

HAULOTTE : 2023 Annual Sales

Financial
information

**Historical annual Sales of € 767 million,
up +28% on 2022** (at constant exchange rates, excluding IAS 29)

Lorette, February 13, 2024

Revenue by business line - excl. IAS 29 - in € millions	YTD Dec 2023	YTD Dec 2022	Var %
Equipment sales	672	524	+28%
Rental sales	24	22	+11%
Services	71	64	+11%
Total	767	610	+26%

The figures and changes presented below are at constant exchange rates, excluding the application of IAS29 (Argentina and Turkey hyperinflation).

2023 Quarter 4 activity:

In a global market that is stabilizing, Haulotte achieved excellent sales performance in Q4 2023 with sales of € 199 million, up +13% on the same period last year, driven by the level of backlog, and reduced pressure on component supplies.

2023 Annual activity:

Driven by the growth observed in the 1st half of the year, the global aerial work platform market reached its highest level ever recorded. In that context, Haulotte posted consolidated annual sales of € 767 million, up +28% on the previous year, driven by strong growth in sales volumes and the positive impact of price increases.

In Europe, in a market that eventually declined slightly over the year (excluding Russia) and despite increasingly intense competition, the Group recorded sales growth of +14% compared to the previous year.

In the Asia-Pacific region, Haulotte continues its good sales performance, with sales up +18% compared to 2022, driven by Turkey and Australia.

In North America, Haulotte is continuing its efforts to penetrate the market and, taking all activities together, posted a +75% increase in sales over 2022, with the aerial work platform business recording growth of +110%.

In Latin America, the strong recovery of the market over the last two years (particularly in Brazil) has enabled Haulotte to post a +26% increase in sales over the previous year.

All in all, equipment sales rose by +31%, rental business by +14%, and services by +13%.

2023 & 2024 outlook:

The good level of activity at the end of the year allows Haulotte Group to anticipate a current operating margin (excluding exchange gains and losses) close to +4% of sales in 2023. In a market that is expected to consolidate, as observed in the second half of 2023, Haulotte expects stable sales for 2024.

Upcoming event:

2023 Annual Results: March 19, 2024

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Note: audit procedures for the annual accounts are in progress



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