

Third-quarter 2024 sales of €145 million, down -12% year-on-year

(at constant exchange rates, excluding IAS29)

Lorette, October 22, 2024

Revenue by business line - excl. IAS 29 - in € millions	YTD Sep 2024	YTD Sep 2023	Var %
Equipment sales	437	498	-12%
Rental sales	16	17	-7%
Services	56	53	+5%
Total	509	568	-11%

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

2024 Third Quarter Activity:

During the third quarter, the global aerial work platform market confirmed the slowdown observed over the past few quarters in all regions. Against this backdrop, Haulotte posted consolidated sales of €145 million for the period, down -12% on the previous year.

At the end of September 2024, consolidated sales totaled €509 million, compared with €568 million the previous year, down -10%.

In Europe, the wait-and-see attitude observed over the past year among the major rental players is confirmed. As a result, the Group reported a -20% decrease in sales at the end of September.

Since the beginning of the year, the Asia-Pacific region has also shown increasing signs of a slowdown in its main markets. Sales at the end of September 2024 were down -17%.

In North America, after several semesters of sustained growth, business slowed down in the last quarter. At the end of September 2024, sales in the region were up +3% for all activities combined, and up +6% for the aerial work platform business.

In Latin America, third-quarter business levels were in line with those of the previous quarter, enabling the Group to post cumulative sales growth of +10%.

At the end of September 2024, equipment sales and rental activity were down by -12% and -6% respectively, while service activities continued to grow by +5%.

2024 Outlook:

In this context of continuing uncertainties, Haulotte forecasts a decline in sales of close to -10% for 2024. Bolstered by its excellent 1st half of 2024, the Group should nevertheless post an annual current operating margin of more than +5% of sales (excluding exchange gains and losses).

Upcoming events:

2024 Full-Year Sales: February 11, 2025

CONTACTS

Alexandre SAUBOT

Tel. : +33 (0)6 81 44 35 66

relation-investisseurs@haulotte.com

Carine Ploton

Tel. : +33 (0)6 81 44 35 66

relation-investisseurs@haulotte.com

