

HAULOTTE : 2026 First Quarter Sales

Financial
Information

First-quarter 2026 sales of €121 million, down -4% year-on-year (at constant exchange rates, excluding IAS29)

Lorette, April 28, 2026

Revenue by business line - excl. IAS 29 - in € millions	YTD Mar 2026	YTD Mar 2025	Var %
Equipment sales	100	105	-5%
Rental sales	4	6	-31%
Services	17	20	-13%
Total	121	131	-7%

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

2026 First Quarter Activity:

The global aerial work platform market, which fell at the end of 2025 to its lowest level since 2020, seems to have reached an inflection point at the start of this year, despite significant economic and geopolitical disruptions. In this context, the Group's revenue, which increased steadily throughout the first quarter of 2026, reached €121 million, down -4% at constant exchange rates from €131 million over the same period last year. This relative stability is driven by solid sales volumes, which offset an unfavorable product mix and lower fleet utilization rates among rental companies that remain below historical levels, affecting the Group's rental and services revenues.

In Europe, continuing the strong commercial performance recorded at the end of last year, first-quarter 2026 activity, driven by a sharp increase in equipment sales volumes, remains dynamic resulting in growth of +8%.

In Asia-Pacific, in a market that is still declining, sales are down -9% compared with the first-quarter 2025, despite a positive volume effect in equipment sales.

In North America, first-quarter 2026 activity is in line with the second half of 2025 but remains -20% below the level recorded in the same period last year.

No signs of recovery were observed in Latin America at the start of the year, where the Group reported a decline in sales of -33% compared with the first quarter of 2025.

At the end of the first quarter of 2026, equipment sales were down by -2% compared to the first quarter of 2025, rental activity declined by -24% and service activity decreased by -10%.

2026 Outlook:

Despite limited visibility and an uncertain global environment, Haulotte should be able to achieve sales growth in 2026, the extent of which will largely depend on the recovery of the North American market. This should enable the Group to return to a positive current operating margin.

Upcoming events:

General Annual Meeting : May 21, 2026

2026 Half-Year Results : September 9, 2026

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