

Third-quarter 2025 sales of €121 million, down -14% year-on-year (at constant exchange rates, excluding IAS29)

Revenue by business line - excl. IAS 29 - in € millions	2025	2024	Var %
Equipment sales	314	437	-28%
Rental sales	15	16	-7%
Services	55	55	-0%
Total	384	509	-24%

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

2025 Third Quarter Activity:

During the third quarter 2025, the global aerial work platform market remained on the same downward trend observed for over a year, weakened by a still highly uncertain global economic and geopolitical environment (conflicts, customs duties, etc.). During this period, Haulotte achieved turnover of €121 million compared to €145 million in the previous year, a decrease of 14%.

At the end of September 2025, consolidated sales amounted to €384 million compared to €509 million last year, representing a reduction of -23%.

In line with the trend observed in the first half of 2025, sales in Europe remained resilient, enabling the Group to limit its overall decline to -3% at the end of September, supported by higher volumes.

In the Asia-Pacific region, activity continues to be sluggish across most markets. Although revenue improved compared to the first two quarters, cumulative revenue was -22% below 2024.

In North America, rental players continue to adopt a wait-and-see approach in an uncertain environment resulting in -47% decline in activity since the beginning of the fiscal year.

Similarly, Latin America shows no signs of recovery with cumulative sales down -37%.

As of the end of the September 2025, equipment sales and rental activity have decreased by -27% and -4% respectively, while service activity grew by 1%.

2025 Outlook:

Given the current limited business outlook for the second half of 2025, and with many rental players already shifting their focus to 2026, the Group does not expect any significant improvement in its current operating income for the second half of 2025.

Upcoming events:

2025 Full-Year Sales: February 10, 2026

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