

20% increase in sales between 2013 and 2014

| Revenue by business line in € million (*) | YTD Dec 2014 | YTD Dec 2013 | change |
|---|--------------|--------------|--------------|
| Equipment sales | 349.0 | 284.4 | + 23 % |
| Location | 23.0 | 22.2 | + 4 % |
| Services | 40.6 | 36.1 | + 13 % |
| Total | 412.6 | 342.7 | + 20% |

(*)data restated for the sale of the UK rental business completed in June 2013

2014 Quarter 4 Activity:

Haulotte Group generated consolidated sales of € 97.2 million in the fourth quarter versus € 85.6 million in 2013, an increase of 8%. Full year consolidated sales were € 412.6 million against € 342.7 million in 2013, an increase of 20% between the two periods.

Growth remains strong in all areas, + 33% in Asia-Pacific, + 29% in Europe, and + 28% in North America; the exception is Latin America, down -25% in the year.

Service activity shows a significant increase throughout the year (+13% overall in 2014), which seems to confirm the high utilisation rates for Haulotte machines in the fleets of our rental business customers.

Excluding FX gains & losses and the sale of the UK rental business, the Haulotte Group expects a second semester EBIT close to the one reported on the first semester.

Outlook:

Despite the macro-economic, financial and geopolitical environment remaining very uncertain, the need for fleet renewal in our rental business customers, particularly in Europe, remains very real. This should allow Haulotte Group to show sales growth of close to 5% in 2015.

Upcoming event:

2014 Annual Results: 11 March 2015

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