

## Increase in third quarter 2011 sales (€ 76.7 million) confirms the positive trend in the market since the start of the year

Revenue by business line € thousands	YTD Sep 2011	YTD Sep 2010	change
Equipment sales	170.0	131.4	+ 30 %
Equipment rental	31.5	26.7	+ 18 %
Services	23.2	19.5	+19 %
<b>Total</b>	<b>224.7</b>	<b>177.6</b>	<b>+ 27%</b>

### 2011 third quarter activity:

Haulotte Group produced consolidated sales of € 76.7 million in the third quarter 2011 compared with € 63.2 million for the same period last year, an increase of 21%.

The consolidated sales were € 224.7 million compared with € 177.6 million at the end of September 2010, an increase of 27% between the two periods (30% on Equipment sales).

Overall, sales increased in all geographic areas, particularly Latin America (40%) and Asia Pacific (53%), due to a strong performance in the Australian market. Rental business continued to improve during Q3 2011 (11% from the previous quarter). Service activities have also increased compared to last year (19%YTD), driven by good utilisation rates at our rental customers.

### Outlook

The activity should remain strong until the end of 2011, driven by the needs of equipments fleet renewal from developed countries and the dynamism of emerging countries. These factors should continue to support demand next year, but the return may be temporary, macroeconomic uncertainties currently limited visibility in our markets in 2012.

### Upcoming event:

2011 annual sales: 15 February 2012

### VOS CONTACTS

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