



ANNUAL

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haulotte.com

Haulotte 
 **LET'S DARE TOGETHER**



SUMMARY

SUMMARY

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Haulotte shares



Haulotte is a global leader of people and material lifting equipment. The group designs, manufactures and markets a wide range of products focused on mobile elevating work platforms and telehandlers.



7 PRODUCT RANGES OF PEOPLE LIFTING EQUIPMENT



3 TELEHANDLER PRODUCT RANGES



CUSTOMIZED FINANCING SOLUTIONS to facilitate investments in these products



INTEGRATED SERVICES to optimize equipment lifecycles and residual values for resale

1986

H46N - First aerial work platforms designed and marketed under the brand name "Haulotte"

2005

The group name and logo change. "Pinguely- Haulotte" become "**Haulotte Group**"

2014

Launch of the RTJ and RJ Pro ranges, with the 16m articulating boom

2018

Launch of the **PULSEO GENERATION** range with the first electric rough-terrain articulating boom: **HA20LE PRO**

1985

Pierre Saubot takes control of Pinguely- Haulotte owned by the Group Creusot-Loire

1998

IPO on the stock exchange

2007

Haulotte expands its product offer, with a range of telehandler called HTL

2015

Haulotte celebrates its 30 years old

HAULOTTE IN SUMMARY

→ SUMMARY

20

SUBSIDIARIES

7

PEOPLE
LIFTING
EQUIPMENT
PRODUCT
RANGES

2000

EMPLOYEES

NEW HEAD OFFICE IN
2020

3

TELEHANDLER
RANGES

555,9M€
2018 REVENUE

A
SUSTAINED
GROWTH

6 PRODUCTION
UNITS

A GLOBAL
OFFER

OUR AMBITION

**TO BECOME THE MOST VALUABLE AND SAFEST
WORKING AT HEIGHT SOLUTION MAKER
IN CREATING THE SERENEST CUSTOMER
EXPERIENCE.**

OUR STRATEGY

We are developing a “**GloCal**” strategy that will make it possible to deploy the Group’s global strategy locally, by including the necessary adaptations.

We rely on defined and shared **human, professional and managerial values** to guide our actions and give meaning to our performance.

In this context, our ambition is to offer our customers solutions that are ever more **secure**, ever more **respectful of the environment**, and ever **more adapted to our partners’ needs**.

We have defined three major strategic axes to transform this ambition into a concrete action plan:

BECOME A

BLUE COMPANY

BECOME A

FULL SOLUTIONS PROVIDER

BECOME THE

BEST-IN-CLASS

Service Level Agreement provider

OUR CROSS-COMPANY GUIDELINE TO ACHIEVE THIS AMBITION: A DIGITAL TRANSFORMATION, A KEY FACTOR IN OUR FUTURE SUCCESS.



OUR VALUES

We are convinced that **each employee plays a key role** in the Group's success, and a sustainable "Change" program has been implemented to put employees at the heart of performance. This results in projects related to the working environment, the sharing and appropriation of values, the support of managers but also the harmonization of good Human Resources practices deployed from 2017.

EXCELLENCE
PERFORMANCE
 ENGAGEMENT
RESPONSABILITY
 RESPECT
TRUST



PHILIPPE **NOBLET**

Corporate Secretary

CARLOS **HERNANDEZ**

M.D. Zone Americas

PATRICK **MURRIS**

M.D. Zone Europe & Africa

SEBASTIEN **MARTINEAU**

C.F.O. (Finance)

DAMIEN **GAUTIER**

M.D. Zone Asia-Pacific

STÉPHANE **HUBERT**

C.S.O. (Sales, Marketing & Services)

PATRICE **MÉTAIRIE**

C.O.O. (Industry)

ALEXANDRE **SAUBOT**

C.E.O.



GOVERNANCE OF HAULOTTE GROUP

ADMINISTRATORS:

PIERRE **SAUBOT**

Chairman

ALEXANDRE **SAUBOT**

JOSÉ **MONFRONT**

MICHEL **BOUTON**

ELISA **SAUBOT**

HADRIEN **SAUBOT**

ELODIE **GALKO**

ANNE **DANIS FATÔME**

STATUTORY AUDITORS:

PricewaterhouseCoppers Audit Represented by **Natacha PÉLISSON**
20 Rue de Garibaldi - 69451 Lyon cedex 06

BM & A Represented by **Alexis THURA**
11 Rue de Laborde - 75008 Paris

KEY FIGURES

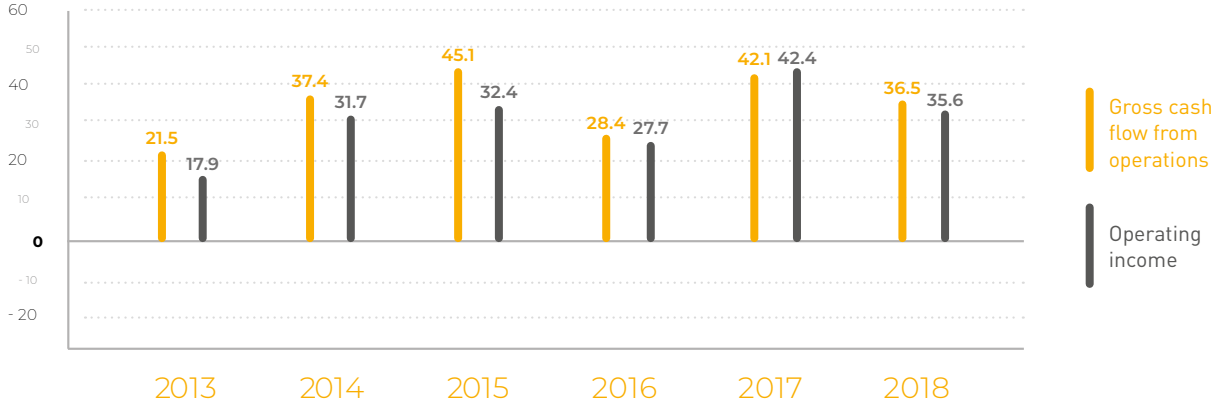
SALES EVOLUTION IN € MILLION



* Continuing activities (Sale of the UK rental business completed on 28 June 2013).

** Data for 2018 and 2017 have been restated excluding the rental activity in Italy, which was sold on 21 June 2018.

OPERATING INCOME excluding exchange gain loss and GROSS CASH FLOW FROM OPERATIONS continuing activities

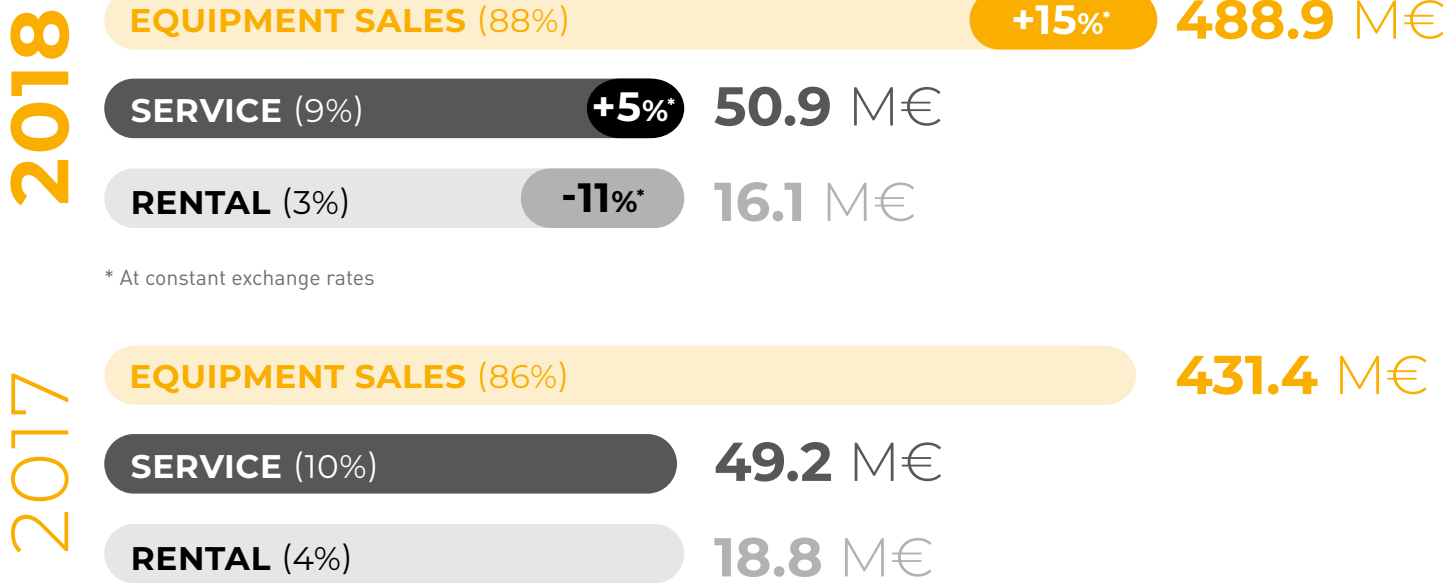


2018 INCOME STATEMENT HIGHLIGHTS IN € MILLION

IN € MILLION		GLOBAL	
		2018	2017
CONTINUING ACTIVITIES	REVENUE	555,9	449,4
	CURRENT OPERATING INCOME excl. EXCHANGE GAINS & LOSSES	35,6	42,4
	OPÉRATING INCOME	29,1	35,7
	INCOME BEFORE TAX	25,3	21,0
	NET INCOME	17,9	17,7
NET INCOME FROM DISCONTINUED ACTIVITIES		5,9	0,0
CONSOLIDATED NET INCOME		23,9	17,7

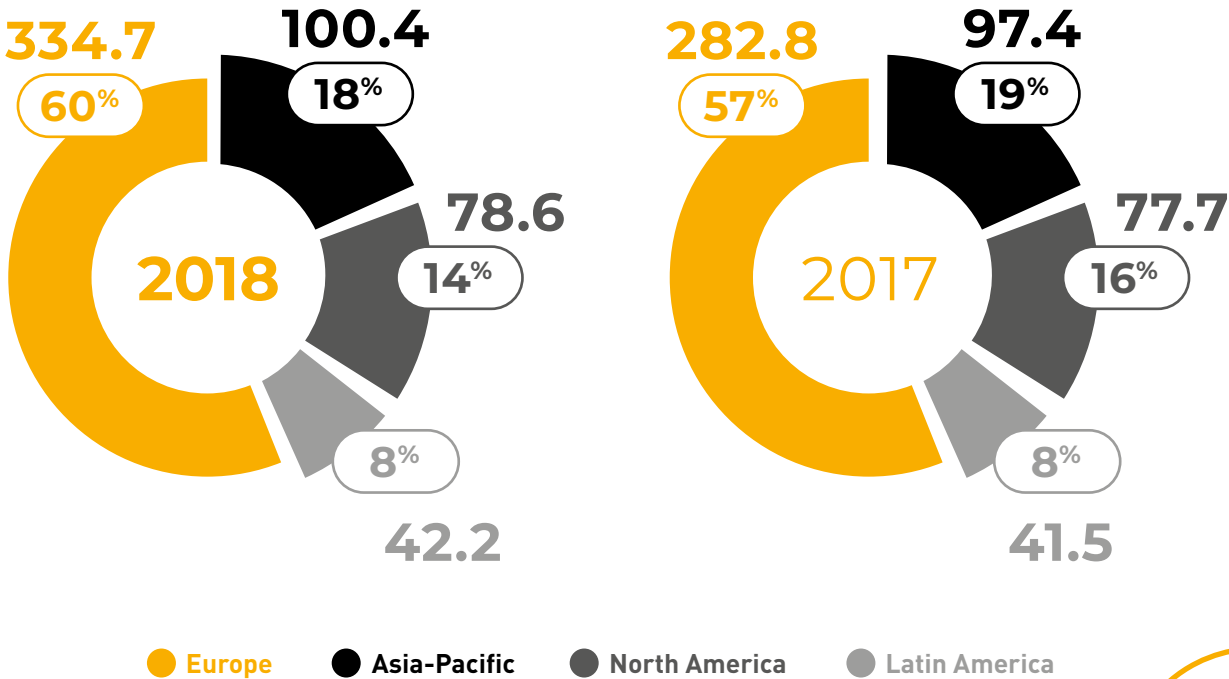
SALES BREAKDOWN PER ACTIVITY

continuing activities



* At constant exchange rates

SALES BREAKDOWN PER GEOGRAPHICAL AREA IN € MILLION continuing activities



OUR BUSINESSES

DESIGN AND ASSEMBLY

Our key success factors:

INNOVATION
R&D
MARKETING

Dedicated teams on the design phase to anticipate the needs and requirements to design products, accessories and services to meet demand.

DISTRIBUTION

SALES & SERVICE NETWORK

A distribution network (Products, Financing Solutions & Service) based in **20 subsidiaries** and offices in strategic markets, supported by a dealer network giving coverage in **more than 100 countries**.

RENTAL BUSINESS

An additional business activity to **establish our brand in selected geographical markets** and to better understand the needs of end-users.

A GLOBAL OFFER

↩ SUMMARY

TO SERVE OUR CUSTOMERS



Haulotte 
EQUIPMENT

Haulotte 
FINANCIAL SERVICES



Haulotte 
SERVICE

Haulotte 
SECOND LIFE





PEOPLE LIFTING EQUIPMENT



PUSH AROUND

from 7 to 14 m



VERTICAL MASTS

from 6 to 10 m



SCISSOR LIFTS

rough-terrain
or electric
from 6 to 18 m



ARTICULATING BOOMS

rough-terrain
or electric
from 12 to 41 m



TELESCOPIC BOOMS

from 14 to 43 m



LIGHTWEIGHT BOOMS

Trailers from 10 to 19 m
Lightweight from 13 to 16 m

MATERIAL LIFTING EQUIPMENT



COMPACT

lifting capacity
from 3.2 t to 4 t
up to 10 m



HIGH LIFT

lifting capacity from
3.6 t to 4 t
up to 17 m



HEAVY LOAD CAPACITY

lifting capacity
5.2 t
up to 10 m



Haulotte Financial Services offers a wide range of financial solutions designed to meet the varying needs of customers.



1

TECHNICAL SUPPORT

Designed to responsively provide the most efficient support, the Haulotte technical network operates on the phone, on site or within our technical centers. Our on-line solutions also enable you to minimize your downtime!



3

SERVICE CONTRACTS

Total Cost of Ownership (TCO) is monitored all along the operating lifetime of the machines thanks to the expertise of our technical support team. Our portfolio of contracts enables a perfect match with customers expectations:

- PREVENTIVE MAINTENANCE
- WARRANTY EXTENSION
- PERIODIC LEGAL INSPECTIONS

2

TRAINING

Haulotte training courses can easily be customized to the practical needs and language of our clients. It is also possible to monitor the skills and plan their advanced training on-line.



4

GENUINE SPARE PARTS

The Haulotte supply chain organization is fully dedicated to meet your demands of quality spare parts and to optimize the spare parts' supply chain process, from the quotation to the deliveries. Online orders are processed 24h!





Haulotte

SECOND LIFE

REFURBISHMENT

EXTEND THE LIFETIME OF YOUR FLEETS

By choosing our reconditioning programs, the customer gives a new life to his equipment!
This Refurbishment program is fully guaranteed by Haulotte Quality standards:

REFRESH, FACELIFT OF YOUR MACHINE!
REFURB, REBUILD THE FUNCTIONS!
UPGRADE, BOOST THE PERFORMANCE!

SECOND HAND EQUIPMENT

BEST ADVICE TO FIND THE RIGHT EQUIPMENT

The right machine, the right place, at the right price for the best ROI.

EXPERTISE OF THE MANUFACTURER
CERTIFIED MACHINE
WORLDWIDE NETWORK



OUR MARKETS



RENTAL COMPANIES

They are partners of our development thanks to their product expertise, the in-depth knowledge of their clients' needs and their network of branches.

INDUSTRIAL END-USERS

Customers operating in a wide range of industry sectors (logistics, manufacturing, airport operations, maintenance, retail). Haulotte provides customized solutions based on product lines that address the specific needs of each activity.

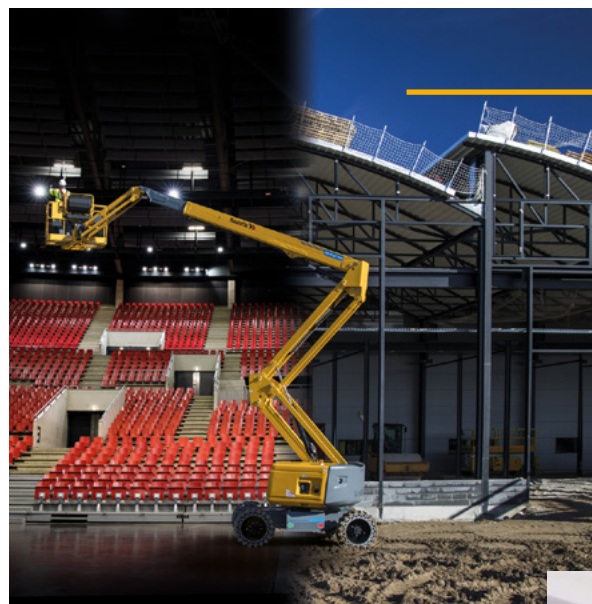


SPECIAL EQUIPMENT & MILITARY SOLUTIONS

Haulotte offers tailor-made solutions designed to meet the specific requirements of civil and military applications.



2018 HIGHLIGHTS



Launch of **PULSEO GENERATION**, the full-electric rough-terrain range

Participation in the **INTERMAT** exhibition: presentation of the strategic plan and reveal of the HA20 LE, first machine of the range **PULSEO GENERATION**



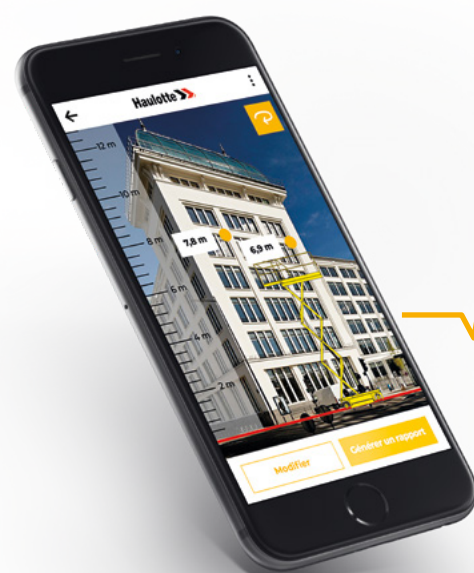
Acquisition of 100% of our Turkish distributor **Acarlar Makine**



Sales of 100% of the Italian powered access rental company, **NO.VE s.r.l.**



Launch of **H3** construction site, the new **Haulotte** headquarters



Launch of the app **quick positioning**. The mobile application which allow to identify the most suitable boom for the evolution and working area the users want to reach



Launch of the app **Haulotte Diag**, to manage the daily machine maintenance

Haulotte becomes the first manufacturer **"IPAF Sustaining Member"**





2018 AWARDS



HA20 LE



Designed to operate silently, the HA20 LE, first machine of the **PULSEO GENERATION** takes care of the environment and people nearby. Thanks to its electrical architecture, it can be discreet in all situations and offers **new application opportunities**.



Haulotte **ACTIV'** LIGHTING SYSTEM

Loading and unloading a machine from a truck is a complicated, especially during **conditions of limited visibility**, for example at dusk or sunset. Perfectly integrated, our **lighting system** illuminates controls and the areas around the boom. **The operator can thus safely carry out his loading and unloading manoeuvres.**



Haulotte **ACTIV'** SHIELD BAR

This bar is meant to **reduce the risk of overhead crushing injuries**, without compromising productivity. Fully integrated into the control panel, it combines simplicity and robustness.



HAULOTTE AND ITS SHAREHOLDERS

[SUMMARY](#)

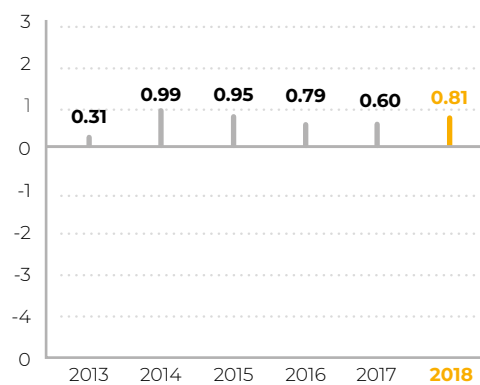
SHARE TRADITION INFORMATION

EURONEXT PARIS
ISIN
MNÉMO
REUTERS
BLOOMBERG
CACS

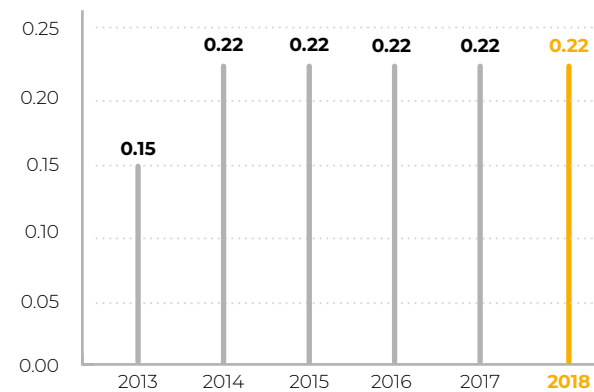
COMPARTIMENT B
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PIG
PYHE.PA
PIG FP



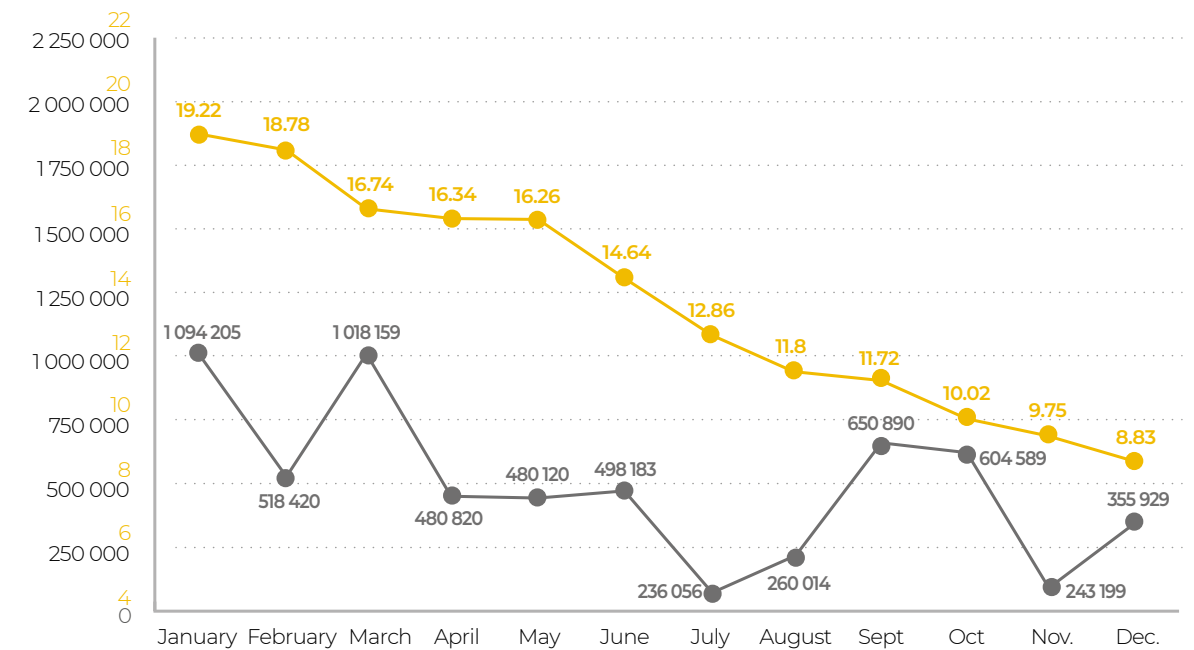
NET EARNINGS PER SHARE



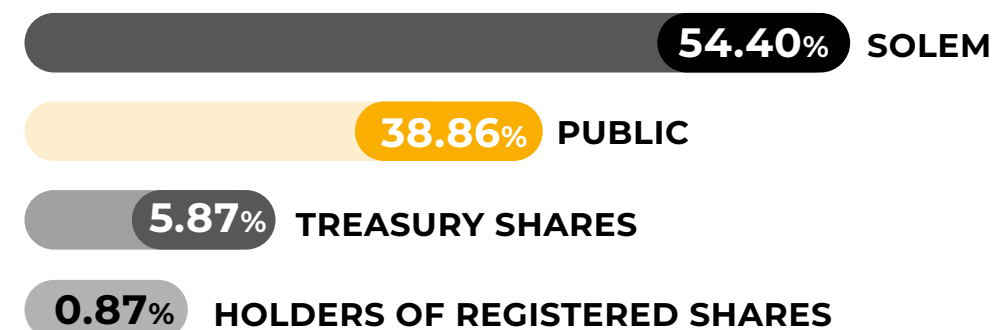
EVOLUTION OF NET DIVIDEND PER SHARE



TRADING ACTIVITY SHARE AND SHARE PRICE TRENDS



BREAKDOWN OF CAPITAL ON 31/12/2018



BREAKDOWN OF VOTING RIGHTS ON 31/12/2018

