



# ANNUAL REPORT 2022





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5

PRODUCTION  
UNITS

21

SUBSIDIARIES

**HAULOTTE GROUP IS A GLOBAL  
LEADER OF PEOPLE LIFTING  
EQUIPMENT.**

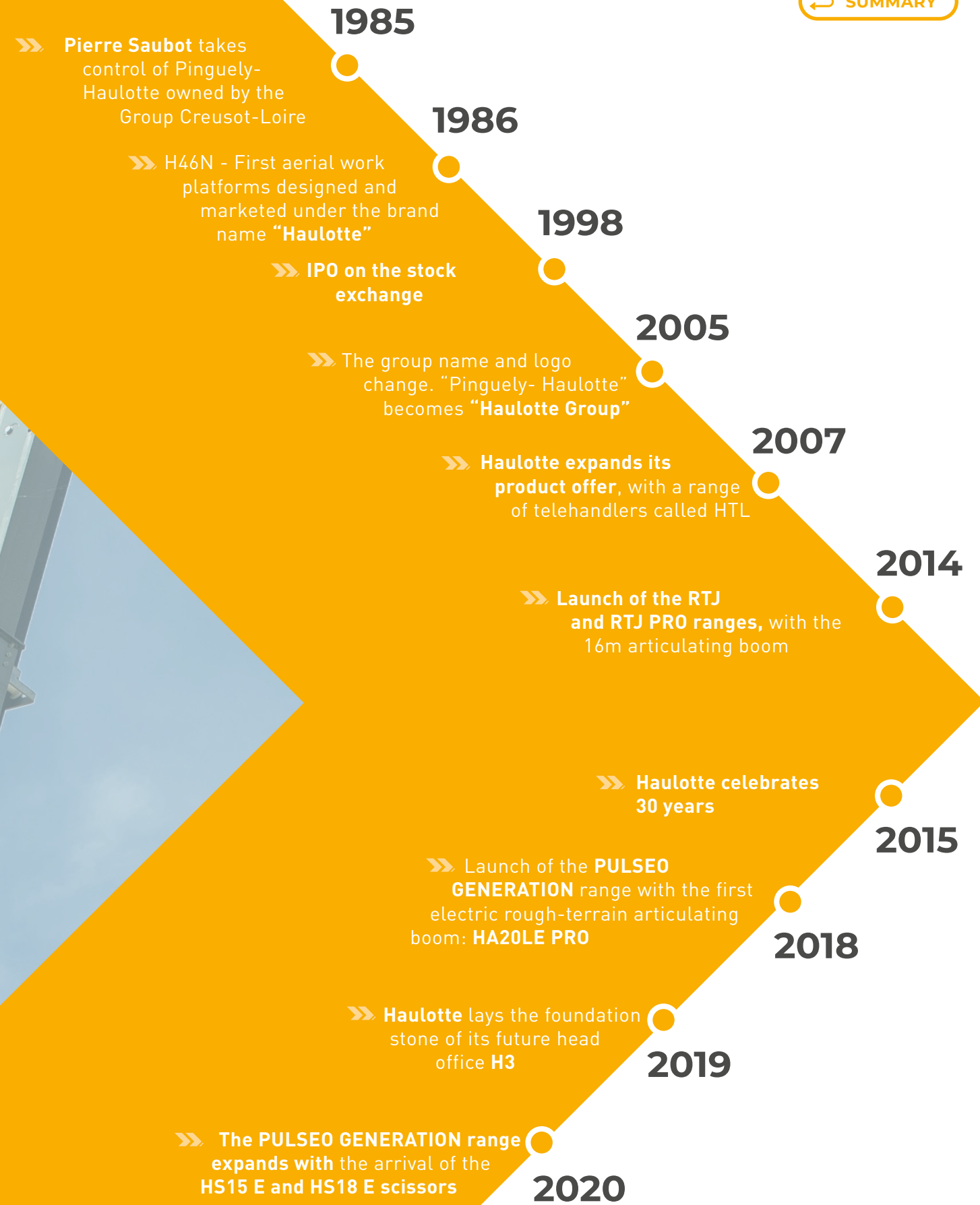
The group designs, manufactures  
and markets a wide range of  
products focused on mobile  
elevating work platforms.

7

PRODUCT  
RANGES

1900

EMPLOYEES



# OUR GLOBAL OFFER

➔ SUMMARY



**Haulotte**   
EQUIPMENT



**Haulotte**   
FINANCIAL SERVICES

We design **financing solutions** that match our customers' needs and offer **flexible and tailor-made solutions** when necessary.

Thanks to our many years of experience in the Construction and Industry sector, we can implement new solutions to structure financing offers.



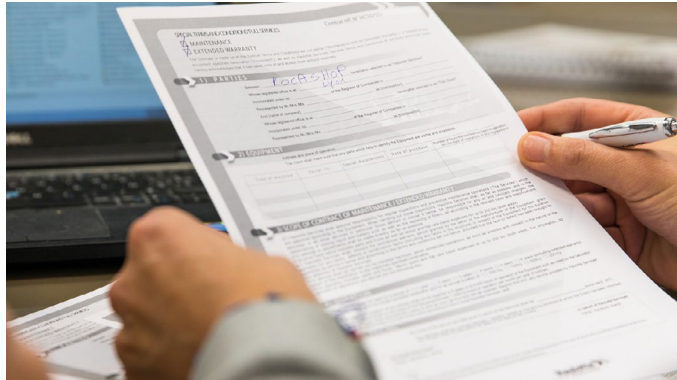
**Haulotte**   
SERVICE

**Haulotte Service** has been designed to **meet your needs throughout the life of the machines**. Present on five continents, our group relies on a network of after-sales experts strategically implemented around the world to ensure a rapid and efficient local service.

By providing both **human support** and **online tools**, we help our customers to **optimize their total cost of ownership**.



# 360° SERVICE SUPPORT



## SERVICE CONTRACTS

To meet customer needs as best as possible, **service contracts allow customers to take advantage of our technical teams' expertise** for preventive maintenance, warranty extension, or periodic legal inspections on both new and used machines. Or the **SMART Solutions offer**, an innovative offer that includes intelligent and connected machines, a financing solution and equipment maintenance for the whole contract duration.



## GENUINE SPARE PARTS

Only **genuine Haulotte spare parts are designed to work seamlessly with your machines**. They are tested to ensure user safety, absolute reliability and an optimized service life and residual value of your machines. The Haulotte supply chain optimises the entire process, from quotation to delivery. 24-hour online order management!



## 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!



## TRAINING

Skills management is a daily challenge for many companies. Haulotte addresses the whole issue, from diagnosis to post-training follow-up, including content customization. The **Haulotte Service trainings enhance skills development in your teams**. They ensure an optimized utilization rate of the machines and thus a better profitability. The training courses are delivered in the client's language, either digitally or on site.

## TELEMATICS SOLUTION



**SHERPAL** marks the start of simplified fleet management. Developed in direct response to customers' needs, it gives remote access to high value data to make informed decisions about Haulotte equipment. Subscribers have **all the information** at hand **to analyze** their **entire fleet, maximize its efficiency and reduce operating costs**.

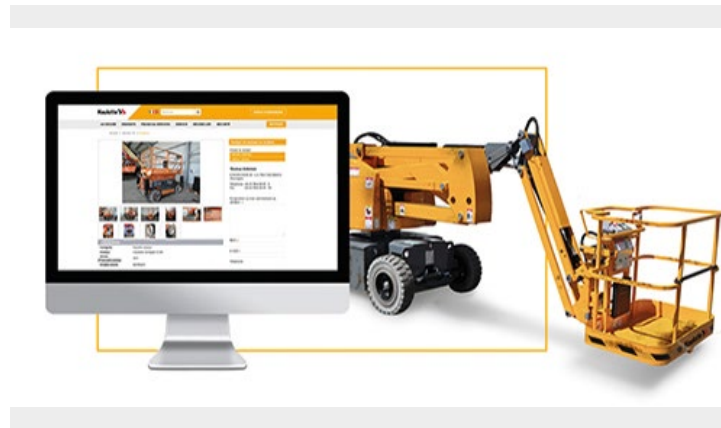


Extending the lifespan of products to **better respond to environmental issues** is a major challenge. Our «Second Life» service solutions are a response to new consumption patterns oriented towards the circular economy.



## REFURBISH- MENT

Offering your machines a second life is financially attractive ; **reconditioning solutions extend the machines' lifespan significantly. Whether it involves refreshing, refurbishing or modernising equipment**, for minimal investment, the equipment regains its full potential and benefits from a higher residual value.



## SECOND HAND EQUIPMENT

**Pre-owned equipment is a perfect way to establish or enlarge a fleet at lower cost** for a better return on investment. Haulotte has implemented strict inspection processes to ensure that pre-owned machines meet the highest quality standards. Customers can find their next machine among a wide range of pre-owned equipment, from scissor lifts to telescopic booms, as well as articulating booms, vertical masts and more. A quick and easy way to meet the needs and the budget!

## **RESTART** by Haulotte



The **RESTART by Haulotte** program was designed to meet the growing demand for Haulotte-branded reconditioned aerial work platforms. This new offer is positioned between the traditional used market, where aerial work platforms are sold as is without warranty, and new equipment market. This new model makes it possible to offer quality reconditioned equipment, certified and guaranteed by the manufacturer, available immediately at a reasonable price. **To offer this alternative to the sale of new aerial work platforms, Haulotte has set up an industrial process, trained staff and invested in specific tools.** By converting a factory, the Group is meeting the challenges of sustainable development. It is reducing the carbon impact of its activities and paving the way for a new, more ecological approach.



# OUR BUSINESSES

[SUMMARY](#)



## DESIGN & ASSEMBLY

Our key success factors are **INNOVATION, R&D, MARKETING.**

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



## DISTRIBUTION

A sales & services network based in **21 subsidiaries** and offices in strategic markets, supported by a dealer network giving coverage in **more than 150 countries.**



## RENTAL BUSINESS

An additional business activity which contributes **to establishing our brand in selected geographical markets**, and to better understand end-users' needs.



# OUR MARKETS

[SUMMARY](#)



## 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.



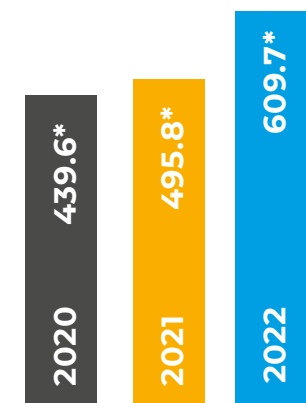
## SPECIAL EQUIPMENT

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



# KEY FIGURES

## SALES EVOLUTION IN € MILLION



\*excluding IAS 29 & IFRS 16

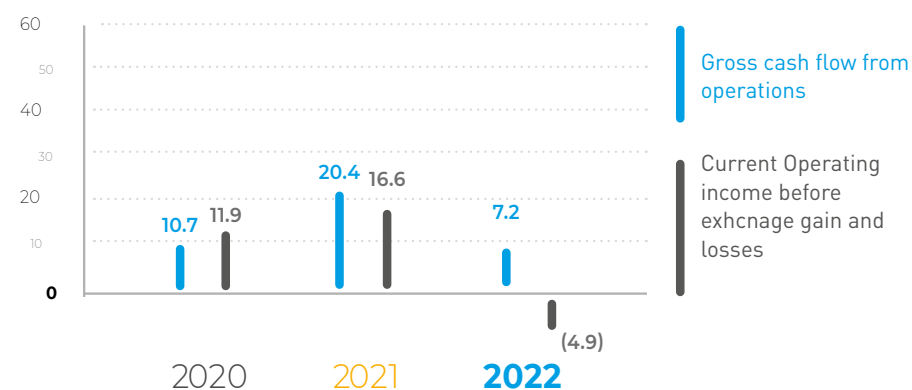
## REVENUE



\*excluding IAS 29 & IFRS 16

## CURRENT OPERATING INCOME before exchange gain & loss AND GROSS CASH FLOW FROM OPERATIONS IN € MILLION

excluding IAS29 and IFRS16



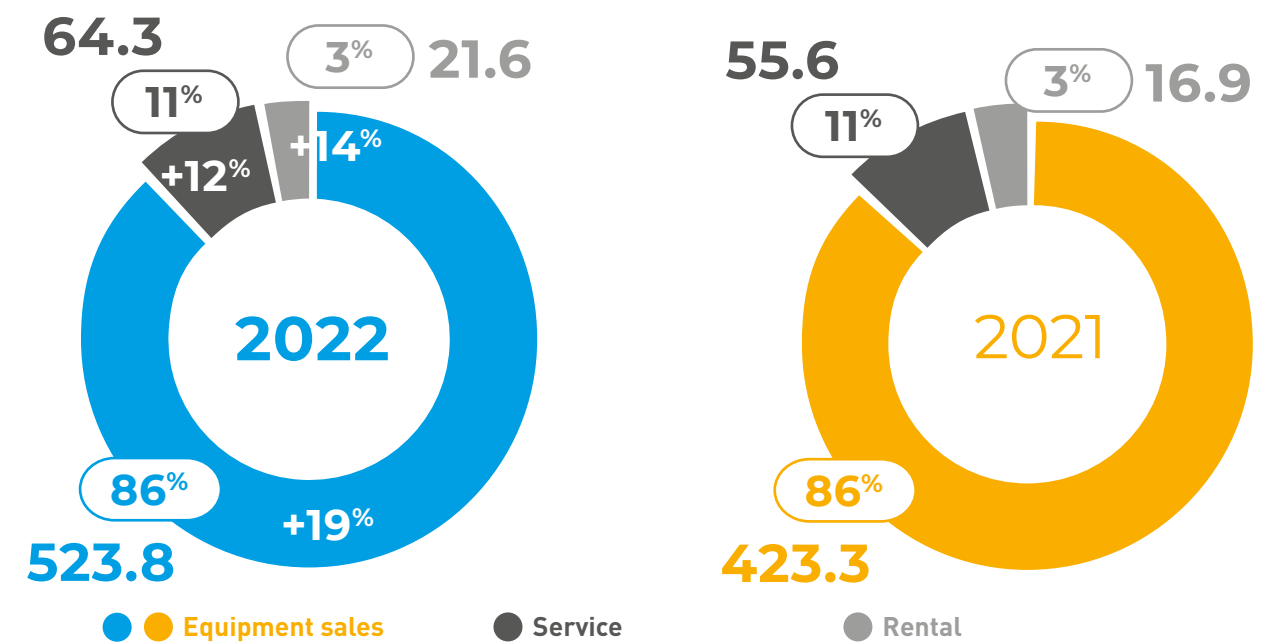
## INCOME STATEMENT HIGHLIGHTS IN € MILLION

excluding IAS29 and excluding IFRS16

IN € MILLION		GLOBAL	
		2022	2021
EXCLUDING IAS 29 & IFRS 16	REVENUE	609.7	495.8
	CURRENT OPERATING INCOME before EXCHANGE GAINS & LOSSES	(4.9)	16.6
	OPERATING INCOME	(6.4)	11.4
	INCOME BEFORE TAXES	(12.1)	13.8
CONSOLIDATED NET RESULT		(17.5)	5.8

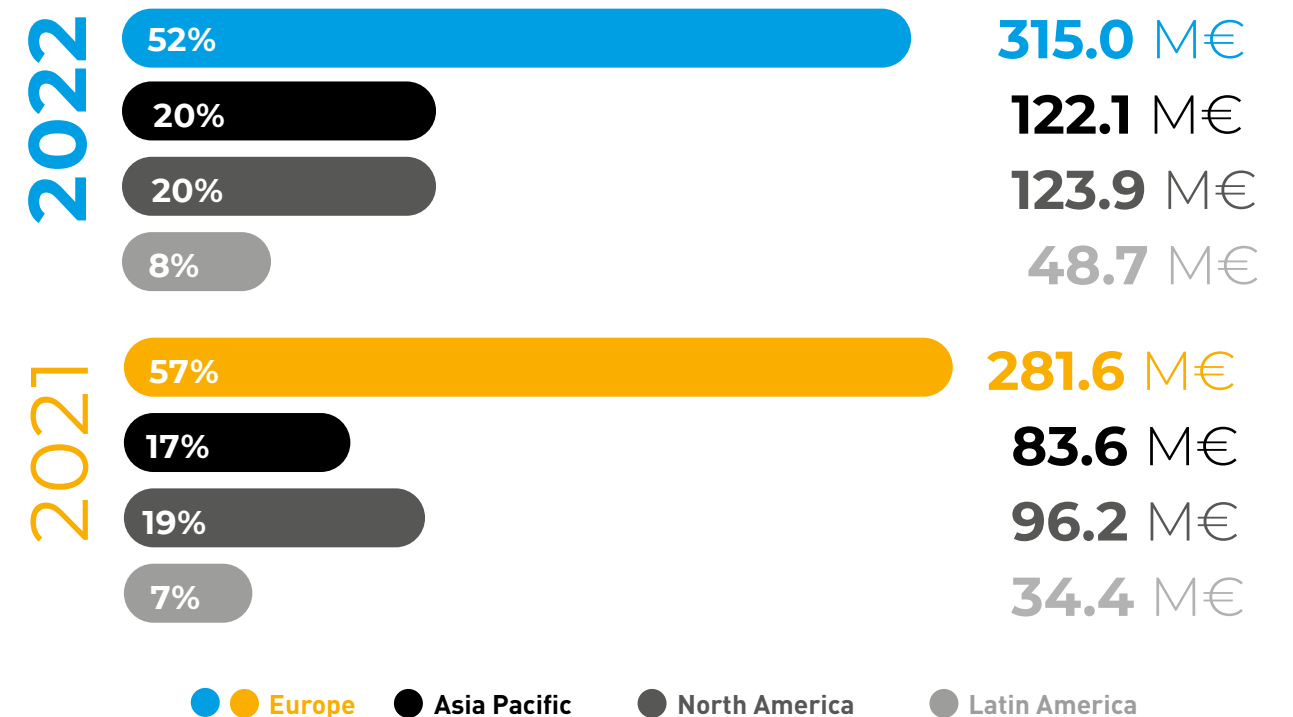
## SALES BREAKDOWN PER ACTIVITY IN € MILLION

excluding IAS29 and excluding IFRS16



## SALES BREAKDOWN PER GEOGRAPHICAL AREA IN € MILLION

excluding IAS29 and ecluding IFRS16





# OUR VISION

“

Let's dare **together**, becoming the most valuable working at height experience maker

”

# OUR MISSION

“

Taking care of people

”



Human life is the most precious gift, therefore we believe it is key to take care of it when working at height.



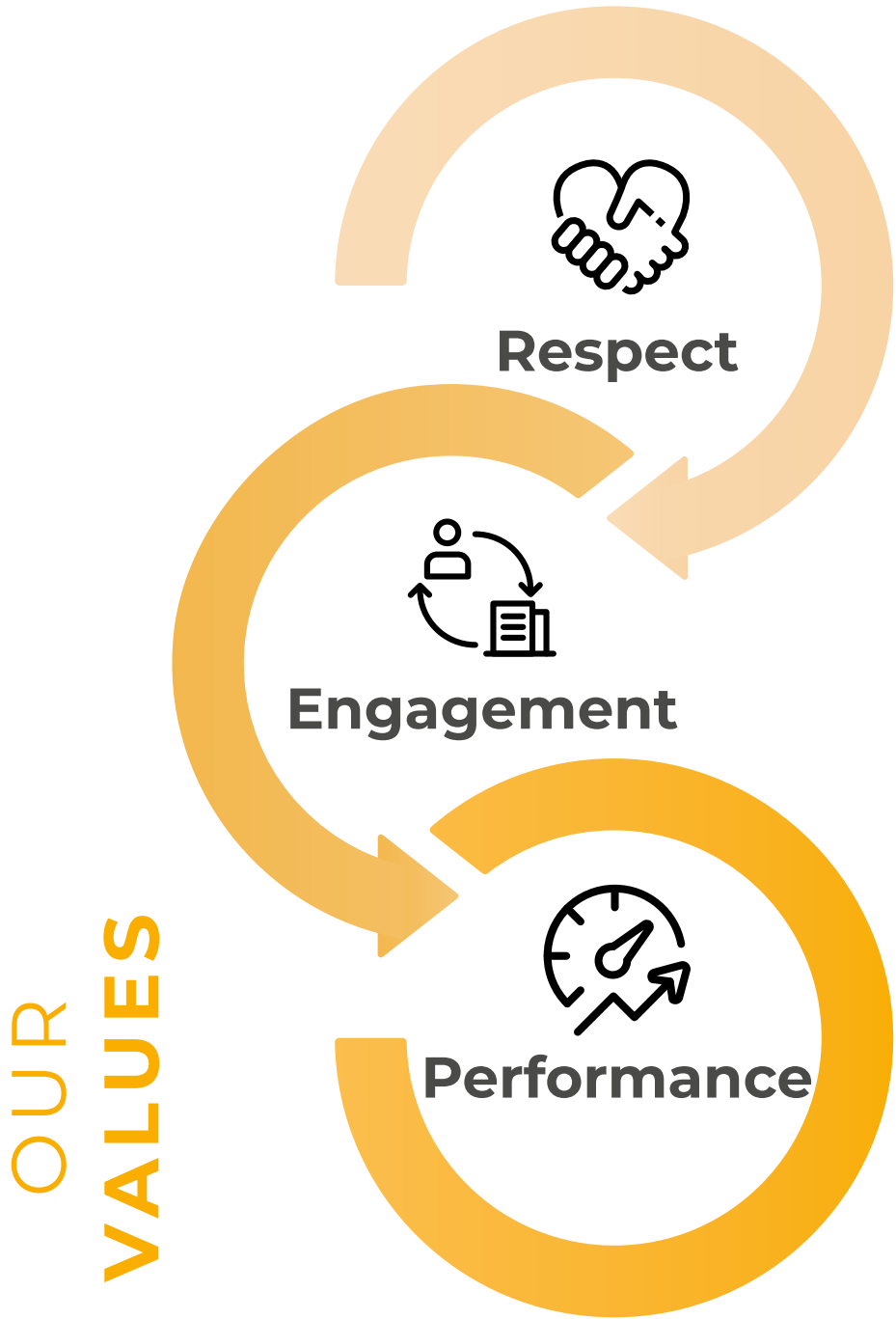
# TAKING CARE OF OUR EMPLOYEES

Each employee plays a key role in the success of the Group. Safety, employability and well-being at work are at the heart of our HR policy.

Our values, translated into concrete measures by the employees themselves, illustrate and underline our desire to «Take Care».

We are convinced that a caring work environment fosters creativity, initiative, involvement, performance and well-being of employees.

By symmetry, this environment will have a positive impact on our customers, partners and business performance.





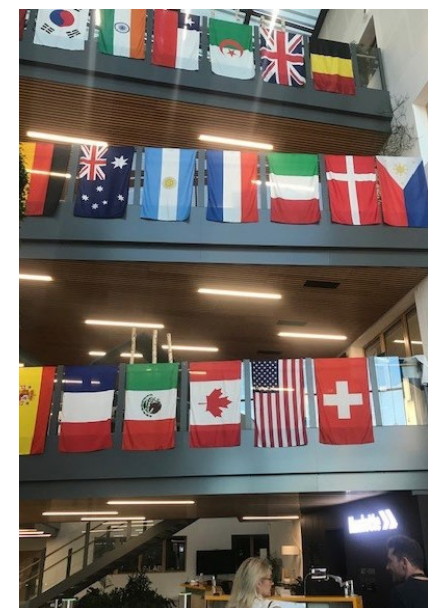
# TAKING CARE OF OUR PARTNERS

← SUMMARY

To build a mutually beneficial relationship, we must take care of our partners as well as our employees.

We deliver on our commitments by providing our customers with solutions tailored to their current and future needs. Our ultimate goal is to create a unique customer experience.

We do the same with our suppliers as they contribute to the customer experience and business performance.





# TAKING CARE OF SOCIETY

haulotte takes care of the **Society**, through employees and partners, but not only.

We design safe products and solutions, we were among the first companies to commit to the decarbonization of machines.

We are building step by step a sustainable **development path, taking care of our environment, our ecosystem, our Society.**



In 2022, a materiality analysis was conducted with employees from several departments and entities of the group. The aim was to define the challenges and the priority Sustainable Development Objectives for Haulotte.

Thus, **7 of these SDGs are now part of the group’s strategy and constitute the basis of our CSR approach.**



## Our C.S.R. Vision






# OUR BUSINESS MODEL

**HUMAN RESOURCES**



More than 1000 employees operating on Safety and Environment certified sites

**ENVIRONMENTAL RESOURCES**



Energy consumption of the sites: 55 MWh  
ISO 14001 certification on all our industrial sites (Changzhou plant undergoing certification)

**ECONOMIC RESOURCES**



Equity: €199 million  
Investment (net, excluding IFRS 16): €16 million  
Syndicated loan & PGE (state-guaranteed loan): €216 million

**OPERATIONAL CAPITAL**




Quality Safety and Environment policy deployed on all our sites

**OUR OTHER RESOURCES**

- > 1 integrated QSE management system in the process of deployment
- > More than 9500 active customers in 2022
- > 1 solid network of suppliers and partners
- > Teams dedicated to R&D, innovation and continuous improvement
- > R&D expenditure: €18 million
- > 1 Design office, 1 study center, 1 E-Lab



**OUR STRENGTHS**



- 5 Industrial sites
- 21 Sales & service subsidiaries
- 1900 Employees
- +150 Countries covered
- 7 Logistics platforms


**PRIORITY SDGS**



**CONTRIBUTORS**



**SOCIAL VALUE**



- > 29% of new recruits were under the age of 27 in 2022
- > Gender equality index 87
- > 38 920 training hours
- > 90% of employees attended a training course in 2022

**ECONOMIC VALUE**



Turnover (excluding IAS 29): €610 million  
Cash flow (excluding IAS 19 / IFRS 16): €7 million  
Taxes paid in France and abroad: €5 million

**OPERATIONAL VALUE**



- > Digital fleet management offers: MyHaulotte, Sherpal, etc...
- > PULSE0 range
- > Local distribution and production logic for at least 50% of our customers' needs
- > Safety solutions: Activ' Shield Bar, Safety Guarding Systems

**CSR PERFORMANCE**



ECOVDIS score = 46/100  
(score equal to or greater than 44% of the companies assesses)  
CSR performance assessed by ECOVDIS as adopted in accordance with its rating scale














**ENVIRONMENTAL VALUE**



- > Turnover associated with the circular economy in excess of €5 million
- > 70% of the machines we sell are electric
- > More than 70% of our waste is recycled



# GOVERNANCE OF HAULOTTE GROUP

↩ SUMMARY

## OUR EXECUTIVE COMMITTEE



## EXECUTIVE COMMITTEE MEMBERS

- 1 - **Alexandre SAUBOT** - C.E.O.
- 2 - **Philippe NOBLET** -Corporate Secretary, in charge of the Group's Human Resources Department
- 3 - **Stéphane HUBERT** - Director of Sales, Marketing & Service
- 4 - **Sébastien MARTINEAU** -C.F.O., in charge of I.T.
- 5 - **Patrice MÉTAIRIE** - C.O.O.
- 6 - **Damien GAUTIER** - M.D. Asia-Pacific area
- 7 - **Carlos HERNANDEZ** - M.D. Americas area
- 8 - **Patrick MURRIS** - M.D. Europe & Africa area, delegated to the deployment of the C.S.R.

## ADMINISTRATORS:

PIERRE **SAUBOT** - Président  
ALEXANDRE **SAUBOT**  
JOSÉ **MONFRONT**  
MICHEL **BOUTON**  
ELISA **SAUBOT**  
HADRIEN **SAUBOT**  
ELODIE **GALKO**  
ANNE **DANIS FATÔME**



## STATUTORY AUDITORS:

**PricewaterhouseCoopers Audit**  
Represented by **Matthieu MOUSSY**  
20 Rue de Garibaldi - 69451 Lyon cedex 06

### BM & A

Represented by **Pascal RHOUMY**  
11 Rue de Laborde - 75008 Paris



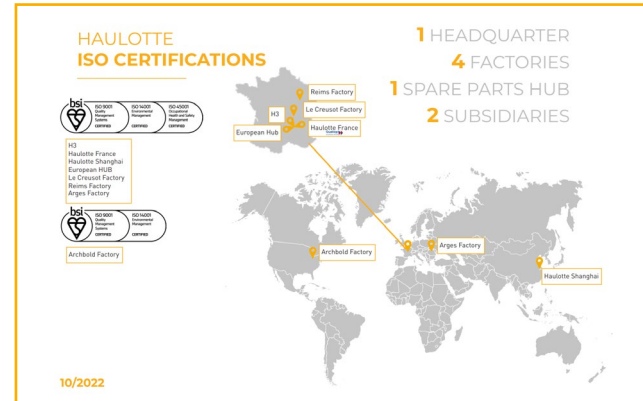
# 2022 HIGHLIGHTS

→ SUMMARY



## JANUARY 2022

Haulotte Iberica wins LOXAM HUNE's best after-sales service award



## FEBRUARY 2022

Triple ISO certification for Haulotte:  
ISO 9001:2015  
ISO 14001:2015  
ISO 45001:2018



## APRIL 2022

Haulotte enters the Low-Level Access market



## MAY 2022

Haulotte awarded again at HIRE22 (Australia):

- Supplier of the Year Award
- Product of the Year Award with the SIGMA 16
- Women of influence for Robyne Kerr, Haulotte employee



## MARCH 2022

The articulating boom SIGMA 16 wins the Mat d'Or 2022 award



## MARCH 2022

New Changzhou 2 factory starts production



## JUNE 2022

Haulotte - Bouygues Energies & Services a partnership around Hydrogen



## JUNE 2022

Haulotte renews its Compact electric scissor lifts range



# 2022 HIGHLIGHTS



## JULY 2022

Haulotte takes the turn of the circular economy: the 1st manufacturer program dedicated to the reconditioning of used aerial work platforms



## SEPTEMBER 2022

Launch of the « All inclusive » offer SMART by Haulotte



## OCTOBER 2022

Triple ISO certification for Haulotte France & Shanghai



## NOVEMBER 2022

Haulotte makes more virtuous the spare parts' distribution



## SEPTEMBER 2022

1st international customers' event on the H3 new headquarters.



## OCTOBER 2022

Haulotte awarded for the COMPACT Scissors range by the spanish magazine Movicarga.



## DECEMBER 2022

HVO biocarburant now available on Haulotte AWP machines.