



Q3'16 Revenue

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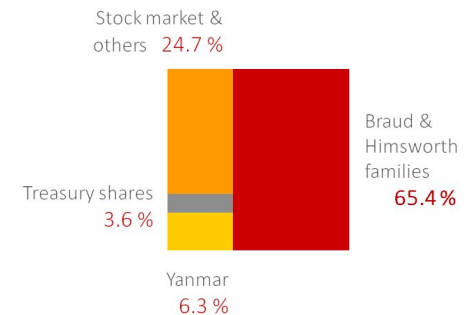
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Highlights

- Q3'16 revenues of **€323m**, +18% vs. Q3'15, +21% at constant exchange rate
- Cumulative 9-month sales of **€1,012m**, +6% vs. Q3'15, +8% at constant exchange rate
- Q3 order intakes on equipment of **€206m** vs. €189m in Q3'15
- End of Q3 order book at **€244m** vs. €253m in Q3'15 and €299m in Q4'15

The Group's life

- July: Manitou buys back 2.8% of its share capital from Toyota Industries Corporation
- August: Inauguration of our assembly facilities in Brazil
- September: Inauguration of new distribution & imports premises in South Africa
- September: Electra Mining trade show in South Africa
- September: 2016 AGEFI midcaps corporate governance gold award



Q3 Revenue Matrix

Q3'15 Revenue						Q3'16 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
60 22%	76 28%	16 6%	16 6%	168 61%	MHA	68 21%	114 35%	17 5%	22 7%	219 68%
2 1%	6 2%	37 14%	5 2%	50 18%	CEP	2 1%	7 2%	34 11%	4 1%	47 15%
19 7%	17 6%	13 5%	6 2%	55 20%	S&S	20 6%	17 5%	12 4%	7 2%	56 17%
81 30%	100 37%	65 24%	27 10%	273 100%	Tot.	90 28%	138 43%	63 19%	33 10%	323 100%

MHA: Material Handling & Access

CEP: Compact Equipment Products

S&S: Services & Solutions

Faster-growing boxes (vs. avg) shown in green

9 months Revenue Matrix

9-month 2015 Revenue						9-month 2016 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
201 21%	289 30%	45 5%	58 6%	594 62%	MHA	276 27%	312 31%	48 5%	58 6%	695 69%
6 1%	17 2%	159 17%	13 1%	195 20%	CEP	6 1%	19 2%	114 11%	11 1%	151 15%
60 6%	50 5%	36 4%	19 2%	165 17%	S&S	60 6%	53 5%	35 3%	19 2%	167 16%
267 28%	357 37%	240 25%	90 9%	954 100%	Tot.	343 34%	384 38%	197 19%	88 9%	1 012 100%

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Evolution vs. 2015



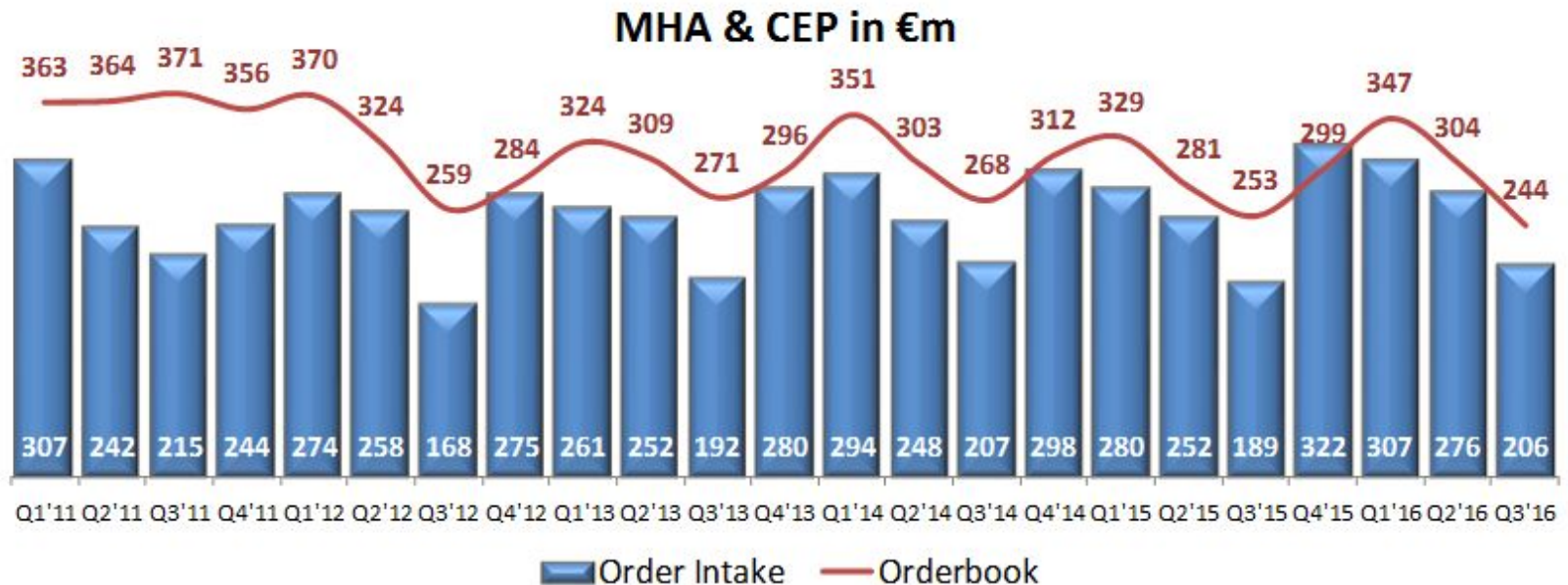
in M€ in %	South. Europe	North. Europe	Am.	APAM	Total
MHA	+75 +37%	+23 +8%	+3 +6%	-0 -1%	+100 +17%
CEP	+0 +8%	+2 +12%	-45 -28%	-2 -16%	-44 -23%
S&S	+1 +1%	+3 +6%	-1 -3%	-0 -1%	+2 +1%
Total	+76 +29%	+28 +8%	-44 -18%	-3 -3%	+58 +6%

Evolution vs.



Rev. in €m <i>% vs. Rev. N-1</i>	2015.09	Exchange rate impact	Evolution excluding exchange rate	2016.09
MHA	594	-13 <i>-2%</i>	113 <i>19%</i>	695 <i>17%</i>
CEP	195	-1 <i>0%</i>	-44 <i>-22%</i>	151 <i>-23%</i>
S&S	165	-3 <i>-2%</i>	6 <i>4%</i>	167 <i>1%</i>
Total	954	-17 <i>-2%</i>	75 <i>8%</i>	1 012 <i>6%</i>

Q3 order intake & order book on equipment



MHA operational review

- Dynamic business activity in Europe
- Agricultural Euro 3B flexibility ending 30.09.2016 : booster effect on sales (~€15m in September) resulting in a decreasing order book
- Product plan dynamic
- Operational performance
- Dynamism of French and European rental companies (2016 and 2017 effects)
- Foreign currencies growing negative pressure
- Still difficult agricultural business

Strong achievements

CEP operational review

- Business activity level still weak in North America
- Increased competitive pressure
- Foreign currencies remaining negative pressure
- Beginning of the AL6/7 new articulated loaders commercialization (new segment)



An environment still under strong pressure


S&S operational review

- Ongoing business activity growth
- New services implementation
- Work on the machines TCO
- New services structuring
- New services progressive ramp up
- Launch in October 2016 of a new range of connected machines



A structuring work based on the long term

**Thank you for
your attention**

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