



Q1'17 Revenue

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Highlights

- Q1'17 revenues of **€380m**, +22% vs. Q1'16
- Q1'17 order intakes on equipment of **€433m** vs. €307m in Q1'16
- End of Q1 order book at **€461m** vs. €347m in Q1'16 and €344m in Q4'16
- CEP division rebound

Record business activity and orderbook

The group's life

- **Launch** at the LAMMA (UK) trade show **of the new MLA** , articulated loader dedicated to the agricultural sector
- Launch of the **new e-commerce site** for Manitou original spare parts
- **Presentation of the new MLT NewAg product range** at the international trade show SIMA, Paris (agriculture).
- Manitou awarded for the **Prix “Pépite de l’Export”** (“Export treasure”) during the award ceremony “Grands Prix de l’Export” (“Export awards”) organized by the TV channel BFM Business.



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Mon concessionnaire

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SODEM
MANUTENTION



Entretien

Electricité

Fourches et
Accessoires

Cabine et
Carrosserie

Outils et
Maintenance

Bétonnières et
Manutention

Boutique



The group's life

- Acquisition of Terex Equipment in India. To be finalized during H1'17.
- Sales revenues of €30 million in 2016 on a calendar year basis
- Business activity:
 - > Development and manufacturing of backhoe loaders & skidsteers
 - > Distribution mainly in the Indian subcontinent
 - > Service platform and dealer network
- Opportunities
 - > Development of the existing business activity complementary to CEP
 - > Strengthen our presence in the Indian subcontinent
 - > Develop products for emerging countries



The group's life

- **Appointment** of Rick Alton, President of the CEP - Compact Equipment Products division, group's Executive Committee member
- A strong experience in the material handling business in North America and worldwide
- Professional background
 - > Contech Engineered Products
 - > JLG-Caterpillar Alliance Group VP and General Manager
 - > JLG: various sales development and product support positions (JLG)



Q1 Revenue Matrix

Q1'16 Revenue						Q1'17 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
110 35%	79 25%	12 4%	17 6%	217 70%	MHA	122 32%	101 26%	15 4%	22 6%	260 68%
2 1%	4 1%	31 10%	3 1%	41 13%	CEP	3 1%	7 2%	43 11%	5 1%	57 15%
21 7%	16 5%	11 4%	6 2%	54 17%	S&S	22 6%	20 5%	13 4%	7 2%	63 17%
132 42%	99 32%	54 17%	26 8%	312 100%	Tot.	148 39%	128 34%	72 19%	33 9%	380 100%

MHA: Material Handling & Access

CEP: Compact Equipment Products

S&S: Services & Solutions

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

Evolution vs. 2016



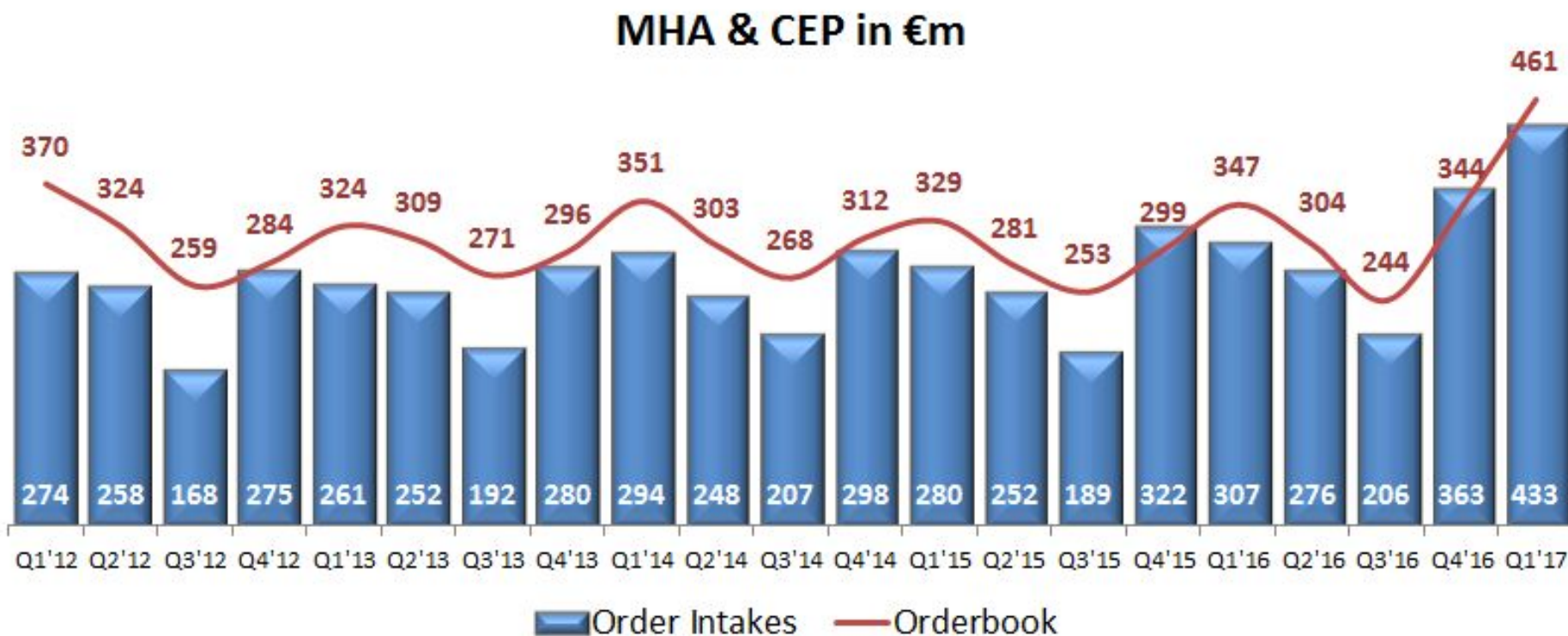
in M€ in %	South. Europe	North. Europe	Am.	APAM	Total
MHA	+13 +12%	+22 +28%	+4 +30%	+4 +25%	+43 +20%
CEP	+1 +29%	+3 +64%	+12 +38%	+1 +33%	+16 +40%
S&S	+2 +8%	+4 +23%	+2 +20%	+2 +29%	+9 +17%
Total	+15 +11%	+29 +29%	+17 +32%	+7 +27%	+68 +22%

Evolution vs. 2016



Rev. in €m <i>% vs. Rev. N-1</i>	2016.03	Exchange rate impact	Evolution excluding exchange rate	2017.03
MHA	217	0 <i>0%</i>	43 <i>20%</i>	260 <i>20%</i>
CEP	41	2 <i>4%</i>	14 <i>35%</i>	57 <i>40%</i>
S&S	54	1 <i>2%</i>	8 <i>15%</i>	63 <i>17%</i>
Total	312	3 <i>1%</i>	66 <i>21%</i>	380 <i>22%</i>

Q1 order intake & order book on equipment



MHA operational review



- Sales revenues of €260 million, +20% vs. Q1 2016
- Growth driven by Europe
- New agricultural product range “NewAg” launched at the SIMA trade show
- Very strong order intake for rental companies (effect of the Macron law)
- Increases in production rates scheduled by all european facilities to support growth

NewAg

Dynamism on all markets

CEP operational review

- Sales revenues of €57 million, +40% vs. Q1 2016
- Strong recovery of US rental companies purchase orders
- Successful Conexpo (US) trade show
- Favorable US economic environment
- Exports impacted by the Euro/dollar exchange rate

Strong recovery of rental business activity

S&S operational review



- Sales revenues of €63 million, +17% vs Q1 2016 driven mainly by the sales of services
- “All-In” financing offer launch
- Parts management reorganization in North America
- Service rate improvement
- Presentation at the SIMA trade show of the new diag solution “Interactive view” (i. V.)



Connected
machines

Acceleration of services sales



2017 Outlook


Sales trend:

Anticipation of an increase in sales for 2017 of 7 to 10%.

Profitability :

Anticipation of an improved recurring operating income of 50 to 70 basis points relative to 2016.

**Thank you for
your attention**

A large, solid red parallelogram shape is positioned at the bottom of the slide, extending from the left edge towards the right. It is oriented horizontally, with its top and bottom edges parallel to the horizontal axis. The shape is a vibrant red color and has a clean, sharp appearance.