

# MANITOU GROUP

## Q3'17 Revenue

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# Highlights

- Q3'17 revenues of **€354m**, +10% vs. Q3'16, +7% like for like
- Cumulative 9-month sales of **€1,159m**, +15% vs. Q3'16, +13% like for like
- Q3 order intakes on equipment of **€312m** vs. €206m in Q3'16
- End of Q3 order book at **€526m** vs. €244m in Q3'16 and €344m in Q4'16

# The Group's life

- July : finalization of the acquisition of 55% of LiftRite



- September : SIMA Asean in Bangkok (Thailand)



- Signature of the Regional Plan for Gender Equality between Women and Men

# Q3 Revenue Matrix

Q3'16 Revenue						Q3'17 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
68 21%	114 35%	17 5%	22 7%	219 68%	MHA	70 20%	122 35%	17 5%	23 7%	232 66%
2 1%	7 2%	34 11%	4 1%	47 15%	CEP	3 1%	9 3%	38 11%	9 2%	59 17%
20 6%	17 5%	12 4%	7 2%	56 17%	S&S	20 6%	20 6%	12 3%	10 3%	63 18%
90 28%	138 43%	63 19%	33 10%	323 100%	Tot.	94 26%	152 43%	67 19%	42 12%	354 100%

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 months'16 Revenue						9 months'17 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
276 27%	312 31%	48 5%	58 6%	695 69%	<b>MHA</b>	312 27%	355 31%	53 5%	75 6%	795 69%
6 1%	19 2%	114 11%	11 1%	151 15%	<b>CEP</b>	9 1%	23 2%	122 11%	22 2%	176 15%
60 6%	53 5%	35 3%	19 2%	167 16%	<b>S&amp;S</b>	64 6%	60 5%	38 3%	26 2%	188 16%
<b>343</b> 34%	<b>384</b> 38%	<b>197</b> 19%	<b>88</b> 9%	<b>1 012</b> 100%	<b>Tot.</b>	<b>386</b> 33%	<b>438</b> 38%	<b>213</b> 18%	<b>123</b> 11%	<b>1 159</b> 100%

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# Evolution vs. 2016



in M€ in %	South. Europe	North. Europe	Am.	APAM	Total
<b>MHA</b>	+36 +13%	+43 +14%	+5 +11%	+17 +29%	<b>+101</b> +15%
<b>CEP</b>	+3 +45%	+4 +18%	+8 +7%	+11 +98%	<b>+25</b> +17%
<b>S&amp;S</b>	+4 +6%	+7 +13%	+3 +10%	+7 +38%	<b>+21</b> +13%
<b>Total</b>	<b>+42</b> +12%	<b>+53</b> +14%	<b>+17</b> +9%	<b>+35</b> +40%	<b>+147</b> +15%

# Evolution vs.

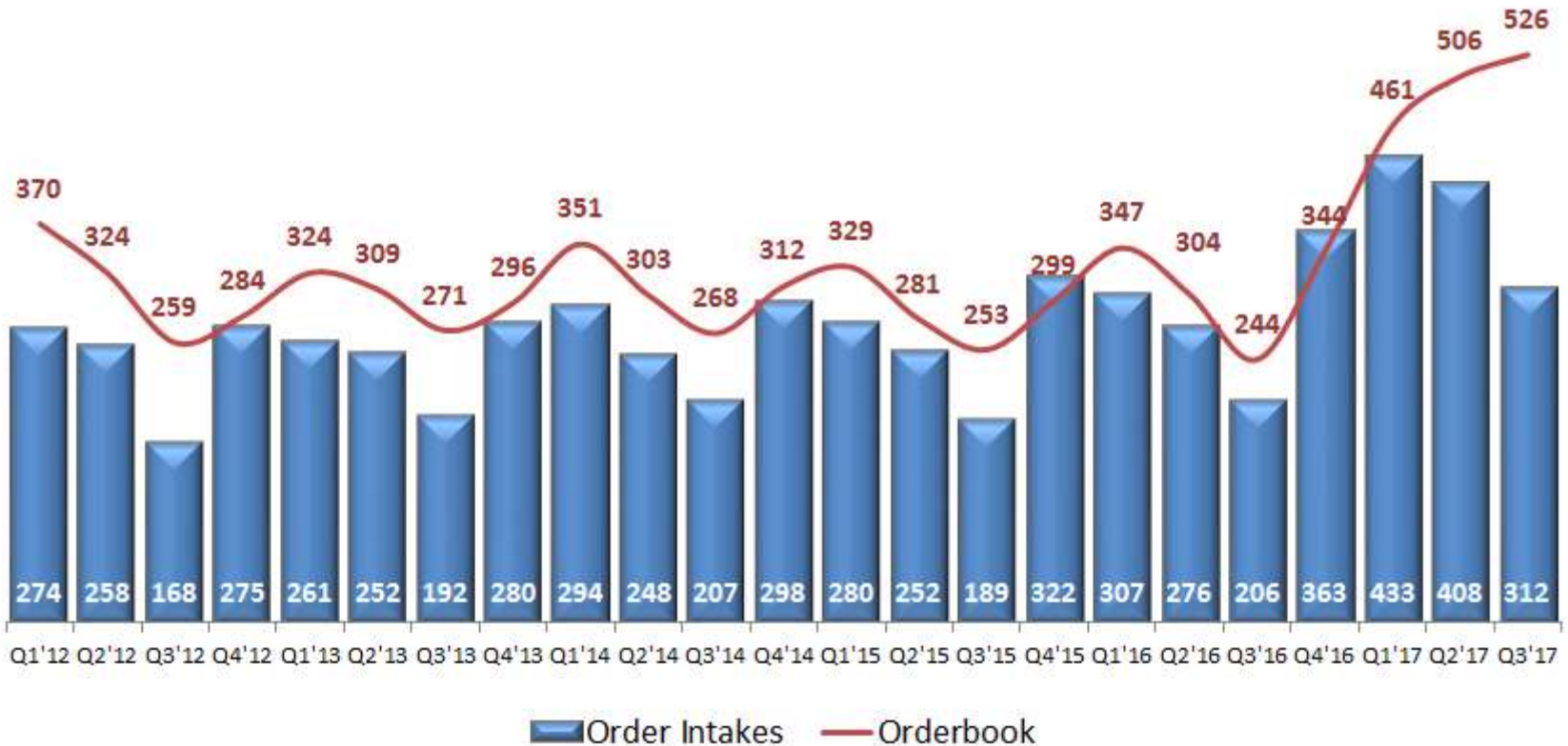


Rev. in €m <i>% vs. Rev. N-1</i>	2016.09	Exchange rate impact	Scope change	Evolution excluding exchange rate and scope change	2017.09
MHA	695	-2 <i>0%</i>	0 <i>0%</i>	103 <i>15%</i>	795 <i>15%</i>
CEP	151	1 <i>0%</i>	11 <i>7%</i>	13 <i>9%</i>	176 <i>17%</i>
S&S	167	1 <i>1%</i>	2 <i>1%</i>	17 <i>10%</i>	188 <i>13%</i>
<b>Total</b>	<b>1 012</b>	<b>0</b> <i>0%</i>	<b>14</b> <i>1%</i>	<b>134</b> <i>13%</i>	<b>1 159</b> <i>15%</i>



# Q3 order intake & order book on equipment

MHA & CEP in €m



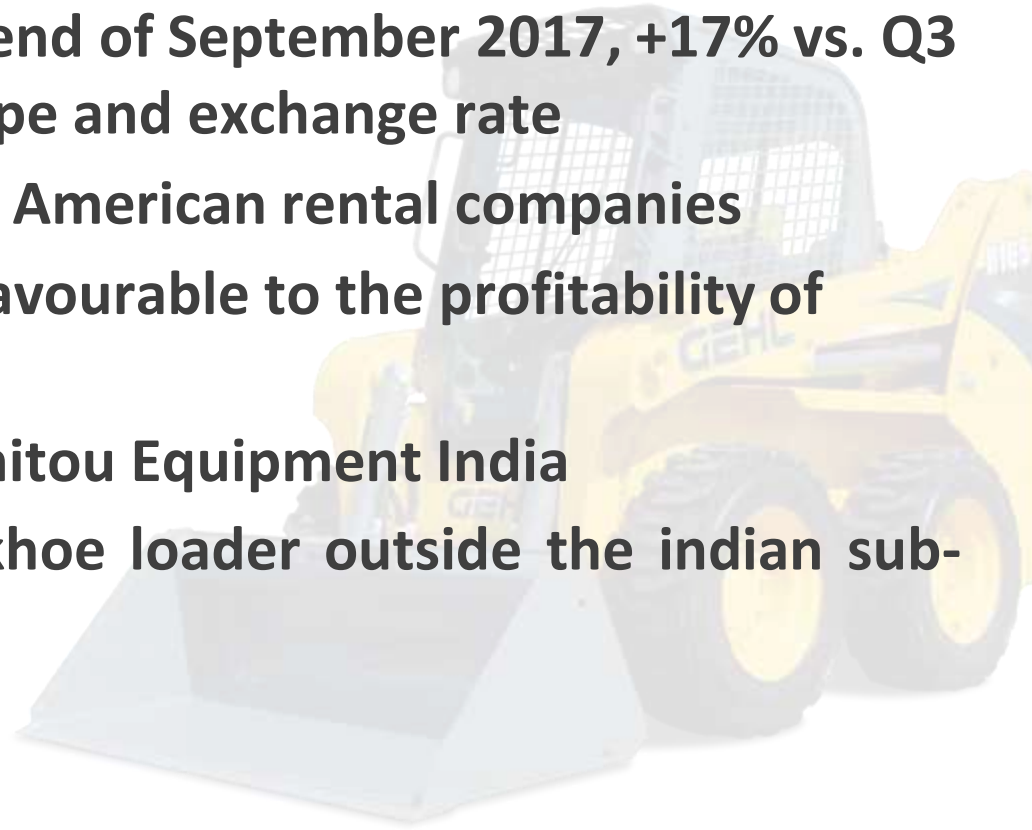
# MHA operational review

- Net sales of €795m at the end of September 2017, +15% vs. Q3 2016
- High demand and momentum from rental companies
- Growth on all territories
- Launch of the Aerial Work Platforms and of the industrial trucks in Northern America
- Continuous efforts in the development of products
- Production rate at a high level
- Raw materials prices continue to increase
- Capacity tensions at some of our suppliers

**Demand and high production rate**

# CEP operational review

- Net sales of €176m at the end of September 2017, +17% vs. Q3 2016, + 9% at constant scope and exchange rate
- High level of demand from American rental companies
- Weakening of the dollar, favourable to the profitability of exportations from the US
- Integration process of Manitou Equipment India
- Launch of the indian Backhoe loader outside the indian sub-continent



**Pursuit of the rebound of the activity**

# S&S operational review

- Net sales of €167m at the end of september, +13% vs. Q3 2016
- Dynamism of the spare parts activity, reflecting the increase of the commitment rate of equipments
- Deployment of global tools still in progress
- Development of sales financing activities with external partners (India, Brazil, etc.)



## Development of the activity

# Outlook

## Revenue:

Outlook for an increase in sales of +15%.

## Profitability :

Outlook for an improved recurring operating income of approximately 70 to 100 basis points, i.e. an operating margin on sales of the order of 6,0% to 6,3% of sales

**Thank you for  
your attention**