

# MANITOU GROUP

## Q4'14 Revenue

Michel Denis, President & CEO

Hervé Rochet, Chief Financial Officer





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# HANDLING YOUR WORLD





# Highlights

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- // Sales in Q4 of €309 m, + 2% vs. Q4'13
- // 2014 sales of €1,246m, + 6% vs. 2013
- // 2014 sales increase of 7% at constant exchange rate and scope
- // Order intake on equipment of €298m vs. €280m in Q4'13
- // Order book of €312 m, vs. €296m in Q4'13

*Contrasted environment, steady growth*

# Q4 revenue matrix

Q4'13 Revenue						Q4'14 Revenue				
South. Europe	North. Europe	Am.	APAM	Tot.	€m % tot	South. Europe	North. Europe	Am.	APAM	Tot.
76 25%	91 30%	12 4%	25 8%	205 67%	MHA	62 20%	90 29%	14 4%	27 9%	193 62%
2 0,7%	8 3%	36 12%	4 1%	50 16%	CEP	2 1%	7 2%	50 16%	4 1%	63 20%
21 7%	13 4%	9 3%	6 2%	49 16%	S&S	20 6%	16 5%	11 4%	7 2%	54 17%
100 33%	112 37%	57 19%	35 11%	304 100%	Tot.	84 27%	113 36%	75 24%	38 12%	309 100%

MHA: Material Handling & Access  
 CEP: Compact Equipment Products  
 S&S: Service & Solutions

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

# 12 months revenue matrix

12 months 2013						12 months 2014				
South. Europe	North. Europe	Am.	APAM	Tot.	€m % tot	South. Europe	North. Europe	Am.	APAM	Tot.
307 26%	320 27%	52 4%	92 8%	771 66%	MHA	284 23%	374 30%	51 4%	91 7%	800 64%
7 0,6%	27 2%	155 13%	16 1%	205 17%	CEP	7 1%	27 2%	185 15%	21 2%	240 19%
79 7%	57 5%	40 3%	24 2%	200 17%	S&S	77 6%	63 5%	41 3%	25 2%	207 17%
393 33%	404 34%	247 21%	133 11%	1176 100%	Tot.	369 30%	464 37%	277 22%	136 11%	1246 100%

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# Evolution vs.



Q4 13 <i>12 months 2013</i>	South. Europe	North. Europe	Am.	APAM	Total
MHA	-19% <i>-8%</i>	-1% <i>17%</i>	10% <i>-1%</i>	9% <i>-2%</i>	-6% <i>+4%</i>
CEP	-11% <i>5%</i>	-15% <i>0%</i>	+41% <i>19%</i>	+5% <i>29%</i>	+27% <i>+17%</i>
S&S	-7% <i>-2%</i>	+21% <i>12%</i>	+22% <i>3%</i>	+17% <i>3%</i>	+9% <i>+3%</i>
Total	-16% <i>-6%</i>	0% <i>+15%</i>	+31% <i>+12%</i>	+10% <i>+3%</i>	+2% <i>+6%</i>

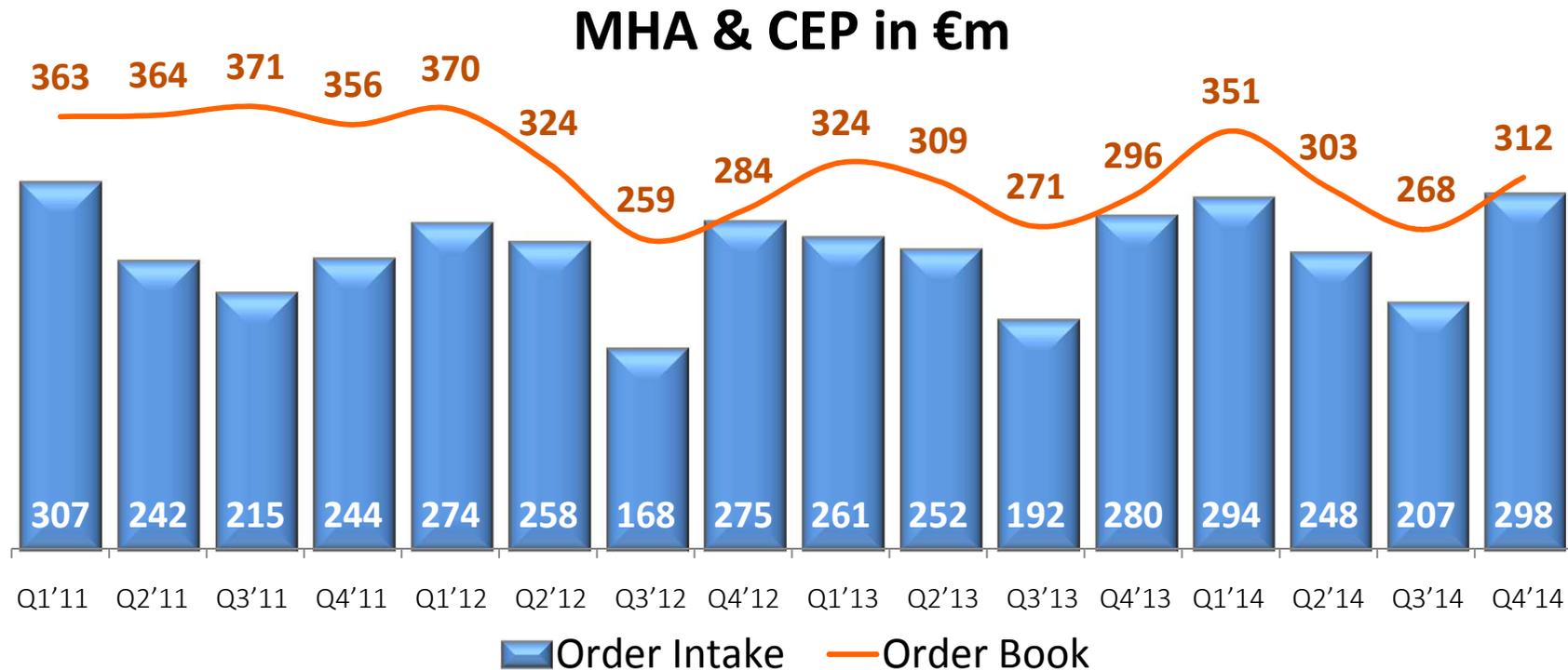
# Evolution vs.



Rev. in m€ <i>% vs. Rev. 2013</i>	Dec. 2013	Exch. rate impact	Toyota impact	Evolution excl. exchange rate & Toyota	Dec. 2014
MHA	771	-1 <i>0%</i>	-9 <i>-1%</i>	39 <i>+5%</i>	800 <i>+4%</i>
CEP	205	-1 <i>0%</i>		35 <i>+17%</i>	240 <i>+17%</i>
S&S	200	-2 <i>-1%</i>		9 <i>+4%</i>	207 <i>+3%</i>
Total	1176	-4 <i>0%</i>	-9 <i>-1%</i>	83 <i>+7%</i>	1246 <i>+6%</i>

*+ 7% at constant scope and exchange rate*

# Q4 order intake on equipment and order book



Order intake and order book are converted by year and at average exchange rates

# Celebration year of 500 000 machines



# Operational review

## MHA

- > Good operational flow
- > Rental companies wait-and-see attitude
- > Toyota mast subcontracting termination (€17m)
- > New manufacturing sites for warehousing and masted forklift trucks assembly lines (customer services & flexibility)
- > Product launch and innovation ramp up



Innovation : Manitrax (Mining)



New : MRT 3255



# Operational review

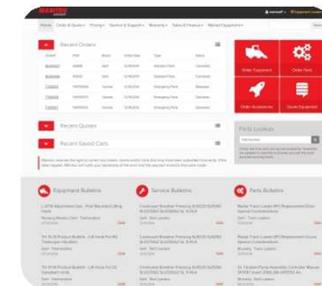
## CEP

- > US manufacturing sites new layout and manufacturing tools modernization
- > New record year
- > Large product range plan



## S&S

- > Staff new organization and increase
- > Programs and tools launch
- > Studies ongoing



New US website interface design

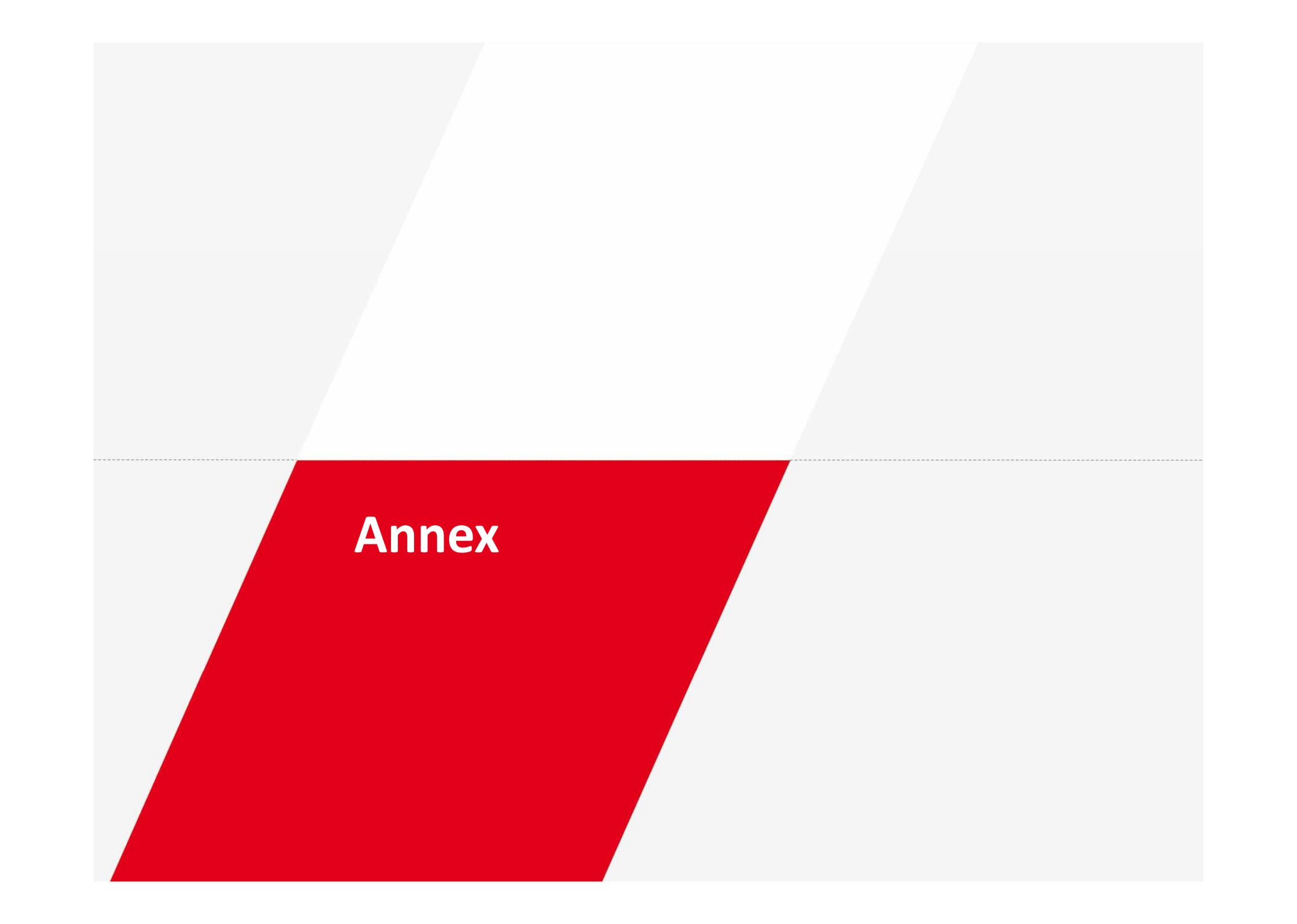


## 2015 outlook

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- ▄ Sales perspective for 2015 : an increase of around 3% compared to 2014 at constant scope and exchange rates

*Ongoing growth*



**Annex**

# Q4 revenue matrix – old reporting

Q4'13 Revenue						Q4'14 Revenue				
South. Europe	North. Europe	Am.	APAM	Tot.	€m % tot	South. Europe	North. Europe	Am.	APAM	Tot.
80 26%	97 32%	13 4%	26 9%	216 71%	<b>RTH</b>	65 21%	98 32%	14 5%	30 10%	207 67%
18 6%	6 2%	2 1%	4 1%	29 10%	<b>IMH</b>	17 6%	7 2%	2 1%	3 1%	29 9%
2 1%	9 3%	43 14%	4 1%	58 9%	<b>CE</b>	2 1%	7 2%	59 19%	5 1%	73 24%
<b>100</b> 33%	<b>112</b> 37%	<b>57</b> 19%	<b>35</b> 11%	<b>304</b> 100%	<b>Tot.</b>	<b>84</b> 27%	<b>113</b> 36%	<b>75</b> 24%	<b>38</b> 12%	<b>309</b> 100%

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 IMH: Industrial Material Handling  
 CE: Compact Equipment

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78 7%	24 2%	7 1%	16 1%	124 11%	<b>IMH</b>	66 5%	27 2%	7 1%	16 1%	115 9%
8 1%	29 2%	187 16%	18 2%	242 21%	<b>CE</b>	8 1%	29 2%	218 18%	23 2%	278 22%
<b>393</b> 33%	<b>404</b> 34%	<b>247</b> 21%	<b>133</b> 11%	<b>1176</b> 100%	<b>Tot.</b>	<b>369</b> 30%	<b>464</b> 37%	<b>277</b> 22%	<b>136</b> 11%	<b>1246</b> 100%

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Thank you for your attention



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