

MANITOU GROUP

Q3'15 Revenue

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Highlights

- // Sales in Q3'15 of €273m, -8% vs. Q3'14
- // Cumulative 9-month sales of €954m, +2% vs. 2014
- // Q3 order intake on equipment of €189m vs. €207m in Q3'14
- // Pause of rental companies in their business activities in North America
- // Slowdown in the Asia-Pacific-Africa sales area
- // End of Q3 order book at €253m, vs. €268m in Q3'14 and €281m end of June 2015

Slowdown in Q3

Q3 Revenue Matrix

Q3'14 Revenue						Q3'15 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€m % tot	South Eur.	North Eur.	Am.	APAM	Tot.
58 20%	89 30%	12 4%	23 8%	182 62%	MHA	60 22%	76 28%	16 6%	16 6%	168 61%
2 1%	8 3%	47 16%	5 2%	62 21%	CEP	2 1%	6 2%	37 14%	5 2%	50 18%
18 6%	16 5%	11 4%	6 2%	51 17%	S&S	19 7%	17 6%	13 5%	6 2%	55 20%
78 26%	113 38%	72 24%	35 12%	295 100%	Tot.	81 30%	100 37%	65 24%	27 10%	273 100%

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

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

9-month Revenue Matrix

9-month Revenue						9-month Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€m % tot	South Eur.	North Eur.	Am.	APAM	Tot.
222 24%	284 30%	37 4%	63 7%	607 65%	MHA	201 21%	289 30%	45 5%	58 6%	594 62%
5 1%	20 2%	135 14%	17 2%	177 19%	CEP	6 1%	17 2%	159 17%	13 1%	195 20%
58 6%	47 5%	30 3%	18 2%	153 16%	S&S	60 6%	50 5%	36 4%	19 2%	165 17%
285 30%	352 38%	202 22%	98 11%	937 100%	Tot.	267 28%	357 37%	240 25%	90 9%	954 100%

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

Evolution vs. 2014



In M€ <i>in % 9-month '14</i>	South. Europe	North. Europe	Amer.	APAM	Total
MHA	-21 <i>-9%</i>	+5 <i>+2%</i>	+8 <i>+22%</i>	-5 <i>-8%</i>	-13 <i>-2%</i>
CEP	+1 <i>+14%</i>	-3 <i>-14%</i>	+24 <i>+18%</i>	-4 <i>-23%</i>	+18 <i>+10%</i>
S&S	+2 <i>+3%</i>	+3 <i>+6%</i>	+6 <i>+19%</i>	+1 <i>+4%</i>	+12 <i>+7%</i>
Total	-18 <i>-6%</i>	+5 <i>+1%</i>	+38 <i>+19%</i>	-8 <i>-8%</i>	+17 <i>+2%</i>

MHA & South. Europe decline in sales (Toyota impact)

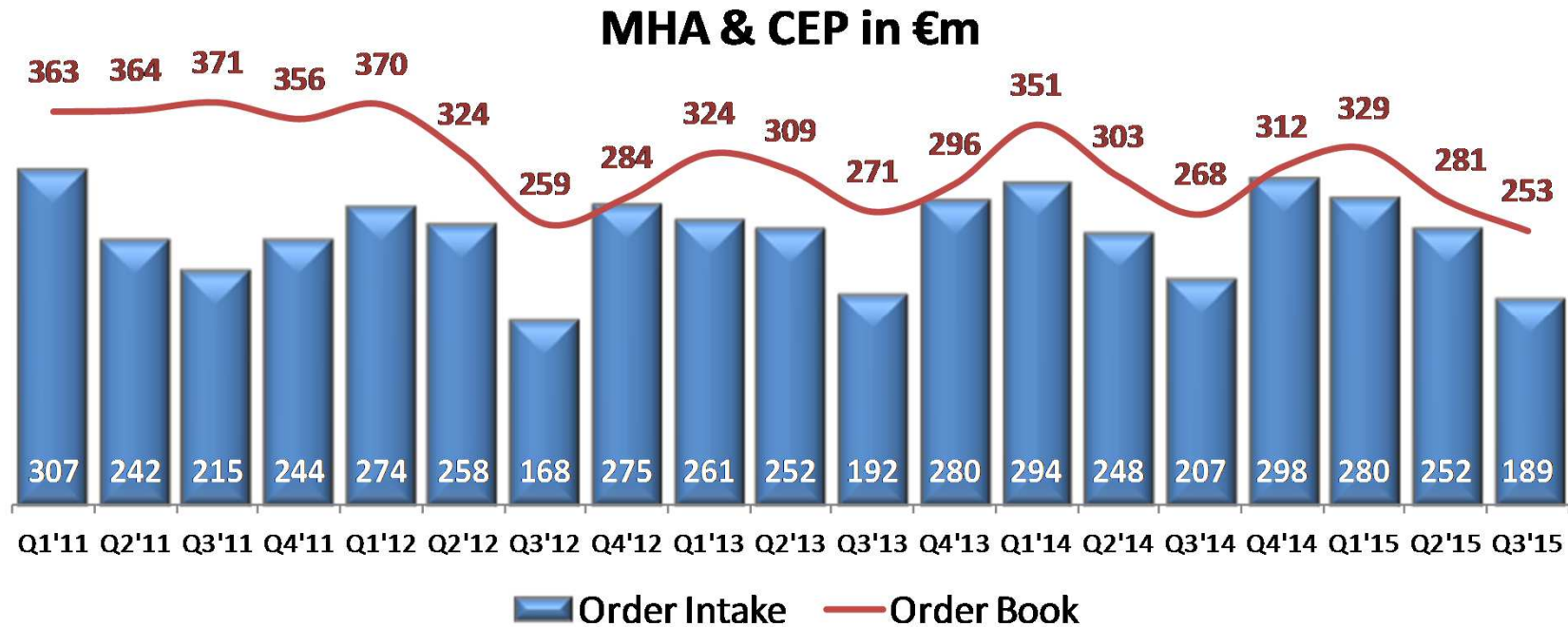
Evolution vs. 2014



Rev. in €m <i>% vs. Rev. Q3'14</i>	Q3'14	Exchange rate impact	Toyota impact	Evolution excl. exchange rate & Toyota	Q3'15
MHA	607	+16 <i>+3%</i>	-12 <i>-2%</i>	-17 <i>-3%</i>	594 <i>-2%</i>
CEP	177	+30 <i>+17%</i>		-12 <i>-7%</i>	195 <i>+10%</i>
S&S	153	+7 <i>+5%</i>		+5 <i>+3%</i>	165 <i>+8%</i>
Total	937	53 <i>+6%</i>	-12 <i>-1%</i>	-24 <i>-3%</i>	954 <i>+2%</i>

A + 2% growth

Q3 order intake on equipment and order book



MHA operational review



- /// Rebounding order intake on the ag. market in Europe
- /// Mining sector remains hard-hit
- /// Cautious rental companies end of the year
- /// Anticipation of the Macron bill on production seasonality
- /// Launch of a new 12 meters aerial work platform : MAN'GO 12



Work on industrial flexibility ongoing

CEP operational review



- // American market slowdown over Q3 due to rental companies
- // Adaptation to the new market environment
- // Dollar pressure on exports outside the US
- // Work on product competitiveness
- // DL12-55 new forklift truck launch



Strong decrease in US rental companies sales

S&S operational review

- ✓ Good operational and financial performance
- ✓ Extensive work on the construction of new services
- ✓ “Full service” offers launch
- ✓ 1st step of a stock global management system
- ✓ XPRT spare parts brand name launch for CEP division machines



A broader & improved customer offer



2015 Outlook

- Updated outlook for sales growth of + 3,0%
- Confirmed outlook for recurring operating income of approximately 4,5%

A photograph of a worker in a grey shirt and black gloves working on a vehicle headlight in a factory. The worker is positioned in the lower right, looking towards the left. The headlight is in the foreground, showing its internal components. In the background, there are yellow coiled hoses and red structural elements of the factory. A large, semi-transparent white triangle is overlaid on the top left, containing the text "Thank you for your attention". A solid orange triangle is overlaid on the bottom left.

Thank you
for your
attention