

MANITOU GROUP

H1'18 Earnings

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The Group's life

- 60 years' Manitou forklift truck



- Release of the REDUCE web platform : www.reduce-program.com



- Manitou is gold award winner for the “Marketing B2B” prize for MRT launch innovative keynote



- Successful ERP launch in France and in Belgium
- New Manitou Corporate website
- Mustang becomes “Mustang by Manitou”

Highlights

- H1'18 revenues of **€941m***, **+17%** vs. H1'17, **+18%** like for like**
- Q2 order intakes on equipment of **€371m** vs. €408m in Q2'17
- End of Q2 order book at **€830m** vs. €506m in Q2'17
- Recurring operating income at **€63m** (6.7%) vs. €48m (6.0%) in H1'17
- EBITDA at **€80m** (8.5%) vs. €62m in H1'17
- Net income group part at **€41m** vs. €30m in H1'17
- Net debt at **€80m** and Gearing at 14.5%

* Prospective application of IFRS 15 from January 1st, 2018

** at constant scope and exchange rate

EBITDA : Earnings before interest, taxes, depreciation, and amortization

Gearing : Ratio of the debt to the value of equity

Growth and operational leverage

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H1'18 activity

H1'18 Revenue Matrix

H1 2017 Revenue						H1 2018 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
242 30%	233 29%	37 5%	52 6%	563 70%	MHA	243 26%	305 32%	47 5%	59 6%	653 69%
6 1%	14 2%	84 10%	13 2%	117 15%	CEP	9 1%	21 2%	98 10%	24 3%	151 16%
44 5%	39 5%	26 3%	16 2%	125 16%	S&S	49 5%	45 5%	24 3%	19 2%	137 15%
292 36%	286 36%	146 18%	81 10%	805 100%	Tot.	301 32%	370 39%	169 18%	102 11%	941 100%

MHA : Material Handling & Access

CEP : Compact Equipment Products

S&S : Services & Solutions

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

Q2'18 Revenue Matrix

Q2'17 Revenue						Q2'18 Revenue				
South Eur.	North Eur.	Am.	APAM	Tot.	€ m % tot.	South Eur.	North Eur.	Am.	APAM	Tot.
120 28%	132 31%	21 5%	30 7%	303 71%	MHA	114 24%	162 34%	27 6%	27 6%	331 69%
4 1%	7 2%	41 10%	9 2%	60 14%	CEP	5 1%	11 2%	53 11%	11 2%	80 17%
21 5%	19 4%	13 3%	9 2%	62 14%	S&S	24 5%	22 5%	12 3%	11 2%	69 14%
144 34%	158 37%	75 18%	48 11%	425 100%	Tot.	144 30%	195 41%	92 19%	49 10%	480 100%

MHA : Material Handling & Access

CEP : Compact Equipment Products

S&S : Services & Solutions

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

Evolution vs. 2017



	in M€ in %	South. Europe	North. Europe	Am.	APAM	Total
MHA	+1 +1%	+72 +31%	+10 +28%	+7 +13%	+90 +16%	
CEP	+2 +38%	+7 +51%	+14 +17%	+10 +79%	+34 +29%	
S&S	+5 +11%	+5 +13%	-2 -8%	+3 +22%	+12 +9%	
Total	+9 +3%	+85 +30%	+23 +15%	+21 +25%	+136 +17%	

Evolution vs. 2017



Rev. in €m <i>% vs. Rev. N-1</i>	2017.06	Exchange rate impact	Scope change	Evolution excluding exchange rate and scope change	2018.06
MHA	563	-10 <i>-2%</i>	0 <i>0%</i>	101 <i>18%</i>	653 <i>16%</i>
CEP	117	-14 <i>-12%</i>	14 <i>12%</i>	35 <i>30%</i>	151 <i>29%</i>
S&S	125	-5 <i>-4%</i>	4 <i>3%</i>	12 <i>10%</i>	137 <i>9%</i>
Total	805	-29 <i>-4%</i>	18 <i>2%</i>	148 <i>18%</i>	941 <i>17%</i>

Order intakes & order book on equipment

MHA & CEP en M €



MHA review

✓ Advantages

- ✓ Markets dynamism
- ✓ Production sites ramp-up
- ✓ Control of the operational chain
- ✓ Successful ERP launch
- ✓ Improving profitability

X Drawbacks

- x Exchange rates
- x Supplier tensions
- x Depth of the order book

€m	H1'17	H1'18
Sales	563	653
n/n-1	19%	16%
ROP	39	48
% of net sales	7,0%	7,4%

Growth and financial performance

CEP review

✓ Advantages

- ✓ Increase in activity and in rental market
- ✓ Order intake and order book
- ✓ Strong improvement in financial performance
- ✓ Mustang becomes "Mustang by Manitou"
- ✓ Evolution of the dollar

€m	H1'17	H1'18
Sales	117	151
n/n-1	13%	29%
ROP	-2	4
% of net sales	-1,9%	2,4%

x Drawbacks

- x Labour tension in North America
- x Supplier tensions
- x Impact of the new customs duties

Net sales +29%, ROP +430 basis points

S&S review

✓ Advantages

- ✓ Growth in net sales
- ✓ Development of new services
- ✓ Release of the new Reduce website (TCO, security)

x Drawbacks

- x Basis effect of the new services
- x Mix of services
- x Low growth of the rental fleet
- x Exchange rate

€m	H1'17	H1'18
Sales	125	137
n/n-1	13%	9%
ROP	11	11
% of net sales	8,6%	8,2%



A steady growth

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Financial results

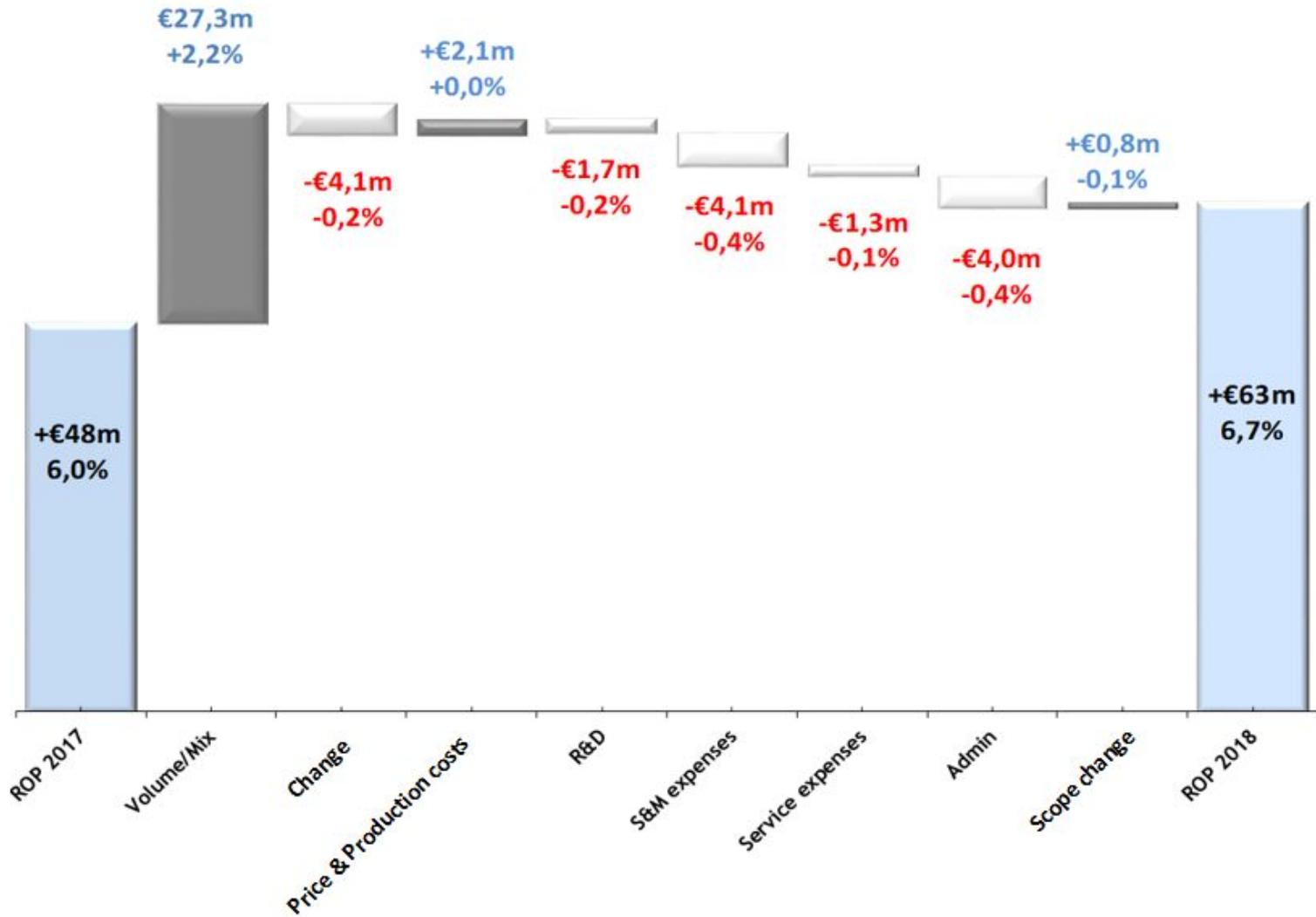
Income statement

€M	H1'17	H1'18
Net sales	805	941
Gross Profit	128	154
<i>% Net Sales</i>	<i>15,9%</i>	<i>16,3%</i>
R&D, Sales, Mark., Service & Admin.	-80	-91
Current operating profit	48	63
<i>% Net Sales</i>	<i>6,0%</i>	<i>6,7%</i>
Non recurring	-2	-1
Operating profit	46	62
<i>% Net Sales</i>	<i>5,7%</i>	<i>6,6%</i>
Share of profits of associates	1	1
Operating profit including net income from associates	47	63
Financial result	-2	-4
Income Tax	-15	-18
Net Result attributable to the Parent company	30	41
<i>% Net Sales</i>	<i>3,7%</i>	<i>4,3%</i>

Income statement by division

M€	MHA	CEP	S&S	H1'17	MHA	CEP	S&S	H1'18
Net sales	563	117	125	805	653	151	137	941
Gross Profit	83	12	33	128	96	20	37	154
<i>% Net Sales</i>	14,7%	10,5%	26,3%	15,9%	14,7%	13,2%	27,4%	16,3%
Current operating profit	39	-2	11	48	48	4	11	63
<i>% Net Sales</i>	7,0%	-1,9%	8,6%	6,0%	7,4%	2,4%	8,2%	6,7%
Non recurring	-1	-1	0	-2	-1	0	0	-1
Operating profit	38	-3	10	46	47	4	11	62
<i>% Net Sales</i>	6,8%	-2,4%	8,3%	5,7%	7,2%	2,3%	8,2%	6,6%

Operating profit evolution vs. 2017



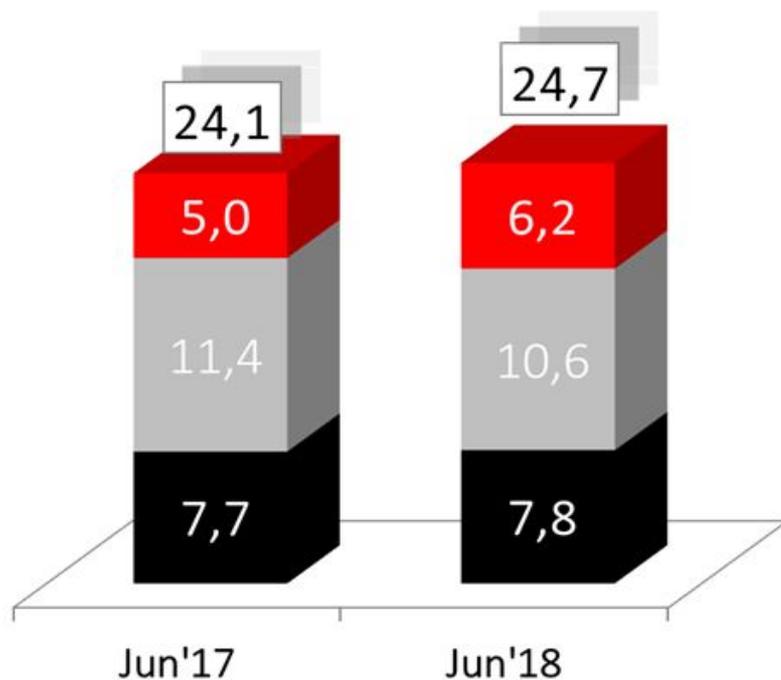
Balance sheet

<i>M€</i>	Dec'17	Jun'18	Var	Var %
Non current assets (exc.Sales Financing)	235	238	3	1%
Inventories	451	486	34	8%
Trade receivables	325	377	52	16%
Finance contracts receivables	6	9	3	62%
Other current receivables	40	38	-1	-4%
Cash, cash equivalents & current financial assets	42	27	-15	-35%
Non current assets and disposal groups held for sale	0	0,2	0	0%
Total assets	1098	1175	77	7%
Total equity	533	552	19	3%
Financial liabilities	118	107	-11	-9%
Provisions	61	61	0	1%
Trade payables	260	314	54	21%
Other non current payables	3	6	3	73%
Other current payables	123	135	12	10%
Total equity and liabilities	1098	1175	77	7%
Working capital (excl. sales financing)	433	451	18	4%
Ratio in days of turnover				
Inventories	102	93	-9	-9%
Receivables (excl. Sales Financing)	73	72	-1	-2%
Payables	59	60	1	2%
Working Capital in days	98	86	-12	-12%

Cash-Flow

<i>M€</i>	June'17	June' 18
Cash Flow from operating activities	-7	31
Earnings before depreciation & amortization	40	62
Change in working capital	-42	-25
o/w inventories	-19	-29
o/w trade receivables	-59	-51
o/w finance contracts receivables (net)	0	-4
o/w trade payables	33	55
o/w other operating receivables & liabilities	-2	-2
o/w tax receivables & liabilities	5	5
Capitalised rental fleet	-5	-6
Cash Flow from investing activities	-17	-14
o/w assets (excl rental fleet)	-22	-19
o/w investments in subsidiaries	-2	0
o/w sales of tangible assets	0	0
o/w financial assets	1	0
o/w dividends received	5	5
Cash Flow from financing activities	-38	-46
o/w financial liabilities	-21	-26
o/w dividend payment	-16	-24
o/w purchase of treasury shares	0	0
o/w other	-1	4
Change in Cash & Cash equivalents	-63	-29

Investments



- Rental Fleet
- Tangibles (excl Rental fleet)
- Intangibles

<i>M€</i>	Jun'17	Jun'18
R&D	4,7	4,1
ERP/IT	3,0	3,7
Other	0,0	0,0
Total intangibles	7,7	7,8
Buildings	4,1	1,9
Industrial equipment	3,8	6,8
Other	3,5	2,0
Tangibles excl. Rental fleet	11,4	10,6
Rental fleet	5,0	6,2
Total	24,1	24,7

Endettement

€m	Dec'17	June'18
Cash & current financial assets	42	27
Bank loans (Club deal)	48	22
Bonds & other	50	49
Facilities (Overdrafts)	5	18
Finance leases	0	0
Derivatives	2	2
Others	13	15
Total financial liabilities	118	107
NET DEBT	76	80
Gearing	14%	14%
Leverage	0,6	0,7

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Outlook

2018 Outlook

Revenue :

Outlook for an increase in sales of +15%

Profitability :

Outlook for an improved recurring operating income of approximately 80 basis points compared to 2017, i.e. an operating margin on sales of the order of 6,8% of sales

**Thanks for
your
attention**