

Manitou: 2018 Results

- Sales revenue of €1,884* million growing at a rate of +18% against 2017 (+19% like for like**)
- Recurring operating income at €129 million (6.9% of net sales) against €95 million (6.0%) in 2017
- Current operating income at 7.3% on a comparable basis (at constant exchange rates, scope and accounting standard)
- EBITDA ⁽¹⁾ of €162 million (9%) against €124 million (8%) in 2017
- Net income attributable to the equity holders of the Parent of €84 million against €60 million in 2017
- Dividend to be proposed at the upcoming Shareholders' meeting of € 0,78 per share
- Anticipation of an increase in sales for 2018 of around +10%
- Anticipation for 2019 of an improvement in the current operating income/sales ratio of approximately 40 basis points

Ancenis, 06 March 2019 – The board of directors of Manitou BF, meeting on this day, approved the accounts for 2018. Michel Denis, President and Chief Executive Officer stated: "I am very satisfied with the group's development in 2018 across all geographies and markets. Our acceleration is the result of the investments we make year after year to strengthen our leadership and achieve our long-term objectives. Many additional human, financial and industrial resources have been implemented to better serve our customers.

The group thus closed the 2018 financial year with 18% growth in revenue and a current operating income of 6.9%, up 90 basis points compared to 2017. Excluding the effects of exchange rates, scope of consolidation and changes in IFRS accounting standards, our revenue growth was even 19%, and our operating income was 7.3%.

We should also note the 40% increase in our net income, which led the Board of Directors to propose a dividend of 0,78 euro per share at the next Shareholders' Meeting.

The dynamics of our order intake and the volume of our backlog allow us to confirm, all other things being equal, our expectation of revenue growth of around 10% for 2019, combined with an improvement in the percentage of profit from recurring operations of around 40 basis points."

In millions of €	MHA 2017	CEP 2017	S&S 2017	Total 2017	MHA 2018	CEP 2018	S&S 2018	Total 2018	Var.
Net sales	1095,2	244,0	251,7	1591,0	1 294,1	313,5	276,0	1 883,6	+18%
Sales margin	163,3	29,6	65,7	258,6	198,1	43,0	72,7	313,8	+21%
Sales margin as a % of sales	14,9%	12,1%	26,1%	16,3%	15,3%	13,7%	26,3%	16,7%	
Recurring OI	75,9	0,1	19,3	95,3	100,0	9,4	20,0	129,3	+36%
Recurring OI as a % of sales	6,9%	0,0%	7,7%	6,0%	7,7%	3,0%	7,2%	6,9%	
OP.	71,0	0,3	19,0	90,3	97,4	9,0	19,7	126,1	+40%
Net income attributable to the group	n/a	n/a	n/a	60,0	n/a	n/a	n/a	84,1	+40%
Net debt				76,0				148,1	+95%
Shareholder's equity				533,1				597,0	+12%
% Gearing ⁽²⁾				14%				25%	
Working capital				433				536	+24%

Auditing procedures performed

**IFRS 15 applied from January 1st, 2018, without 2017 restatement (cumulative catch-up method)*

*** at constant scope, accounting standard and exchange rate:*

- For 2017 acquisitions (Manitou Equipment India in May 2017 and LiftRite at the end of July 2017), subtraction of their contribution, from January 1st of the current year, to the anniversary month of their acquisition. There is no acquisition nor exit in 2018
- Application of IAS 18 on the aggregates of the current year
- Application of the exchange rate of the previous year on the aggregates of the current years

⁽¹⁾ EBITDA: Earnings before interest, taxes, depreciation, and amortization

⁽²⁾ Gearing : Financial ratio measuring the net debt divided by shareholders' equity.

Business review by division

The **Material Handling & Access Division (MHA)** reported sales of €1,294 million in 2018 against €1,095 million in 2017, a growth of +18% (+20% at constant exchange rate, accounting standard and scope). The division has made investments at all its sites to accelerate its production. This programme will be continued in 2019, with the launch of the construction of a new production site for aerial platforms.

Over the financial year, the division's current operating income rose by 31% to reach the €100.0 million threshold and represented 7.7% of revenue, up 80 basis points compared to 2017.

In addition, the infringement proceedings received in May from a competitor continued during the second half of the year, however, no provision was made in the accounts.

The **Compact Equipment Products Division (CEP)** reported sales of €314 million in 2018, a rise of +28% against 2017 (and +28% at constant exchange rate, accounting standard and scope). Operating in the United States in a context of labour shortage and customs tariff increase, the division has nevertheless successfully delivered the group's strongest growth and significantly improved its profitability. Recurring operating income is set at €9.4 million, representing 3.0% of revenue compared to 0% in 2017.

With sales revenues of €276 million, the **Services & Solutions Division (S&S)** recorded a +10% sales increase in its activity (+8% at constant exchange rate, accounting standard and scope) against 2017. All the division's activities are progressing, with a more constrained margin level for the distribution of spare parts. Projects have been deployed to systematize equipment connectivity from January 2019, as well as to better support sales financing.

The division's recurring operating income improved from €19.3 million in 2017 to €20.0 million in 2018, representing a rate of 7.2% of revenue.

Dividend proposed at the next Shareholders' Meeting

The Board decided to propose a dividend payment of €0,78 per share at the next Shareholders' Meeting, which will be held on 13 June 2019.

2019 Outlook

Anticipation an increase of around +10% in sales revenues, at constant exchange rates, and an improvement in recurring operating income of around 40 base points, equivalent to approximately 7.3% of sales revenues.



Warning regarding forward-looking items

This presentation may include forward-looking statements, which are based on current beliefs, expectations and assumptions, including without limitation assumptions regarding present and future business strategies and the business environment in which the Company operates, and involve known and unknown risk, uncertainties and other factors, which may cause actual results, performances or achievements, or industry results or other events, to be materially different from those expressed or implied by such forward-looking statements. Forward-looking statements speak only as of the date of this presentation and the Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements that this presentation may contain to reflect any change in expectations or any change in events, conditions or circumstances on which these forward-looking statements are based. Forward looking statements are for illustrative purposes only. Recipients of this presentation are cautioned that forward-looking information and statements are not guarantees nor undertakings of future performances and are subject to various risks and uncertainties, many of which are difficult to predict and beyond the control of the Company.

ISIN code: FR0000038606

Indices: CAC ALL SHARES, CAC ALL-TRADABLE, CAC INDUSTRIALS, CAC MID&SMALL, CAC PME, CAC SMALL,
EN FAMILY BUSINESS, ENT PEA-PME 150



FORTHCOMING EVENT

**April 25, 2019 (after market closing):
Q1'19 Sales Revenues**

The Manitou Group is a global market leader in rough-terrain handling. It designs, manufactures, distributes and services equipment for construction, agriculture and the industry.

The Group's product ranges include all-terrain fixed, rotating and heavy-duty telehandlers, all-terrain, semi-industrial and industrial masted forklifts, wheeled or tracked skid-steer loaders, backhoe loaders, access platforms, truck-mounted forklifts, warehousing equipment and attachments.

Through its iconic brands - Manitou, Gehl, and Mustang - and its network of 1,500 dealers worldwide, the Group offers the best solutions by creating optimum value for its customers.

With its registered office in France, in 2018 the Group recorded a revenue of €1.9 billion in 140 countries, and it employs 4,400 people all committed to delivering customer satisfaction.

1. STATEMENTS OF COMPREHENSIVE INCOME

CONSOLIDATED INCOME STATEMENT

	In thousands of euros	31.12.2017*	31.12.2018
Net sales		1 590 968	1 883 578
Cost of goods & services sold		-1 332 391	-1 569 798
Research & development costs		-20 800	-23 908
Selling, marketing and services expenses		-94 701	-105 116
Administrative expenses		-49 696	-56 152
Other operating expenses and income		1 920	736
RECURRING OPERATING INCOME		95 300	129 341
Impairment of assets		0	-339
Other non-recurring income and expenses		-4 966	-2 898
OPERATING INCOME		90 334	126 104
Share of profits of associates		2 447	2 326
OPERATING INCOME INCLUDING NET INCOME FROM ASSOCIATES		92 781	128 431
Financial income		16 556	24 698
Financial expenses		-22 027	-30 673
Financial result		-5 472	-5 974
CONSOLIDATED INCOME (LOSS) BEFORE TAXES		87 309	122 456
Income taxes		-27 203	-38 103
NET INCOME		60 106	84 354
Attributable to equity holders of the Parent		59 955	84 109
Minority interests		151	245

EARNINGS PER SHARE (IN EUROS)

	31.12.2017*	31.12.2018
Net income (loss) attributable to the equity holders of the Parent	1,57	2,20
Diluted earnings per share	1,57	2,20

*The comparative consolidated financial statements take into account the retrospective application of IFRS 9 (see the extract from the notes to the consolidated financial statements).

OTHER COMPONENTS OF COMPREHENSIVE INCOME AND EXPENSE & COMPREHENSIVE INCOME

	in thousands of euros	31.12.2017*	31.12.2018
INCOME (LOSS) FOR THE YEAR		60 106	84 354
Adjustments in the fair value of available-for-sale financial assets		60	-169
Of which booked to equity		60	-169
Of which transferred to income of the year		0	0
Translation differences arising on foreign activities		-27 273	5 297
Attributable to equity holders of the Parent		-27 152	5 847
Attributable to minority interests		-121	-550
Interest rates hedging instruments		883	-459
Attributable to equity holders of the Parent		883	-459
Attributable to minority interests		0	0
Items that will be reclassified to profit or loss in subsequent periods		-26 330	4 670
Actuarial gains (losses) on defined benefits plans		1 115	4 073
Attributable to equity holders of the Parent		1 099	4 057
Attributable to minority interests		16	16
Items that will not be reclassified to profit or loss in subsequent periods		1 115	4 073
OTHER COMPONENTS OF COMPREHENSIVE INCOME		-25 215	8 743
COMPREHENSIVE INCOME		34 891	93 097
Attributable to equity holders of the Parent		34 845	93 386
Attributable to minority interests		45	-286

THE OTHER COMPONENTS OF COMPREHENSIVE INCOME AND LOSS ARE PRESENTED NET OF THE ASSOCIATED TAXES. THE TAX IMPACT MAY BE SPLIT AS FOLLOWS:

	in thousands of euros	31.12.2017*	31.12.2018
Items that will be reclassified to profit or loss in subsequent periods		-493	297
Items that will not be reclassified to profit or loss in subsequent periods		-3 784	-449
TOTAL TAX IMPACTS		-4 277	-152

*The comparative consolidated financial statements take into account the retrospective application of IFRS 9 (see the extract from the notes to the consolidated financial statements).

2. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

	in thousands of euros	31.12.2017*	Net amount 31.12.2018
NON-CURRENT ASSETS			
PROPERTY, PLANT AND EQUIPMENT		153 317	175 652
GOODWILL		288	288
INTANGIBLE ASSETS		37 094	43 333
INVESTMENTS IN ASSOCIATES		21 329	18 008
NON-CURRENT FINANCE CONTRACT RECEIVABLES		3 840	8 210
DEFERRED TAX ASSETS		16 722	16 588
NON-CURRENT FINANCIAL ASSETS		5 657	8 708
OTHER NON-CURRENT ASSETS		348	375
		238 596	271 162
CURRENT ASSETS			
INVENTORIES & WORK IN PROGRESS		451 400	574 640
TRADE RECEIVABLES		324 593	361 685
CURRENT FINANCE CONTRACT RECEIVABLES		1 713	2 487
OTHER RECEIVABLES			
Current income tax		7 384	5 858
Other receivables		32 348	41 538
CURRENT FINANCIAL ASSETS		2 754	4 412
CASH AND CASH EQUIVALENTS		39 570	27 623
		859 762	1 018 243
OTHER NON CURRENT ASSETS HELD FOR SALE			215
TOTAL ASSETS		1 098 358	1 289 620

EQUITY & LIABILITIES

	in thousands of euros	31.12.2017*	Net amount 31.12.2018
Share capital		39 622	39 668
Share premiums		45 529	46 098
Treasury shares		-24 305	-24 018
Consolidated reserves		413 765	442 629
Translation differences		-3 440	3 903
Net profit (loss) – Equity holder of the Parent		59 955	84 109
SHAREHOLDERS' EQUITY		531 126	592 389
MINORITY INTERESTS		1 974	4 585
TOTAL EQUITY		533 100	596 974
NON-CURRENT LIABILITIES			
NON-CURRENT PROVISIONS		47 240	45 368
OTHER NON-CURRENT LIABILITIES		2 677	3 101
DEFERRED TAX LIABILITIES		768	1 144
NON-CURRENT FINANCIAL LIABILITIES			
Loans and other financial liabilities		47 899	38 477
		98 585	88 090
CURRENT LIABILITIES			
CURRENT PROVISIONS		13 502	15 086
TRADE ACCOUNTS PAYABLE		260 063	292 715
OTHER CURRENT LIABILITIES			
Current income tax		4 304	6 457
Other liabilities		118 402	148 640
CURRENT FINANCIAL LIABILITIES		70 402	141 658
		466 672	604 556
TOTAL EQUITY & LIABILITIES		1 098 358	1 289 620

*The comparative consolidated financial statements take into account the retrospective application of IFRS 9 (see the extract from the notes to the consolidated financial statements).

3. CONSOLIDATED SHAREHOLDERS' EQUITY AS AT DECEMBER 31, 2018

CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY

In thousands of euros	Share Capital	Share Premiums	Treasury shares	Reserves	Group net income	Translation differences	Revaluation surplus	TOTAL SHAREHOLDERS' EQUITY (Group part)	Minority interests	TOTAL EQUITY
BALANCE AT 31.12.2016*	39 557	44 749	-24 088	383 952	43 110	23 698	908	511 886	72	511 958
Income for the year 2016				43 110	-43 110					
Income at 31.12.2017					59 955			59 955	151	60 106
Dividends				-16 425				-16 425	-7	-16 432
Change in translation differences						-27 152		-27 152	-121	-27 273
Valuation differences under IFRS				1 129				1 129		1 129
Treasury shares			-217					-217		-217
Actuarial gains (losses) on employee benefit				1 099				1 099	16	1 115
Change in consolidation scope and other	65	780		-9		13		850	1 942	2 792
Shareholder's agreement									-78	-78
BALANCE AT 31.12.2017*	39 622	45 529	-24 305	412 858	59 955	-3 440	908	531 126	1 974	533 100
Income for the year 2017				59 955	-59 955					
Income at 31.12.2018					84 109			84 109	245	84 354
Dividends				-23 753				-23 753	-102	-23 855
Change in translation differences						5 847		5 847	-550	5 297
Valuation differences under IFRS				-847				-847		-847
IFRS 15 First-time application				-4 886				-4 886	-8	-4 894
Treasury shares			287					287		287
Actuarial gains (losses) on employee benefit				4 057				4 057	16	4 073
Change in consolidation scope and other	46	569		-5 663		1 496		-3 552	4 251	699
Shareholder's agreement									-1 242	-1 242
BALANCE AT 31.12.2018	39 668	46 098	-24 018	441 722	84 109	3 903	908	592 389	4 585	596 974

* The comparative consolidated financial statements take into account the retrospective application of IFRS 9 (see the extract from the notes to the consolidated financial statements).

4. CASH FLOW STATEMENT AS AT DECEMBER 31, 2018

	in thousands of euros	31.12.2017*	31.12.2018
INCOME (LOSS) FOR THE YEAR		60 106	84 354
Less share of profits of associates		-2 447	-2 326
Elimination of income and expense with no effect on operating cash-flow and not linked to operating activities			
+ Amortization and depreciation		33 372	35 925
- Provisions and impairment		-€ 744	728
- Change in deferred taxes		-1 103	2 662
+/- Income (loss) from non-current asset disposal		-133	-47
+/- Other		-1 052	1 207
EARNINGS BEFORE DEPRECIATION AND AMORTIZATION		81 996	122 502
Changes in cash flows from operating activities		-37 378	-108 068
+/- Change in inventories		-45 582	-114 396
+/- Change in trade receivables		-53 846	-35 548
+/- Change in finance contracts receivables		-1 506	-5 999
+/- Change in other operating receivables		-2 376	-9 756
+/- Change in trade accounts payable		49 003	35 450
+/- Change in other operating liabilities		18 217	18 534
+/- Change in taxes payable and receivable		-1 288	3 648
+/- Change in liabilities linked to finance contracts receivables		0	0
Change in capitalized leased machines		-9 366	-19 146
CASH FLOW FROM OPERATING ACTIVITIES		35 252	-4 712
Changes in cash flows from investing activities			
+ Proceeds from sale of property, plant and equipment		370	165
+ Proceeds from sale of long-term investments		1 370	-35
- Purchase of intangible assets, property, plant and equipment (excl. rental fleet)		-40 754	-46 412
- Decrease (increase) of other financial assets		-268	-132
- Acquisition of subsidiaries or minority interests		-510	63
- Capital increase of associated companies		0	0
+ Dividends received from associates		4 610	4 886
CASH FLOW FROM INVESTING ACTIVITIES		-35 181	-41 464
Changes in cash flows from financing activities			
+ Increase in capital		845	615
- Decrease in capital			
- Merger operation			
- Dividends paid		-16 432	-23 855
+/- Purchase / sale of treasury shares		75	-65
+/- Change in financial liabilities		-584	30 805
Of which loans taken during the year		233	40 087
Of which loans repaid during the year		-827	-9 282
+/- Other		999	4 630
CASH FLOW FROM FINANCING ACTIVITIES		-15 097	12 130
NET INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS, AND BANK OVERDRAFTS		-15 026	-34 046
Cash, cash equivalents and bank overdrafts at beginning of the year		49 169	34 135
Exchange gains (losses) on cash and bank overdrafts		-8	-698
CASH, CASH EQUIVALENTS, AND BANK OVERDRAFTS AT END OF THE YEAR		34 135	-609

* The comparative consolidated financial statements take into account the retrospective application of IFRS 9 (see the extract from the notes to the consolidated financial statements).

5. EXTRACT FROM THE NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS AT DECEMBER 31, 2018

ACCOUNTING CHANGES IMPLEMENTED IN THE GROUP'S FINANCIAL STATEMENTS AS AT DECEMBER 31, 2018

The accounting methods and valuation rules applied by the Group in the consolidated financial statements as at December 31, 2018 are identical to those used in the financial statements at 31 December 2017, with the exception of the new texts referred below.

NEW STANDARDS FOR WHICH APPLICATION IS REQUIRED FOR THE 2018 FINANCIAL STATEMENTS

The mandatory interpretations as at 1 January 2018 have no impact on the Group's financial statements, with the exception of the following standards:

IFRS 9 "Financial Instruments"

IFRS 9 "Financial instruments": IFRS 9 introduces a new classification of financial assets based on the Group's management intention, a dynamic model for impairment of financial assets based on expected losses in addition to the current model based on proven losses and extended hedge accounting principles.

The Group has chosen to apply the hedging component of IFRS 9. As such, the main amendment compared to IAS 39 concerns the treatment of foreign exchange derivatives and interest rates qualified as cash flow hedges. Henceforth, the change in the time value of options and the change in the premium/discount on forward transactions will be recorded in shareholders' equity over the life of the transactions, and recorded in financial income and expense when the hedged item is realized.

The impact of the application of the hedging component of IFRS 9 is not material and is available below. The consolidated financial statements as at 31 December 2017 have been restated to allow for comparison. The restated balance sheet situation as at 31 December 2016 and 31 December 2017 is also presented.

The other components of IFRS 9, namely "Classification and Measurement" of financial assets and "Provisions", do not have an impact on the Group's financial statements.

IFRS 15 "Revenue from contracts with customers"

IFRS 15 defines a new approach to revenue recognition described in five steps. The main change induced by this standard for Manitou is the accounting treatment of the extensions of guarantees offered. As from 1 January 2018, revenue is recognized by distinguishing the sale of the machine from the warranty service. The warranty service product is spread over the warranty period.

IFRS 15 standard is applied using the "cumulative catch-up" method as at January 1, 2018. The Group has decreased the amount of its opening shareholders' equity by €4.7 million, net of deferred taxes, to reflect the cumulative effect of the first application of the standard. In 2018, the application of IFRS 15 generated a decrease in revenue and current operating income of €2.3 million, or -C.1% of revenue. By division, this amount breaks down into a decrease of €6.4 million in revenue for the MHA division and an increase of €4.1 million in revenue for the S&S division.

COMPARABILITY OF EXERCISES

The impacts of the application of the new IFRS 9 and IFRS 15 standards, as described above, are summarized below.

IFRS 9 «Financial Instruments»

INCOME STATEMENT

in thousands of euros	31.12.2017 Published	IFRS 9	31.12.2017 Restated
Net sales	1 590 968		1 590 968
Cost of goods & services sold	-1 332 246	-145	-1 332 391
Research & development costs	-20 800		-20 800
Selling, marketing and services expenses	-94 701		-94 701
Administrative expenses	-49 696		-49 696
Other operating expenses and income	1 920		1 920
RECURRING OPERATING INCOME	95 445	-145	95 300
Impairment of assets	0		0
Other non-recurring income and expenses	-4 966		-4 966
OPERATING INCOME	90 479	-145	90 334
Share of profits of associates	2 447		2 447
OPERATING INCOME INCLUDING NET INCOME FROM ASSOCIATES	92 926	-145	92 781
Financial income	16 556		16 556
Financial expenses	-22 001	-26	-22 027
Financial income	-5 446	-26	-5 472
CONSOLIDATED INCOME (LOSS) BEFORE TAX	87 480	-171	87 309
Income taxes	-27 260	57	-27 203
NET INCOME (LOSS)	60 220	-114	60 106
Attributable to equity holders of the Parent	60 069	-114	59 955
Attributable to minority interests	151		151

BALANCE SHEET – Impacts on equity

	Share Capital	Share premiums	Treasury shares	Reserves	Group net profit	Translation differences	Revaluation surplus	TOTAL SHAREHOL- DERS' EQUITY (Group share)	Minority interests	TOTAL EQUITY
Published balance at 31.12.2016	39 557	44 749	-24 088	384 150	42 912	23 698	908	511 886	72	511 958
IFRS 9				-198	198			0		0
Restated balance at 31.12.2016	39 557	44 749	-24 088	383 952	43 110	23 698	908	511 886	72	511 958
Published balance at 31.12.2017	39 622	45 529	-24 305	412 744	60 069	-3 440	908	531 126	1 975	533 100
IFRS 9				114	-114			0		0
Restated balance at 31.12.2017	39 622	45 529	-24 305	412 858	59 955	-3 440	908	531 126	1 975	533 100

INCOME STATEMENT BY DIVISION

In thousands of euros	MHA Material Handling and Access	CEP Compact Equipment Products	S&S Services & Solutions	IFRS 15	MHA Material Handling and Access	CEP Compact Equipment Products	S&S Services & Solutions	IAS 18 31.12.2018
Net sales	1 294 087	313 509	275 982	1 883 578	1 300 473	313 509	271 914	1 885 896
Cost of goods and services sold	-1 095 976	-270 552	-203 270	-1 569 798	-1 095 976	-270 552	-203 270	-1 569 798
R&D, marketing, sales, service & admin	-98 161	-33 573	-52 706	-184 440	-98 161	-33 573	-52 706	-184 440
RECURRING OPERATING PROFIT	99 950	9 384	20 006	129 340	106 335	9 384	15 938	131 658
In % of net sales	7,7%	3,0%	7,2%	6,9%	8,2%	3,0%	5,9%	7,0%
OPERATING PROFIT	97 423	8 970	19 710	126 104	103 808	8 970	15 642	128 421
OPERATING PROFIT INCLUDING NET INCOME FROM ASSOCIATES	97 439	8 970	22 020	128 431	103 824	8 970	17 952	130 748
Financial result				-5 974				-5 974
PROFIT (LOSS) BEFORE TAX				122 456				124 774
Income taxes				-38 103				-38 720
NET INCOME				84 354				86 054
In % of net sales				4,5%				4,6%

BALANCE SHEET – IFRS 15 IMPACT ON EQUITY

ASSETS

In thousands of euros	31.12.2017*	IFRS 15 First-time application	01.01.2018
NON CURRENT ASSET	238 596	1 880	240 476
CURRENT ASSETS	859 762	3 251	863 013
o/w Inventories	451 400	3 251	454 651
TOTAL ASSETS	1 098 358	5 131	1 103 489

EQUITY & LIABILITIES

In thousands of euros	31.12.2017*	IFRS 15 First-time application	01.01.2018
Share capital	39 622		39 622
Share premiums	45 529		45 529
Treasury shares	-24 305		-24 305
Consolidated reserves	413 765	-4 886	408 879
Translations differences	-3 440		-3 440
Net profit (loss) – Equity holder of the Parent	59 955		59 955
SHAREHOLDERS' EQUITY	531 126	-4 886	526 240
MINORITY INTERESTS	1 974	-8	1 966
TOTAL EQUITY	533 100	-4 894	528 206
NON CURRENT LIABILITIES	98 585		98 585
CURRENT LIABILITIES	466 672	10 025	476 697
o/w Other current liabilities	118 402	10 025	128 427
TOTAL LIABILITIES	1 098 358	5 131	1 103 489

*The comparative consolidated financial statements take into account the retrospective application of IFRS 9, which has an impact on shareholders' equity. The other balance sheet items are not impacted.

SCOPE OF CONSOLIDATION

HMME - Hangzhou Manitou Machinery Equipment

The Group is in exclusive negotiations to sell its stake in HMME (Hangzhou Manitou Machinery Equipment Co Ltd.). As a result of these negotiations, the Group considers that, as at December 31, 2018, the conditions for applying IFRS 5 on non-current assets held for sale are fulfilled in light of the high probability for the sale to be completed.

This sale concerns a company that has been virtually dormant for several years and does not concern the partnership that Manitou Group has with the Hangcha Group on the design and assembly of industrial forklifts.

Thus, HMME's investments in associates are classified separately under "Non-current assets held for sale" and are valued at their lower carrying amount or estimated selling price, net of costs related to the sale.

The fair value assessment established taking into account the negotiations with the acquirer generated the recognition of a non-recurring loss of €0.3 million.

MANITOU SOUTHERN AFRICA - Sale of a 26% minority stake

On November 5, 2018, Manitou BF sold 26% of its subsidiary's share capital, Manitou Southern Africa (previously a 100% subsidiary), to the Columba Leadership Trust fund. This operation resulted in a decrease in the percentage of interests without change in the consolidation method. The gain on disposal was recognised in shareholders' equity.

During this transaction, Manitou BF granted Columba Trust a commitment to buy back its stake (put on minority interests). This put option was recorded as long-term financial debt at the discounted fair value of its exercise price, with a corresponding equity component of €1.2 million December 31, 2018.

LIST OF SUBSIDIARIES AND AFFILIATES

Parent company					
Manitou BF SA		Ancenis, France			
Consolidated companies		Consolidation method	% control	% d'interest	
Manitou America Holding Inc.	West Bend, Wisconsin, United States	FC	100%	100%	
Manitou North America LLC	West Bend, Wisconsin, United States	FC	100%	100%	
Manitou Equipment America LLC	West Bend, Wisconsin, United States	FC	100%	100%	
Gehl Power Products, Inc	Yankton, South-Dakota, United States	FC	100%	100%	
Manitou Brasil Manipulacao de Cargas Ltda.	São Paulo, Brazil	FC	100%	100%	
Manitou Mexico	Mexico DF, Mexico	FC	100%	100%	
Manitou Chile	Las Condes, Chile	FC	100%	100%	
Compagnie Francaise de Manutention Ile-de-France	Herblay, France	FC	100%	100%	
Manitou Global Services	Ancenis, France	FC	100%	100%	
LMH Solutions SAS	Beaupréau-en-Mauges, France	FC	100%	100%	
Manitou Développement*	Ancenis, France	FC	100%	100%	
Cobra MS*	Ancenis, France	FC	100%	100%	
Manitou Italia Srl	Castelfranco Emilia, Italia	FC	100%	100%	
Manitou UK Ltd.	Verwood, United-Kingdom	FC	99,4%	99,4%	
Manitou Benelux SA	Perwez, Belgium	FC	100%	100%	
Manitou Interface and Logistics Europe	Perwez, Belgium	FC	100%	100%	
Manitou Deutschland GmbH	Ober-Mörlen, Germany	FC	100%	100%	
Manitou Portugal SA	Villa Franca, Portugal	FC	100%	100%	
Manitou Manutencion Espana SI	Madrid, Spain	FC	100%	100%	
Manitou Vostok Llc	Moscou, Russia	FC	100%	100%	
Manitou Polska Sp Z.o.o.	Raszyn, Poland	FC	100%	100%	
Manitou Nordics Sia	Riga, Latvia	FC	100%	100%	
Manitou Southern Africa Pty Ltd.	Johannesbourg, South Africa	FC	74%	74%	
Manitou Australia Pty Ltd.	Alexandria, Australia	FC	94%	94%	
Manitou Asia Pte Ltd.	Singapour	FC	100%	100%	
Manitou South Asia Pte Ltd.	Gurgaon, India	FC	100%	100%	
Manitou China Co Ltd.	Shanghai, China	FC	100%	100%	
Manitou Middle East Fze	Jebel Ali, United Arab Emirates	FC	100%	100%	
Manitou Malaysia MH	Kuala Lumpur, Malaysia	FC	100%	100%	
Manitou Equipment India	Greater Noïda, India	FC	100%	100%	
Marpoll Pty Ltd (LiftRite Hire & Sales)	Perth, Australia	FC	50.5%	50.5%	
Manitou Finance France SAS	Puteaux, France	EM	49%	49%	
Manitou Finance Ltd.	Basingstoke, United Kingdom	EM	49%	49%	
Hangzhou Manitou Machinery Equipment Co Ltd.	Hangzhou, China	(1)	50%	50%	

FC : Full Consolidation

EM : Equity Method

* dormant companies

(1) Considering that the conditions for applying IFRS 5 on non-current assets held for sale are met, HMME, initially accounted for by the equity method, was classified as non-current assets held for sale at 31 December 2018.

INFORMATION ON OPERATING SEGMENTS

The Group is organized around three divisions, two product divisions and a service division:

The MHA product division - Material Handling and Access manages the French and Italian production sites manufacturing telehandlers, rough terrain and industrial forklifts, truck-mounted forklifts and aerial working platforms. Its mission is to optimize the development and production of these equipments branded Manitou.

The CEP product division - Compact Equipment Products optimizes the development and production of skidsteer loaders, track loaders, articulated loaders, backhoe loaders and telehandlers branded Gehl and Mustang.

The S&S division - Services & Solutions includes service activities to support sales (financing approaches, warranty contracts, maintenance contracts, full service, fleet management, etc.), after-sales (parts, technical training, warranty management, fleet management, etc.) and services to end users (geo-location, user training, advice, etc.). The mission of the division is to develop service offers to meet the needs of each of our customers in our value chain and to increase resilient sales revenue for the group.

The three divisions design and assemble products and services which are distributed by the Sales and Marketing organization to dealers and key accounts in 140 countries.

CONSOLIDATED P&L BY DIVISION MHA, CEP, S&S

31.12.2018 In thousands of euros	MHA Material Handling and Access	CEP Compact Equipment Products	S&S Services & Solutions	Total
Net sales	1 294 087	313 509	275 982	1 883 578
Cost of goods and services sold	-1 095 976	-270 552	-203 270	-1 569 798
Research and development costs	-19 888	-4 019		-23 908
Selling and marketing et service expenses	-47 183	-15 219	-42 714	-105 116
Administrative expenses	-32 378	-13 911	-9 863	-56 152
Other operating income and expenses	1 289	-424	-128	736
RECURRING OPERATING PROFIT	99 950	9 384	20 006	129 341
Impairment of assets	-339			-339
Other non-recurring income and expenses	-2 188	-414	-296	-2 898
OPERATING PROFIT	97 423	8 970	19 710	126 104
Share of profits of associates	16		2 310	2 326
OPERATING PROFIT INCLUDING NET INCOME FROM ASSOCIATES	97 439	8 970	22 020	128 431

31.12.2017 In thousands of euros	MHA Material Handling and Access	CEP Compact Equipment Products	S&S Services & Solutions	Total
Net sales	1 095 217	244 029	251 722	1 590 968
Cost of goods and services sold	-931 822	-214 385	-186 039	-1 332 246
Research and development costs	-17 042	-3 758		-20 800
Selling and marketing et service expenses	-43 168	-14 240	-37 293	-94 701
Administrative expenses	-28 002	-12 260	-9 434	-49 696
Other operating income and expenses	894	694	332	1 920
RECURRING OPERATING PROFIT	76 076	80	19 288	95 445
Impairment of assets				
Other non-recurring income and expenses	-4 970	262	-258	-4 966
OPERATING PROFIT	71 106	342	19 030	90 479
Share of profits of associates	-387		2 834	2 447
OPERATING PROFIT INCLUDING NET INCOME FROM ASSOCIATES	70 718	342	21 865	92 926

The spare parts and accessories distribution business, which is integrated within the Services & Solutions division, benefits from services provided by the MHA and the CEP divisions (R&D, qualification of parts, qualification of suppliers), the already existing basis of sold units, as well as the brand name recognition built by those divisions.

In order to compensate for all of these benefits, the group's divisional reporting includes fees from the Services & Solutions division to the MHA and CEP divisions. This fee is calculated based on comparable indicators of external independent spare parts distributors for which the median operating income over a five year period amounted to 4.25% and 4.87% in Europe and the US, respectively, the main regions in which the S&S division operates. That fee is included in the line item «Cost of goods and services sold» of each division, which therefore includes the charges related to goods and services sold plus or minus the interdivision fees.

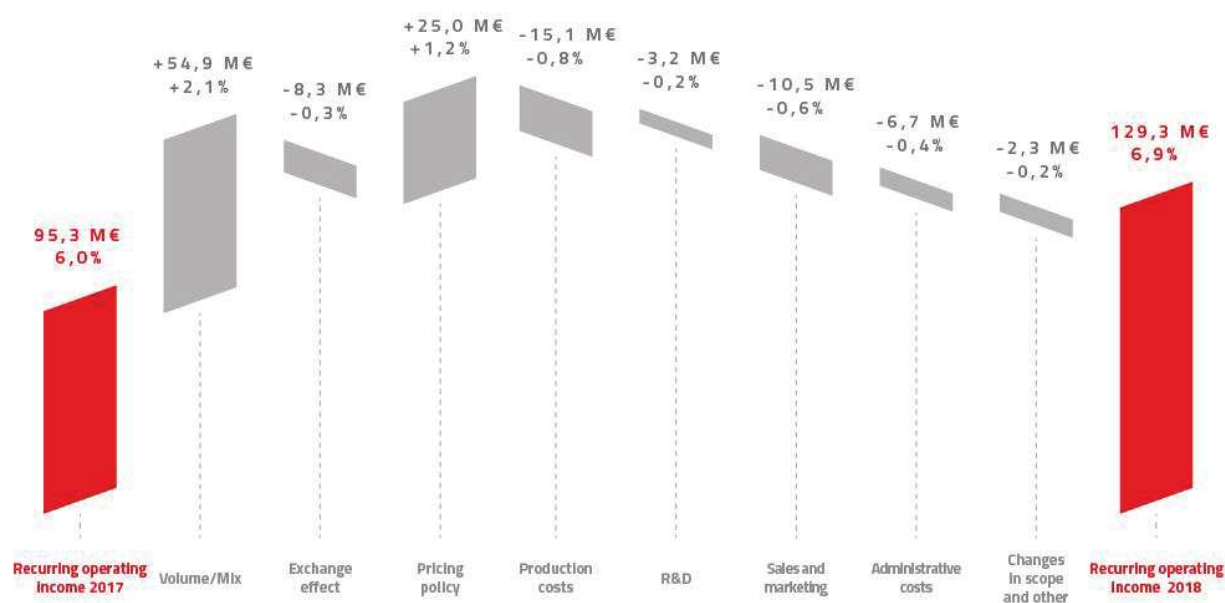
Assets, cash flows or even liabilities are not allocated to the individual divisions, as the operating segment information used by the group's management does not incorporate those various item.

NET SALES BY DIVISION AND GEOGRAPHICAL REGION

31.12.2018 In thousands of euros	Southern Europe	Northern Europe	Americas	APAM	Total
MHA	463 165	621 991	99 204	109 727	1 294 087
CEP	18 460	42 855	202 583	49 611	313 509
S&S	96 923	90 958	48 494	39 606	275 982
TOTAL	578 548	755 804	350 282	198 944	1 883 578

31.12.2017 In thousands of euros	Southern Europe	Northern Europe	Americas	APAM	Total
MHA	421 824	490 891	79 330	103 171	1 095 217
CEP	13 803	32 547	162 793	34 886	244 029
S&S	87 019	78 494	50 923	35 286	251 722
TOTAL	522 646	601 932	293 046	173 343	1 590 968

6. EVOLUTION OF THE RECURRING OPERATING PROFIT BETWEEN 2017 AND 2018



7. GLOSSARY

EXPLANATION OF REPORTING LINES ITEMS

NET SALES

Net sales are principally made up of sales of new handling materials assembled within the group or acquired from third parties, sales of spare parts and attachments, rental of materials, and the sale of equipment fleet management services and various other services.

COST OF SALES

Cost of sales is made up of the cost of the goods and services sold, which includes the cost of raw materials and components and the workforce directly attributable to the good or service, and all operating costs of the production and logistics activities. Also included in the cost of sales are the amortization of intangible assets, equipment and materials allocated to the production activities, the costs of the contractual guarantee, provisions for depreciation of stocks, and exchange gains and losses booked on operating income in foreign currencies resulting from the variance between the exchange rate on the day of the transaction and the exchange rate on settlement.

GROSS MARGIN

The gross margin results from the difference between net sales and cost of sales.

RESEARCH AND DEVELOPMENT EXPENSES

Research and development expenses are made up of the personnel costs and operating costs allocated to innovation, development, design, realization of prototypes and improvements to products. The activities frequently use external services as well as dedicated equipment and materials, the amortization of which will affect operation.

Research and development expenses that comply with the criteria of feasibility and innovation may be allocated in intangible assets and amortized in cost of sales at a later date. Expenses that do not comply are booked directly in charges.

COMMERCIAL AND MARKETING EXPENSES

Commercial expenses are primarily made up of personnel costs and associated expenses allocated to business development activities, managing the networks of concessionaires, marketing, and technical services. Also included in this line item are commissions on sales, promotion costs, trade fairs, credit insurance charges, commercial warranties, travel costs, and amortization of associated infrastructure.

ADMINISTRATIVE EXPENSES

Administrative expenses are principally made up of personnel costs and expenses associated with the support functions (human resources, finance, general secretariat, etc.). Also included is the amortization of the infrastructure associated with these functions.

EXPENDITURE AND INCOME ON NON-RECURRING ITEMS

Expenditure and income on non-recurring items include the following elements:

- impairment losses;
- gains or losses on significant or unusual disposal of intangible and tangible assets
- acquisition and integration costs
- « Badwill » income
- Income on sale of consolidated shares
- restructuring costs
- exceptional items corresponding to income and expenditure that are unusual in terms of their frequency, their nature and their amount.

OPERATING INCOME OR OPERATING MARGIN

Operating income, also known as operating margin in this document, includes all the recurring and non-recurring elements described above.

OPERATING INCOME INCLUDING NET INCOME FROM ASSOCIATES

The line item “Operating income including net income from associates” is made up of operating income and the share in the income of associated companies.

FINANCIAL INDICATORS AND OTHER DEFINITIONS

AT CONSTANT SCOPE AND EXCHANGE RATE

The exchange rate effect is calculated by applying on the net sales of the current period, the exchange rate of the previous period.

The scope impact is calculated by :

- eliminating the revenue, over the current period, of companies acquired during the period,
- eliminating the revenue, from January 1 of the current fiscal year, to the anniversary month of their acquisition, of companies acquired in the previous fiscal year,
- eliminating the revenue, over the current and comparable periods, of companies sold in the current or comparable periods.

For 2018,

- Companies acquired in 2017 (Manitou Equipment India in May 2017 and Liftrite at the end of July 2017), less their contribution, from January 1 of the current financial year, to the anniversary month of their acquisition. There are no acquired companies or outgoing companies during the 2018 financial year
- Application of IAS 18 "Revenue" to the current year's aggregates
- Application of the 2017 fiscal year exchange rate.

AT CONSTANT ACCOUNTING STANDARD

The constant standard impact is calculated by applying the accounting standards applicable in the previous financial year to the current period.

In 2018: application of IAS 18 on current year aggregates

NET DEBT

Net debt corresponds to the difference between current and non-current financial liabilities on the one hand and on the other hand, current financial assets and cash and cash equivalents.

EBITDA

Operating income +/- provisions - reversals of amortization and impairment losses.

RECURRING EBITDA

Operating income - income and expenditure on non-recurring items +/- provisions - reversals of amortization and impairment losses.

GEARING

Ratio of net debt divided by the amount of shareholders' equity.

LEVERAGE

Ratio determined by dividing the amount of net debt at the end of the period by rolling 12-month EBITDA. This measures the amount of the debt in number of years of EBITDA.

OPERATING WORKING CAPITAL REQUIREMENT

Inventory and work in progress + clients + other debtors - trade accounts payable - other current liabilities.

Operating working capital requirement excludes sales financing receivables, which do not change in proportion to the operating activity.

ORDER BOOK

All customer orders received but not yet delivered.