



MANITOU
GROUP

Q4 2019 revenues

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Back to...

Q4 2019

- Manitou Group acquires a majority stake in Mawsley Machinery Ltd - UK
- Agribex show - Bruxelles
- Agritechnica show - Hannover



Appointment

Elisabeth Ausimour

Elisabeth Ausimour is appointed President, Material Handling and Access Division and a member of the Group Executive Committee. A graduate of the EPF, Elisabeth Ausimour began her career at Chantiers de l'Atlantique before joining the Manitou group in 2005, where she successively held positions of responsibility in purchasing and quality, then as Vice-President of the Aerial Work Platforms Product Unit and more recently as Vice-President ERP - Process redesign.



Highlights

- Q4 19 revenues of **€494m**, -6% vs. Q4 18
- 2019 revenues of **€2 094m**, +11% vs. 2018, +10% like for like*
- Q4 19 order intake on equipment of **€483m** vs. €629m in Q4 18
- End of Q4 19 order book on equipment at **€595m** vs. €1 002m in Q4 18

** at constant scope and exchange rates : definition in appendix*

Record year, good level of order intake, order book increase

Q4 Revenue matrix

Q4 2018 Revenue						Q4 2019 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
129 25%	174 33%	32 6%	29 6%	364 70%	MHA	118 24%	147 30%	36 7%	33 7%	333 67%
6 1%	10 2%	58 11%	13 3%	88 17%	CEP	6 1%	12 2%	51 10%	12 2%	81 16%
26 5%	24 5%	12 2%	10 2%	72 14%	S&S	28 6%	29 6%	14 3%	10 2%	80 16%
161 31%	208 40%	102 19%	52 10%	523 100%	Tot.	152 31%	187 38%	100 20%	55 11%	494 100%

MHA : Material Handling & Access

CEP : Compact Equipment Products

S&S : Services & Solutions

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

12 months Revenue matrix

12 months 2018 Revenue						12 months 2019 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
464 25%	622 33%	99 5%	110 6%	1294 69%	MHA	543 26%	665 32%	129 6%	119 6%	1456 71%
18 1%	43 2%	203 11%	50 3%	314 17%	CEP	23 1%	45 2%	219 10%	41 2%	328 16%
97 5%	91 5%	48 3%	40 2%	276 15%	S&S	111 5%	103 5%	54 3%	41 2%	309 15%
579 31%	756 40%	350 19%	199 11%	1884 100%	Tot.	677 32%	813 39%	403 19%	201 10%	2094 100%

MHA : Material Handling & Access

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

Evolution vs. 2018



in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
MHA	+79 <i>+17%</i>	+43 <i>+7%</i>	+31 <i>+31%</i>	+9 <i>+8%</i>	+162 <i>+13%</i>
CEP	+5 <i>+25%</i>	+3 <i>+6%</i>	+16 <i>+8%</i>	-9 <i>-18%</i>	+15 <i>+5%</i>
S&S	+14 <i>+15%</i>	+12 <i>+13%</i>	+6 <i>+12%</i>	+1 <i>+3%</i>	+33 <i>+12%</i>
Total	+98 <i>+17%</i>	+58 <i>+8%</i>	+53 <i>+15%</i>	+2 <i>+1%</i>	+210 <i>+11%</i>

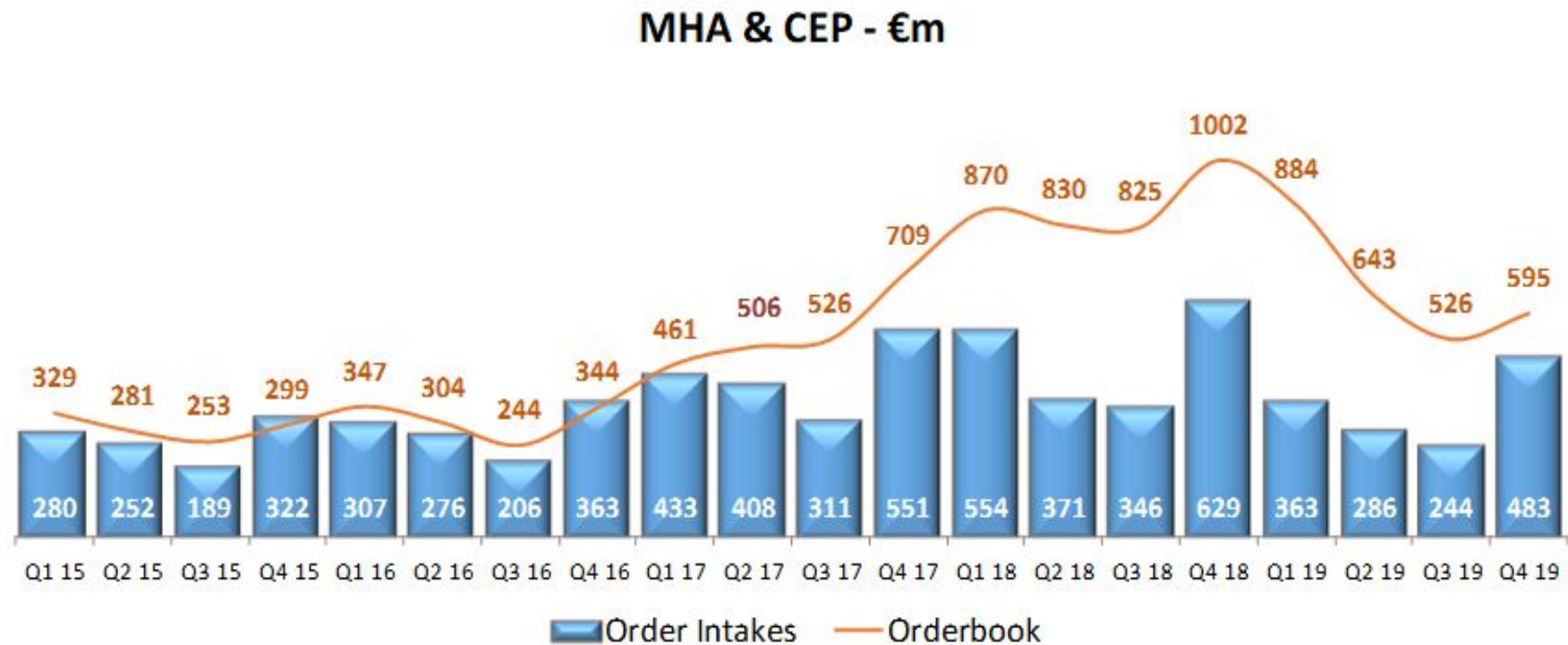
Evolution vs. 2018



Rev. in €m <i>% vs. Rev. N-1</i>	2018.12	Exchange rate	Scope change	Evolution at constant scope *	2019.12
MHA	1294	6 <i>0%</i>	0,3 <i>0%</i>	156 <i>12%</i>	1 456 <i>13%</i>
CEP	314	12 <i>4%</i>	0,0 <i>0%</i>	2 <i>1%</i>	328 <i>5%</i>
S&S	276	3 <i>1%</i>	0,1 <i>0%</i>	31 <i>11%</i>	309 <i>12%</i>
Total	1884	21 <i>1%</i>	0,5 <i>0%</i>	189 <i>10%</i>	2 094 <i>11%</i>

* at constant scope and exchange rates : definition in appendix

Q4 order intake & order book on equipment



Order intake and order book increase

MHA operational review

- Strong sequential increase in order intake
- Waiting period for rentals at the end of the year
- Substantial growth in the order book



Good performance in Q4, an all-time annual record

CEP operational review

- Order intake in a strong recovery
- Waiting on the part of rentals
- Full resumption of activity at Madison plant following Q3 flooding



Return to a normal state after Madison factory flooding

S&S operational review

- Continued sales growth
- Very good performance of parts and attachments
- Acceleration of business in services



Continued growth momentum

Outlook

- Outlook for 2019 financial performance confirmed
- Outlook for a 2020 revenue down by around 10% compared to 2019

Appendix - Definition

Like for like, at constant scope and exchange rates:

- Scope : for 2019 acquisitions (Mawsley Machinery Ltd on October 29, 2019), subtraction of their contribution, from the date of their acquisition, to December 31, 2019. There is no exit in 2019. There is no acquired entity nor exit in 2018.
- application of the exchange rate of the previous year on the aggregates of the current year