



MANITOU
GROUP

Q4 2020 revenues

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Highlights

- Q4 20 revenues of **€432m**, -13% vs. Q4 19
- 2020 revenues of **€1 585m**, -24% vs. 2019, -24% like for like*
- Q4 20 order intake on equipment of **€727m** vs. €483m in Q4 19
- End of Q4 20 order book on equipment at **€918m** vs. €595m in Q4 19
- Announcement of the closure of the Waco site (Tx) with effect from Q1 2021
- Announcement of a simplified organization of the group with 2 divisions starting in 2021
- New Horizons 2025 roadmap presented in early January

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

A very strong recovery in activity and a backlog close to the historical record

Q4 Revenue matrix

Q4 2019 Revenue						Q4 2020 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
118 24%	147 30%	36 7%	33 7%	333 67%	MHA	118 27%	110 25%	25 6%	22 5%	275 64%
6 1%	12 2%	51 10%	12 2%	81 16%	CEP	9 2%	13 3%	43 10%	13 3%	79 18%
28 6%	29 6%	14 3%	10 2%	80 16%	S&S	27 6%	29 7%	12 3%	10 2%	79 18%
152 31%	187 38%	100 20%	55 11%	494 100%	Tot.	155 36%	152 35%	80 18%	45 10%	432 100%

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 2019 Revenue						12 months 2020 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
543 26%	665 32%	129 6%	119 6%	1456 70%	MHA	425 27%	431 27%	87 6%	81 5%	1023 65%
23 1%	45 2%	219 10%	41 2%	328 16%	CEP	24 1%	47 3%	157 10%	34 2%	262 17%
111 5%	103 5%	54 3%	41 2%	309 15%	S&S	107 7%	106 7%	52 3%	36 2%	300 19%
677 32%	814 39%	403 19%	201 10%	2094 100%	Tot.	555 35%	584 37%	296 19%	150 9%	1585 100%

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

Evolution vs. 2019



in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
MHA	-118 <i>-22%</i>	-234 <i>-35%</i>	-42 <i>-32%</i>	-38 <i>-32%</i>	-432 <i>-30%</i>
CEP	+0 <i>+2%</i>	+1 <i>+3%</i>	-62 <i>-28%</i>	-7 <i>-16%</i>	-67 <i>-20%</i>
S&S	-4 <i>-4%</i>	+3 <i>+3%</i>	-3 <i>-5%</i>	-5 <i>-13%</i>	-9 <i>-3%</i>
Total	-122 <i>-18%</i>	-230 <i>-28%</i>	-106 <i>-26%</i>	-50 <i>-25%</i>	-509 <i>-24%</i>

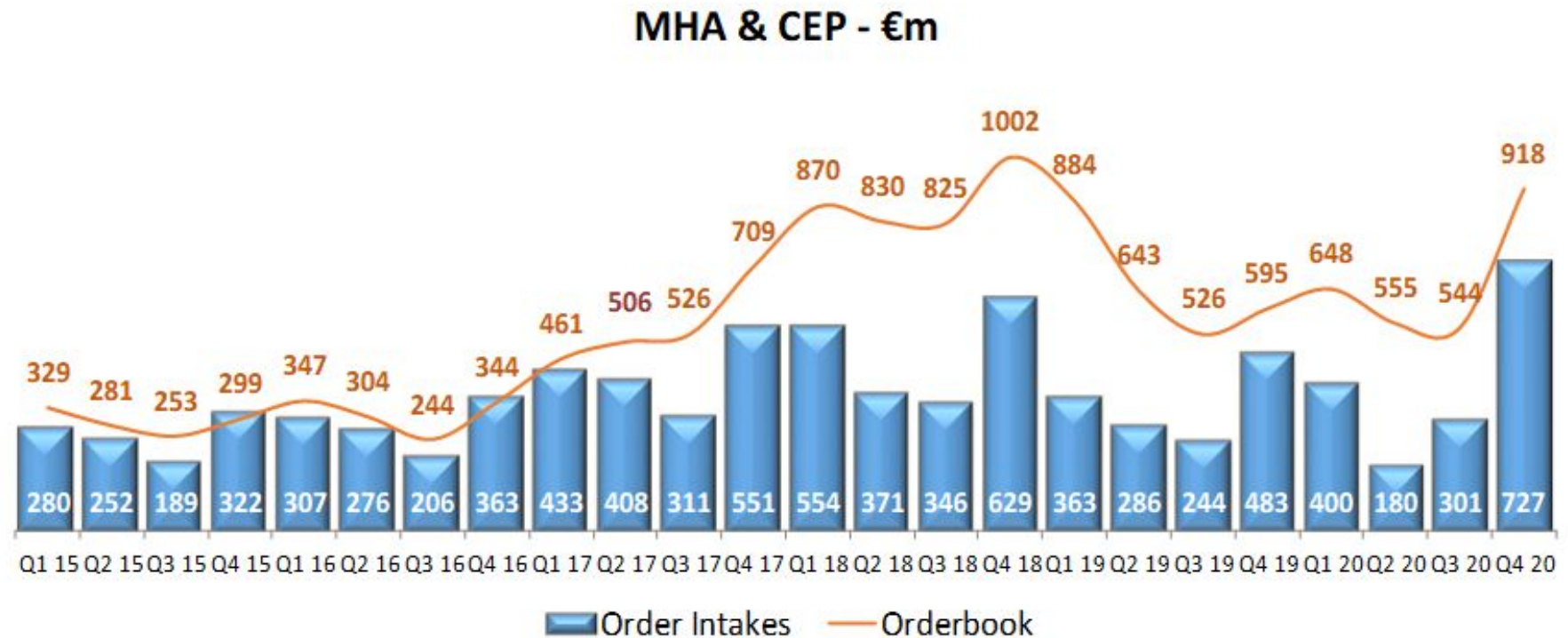
Evolution vs. 2019



Rev. in €m <i>% vs. Rev. N-1</i>	2019.12	Exchange rate	Scope change	Evolution at constant scope*	2020.12
MHA	1456	-12 <i>-1%</i>	-1,0 <i>0%</i>	-419 <i>-29%</i>	1 023 <i>-30%</i>
CEP	328	-5 <i>-2%</i>	1,3 <i>0%</i>	-63 <i>-19%</i>	262 <i>-20%</i>
S&S	309	-5 <i>-2%</i>	5,9 <i>2%</i>	-10 <i>-3%</i>	300 <i>-3%</i>
Total	2094	-22 <i>-1%</i>	6,3 <i>0%</i>	-492 <i>-24%</i>	1 585 <i>-24%</i>

* at constant scope and exchange rates : definition in appendix

Q4 order intake & order book on equipment



Q4'20, historical record for order intake

MHA operational review

- Good level of activity
- Strong rebound in orders
- Come back of the rental companies
- Fluidity of the supply chain
- Major ERP deployment on time on budget
- Organizational restructuring in preparation for the merger of MHA with the CEP division



Strong commercial recovery and operational performance

CEP operational review

- Good level of activity
- Strong order intake
- Come back of the rental companies
- Announcement of industrial reorganization with closure of the Waco plant (Tx)
- Organizational restructuring in preparation for the merger of CEP with the MHA Division



Transformation, simplification and alignment

S&S operational review

- Sustained level of activity
- Resilience with 2020 revenue close to that of 2019
- Continued development of services
- Strengthening customer-focused financial partnerships
- Continued development of digital solutions



Resilience, and continued development

Outlook

- Outlook for a 2021 revenue up by around 10 % compared to 2020

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 January 1st, 2020, to the anniversary date of their acquisition. There is no exit in 2019. There is no acquired entity nor exit in 2020.
- application of the exchange rate of the previous year on the aggregates of the current year.