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### Highlights

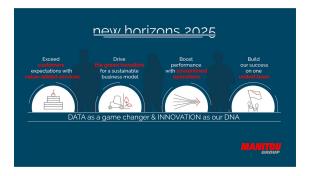
- Q1'21 revenues of **€471m**, +12% vs. Q1'20, +15% like for like\*
- Strong overall recovery in activity
- Record Q1'21 order intake on equipment of €815m vs. €400m in Q1'20
- Record end of Q1'21 order book on equipment at €1344m vs. €648m in Q1'20
- Pressure on the supply chain to cope with accelerating markets
- Tensions on specific components

#### A historic upturn under pressure

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



## Back to group's life







- Presentation in early January of the new 5-year strategic plan "New Horizons 2025" organized around:
  - 4 topics
    - Exceed customer expectations with value-added services
    - Drive the green transition for a sustainable business model
    - Boost performance with streamlined operations
    - Build our success on one united team
  - 2 transverse axes
    - Data as a game changer
    - Innovation as our DNA
- Presentation of the new CSR 2025 roadmap, fully integrated into the New Horizons 2025 plan and organized around 4 axes.
  - Safety and improved working conditions
  - Circular economy
  - Low carbon trajectory
  - A human and ethical company
- Launch of the internal Clim'Act project to define a low carbon trajectory for the Manitou group by the end of 2021

## Back to group's life

- Number one in France on agriculture telescopic market
- Best employer in France (Capital) equipment category
- Vaccination campaign (France, US, India)
- Positive progress in JCB litigation
- Closure of Waco site (Texas)







# Major innovations in the construction range

#### The products

- Complete renewal of the range of *rotary telescopic handlers* including an electric offer
- Launch of a *new segment of compact fixed telescopic* handlers with a low TCO
- Renewal and extension of the *articulated loader range*
- Announcement of the launch by the end of the year of a new segment of ultra compact telescopic handlers

#### The value to the customers

- Lower total cost of ownership
- Enhanced *safety and productivity*
- **Comfort** and multiple **innovations**
- Increased *compactness*
- Connectivity









## Q1 Revenue matrix

Q1 2020 Revenue					Q1 2021 Revenue					
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
126	125	66	30	347	Product	119	164	73	32	388
30%	30%	16%	7%	82%	Division	25%	35%	16%	7%	82%
26	26	13	9	74	S&S	30	29	14	9	83
6%	6%	3%	2%	18%	Division	6%	6%	3%	2%	18%
152	152	79	38	421	Tot.	149	193	87	42	471
36%	36%	19%	9%	100%	101.	32%	41%	18%	9%	100%

S&S: Services & Solutions

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

#### Evolution vs. 2020





in €m	South	North	Americas	APAM	Total	
in %	Europe	Europe	Americas	APAIVI		
Product	-7	+39	+7	+3	+41	
Division	-6%	+31%	+11%	+10%	+12%	
S&S	+4	+3	+1	+1	+9	
Division	+17%	+11%	+6%	+6%	+12%	
Total	-3	+42	+8	+3	+50	
(c	-2%	+27%	+10%	+9%	+12%	

### Evolution vs. 2020





	Rev. in €m % vs. Rev. N-1	2020.03	Exchange rate		Scope change		Evolution at constant scope *		2021.03	
	Product	347	<b>-</b> 9	8	0		51		388	.0
	Division			-3%		0%		15%		12%
	S&S	74	-2		0		11		83	
	Division			-2%		0%		14%		12%
	Total	421	-11		0		61		471	
				-3%		0%		15%		12%

<sup>\*</sup> at constant scope and exchange rates : definition in appendix

## Order intake & order book on equipment (€m)



#### Historical order intake and order book



# **Division Product** operational review

- Recovery in all markets and geographies
- Strong demand from rental companies
- Tension on the supply chain and the prices of materials and components
- Increase in the production rate of sites
- Implementation of new operational organizations
- Introduction of new ranges of machines in the construction sector
- Penalizing health situation, particularly in India

#### Mobilization and focus on growth



# Division S&S operational review

- Dynamic markets
- Tension on the supply chain and parts availability
- Strengthening of internal processes
- In-depth work on service activities



### Very strong demand and development of services

#### Outlook

Revenue

Confirmation of an anticipated increase in revenues in 2021 of more than 15% compared to 2020

Profitability

Confirmation of an anticipated increase in recurring operating profit of around 40 basis points in 2021

## **Appendix - Definition**

Like for like, at constant scope and exchange rates:

- scope: There is no acquired entity nor exit in 2020 and in 2021
- application of the exchange rate of the previous year on the aggregates of the current year

Thank you for your attention

