



MANITOU
GROUP

Q1 2021 Revenues

Michel Denis
Hervé Rochet

Disclaimer

This presentation includes only summary information and does not in any way purport to be comprehensive. None of the Company or any of its affiliates, directors, officers, advisors and employees accepts any obligation, liability, claim or remedy for any loss arising from any use of these presentation materials or their contents or otherwise arising in connection with these materials, whether or not arising from the negligence of the Company.

This presentation may include market data and certain industry forecasts obtained from internal surveys, estimates, reports and studies, as well as external market research, publicly available information and industry publications. The Company, its affiliates, directors, officers, advisors and employees have not independently verified the accuracy, adequacy, reliability, completeness of any such market data and industry forecasts and make no representations or warranties in relation thereto.

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.

Neither this presentation nor any copy of it may be taken, transmitted into or distributed in the United States of America, Canada, Japan or in any other jurisdiction where applicable laws restrict the transmission or distribution of this presentation.

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 30%	125 30%	66 16%	30 7%	347 82%	Product Division	119 25%	164 35%	73 16%	32 7%	388 82%
26 6%	26 6%	13 3%	9 2%	74 18%	S&S Division	30 6%	29 6%	14 3%	9 2%	83 18%
152 36%	152 36%	79 19%	38 9%	421 100%	Tot.	149 32%	193 41%	87 18%	42 9%	471 100%

S&S : Services & Solutions

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

Evolution vs. 2020



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

Evolution vs. 2020



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

* 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

