



MANITOU
GROUP

Q3 2021 Revenues

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Highlights

- Q3 21 revenues of **€432m**, +10% vs. Q3 20
- Cumulative 9-month sales of **€1,402m**, +22% vs. 9-month sales 20, +23% like for like*
- Q3 21 order intake on equipment of **€856m** vs. €301m in Q3 20
- 4th consecutive quarter of record order intake
- End of Q3 21 order book on equipment at **€2,295m** vs. €544m in Q3 20
- 3rd consecutive quarter of record machine backlog
- Growing tensions in the supply chain

Strong commercial momentum in a pressured environment

** at constant scope and exchange rates: terms defined in the appendix*

Q3 2021 review

- Jacqueline Himsworth and Michel Denis voted Entrepreneurs of the Year for West region of France
- Triple QEHS ISO 45000 certification obtained for all French sites
- On the way up: first edition of the new annual meeting dedicated to CSR



Launch of the first electric Rotating telehandler

- First electric telehandler on the market
- 2 versions:
 - Full electric
 - Hybrid (additional diesel engine to recharge the battery)



Q3 21 Revenue Matrix

Q3 2020 Revenue						Q3 2021 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
97 25%	132 34%	56 14%	27 7%	312 80%	Product Division	103 24%	153 35%	64 15%	30 7%	350 81%
29 7%	27 7%	13 3%	10 3%	79 20%	S&S Division	28 6%	28 7%	15 3%	11 2%	82 19%
126 32%	159 41%	69 18%	37 10%	391 100%	Tot.	131 30%	181 42%	79 18%	41 9%	432 100%

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

S&S : Services & Solutions

9 months revenue Matrix

9 months 2020 Revenue						9 months 2021 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
321 28%	354 31%	177 15%	80 7%	932 81%	Product Division	357 25%	485 35%	210 15%	102 7%	1153 82%
79 7%	77 7%	40 3%	25 2%	221 19%	S&S Division	87 6%	87 6%	43 3%	31 2%	248 18%
400 35%	431 37%	216 19%	105 9%	1153 100%	Tot.	444 32%	572 41%	254 18%	132 9%	1402 100%

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

S&S : Services & Solutions

Evolution Q3 2021 vs. Q3 2020



Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	+6 <i>+6%</i>	+21 <i>+16%</i>	+8 <i>+15%</i>	+3 <i>+11%</i>	+38 <i>+12%</i>
S&S Division	-1 <i>-4%</i>	+1 <i>+5%</i>	+2 <i>+12%</i>	+1 <i>+7%</i>	+2 <i>+3%</i>
Total	+5 <i>+4%</i>	+22 <i>+14%</i>	+10 <i>+14%</i>	+4 <i>+10%</i>	+41 <i>+10%</i>

Evolution 9 months 2021 vs. 9 months 2020



Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	+36 <i>+11%</i>	+130 <i>+37%</i>	+33 <i>+19%</i>	+22 <i>+28%</i>	+222 <i>+24%</i>
S&S Division	+8 <i>+10%</i>	+10 <i>+13%</i>	+4 <i>+10%</i>	+6 <i>+22%</i>	+27 <i>+12%</i>
Total	+44 <i>+11%</i>	+140 <i>+32%</i>	+37 <i>+17%</i>	+27 <i>+26%</i>	+249 <i>+22%</i>

Evolution vs. 2020



Rev. in €m <i>% vs. Rev. N-1</i>	2020.09	Exchange rate	Scope change	Evolution at constant scope *	2021.09
Product Division	932	-11 <i>-1%</i>	0 <i>0%</i>	233 <i>25%</i>	1 153 <i>24%</i>
S&S Division	221	-2 <i>-1%</i>	0 <i>0%</i>	29 <i>13%</i>	248 <i>12%</i>
Total	1 153	-13 <i>-1%</i>	0 <i>0%</i>	262 <i>23%</i>	1 402 <i>22%</i>

* at constant scope and exchange rates: definition in appendix

Order intake and order book on equipment (€m)



Product division

Operational review

- Historic level of order intake
- Sustained level of activity
- Very long delivery times
- Increased tension in the supply chain



A well-oriented but more complex context

S&S division

Operational review

- High level of activity
- Low capacity to renew the group's rental fleet
- Tensions in the supply chain



A confirmed dynamism



Outlook 2021

- Sales

Anticipation of a 2021 turnover increase of around 15% compared to 2020


- Profitability

Expected annual growth in the current operating income rate of around 130 basis points compared to 2020

Appendix - Definition

Like for like, at constant scope and exchange rates:

- scope: there are no acquired or exiting companies in 2020 and 2021
- application of the exchange rate of the previous year on the aggregates of the current year

 Thank you for your
attention

