2021 HALF YEAR REPORT

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# 1. HALF YEAR ACTIVITY REPORT

As of 2021, segment information is disclosed on the basis of the Group's new operational structure, with two divisions:

- the Product division, which, since January 1, 2021, has grouped together the Material Handling & Access (MHA) and Compact Equipment Products (CEP) divisions
- the Services & Solutions division (S&S).

The 2020 segment information has been restated to enable comparison and monitoring of operational performance.



\* Net earnings per share \*\* Excludina lease commitments

### 1.2. SIGNIFICANT EVENTS

#### PRESENTATION OF THE "2025 NEW HORIZONS" ROAD MAP

The upheavals caused by the 2020 health crisis have had a profound impact on all economic and market players. New challenges are changing global priorities and, as a result, those of Manitou Group. Influenced by these changes, the Group presented its new 2025 Horizon road map in January 2021. The "2025 New Horizons" plan is based on four priorities:

- 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

with DATA as a game changer and innovation as our DNA.

The Group also presented its new CSR roadmap, which is fully integrated into this plan, organized around 4 areas:

- safety and improvement of working conditions;
- the circular economy;
- low carbon trajectory;
- a human and ethical company.

See also paragraph 1.7.

#### NEW GROUP ORGANIZATION

Beginning in January 2021, the Manitou Group has changed its operational management in order to implement the "2025 New Horizons" plan. Therefore, the former MHA and CEP divisions were combined into the new Product division led by Elisabeth Ausimour, member of the Executive Committee, former President of the MHA division and member of the Executive Committee.

#### INDUSTRIAL INVESTMENT PLAN

In April 2021, the Manitou Group announced an industrial investment plan of &80 million for the next five years allocated for the redevelopment and expansion of production sites in France.

Driven by sustainable growth prospects and the need to industrialize future electric and hybrid models, the Manitou Group has decided to invest in innovative equipment, in line with its desire to accelerate its energy transition. These facilities will better absorb peak activity,

increase productive capacity in France, and improve employee safety. These new developments will be designed in line with the Group's CSR commitments for an eco-friendly industry.

These projects will begin in 2021 as part of the EUR 460 million investment budget for the "2025 New Horizons" strategic plan presented last January. They will support the Group's long-term ambitions to meet its customers' expectations.

# OVERHAUL AND EXTENSION OF THE RANGE OF TELEHANDLERS

In April 2021, the group presented:

- its new range of rotating telehandlers dedicated to the construction sector, including an electric offer;
- launches of a new segment of compact fixed telehandlers with an even lower total cost of ownership and a new segment of ultra compact telehandlers by the end of the year;
- and the overhaul and extension of the range of articulated loaders.

#### LITIGATION FOR INFRINGEMENT OF INTELLECTUAL PROPERTY RIGHTS

On February 26, 2021, the Court of Justice of Paris ruled, in the first instance, on the litigation for infringement of the French part of two European patents initiated in May 2017 by JC Bamford Excavators Limited (JCB) against Manitou BF.

Under this decision, the court fully annulled the French part of one of these two patents owned by JCB and also annulled the French part of the second patent of which JCB is the holder in most of its claims. The court found infringement of only two claims of the French part of the second patent by three models of equipment of an old configuration that has not been marketed by Manitou BF since May 2017.

In view of the very residual nature of the infringement, the court ordered Manitou BF to pay to the applicant the total amount of €150,000 for the loss suffered, dismissing JCB's claims of a loss of €190 million. The court's decision reinforces Manitou BF's position, which has always challenged the merits of the plaintiff's action and the disproportionate nature of its claims. JCB and Manitou BF appealed this decision. See also Note 10.2 of the condensed consolidated financial statements ending June 30, 2021.

### 1.3. BUSINESS

ORDER INTAKE IN €M



In H1 2021, despite a still unfavorable health situation, the momentum seen at the end of 2020 continued. As a result, order intake reached a record level of €1,673 million compared to €580 million in H1 2020, which was heavily impacted by the Covid-19 crisis.

As of June 30, 2021, the group's order book jumped to  $\leq 1,788$  M, up 222% compared to the previous year ( $\leq 555$  M) and 95% compared to December 31, 2020 ( $\leq 918$  M). To meet this demand, the Product division (the former MHA and CEP divisions combined) is organizing itself to increase its production capacity and adapt its supply chain.



CHANGES IN NET SALES IN MILLIONS OF EUROS

For H1 2021, the group achieved revenue of €970 million, up 27% based on actual data and 30% based on comparable data versus H1 2020, which was impacted by the Covid-19 crisis.

All markets and business sectors rallied extremely strongly.

The exchange rate impact over the period was negative by -  ${\small \ensuremath{\in} 18}$  million (-2.4 points).

The group's two divisions benefited from this rebound.

The Product division (grouping of the former MHA and CEP divisions) benefited from this recovery, with a 30% increase in its activity compared to H1 2020. However, activity in H1 2021 was penalized by supply difficulties.

The S&S division, which was more resilient in 2020, is experiencing sustained growth of 18% in 2021 in all markets, with availability and pricing pressure on the distribution of spare parts.

Revenue is up across all geographical regions and especially in Northern Europe (+43%) and in APAM (+35%).

#### **BUSINESS TRENDS BY REGION (% CHANGE IN NET SALES)**





# 1.4. INCOME

#### **GROUP INCOME STATEMENT**



#### **RECURRING OPERATING INCOME**

The Group's recurring operating income came to &85.0 million (8.8% of revenue), nearly three times that of H1 2020 (&30.1 million, or 3.9 % of revenue), which was significantly impacted by the Covid-19 crisis. The group's operating margin is therefore higher than it was before the Covid crisis (7.7% of revenue at 30 June 2019).

This improvement, compared to 2020, is mainly due to:

- the increase in revenue (+27.3%);
- a margin rate on sales costs that is up 3.9 points due to the increase in volumes, the rise in prices, and the control of fixed costs, despite an increase in raw material costs at the end of the period;
- an increase in R&D costs with the continuation of innovation programs and limited growth in structural costs over the period, with a policy of controlling costs and with the impact of lockdowns that reduced marketing, travel, and services costs.

In 2020, the result included government assistance and subsidies related to Covid-19, amounting to  ${\tt C7.7}$  million.

It also included the balance of an insurance claim of €0.5 million due to the floods and the shutdown of a production site and income of €1.0 million in connection with a tax dispute that was resolved in the group's favor.

#### **OPERATING INCOME**

The operating income comes to €86.8 million, or 8.9% of revenue, up €59.9 million compared to H1 2020 (€26.9 million, or 3.5% of revenue).

In 2021, this result included net operating income of  $\leq 1.8$  million (- $\leq 3.2$  million in 2020), including  $\leq 3.0$  million in income from the sale of land and buildings and legal fees of  $\leq 1.1$  million in the context of an ongoing dispute.

In 2020, the expenses were related to restructuring costs for the implementation of workforce reduction plans in the United States, India, and South Africa, costs related to acquisition projects, and legal fees.

#### OTHER ELEMENTS MAKING UP NET INCOME

Over the period, the net income of companies accounted for by the equity method was stable at  ${\tt ll.1}$  million.

The group's financial income comes to -€2.4 million, or an improvement of €3.1 million compared to H1 2020.

Income tax expenses come to  $\pounds$ 21.3 million as of June 30, 2021, compared to  $\pounds$ 8.8 million as of June 30, 2020. See Note 11 of the condensed consolidated financial statements ended June 30, 2021.

The group share of the net income comes to €63.8 million, or 6.6 % of revenue, up €50.4 million compared to H1 2020.



## 1.5. OPERATIONAL PERFORMANCE BY DIVISION

#### PRODUCT DIVISION



The Product division (grouping of the MHA and CEP divisions) achieved revenue of &02.8 million, up 29.5% over 6 months compared the basis of 2020, which was heavily impacted by the Covid-19 crisis (+32% at constant exchange rate and scope). The Product division benefited from the rebound seen at the end of 2020. Its revenue rose across all geographic regions, especially in Northern Europe and APAM, and on all markets (construction, agriculture, and industries).

The division's margin on cost of sales amounts to €130.4 million, up 91.1% compared to the H1 2020. It benefited from the rebound in activity and the 5.2-point improvement of the margin rate, which was impacted in 2020 by the production shutdown and implementation of health measures during resumption of operations. However, the margin for the period was impacted by the rise in raw material prices at the end of the half-year.

R&D costs increased by €0.9 million as innovation programs continued.

Other indirect costs were also up, but under control, by  $\in$ 6.8 million (+16%) given the impact of lockdowns, which limited marketing, travel, and services costs.

In 2020, the result included income of €1.5 million for a tax dispute that was resolved in the group's favor and the collection of the balance of an insurance indemnity.

Therefore, the recurring operating income of the Product division is up  $\xi$ 54.4 million (+418.1%), at  $\xi$ 67.4 million (8.4% of revenue), versus  $\xi$ 13.0 million in H1 2020 (2.1% of revenue).

#### **S&S DIVISION**



With revenue of €166.9 million, the Services & Solutions division (S&S) reports growth of 17.6% over 6 months (+19% at constant exchange rate and scope). Business increased across all geographic regions and especially in the APAM region, as well as on all of its markets, with the exception of services, which were more resilient in 2020.

This rebound resulted in a  $\notin$ 4.8 million increase in its margin on cost of sales compared to H1 2020, at  $\notin$ 46.9 million. The impact of the increase

in business was limited by the 1.5-point decrease in the margin on cost of sales. This decline was due to higher material costs and direct costs.

Administrative, sales, marketing, and services costs increased by 17.3% (+ $\in$ 4.3 million) in light of the rebound in activity.

Therefore, the division's profitability comes to  $\leq 17.6$  million (10.5% of revenue), up  $\leq 0.5$  million compared to H1 2020 ( $\leq 17.1$  million, or 12 % of revenue).

## 1.6. CASH FLOW AND FINANCIAL STRUCTURE

The main trends over the half-year were as follows:

#### NET FINANCIAL DEBT

As of June 30, 2021, with more cash than debt, net financial debt (excluding lease commitments) was negative and came to -€15 million, or a gearing of -2%, versus a net debt of €40 million as of December 31, 2020 (gearing of 6%) and €164 million as of June 30, 2020 (gearing of 24%).

#### CASH FLOW

During the first half of 2021, the group generated a cash flow of  $\in$ 60.3 million, ( $\in$ 105.6 million in the first half of 2020). These flows are primarily due to:

- a self-financing capacity of €111.6 million, up €64.3 million following the rebound in activity;
- an improvement in the working capital requirement (WCR) over the period (+€2.5 million), lower than that observed at June 30, 2020

1.7. 2025 NEW HORIZONS AND 2021 OUTLOOK

#### "2025 NEW HORIZONS" ROAD MAP

The upheavals caused by the 2020 health crisis have had a profound impact on all economic and market players. New challenges are changing global priorities and, as a result, those of Manitou Group. Influenced by these changes, the Group has defined its new road map by 2025.

The "2025 New Horizons" plan is based on four priorities:

- 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,

with DATA as a game changer and innovation as our DNA.

Based on this new plan, Manitou Group has adopted the following targets for 2025:

- more than €2.5 billion in revenue;
- a recurring operating income of more than 8% of revenue;
- a recurring EBITDA\* that is above 10% of revenue.

 $(+ \in 16.0 \text{ million})$ , which was impacted by the decline in business and the reduction in inventories. In 2021, WCR included an increase in work-in-progress inventory following the non-receipt of certain structural components;

- the distribution of €23 million in dividends in June 2021, while H1 2020 was marked by the absence of dividends in accordance with the decision of the General Shareholders' Meeting of June 18, 2020;
- net investment flows (excluding rental fleet), which amount to €10.1 million, versus €28.2 million for H1 2020. Net investments during the period include the disposal of land and buildings for €9.9 million.

In March 2020, the Group secured its financing with a drawdown of €110 from a credit line maturing in September 2020.

The group's financing and liquidity resources are described in detail in note 12 to the condensed consolidated financial statements ended June 30, 2021.

In addition, Manitou Group anticipates investments of around  ${\notin}460$  million over the life of the plan.

All of these targets were defined excluding acquisitions and assuming that market conditions are not affected by any new major or structural crisis.

\*EBITDA: recurring operating income before depreciation, write-backs, and impairment losses, restated for the impact of IFRS 16.

#### 2021 OUTLOOK

Over the remainder of the year, the group's revenue is expected to be stronger than initially forecasted but below its customers' demand. Moreover, increases in raw material prices will be in full effect, while the adjustments to sales prices will only bear fruit at the end of the fiscal year and the first half of 2022. This configuration will have a substantial squeeze on the margin in the second half of 2021.

This sequence will enable the Group to deliver a strong improvement in its performance compared to 2020 in 2021, leading it to raise its revenue growth forecasts for the year by around 20% compared to 2020 (vs. more than 15% previously) as well as raise its expectations of an increase in recurring operating margin over the year by around 130 basis points compared to 2020 (vs. more than 40 basis points previously).

### 1.8. DETAILS OF POST-CLOSING EVENTS

To the company's knowledge, there are no significant post-closing events as of the closing date of the condensed consolidated interim financial statements closed on June 30, 2021 by the Board of Directors meeting of July 29, 2021.

# 1.9. RISK FACTORS

The primary risk factors and uncertainties to which the group believes it is exposed as of the date of this interim financial report are detailed in paragraph 4.4. Risk Factors of the 2020 Universal Registration Document (URD) and are listed below.

Covid-19	
Personnel-related risks	Risks related to staff health and safety
Risks related to the information systems	Risks of cyber attack
External risks	Risks related to corruption and anti-competitive practices
	Business ethics
Business-related risks	Purchasing-related risks
	Risks related to industrial tooling
Risks related to market changes	Risks related to market changes
	Intellectual property risks
	Risks related to changes in raw material prices

# 1.10. RELATED PARTY TRANSACTIONS

There were no significant transactions with related parties during the first half of 2021.

### 1.11. CAPITAL AND STOCK MARKET DATA

The Manitou BF share is listed in compartment B of the Euronext Paris market and is eligible for the "Long Only" Deferred Settlement System (DSS).

#### DATA SHEET OF THE MANITOU BF SHARE

ISIN code	Compartment B of the Euronext.
MNO	MTU
Reuters code	MANP PA
Bloomberg code	MTU FP
Presence on the main indexes	CAC ALL SHARES, CAC ALL-
	TRADABLE, CAC INDUSTRIALS,
	CAC MID&SMALL, CAC PME,
	CAC SMALL, EN FAMILY B,
	ENT PEA-PME 150
Nominal value	€1
Number of shares outstanding	39,668,399
as of June 30, 2021	
Price as of June 30, 2021	€27.00
Market capitalization	€1,071m
as of June 30, 2021	

#### **CHANGES IN SHARE CAPITAL**

As of June 30, 2021, the share capital is stable over the period and amounts to €39,668,399. It is comprised of 39,668,399 shares with a par value of one euro each.

#### SHARE PRICE PERFORMANCE

	S	hare price (in €)	2	Number of shares	Market capitalization
	Highest	Lowest	Month end	traded per month	in €m at the end of the month
2020					
January	22.30	15.60	16.54	907,591	656
February	18.94	16.04	16.20	475,389	643
March	17.10	11.36	13.76	1,010,544	546
April	14.94	13.02	14.00	474,021	555
May	17.16	13.30	16.52	333,653	655
June	19.26	15.80	17.38	568,605	689
July	17.60	15.40	15.64	405,342	620
August	16.64	14.74	16.56	236,610	657
September	17.46	15.70	16.44	259,039	652
October	17.68	15.84	17.00	221,550	674
November	22.30	16.74	21.80	537,210	865
December	25.35	20.90	23.90	290,056	948
Total				5,719 610	
January	29.45	23.60	27.40	502,479	1,087
February	28.50	25.50	26.65	290,691	1,057
March	29.20	26.00	28.60	585,766	1,135
April	29.70	26.65	27.90	312,325	1,107
May	28.30	26.10	27.25	201,458	1,081
June	28.60	26.20	27.00	199,512	1,071
Total				2,092 231	

## 1.12. GOVERNANCE CHANGES IN 2021

During H1 2021, the following changes were made in the composition of the Board of Directors:

Members concerned	Туре	Effects in terms of diversification of the Board
Jacqueline HIMSWORTH	Reappointed by the General Meeting of June 17, 2021	
Christopher HIMSWORTH	Reappointed by the General Meeting of June 17, 2021	
Dominique HIMSWORTH	Appointed by the General Meeting of June 17, 2021, replacing Gordon Himsworth.	
Marcel-Claude BRAUD	Reappointed by the General Meeting of June 17, 2021	<b>T</b> I
Sébastien BRAUD	Reappointed by the General Meeting of June 17, 2021	<ul> <li>This appointment and these reappointments are consistent with the diversity policy applied</li> <li>to Board members</li> </ul>
Emilie BRAUD	Reappointed by the General Meeting of June 17, 2021	to Board members
Cécile HELME-GUIZON, independent director	Reappointed by the General Meeting of June 17, 2021	
Alexandra MATZNEFF, independent director	Reappointed by the General Meeting of June 17, 2021	

The Board of Directors' meeting of June 17, 2021 appointed Jacqueline HIMSWORTH as Chair of the Board of Directors. This term of office will expire at the end of the Annual General Meeting of shareholders to be held in 2025 to approve the financial statements for the previous year.

On June 17, 2021, the Board of Directors decided to set up a new committee specializing in corporate social responsibility ("CSR Committee"), which will be chaired by an independent director, and also reviewed the composition of its specialized committees as follows:

	COMPENSATION COMMITTEE		STRATEGIC COMMITTEE
	DOMINIQUE BAMAS, Chair		JACQUELINE HIMSWORTH, Chair
	CHRISTOPHER HIMSWORTH	MEMBERS	SÉBASTIEN BRAUD
MEMBERS	SÉBASTIEN BRAUD		MARCEL-CLAUDE BRAUD
	ALEXANDRA MATZNEFF	IVIEIVIBERS	CHRISTOPHER HIMSWORTH
ALTERNATES	PIERRE-HENRI RICAUD		DOMINIQUE HIMSWORTH
ALTERINATES	MARCEL-CLAUDE BRAUD		DOMINIQUE BAMAS
		AI TERNATES	EMILIE BRAUD
		ALIERINATES	PIERRE-HENRI RICAUD
			AUDIT COMMITTEE
	DEVELOPMENT COMMITTEE		PIERRE-HENRI RICAUD, Chairman <sup>1</sup>
	JACQUELINE HIMSWORTH, Chair		ÉMILIE BRAUD
	SÉBASTIEN BRAUD	MEMBERS	CÉCILE HELME-GUIZON <sup>1</sup>
MEMBERS	MARCEL-CLAUDE BRAUD		CHRISTOPHER HIMSWORTH
WILIVIDLING	DOMINIQUE HIMSWORTH	ALTERNATES	SÉBASTIEN BRAUD
	CHRISTOPHER HIMSWORTH		ALEXANDRA MATZNEFF
	ÉMILIE BRAUD		
	CSR COMMITTEE		
	CÉCILE HELME-GUIZON, Chair		
MEMBERS	MARCEL-CLAUDE BRAUD		
IVIEIVIDERS	DOMINIQUE HIMSWORTH		

1 In accordance with the regulations (Article L. 823-19 of the French Commercial Code), this board member: (i) has special expertise in finance, accounting, or statutory audits	6
This expertise is assessed in light of their training and professional experience. (ii) also meets the independence criteria explained in the "independence of board members" section	n
of section 5.1.3 of the 2020 Universal Registration Document	

EMILIE BRAUD SÉBASTIEN BRAUD

DOMINIQUE BAMAS

ALTERNATES

#### Therefore, on the date of drafting of this document, the composition of the Board of Directors is as follows:

Directors	Date of 1 <sup>st</sup> appointment	Date of last renewal	Term of office	Expiration of term	Age <sup>(1)</sup>	Independence according to the MiddleNext Code	Gender	Committee membership
Jacqueline Himsworth Chair since 6/8/2017	1970	6/17/2021	4 years	AGM 2025	78	No	F	Chairman of the Development Committee Chairman of the Strategic Committee
Dominique Bamas	2009	6/13/2019	4 years	AGM 2023	61	Yes	Μ	Chairman of the Compensation Committee Member of the Strategic Committee Alternate Member of the CSR Committee <sup>(2)</sup>
Émilie Braud	2017	6/17/2021	4 years	AGM 2025	40	No	F	Member of the Development Committee Member of the CSR Committee Member of the Audit Committee <i>Alternate member of the Strategic</i> <i>Committee</i> <sup>(2)</sup>
Marcel-Claude Braud	2013	6/17/2021	4 years	AGM 2025	69	No	Μ	Member of the Development Committee Member of the CSR Committee Member of the Strategic Committee <i>Alternate Member of the</i> <i>Compensation Committee</i> <sup>(2)</sup>
Sébastien Braud	2009	6/17/2021	4 years	AGM 2025	51	No	Μ	Member of the Compensation Committee Member of the Development Committee Member of the Strategic Committee Alternate Member of the CSR Committee <sup>(2)</sup> Alternate Member of the Audit Committee <sup>(2)</sup>
Cécile Helme-Guizon	2017	6/17/2021	4 years	AGM 2025	56	Yes	F	Chair of the CSR Committee Member of the Audit Committee
Christopher Himsworth	2009	6/17/2021	4 years	AGM 2025	50	No	Μ	Member of the Compensation Committee Member of the Development Committee Member of the Strategic Committee Member of the Audit Committee
Dominique Himsworth	6/17/2021		4 years	AGM 2025	54	No	Μ	Member of the Development Committee Member of the CSR Committee Member of the Strategic Committee
Alexandra Matzneff	BoD 11/9/2020 (co-opted)	6/17/2021	4 years	AGM 2025	39	Yes	F	Member of the Compensation Committee Alternate Member of the Audit Committee <sup>(2)</sup>
Stéphane Renaud Director representing employees	2018		3 years	9/10/2021	58	No	Μ	
Pierre-Henri Ricaud	2009	6/13/2019	4 years	AGM 2023	65	Yes	Μ	Chairman of the Audit Committee Alternate Member of the Compensation Committee <sup>(2)</sup> Alternate member of the Strategic Committee <sup>(2)</sup>
Michel Trotter Director representing Employees	2020		3 years	9/10/2023	49	no	Μ	Alternate member of the Strategic Committee <sup>(2)</sup>

 $^{\scriptscriptstyle (1)}$  The date of drafting of this report is used to determine age.

(2) The alternate member appointed for the committees replaces, in the meetings of said committee, the member that is unable to attend.

Furthermore, the General Meeting of June 17, 2021 adopted various modifications of the articles of association, in particular Article 12.2 (paragraph 5), for the purposes of allowing, if a member representing employees is appointed or renewed during the term of office of the other member representing the employees, the term of his/her term of office to be set at one or two years in order to align the end dates of the terms of office of both directors representing the employees.

# 2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AS OF JUNE 30, 2021



# 2.1. CONSOLIDATED INCOME STATEMENT

in thousand	ls of euros 2020	H1 2020	H1 2021
Net sales	1,585,105	761,626	969,626
Cost of goods and services sold	-1,336,314	-651,357	-792,412
Research & development costs	-24,520	-12,579	-13,528
Selling, marketing, & service expenses	-89,879	-45,790	-51,152
Administrative expenses	-51,958	-24,239	-29,405
Other operating income and expenses	2,907	2,416	1,828
Recurring operating income	85,342	30,077	84,957
Non-recurring operating income and expenses	-10,561	-3,225	1,797
Operating income	74,781	26,852	86,755
Share of profits of associates	1,683	1,011	1,133
Operating Income including Net Income from associates	76,464	27,863	87,887
Financial income	37,418	35,348	17,223
Financial expenses	-48,733	-40,874	-19,642
Financial result	-11,315	-5,526	-2,418
Income before tax	65,149	22,337	85,469
Taxes	-24,851	-8,791	-21,313
Net income	40,298	13,545	64,156
Attributable to equity holders of the parent	39,583	13,459	63,837
Portion attributable to non-controlling equity interests	715	86	319

#### EARNINGS PER SHARE (IN EUROS)

	2020	H1 2020	H1 2021
Net income attributable to the equity holders of the parent	1.03	0.35	1.67
Diluted earnings per share	1.03	0.35	1.67

# 2.2. CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

#### OTHER COMPONENTS OF COMPREHENSIVE INCOME AND EXPENSE

in thousands of euros	2020	H1 2020	H1 2021
Income (loss) for the period	40,298	13,545	64,156
Items that may be reclassified to profit or loss in subsequent periods			
Adjustments in the fair value of available-for-sale financial assets	219	20	0
Translation differences arising on foreign activities	-23,200	-4,691	8,369
Interest rate hedging and exchange instruments	2,227	2,701	-145
Items that may not be reclassified to profit or loss in subsequent periods			
Actuarial gains (losses) on defined benefits plans	-169	4,999	3,239
Total gains and losses recognized directly in other components of comprehensive income	-20,923	3,029	11,463
Comprehensive income (loss) for the period	19,374	16,575	75,619
Attributable to equity holders of the parent	19,103	17,258	75,103
Portion attributable to non-controlling equity interests	271	-683	516

The other components of comprehensive income are reported net of taxes.

The tax impact is as follows:

in thousands of euros	2020	H1 2020	H1 2021
Items that will be reclassified to profit or loss in subsequent periods	-1,191	-1,279	57
Items that will not be reclassified to profit or loss in subsequent periods	156	-1,198	-1,034
Total tax impact	-1,035	-2,477	-977

# 2.3. STATEMENT OF FINANCIAL POSITION

#### ASSETS

	in thousands of euros	December 31, 2020	Net amount as of June 30, 2021
Goodwill		288	566
Intangible assets		56,879	60,098
Tangible assets		212,663	206,910
Right-of-use of leased assets		15,785	20,248
Investments in equity affiliates		18,277	16,939
Sales financing receivables		6,699	4,915
Other non-current assets		11,766	13,696
Deferred tax assets		14,829	16,358
Non-current assets		337,186	339,729
Inventories & work in progress		450,867	465,778
Net trade receivables		300,034	351,727
Income taxes		13,777	4,703
Other current assets		48,256	59,656
Cash and cash equivalents		120,721	189,248
Current assets		933,656	1,071,112
Non-current assets held for sale		0	0
Total assets		1,270,842	1,410,841

#### LIABILITIES

	in thousands of euros	December 31, 2020	Net amount as of June 30, 2021
Share capital		39,668	39,668
Share premiums		46,098	46,098
Treasury shares		-23,799	-23,932
Reserves and net income - Group share		597,042	652,575
Shareholder's equity attributable to company's shareholders		659,009	714,409
Non controlling equity interests		6,780	881
Shareholders' equity		665,789	715,290
Non-current provisions		47,157	45,102
Non-current financial liabilities		145,089	144,696
Non-current rental liabilities		12,105	16,439
Other non-current liabilities		2,130	2,213
Deferred tax liabilities		2,841	5,830
Non-current liabilities		209,323	214,281
Current provisions		20,403	20,359
Current financial liabilities		17,375	31,854
Current rental liabilities		4,806	5,111
Supplier accounts payable and related		215,887	270,501
Income taxes		1,139	1,979
Other current liabilities		136,120	151,466
Current liabilities		395,730	481,270
Total liabilities		1,270,842	1,410,841

# 2.4. CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY

						Total sł		
in thousands of euros	Share Capital	Share premiums	Currency translation differences	Treasury shares	Consolidated reserves	Attributable to company's	nareholder's equity Non controlling equity interests	Total
As of December 31, 2019	39,668	46,098	8,148	-23,714	594,446	658,831	5,815	664,646
Effect of applications of new	00,000	10,000	0,210	20,721	55 1,110	000,001	5,615	001,010
standards								
As of January 1, 2020	39,668	46,098	8,148	-23,714	594,446	658,831	5,815	664,646
Gains and losses recognized			-4,692		7,720	3,799	-769	3,029
in equity Net income					13,545	13,459	86	13,545
Comprehensive income (loss)	0	0	-4,692	0	21,265	17,258	-683	16,575
Expenses related to option plans	0	0	1,052	0	21,203	17,200	000	10,070
Distributed dividends								
Treasury shares				1		1		1
Capital increase				-				-
Changes in control of consolidated entities								
Acquisitions and disposals of minority interests								
Commitments to buy back minority interests					690		690	690
Other					386	378	8	386
As of June 30, 2020	39,668	46,098	3,456	-23,713	616,788	676,468	5,831	682,298
Effect of applications of new standards								
As of January 1, 2020	39,668	46,098	3,456	-23,713	616,788	676,468	5,830	682,298
Gains and losses recognized in equity			-18,508		-5,443	-24,279	325	-23,953
Net income					26,753	26,124	629	26,753
Comprehensive income (loss)	0	0	-18,508	0	21,310	1,845	954	2,800
Expenses related to option plans								
Distributed dividends					-19,443	-19,417	-25	-19,443
Treasury shares				-86	18	-68		-68
Capital increase Changes in control of consolidated								
entities Acquisitions and disposals of minority interests								
Commitments to buy back minority interests					29		28	28
Other					174	182	-8	174
As of December 31, 2020	39,668	46,098	-15,052	-23,799	618,874	659,009	6,780	665,789
Effect of applications of new standards								0
As of January 1, 2021	39,668	46,098	-15,052	-23,799	618,874	659,009	6,780	665,789
Gains and losses recognized in equity			8,369		3,094	11,267	196	11,463
Net income					64,156	63,837	319	64,156
Comprehensive income (loss)	0	0	8,369	0	67,250	75,104	515	75,619
Expenses related to option plans								0
Distributed dividends					-22,975	-22,966	-9	-22,975
Treasury shares				-133	47	-86		-86
Capital increase								0
Changes in control of consolidated entities								0
Acquisitions and disposals of minority interests					-2,993	3,492	-6,485	-2,993
Commitments to buy back minority interests								0
Other					-64	-144	80	-64
As of June 30, 2021	39,668	46,098	-6,684	-23,932	660,139	714,409	881	715,290

# 2.5. CASH FLOW STATEMENT

in thousands of euros	2020	H1 2020	H1 2021
Income for the period	40,298	13,545	64,156
Net income of companies accounted for by the equity method, net of dividends	-1,683	-1,012	1,689
Amortization and depreciation of tangible and intangible assets	53,077	24,934	26,514
Funding (reversal) of provisions and impairments	1,184	637	82
Tax expenses (payable and deferred)	24,851	8,791	21,313
Other non-cash income and expenses (including gains and losses on disposals of fixed assets)	437	401	-2,196
Self-financing capacity	118,165	47,296	111,557
Taxes paid	-30,876	-10,266	-10,989
Change in working capital requirement	146,443	15,994	2,491
Changes in assets and liabilities related to leased machines	-12,180	-4,418	-10,172
Net cash flows of operational activities	221,552	48,605	92,887
Acquisitions of intangible assets	-18,330	-9,386	-10,293
Acquisitions of tangible assets	-28,117	-15,734	-8,679
Changes in suppliers of fixed assets	-3,593	-2,724	-1,291
Disposals of tangible and intangible assets	-37	68	9,875
Acquisitions of equity interests with gain of control, net of cash acquired	0	0	-0
Disposals of equity interests with loss of control, net of cash transferred	0	0	0
Other	-197	-461	285
Net cash flows on operational investments	-50,275	-28,238	-10,103
Capital increase	0	0	0
Dividends paid to company's shareholders	-19,442	0	-22,976
Acquisitions of own shares (net of disposals)	0	0	0
Buy-back of interests not conferring control	0	0	-2,993
Changes in other financial assets and liabilities	-20,424	91,604	6,569
Repayment of rental liabilities	-5,600	-3,143	-3,087
Other	-512	-3,230	30
Net cash flows on operational financing	-45,977	85,231	-22,457
Change in net cash position	125,300	105,598	60,326
Cash, cash equivalents and bank overdrafts at beginning of the year	-4,997	-4,997	, 119,818
Exchange gains (losses) on cash and bank overdrafts	-485	966	1,662
Cash, cash equivalents, and bank overdrafts at closing	119,818	101,567	181,807

# 2.6. EXPLANATORY NOTES

#### **GENERAL INFORMATION**

A worldwide reference in handling, access platforms, and earth moving equipment, Manitou Group's mission is to improve working conditions, safety, and performance around the world, while preserving people and their environment.

Through its three iconic brands - Manitou, Gehl, and Mustang by Manitou - the group develops, manufactures, and provides equipment and services for construction, agriculture, and industries.

Since January 1, 2021, the Manitou Group has changed its operational management in order to implement its new roadmap. The former MHA

#### NOTE 1 ACCOUNTING PRINCIPLES

#### NOTE 1.1 STANDARDS AND INTERPRETATIONS APPLIED

Manitou Group's condensed interim financial statements relating to the six-month period ended June 30, 2021 were prepared in accordance with IAS 34 "Interim Financial Reporting."

Regarding the condensed financial statements, they do not include all information required by IFRS for the preparation of annual financial statements and should therefore be read in conjunction with the group consolidated financial statements for the period ended December 31, 2020, prepared in accordance with IFRS as adopted by the European Union and issued by the International Accounting Standards Board (IASB).

The accounting methods applied are consistent with those applied in the annual financial statements ended December 31, 2020.

The standards, interpretations, and amendments of existing and applicable standards that must be applied from the beginning of fiscal year 2021 have no significant impact on the group's financial statements.

The new standards, interpretations and amendments of existing and applicable standards, applicable by anticipation to accounting periods starting from January 1, 2021 onwards, have not been adopted by the group:

In addition, the group is currently analyzing the decisions of the Interpretation Committee of March and April 2021 on the allocation of service costs and the recognition of configuration and customization costs related to the implementation of software in SAAS mode. These costs are currently recognized as intangible assets.

#### NOTE 2 SIGNIFICANT EVENTS

New operational organization of the group	Note 4
Developments in the JCB dispute	Note 10.2

#### NOTE 3 CHANGES IN SCOPE

Company	Country	Transaction date	% cc	
			As of December 31, 2020	As of June 30, 2021
ACQUISITION				
Manitou Southern Africa Pty Ltd.	South Africa	May 2021	74.0%	100.0%
Marpoll Pty Ltd (LiftRite Hire & Sales)	Australia	March 2021	50.5%	95.5 %

The impact of these transactions is not significant for the H1 2021 financial statements.

No disposals occurred during the period ended on June 30, 2021.

and CEP divisions are grouped together in the new Product Division. Thus, the group's organization is based on two divisions, Product and Services & Solutions (S&S), around which its operational activities revolve.

Manitou BF is a French company listed on the Paris Stock Exchange, having its registered office at 430 rue de l'Aubinière in Ancenis.

The group's condensed consolidated interim financial statements were approved by the Board of Directors on July 29, 2021.

These decisions should not have a material impact on the group's financial statements.

Manitou Group's consolidated interim financial statements were approved by the Board of Directors on July 29, 2021.

#### NOTE 1.2 INTERIM REPORTING

The interim financial statements, which cannot prejudge the full year, take into account all the end-of-period accounting records considered necessary by the group's management to provide a true picture of the information presented.

The tests for goodwill impairment and other intangible assets are carried out systematically in the second half-year, within the context of budget setting. Impairment tests are carried out for interim reporting only in the event of unfavorable developments in certain indicators. No test was carried out during the period.

Actuarial valuation assumptions have been updated to bring the provisions for pensions and employee benefits up to date (note 5).

#### NOTE 1.3 ESTIMATES AND ASSUMPTIONS

The main areas requiring judgments and estimates in the preparation of the interim financial statements are identical to those described in note 1.2 of the notes to the consolidated financial statements as of December 31, 2020.

Note

#### NOTE 4 OPERATIONAL DATA

#### NOTE 4.1 SEGMENT INFORMATION

In accordance with IFRS 8, the information by operating segment is prepared on the basis of operating reports submitted to group management. This information is prepared in accordance with the IFRS applicable to consolidated financial statements.

In 2021, the Manitou Group has evolved his operational management to speed up the implementation of its new roadmap by 2025, the "2025 New Horizons" plan. In particular, this new operational management promotes the pooling of know-how through coordination of teams working in close areas.

As of the closing of the consolidated financial statements for H1 2021 and following the combination of the Material Handling & Access (MHA) and Compact Equipment Products (CEP) divisions, the group is organized operationally around two divisions:

- the Product division includes all French, Italian, American, and Indian production sites dedicated in particular to telehandlers, industrial masted forklift trucks and all-terrain trucks, truck-mounted forklifts, aerial work platforms, compact wheel loaders, compact track loaders, and articulated compact loaders, backhoe loaders and telescopic loaders. Its mission is to optimize the development and production of Manitou, Gehl, and Mustang by Manitou brand name products.
- the S&S (Services & Solutions) division includes service activities to support sales (financing approaches, warranty contracts, maintenance and full service contracts, fleet management, etc.), after-sales services (spare parts, technical training, warranty contract management, used equipment management, etc.) and services to end users (geolocation, user training, advice, etc.). The aim of this division is to create service offers to meet the expectations of each of our customers in our value chain and increase the resilience of group sales.

These two divisions design and assemble the products and services that are distributed by the sales and marketing organization to dealers and the group's major accounts in 140 countries.

The 2020 segment information has been restated to enable comparison and monitoring of operational performance.

#### Note 4.1.1 RESULT BY DIVISION

	Product Division		S&S Division		TOTAL		
in thousands of euros	H1 2020	H1 2021	H1 2020	H1 2021	H1 2020	H1 2021	
Net sales	619,691	802,776	141,936	166,850	761,626	969,626	
Cost of goods and services sold	-551,482	-672,440	-99,875	-119,972	-651,357	-792,412	
Gross margin	68,209	130,336	42,060	46,878	110,269	177,214	
As a %	11.0%	16.2%	29.6%	28.1%	14.5%	18.3%	
Research and development costs	-12,579	-13,528	0	0	-12,579	-13,528	
Selling, marketing, and service costs	-24,938	-27,468	-20,852	-23,685	-45,790	-51,152	
Administrative expenses	-19,743	-23,563	-4,496	-5,842	-24,239	-29,405	
Other operating income and expenses	2,057	1,607	359	221	2,416	1,828	
Recurring operating income	13,006	67,385	17,071	17,573	30,077	84,957	
As a %	2.1%	8.4%	12.0%	10.5%	3.9%	8.8%	
Non-recurring operating income and expenses	-3,080	1,642	-145	155	-3,225	1,797	
Operating income	9,926	69,027	16,926	17,728	26,852	86,755	
As a %	1.6%	8.6%	11.9%	10.6%	3.5%	8.9%	
Share of profits of associates			1,012	1,133	1,012	1,133	
Operating income including net income from associates	9,926	69,027	17,939	18,861	27,864	87,888	

#### Note 4.1.2 SALES BY DIVISION AND REGION

	Net	t sales H1 20	20				Ne	t sales H1 20	21	
SOUTHERN EUROPE	NORTHERN EUROPE	AMERICAS	APAM *	TOTAL	in millions of euros and % of total	SOUTHERN EUROPE	NORTHERN EUROPE	AMERICAS	APAM *	TOTAL
223.6	222.4	121.3	52.4	619.7	Product	253.7	331.4	146.5	71.2	802.8
29%	29%	16%	7%	81%	Division	26%	34%	15%	7%	83%
50.3	50.0	26.2	15.3	141.9	Division	59.5	58.7	28.5	20.2	166.8
7%	7%	3%	2%	19%	S&S	6%	6%	3%	2%	17%
273.9	272.5	147.6	67.7	761.6	TOTAL	313.2	390.1	174.9	91.4	969.6
36%	36%	19%	9%	100%	TOTAL	32%	40%	18%	9%	100%

\* Asia, Pacific, Africa, Middle East

#### Note 4.1.3 OTHER NON-RECURRING OPERATING INCOME AND EXPENSES

Non-recurring income and expenses include certain significant elements that are deemed unusual because of their nature and frequency, such as depreciations of assets, acquisition and integration costs, restructuring and reorganization costs, and disputes.

They are broken down as follows:

TOTAL	-3,225	1,797
Other non-recurring income and expenses	-729	2,200
Net provisions for risks and contingencies	0	-501
Impairment of financial assets		
Staff costs associated with restructuring	-2,496	98
in thousands of euros	H1 2020	H1 2021

In 2021, this result included net operating income of €1.8 million (-€3.2 million in 2020), including €3.0 million in income from the sale of land and buildings and legal fees of €1.1 million in the context of an ongoing dispute.

In 2020, this included net operating expenses of &3.2 million, including &2.5 million in restructuring costs due to implementation of workforce reduction plans in the United States, India, and South Africa. The balance includes costs related to acquisition projects and attorney fees in connection with an ongoing dispute.

#### NOTE 5 EMPLOYEE BENEFITS

#### ACTUARIAL ASSUMPTIONS

Assumptions regarding mortality, employee revenue, and salary increases take into account the economic conditions specific to each country or company of the group. The rates used for the assessment of the first half of 2021 are as follows:

	France	United Kingdom	Italy	United States of America	India
Salary trends	4.00%	n/a	n/a	n/a	6% or 9% depending on the plan
Pension increases	n/a	5.00%	n/a	n/a	n/a
Financial discount rate	1.10%	1.90%	1.10%	2.60%	6.70%

As a result of interest rate movements, the discount rates used for commitments have been adjusted in relation to those used as of December 31, 2020.

A change of -0.5 % in the discount rate would increase the group's actuarial debt (DBO) by €6,965k:

in thousands of eu	ros DBO
France	2,982
United Kingdom	1,722
Italy	37
United States of America	2,071
India	53
Other	99
TOTAL	6,965

#### NOTE 6 INTANGIBLE AND TANGIBLE FIXED ASSETS

#### NOTE 6.1 GOODWILL AND INTANGIBLE FIXED ASSETS

in thousands of euros	Goodwill	Development costs	Software	Trademarks	Customer relationships and other intangible fixed assets	Total intangible fixed assets
Gross amount as of December 31, 2020	66,308	98,573	65,089	26,220	35,237	225,118
Purchases	278	8,394	258	0	1,364	10,015
Disposals	0	-146	-88	0	0	-234
Change in scope	0	0	0	0	0	0
Other	0	-474	681	0	-527	-320
Currency translation differences	2,286	993	201	856	905	2,955
Gross amount as of June 30, 2021	68,872	107,339	66,142	27,076	36,979	237,535
Depreciation and impairment as of December 31, 2020	-66,020	-63,570	-47,446	-26,270	-30,951	-168,237
Increases	0	-3,801	-2,697	-7	-312	-6,817
Reversals	0	0	81	0	0	81
Change in scope	0	0	0	0	0	0
Other	0	140	-118	184	-184	22
Currency translation differences	-2,286	-632	-158	-856	-837	-2,483
Depreciation and impairment as of June 30, 2021	-68,306	-67,863	-50,338	-26,950	-32,284	-177,435
Net amount as of December 31, 2020	288	35,002	17,643	-52	4,286	56,879
Net amount as of June 30, 2021	566	39,475	15,804	124	4,694	60,098

The main investments made in the first half of 2021 amounted to  $\leq 10.3$  million. They included  $\leq 8.4$  million in development costs,  $\leq 1.3$  million related to the group's various IT projects, and  $\leq 0.3$  million on goodwill.

#### NOTE 6.2 TANGIBLE ASSETS

in thousands of euros	Land	Buildings	Plant, machinery and equipment	Other tangible assets	Tangible fixed assets under production	Total tangible fixed assets
Gross amount as of December 31, 2020	46,109	199,702	204,600	112,908	4,033	567,353
Purchases	28	460	2,065	11,269	4,874	18,696
Disposals	-4,456	-5,090	-4,663	-483	0	-14,693
Change in scope	0	0	0	0	0	0
Other	118	113	1,935	-5,362	-2,096	-5,293
Currency translation differences	280	1,323	1,502	812	16	3,933
Gross amount as of June 30, 2021	42,078	196,508	205,438	119,143	6,826	569,996
Depreciation and impairment as of December 31, 2020	-10,931	-109,615	-171,290	-62,853	0	-354,689
Increases	-616	-4,234	-6,041	-5,541	0	-16,432
Reversals	60	2,366	3,880	474	0	6,781
Change in scope	0	0	0	0	0	0
Other	0	0	14	3,617	0	3,630
Currency translation differences	-48	-618	-1,256	-455	0	-2,376
Depreciation and impairment as of June 30, 2021	-11,534	-112,101	-174,693	-64,758	0	-363,085
Net amount as of December 31, 2020	35,178	90,087	33,310	50,055	4,033	212,663
Net amount as of June 30, 2021	30,544	84,408	30,745	54,385	6,826	206,910

Investments during the half-year mainly concerned land and infrastructure for  $\leq 2.0$  million,  $\leq 5.4$  million in industrial tools,  $\leq 10.2$  million in leasing fleet equipment, and  $\leq 1.1$  million in other projects.

#### NOTE 7 RIGHTS-OF-USE OF LEASED ASSETS

in thousands of euros	Land and buildings - right-of-use	Vehicles - right-of-use	Industrial - equipment right-of-use	Other tangible fixed assets - right-of-use	Total
Gross amount as of December 31, 2020	26,095	4,728	408	1,713	32,944
Purchases	4,742	1,855	857	40	7,495
Disposals	-1,508	-530	-86	-85	-2,210
Change in scope					0
Other					0
Currency translation differences	622	-45	3	49	628
Gross amount as of June 30, 2021	29,951	6,007	1,182	1,716	38,856
Depreciation and impairment as of December 31, 2020	-13,534	-2,424	-244	-957	-17,159
Increases	-1,967	-919	-147	-232	-3,265
Reversals	1,456	530	86	85	2,157
Change in scope					0
Other					0
Currency translation differences	-309	41	-43	-32	-343
Depreciation and impairment as of June 30, 2021	-14,353	-2,773	-348	-1,135	-18,609
Net amount as of December 31, 2020	12,561	2,304	164	756	15,785
Net amount as of June 30, 2021	15,599	3,234	834	581	20,248

#### NOTE 8 ELEMENTS OF THE WORKING CAPITAL REQUIREMENT

#### NOTE 8.1 INVENTORIES

in thousands of euros	Raw materials	Work in progress	Finished products	Merchandise	Total
Gross amount as of December 31, 2020	162,066	36,832	178,759	97,203	474,860
Change in scope					
Reclassification			2,019	202	2,221
Changes	-13,600	40,111	-17,293	-3,709	5,509
Currency translation differences	1,249	127	2,581	1,009	4,967
Gross amount as of June 30, 2021	149,716	77,070	166,066	94,705	487,557
Provisions as of December 31, 2020	-8,364		-4,881	-10,748	-23,993
Provisions as of December 31, 2020 Change in scope	-8,364		-4,881	-10,748	-23,993
	<b>-8,364</b> 384		<b>-4,881</b> -6	<b>-10,748</b> -378	- <b>23,993</b> 0
Change in scope	· · ·		,		
Change in scope Reclassification	384		-6	-378	0
Change in scope Reclassification Changes	384 2,555		-6 382	-378 -358	0 2,578
Change in scope Reclassification Changes Currency translation differences	384 2,555 -90	36,832	-6 382 -75	-378 -358 -198	0 2,578 -364

#### NOTE 8.2 TRADE RECEIVABLES

	in thousands of euros	Gross amount	Impairment	Net amount
December 31, 2020		304,592	-4,559	300,032
Change in scope		0	0	0
Reclassification		0	0	0
Changes		46,681	787	47,468
Currency translation differences		4,284	-60	4,224
Total as of June 30, 2021		355,559	-3,832	351,727

As part of the "Wholesale" program, receivables sold that were not deconsolidated and therefore recorded as trade receivables as of June 30, 2021 amounted to &27.3 million versus &17.1 million as of December 31, 2020.

The total outstanding amount with the financial institution was €55.4 million compared with €42.8 million as of December 31, 2020.

There is no risk of recourse on receivables due as of June 30, 2021.

#### NOTE 8.3 CHANGE IN WORKING CAPITAL REQUIREMENT

	in thousands of euros	2020	H1 2020	H1 2021
+ Change in inventories		-126,778	-45,473	8,087
+ Change in receivables		-70,106	-52,455	58,559
Of which Trade receivables		-73,427	-56,886	50,342
Of which Sales financing receivables		423	127	-2,182
Of which Other receivables		2,898	4,304	10,399
- Change in other current liabilities		-50,442	-81,934	69,137
Of which Supplier accounts payable and related		-35,444	-74,675	54,014
Of which Other current operating liabilities		-14,639	-7,178	15,113
Of which Other non-current liabilities		-359	-81	10
TOTAL CHANGE IN WORKING CAPITAL REQUIREMENT		-146,443	-15,994	-2,491

#### NOTE 9 SHAREHOLDERS' EQUITY

#### SHARE CAPITAL

The share capital amounts to 39,668,399 euros and consists of 39,668,399 shares with a part value of one euro.

#### **TREASURY SHARES**

Number of shares	As of December 31, 2020	% of capital	As of June 30, 2021	% of capital
HELD AT OPENING (SHARE PLAN)	1,381,461		1,381,461	
Shares purchased				
Shares sold				
Stock options exercised				
HELD AT CLOSING (SHARE REPURCHASE PROGRAM)	1,381,461	3.48%	1,381,461	3.48%
Stock option coverage				
Liquidity contract	15,562		17,960	
TOTAL TREASURY SHARES HELD	1,397,023	3.52%	1,399,421	3.53%

The cost of the shares purchased, the proceeds from the shares sold and the result of the cancellation of treasury shares were recorded as a reduction or increase in shareholders' equity. Treasury shares do not have dividend rights.

#### NOTE 10 PROVISIONS AND CONTINGENT LIABILITIES

#### NOTE 10.1 PROVISIONS

	in thousands of euros	Warranty provisions	Provisions for other risks	Provisions for employee benefits	Total
December 31, 2020		21,017	5,957	40,586	67,560
Of which, less than one year		16,689	3,289	425	20,403
Of which, more than one year		4,328	2,668	40,161	47,157
Increases		4,656	1,546		6,202
Provision reversed (used)		-2,516	-1,472		-3,988
Provision reversed (unused)		-447	-1,070		-1,517
Change				1,326	1,326
Recycling				-4,049	-4,049
Change in scope					0
Reclassification		2		-577	-575
Currency translation differences		188	83	232	503
As of June 30, 2021		22,900	5,043	37,517	65,460
Of which, less than one year		17,848	2,076	435	20,359
Of which, more than one year		5,053	2,967	37,082	45,102

#### WARRANTIES

Amounts recorded when creating or reversing provisions for warranties are included in "Cost of goods and services sold" within the income statement, as are the actual warranty expenses. This line also includes provisions established to cover equipment recall campaigns following supplier quality incidents.

#### **OTHER RISKS**

Other risks mainly concern commercial, employee, or tax litigation. Provisions recorded correspond to the group's and its advisers' best estimates at the closing date of the risks incurred with respect to the litigation in process.

#### NOTE 10.2 MONITORING OF LITIGATION FOR INFRINGEMENT OF INTELLECTUAL PROPERTY RIGHTS

In May 2017, Manitou Group was sued by JC Bamford Excavators Limited (JCB) in France, the United Kingdom and then Italy for alleged infringement of two European patents relating to certain features concerning the overload cut-off control system of certain telescopic forklift trucks manufactured and/or marketed in these three countries.

In May 2017, the plaintiff filed a claim in the French court for a provision of 20 million euros, to be increased to 50 million euros in June 2018. The financial claims before the English court were not quantified and are still not quantified at the date of publication of this report, but the summons indicates that for procedural purposes the commercial value of the claim is estimated to be in excess off 10 million. For Italy, the summons does not specify any quantified claim.

In December 2018, JCB served Manitou Group with a new patent infringement suit in France and the United Kingdom relating to a third European patent, also relating to certain features concerning the overload cut-off control system of certain telescopic forklift trucks. This summons takes up the request for a provision in the amount of 50 million euros, subsequently increased to 100 million euros in its last conclusions communicated in May 2020. The summons for this third patent has been the subject of joint proceedings in the United Kingdom but remains separate in France.

In 2018, JCB had produced an expert opinion estimating its damages of 160 million euros for the first two patents. At the end of 2019, in the first main proceedings, JCB increased its damage assessment to 190 million euros in its final conclusions. This increase is due to an update of the injury in its duration, which according to JCB is until March 2019. This assessment also includes the estimated injury under the third patent.

In France, in the context of a procedural incident in 2018, JCB applied for preliminary injunctions against Manitou BF. A decision was issued by the Pre-Trial Judge on 31 January 2019, which dismissed the applicant's request for preliminary injunction on the first patent on which JCB based its allegations and, regarding the second patent, prohibited Manitou BF from manufacturing, offering for sale, renting and owning an old configuration of certain telescopic forklift trucks. This decision has no impact on Manitou BF's business as it relates to the ordering system for certain models produced and sold before August 2017 which are therefore no longer manufactured by Manitou BF, as underlined in the order. Manitou BF immediately appealed this decision in order to challenge the prohibition order in so far as it related only to a configuration that Manitou had ceased to produce for 18 months. This immediate appeal on the grounds of abuse of authority was held to be inadmissible, reserving the possibility of appeal with judgment on the merits.

On the occasion of the same incident, Manitou BF had proposed in the alternative, if the judge considered the request for prohibition to be well-founded, the establishment of a bank guarantee of 470,000 euros for the two patents as a replacement for the prohibitions. This proposal became irrelevant for the first patent, for which the judge did not pronounce a prohibition. JCB requested that this guarantee, if ordered, be 30 million euros (also for the two patents) on the basis of the expert opinion it had produced estimating its damages at 160 million euros (for the two patents). This proposal was not accepted by the judge, nor was JCB's request for a penalty payment of 100 000 euros per day of delay, the penalty payment ordered by the judge being 1 000 euros per

infringement, the decision having emphasized that the damage alleged by the plaintiff relates to the overload cut-off control system alone and not to the machine as a whole.

In 2020, the legal proceedings on the merits of the dispute relating to the first two patents continued. On February 26, 2021, the Paris Court of Justice ("Tribunal Judiciaire") ruled, in first instance, on the French part relating to these first two patents.

Under the terms of this decision, the Tribunal invalidated the French part of the second patent in its entirety rendering ineffective the January 31, 2019 preliminary injunction order against Manitou BF.

The Court also invalidated most of the claims of the French part of the first patent. The Court found that only two claims of the French part of the first patent were infringed by three models of equipment from an old configuration which is no longer marketed by Manitou BF since May 2017. Manitou challenges this decision while noting that it has no impact on its business as this old configuration is no longer marketed.

Given the very residual character of the infringement uphold, the Court ordered Manitou BF to pay the plaintiff the total sum of 150,000 euros for the loss suffered, rejecting the claim of JCB, which was claiming a loss of 190 million euros. The Court's decision reinforces the position of Manitou, which has always contested the merits of the plaintiff's action and the disproportionate nature of its claims.

In the United Kingdom, no progress was made in the course of 2018 as JCB did not carry out any due diligence in this respect. A case management conference was held in January 2019 after JCB finally performed its due diligence. The litigation schedule has been established. However, the hearing originally scheduled for October 2020 has been postponed due to the increased length of the trial resulting from the addition of the third patent in the proceeding, the first available date being November 2021.

**In Italy**, the proceedings on the merits relating to these first two patents remain in a preliminary phase, the appointment of a court expert was pronounced at the end of 2019 and the court expert measures are still in progress at the closing date.

In Italy, JCB had also requested interim injunctions against Manitou's Italian subsidiary on the second and third patents. This request was rejected by the Italian courts by decision of January 30, 2020. JCB has not appealed this decision.

Following the decision of the Paris Court of Justice on February 26, 2021, which strengthened the group's position, a provision of 0.2 million euros was recorded for the first patent and no provision was recorded for the second patent.

For the third patent, given the progress of the proceedings, the financial risk likely to be incurred is still difficult to measure with reliability. Furthermore, a significant outflow of resources in respect of this claim seems unlikely in respect of the matters put forward by Manitou Group to defend itself. Consequently, no provision for this claim has been recognized in the group's financial statements.

The group will continue to firmly defend itself against infringement allegations of three patents claimed by JCB.

#### NOTE 11 DETERMINATION OF TAX EXPENSES

In accordance with IAS 34, the income tax expense was determined by applying the estimated average annual tax rate to accounting income for the current fiscal year.

Over the period, the tax rate comes to 25 % versus 39 % as of June 30, 2020. This variation is explained by:

- lower tax rates in France and a lower relative weight of CVAE given the increase in the group's income,
- the recognition of deferred tax income of €2.6 million following a tax revaluation of a real estate complex in Italy,
- unrecognized tax loss carry-forwards during the period that are less than those in H1 2020. As of June 30, 2021, only tax loss carry-forwards in India
  were not recognized for an estimated tax of €0.4 million compared to €1.4 million in H1 2020 (India and Brazil). These loss carry-forwards were not
  activated in light of uncertainties regarding their recoverability in the near term.

#### NOTE 12 FINANCIAL INSTRUMENTS

#### NOTE 12.1 RECONCILIATION OF BALANCE SHEET LINE ITEMS

#### ASSETS

	Financial assets at fair value through Other elements of the income statement		r Financial assets		Financial assets at fair value through income		Balance sheet total	
	12/31/2020	06/30/2021	12/31/2020	06/30/2021	12/31/2020	06/30/2021	12/31/2020	06/30/2021
Non-current financial assets	3,968	4,066	63	67	7,306	9,126	11,337	13,260
Current financial assets			13	9	1,855	2,109	1,868	2,118
Cash and cash equivalents					120,721	189,248	120,721	189,248
Sales financing receivables - non-current portion			6,699	4,915			6,699	4,915
Other non-current assets			429	436			429	436
Accounts receivable			300,034	351,727			300,034	351,727
Sales financing receivables - current portion			3,163	3,285			3,163	3,285
Other current receivables			43,226	54,253			43,226	54,253
TOTAL	3,968	4,066	353,626	414,692	129,882	200,483	487,476	619,242

#### LIABILITIES

in thousands of euros	December 31, 2020	June 30, 2021
Non-current financial liabilities	145,089	144,696
Non-current rental liabilities	12,105	16,439
Other non-current liabilities	2,130	2,213
Current financial liabilities	17,375	31,854
Current rental liabilities	4,806	5,111
Suppliers	215,887	270,501
Other current liabilities	136,120	151,466
TOTAL	533,513	622,281

#### NOTE 12.2 SALES FINANCING RECEIVABLES

	in thousands of euros	Receivables on financing leases	Receivables on financing granted to end customers	TOTAL
Gross amount as of December 31, 2020		9,862	473	10,335
Change in scope				
Other		0	-0	-0
Changes		-2,182	-7	-2,189
Currency translation differences		520	15	535
Gross amount as of June 30, 2021		8,200	482	8,681
Impairments as of December 31, 2020			-473	-473
Change in scope				
Other		0	0	0
Changes			7	7
Currency translation differences			-15	-15
Impairments as of June 30, 2021			-482	-482
Net amount as of December 31, 2020		9,862	0	9,862
		8,200	0	8,200
Net amount as of June 30, 2021		0,200	0	8,200
Net amount as of June 30, 2021		Of which:	non-current portion	4,915

#### NOTE 12.3 CURRENT AND NON-CURRENT FINANCIAL LIABILITIES

	in thousands of euros	December 31, 2020	June 30, 2021
Short-term financing and bank overdrafts		790	7,149
Bank loans		3,070	3,277
Financing lease liabilities		1,107	8,424
Liabilities related to receivables securitised with recourse		0	0
Derivative liabilities - currency and interest rates		3,100	3,805
Financial liabilities at fair value through income		109	737
Bond issues		0	0
Other borrowings		9,199	8,463
Commitments to buy back minority interests		0	0
CURRENT FINANCIAL LIABILITIES		17,375	31,854
Current rental liabilities		4,806	5,111
TOTAL CURRENT FINANCIAL LIABILITIES		22,182	36,965

in thousands of euros	December 31, 2020	June 30, 2021	1 to 5 years	Over 5 years
Bank loans	10,260	9,229	7,364	1,865
Financing lease liabilities	124	114	114	0
Liabilities related to receivables securitised with recourse	0	0	0	0
Derivative liabilities - currency and interest rates	6	719	719	0
Financial liabilities at fair value through income	776	0	0	0
Bond issues	128,946	129,043	24,950	104,093
Other borrowings	4,976	5,591	5,591	0
Commitment to buy back minority interests	0	0	0	0
NON-CURRENT FINANCIAL LIABILITIES	145,089	144,696	38,738	105,958
Non-current rental liabilities	12,105	16,439	13,708	2,732
TOTAL NON-CURRENT FINANCIAL LIABILITIES	157,194	161,136	52,446	108,689

#### FUNDING AND LIQUIDITY RISK

The group funds most of its needs through bank financing (medium-term loans or bank overdrafts) and bond issues (of the Euro PP type). The parent company's bank financing agreement had been renegotiated and extended in December 2016 for a period of five years, plus two possible one-year extensions, which were activated, taking the expiry date of the financing to December 2023.

The agreement includes clauses for ratios (covenants) of "material adverse change" and for "cross default," which may limit the potential use of or affect the terms of credit lines. It includes "negative pledge" clauses accompanied by thresholds and exemptions.

Facility	Signatories	Main contractual clauses 2nd half of 2016 to second half of 2023
Revolving Facility	Manitou BF	Gearing < 1 Leverage < 3.5 with certain exceptions Limitation on investments Limitation on acquisitions and disposals of assets Limitation on additional debt Change of control clause Dividend less than 100% of net income

As of June 30, 2021:

- the net debt (excluding lease commitments) is negative, at -€15 million, for a gearing of -2%.
- the covenants of all of the loans are respected,
- the authorized bank credit lines amount to €180 million, plus ordinary authorized overdrafts for €69 million,
- the group has lines of credit and bank overdraft facilities that ensure liquidity in line with its needs.

With regard to the group's cash position and the characteristics of its debt, the group's situation allows it to meet its financial needs and justify the principle of going concern.

#### NOTE 13 RELATED PARTY TRANSACTIONS

The main transactions during the first half of 2021 with group companies consolidated using the equity method were the following:

	Manitou Group Finance		Manitou Finance Ltd.		
in thousands of euros	June 30, 2020	June 30, 2021	June 30, 2020	June 30, 2021	
Expenses	765	966	434	443	
Income	414	519	37,733	63,491	

#### NOTE 14 POST-CLOSING EVENTS

To the company's knowledge, there are no significant post-closing events as of the closing date of the condensed consolidated interim financial statements closed on June 30, 2021 by the Board of Directors meeting on July 29, 2021.

#### NOTE 15 LIST OF SUBSIDIARIES AND AFFILIATES

	Parent company		% control	% interest
Manitou BF	Ancenis, France			
	Integrated companies	Consolidation method		
Production companies				
LMH Solutions	Beaupréau-en-Mauges, France	FC	100%	100%
Manitou Equipment America LLC	West Bend, Wisconsin, United States	FC	100%	100%
Manitou Equipment India	Greater Noïda, India	FC	100%	100%
Manitou Italia S.R.L	Castelfranco Emilia, Italy	FC	100%	100%
Distribution companies				
Compagnie Francaise de Manutention Ile-de-France	Jouy le Moutier, France	FC	100%	100%
Manitou Asia Pte Ltd.	Singapore	FC	100%	100%
Manitou Australia Pty Ltd.	Alexandria, Australia	FC	100%	100%
Manitou Brasil Ltda	São Paulo, Brazil	FC	100%	100%
Manitou Benelux SA	Perwez, Belgium	FC	100%	100%
Manitou Chile	Las Condes, Chile	FC	100%	100%
Manitou China Co Ltd.	Shanghai, China	FC	100%	100%
Manitou Deutschland GmbH	Ober Mörlen, Germany	FC	100%	100%
Manitou Global Services	Ancenis, France	FC	100%	100%
Manitou Interface and Logistics Europe	Perwez, Belgium	FC	100%	100%
Manitou Japan Co Ltd	Tokyo, Japan	FC	100%	100%
Manitou Malaysia MH	Kuala Lumpur, Malaysia	FC	100%	100%
Manitou Manutencion Espana SL	Madrid, Spain	FC	100%	100%
Manitou Mexico	Mexico City, Mexico	FC	100%	100%
Manitou Middle East Fze	Jebel Ali, United Arab Emirates	FC	100%	100%
Manitou Nordics Sia	Riga, Latvia	FC	100%	100%
Manitou North America LLC	West Bend, Wisconsin, United States	FC	100%	100%
Manitou Polska Sp Z.o.o.	Raszyn, Poland	FC	100%	100%
Manitou Portugal SA	Villa Franca, Portugal	FC	100%	100%
Manitou South Asia Pte Ltd.	Gurgaon, India	FC	100%	100%
Manitou Southern Africa Pty Ltd.	Johannesburg, South Africa	FC	100%	100%
Manitou UK Ltd.	Verwood, United Kingdom	FC	99.4%	99.4%
Manitou Vostok Llc	Moscow, Russian Federation	FC	100%	100%
Marpoll Pty Ltd (LiftRite Hire & Sales)	Perth, Australia	FC	95.5%	95.5%
Mawsley Machinery Ltd.	Northampton, United Kingdom	FC	85%	85%
Companies consolidated using the equity method				
Manitou Group Finance	Nanterre, France	ЕM	49%	49%
Manitou Finance Ltd.	Basingstoke, United Kingdom	ЕM	49%	49%
Other companies*				
Cobra MS*	Ancenis, France	FC	100%	100%
Gehl Power Products, Inc.	Yankton, South Dakota, United States	FC	100%	100%
Manitou America Holding Inc.	West Bend, Wisconsin, United States	FC	100%	100%
Manitou Développement	Ancenis, France	FC	100%	100%
Manitou PS	Verwood, United Kingdom	FC	85%	85%

FC: Full consolidation EM: Consolidated using the equity method \* Holdings and companies with no activity

# 3. OTHER INFORMATION



# 3.1. STATUTORY AUDITORS' REPORT ON THE 2021 HALF-YEAR FINANCIAL STATEMENTS

#### FOR THE PERIOD FROM JANUARY 1 TO JUNE 30, 2021

To the Shareholders,

In compliance with the assignment entrusted to us by Shareholders' Meeting and in accordance with the requirements of article L. 451-1-2 III of the French Monetary and Financial Code ("Code monétaire et financier"), we hereby report to you on:

- the review of the accompanying condensed half-yearly consolidated financial statements of Manitou BF S.A., for the period from 1 January 2021 to 30 June 2021,
- the verification of the information presented in the half-yearly management report.

Due to the global crisis related to the Covid-19 pandemic, the condensed half-yearly consolidated financial statements have been prepared and reviewed under specific conditions. Indeed, this crisis and the exceptional measures taken in the context of the state of sanitary emergency have had numerous consequences for companies, particularly on their operations and their financing, and have led to greater uncertainties on their future prospects. Those measures, such as travel restrictions and remote working, have also had an impact on the companies' internal organization and the performance of our review procedures.

These condensed half-yearly consolidated financial statements are the responsibility of the Board of Directors on July, 29th 2021. Our role is to express a conclusion on these financial statements based on our review.

#### I - CONCLUSION ON THE FINANCIAL STATEMENTS

We conducted our review in accordance with professional standards applicable in France.

A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with professional standards applicable in France and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed half-yearly consolidated financial statements are not prepared, in all material respects, in accordance with IAS 34 - standard of the IFRSs as adopted by the European Union applicable to interim financial information.

#### **II – SPECIFIC VERIFICATION**

We have also verified the information presented in the half-yearly management report on the resumed half-yearly consolidated financial statements subject to our review. We have no matters to report as to its fair presentation and consistency with the resumed half-yearly consolidated financial statements.

Nantes, on the 29 July 2021	Saint-Herblain, on the 29 July 2021
KPMG S.A.	RSM Ouest
Gwenaël Chedaleux	Céline Braud
Partner	Partner

### 3.2. STATEMENT OF THE PERSON RESPONSIBLE FOR THE DOCUMENT

#### Michel Denis, President and Chief Executive Officer

I hereby affirm that, to the best of my knowledge, the condensed interim financial statements have been prepared in accordance with all applicable accounting standards and present a true and fair view of the assets, financial position, and income of the company and all companies included in the scope of consolidation, and that the accompanying interim management report presents an accurate and true picture of the major events during the first six months of the year, their impact on the financial statements, the main transactions between associated parties, and a description of the main risks and uncertainties for the remaining six months of the year.

Ancenis, July 29, 2021



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