



MANITOU
GROUP

Q4 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

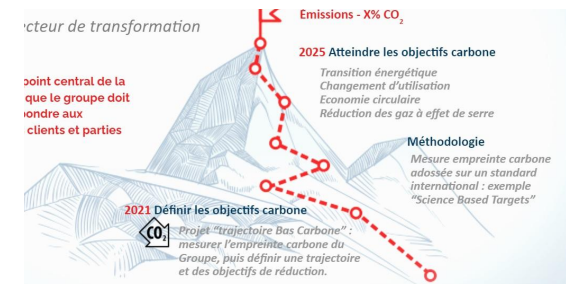
- Q4 21 revenues of **€473m**, +9.% vs. Q4 20
- 2021 revenues of **€1,875m**, +18% vs. 2020, +18% like for like*
- Q4 21 order intake on equipment of **€1,080m** vs. €727m in Q4 20
- End of Q4 21 order book on equipment at **€2,993m** vs. €918m in Q4 20
- Continued supply chain tensions and inflation on prices

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

Sustained growth in a tight environment

Highlights

- Renewal of the mandate of Michel Denis as President & CEO for 4 years
- Start-up of the first production line in the new factory in Candé
- Publication of the group's carbon trajectory



Carbon trajectory 2030



Based on 2019 as the base year, with the objectives of:

- On scopes 1 and 2: reduce direct and indirect CO₂ emissions by 46% throughout all of its worldwide locations.
- On scope 3 (value chain): reduce by 34% the CO₂ emissions generated for every hour of use of the machines produced by the group.



A strong commitment in line with the group's CSR ambitions

Q4 Revenue matrix

Q4 2020 Revenue						Q4 2021 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
127 29%	123 29%	68 16%	35 8%	353 82%	Product Division	128 27%	143 30%	66 14%	44 9%	382 81%
27 6%	29 7%	12 3%	10 2%	79 18%	S&S Division	30 6%	35 7%	15 3%	11 2%	91 19%
155 36%	152 35%	80 18%	45 10%	432 100%	Tot.	158 33%	178 38%	81 17%	56 12%	473 100%

S&S : Services & Solutions

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

12 months Revenue matrix

12 months 2020 Revenue						12 months 2021 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
448 28%	478 30%	245 15%	115 7%	1 285 81%	Product Division	485 26%	628 33%	276 15%	146 8%	1 535 82%
107 7%	106 7%	52 3%	36 2%	300 19%	S&S Division	117 6%	122 7%	58 3%	42 2%	340 18%
555 35%	584 37%	296 19%	150 9%	1 585 100%	Tot.	602 32%	750 40%	335 18%	188 10%	1 875 100%

S&S : Services & Solutions

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

Evolution Q4 2021 vs. Q4 2020



Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	+1 <i>+0%</i>	+20 <i>+16%</i>	-2 <i>-2%</i>	+9 <i>+26%</i>	+28 <i>+8%</i>
S&S Division	+3 <i>+9%</i>	+6 <i>+20%</i>	+3 <i>+23%</i>	+1 <i>+12%</i>	+12 <i>+16%</i>
Total	+3 <i>+2%</i>	+26 <i>+17%</i>	+1 <i>+2%</i>	+10 <i>+23%</i>	+41 <i>+9%</i>

Evolution vs. 2020



Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	+37 <i>+8%</i>	+150 <i>+31%</i>	+32 <i>+13%</i>	+31 <i>+27%</i>	+250 <i>+19%</i>
S&S Division	+10 <i>+10%</i>	+16 <i>+15%</i>	+7 <i>+13%</i>	+7 <i>+19%</i>	+40 <i>+13%</i>
Total	+47 <i>+8%</i>	+166 <i>+28%</i>	+39 <i>+13%</i>	+38 <i>+25%</i>	+290 <i>+18%</i>

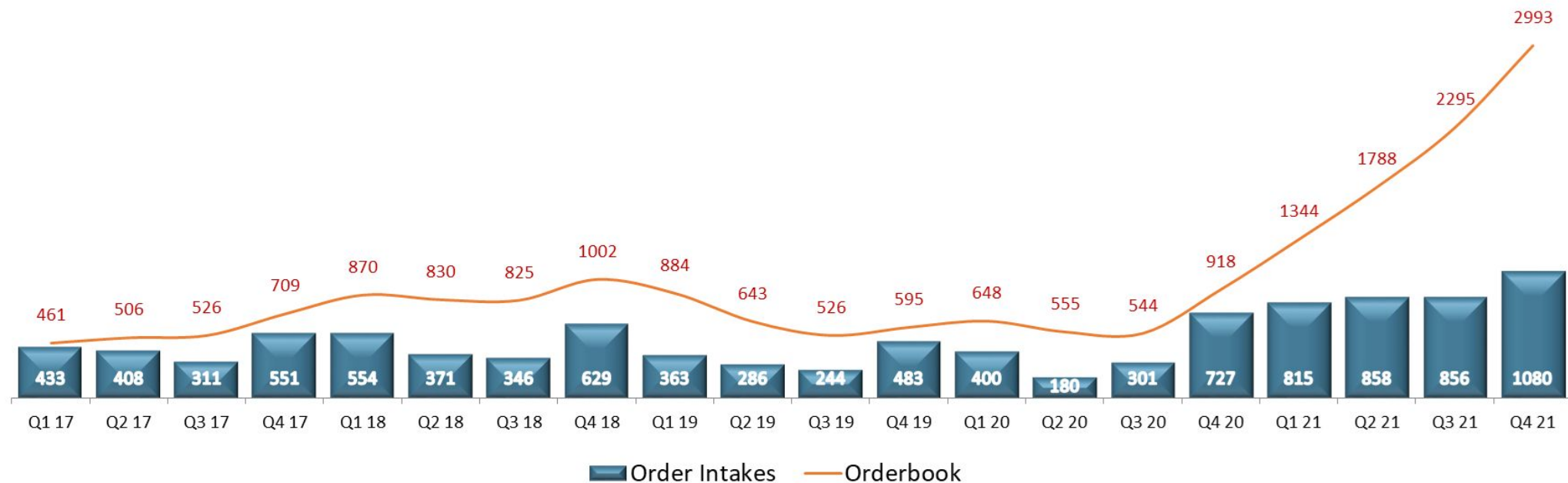
Evolution vs. 2020



Rev. in €m <i>% vs. Rev. N-1</i>	Dec. 2020	Exchange rate	Scope change	Evolution at constant scope *	Dec. 2021
Product Division	1 285	-3 <i>0%</i>	0 <i>0%</i>	253 <i>20%</i>	1 535 <i>19%</i>
S&S Division	300	0 <i>0%</i>	0 <i>0%</i>	40 <i>13%</i>	340 <i>13%</i>
Total	1 585	-3 <i>0%</i>	0 <i>0%</i>	293 <i>18%</i>	1 875 <i>18%</i>

* at constant scope and exchange rates : definition in appendix

Q4 order intakes & orderbook on equipment



Acceleration of order intake and very deep orderbook

Product division operational review

- Good level of invoicing in Q4
- Faster growth in order intakes and sizeable expansion in orderbook
- Good control of supply chain tensions in Q4
- Inflation on prices
- Production of the first machines in the new aerial platform factory
- Publication of the group's carbon trajectory, with a reinforced R&D program on energy transition



Strong upswing in activity in 2021 and depth of orderbook

S&S division operational review

- Another year of strong growth
- Development of all business lines
- Tensions in the supply chain (in terms of time and price)
- Continued strengthening of parts distribution platforms



Another year of strong growth in proximity to our customers



Outlook 2022

In a context of supply chain tensions and inflation on prices, the group anticipates a growth in revenues over 20% compared to 2021.

Appendix - Definition

Data on a comparable basis, i.e. at constant scope and exchange rates :

- scope: there is no acquired or exiting company in 2020 and 2021
- application of the previous year's exchange rate to the current year's aggregates