

# Q3 2022 Revenues

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**MANITOU**  
GROUP

SET THE WORLD  
**IN MOTION**



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# Highlights

- » Q3 22 revenues of **€575m**, +33% vs. Q3 21
- » Cumulative 9-month sales of **€1,631m**, +16% vs. 9-month sales 21, +13% like for like\*
- » Q3 22 order intake on equipment of **€588m** vs. €856m in Q3 21
- » End of Q3 22 order book on equipment at **€3,666m** vs. €2,295m in Q3 21



**Acceleration in a difficult environment**

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

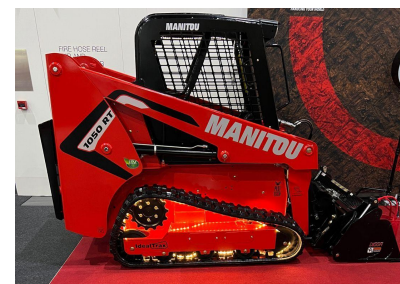
# Group's life

- » **New 5-year** financing contract for the group (with a 2-year extension option) **for €375 million** with an incremental facility of **€200 million**.
- » **Acquisition of the intellectual property and takeover of part of the company's employees ATN Platforms**
- » **Laying of the foundation stone for the expansion of our Yankton and Madison plants** (investment of 70M€)



# Group's life

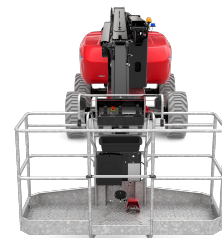
- » **New range of medium height fixed telehandlers**
  - » **4 new models**
  
- » **“Best New Product” Award:** 1050 RT compact loader rewarded in Australia



# Group's life

## Launch of 7 new electric models at Bauma :

- » 3 electric rough-terrain aerial work platforms
- » 1 new electric industrial aerial work platforms
- » One 100% electric compact telehandlers
- » 2 rotating telehandlers



# Group's life

» **On The Way Up 2:** our second annual CSR event



» **Validation by SBTi** of our carbon trajectory

- » reducing direct and indirect carbon emissions by 46.2%,
- » while reducing emissions from machines by 33.7% per hour of use



# Q3 22 Revenue Matrix

| Q3 2021 Revenue |            |           |          |             |                     | Q3 2022 Revenue |            |            |           |             |
|-----------------|------------|-----------|----------|-------------|---------------------|-----------------|------------|------------|-----------|-------------|
| South Eur.      | North Eur. | Americas  | APAM     | Tot.        | €m<br>% tot.        | South Eur.      | North Eur. | Americas   | APAM      | Tot.        |
| 103<br>24%      | 153<br>35% | 64<br>15% | 30<br>7% | 350<br>81%  | Product<br>Division | 151<br>26%      | 187<br>33% | 88<br>15%  | 50<br>9%  | 476<br>83%  |
| 28<br>6%        | 28<br>7%   | 15<br>3%  | 11<br>2% | 82<br>19%   | S&S<br>Division     | 35<br>6%        | 31<br>5%   | 19<br>3%   | 14<br>2%  | 98<br>17%   |
| 131<br>30%      | 181<br>42% | 79<br>18% | 41<br>9% | 432<br>100% | Tot.                | 186<br>32%      | 218<br>38% | 107<br>19% | 64<br>11% | 575<br>100% |

S&S : Services and Solutions

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



# 9 months Revenue Matrix

| 9 months 2021 Revenue |            |            |           |              |                     | 9 months 2022 Revenue |            |            |            |              |
|-----------------------|------------|------------|-----------|--------------|---------------------|-----------------------|------------|------------|------------|--------------|
| South Eur.            | North Eur. | Americas   | APAM      | Tot.         | €m<br>% tot.        | South Eur.            | North Eur. | Americas   | APAM       | Tot.         |
| 357<br>25%            | 485<br>35% | 210<br>15% | 102<br>7% | 1153<br>82%  | Product<br>Division | 450<br>28%            | 507<br>31% | 254<br>16% | 131<br>8%  | 1342<br>82%  |
| 87<br>6%              | 87<br>6%   | 43<br>3%   | 31<br>2%  | 248<br>18%   | S&S<br>Division     | 103<br>6%             | 97<br>6%   | 53<br>3%   | 36<br>2%   | 289<br>18%   |
| 444<br>32%            | 572<br>41% | 254<br>18% | 132<br>9% | 1402<br>100% | Tot.                | 553<br>34%            | 604<br>37% | 307<br>19% | 167<br>10% | 1631<br>100% |

S&S : Services and Solutions

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

# Evolution Q3 2022 vs Q3 2021

| Rev. in €m<br><i>in %</i> | South<br>Europe    | North<br>Europe    | Americas           | APAM               | Total               |
|---------------------------|--------------------|--------------------|--------------------|--------------------|---------------------|
| Product<br>Division       | +48<br><i>+47%</i> | +34<br><i>+22%</i> | +24<br><i>+38%</i> | +20<br><i>+65%</i> | +126<br><i>+36%</i> |
| S&S<br>Division           | +7<br><i>+25%</i>  | +3<br><i>+10%</i>  | +4<br><i>+27%</i>  | +3<br><i>+27%</i>  | +17<br><i>+21%</i>  |
| Total                     | +55<br><i>+42%</i> | +37<br><i>+20%</i> | +28<br><i>+36%</i> | +23<br><i>+55%</i> | +143<br><i>+33%</i> |



# Evolution 9 months 2022 vs 9 months 2021

| Rev. in €m<br><i>in %</i> | South<br>Europe     | North<br>Europe    | Americas           | APAM               | Total               |
|---------------------------|---------------------|--------------------|--------------------|--------------------|---------------------|
| Product<br>Division       | +93<br><i>+26%</i>  | +23<br><i>+5%</i>  | +44<br><i>+21%</i> | +29<br><i>+29%</i> | +189<br><i>+16%</i> |
| S&S<br>Division           | +16<br><i>+18%</i>  | +10<br><i>+11%</i> | +10<br><i>+23%</i> | +5<br><i>+17%</i>  | +41<br><i>+16%</i>  |
| Total                     | +109<br><i>+25%</i> | +32<br><i>+6%</i>  | +54<br><i>+21%</i> | +35<br><i>+26%</i> | +230<br><i>+16%</i> |



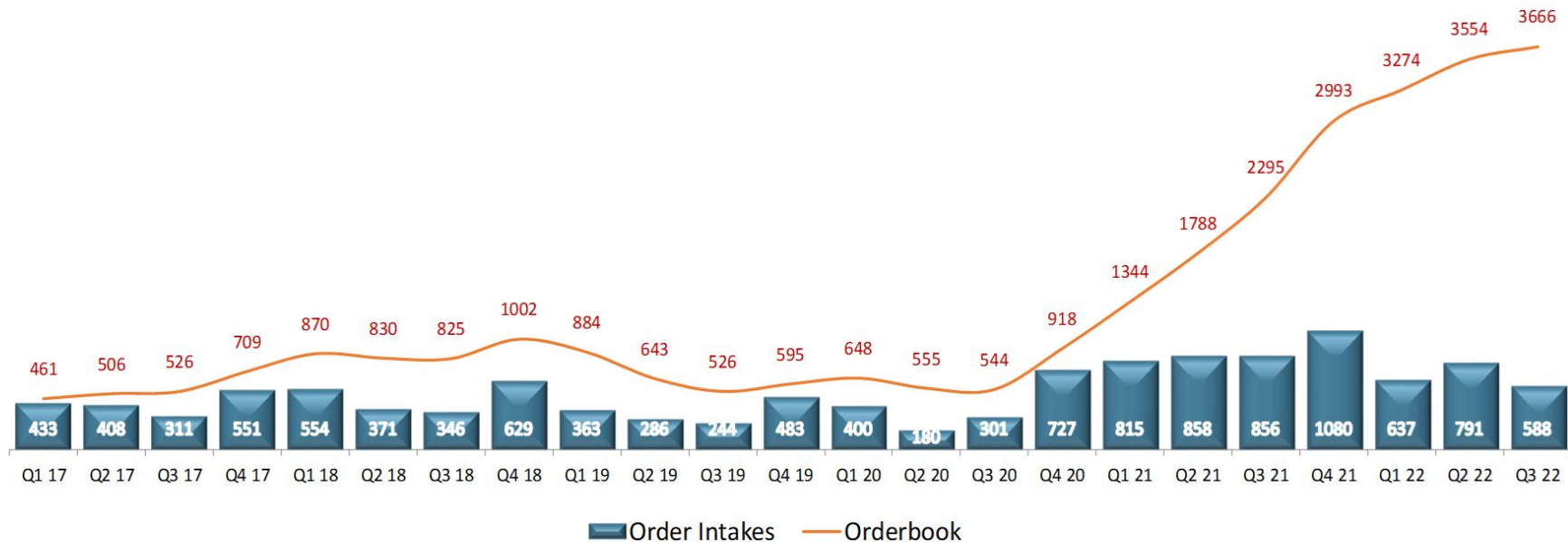
# Evolution vs Q3 2021



| Rev. in €m<br><i>% vs. Rev.<br/>N-1</i> | 2021.09     | Exchange rate          | Scope change          | Evolution at<br>constant<br>scope * | 2022.09                    |
|---|-------------|------------------------|-----------------------|-------------------------------------|----------------------------|
| Product<br>Division                     | 1153        | 36<br><i>3%</i>        | 1<br><i>0%</i>        | 152<br><i>13%</i>                   | 1 342<br><i>16%</i>        |
| S&S<br>Division                         | 248         | 8<br><i>3%</i>         | 1<br><i>1%</i>        | 31<br><i>13%</i>                    | 289<br><i>16%</i>          |
| <b>Total</b>                            | <b>1402</b> | <b>44</b><br><i>3%</i> | <b>2</b><br><i>0%</i> | <b>183</b><br><i>13%</i>            | <b>1 631</b><br><i>16%</i> |

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

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



*In order to limit the effects of inflation, the group has integrated in H1 2022 mechanisms for adjusting its sales prices at the time of delivery. These mechanisms will influence the valuation of the orderbook on equipment, which is booked and valued at the price on the day the order is placed.*

# Product division Operational review

- » Revenue growth supported by an increase of manufacturing output
- » Still high pressure on the supply chain slowing product completion
- » Still inflation on components & energy
- » Selling prices increase progressively
- » Depth of the order book portfolio
- » Enlargement of electric product portfolio on Telehandlers and Rotative Telehandlers



**Accelerating in an environment under pression**



# S&S division Operational review

- » Strong business development
- » Capacity to manage inflation
- » Continuous tensions on the supply chain
- » Extension of parts logistic platform capacity
- » Own fleet rental lack of renewal due to product availability
- » Pursuing various services development



**Growth & performance**



# 2022 Outlook

- » Maintaining the expectation that revenues for 2022 will increase by more than 20% compared to 2021
- » Expectation of an operating margin of around 4.5% of revenues





## Appendix - Definition

**Like for like**, so at constant scope and exchange rates:

- » Scope : for the company Lifttek acquired in May 2022, restatement from the date of its acquisition to September 30, 2022. No company exited the scope in 2022. There is no acquisition nor exit in 2021.
- » Application of the exchange rate of the previous year on the aggregates of the current year.

### Order book

The order book corresponds to machine orders received and not yet delivered, for which the group:

- » has not yet provided the promised machines to the customer;
- » has not yet received consideration and has not yet been entitled to consideration.

These orders are delivered within less than one year (excluding exceptional periods) and may be canceled.

The order book may vary due to changes in consolidation scope, adjustments, and foreign currency translation effects.

In order to limit the effects of inflation, the group has integrated in H1 2022 mechanisms for adjusting its sales prices at the time of delivery. These mechanisms will influence the valuation of the orderbook on equipment, which is booked and valued at the price on the day the order is placed.



# THANK YOU

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