

# FINANCIAL EXTRACT 2023

# 1. STATEMENTS OF COMPREHENSIVE INCOME

## CONSOLIDATED INCOME STATEMENT

	<i>In thousands of euros</i>	<b>2022</b>	<b>2023</b>
Net sales		2 361 637	2 871 312
Cost of goods & services sold		-2 049 278	-2 383 640
Research & development costs		-34 924	-40 365
Selling, marketing and services expenses		-127 376	-153 012
Administrative expenses		-66 659	-81 557
Other operating income and expenses		1 247	-1 187
<b>Recurring operating income</b>		<b>84 638</b>	<b>211 552</b>
Non-recurring operating income and expenses		-2 357	-3 902
<b>Operating income</b>		<b>82 281</b>	<b>207 650</b>
Share of profits of associates		1 986	2 535
<b>Operating income including Net income from associates</b>		<b>84 267</b>	<b>210 185</b>
Financial income		38 007	55 113
Financial expenses		-42 270	-71 193
<b>Financial result</b>		<b>-4 263</b>	<b>-16 080</b>
<b>Income before tax</b>		<b>80 004</b>	<b>194 105</b>
Income taxes		-24 950	-50 600
<b>Net income</b>		<b>55 054</b>	<b>143 505</b>
Attributable to equity holders of the parent		54 725	143 391
Attributable to non-controlling equity interests		329	114

## EARNINGS PER SHARE (IN EUROS)

	<b>2022</b>	<b>2023</b>
Net income attributable to the equity holders of the parent	1,43	3,75
Diluted earnings per share	1,43	3,75

## OTHER COMPONENTS OF COMPREHENSIVE INCOME AND EXPENSES & COMPREHENSIVE INCOME

	<i>In thousands of euros</i>	<b>2022</b>	<b>2023</b>
<b>Income (loss) of the year</b>		<b>55 054</b>	<b>143 505</b>
Items that will be reclassified to profit or loss in subsequent periods			
Adjustments to fair value of the financial assets		-71	38
Translation differences arising on foreign activities		9 422	-12 692
Interest rate hedging and exchange instruments		4 069	-102
Tax impacts		-1 035	17
Items that will not be reclassified to profit or loss in subsequent periods			
Actuarial gains (losses) on defined benefits plans		5 943	-1 721
Tax impacts		-1 507	449
<b>Total gains and losses recognized directly in other components of comprehensive income</b>		<b>16 822</b>	<b>-14 010</b>
<b>Comprehensive income of the year</b>		<b>71 877</b>	<b>129 495</b>
Attributable to equity holders of the parent		71 609	129 364
Attributable to non-controlling interests		268	130

## 2. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### ASSETS

	<i>In thousands of euros</i>	December 31, 2022	Net amount as of December 31, 2023
Goodwill		3 221	5 880
Intangible assets		69 665	88 509
Tangible assets		256 436	302 230
Right-of-use of leased assets		19 228	21 665
Investments in associates		19 160	20 718
Sales financing receivables		2 343	577
Other non-current assets		12 654	11 889
Deferred tax assets		13 062	17 846
<b>Non-current assets</b>		<b>395 770</b>	<b>469 313</b>
Inventories & work in progress		717 978	881 570
Net trade receivables		488 635	644 892
Current income tax		10 084	12 834
Other current assets		89 978	102 510
Cash and cash equivalents		60 704	54 165
Assets held for sale		0	0
<b>Current assets</b>		<b>1 367 379</b>	<b>1 695 971</b>
<b>Total assets</b>		<b>1 763 148</b>	<b>2 165 284</b>

### EQUITY & LIABILITIES

	<i>In thousands of euros</i>	December 31, 2022	Net amount as of December 31, 2023
Share capital		39 668	39 668
Share premiums		46 098	46 098
Treasury shares		-23 820	-23 884
Reserves and profit for the year – equity holder of the parent		728 874	832 872
Equity attributable to owners of parent		<b>790 821</b>	<b>894 755</b>
Non-controlling interests		759	427
<b>Total Equity</b>		<b>791 579</b>	<b>895 182</b>
Non-current provisions		34 833	39 865
Non-current financial liabilities		138 759	150 875
Non-current lease debts		14 973	16 404
Other non-current liabilities		6 654	15 028
Deferred tax liabilities		4 086	4 856
<b>Non-current liabilities</b>		<b>199 304</b>	<b>227 027</b>
Current provisions		26 727	27 819
Current financial liabilities		142 622	300 708
Current lease debts		6 006	6 959
Trade payables		420 341	467 633
Current income tax		4 437	8 742
Other current liabilities		172 132	231 214
<b>Current liabilities</b>		<b>772 265</b>	<b>1 043 075</b>
<b>Total equity &amp; liabilities</b>		<b>1 763 148</b>	<b>2 165 284</b>

### 3. CONSOLIDATED SHAREHOLDERS' EQUITY

#### CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY

<i>In thousands of euros</i>	Share capital	Share premium	Cumulative translation adjustment	Treasury shares	Consolidated reserves	Attributable to equity holders of the parent company	Non-controlling interest	Total equity
<b>As of december 31, 2022</b>	<b>39 668</b>	<b>46 098</b>	<b>4 367</b>	<b>-23 998</b>	<b>684 109</b>	<b>750 244</b>	<b>1 019</b>	<b>751 263</b>
Gains and losses recognized in equity	-	-	9 461	-	7 423	16 884	-61	16 822
Net income	-	-	-	-	54 725	54 725	329	55 054
Comprehensive income	-	-	9 461	-	62 148	71 609	268	71 877
Stock option plan-related expenses	-	-	-	-	-	-	-	-
Dividends paid	-	-	-	-	-30 614	-30 614	-53	-30 667
Treasury shares	-	-	-	178	-89	90	-	90
Capital increase	-	-	-	-	-	-	-	-
Changes in control of consolidated entities	-	-	-	-	-	-	-	-
Acquisition and disposal of minority interests' shares	-	-	-7	-	64	57	-268	-212
Purchase commitments for minority interests' shares	-	-	-	-	-	-	-	-
Other	-	-	-	-	-565	-565	-206	-771
<b>As of December 31, 2022</b>	<b>39 668</b>	<b>46 098</b>	<b>13 821</b>	<b>-23 820</b>	<b>715 054</b>	<b>790 820</b>	<b>759</b>	<b>791 579</b>
Gains and losses recognized in equity	-	-	-12 707	-	-1 320	-14 026	16	-14 010
Net income	-	-	-	-	143 391	143 391	114	143 505
Comprehensive income	-	-	-12 707	-	142 071	129 364	130	129 495
Stock option plan-related expenses	-	-	-	-	-	-	-	-
Dividends paid	-	-	-	-	-24 126	-24 126	-244	-24 371
Treasury shares	-	-	-	-64	-	-64	-	-64
Capital increase	-	-	-	-	-	-	-	-
Changes in control of consolidated entities	-	-	-	-	-	-	-	-
Acquisition and disposal of minority interests' shares	-	-	-2	-	-148	-150	-218	-368
Purchase commitments for minority interests' shares	-	-	-	-	-728	-728	-	-728
Other	-	-	-	-	-364	-364	-	-364
<b>As of december 31, 2023</b>	<b>39 668</b>	<b>46 098</b>	<b>1 113</b>	<b>-23 884</b>	<b>831 759</b>	<b>894 755</b>	<b>427</b>	<b>895 182</b>

## 4. CASH FLOW STATEMENT

	<i>In thousands of euros</i>	December 31, 2022	December 31, 2023
<b>Net income</b>		<b>55 054</b>	<b>143 505</b>
Income from equity affiliates net of dividends		-1 503	-1 408
Amortizations and depreciations		54 911	60 735
Provisions and impairments		3 673	4 597
Income tax expense (current and deferred)		24 950	50 600
Other non-cash income and expenses		-87	-536
<b>Cash flow operations</b>		<b>136 998</b>	<b>257 493</b>
Tax paid		-20 842	-52 903
Change in working capital requirement		-209 501	-236 736
Change in capitalized lease machines		-11 122	-20 480
<b>Net cash flow from operating activities</b>		<b>-104 466</b>	<b>-52 626</b>
Proceeds from sales of intangible assets		-20 839	-32 427
Proceeds from sales of tangible assets		-72 693	-72 609
Change in fixed assets payables		1 076	11 523
Disposals of tangible and intangible assets		598	928
Acquisitions of investments in obtaining control, net of cash acquired		-3 274	-2 706
Disposals of investments with loss of control, net of cash transferred		0	0
Others		-862	386
<b>Net cash flow from investing activities</b>		<b>-95 994</b>	<b>-94 905</b>
Capital increase		0	0
Dividends paid		-30 667	-24 371
Purchase of treasury shares		178	-64
Repurchase of non-controlling interests		-212	-366
Change in others financial liabilities and assets		64 634	154 574
Payment of finance lease liabilities		-6 405	-7 707
Others		-4 567	-1 760
<b>Net cash flow from financing activities</b>		<b>22 961</b>	<b>120 307</b>
<b>Net increase (decrease) in cash, cash equivalents, and bank overdrafts</b>		<b>-177 499</b>	<b>-27 224</b>
Cash, cash equivalents and bank overdrafts at beginning of the year		192 712	15 996
Exchange gains (losses) on cash and bank overdrafts		783	418
<b>Cash, cash equivalents and bank overdrafts at end of year</b>		<b>15 996</b>	<b>-10 810</b>

## 5. EXTRACT FROM THE NOTES OF THE CONSOLIDATED FINANCIAL STATEMENTS OF THE UNIVERSAL REGISTRATION DOCUMENT

### CHANGE IN SCOPE

#### ▪ easyLi

On January 23, 2023, the group acquired a stake of 82% in the company easyLi, specialized in the design and production of lithium-ion batteries. This operation allows the group to equip itself with specific skills as part of its energy transition. Based in Poitiers (France), the easyLi company has a workforce of 18 employees and achieved a turnover of 0.9 million euros in 2023.

Crossed call and put options have been contracted with minority shareholders on 18% of the capital. The Group has taken these options into account in calculating its percentage interests, which is 100% at December 31, 2023. A discounted debt for the investment of 0.6 millions euros has been recognized in this regard (earn-out). A social debt has also been booked for 0.1 million euros between the estimated repurchase value of the shares and their nominal value, difference qualified as additional remuneration.

Besides, a BSPCE plan with a share buyback option has been set up to encourage the managers and staff concerned to participate in the development of Easyli's business within the Group. A social debt has been recorded for 0.1 million euros in this respect (IFRS 2 share-based payment).

#### ▪ GI.Erre SRL

On 1 March 2023, the group acquired all the shares of the Italian company GI.ERRE SRL, based in Castelfranco, Italy and specialized in service activities for Manitou products. GI.ERRE achieved a turnover of 3.6 million euros in 2023 with a workforce of 17 employees.

#### ▪ Manitou PS

In May 2023, the Manitou group completed its participation in the company Manitou PS (United Kingdom), itself holder of 100% of the share capital of Mawsley Machinery, and now holds 90% of the share capital of the company. The impact of this operation is not significant on the group's financial statements.

No disposals took place during the period.

### JCB

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 and one UK patent (respectively European patent EP 1 532 065 B2(EP 065) its equivalent UK Patent GB 2390 595 B (GB565) and European patent EP 2 263 965 B9) 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 December 2018, JCB served Manitou Group with a new patent infringement suit in France and the United Kingdom relating to a third European patent (EP 2 616 382 B3 (EP 382)), also relating to certain features concerning the overload cut-off control system of certain telescopic forklift trucks.

Since 2017, these disputes have led to a succession of legal proceedings in France, the UK and Italy, and JCB had estimated its loss at 190 million euros.

During these proceedings, the group has always contested the infringements and defended itself with the utmost firmness.

In December 2023, Manitou BF and J.C. Bamford Excavators Limited agreed to terminate all patent infringement litigation between them.

The end of this litigation has no impact on the present or future business of either party, nor on the characteristics of the products marketed by each of them.

### CONTINGENT LIABILITIES

The Group has contingent liabilities relating to legal, arbitration and regulatory proceedings arising in the normal course of its activities. Each known litigation or ongoing proceeding in which Manitou BF or Group companies are involved has been reviewed at the end of the reporting period.

## INFORMATION ON OPERATING SEGMENTS

### CONSOLIDATED INCOME STATEMENT BY DIVISION

The information on operating segments is communicated on the basis of the group operational organization, with 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.

	Product division		S&S division		TOTAL	
	2022	2023	2022	2023	2022	2023
<i>In thousands of euros</i>						
Net Sales	1 971 774	2 472 435	389 854	398 878	2 361 627	2 871 312
Cost of goods & services sold	-1 767 637	-2 094 671	-281 641	-288 970	-2 049 278	-2 383 640
<b>Gross margin</b>	<b>204 137</b>	<b>377 764</b>	<b>108 213</b>	<b>109 908</b>	<b>312 349</b>	<b>487 672</b>
<b>As a %</b>	<b>10,4%</b>	<b>15,3%</b>	<b>27,8%</b>	<b>27,6%</b>	<b>13,2%</b>	<b>17,0%</b>
Research & development costs	-34 924	-40 068	0	-297	-34 924	-40 365
Selling, marketing & service expenses	-71 779	-85 716	-55 597	-67 296	-127 376	-153 012
Administrative expenses	-55 287	-66 875	-11 371	-14 681	-66 659	-81 557
Other operating income and expenses	1 525	-1 505	-278	318	1 247	-1 187
<b>Recurring operating profit</b>	<b>43 671</b>	<b>183 600</b>	<b>40 967</b>	<b>27 952</b>	<b>84 638</b>	<b>211 552</b>
<b>As a %</b>	<b>2,2%</b>	<b>7,4%</b>	<b>10,5%</b>	<b>7,0%</b>	<b>3,6%</b>	<b>7,4%</b>
Non-recurring operating income and expenses	-2 188	-4 070	-168	167	-2 357	-3 902
<b>Operating income</b>	<b>41 483</b>	<b>179 531</b>	<b>40 798</b>	<b>28 119</b>	<b>82 281</b>	<b>207 650</b>
<b>As a %</b>	<b>2,1%</b>	<b>7,3%</b>	<b>10,5%</b>	<b>7,0%</b>	<b>3,5%</b>	<b>7,2%</b>
Share of profits of associates	0	0	1 986	2 535	1 986	2 535
<b>Operating Income including Net Income from associates</b>	<b>41 483</b>	<b>179 531</b>	<b>42 785</b>	<b>30 654</b>	<b>84 267</b>	<b>210 185</b>

The spare parts and accessories distribution business, which is integrated within the Services & Solutions division, benefits from services provided by the Product division (R&D, qualification of parts, qualification of suppliers), the already existing basis of sold units, as well as the brand name recognition built by those divisions.

In order to compensate for all of these benefits, the group's divisional reporting includes fees from the Services & Solutions division to the Product division. This fee is calculated based on comparable indicators of external independent spare parts distributors for which the median

operating income over a five year period amounted to 3.90% in Europe and the US, the main regions in which the S&S division operates. That fee is included in the line item «Cost of goods and services sold» of each division, which therefore includes the charges related to goods and services sold plus or minus the interdivision fees.

Assets, cash flows or even liabilities are not allocated to the individual divisions, as the operating segment information used by the group's management does not incorporate those various item.

### NET SALES BY DIVISION AND GEOGRAPHICAL REGION

Net sales 2022					Net sales 2023					
SOUTHERN EUROPE	NORTHERN EUROPE	AMERICAS	APAM*	TOTAL	in millions of euros and % of total	SOUTHERN EUROPE	NORTHERN EUROPE	AMERICAS	APAM*	TOTAL
690	733	364	185	1 972	Product division	826	914	531	202	2 472
29%	31%	15%	8%	83%		29%	32%	18%	7%	86%
140	130	72	48	390	S&S division	145	134	68	52	399
6%	5%	3%	2%	17%		5%	5%	2%	2%	14%
<b>830</b>	<b>862</b>	<b>436</b>	<b>233</b>	<b>2 362</b>	TOTAL	<b>971</b>	<b>1 048</b>	<b>599</b>	<b>254</b>	<b>2 871</b>
<b>35%</b>	<b>37%</b>	<b>18%</b>	<b>10%</b>	<b>100%</b>		<b>34%</b>	<b>37%</b>	<b>21%</b>	<b>9%</b>	<b>100%</b>

\* Asia, Pacific, Africa, Middle East

## POST-CLOSING EVENTS

### SIGNATURE OF AN ADDITIONAL CREDIT LINE OF 160 MILLION EUROS

In January 2024, the Group signed an amendment to the July 2022 credit agreement to set up an additional RCF (Revolving Credit Facility) line for an amount of 160 million euros and a maturity of 5 years, with the possibility of a one-year extension.

This additional line of financing strengthens the group's financial structure to allow it to continue its development and finance its investment projects.

### ACQUISITION OF A MAJORITY STAKE IN THE ITALIAN COMPANIES COME AND METAL WORK

In January 2024, the group completed a 75% stake in COME S.R.L and Metal Work S.R.L, based in Emilia Romagna (Italy).

The acquisition of these two historical partners will help support the growth of Manitou Group by integrating the production of strategic components.

COME and Metal Work will also continue to develop the business with all their customers.

COME S.R.L is specialized in the production of mechanically welded parts. It generated revenue of €46 million in 2022 and employs 280 people.

Metal Work S.R.L is specialized in laser cutting and folding. It achieved a turnover of €31 million in 2022 and employs 70 employees.



## LIST OF SUBSIDIARIES AND AFFILIATES

	Parent company		
Manitou BF	Ancenis, France		
	Consolidated companies	Consolidation method	% interest
<b>Production companies</b>			
EasyLi	Poitiers, France	FC	100%
LMH Solutions	Beaupréau-en-Mauges, France	FC	100%
Manitou Equipment America LLC	West Bend, Wisconsin, United-States	FC	100%
Manitou Equipment India	Greater Noïda, India	FC	100%
Manitou Italia S.R.L	Castelfranco Emilia, Italy	FC	100%
<b>Distribution companies</b>			
Compagnie Française de Manutention Île-de-France	Jouy-le-Moutier, France	FC	100%
Gi.Erre SRL	Castelfranco Emilia, Italy	FC	100%
LiftRite Hire & Sales Pty Ltd (ex. Marpoll Pty Ltd)	Perth, Australia	FC	100%
Manitou Asia Pte Ltd	Singapore	FC	100%
Manitou Australia Pty Ltd	Lidcombe, Australia	FC	100%
Manitou Brasil Ltda	São Paulo, Brazil	FC	100%
Manitou Benelux SA	Perwez, Belgium	FC	100%
Manitou Center Singapore	Singapore	FC	100%
Manitou Centres SA Pty Ltd	Johannesbourg, South Africa	FC	100%
Manitou Chile	Las Condes, Chile	FC	100%
Manitou China Co Ltd	Shanghai, China	FC	100%
Manitou Deutschland GmbH	Friedrichsdorf, Germany	FC	100%
Manitou Global Services	Ancenis, France	FC	100%
Manitou Interface and Logistics Europe	Perwez, Belgium	FC	100%
Manitou Japan Co Ltd	Tokyo, Japan	FC	100%
Manitou Malaysia MH	Kuala Lumpur, Malaysia	FC	100%
Manitou Manutencion Espana SL	Madrid, Spain	FC	100%
Manitou Mexico	Mexico DF, Mexico	FC	100%
Manitou Middle East Fze	Jebel Ali, United Arab Emirates	FC	100%
Manitou Nordics Sia	Riga, Latvia	FC	100%
Manitou North America LLC	West Bend, Wisconsin, United-States	FC	100%
Manitou Polska Sp Z.o.o.	Raszyn, Poland	FC	100%
Manitou Portugal SA	Villa Franca, Portugal	FC	100%
Manitou South Asia Pte Ltd	Gurgaon, India	FC	100%
Manitou Southern Africa Pty Ltd	Johannesbourg, South Africa	FC	100%
Manitou UK Ltd	Verwood, United-Kingdom	FC	99,4%
Mawsley Machinery Ltd	Northampton, United-Kingdom	FC	85%
MN-Liftek Oy	Vantaa, Finland	FC	100%
<b>Associates companies</b>			
Manitou Group Finance	Nanterre, France	EM	49%
Manitou Finance Ltd	Basingstoke, United-Kingdom	EM	49%
<b>Other companies*</b>			
Cobra MS*	Ancenis, France	FC	100%
Manitou America Holding Inc.	West Bend, Wisconsin, United-States	FC	100%
Manitou Asia Pacific Holding	Singapore	FC	100%
Manitou Group Newco Spain, S.L.	Madrid, Spain	FC	100%
Manitou Développement	Ancenis, France	FC	100%
Manitou Holding Southern Africa Pty Ltd	Johannesbourg, South Africa	FC	100%
Manitou PS	Verwood, United-Kingdom	FC	90%
Manitou Vostok Llc	Moscou, Russia Federation	FC	100%

FC: Full Consolidation

EM: Equity Method

\* Holdings and companies without activity

The adress of Manitou BF's headquarters is 430, rue de l'Aubinière, 44158 Ancenis, France.