

Q4 2024 Revenues

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Highlights

- » Q4 24 revenues of **€657m**, - 19% vs. Q4 23
- » Cumulative 12-month sales of **€2,657m**, - 7% vs. 12-month sales 23, - 8% like for like⁽¹⁾
- » Q4 24 order intake on equipment of **€532m** vs. €269m in Q4 23
- » End of Q4 24 order book⁽²⁾ on equipment at **€1,083m** vs. €2,275m in Q4 23



Landing in line with guidance, continued recovery in order intake on equipment

(1) at constant scope and exchange rates: terms defined in the appendix

(2) term defined in the appendix

Group's life

- » **Groundbreaking ceremony for the new mechanical welding plant dedicated to the MEWP business at Candé**
 - » integration and strengthening of the upstream chain

- » **Finalization of the acquisition of the assets of the South African distributor Dezzo Equipment**
 - » securing business continuity
 - » strengthening of the service to the local customers



Group's life

- » **Evolution of New Ag's telescopic forklift range announced at EIMA in Italy**
- » **Manitou Group wins the “Grand Prix Impact Entreprise” which recognizes its solid local roots, successful international expansion and commitment to environmental and social issues**



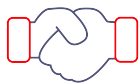
Q4 2024 Revenue

Q4 2023 Revenue						Q4 2024 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
247 30%	266 33%	134 17%	65 8%	712 87%	Product Division	200 30%	160 24%	141 21%	55 8%	556 85%
37 5%	35 4%	16 2%	14 2%	102 13%	S&S Division	38 6%	34 5%	14 2%	15 2%	101 15%
284 35%	300 37%	150 18%	78 10%	814 100%	Total	238 36%	193 29%	155 24%	71 11%	657 100%

S&S: Services and Solutions

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

Evolution Q4 2024 vs Q4 2023



Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	-47 <i>-19%</i>	-106 <i>-40%</i>	+6 <i>+5%</i>	-9 <i>-14%</i>	-156 <i>-22%</i>
S&S Division	+1 <i>+2%</i>	-1 <i>-3%</i>	-2 <i>-12%</i>	+2 <i>+11%</i>	-1 <i>-1%</i>
Total	-46 <i>-16%</i>	-107 <i>-36%</i>	+5 <i>+3%</i>	-8 <i>-10%</i>	-156 <i>-19%</i>

12 months 2024 Revenue

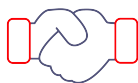
12 months 2023 Revenue						12 months 2024 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
826 29%	914 32%	531 18%	202 7%	2472 86%	Product Division	790 30%	759 29%	498 19%	201 8%	2248 85%
145 5%	134 5%	68 2%	52 2%	399 14%	S&S Division	152 6%	136 5%	67 3%	55 2%	409 15%
971 34%	1048 37%	599 21%	254 9%	2871 100%	Total	942 35%	894 34%	565 21%	256 10%	2657 100%

S&S: Services and Solutions

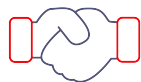
Faster-growing boxes (vs.avg) shown in green

Evolution 12 months 2024 vs 12 months 2023

Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	-35 -4%	-156 -17%	-33 -6%	-0 -0%	-224 -9%
S&S Division	+7 +5%	+2 +1%	-1 -1%	+3 +5%	+10 +3%
Total	-28 -3%	-154 -15%	-34 -6%	+2 +1%	-214 -7%



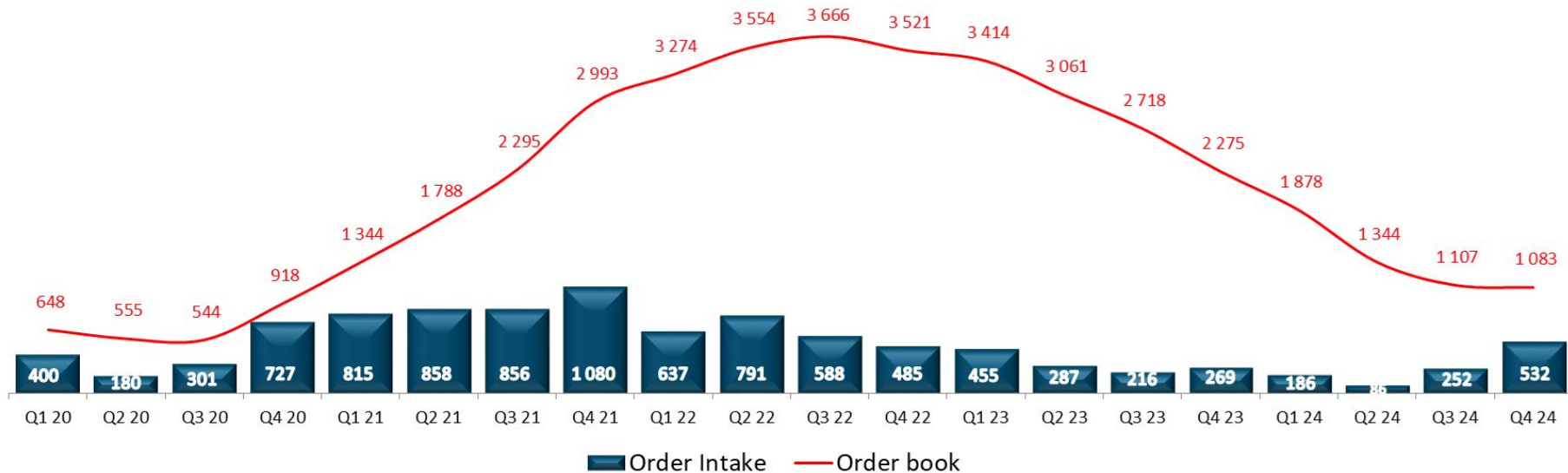
Evolution vs 2023



Rev. in €m <i>% vs. Rev. N-1</i>	2023.12	Exchange rate	Scope change	Evolution at constant scope *	2024.12
Product Division	2472	+2 <i>+0%</i>	+12 <i>+0%</i>	-238 <i>-10%</i>	2248 <i>-9%</i>
S&S Division	399	+1 <i>+0%</i>	+0 <i>+0%</i>	+10 <i>+2%</i>	409 <i>+3%</i>
Total	2871	+3 <i>+0%</i>	+12 <i>+0%</i>	-229 <i>-8%</i>	2657 <i>-7%</i>

* at constant scope and exchange rates: definition in appendix

Order intake and order book on equipment (€m)





Operational review

- » For the second consecutive quarter, order intake has risen to a level not seen since the 3rd quarter 2022.
- » Significant base effect on sales compared to Q4 2023, which was at a record level
- » Heterogeneous dynamics by sales area and by product line, rebound on the American market
- » Agile adjustment of the operational chain to the context



Order intake rebound, Q4 sales down



Outlook

- » Confirmation of expected recurring operating profit in 2024 above 7% of revenues
- » Expectation of stable revenue in 2025 compared with 2024

Appendix - Definitions

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

- » Scope:
 - for the company GI.ERRE SRL acquired in March 2023, restatement from January 1 of the current year to the anniversary date of its acquisition,
 - for the companies acquired in 2024 (COME SRL and Metal Work SRL in January 2024), restatement from the date of their acquisition to December 31, 2024,
 - no company exited the scope in 2023 and 2024.
- » 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 and may be cancelled.

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



THANK YOU

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