Q3 2025 Revenues

Michel Denis - President and CEO
Céline Brard - Chief Financial Officer

MANITOU GROUP | SET THE WORLD IN MOTION

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As a worldwide reference in handling, access platforms and earthmoving, Manitou Group's mission is to improve working conditions, safety and performance throughout the world, while protecting people and their environment.

SET THE WORLD

IN MOTION

MANITOU GROUP

01

Group's Life

Key facts - CSR & innovation

- **Announcement of an agreement to create a joint venture in Le Mans, France, specializing in the manufacture of lithium-ion batteries**
    - Accelerate the rollout of our electric machine ranges.
    - In line with our ambitions announced during the presentation of our new “LIFT” roadmap and our low-carbon trajectory.

Key facts - CSR & innovation

- **Manitou Group commits to decarbonize international logistics**
  - First shipment of telehandlers to Canada and the United States. Eventually, aerial work platforms will also be shipped.
  - Reduction of more than 80% in CO_2 emissions compared to a conventional cargo ship of the same capacity.

Key facts - Product

- **Expansion of the compact loader range**
  - Five new models—three skid steers and two compact track loaders—with high capacity (from 1.4 t to 1.6 t).
  - Among the best in the industry in terms of breakout force, hydraulic power, and auxiliary hydraulic system.

Key facts - Network

- **Expansion of the GEHL brand dealer network in Latin America**
  - Objectives: to enhance service quality and product availability for customers in the region.
  - Twelve new distribution points covering Brazil, Mexico, Panama, Peru, and Colombia with the dealer Chaneme.

02

Q3 2025 Activity

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Highlights

- Cumulative 9-month revenues 2025 of **€m 1,842**, -8% vs. 9-month revenues 2024, -7% like for like(1)
- Q3 2025 revenues of **€m 568**, -4% vs. Q3 2024
- Q3 2025 order intake on equipment of **€m 429** vs. €m 252 in Q3 2024, +70% vs 2024
- End of Q3 2025 order book(2) on equipment at **€m 1,009** vs. €m 1,107 in Q3 2024

(1) at constant scope and exchange rates
(2) term defined in the appendix

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Q3 2025 Revenues

Q3 2024 Revenues						Q3 2025 Revenues				
South Eur.	North Eur.	Americas	APAM	Tot.	€m *% tot.*	South Eur.	North Eur.	Americas	APAM	Tot.
168 *28%*	153 *26%*	124 *21%*	45 *8%*	489 *82%*	**Product Division**	169 *30%*	156 *27%*	91 *16%*	49 *9%*	465 *82%*
39 *7%*	34 *6%*	18 *3%*	14 *2%*	104 *18%*	**S&S Division**	37 *7%*	33 *6%*	18 *3%*	14 *2%*	102 *18%*
207 ***35%***	**186** ***31%***	**142** ***24%***	**58** ***10%***	**593** ***100%***	**Total**	**206** ***36%***	**189** ***33%***	**109** ***19%***	**63** ***11%***	**568** ***100%***

S&S: Services and Solutions

Faster-growing boxes (vs.avg)

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Evolution Q3 2025 vs Q3 2024

Rev. in €m *in %*	Revenues Q3 2025 vs Q3 2024				
	South Europe	North Europe	Americas	APAM	**Total**
Product Division	+1 *+1%*	+3 *+2%*	-33 *-27%*	+5 *+10%*	-24 *-5%*
S&S Division	-2 *-5%*	-1 *-2%*	+0 *+2%*	+0 *+2%*	-2 *-2%*
Total	**-1** *-0%*	**+3** *+2%*	**-33** *-23%*	**+5** *+8%*	**-25** *-4%*

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9 months Revenues

9 months 2024 Revenues						9 months 2025 Revenues				
South Eur.	North Eur.	Americas	APAM	Tot.	€m *% tot.*	South Eur.	North Eur.	Americas	APAM	Tot.
590 *30%*	599 *30%*	357 *18%*	146 *7%*	1692 *85%*	**Product Division**	535 *29%*	520 *28%*	325 *18%*	148 *8%*	1529 *83%*
114 *6%*	102 *5%*	53 *3%*	39 *2%*	308 *15%*	**S&S Division**	115 *6%*	100 *5%*	55 *3%*	43 *2%*	314 *17%*
704 ***35%***	**701** ***35%***	**410** ***20%***	**185** ***9%***	**2000** ***100%***	**Total**	**650** ***35%***	**620** ***34%***	**381** ***21%***	**191** ***10%***	**1842** ***100%***

S&S: Services and Solutions

Faster-growing boxes (vs.avg)

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Evolution 9 months 2025 vs 9 months 2024

Rev. in €m *in %*	Revenues 9 months 2025 vs 9 months 2024				
	South Europe	North Europe	Americas	APAM	**Total**
Product Division	-55 *-9%*	-78 *-13%*	-32 *-9%*	+2 *+1%*	-163 *-10%*
S&S Division	+2 *+1%*	-2 *-2%*	+3 *+5%*	+4 *+10%*	+6 *+2%*
Total	-54 *-8%*	-81 *-12%*	-29 *-7%*	+6 *+3%*	-158 *-8%*

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Evolution vs 2024

Rev. in €m *% vs. Rev. N-1*	2024.09	Exchange rate	Scope change	Evolution at constant scope *	**2025.09**
Product Division	1692	-13 *-1%*	+0 *+0%*	-150 *-9%*	1529 *-10%*
S&S Division	308	-3 *-1%*	+0 *+0%*	+8 *+3%*	314 *+2%*
Total	2000	-16 *-1%*	+0 *+0%*	-142 *-7%*	1842 *-8%*

** at constant scope and exchange rate*

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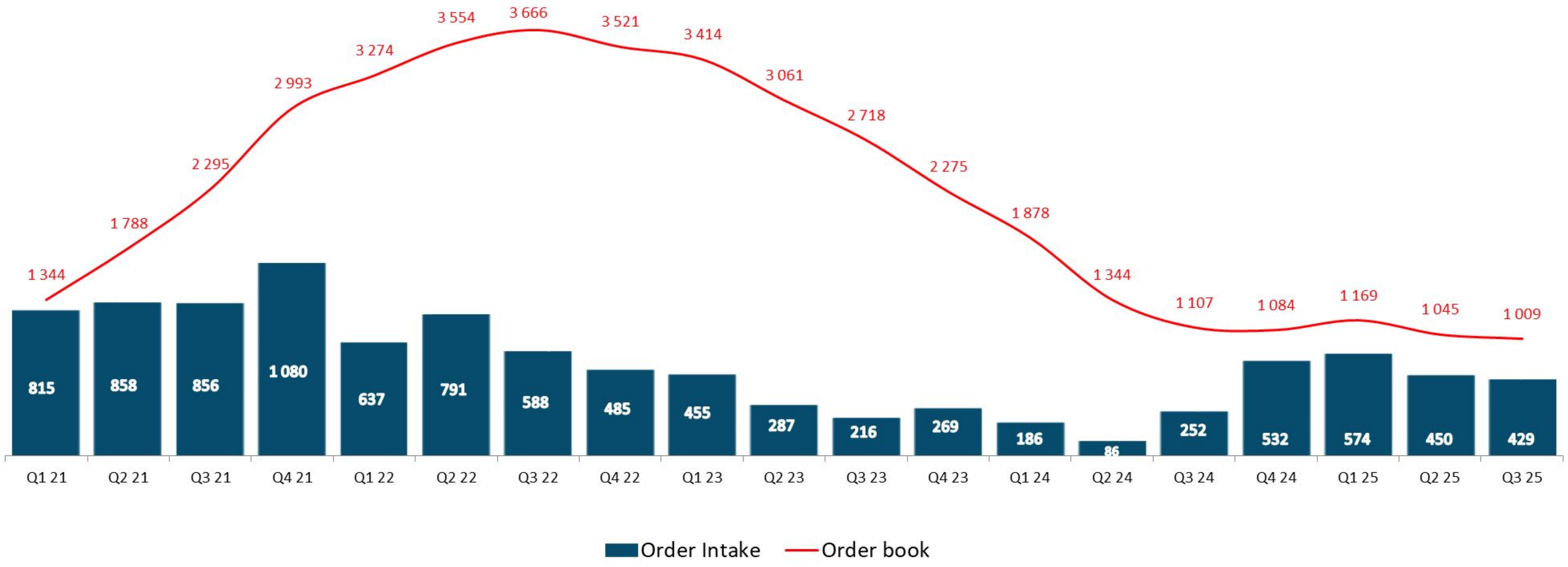
Order intake and order book on equipment (€m)



The order book represents approximately 6 months of activity.

Operational review

- » Continued increase in order intake, up compared to Q3 24.
- » Strengthening of our position in most geographic areas. Despite a market downturn, our group demonstrated greater resilience.
- » Revenues of the Product division was negatively impacted by higher tariffs and unfavorable exchange rate effects.
- » Stronger resilience of the S&S activity.

Strengthening of the group's positioning despite a decline in revenues

03

2025 Outlook

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US tariff situation

- Manitou Group is affected both by products imported into the US and by machines manufactured in the US.
- The group is currently implementing several measures to mitigate the effects of the increase in customs duties.

Outlook

Anticipation of a slight decline in 2025 revenues, of around 4% compared with 2024.

Anticipation of a recurring operating profit representing 5.3% of revenues.

Appendix - Definitions

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

- Scope:
  - no company acquired in 2024 and 2025 that could impact the current period published,
  - no company exited the scope in 2024 and 2025.
- 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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