

Earnings

Q3 2026

MANITOU GROUP

Sylvain Blaise, President & CEO
Céline Brard, CFO

MANITOU GROUP PRESENTATION

A worldwide reference in handling, aerial work platform and earthmoving, Manitou Group designs, produces, distributes and provides equipment and services for the construction, agriculture and industrial sectors.

The Group's mission is to improve working conditions, safety and performance throughout the world, while preserving people and their environment.

6,100
TALENTS WORLDWIDE

€2,6 bn
2025 REVENUE

800
BRAND DEALERS



01

Q3 2026 highlights:
LIFT 2030 strategic alignment



An external environment still impacted by multiple sources of pressure

Solid resilience in the European market, driven by Rental and Agriculture

Complex geopolitical context and foreign exchange volatility

Inflationary environment and rising interest rates

Partnership agreement with Hyundai Develon Construction Equipment

Signature of a cross-dealer partnership for construction product ranges



A strategic alliance to enable us to significantly expand Manitou Group offer in the global compact equipment market, more specifically in the construction sector

- HD Construction Equipment will produce mini-excavators, which will be marketed under both Manitou and GEHL brands
- Manitou Group will manufacture compact loaders (skid and track) for the Hyundai and Develon brands

HIGHLIGHTS Q3 2026

Leadership Innovation **Client focus** Transfo.

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Machine launches

» A new generation of M, MC, and MSI forklifts

Key enhancements: operator comfort, simplified maintenance, and industrial cab rationalization



Manitou MC 25-2

» A new range: stand-on mini track loader (UTL)

Target market: landscaping and construction
First deliveries scheduled for January 2027



Manitou 1050 SRT

HIGHLIGHTS Q3 2026

Leadership Innovation Client focus Transfo.

MANITOU GROUP

Concrete mixing bucket





Grader blade

Cold planer





Planetary drive auger

Launch of a new attachment range

dedicated to compact loaders

- Specifically designed for large skid-steer and track loaders
- To respond to European market needs
- Upgrades to existing attachments and 5 new attachments
- Turnkey “machine-attachments” solutions



Forestry
& stone mulcher

Q3
2026

HIGHLIGHTS Q3 2026

Leadership Innovation Client focus Transfo.

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Our award-winning products

» Izydory Award in Poland: genuine field recognition for the MLT 742-140 V+ e!





» **Machine of the year** awarded to the 100% electric MLT 625 e at the 95th National Ploughing Championships in Ireland

» **Best telehandler of the year** awarded to the MT 1840 e at the Movicarga Awards in Spain





HIGHLIGHTS Q3 2026





Presentation of LIFT 2030 CSR commitments

5th edition of Manitou Group's annual CSR event: On the way up

- Global broadcast on September 30, 2026
- Roundtable format with external speakers (neuroscientist + President of Neoline)
- Testimonials from numerous stakeholders (employees, suppliers, dealers, end-users, etc.)

02

Q3 2026 Activity

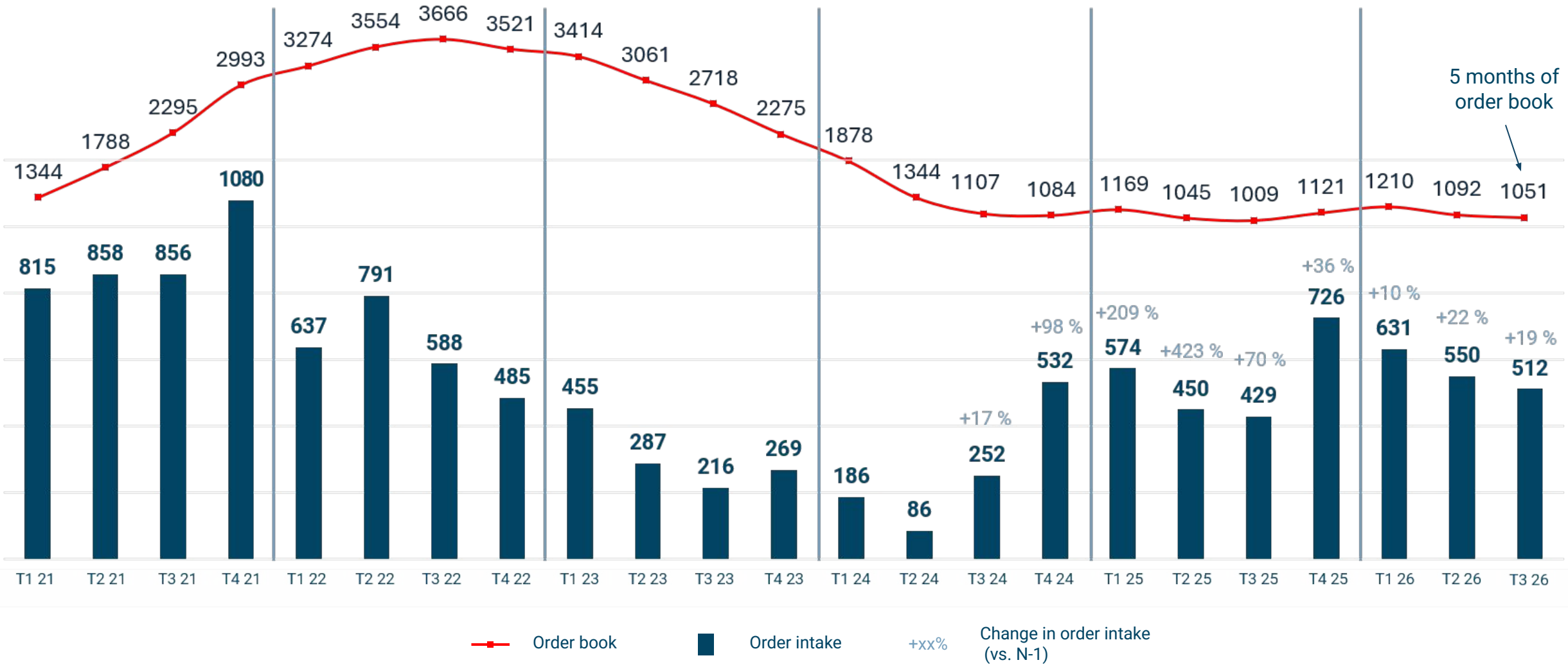
KEY FIGURES

	9 month Revenue	9 month Machines order intake[1]	End Q3 Order book
2026	€2,069m	€1,693m	€1,051m
vs. 2025	+12.3%	+16.4%	+4.1%

	Q3 Revenue	Q3 Machines order intake[1]
2026	€642m	€512m
vs. 2025	+13.0%	+19.3%

(1) see appendix for term definition

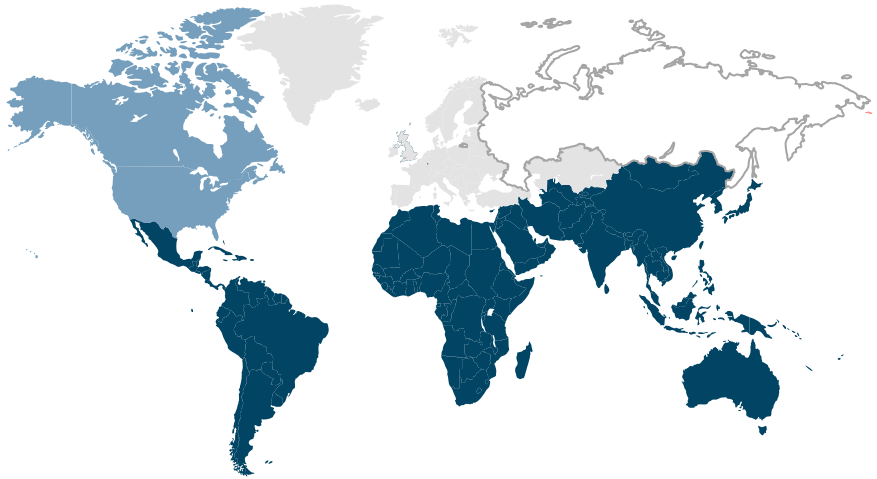
9th CONSECUTIVE QUARTER OF INCREASE IN MACHINES ORDER INTAKE VS N-1 AND STABILIZATION OF THE ORDER BOOK (€m)[1]



(1) see appendix for term definition

PERFORMANCE BY REGION

Segmentation aligned with strategic goals
and the operational organization



Area Not Covered

	Europe	North America	LAPAM
Revenue 9 month var. 25 LFL*	**€1,709m** +15.8%	**€380m** +9.8%	**€243m** -7.8%
Revenue Q3 var. 25 LFL*	**€512m** +13.1%	**€140m** +41.9%	**€88m** -5.9%

* LFL: Like for like, at constant exchange rate

Operational performances

Europe

Continued revenue growth driven by market expansion.

North America

Third-quarter business rebound driven by market growth versus 2025 and favorable foreign exchange effects in the third quarter.

LAPAM[1]

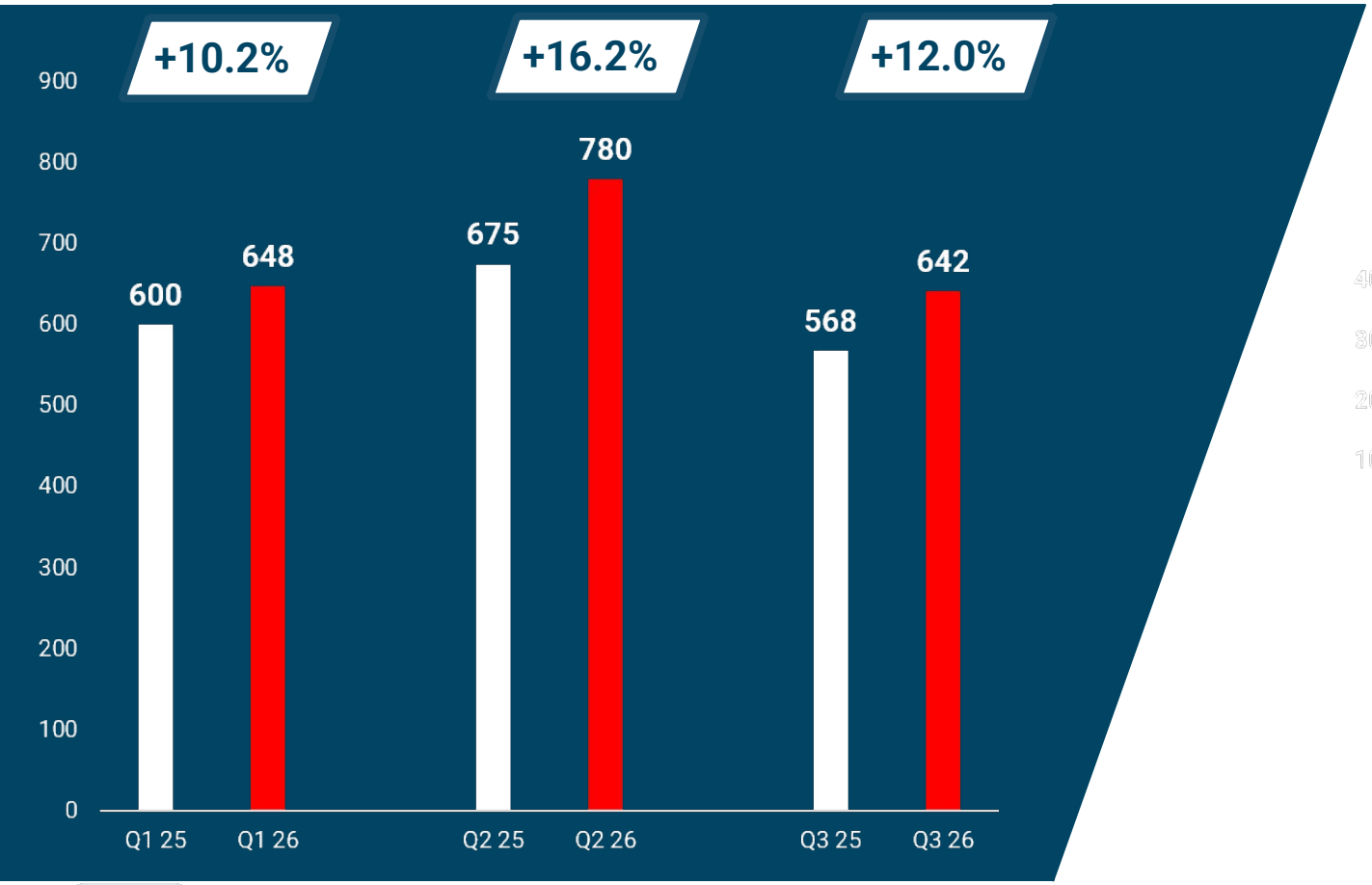
Lower activity weighed down by Middle East geopolitical instability and intense Asian competitive pressure.

[1] Latin America, Asia-Pacific, Africa and Middle-East

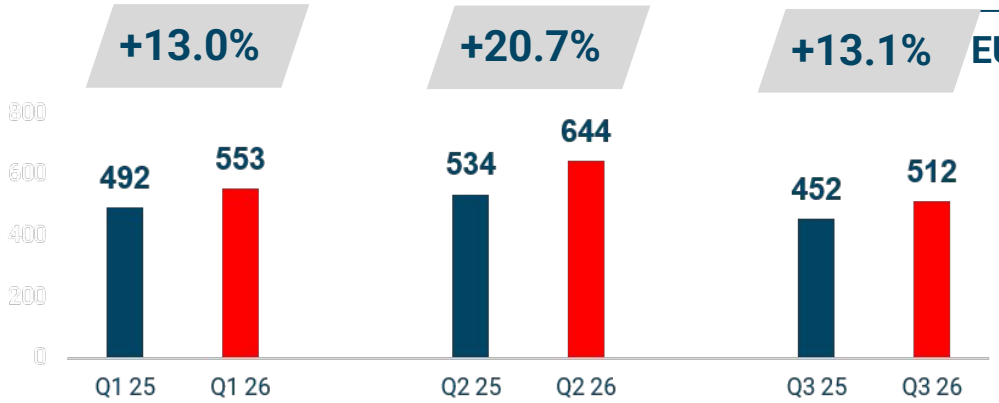
Q3 2026 REVENUE* GROWTH DRIVEN BY EUROPE AND NORTH AMERICAN REBOUND

Revenue in current data,
% change in constant data excluding exchange rate effects

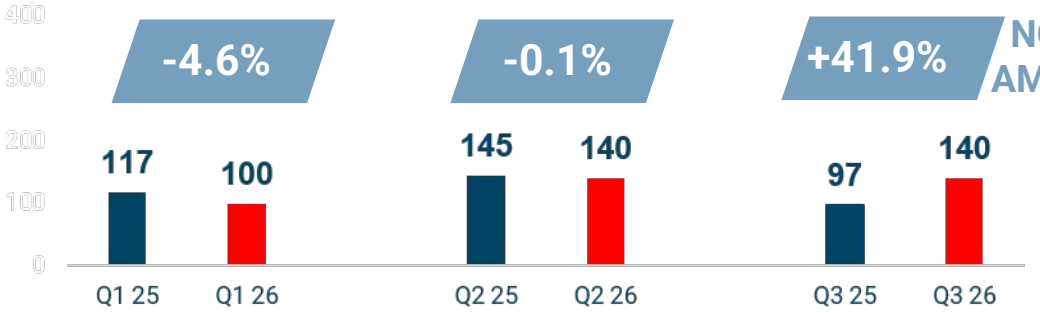
GROUP



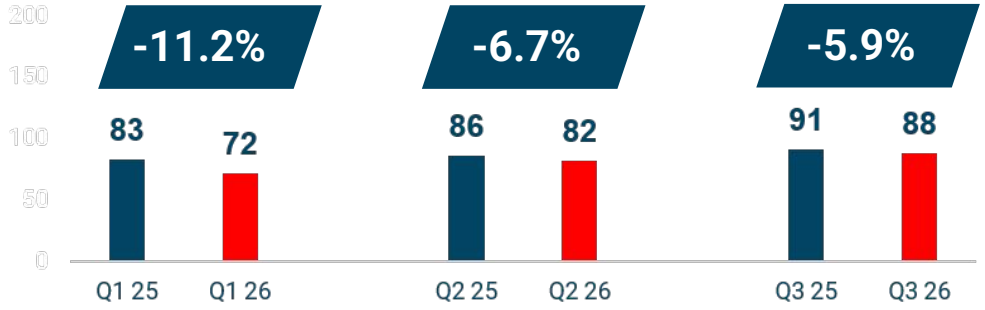
EUROPE



NORTH AMERICA



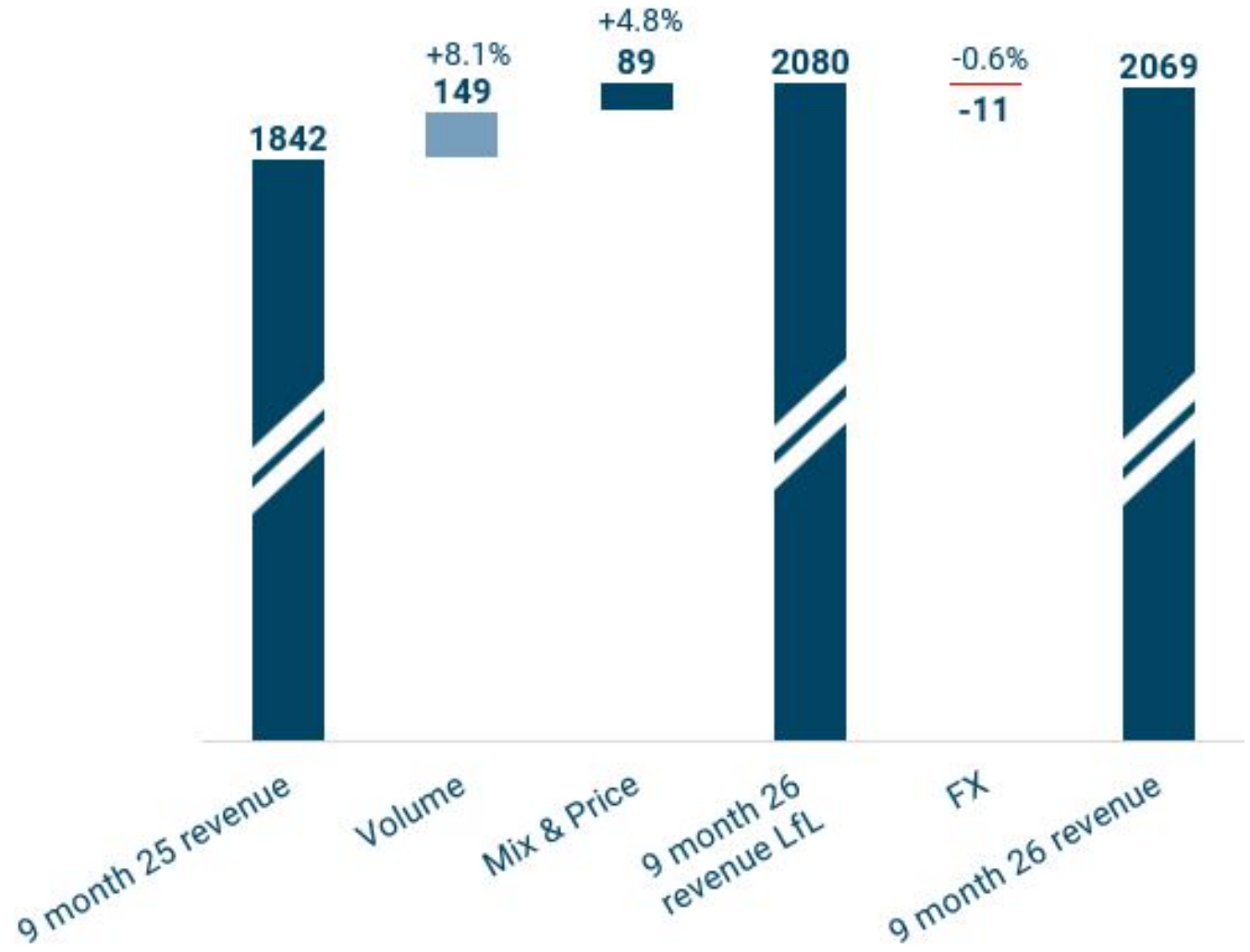
LAPAM



Q3 2026

*€m

9 MONTH REVENUE BRIDGE (€m)



- Positive volume dynamics
- Favorable product mix
- Pricing impacted by a competitive environment
- Unfavorable exchange rates



03

2026 Outlook



100 DAYS OF SYLVAIN BLAISE



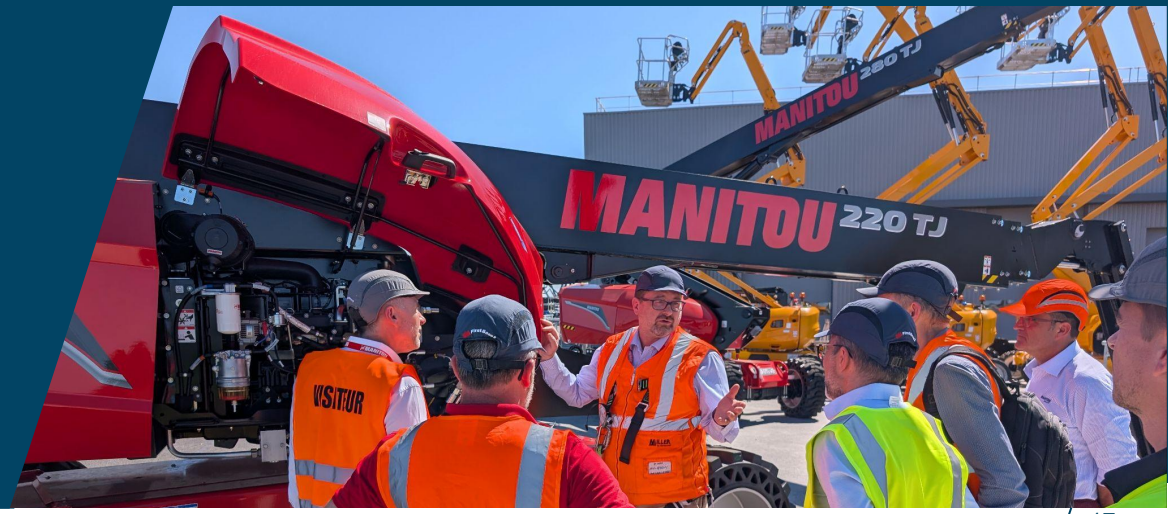


Solid foundations

- Strong products and brands
- A solid network and satisfied customers
- Committed and passionate employees

Profitability and innovation imperatives

- Intense competitive pressure
- Costs and prices discipline
- Investment in innovation

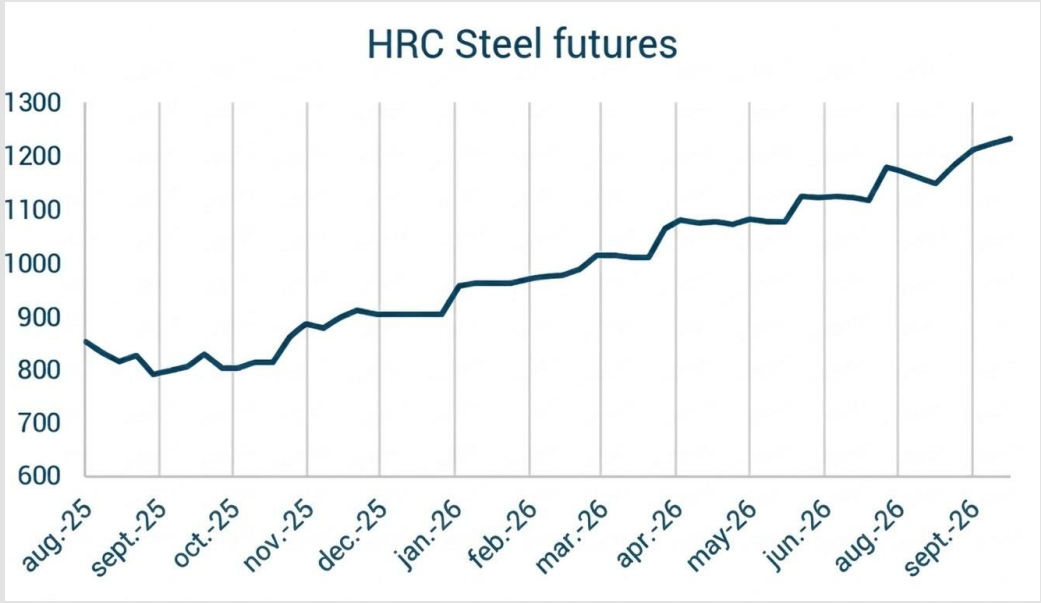


Activity secured by a strong order book

- Solid order book (5 months as of September 30, 2026)
- Good level of activity expected for the 4th quarter, close to Q4 2025

Increase in raw material and energy costs

e.g., steel prices (Nymex)



Implementation of actions to compensate these external shocks



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Guidance confirmed despite raw material cost inflation

Revenue **growth of 6.5% to 8%** compared to 2025

Recurring operating profit between **5.3% and 5.6%** of revenue

However, achieving these objectives remains conditional on an uncertain environment, driven by an unstable macroeconomic situation, geopolitical context, and volatile raw material prices.

FOURTH QUARTER PRIORITIES

Focus on productivity and cost control

Remaining competitive in an inflationary and competitive environment

Adjusting pricing in response to inflationary pressure

Strengthening our position in North America

Positioning to regain in 2027 through continued investment





Q&A



Appendix

REVENUE BY ACTIVITY - 9 MONTH

	EUROPE			NORTH AMERICA			LAPAM			ELIMINATION OF INTER-REGION SALES			TOTAL		
(in €m)	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change
Machines	**1,452**	1,235	+17.5%	**328**	309	+6.0%	**193**	209	-7.8%	**-229**	-225	+1.5%	**1,744**	1,529	+14.1%
Spare Parts & Attachments	**208**	201	+3.7%	**48**	45	+5.3%	**30**	31	-2.5%	**-29**	-28	+6.7%	**256**	249	+2.9%
Services	**49**	42	+17.1%	**4**	4	-6.4%	**20**	20	-1.0%	**-3**	-2	+122.2%	**69**	64	+7.5%
Total	**1,709**	**1,478**	+15.6%	**380**	**359**	+5.8%	**243**	**260**	-6.7%	**-261**	**-254**	+2.8%	**2,069**	**1,842**	+12.3%

REVENUE BY ACTIVITY - Q3

	EUROPE			NORTH AMERICA			LAPAM			ELIMINATION OF INTER-REGION SALES			TOTAL		
(in €m)	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change
Machines	**428**	374	+14.4%	**122**	81	+50.8%	**71**	74	-4.4%	**-88**	-64	+36.7%	**534**	465	+14.7%
Spare Parts & Attachments	**67**	63	+6.4%	**16**	13	+18.5%	**11**	10	+10.1%	**-10**	-7	+35.4%	**84**	79	+6.3%
Services	**17**	15	+14.5%	**2**	3	-43.6%	**7**	7	-2.2%	**-1**	-1	+36.8%	**24**	24	+2.1%
Total	**512**	**452**	+13.3%	**140**	**97**	+43.8%	**88**	**91**	**-2.7%**	**-98**	**-72**	+36.6%	**642**	**568**	+13.0%

CONTRIBUTIVE REVENUE - 9 MONTH

	EUROPE			NORTH AMERICA			LAPAM			TOTAL		
(in €m)	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change	**9 month 2026**	9 month 2025	Change
Total revenue	**1,709**	1,478	+15.6%	**380**	359	+5.8%	**243**	260	-6.7%	**2,331**	2,097	+11.2%
Inter-region revenue	**-210**	-209	+0.4%	**-43**	-37	+16.0%	**-9**	-8	+3.1%	**-261**	-254	+2.8%
External revenue	**1,498**	**1,268**	+18.1%	**337**	**322**	+4.6%	**234**	**252**	**-7.0%**	**2,069**	**1,842**	+12.3%

CONTRIBUTIVE REVENUE - Q3

	EUROPE			NORTH AMERICA			LAPAM			TOTAL		
(in €m)	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change	**Q3 2026**	Q3 2025	Change
Total revenue	**512**	452	+13.3%	**140**	97	+43.8%	**88**	91	-2.7%	**740**	640	+15.7%
Inter-region revenue	**-81**	-55	+47.4%	**-14**	-14	+5.9%	**-3**	-4	-12.6%	**-98**	-72	+36.6%
External revenue	**431**	**397**	+8.6%	**125**	**83**	+49.9%	**85**	**87**	**-2.3%**	**642**	**568**	+13.0%

DEFINITIONS

Like for like, i.e. at constant scope and exchange rates:

- Scope:
  - no company acquired in 2025 and 2026 that could impact the current period published,
  - no company exited the scope in 2025 and 2026.
- 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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