

# Q3 2024 Revenues

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GROUP

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**IN MOTION**



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# Highlights

- » 9-month revenues of **€2,000m**, - 3% vs. 9-month revenues 23, -3% like for like<sup>(1)</sup>
- » Q3 24 revenues of **€593m**, - 10% vs. Q3 23
- » Q3 24 order intake on equipment of **€252m** vs. €216m in Q3 23
- » End of Q3 24 order book<sup>(2)</sup> on equipment at **€1,107m** vs. €2,718m in Q3 23



## Group adaptation to a less dynamic environment

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

*(2) term defined in the appendix*



# Highlights - Inauguration of the Yankton plant

- » Celebrating 50 years of the Yankton plant (South Dakota)
  - » 7,000 m<sup>2</sup> extension of the site dedicated to the production of telescopic forklifts for the North American market, and articulated loaders
  - » Investment of €18 million to meet the growing needs of demand in the North American market



# Highlights - Laying the foundation stone

- » Lays the first stone of the mechanical welding site in Candé (France) on October 1st
  - » An investment of €60 million to integrate the upstream structure phase of the telescopic articulated platform booms
  - » Absorb activity peaks in the long term and optimize production control
  - » Work planned until the end of 2025 for start of production scheduled in summer 2026



# Group life

- » **Participation in the 6th edition of “Rencontres du Matériel Durable” on September 24, 2024**
  - » **An event organized by the Community of Sustainable Equipment Actors**
  - » **90 French players in the construction sector gathered**
  - » **Objective of accelerating the energy transition of an entire sector by bringing together the major players in the sector**





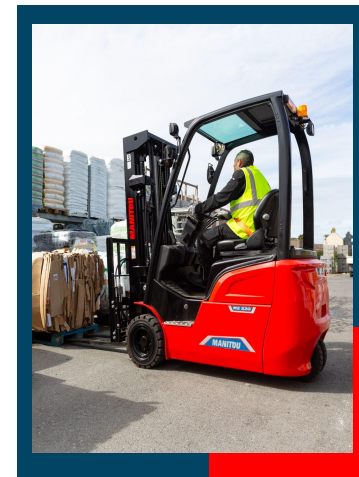
# Highlights - Acquisitions

- » Finalization of the acquisition of Dezzo activities, in South Africa
- » Objective to sustain activities and strengthen service to customers based in this region
- » Turnover of 8 million euros achieved in 2023



# Highlights - Products & Innovation

- » **Launch of a new range of ME lift forklifts**
  - » Five new compact electric models ranging from 1.6t to 3t lifting capacity
  - » A lithium battery with an extended lifespan
  - » Distribution throughout Europe





# Q3 2024 Revenue

Q3 2023 Revenue					€m % tot.	Q3 2024 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.		South Eur.	North Eur.	Americas	APAM	Tot.
180 27%	208 32%	126 19%	46 7%	559 85%	<b>Product Division</b>	168 28%	153 26%	124 21%	45 8%	489 82%
34 5%	32 5%	18 3%	13 2%	97 15%	<b>S&amp;S Division</b>	39 7%	34 6%	18 3%	14 2%	104 18%
<b>214</b> <b>33%</b>	<b>240</b> <b>37%</b>	<b>144</b> <b>22%</b>	<b>59</b> <b>9%</b>	<b>656</b> <b>100%</b>	<b>Total</b>	<b>207</b> <b>35%</b>	<b>186</b> <b>31%</b>	<b>142</b> <b>24%</b>	<b>58</b> <b>10%</b>	<b>593</b> <b>100%</b>

S&S: Services and Solutions

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



# Evolution Q3 2024 vs Q3 2023

Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
Product Division	-12 <i>-7%</i>	-55 <i>-27%</i>	-2 <i>-2%</i>	-1 <i>-2%</i>	<b>-70</b> <i>-13%</i>
S&S Division	+5 <i>+15%</i>	+2 <i>+5%</i>	-0 <i>-2%</i>	+1 <i>+7%</i>	<b>+7</b> <i>+8%</i>
<b>Total</b>	<b>-7</b> <i>-3%</i>	<b>-53</b> <i>-22%</i>	<b>-2</b> <i>-2%</i>	<b>-0</b> <i>-0%</i>	<b>-63</b> <i>-10%</i>





# 9 months Revenue

9 months 2023 Revenue						9 months 2024 Revenue				
South Eur.	North Eur.	Americas	APAM	Tot.	€m % tot.	South Eur.	North Eur.	Americas	APAM	Tot.
578 28%	649 32%	396 19%	137 7%	1761 86%	<b>Product Division</b>	590 30%	599 30%	357 18%	146 7%	1692 85%
108 5%	99 5%	52 3%	38 2%	297 14%	<b>S&amp;S Division</b>	114 6%	102 5%	53 3%	39 2%	308 15%
<b>686 33%</b>	<b>748 36%</b>	<b>448 22%</b>	<b>175 9%</b>	<b>2058 100%</b>	<b>Total</b>	<b>704 35%</b>	<b>701 35%</b>	<b>410 20%</b>	<b>185 9%</b>	<b>2000 100%</b>

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# Evolution 9 months 2024 vs 9 months 2023

Rev. in €m <i>in %</i>	South Europe	North Europe	Americas	APAM	Total
 Product Division	+12 <i>+2%</i>	-50 <i>-8%</i>	-39 <i>-10%</i>	+9 <i>+6%</i>	<b>-69</b> <i>-4%</i>
 S&S Division	+6 <i>+6%</i>	+3 <i>+3%</i>	+1 <i>+2%</i>	+1 <i>+3%</i>	<b>+11</b> <i>+4%</i>
<b>Total</b>	<b>+18</b> <i>+3%</i>	<b>-47</b> <i>-6%</i>	<b>-38</b> <i>-9%</i>	<b>+10</b> <i>+6%</i>	<b>-58</b> <i>-3%</i>

# Evolution vs 2023

Rev. in €m <i>% vs. Rev. N-1</i>	2023.09	Exchange rate	Scope change	Evolution at constant scope *	2024.09
Product Division	1761	-0 <i>-0%</i>	+9 <i>+1%</i>	-78 <i>-4%</i>	<b>1692</b> <i>-4%</i>
S&S Division	297	-0 <i>-0%</i>	+0 <i>+0%</i>	+11 <i>+4%</i>	<b>308</b> <i>+4%</i>
<b>Total</b>	<b>2058</b>	<b>-0</b> <i>-0%</i>	<b>+10</b> <i>+0%</i>	<b>-67</b> <i>-3%</i>	<b>2000</b> <i>-3%</i>

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

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



The order book on equipment becomes gradually normalized around 6 months of activity.





# Operational review

- » Business slowdown through Q3
- » Miscellaneous dynamics regarding sales area and product line
- » Slow operational increase in North America
- » Rebound in order intake on equipment, but still restrained considering the high level of dealer inventories in some sales area
- » Agile adjustment of the operational chain to this new environment



**Adaptation to the current environment**



# Outlook

- » Expectation of a 2024 revenues dipped about 7% compared with 2023
- » Expectation of a 2024 recurring operating profit to be over 7% of revenues

# Appendix - Definitions

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

- » Scope:
  - for the company GI.ERRE 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 S.R.L and Metal Work S.R.L in January 2024), restatement from the date of their acquisition to September 30, 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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