



Net sales in 2006 greater than forecast with growth of + 21.3% in the 4th quarter

in M€	2005	2006	Variation
France	409,1	422,9	+ 3,4%
Other countries in the E.U.	443.6	540.4	+ 21.8%
Other areas	132.6	164.4	+ 24.3%
TOTAL	985.0	1127.7	+ 14.5%

Business in 2006

The Group significantly stepped up its business activity in the 3rd quarter (+ 18.0%) and in the 4th quarter of 2006 (+ 21.3%), thus achieving a consolidated net sales figure of 1,127.7 M€, producing growth of 14.5%, well above previous forecasts.

Over recent months there has been particularly strong growth in Germany, in the Benelux countries, Spain, Italy and in the countries that have recently joined the European Union. Outside the E.U. the Group is enjoying the fruits of the efforts it made to speed up the rate of its expansion in those countries and areas with a strong potential for growth.

Outlook for 2007

Bolstered by an order book worth 2.5 months of business and by 30% growth compared to the end of 2005, the Group is making a confident start to the 2007 financial year by setting itself the following objectives:

- consolidating its position as world leader in rough terrain handling equipment (forklift-trucks, and telescopic forklift-trucks),
- expanding business operations in the access-platform sector,
- speeding up expansion of the industrial forklift-truck and warehouse truck sectors,
- and completing many re-organisation programmes set up during the last two years.

Taking account of the favourable outlook presented by all its markets and all its business operations the Group predicts that it will achieve a growth in net sales of the order of 10% in 2007, with an increase at least equivalent in its net income.

Next meeting:

13 March 2007 - Publication of the results for 2006

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