



## Robust growth in first-half sales

### Consolidated sales: up 10.0% at constant exchange rates

in M€	1 <sup>st</sup> half		Change 2008/2007	
	2007	2008	At current exchange rates	At current exchange rates
FRANCE	250	297	+ 18.5%	+ 18.5%
Other E.U. countries	338	330	- 2.4%	+ 0.2%
Other regions	83	98	+ 19.3%	+ 24.7%
<b>TOTAL</b>	<b>671</b>	<b>725</b>	<b>+ 8.1%</b>	<b>+ 10.0%</b>

### Business overview: 1<sup>st</sup> half 2008

Growth in consolidated sales was slightly higher in the second quarter than in the first. At end-June, growth was +10.0% at constant exchange rates and +8.1% at current exchange rates. Therefore, despite an unfavourable base effect due to the absence of sub-contracting business on behalf of CASE-NEW HOLLAND (€13.1 million in the first half of 2007), the sharp fall in equipment sales in the building sector in Spain (sales down €55 million) and negative exchange rate fluctuations (€13 million), the MANITOU Group managed to achieve robust sales growth not just in France but also in most EU countries and in other geographic regions where it strengthened its position as world leader in rough terrain handling equipment and telescopic forklift-trucks.

Buoyant sales of telescopic forklift-trucks in the agricultural sector and strong sales of industrial handling equipment offset the slowdown in order intake of equipment for the building sector. Encouraged by an order book which represents more than four months of sales, the Group remains confident that it will achieve its full-year growth target of between 8% and 10%.

#### Forthcoming events:

**28 august:** H1 2008 results

**7 november:** Q3 2008 sales

The full press release is available on the company's website:  
[www.manitou.com](http://www.manitou.com)

Information stockholders:  
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#### Listing codes:

**ISIN** : FR000038606 • **MNO** : MTU • **Reuter** : MAN.PA • **Bloomberg** : MTU FP

**Indices** : SBF 250, NEXT 150, MIDCAC 100