



Increase in first-half sales: up 14.8%

In M€	1st half		Change
	2006	2007	2007/2006
France	229.9	250.0	+ 8.7%
Other EU countries	271.8	338.1	+ 24.4%
Other regions	82.7	82.6	- 0.1%
TOTAL	584.4	670.7	+ 14.8%

1st half business overview

After an excellent first quarter, business remained at a high level in the second quarter, with total order intake up 20% at 30 June 2007 compared with the first six months of 2006.

All activities continued to benefit from favourable trading conditions and buoyant markets in all economic sectors and geographical markets served by the Group with the exception of North America.

However, these favourable trading conditions are not reflected in full in the sales growth recorded in the second quarter because of production and delivery delays arising from temporary difficulties sourcing certain components.

The resulting lag in billing, which does not bring into question growth prospects for 2007, meant there was a sharp increase in the order book at 30 June 2007, up 50% year-on-year.

Changes to the partnership with TOYOTA

MANITOU BF and TOYOTA INDUSTRIES CORPORATION (TICO) signed an agreement on 19 July 2007, reorganising the various facets of their industrial partnership as follow.

Under the terms of this agreement, MANITOU:

- is scaling back its shareholding in TIE S.A. (TOYOTA Industrial Equipment) from 40% to 20%. This company was formed in 1995 by MANITOU and TICO for the purpose of manufacturing and assembling TOYOTA forklift-trucks.
- is consolidating its role as a subcontractor of TOYOTA masts supplied to TIE S.A. To this end, MANITOU will invest € 9 million in 2007 and at the start of 2008 to open a new manufacturing unit with an annual production capacity of 20,000 masts.

Furthermore, it will be recalled that at the end of 2006 TOYOTA and CFM, a 100% MANITOU company specialised in the distribution of industrial forklift-trucks, renewed for a period of 4 years the distribution agreement in force during the last 35 years on the French territory.

Forthcoming events

H1 2007 results: 31 August 2007

Additional information available at:
www.manitou.com

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