



Consolidated sales at end-September: up 12.7% **Marked increase in order book**

Third quarter business overview

Third-quarter business was characterised by:

- A marked increase in order intake (up 53% compared with Q3 2006) on the back of strong demand from the European building and agricultural markets.
- Sales of €267.9 million (up 8% compared with Q3 2006), still hampered by supply difficulties for certain components.
- The launch of a new range of telescopic forklift-trucks dedicated to the building industry, which was well received by the distribution networks.

Situation at end-September

Consolidated net sales for the first nine months of the financial year stood at €938.6 million (compared with €832.5 million), representing a rise of 12.7%. European Union sales of rough-terrain handling equipment, access platforms and spare parts saw particularly dynamic growth (up 14.4%) on

account of the robust state of building and agricultural markets. Order intake over the period was up 30.9%. However, production and delivery delays linked to supply difficulties with manufacturers of some components have temporarily compromised this outstanding level of activity.

The lag between order intake and invoicing is reflected in the growth of the order book, which has more than doubled since end-December 2006. This situation is expected to correct itself gradually in early 2008.

Forthcoming events

31 January 2008:
FY 2007 sales

21 February 2008:
FY 2007 results

30 April 2008:
Q1 2008 sales

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