



## PRESS RELEASE

# ACQUISITION IN CHINA

**In order to expand its industrial and commercial activities, on September 21 2005 MANITOU announced that it had acquired a majority interest (90%) in the HANGZHOU IRISMAN MH EQUIPMENT Corp., which specialises in the manufacture and distribution of industrial IC-masted forklift trucks.**

HANGZHOU IRISMAN MH EQUIPMENT is a young company, recently established in Hangzhou, in the north of the Zhejiang province, at the heart of one of China's most dynamic regions, 150 km south of Shanghai. It manufactures and markets a range of industrial IC-masted forklift trucks with a lifting capacity of 1.5 – 3.5 tonnes. These models will complement the current range of MANITOU's highest tonnage industrial trucks. Currently distributed under the IRISMAN brand, these trucks will shortly be marketed under the MANITOU colours and brand in all countries where the MANITOU Group is not linked by distribution agreements with other manufacturers.

This acquisition also provides the MANITOU Group with an operational industrial tool in China (a 6,800 m<sup>2</sup> factory on a 21,200 m<sup>2</sup> site), and a supply base for sourcing local components. In the near future it will also lead to the establishment of a commercial entity, which will accelerate the growth in sales of MANITOU products in the Chinese market.

The acquisition of shares in the HANGZHOU IRISMAN MH EQUIPMENT Corp. was carried out by purchasing shares owned by Chinese shareholders, and by subscribing to two capital increases, which will increase the capital to the equivalent of \$4.2 million. When the process is complete, MANITOU will hold 90% of the company's capital, along with its local partner and the current Managing Director, who will retain 10%. As soon as this process has been completed, the company will be named MANITOU HANGZHOU MATERIAL HANDLING Co Ltd.



Asked about the relevance of this operation, Marcel Claude BRAUD, the chairman of MANITOU's board of directors, said: "This is a strategic operation for the Group because it strengthens MANITOU's vocation to become a full player in the area of materials handling. It also opens up the Chinese market, which will certainly be a significant market in the future. This operation also reinforces the strong international dynamic of the Group following the opening a few weeks ago of a commercial office in India (Mumbai) and the establishment of a new distribution subsidiary in Australia (Sydney), to speed up expansion in the Pacific region".

*MANITOU is a French company with a registered office in Ancenis (Loire-Atlantique). It manufactures and markets materials handling equipment. The MANITOU Group, the world leader in rough terrain forklift trucks (masted forklift trucks and telescopic forklift trucks) has a global reach with a network of almost 500 independent agents across more than 100 countries. The Group's activities are not limited to industrial forklift trucks, but also include rough terrain forklift trucks, aerial lifts and storage materials. Net sales are divided between three sectors: construction, agriculture and industry. In 2004, the Group's consolidated net sales were €822.2 million and net profit for the Group was €57.2 million. For the first half of year 2005, net sales (IFRS) are €531.3 million and the net profit is €4.4 million according to IFRS and represents 8.4% of net sales. MANITOU shares are listed on EURONEXT's Second Market, under the symbol MTU.*

*Further information:  
[www.manitou.com](http://www.manitou.com)*