

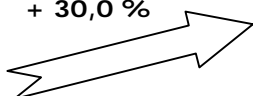


## STRONG GROWTH IN RESULTS FOR THE FIRST HALF YEAR OF 2005: NEW DEVELOPMENTS OVERSEAS

### Strong growth in results

| in Millions €                 | 1st half year 2004 |             | 1 <sup>st</sup> half year 2005 | Variation 2005/2004 |
|-------------------------------|--------------------|-------------|--------------------------------|---------------------|
|                               | French GAAP        | IFRS        | IFRS                           | IFRS                |
| Net sales                     | 409.6              | 408.6       | 531.3                          | +30.0%              |
| Operating result              | 46.8               | 48.5        | 66.8                           | +37.7%              |
| <i>As a % of net sales</i>    | <i>11.4</i>        | <i>11.9</i> | <i>12.6</i>                    |                     |
| Net profit                    | 31.6               | 32.4        | 44.4                           | +37.2%              |
| <i>As a % of net sales</i>    | <i>7.7</i>         | <i>7.9</i>  | <i>8.4</i>                     |                     |
| Net profit per share in euros | 0.84               | 0.86        | 1.18                           | +37.2%              |

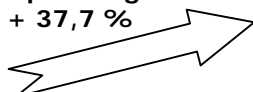
**Net sales**  
**+ 30,0 %**



### Net sales stimulated by overseas business

The growth of net sales in the first half of the year continues the trend in financial year 2004 with a rate of growth in France (+22.8%) and a significant increase in sales overseas (+ 36.3%). The Group's business has developed steadily in most of the countries in Continental Europe and has experienced high rates of growth in Central Europe, Africa, Oceania and North America.

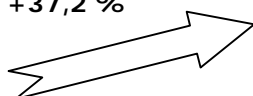
**Operating result**  
**+ 37,7 %**



### Strong Growth in profits

In an environment that shows no signs of any change in the price of raw materials and components, the Group has been able to restore its gross margins and its added value but not at the levels in the first half year of 2004. However, the significant increase in revenues and the control over operating expenditure have acted to help lever up operational profitability which gained 0.7 points to reach 12.6%. After taking into account the strong growth in finance income and the share of profits from stakes in equity affiliates amounting to 2.2 million €, the net profit was 44.4 million € according to IFRS and represents 8.4% of net sales.

**Net profit**  
**+37,2 %**



### Acquisition in China

In order to develop its industrial and sales business activities, MANITOU has just completed arrangements to take over a majority stake (90%) in the share capital of a young Chinese company HANGZHOU IRISMAN MH that specialises in the manufacture and distribution of IC-masted forklift trucks. This operation will allow the MANITOU Group:

- To round off its product range with masted forklift truck models (diesel/LPG), with a capacity of 1.5 to 3.5 tons, which are to come on to the export market with the MANITOU brand name ;
- To have an industrial operational tool and a supply base for the sourcing of local components ;
- And to set up a commercial entity for the distribution of MANITOU products in China.

This operation will increase the strong development dynamic overseas after the opening a few weeks ago of a sales office in India (Mumbai) and the setting up of a new branch office for distribution in Australia (Sydney).

### New developments overseas

**Information about the company and press releases on setting up business in China is available on:**

[www.manitou.com](http://www.manitou.com)

### Listing

ISIN Code: FR0000038606

MNO : MTU

Reuter Code: MANP.PA

Bloomberg Code: MTU.FP

Index: CAC MID 100

### Next meetings

**Net sales for the third quarter of the year:** 19 October 2005

**Net sales for the financial year 2005 :** 25 January 2006

**Results for financial year 2005:** 21 March 2006

