

Steady growth in 2007 net sales: +12%

in €M	2006	2007	Change 2007/2006
France	423	463	+ 9%
Other EU countries	543	629	+16%
Other regions	162	171	+ 6%
TOTAL	1,128	1,263	+12%

2007 business overview

After three years of strong growth that saw sales increase by 65%, MANITOU Group continued to develop steadily in 2007. Sales came to €1,263 million, up 12% year-on-year.

This level of activity was achieved despite production and delivery delays arising from difficulties in sourcing certain components.

Business performances in 2007 were marked by:

- A sharp increase in sales of rough-terrain forklift-trucks (+9% to €857 million), with sales to the construction sector holding up while sales to the agricultural sector accelerated;
- The development of the industrial forklift-truck and warehouse equipment activity (+33% to €89 million);
- Sharp increase in sales of access platforms (+40% to €88 million), of spare parts (+14% to €137 million) and in revenues generated by services (+34% to €31 million).

With an order book providing good visibility for the first half of 2008 and with the sourcing of components in the process of being stabilised, the Group is making a confident start to the 2008 financial year.

Outlook for 2008

In a more uncertain economic environment likely to translate into weaker growth in Europe, the Group has set itself the following objectives:

- intensify its international presence in order to consolidate its position as a world leader in rough-terrain masted forklift-trucks and telescopic forklift-trucks;
- press ahead with the renewal and expansion of its product ranges;
- improve the sourcing of components to accompany the growth in business;
- complete the reorganisation programmes initiated during the last two years;
- and maintain margins at high levels.

Achieving these objectives would result in **an increase in the Group's consolidated sales estimated at 10% and an equivalent increase in the results.**

Information

In accordance with the decision taken by the NYSE Euronext, the MANITOU shares will be eligible for deferred settlement orders (Ordre Stipulé à Règlement-Livraison Différé - OSRD) from 26 February 2008.

2008 Forthcoming events

- 21 February:** Publication of FY07 results
- 30 April:** Publication of Q1 2008 net sales

Additional information available at:
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