



MANITOU GROUP

Manitou in Asia: Increased visibility and presence

- Expanding role for the Singapore regional hub
- Ambitions for the Chinese rough terrain handling market
- Incorporation of Manitou South Asia in India

Singapore, 18th October 2011 - Manitou Group continues to expand its presence in Asia from its regional hub based in Singapore. Leveraging its Manitou Asia subsidiary, the group has been developing in 2011 a new proximity service platform for its regional networks. The objective is to support new markets, such as India, China or Indonesia, which are gradually opening up to sophisticated handling equipment. Ahead of the traditional construction or agriculture markets (which are yet to emerge locally), these countries already share specific needs for mining activities, which are vital for their economies.

The Chinese construction market is becoming increasingly mechanized with higher levels of safety in its operations, two dimensions familiar with the Manitou offering. *“The level of interest raised from major professional trade fairs and numerous dynamic demonstrations confirms our view that robust, easy-to-use machines can provide a direct response to the needs of Chinese construction companies. It is the mission of our local entity Manitou China to organize this opportunity for our dealers and users”*, says Antoine Chazelle, VP Sales Asia. Manitou Group will attend the BICES construction show in Beijing from 18th to 21st October. This event provides the opportunity to confirm the Manitou telehandler as a real, rough-terrain handling solution.

Applications are currently based mainly around material distribution on site, crane base lifting or truck unloading and so on, but housing, commercial and industrial building or civil engineering (roads, tunnels, bridges, etc.) construction projects provide substantial growth potential for all Manitou Group solutions.

The incorporation of Manitou South Asia, based in Delhi, on 13th September will accelerate the distribution of Manitou products across the entire sub-continent thanks to a reliable and powerful dealer network. *“The use of masted forklifts, fixed or rotating telehandlers, skid-steers or access platforms offers infinite and completely safe working possibilities, a vital factor for professionals and government companies in India”*, concludes Antoine Chazelle.

Manitou, Material Handling Reference, is headquartered in Ancenis (Western France). The company designs, assembles and distributes material handling solutions for the agriculture, construction and industrial markets. Manitou reported a revenue of €838 millions in 2010, two thirds of which were generated outside French borders. Business is conducted under the Manitou®, Gehl®, Mustang®, Loc® et Edge® trademarks, through 1,400 independent dealers in more than 120 countries. On December 31, 2010, Manitou employed 2,800 people 40% of which abroad.



Next appointment

27th October 2011 (after stock exchange closes): Turnover Q3 2011

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Manitou: supporting F1 organization

Singapore hosted the only night-time Formula 1 Grand Prix in the world on 23rd, 24th and 25th September. The race was held at the famous 5 km-long Marina Bay Sand circuit.

As an official sponsor, Manitou called on its teams to provide the support necessary to prepare the circuit and surrounding areas. Manitou Asia, the Group's long-term subsidiary, provided 20 telehandlers during the races to remove vehicles (MT 625, MT 732, MT 1235, MT 1440, MT 1840). Access platforms (180 ATJ and 78 XE) were also present to help assemble the stands built all along the circuit.

The F1 world has recognized the wide range of uses and reliability of the Group's solutions and has requested its equipment for the Indian Grand Prix to be held in New Delhi on 28th, 29th and 30th October.



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