



Opening of the IMH Division's headquarter

- A competence center dedicated to the industrial market
- The successful redeployment of the warehousing activity
- A strengthened and sustainable industrial activity

Beaupréau, Sept. 9, 2011

Essential to Manitou dealer networks, the IMH division (Industrial Material Handling) positions the Manitou Group on the industrial forklift-trucks market, first global handling market.

By expanding and reinforcing its local teams on the same site, the IMH division acquires a real center of expertise as well as an industrial tool specifically dedicated to its business and customers. "With the increasing of the R&D team, the reorganizing of our production facilities and the qualification of the product offering, we have set up the necessary tools to our growth and to the improvement of our results", said Jean Louis Hervieu - President of the IMH division.

This opening stamps the successful redeploying of the production line for warehousing products, formerly established in Saint-Ouen-l'Aumône (France - 95) and moved to Beaupréau (France - 49), and the strong will to ensure the sustainability of our industrial activity on a critical mass site fully dedicated to the design and assembly of masted semi-industrial and industrial forklifts, truck mounted-forklifts and warehousing equipment (including electric pallet trucks, stackers, order pickers, industrial tractors, retractable mast forklifts etc.).

An industrial extension of 300 sqm and 1400 sqm of additional offices were delivered during the first half of 2011 for circa € 2 m.

The extension comes together with an increase by 35 employees (60 on January 1st, 2011 to 95 by the end of the year) due to the hiring and transfer of employees from the site of Saint-Ouen-L'Aumône to Beaupréau.

The IMH division achieved a revenue of € 124 million in 2010, i.e. 15 % of the total revenue. It employs 285 people (December 31, 2010), involved in the design and assembly of material handling equipment for industrial applications, development of solutions for fleet management handling equipment, manufacturing of masts on behalf of Toyota Europe and distribution of Toyota IC & electric masted forklift-trucks.

Manitou, Material Handling Reference, is headquartered in Ancenis (WesternFrance). 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.

Coming event: September 19, 2011 - 2011 H1 Results

Company information available at: www.manitou.com

Press information: d.cocton@manitou.com

Cell: +33 6 71 09 93 37

Phone : +33 2 4009 2156