



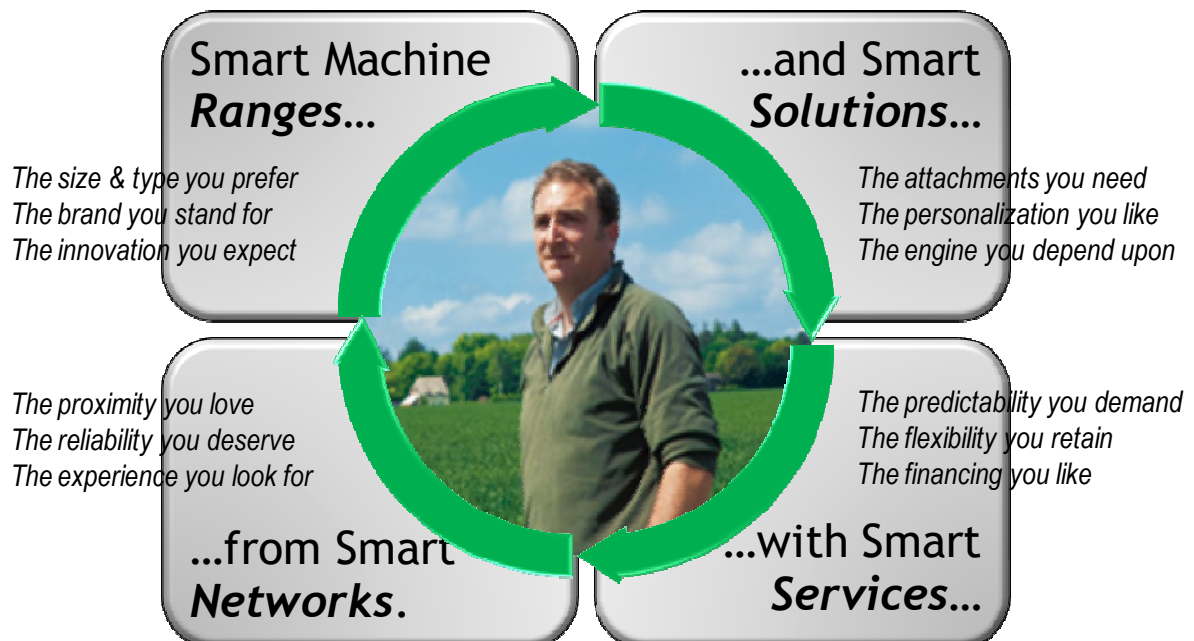
# MANITOU GROUP

## Manitou Group at Agritechnica 2011: SMART HANDLING FOR SMART FARMERS

- Featuring best-in-class ranges of Ag machines, solutions, services & dealer networks for Manitou, Gehl & Mustang users
- Delivering value to the user, simplifying acquisition or renewal
- Introducing 2 new machines available in 2012, Manitou MLT840 and Gehl/Mustang Trackloader

**Hanover, November 14, 2011** - On November 13-19, 2011, Manitou Group will be exhibiting at Agritechnica in Hanover (Germany), a leading international tradeshow for agriculture. With 33% of its revenue in 2011, agriculture is a strategic segment for Manitou, and represents a triple growth engine in terms of renewing existing fleets, extending them and developing new use models or markets. Manitou's longstanding leadership and expertise translate into a full range of ag material-handling solutions, accompanying farmers into a world that is more and more complex, diverse and volatile.

President & CEO, Jean-Christophe Giroux, declared: *"Our machines have become mission-critical to ag operations, where they need to reconcile versatility and intensity of use across very different environments, countries and users. Whether under the Manitou, Gehl or Mustang brands, we believe we feature best-in-class machine ranges, solutions, services and dealer networks. Farming is demanding not only on the machines but more and more on the overall economics; and our responsibility to our users is to allow them to access or renew their preferred handling solution at their own pace, irrespective of the general environment."*





### To be discovered on the stand

- A new **8m-4t telescopic** (Manitou MLT 840) available Q2'12;
- A new **trackloader** machine available Q1'12 under both Gehl and Mustang brands;
- A new **costing approach** to help users variabilize their operating costs;
- All details of our **engine strategy** and user benefits;
- A new **second-hand initiative** to help dealers fluidify the renewal cycles.

### How to find us

You can find us at Hanover, Agritechnica, Hall 6 C02 on 764 m<sup>2</sup> of exhibition floorspace showcasing the Manitou, Gehl and Mustang ranges of products and services, specially designed to meet the needs of the agricultural world.

Presentation available on [www.manitou-group.com](http://www.manitou-group.com)

*Manitou, the Material-Handling Reference, is headquartered in Ancenis (West of France). Manitou designs, assembles and distributes material-handling solutions for agriculture, construction and industry markets. Manitou reported in 2010 revenue of €838 millions, of which two thirds outside France. Business is conducted under the Manitou®, Gehl®, Mustang®, Loc® et Edge® trademarks, through 1,400 independent dealers in more than 120 countries. As of December 31, 2010, Manitou employed 2,800 people of which 40% outside France.*

#### **Forthcoming event**

January 31, 2012 (post closing): Q4 & FY'11 Revenue

Corporate information is available at: [www.manitou-group.com](http://www.manitou-group.com)  
Shareholder information: [communication.financiere@manitou.com](mailto:communication.financiere@manitou.com)

#### **Listing codes:**

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Indices: CAC Mid & Small, CAC Small, CAC All-Tradable, NEXT 150