



## A NEW RANGE OF INDUSTRIAL TRUCKS MARKS A NEW BEGINNING

- Use the new MI range to attract market interest in the group's entire industrial offer
- Offering our distribution networks the best solutions for our construction, agricultural and industrial markets
- Further dedicate our products to services

**Cannes, 10th February 2012.** The Manitou Group, an actor on the world's leading material handling market, the industrial truck market, is set to launch the MI range abroad, and next year in France, constituting a brand new range of thermal forklift trucks. Designed by Manitou and assembled in China, these 12 new models complete a unique collection of industrial products (warehousing equipment, semi-industrial masted forklift-trucks, truck mounted forklifts, and aerial work platforms), and combine innovation, quality and performance.

Endowed with over forty years of expertise on the industrial material handling market with the distribution of Toyota products in France, the group now intends to capitalize on this know-how for the benefit of its networks around the world.

*“Nowadays, customers expect more than just a machine. This is why we are offering a material handling solution tailored to the constraints of our clients in terms of production and logistics”,* said Henri Brisse, VP of Sales & Marketing. *“We intend to address a particular client request that can also be broken down into various further demands, like the level of commitment, the complex environment, the tracking of the fleet, and the many different needs. Renowned for the reliability of its products and its network's expertise, the Manitou group is striving to position itself as a real player in the field of industrial material handling”.*

Jean-Louis Hervieu, President of the IMH division, added: *“This new range of industrial trucks serves as the foundation to our development. The correct positioning of MI products enables us to combine this with an array of services such as maintenance, financing, short-term rental and fleet management, which are extremely important on this competitive market. Fuelled by our experience in France, we can count on our workforce, know-how and tools to respond to this demand.”*

As a reminder, the IMH division (Industrial Material Handling) achieved a turnover of €147 M in 2011, namely an increase of 19% compared with the 2010 figures. On 31<sup>st</sup> December 2011, it employed 300 people.

ATTACHMENT



Press information: New range of MI industrial trucks

*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 2011 revenue of €1,131 million, of which two thirds outside France. Business is conducted under the Manitou, Gehl, Mustang, Loc and Edge trademarks, through 1,400 independent dealers in more than 120 countries. As of December 31, 2011, Manitou employed approximately 3,000 people of which 40% outside France.*

**Forthcoming meetings**

**7<sup>th</sup> March 2012** (after market): 2011 Results

**2<sup>nd</sup> May 2012** (after market): 1<sup>st</sup> Quarter turnover 2012

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## MANITOU MI: 100% MANITOU COMPLETE RANGE

### TECHNICAL CHARACTERISTICS

12 models	Capacity	Motorization	Engine power
MI 15 D	1.5 t	Diesel Yanmar	32.8 kW
MI 15 G	1.5 t	GPL Nissan	31.5 kW
MI 18 D	1.8 t	Diesel Yanmar	32.8 kW
MI 18 G	1.8 t	GPL Nissan	31.5 kW
MI 20 D	2 t	Diesel Yanmar	42.1 kW
MI 20 G	2 t	GPL Nissan	38 kW
MI 25 D	2.5 t	Diesel Yanmar	42.1 kW
MI 25 G	2.5 t	GPL Nissan	38 kW
MI 30 D	3 t	Diesel Yanmar	42.1 kW
MI 30 G	3 t	GPL Nissan	38 kW
MI 35 D	3.5 t	Diesel Yanmar	42.1 kW
MI 35 G	3.5 t	GPL Nissan	38 kW

### 100 % MANITOU DESIGN

“Components have been rigorously and extensively tested in order to guarantee the reliability and the durability of the machine. In short, the new MI range from Manitou will satisfy the forklift driver as well as helping to reduce operating costs. The right machine at the right cost”, says Antoine Masson, Product Line Manager IMH.

### SPECIFICITIES

#### Ergonomics:

- An uncluttered and spacious drivers cab for easy access to multi-users
- Easy and simple use, ideal for fleets with open access

#### Design:

- An innovative design with improved maneuverability
- Openwork roof facilitating the operator's view of loads at a height

#### Comfort of the operator:

- Transmission with inching for smoother driving without jolting
- Optimized accessibility to components (opening of hood, platform easy to dismantle, etc.) allowing an easy maintenance



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