



Manitou new 28m telescopic access platform awarded Product of the Year

- New Manitou 280 TJ awarded Product of the Year at the IAPA in Rome
- Recognition of Manitou strategy in Aerial Work Platforms (AWPs)
- Confirmation of hi-end positioning with reliability-innovation-customer needs

Rome, March 29th 2012. Manitou new 28m telescopic access platform has received the coveted 2012 Product of the Year Award from an international jury of professionals at the IAPA (International Awards for Powered Access) in the category of self-propelled access platforms. In particular, the machine has been commended for its overall excellence and superior engineering.

The 280TJ and its 26m version (260TJ) had been unveiled at the Maastricht APEX show (a leading international tradeshow for AWPs) in September 2011. These models are suited to a wide variety of applications on construction sites as well as on industrial sites. The reputation for reliability and quality of IC and electric access platforms (ATJ – AETJ) has contributed to the recognition of 280 TJ features. Those ranges, together with the new machine, are being developed and assembled at the Candé Product Unit (Maine-et-Loire, France).

Eric Lambert, President of the RTH (Rough Terrain Handling) Division, declared: *“AWPs are a standalone piece of Manitou’s material-handling offering. We are proud of what we achieved on this tough market dominated by full-liners and powerful rental companies. Today, this award recognizes the core strengths that make Manitou’s success and reputation: reliability, technical innovation and constant attention to customers’ needs. We are confident this new machine will be a success.”*

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 events

May 2, 2012 (post closing): Q1’12 Revenue

June, 7 2012: Annual Shareholders’ Meeting

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