



AIB teams up with Manitou Group to create Manitou Finance in Ireland
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AIB Finance & Leasing has teamed up with French-based Manitou Group, the world market leader for rough terrain handling equipment, to provide an exclusive finance package to their Irish customers.

The new alliance, called Manitou Finance, will allow customers to arrange purchase, delivery and finance of new and used Manitou equipment in one transaction. It will provide varied asset finance options, streamlined credit assessment and documentation completion which means Manitou will now be able to provide finance to customers directly and at competitive rates.

Michelle O'Meara, AIB's Vendor Finance Manager, said: "This is an excellent opportunity for AIB Finance & Leasing. We're delighted to be able to support Manitou Group in Ireland and to deliver our expertise and service levels to such a strong customer base."

Said Gordon Himsworth, Director of Manitou: "We are delighted to leverage the financial expertise of AIB - Ireland's leading bank – to develop and introduce the benefits of Manitou Finance to our Irish customers. Manitou Finance has enjoyed great success across Europe, and the knowledge and vision to design finance products to accommodate the entire Manitou range, from rough terrain handling equipment, telehandlers and forklift trucks, will now be available in Ireland through our alliance with AIB Finance & Leasing."

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Note to editors

Profile of AIB Finance & Leasing

AIB Finance & Leasing has over 40 years experience in offering a wide range of asset finance and personal finance products for Irish consumers and business customers including: transport finance, plant & equipment finance and insurance premium finance. It is Ireland's largest finance house with nationwide coverage comprising 66 mobile asset finance sales managers and representatives and supported by 250 AIB Branches nationwide. A dedicated team of Asset Finance specialists provides finance packages for Intermediaries in the vehicle, plant and equipment markets. AIB Finance & Leasing Ltd is a wholly owned asset finance subsidiary of AIB Group.

Manitou Group

Manitou is a French headquarterd manufacturer and distributor of handling equipment. It is the world market leader for rough terrain forklift trucks (rough terrain masted trucks and telescopic handlers) and has worldwide coverage with a network of nearly 500 independent dealers spread over more 100 countries (9 dealers in Ireland). The Group's activities are not limited to rough terrain products but also include aerial platforms, industrial forklifts and warehousing equipment. Net sales are split between three different sectors, construction, agricultural and industrial.

In 2004, the MANITOU Group recorded total net sales of €822.2 million, up 20.6% on the previous year, and a net result of €59.43 million IFRS Standards.

In 2005 the Group expects the sales to be in the area of €1bn up by 21.62% on 2004 figures.

Manitou shares are traded on the Euronext Paris, Eurolist Compartiment B, under the symbol MTU.

Manitou in Ireland

Manitou Dealer	Address
Eamonn Tinney & Sons	Drumnahe, Letterkenny, Co. Donegal
J. H. Fitzpatrick Ltd.	Kildare Road, Monasterevin, Co. Kildare
Kehoe Brothers Machinery Ltd.	Camolin, Enniscorthy, Co. Wexford
Lynch & McCarthy Ltd.	Carrigrohane Road, Cork
McHale Farm Machinery Ltd.	Kilmaine, Co Mayo
Michael O'Halloran Plant Sales	Clonolea, Toomevera, Nenagh, Co. Tipperary
Mid Louth Garage Ltd.	The Old Railway Station, Ardee, Co. Louth
Murphy Machinery Ltd.	Dublin Road, Kilkenny
Wingplant Sales Ltd.	31 Wetherwell Industrial Estate, Clondalkin, Dublin 22