



PRESS RELEASE

BOLZONI S.p.A.: with the start-up of the plant in Podenzano and the deposit of a specific patent, the company ratifies its entrance in the market segment dedicated to forks for lift trucks.

In 2007 turnover for Europe in the market segment of lift truck forks is expected to be around 3 million euros and 15 million euros for 2010.

The Bolzoni Group, active in the design and production of attachments for fork lift trucks, has started up the production of forks in its plant situated in Podenzano and has obtained a specific patent safeguarding for the next few years the company's position in a market segment offering considerable growth potential.

Bolzoni's Italian plant, which will be capable of serving the entire European market, today is the most advanced factory in the world for the production of forks, both with regards to the high quality standards guaranteed and also to the elevated automation level achieved.

The fork production will also guarantee Bolzoni the possibility of penetrating segments other than the specific lift truck area. In fact, forks are also employed in the building and agricultural industries.

In particular, in the specific segment of forks for lift trucks, which worldwide represents a potential market valued at around 240-250 million euros and approximately 50 million euros in Europe, Bolzoni expects to achieve in Europe a turnover of 3 million euros in 2007, increasing to 15 million euros at the end of the fourth year of production (2010) reaching a market share in Europe of 30%.

The entry in the fork market and the concurrent exploitation of the industrial and commercial synergies with the newly acquired Meyer, will allow the Bolzoni Group to achieve a compound annual growth rate (CAGR) of around 17.1% for the period 2006-2009, considering the Meyer consolidated figures for the 2 months of 2006.

More in detail, considering the 12 months of Meyer's pro-forma financial report, Bolzoni's consolidated turnover should be around 145.4 million euros in 2007 (+11,3% higher than 2006), 157.8 million euros in 2008 (+8,6% more than 2007) and 172 million euros in 2009 (+9% more than 2008).

Furthermore Bolzoni expects to close 2007 with an Ebitda margin of 12.4%, an Ebit margin of 9.2% and an 8.5% result before tax.

The business plan approved for 2007- 2009 includes the synergies deriving from the integration between the Meyer Group and the Bolzoni Group ranging from 0.9 to 1.1 million euros in 2008 and from 2 to 2.8 million euros in 2009.

"We are particularly satisfied to announce our entry in the fork segment, which represents to all effects a true turning point in the history of our company ", announced Emilio Bolzoni – Chairman of Bolzoni. "Thanks to the lift truck fork business and in view of serving in the future



not only Europe , we will have access to an overall attachment market worldwide of around 650 million euros, approximately 60% more than the current situation ”.

“In addition to the launch of the fork business”, added Bolzoni, “our three year plan foresees the exploitation of the synergies resulting from the Meyer acquisition which we count on raising to the same levels of profitability as Bolzoni within the year 2009”.

Bolzoni, a company listed in the STAR segment of Borsa Italiana, is the European leader in the production of **lift-truck attachments** and the second major manufacturer worldwide and also in the US market.

Through the design, production and distribution of a wide range of attachments, Bolzoni is an important presence in the market niche of lift-truck attachments and industrial material handling.

With a turnover of approx. 107 million euro in 2006 (+13% compared to 31/12/2005) 20 companies (including the parent company) of which seven are manufacturing plants situated in Italy, Germany, USA, Finland, Estonia, Spain and China and thirteen are commercial subsidiaries, Bolzoni represents a true multinational group with a global organisation present on all continents and one of the most dynamic realities at a worldwide level within the vast market segment of logistics and material handling.

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