

MEDIA RELEASE**FOR IMMEDIATE RELEASE**

Rise to New Heights with the Aerial Work Platform 280 TJ-X

Singapore, October 19, 2020 – Manitou Asia, as part of the Manitou Group – a world leader in rough terrain, a worldwide reference in handling, access platforms and earthmoving, introduced the 280 TJ-X (Telescopic Jib) – its Aerial Work Platform with the highest working height. Powered by a 45-horsepower engine, the 280 TJ-X is capable of lifting a load of 350 kg and up to 28 meters.

The 280 TJ-X allows for a continuous turret rotation and working offset of more than 21 meters to facilitate a large range of movements without having to move the platform. This makes possible bigger working areas, higher operational efficiency and comfort of use for operators.

A compact four-wheel drive with a lower-than-standard weight, the 280 TJ-X is easy to transport and maneuver even at congested construction sites. Its high ground clearance also increases ease of crossing over any terrain, even rough ones occupied by substantial obstacles.

Equipped with a hydraulic step-less engine speed control, this powerful AWP is able to operate with reduced noise and fuel consumption. It also offers an unrivaled average total cost of ownership (TCO), giving its users the best resale share.

In addition, user project teams can also use the Manitou TCO Calculator to perform project planning and budget forecasts for AWP's like the 280 TJ-X. In fast-growing economies in Southeast Asia like Indonesia where there is a rising awareness of the TCO of machines, operators welcome the calculator's computational accuracy. By setting varied applications, requirements and parameters, Manitou is able to correctly work out TCO per hour and annual cost according to Total Fixed Costs, Total Variable Costs and Total Operator Costs.

During a joint product presentation of the 280 TJ-X by Manitou and its dealer, PT Indo Traktor Utama, in Indonesia, the customer was amazed at the affordability and value of the machine. Costing as low as S\$42.80 or €26.80 per hour, the Manitou 280 TJ-X offers remarkable value to users throughout its project lifecycle.

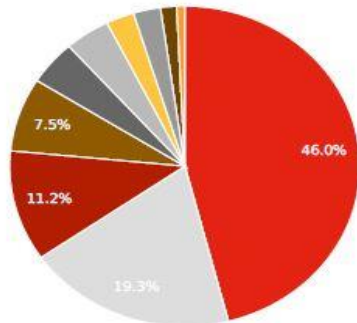
**A Manitou Group Company**

Manitou Asia Pte Ltd - 57 Tuas South Ave 1 Singapore 637327 - Tel +65 6862 0771 - Fax +65 6862 0216

Company Reg No. 199206397D - GST REG. No. M 2-0112S93 - 6

<http://www.manitou-group.com>; www.manitou.com

Results



■ Depreciation
 ■ Funding
 ■ Taxes
 ■ Insurance
 ■ Legal visits
 ■ Energy (including DEF)
 ■ Tires / tracks
 ■ Preventive maintenance
 ■ Corrective maintenance
 ■ Operator Cost
 ■ Training

Fixed costs	
Depreciation	12.33 €
Funding	5.18 €
Taxes	0 €
Insurance	0.7 €
Legal visits	0.4 €
TOTAL FIXED COSTS	18.61 € per hour

Variable costs	
Energy (including DEF)	0.67 €
Tires / tracks	1.12 €
Preventive maintenance	2 €
Corrective maintenance	1.2 €
TOTAL VARIABLE COSTS	4.99 € per hour

Operator Costs	
Operator Cost	3 €
Training	0.2 €
TOTAL OPERATOR COSTS	0 € per hour

TOTAL COST OF OWNERSHIP : 26.8 € PER HOUR

NOTE: The results obtained using this TCO tool are not contractually binding; they are provided for information purposes only and represent an overall estimate.

Height	Basket capacity	Machine dimensions	Weight
28 m	350 kg	2.48 m x 8.04 m	16,550 kg



Manitou Group is a worldwide reference in the handling, access platforms, and earthmoving. By improving workplace conditions, safety, and performance, our environment remains renewable and sustainable for mankind.

Through its 3 iconic brands—Manitou, Gehl, and Mustang by Manitou—the group develops, manufactures, and provides equipment and services for the construction, agriculture, and industrial markets.

By constantly innovating its products & services, Manitou Group constantly adds value to exceed its stakeholders' expectations.

Always attuned to its customers via its expert network of over 1,050 dealers, the group continues to be true to its roots by keeping its headquarters in France. That focus, which powered sales to €2.1 billion in 2019, informs its talented worldwide team of 4,600 whose passion ceaselessly motivates the group.