



PRESS RELEASE

Manitou Group wins twice at the SIMA Awards

Paris, November 22, 2018 — Manitou Group, a world leader in rough-terrain handling, was awarded two Bronze Medals at the SIMA Awards ceremony. The Eco Stop function available on the MLT range of agricultural machines and the solution for recycling end-of-life Manitou equipment both received awards. These two innovations confirm the group's commitment to reducing the total cost of ownership (TCO) for users and the environmental impact of Manitou machines.

First of all, the jury members gave an award to Eco Stop, for its intelligent innovation and ease of configuration.

The principle is simple: the engine shuts off automatically when idling and when the driver is out of the cabin. Configurable from one to 30 minutes of inactivity, this function has been designed to meet the needs of all farming applications, always prioritizing user productivity. Eco Stop is activated and deactivated very simply by pressing a DSB (Double Switch Button) within easy reach inside the cabin. This function significantly improves the three main components of the total cost of ownership (representing 82% of the TCO), which are: machine depreciation, fuel consumption and preventive maintenance.

Arnaud Sochas, agricultural product line manager, explains: *"Thanks to the data collection made possible by our connected machines, we have found that the engine spends, on average, 15% to 30% of the time idling, without a driver in the cabin. Based on 15%, for one machine used for 1,000 hours per year over 36 months, the Eco Stop function will enable the purchaser to save €4,500".**

Available on almost the whole MLT agricultural range, this option can also be retrofitted on MLT models produced since September 2018.

The second prize won by the group was for another innovative solution: the dismantling of end-of-life machines. Already a pioneer in the material handling sector, with a committed CSR approach, the Manitou group wishes to promote the recycling of the various components of an end-of-life machine.

This procedure is based on three focal areas: firstly, an organizational focus, enabling the time taken to dismantle the machine parts to be reduced by up to 22%. Secondly, an economic focus aimed at reducing the TCO for users by increasing the resale value of their machines. This focal area is also designed to expand activity in the area of "REMAN" reconditioned and used spare parts by collecting more parts using a closed-loop supply chain. The third and final focal area relates to an analysis project to measure the environmental impact of this procedure. Maxime Deroch, President of the Manitou group's Services & Solutions division, adds: *"Today, no manufacturers of material handling machines know what will happen to equipment at the end of its life. We need to offer responsible and sustainable solutions, and at the same time reduce our environmental impact."* The Manitou group hopes eventually to extend this approach to users of end-of-life machines. This project reinforces the eco-design approach initiated several years ago within the group.

*A saving of 450 hours based on 1,000 hours of use per year over 36 months using the Eco Stop function on the MLT 737 Elite model. A saving of €4,500 calculated on the basis of three components: the residual value at €6/h, i.e., €2,700 (€6 x 450). A fuel component with consumption calculated using the Manitou Group "REDUCE Fuel " calculator at 2l/h, i.e., €900. A third maintenance component at €2/l (1€/l), i.e., €900.

Manitou Group, a world leader in rough-terrain handling, designs, produces, distributes and ensures services equipment for construction, agriculture and industries.

The group's product lines include fixed, rotating and heavy tonnage rough-terrain telehandlers, rough-terrain, semi-industrial and industrial masted forklifts, skid-steer loaders on wheels or tracks, articulated loaders, backhoe loaders, aerial work platforms, truck-mounted forklifts, warehousing equipment and attachments.

Through its iconic brands - Manitou, Gehl and Mustang by Manitou - and its network of 1,500 dealers worldwide, the Group offers the best solutions by creating optimum value for its customers.

Headquartered in France, the group recorded revenue of 1.6 billion euros across 140 countries in 2017, and it employs 4,200 people, all committed to satisfying customers.