



**DEFENCE** solutions  
To serve the armed forces





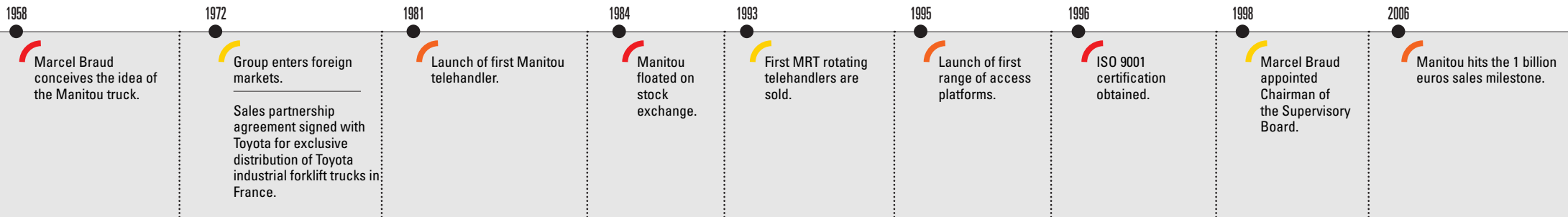
# Handling your world

Founded over 60 years ago by the Braud family, MANITOU Group now operates all worldwide. A world leader in all-terrain material handling, the group designs, produces, distributes and services equipment intended for construction, agriculture and industries.

The group's product ranges include: fixed, rotating and heavyweight all-terrain telescopic forklift-trucks, semi industrial and industrial all-terrain masted forklift-trucks, compact loaders (skid steers) on wheels or tracks, aerial work-platforms for personnel, truck-mounted forklifts, warehousing equipment and attachments.

Thanks to its high-profile brands, Manitou, Gehl and Mustang, and its network of 1,400 dealers throughout the world, the group provides the best solutions, creating most value for its customers.

**With its head office in France, the group had a revenue of €1.287 billion in 2015 in 140 countries and employs 3,300 staff who are resolutely focused on customer satisfaction.**





**3 brands**  
distributed through  
1,400 dealerships  
in 140 countries



- 21 subsidiaries
- 9 production sites
- 3,300 employees worldwide
- 65% of the share capital held by the founding families
- 78% of revenue comes from foreign markets
- 1.287 billion Euros revenue in 2015

2007

Opening of an international logistics center spanning 22,000 m<sup>2</sup>.

2008

Takeover of the American company Gehl.

2009

Governance changed and the company went back to having a Board of directors.

2010

Launch of Gehl and Mustang articulated loaders.

2011

Family shareholding reorganized.

2012

Crossover agreement signed with the company Yanmar for the manufacturing and distribution of compact excavators.

2013

Consolidation of Yanmar partnership as Yanmar becomes a Group shareholder, with 6.26% of the capital.

2014

January: Michel Denis appointed as President and CEO.  
April: new roadmap hinged in the three divisions, including one for service.

2015

Manitou sells its 500,000th machine worldwide.







## **The best ally of armed forces**

For over 30 years, Manitou Group has provided material handling solutions to the defence and security main players, meeting the needs of

- Military logistics
- Aeronautical maintenance
- Construction and maintenance
- Storage and warehousing.

The group researches, designs, and manufactures a wide range of dedicated electric and combustion engine machines well known for their reliability, performance and robustness. They prove themselves day after day in the most extreme working conditions.

Our network of 1,400 expert dealers provides you with services essential to the international operation requirements. These dedicated professionals provide the training, after-sales support and the maintenance of your machines.

With lifting capacities from 0,5 to 40 tons (t) (from 1,100 to 88,185 pounds (lbs.)) and lift heights from -6,8 to 42 meters (m) (from -22'3" to 137'80"), Manitou Group has the solution to all your material handling needs.

**Are you looking for  
logistics solutions  
meeting international  
operation requirements?**

Our range of rough terrain machines meets your material handling needs on site. Manitou Group offers compact, versatile, air-transportable and heavy lifting capability up to 40 tons (88,185lbs) solutions.



## Manitou robustness and reliability

- Rough terrain leader: unrivalled ground clearance in extreme conditions
- Simultaneous and precise hydraulic movements
- World-renowned quality components
- Protection of critical components
- Tailored solutions: shielding, attachment points (compliance with safety standards: STANAG), adaptation to aircraft floors



## Work fast and safely

- A network of 1,400 dealers to maintain your machines on site
- Easymanager: a simple and flexible fleet management system (with or without geolocation) for any brand of machine
- Maintenance contracts and operator trainings

Masted forklifts available in either electric or internal combustion engine with a lifting capacity of 1,5 to 5t (3,306lbs to 11,023lbs), telehandlers with a lifting capacity of 2,5 to 40t (5,511lbs to 88,185lbs) and attachments: carriage and forks with side shift, fork, positioners, jibs, winches, etc.



## Gain fluency in working

Manitou offers you a range of unique solutions which combines personnel lifting and material handling. It meets the specific needs of military and civil aviation to increase machine utilization and make operations safer.







## Precision and flexibility

- Proportional lifting and lowering
- Video camera facility to increase visibility
- Aerial jib for telehandlers and AWP up to 300kg (661.3lbs) lifting capacity
- Rotating platform (3D system) to negotiate flexibility around obstacles



## Personnel and aircraft safety

- Machine stability and rigidity
- Driving assistance system via ultrasonic sensors avoiding collision with aircraft
- Indoor and outdoor usage with wind force up to 45km/h (24.8mph)
- Bi-energy system for indoor and outdoor uses, for more autonomy

Large range of AWP and telescopic forklifts as well as advanced equipments upon request: attachment recognition, electrical and pneumatic supply in the basket.

## Do you want to build in the quickest possible time under the best conditions?

Building infrastructures, preparing groundworks, loading material and leveling ground are part of your daily routine. Whatever the country or the environment you will deal with, you expect to rely on versatile equipment.



### Easy of use

- Fast and intuitive use: JSM® (Joystick Switch & Move) is exclusive to Manitou ergonomic controlling of all movements with one hand
- Easy maintenance regardless of the model range: engine accessibility, diagnosis and serviceability
- Quick and easy attachment change





## Manitou Versatility

- Hundreds of attachments are available for your needs: buckets, concrete mixing buckets, baskets, forks, winches, pickup sweeper brushes, high pressure cleaners
- MRT (rotating telehandler) range, a 3 in 1 machine: both crane, telescopic handler and man platform

Choose the solution - the machines and attachments of Manitou Group that are best suited for your needs: compact loaders, rough terrain masted forklifts from 3 to 7t (6,614lbs to 15,432lbs) lifting capacity, rotating forklifts (lifting height 32m/104'11"), aerial work platforms, articulated platforms, scissors platforms, etc.





## Responding to the needs of your team is essential.

Loading and unloading, placing and removal of material safely, storing goods, stacking and placing in warehouses and preparing shipments are the most important operations to support forces on the ground.



## A global material handling offer

- From the manual and electrical pallet trucks to the mast forklift through to the truck mounted forklift and the order picker
- High manoeuvrability & stability
- Semi-industrial forklifts: good gradeability for indoor and outdoor operations

**Simple**  
**for daily handling**

Designed for any type of ground, easy to maintain, easy to use, ergonomic.

If you want more versatility, select from these quick change attachments: forks, jib with hook, drum handler...





## Expertise and service on a daily basis

Your Manitou dealer can guarantee a complete range of services at all stages of your machine's life and is there to provide support and meet your needs, always looking to provide you with the best solution.

## 1,400 dealers at your service

The Manitou network is present in more than 120 countries, with over 2,000 expert technicians, specially trained in Manitou technology, who are at your service to assist with everything from purchasing to after-sales.



- **Dealer network**  
 A network of experts at your service, whatever your activity.
- **Maintenance contracts**  
 Three levels of contract that are tailored to your needs: Initial, Advanced and Excellence. Entrust the maintenance of your equipment to your dealer.
- **Financing**  
 Lease or buy? Manitou Finance helps you choose the most suitable financing solution for your activity. Why look elsewhere?
- **Warranty extension**  
 Thanks to them, you can extend the cover of your forklift for up to 5 years. Use your equipment with peace of mind.
- **Connected solutions**  
 Easy Manager is a simple and flexible tool for managing, optimizing and securing the operational monitoring of your machines.
- **Used**  
 In the market for second-hand equipment? The Manitou network offers a wide range of resources so you get the machine you need at the right price. Just visit [used.manitou.com](http://used.manitou.com), our dedicated reference site for second-hand machines.
- **Original spare parts**  
 With more than 125,000 references available, your dealer provides expertise and service on a daily basis!







## **Corporate Social Responsibility pillar of Manitou Group's strategy!**

The MANITOU Group is committed to CSR (Corporate Social Responsibility) through three areas of development: products and services, men and women and suppliers. In each sustainable development project that we lead, our aim is maximum customer benefit.

We recognise the negative as well as the positive impact of our products and services on people and planet. We aim innovating to provide our clients with safe, highly efficient and sustainable solutions, in partnership with dealers, suppliers and keys accounts.

From the design to the actual driving of our machines, we anticipate and act to guarantee the safety of all, employees, service providers, suppliers and you: the users of our machines. We choose engines which best suit your requirements while anticipating and respecting current regulations. These choices have a direct impact on your operating costs, and especially on the reduction of fuel consumption: one of our major concerns.

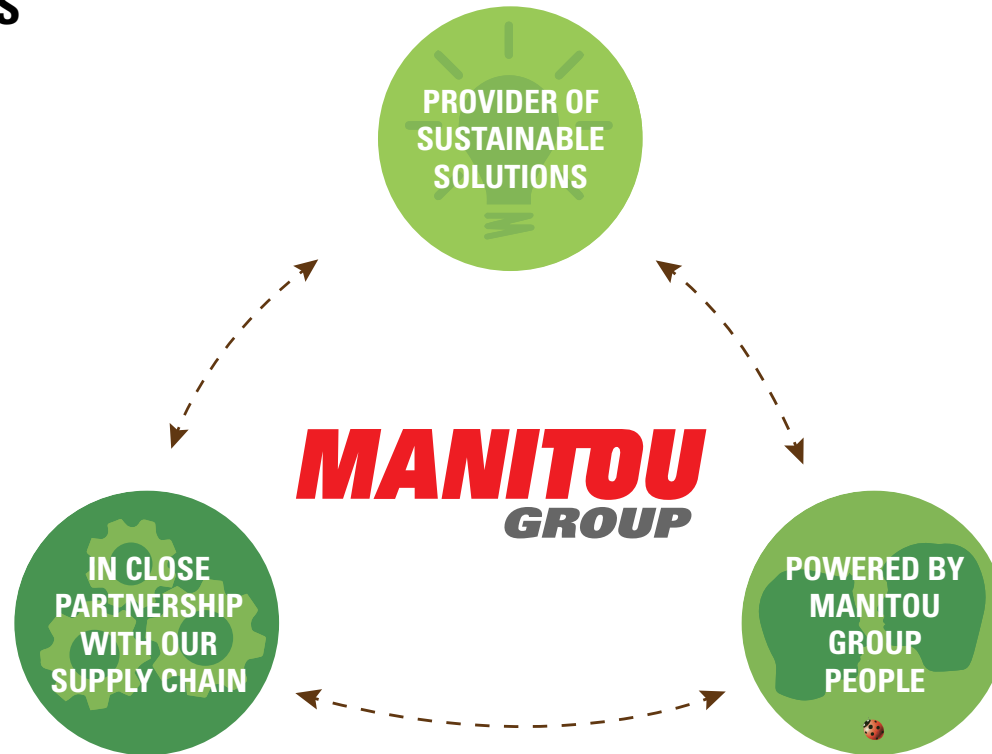
We continuously evaluate and improve the consumption of our machines to limit together our environmental footprint.

Therefore we recognize that our suppliers and partners are a full part of the sustainable development performance improvement process.

Furthermore, we commit ourselves to offering to the men and women of the Manitou Group the best working conditions for their professional and personal development which will ensure our economic and sustainable success.

## Our Elevation Plan: 3 MAJOR COMMITMENTS

Monitored in an operational action plan  
To meet the challenges facing us



### Number 1 at GAÏA INDEX

November 2014

Manitou Group ranked first in the Gaïa Index for the industrial sector and third in the sector for companies with a turnover of more than € 500m.

Gaïa-index is a stock market index composed of the 70 best medium sized companies, selected for their level of transparency regarding their CSR policy, among 230 listed companies in the Paris Stock Exchange (excluding CAC 40).

### Grand Prix for Companies and the Environment

December 2014

Manitou Group was awarded, by ADEME and by the Ministry for Ecology, Sustainable Development and Energy, in the category "Management and initiatives for sustainable development", REDUCE programme in particular.

### Signatory to the United Nations Global Compact

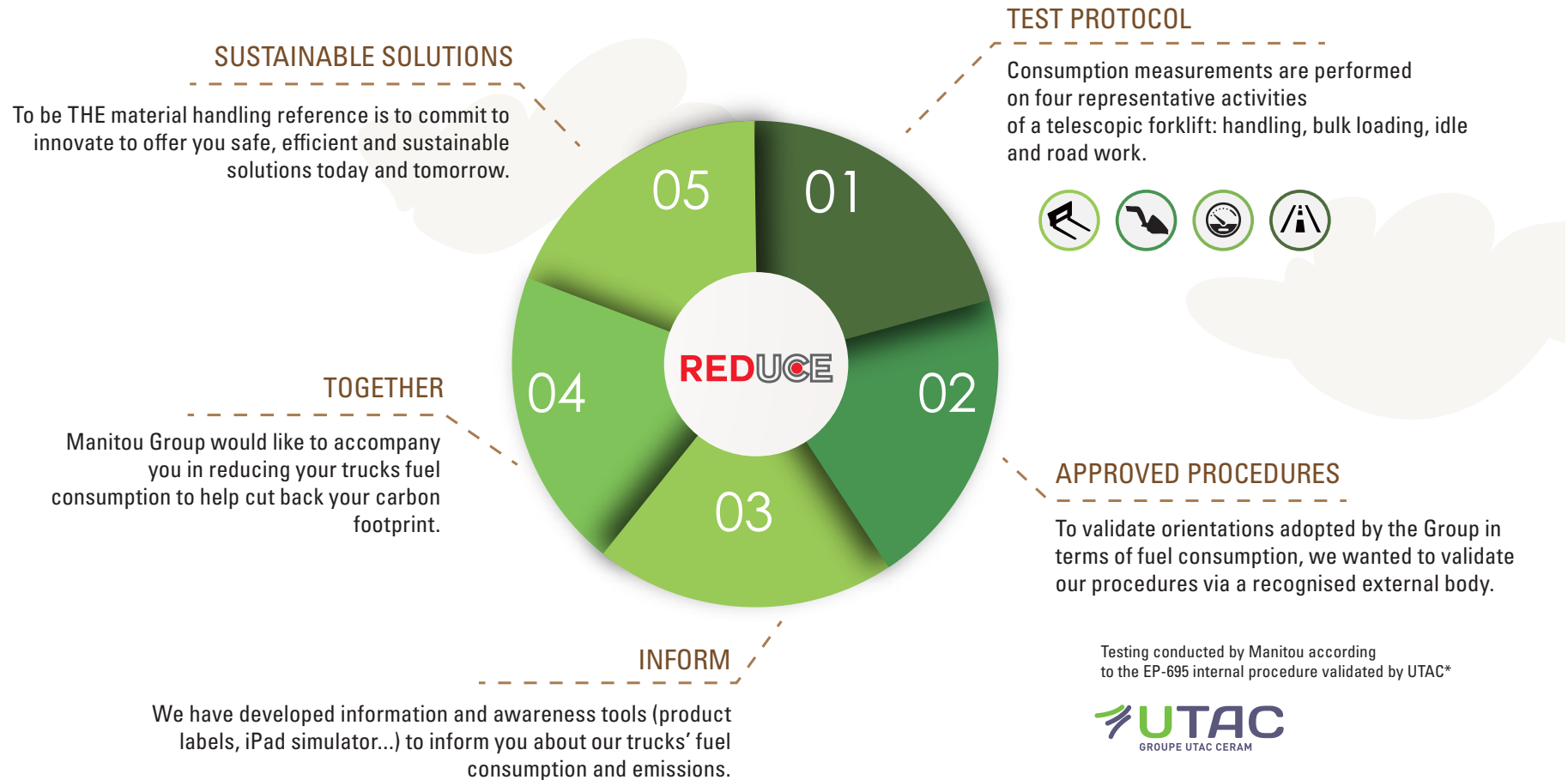
June 2015

The UN Global Compact calls for companies to voluntarily align the companies' strategies and activities with 10 universal principles on human rights, labour, environment and anticorruption, and take actions that advance societal goals.

## Together, let's reduce Our carbon footprint

The material handling sector has not yet got a normalised cycle to measure the trucks' energy consumption. Manitou Group clearly shows its commitment to transparency by establishing an internal protocol, accessible to all, that reveals

its own measures of consumption (l/h) and CO2 emissions (kg/h). To provide the highest reliability, the data is checked and approved by an independent body, UTAC\* specialized in the registration of vehicles and equipment.



\*UTAC: Technical Union for the Automobile, Motorcycle and Cycle Industries performs official duty cycles in the automotive sector. UTAC is the only French Technical Service notified to the European Commission and the UNO for fuel consumption.

Your dealer:



**MANITOU**  
**GROUP**

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