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ElevAÇÃO  
Um encontro nas alturas



**MANITOU**  
GROUP

# Manitou Group

## Gold Sponsors

**Genie**  
A TEREX BRAND

**JLG**

**SOCAGE**  
BRASIL

**MANITOU**  
HANDLING YOUR WORLD

**TVH** **DINAMICA** **SKYJACK**

## Silver Sponsors

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BATTERY COMPANY  
MASTER DISTRIBUTOR

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SPECIALTY

**Haulotte**  
GROUP

**monteli**  
Seguros - Danimarca

# The Shareholders – Manitou Group



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Marcel Braud

Jacqueline Himsworth



Stock market &  
others 24.7 %

Treasury shares  
3.6 %



Braud &  
Himsworth  
families  
65.4 %

Yanmar  
6.3 %

Breakdown of share capital at 31/07/2016

# Group Organization – Manitou Group



[www.ipaf.org](http://www.ipaf.org)



An organization in line with strategy

# MHA - Material Handling and Access



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## Mission

Design, development and manufacture of rough-terrain forklift-trucks and aerial work platforms

## Products



1 brand: Manitou



€904M sales revenue - 2016  
(vs. €827M/+10% 2015)



1,620 employees



4 specialized Production Units:

Ancenis & Lailé  
Telehandlers PUs

Candé  
AWP PU

Beaupréau  
Masted forklifttrucks PU

Castelfranco - Italy  
Rotating & heavy-load  
telehandlers PU



Other production sites:

Beaupréau / LMH  
Warehousing

Vinhedo - Brazil  
Telehandlers

# CEP - Compact Equipment Products



www.ipaf.org

## Mission

Design, development and manufacture of compact loaders, loaders and rough-terrain forklift-trucks  
R&D and central services at West Bend (USA)

## Products



Articulated loaders



Telehandlers



Track loaders



Compact excavators



Compact loaders



Brands: Gehl, Mustang, Manitou,  
Edge Attachments



€203M sales revenue - 2016  
(vs. €240M / -15% 2015)



790 employees



3 specialized Production Units:

Madison - *South Dakota*  
Compact loaders

Waco - *Texas*  
Articulated loaders  
Masted forklift-trucks  
Truck-mounted forklifts

Yankton - *South Dakota*  
Telehandlers, track loaders

# S&S - Services and Solutions



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## Mission

Development of an efficient service offer in line with end clients' expectations

## Products



Maintenance contracts



Warranty extension

Spare parts



Fleet Management



Used Manitou



Financing



Brands: Manitou, Gehl, Mustang & XPRT (Gehl & Mustang spare parts)



€225M - 2016  
(vs. €221M / +2% 2015)



590 employees



2 spare parts logistics centres:

Ancenis - France

Belvidere - USA

Over 70,000 stock references

93% service rate

95% service rate

And various regional spare parts stocks  
to best meet our clients' needs

# Worldwide Production Units - Manitou



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## ANCENIS - FRANCE



1500 employees  
323,500 m<sup>2</sup>  
Mid and heavy-load  
telehandlers

## CANDE - FRANCE



120 employees  
61,600 m<sup>2</sup>  
Aerial work platforms

## LAILLE - FRANCE



90 employees  
46,700 m<sup>2</sup>  
Compact telehandlers

## BEAUPREAU - FRANCE



2 sites - 120 employees  
8,000 m<sup>2</sup>  
Masted & truck-mounted  
forklifts, warehousing

## WACO - USA



60 employees  
11,600 m<sup>2</sup>  
Masted & truck-mounted forklifts  
for US market,  
articulated loaders

## YANKTON - USA



180 employees  
16,900 m<sup>2</sup>  
Telehandlers,  
track loaders

## MADISON - USA



300 employees  
24,000 m<sup>2</sup>  
Skid steers,  
compact loaders

## CASTELFRANCO - ITALY



240 employees  
58,800 m<sup>2</sup>  
Rotating and heavy-load  
telehandlers

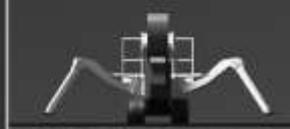
## VINHEDO - BRAZIL



30 employees  
7,000 m<sup>2</sup>  
Mid and heavy-load TH



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# Manitou Latam

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# Manitou Latin America – 3 Legal Entities



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**Manitou Mexico**  
*(managing all Centro American countries, from Panama to Mexico & Caribbean)*



**Manitou Chile**  
*(managing all South American countries, from Colombia to Argentina)*



**Manitou Brasil**  
*(local Manufacturing Plant for all Latin America region)*

# Products – Construction



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ROOFING



CONSTRUCTION



RENOVATION

EXCAVATION



FRAMEWORK



DEMOLITION



CONSTRUCTION



TUNNELING



# Products – Construction



[www.ipaf.org](http://www.ipaf.org)



ROOFING



CONSTRUCTION



DEMOLITION



PREFAB



FRAMEWORK



EXCAVATION



CONSTRUCTION



GRID WORK

# Products – Agriculture



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## FEEDING



## STRAW HANDLING



# Products – Agriculture



[www.ipaf.org](http://www.ipaf.org)

CLEANING



LOADING / UNLOADING



# Products – Industry



[www.ipaf.org](http://www.ipaf.org)



TRANSPORT



WAREHOUSING



MAINTENANCE

# Products – Industry



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TIMBER INDUSTRY



MINING  
HYDRAULIC CYLINDER HANDLING



OIL & GAS INDUSTRIES



AERONAUTICS  
AND ARMY MAINTENANCE



MINING - TYRE HANDLING



AIRPORT



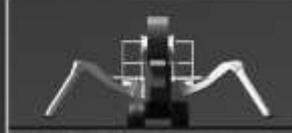
RAILWAY



WASTE INDUSTRY



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# Safety

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Seguros - Danmark

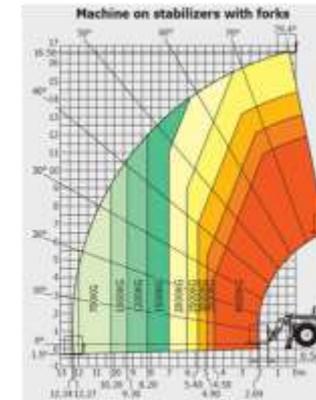
# Safety - Telehandlers



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## 3 NORMAS INTERNACIONAIS

### 1 EN 1459 testes de estabilidade



### 2 ISO 3449

A ISO 3449 é a norma que marca os estándares da estrutura para proteção da queda de objetos (FOPS\*). Dois níveis de peso:

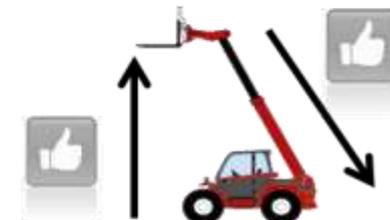
Nível 1: peso de 45 kg caindo a uma altura de 3,10 metros

Level 2: peso de 227 kg caindo a uma altura de 5,22 metros

E ROPS (Rolling Over): rolar



### 3 EN 15000 : corte de movimentos agravantes



# Safety - Telehandlers



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MANIPULADOR BRASILEIRO CERTIFICADO NA NORMA NR-12

- SEM CESTO
- COM CESTO



Máquina  
conforme ABNT  
**NR 12**

**RR**  
**QUALIFICA**  
engenharia • consultoria • treinamento

RESPONSÁVEL CERTIFICADO  
ROBERT ROLAND COLOMBARI

# Safety - AWP's



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Padrão EN280



**TODAS AS LINHAS  
E MODELOS  
MANITOU GROUP**

GRUPO DE TRABALHO  
CE-004:010.018



**Normalização no campo de plataformas de  
acesso aéreo, no que concerne a  
terminologia, projeto, requisitos, fabricação,  
instalação, manutenção e segurança.**

Princípio Bus (cabo) CAN (Controller Area Network)

Sem Can Bus



Com Can Bus

Um movimento  
Um movimento  
Um movimento  
Um movimento



Um cabo +  
calculador

# Safety - AWP's



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**MÁQUINA COM  
MANUTENÇÃO EM DIA  
AUMENTA A  
SEGURANÇA DO  
OPERADOR**

REGISTRO DE HORAS DE TRABALHO POR DATA E HORA  
AVISO MANUTENÇÃO PREVENTIVA  
REGISTRO MANUTENÇÃO PREVENTIVA  
ADEQUAÇÃO MANUTENÇÃO PREVENTIVA DE ACORDO AO CLIENTE  
(DISMINUIR PRAZOS)  
AUTO DIAGNOSTICO AO LIGAR A MAQUINA  
DIAGNOSTICO DIRETO NA MAQUINA  
CALIBRAÇÃO NO PAINEL  
REGISTRO DE FALHAS COM DATA E HORA  
INDICAÇÃO VISUAL DAS FALHAS

Com Can Bus



- CONTROLE DE TODO HISTORICO DA MAQUINA DURANTE TODA A VIDA UTIL DA MAQUINA
- TECNICO NÃO PRECISA FERRAMENTA
- TECNICO REDUCE OS VIAGENS POR SABER COM ANTECEDENCIA QUE ACONTECE COM A MAQUINA
- EVITA ERROS DE OPERAÇÃO: TODO FICA REGISTRADO

# Safety - Forklifts



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A linha de empilhadeiras é desenhada em base ao Operador, considerando o que ocorre ao redor da máquina, com o objetivo de garantir **a segurança máxima no ambiente de trabalho**

2 luzes  
dianteiras  
Alarme de Ré  
Standar



Focos e luz  
de trabalho  
traseira  
Giroflex

## Visibilidade Otimizada



Graças ao seu design inovador e a uma mínima obstrução do contrapeso, a empilhadeira oferece excelente visibilidade traseira para o operador e, assim, garante maior segurança para o ambiente imediato da máquina



O novo assento está em conformidade **com o padrão ISO 3691**: Todos os movimentos hidráulicos e a transmissão são de corte quando não há operador no assento, incluindo um alarme se o freio manual não estiver ligado quando o operador

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# Safety – Skid Steer Loaders



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CABINE ROPS/FOPS (ISO 3471, ISO 3449 NIVEL II)

SEGURANÇA NA PORTA E REPOSA BRAÇOS

AMPLA VISIBILIDADE PARA OPERADOR

CORTE TRANSMISSÃO NO ASSENTO



SISTEMA HYDRALOC - SISTEMA DE BLOQUEIO DE SEGURANÇA (MOTOR, FREIOS, ELEVAÇÃO)

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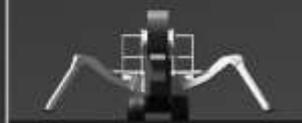
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# Final Message

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# Manitou Latam Strategy



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- 25<sup>th</sup> largest Machinery Manufacture in the World
- 1<sup>st</sup> largest Machinery Manufacture in France

## - Growth Plan for LATAM:

- . Brazil is the main Manufacturing Hub for all Latin America
- . Strong approach in Service & Solutions for local Customers (*Parts, Training and Field Service*)
- . Partnership with DLL (*short and long term financing*) for Brazil and all LATAM countries

## . Target Markets:

- **Brazil**
  - *still immature for Telehandlers usage, but good for AWP, FKL, SSL, and BHL*
  - *dealership network to be built... and Mining market to develop*
  - *introduce product advantages to Rental Cies and main Key Accounts*
- **South and Central America:**
  - *more mature for Telehandlers, where the concept is very well introduced*
  - *mature dealers and strong product usage by Rentals and main KA.s*
  - *dedicated Mining solutions in Chile, Peru, Argentina and Mexico*

## . Target Products:



# Market – AWP & THL



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## Latin America

AWP	2015	2016	2017
Mexico	2.778	1.955	1.192
Chile	316	276	681
Argentina	476	434	648
Brazil	1.014	378	575
Puerto Rico	238	60	158
Panama	92	58	104
Peru	82	51	83
Colombia	90	71	46
Ecuador	17	4	27
Bolivia	3	3	25
<b>Top 10</b>	<b>5.106</b>	<b>3.290</b>	<b>3.539</b>

THL	2015	2016	2017
Argentina	187	158	243
Mexico	164	148	194
Chile	291	207	120
Brazil	127	50	53
Peru	23	11	46
Puerto Rico	35	10	38
Panama	37	33	34
Cuba	1	27	31
Colombia	24	17	15
Costa Rica	10	22	13
<b>Top 10</b>	<b>899</b>	<b>683</b>	<b>787</b>

## Europe

AWP	2015	2016	2017
United Kingdom	7.548	7.276	9.842
Netherlands	7.112	7.790	6.820
France	3.844	5.742	6.501
Germany	4.379	5.296	6.443
Belgium	1.352	2.179	2.702
Sweden	2.601	2.350	2.693
Italy	1.306	2.279	2.498
Finland	929	2.253	2.289
Spain	1.168	1.613	2.144
Turkey	840	1.549	1.551
<b>Top 10</b>	<b>31.079</b>	<b>38.327</b>	<b>43.483</b>

THL	2015	2016	2017
United Kingdom	7.795	7.105	9.500
France	6.299	6.790	7.602
Germany	2.618	2.760	3.316
Italy	1.292	1.632	1.822
Russia	865	1.264	1.584
Belgium	1.013	1.077	1.272
Spain	465	590	828
Poland	1.053	557	758
Turkey	555	732	719
Ukraine	199	563	652
<b>Top 10</b>	<b>22.154</b>	<b>23.070</b>	<b>28.053</b>

Source: AEM & WITS

# HANDLING YOUR WORLD

Material Handling is the heart of Manitou Group's business and a field to which it is truly committed as regards all its stakeholders. Its knowledge and expertise enable it to respond to all material handling problems, whatever the country, terrain or application.

By making the world of its clients, and by extension the entire world, its terrain of activities, Manitou is clearly asserting its leadership and desire to offer solutions and service by creating value for its clients.

**Obrigado / Gracias / Thanks!**

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# IPAF Elevação

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ACCESS FEDERATION

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