



OIL & GAS

solutions



Handling your world

The Manitou Group was founded by the Braud family more than 60 years ago. Today, Manitou Group is the world leader in all-terrain material handling. It designs, manufactures, distributes and services equipment for construction, agriculture and many other industries.

The Group's product ranges include all-terrain fixed, rotating and heavy-load telehandlers; all-terrain, semi-industrial and industrial masted forklift trucks; wheel or track skid-steer loaders; access platforms; truck-mounted forklifts; warehousing equipment; and attachments.

Through its iconic brands – Manitou, Gehl and Mustang – distributed by a network of 1,400 dealers, the Group offers the best solutions to create optimum value for its customers.

Headquartered in France, the group registered in 2016 a revenue of 1.332 billion Euros in 140 countries and employs 3,300 people all committed to satisfying customer.



1958

Marcel Braud conceives the idea of the Manitou truck.

1972

Group enters foreign markets.

Sales partnership agreement signed with Toyota for exclusive distribution of Toyota industrial forklift trucks in France.

1981

Launch of first Manitou telehandler.

1984

Manitou floated on stock exchange.

1993

First MRT rotating telehandlers are sold.

1995

Launch of first range of access platforms.

1996

ISO 9001 certification obtained.

1998

Marcel Braud appointed Chairman of the Supervisory Board.

2006

Manitou hits the 1 billion euros sales milestone.



3 brands
distributed through
1,400 dealerships
in 140 countries

 **MANITOU**

GEHL

MUSTANG

- 21 subsidiaries
- 11 production sites
- 3,300 employees worldwide
- 65% of the share capital held by the founding families
- 80% of revenue comes from foreign markets
- 1.332 billion Euros revenue in 2016

2007

Opening of an international logistics center spanning 22,000 m².

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.

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.



2016

Launch of the new MLT range, NewAg.

NewAg





Long-term partner for a demanding world

For over 20 years, we have understood the industrial safety, productivity and service issues that you have to deal with at every stage of a project; from the construction of your infrastructure to operation support and equipment maintenance.

Manitou Group researches, designs, and manufactures a wide range of dedicated 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 your business, including after-sales support, maintenance, training and financing.

With capacities from 0,5 to 22.5 tons (t) (from 1,100 to 49,600 pounds (lbs.)) and lift heights from 6 to 40 meters (m) (19'60" to 131'), Manitou Group has the solution to all your material handling needs.

Do you want to build in the best conditions?

To improve your return on investment, you constantly need to build your oil & gas infrastructure in shorter times and often in a harsh environment (weather conditions, limited space).

With precise handling and positioning of heavy, bulky loads, such as pressure vessels, skid units, drilling rig elements and fitted containers, you make no compromise with safety.



Safety

- Advanced equipment (standard or optional): safety stability devices, ROPS / FOPS cabins, on-board weighing, rearview and pedestrian detection cameras, attachment recognition and more
- Panoramic 360° vision and ergonomic cab comfort
- Customized machine operation and attachment training



CONSTRUCTION

Performance

- Movement speed and fast cycles for a quick return on your investment or rental.
- Precision execution made possible with hydrostatic machines, proportional controls and remote control.
- Dedicated attachments like forks, stems, winches etc.

Select from our solutions, the machines and accessories that best suit your needs from Manitou group: all-terrain masted forklift 3 to 7 t (6,600 to 15,400 lbs.), rotating telescopic forklifts (lifting height up to 30 m - 100'), aerial platforms...

Looking for efficient solutions for your operations?

«You use your material handling tools on a daily basis
for your site operations: handling pipes, unloading
containers on site, cleaning facilities...
and sometimes in hazardous areas.»
This is why you want to rely on your handling equipment
and avoid downtime in your operations.



OPERATION
support





Reliability

- More than 50 years of field experience, innovation and feedback from users
- World renowned quality components
- Protection of critical components (engine, steering, transmission and hydraulic)
- Continuous improvement of our trucks



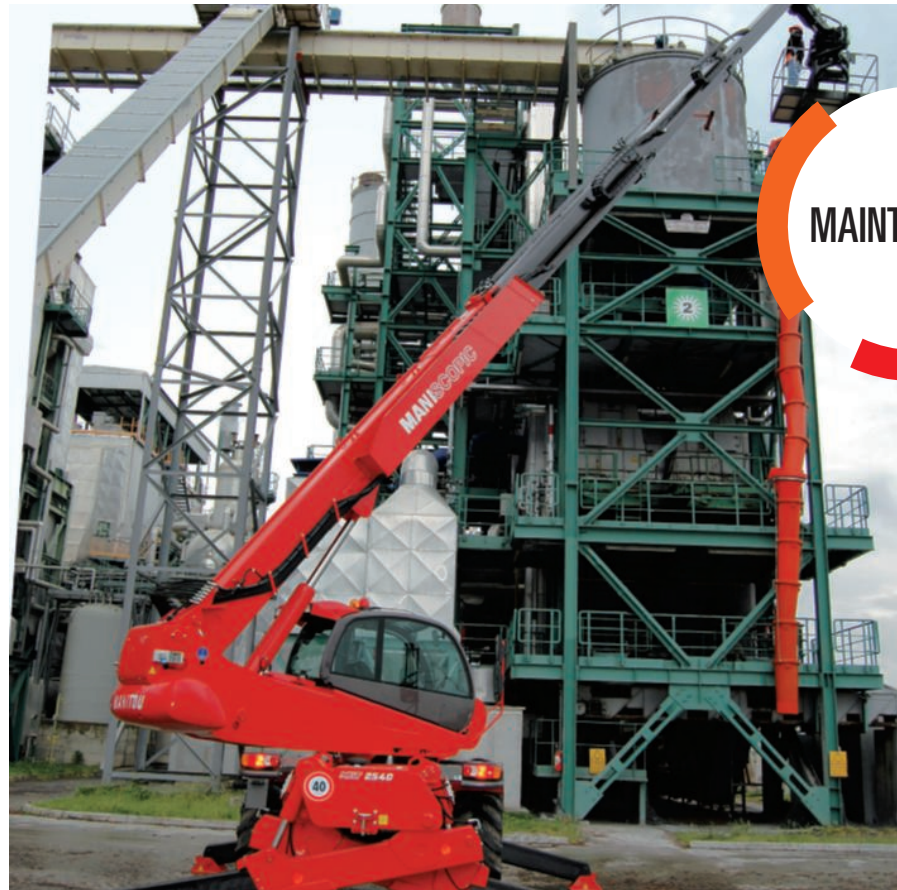
Service

- A network of 1,400 dealers close to you
- Timely technician assistance to ensure optimum machine performance
- Maintenance contracts and trainings suited to your needs
- 24/7 hotline
- Dedicated engineering teams for the production of tailor-made solutions

The Manitou Group range of machines and accessories meets your specific logistic and warehousing needs: warehouse equipment (manual pallet truck, stacker...), masted forklifts internal combustion or electric 1.5 to 3.5 t (3,300 to 7,700 lbs.), heavy load telehandlers from 8 to 22.5 t (17,600 to 49,600 lbs.), attachments: pipe clamps, buckets, barrel clamps for safe handling...

Want to optimize your infrastructure maintenance?

Essential for the productivity of your operations; the inspection and maintenance of your sites is a priority. The regular replacement of parts for generators, compressors, valves or fittings through to the daily maintenance of buildings or tanks, you need multitasking equipment that can be used in all situations.



MAINTENANCE

Versatility

- Several hundred attachments available for your needs: man baskets, winches, cleaning brushes, pipe grapples, steel beam clamps and more.
- MRT (rotary telehandler) range, a 3 in 1 machine: crane, telescopic handler and man platform.





Simplicity

- Fast and intuitive use: JSM® (Joystick Switch & Move) is exclusive to Manitou for controlling all movements with one hand, ergonomic cabin.
- Identical maintenance whatever the model range: engine access, diagnosis and easy maintenance.
- Quick and easy attachment change.

Manitou Group offers a wide range of machines that meet the challenges of the daily maintenance of your facilities: from the all-purposes skid steer to the rotative telehandler.





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.

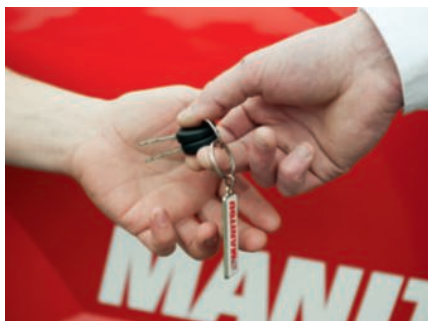
TCO, what's that?

As part of our REDUCE programme, the TCO (Total Cost of Ownership) is an important factor for our customers.

The TCO is the total cost of ownership of an asset, more commonly known as the user cost. This indicator considers both fixed costs such as acquisition, interest, rent, residual value, etc., and variable costs linked to the use of your machine, such as maintenance, user training, etc.



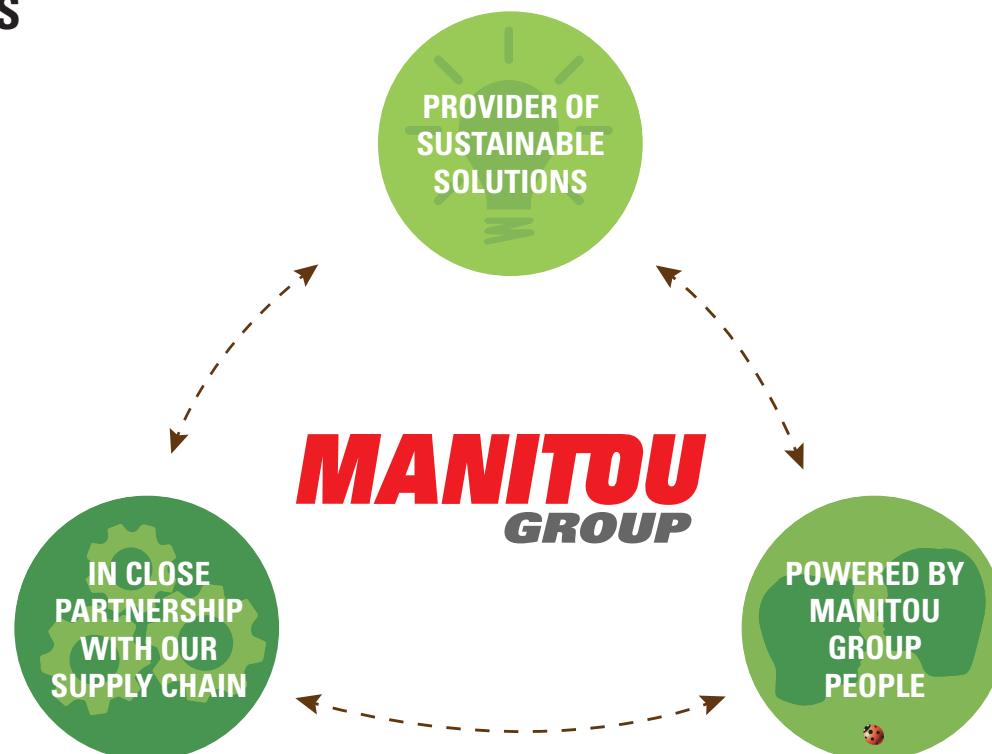
Calculate your TCO on
tco.manitou.com



- 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, 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!

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 70 better notations regarding RSE, 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

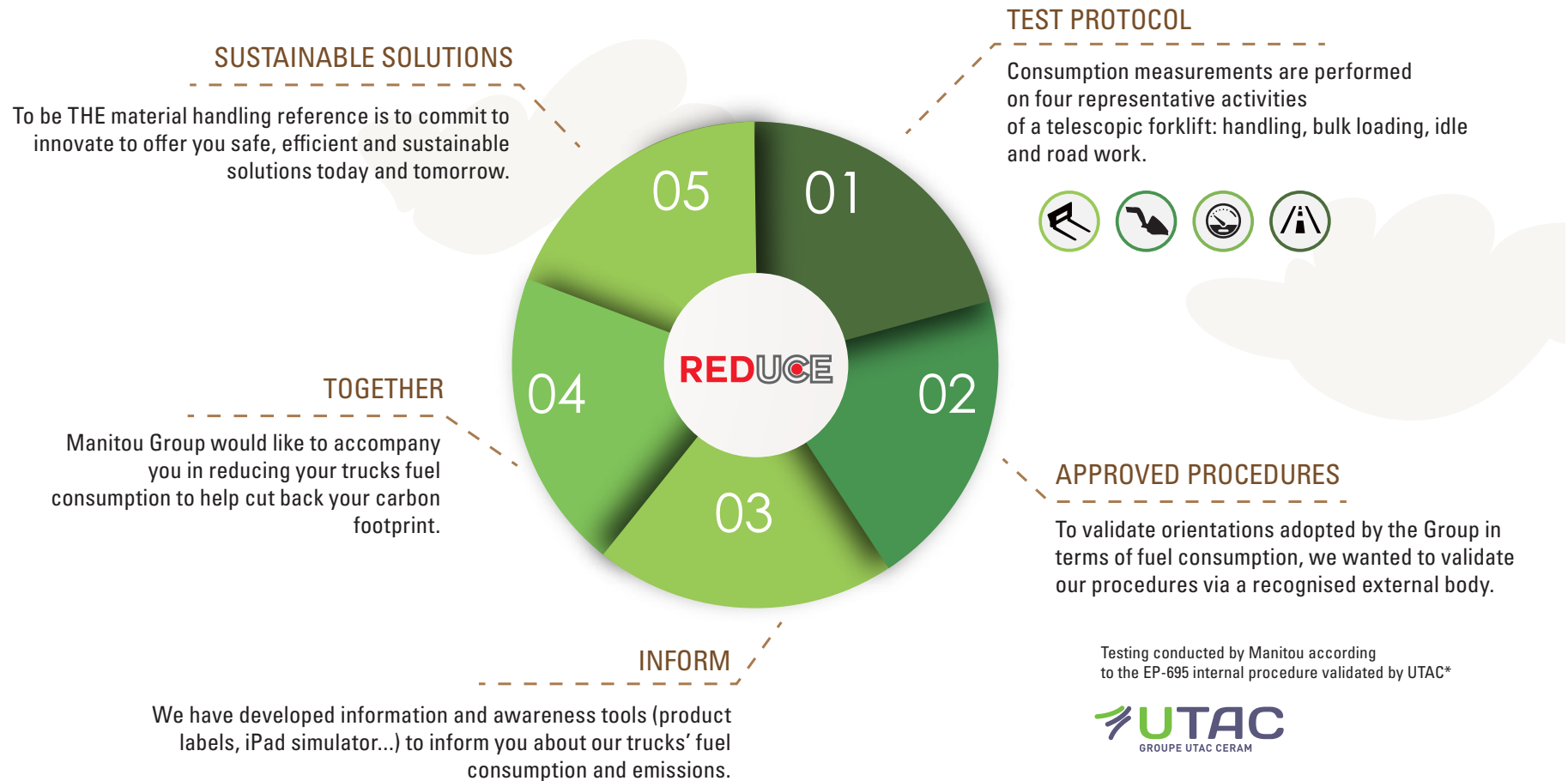
June 2015

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 can

reveal 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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GEHL

