



PRESS RELEASE

Manitou Group's support for the NEOLINE maritime transport project



Paris, March 26, 2019 — The Manitou group, the global leader in rough-terrain handling, confirms its support for the NEOLINE maritime project to transport its machines to the American market. This future innovative and environmentally-responsible line is part of the group's CSR approach.

The NEOLINE ro-ro cargo project, powered mainly by sails, plans to use 100% clean, free, and renewable energy: the wind. By showing its support for this economical and responsible solution, the group is continuing its innovative approach and objective of reducing its environmental impact.

With 80% of its revenues earned internationally, the Manitou group plans to transport more than 1,000 machines by ships from Europe to the U.S. in 2019. This new solution will optimize the dynamics of its international transport flows: efficiently distributing all of its machines and components around the world more efficiently with less environmental impact.

Augustin Merle, Transport and Logistics Manager at the Manitou group, says: *"It is essential for the Manitou group that we have access to transport solutions that are both efficient and responsible. NEOLINE's proposal is a perfect fit for our operational needs. It is also viable in terms of energy consumption, saving an estimated more than 4,000 tons* of CO₂ per year. With this service, we will maintain similar delivery times, while optimizing pre-routing from our factories in Grand Ouest to the port of Nantes - Saint-Nazaire."*

NEOLINE is developing a highly-fuel efficient transatlantic transport line, thanks to innovative sailing vessels that will specialize in rolling and oversized goods. With start-up expected in 2021, this line will connect St-Nazaire with the American east coast and Saint-Pierre & Miquelon.

Michel PERY, President of NEOLINE, says: *We have developed this transatlantic line dedicated to rolling and oversized freight with cargo shippers like the Manitou group. In particular, we plan to equip our vessels with movable decks whose dimensions and resistance are perfectly suited to the machines of the Manitou group. As a strategic shipper of our future line, the support shown by the Manitou group is a concrete step forward towards the commissioning of our vessels."*

To provide a maritime transport solution that is equal to today's environmental challenges, NEOLINE is developing **industrial-scale sailing freight services** that are clean, customized, and competitive and meet the logistical needs of shippers. Led by a team of maritime professionals, this shipowner project is making it possible to design vessels that are capable of **reducing up to 90% of CO₂ emissions**, compared to traditional cargo on an equivalent route.

The NEOLINE vessel will use **primary wind propulsion, in conjunction with economical speed and optimization of the energy mix.**

This **136m long ro-ro vessel with 4,200 m² of sails** combines technical maritime transport solutions with solutions from sport sailing in an innovative way. This type of transport is efficient both logistically and economically, with exemplary energy savings. The development plan expects to **build two ships** of this model, with a commissioning goal of 2021.

** Source: Ademe database on the consumption of ro-ro cargo ships of 0.103 kgCO₂/ton.km*

About NEOLINE

Founded in 2015 by a group of maritime professionals convinced of the necessary evolution of shipping towards more responsible maritime transport, NEOLINE aims to become the first shipowner to focus on energy efficiency, based on a main propulsion system under sail. It is supported by the Pays de la Loire Region and BPI France. The project is labelled by the Atlantic Brittany Sea Cluster and the EMC² Cluster.

NEOLINE, with its partners, aims to provide an innovative French response to a universal environmental challenge while remaining within an industrial and competitive framework.

More info at www.neoline.eu

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

The group's product lines include fixed, rotating and heavy tonnage rough-terrain telescopic forklifts, rough-terrain, semi-industrial and industrial masted forklifts trucks, skid-steer loaders on wheels and 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 1.9 billion euros across 140 countries in 2018, and it employs 4,400 people, all committed to satisfying customers.