

PRESS RELEASE

Manitou Group formalizes its partnership with NEOLINE to reduce its carbon footprint



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Ancenis, October 12, 2020 — Manitou Group, a worldwide reference in handling, aerial work platforms, and earthmoving, has formalized its partnership with the innovative and eco-responsible company NEOLINE, which specializes in maritime transport via ro-ro cargo ships. By signing this contract, the group accelerates its ecological transition by choosing a solution that drastically reduces the environmental impact of its exports to the United States.

This virtuous collaboration between Manitou Group and NEOLINE, which began in 2017, is now formalized by a contract signed by both partners. This partnership involves the transport of all aerial work platforms and telehandlers manufactured by Manitou Group in France via a primarily wind-powered cargo ship heading for the North American market. These products will be loaded at the Saint-Nazaire Port (Loire-Atlantique) for shipping to the East coast of the United States via the Port of Baltimore (Maryland). Augustin Merle, Director of Logistics and Projects at Manitou Group, says: *“We are proud to sign this contract with NEOLINE today. It is an important step in moving this project forward. By engaging with a local partner, we are not only strengthening our regional position, but we are also going to reduce our transport carbon footprint, while guaranteeing reliability of service for our customers in the United States and Canada.”*

With more than 1,000 machines exported to the United States per year, Manitou Group will have a load capacity of up to 40 machines per trip on board this sail cargo ship. This navigation solution will

also make it possible to reduce up to 90% of CO₂ emissions when compared with a traditional cargo ship making an equivalent trip.

According to the development plan of NEOLINE's pilot line, construction of the first ship, which will be 136 meters long and have a sail surface of 4,200 m², will begin in the coming months. It will be commissioned on a new transatlantic route between St-Nazaire, Baltimore, Halifax, and St-Pierre & Miquelon. A second ship with equivalent specifications will follow as soon as possible in order to achieve a rate of departure of every two weeks.

Jean Zanuttini, President of NEOLINE Development, adds: *“By signing this contract, Manitou Group is demonstrating its resolute commitment to the energy transition of its supply chain and thereby gains access to a new generation of maritime transport designed to reduce environmental impact as much as possible while fully meeting its logistics needs. Manitou Group, which is a global leader in handling, thus sends a strong signal and demonstrates that the NEOLINE tool meets a real need for French industrial companies with a resolute commitment to the sustainable development of their business. We are technically and commercially ready to quickly and drastically reduce transatlantic supply chain emissions.”*

Given the current economic, environmental, and health crises, Manitou Group's engagement with NEOLINE is a reflection of its long-term vision and strategy surrounding social responsibility and sustainable development, which are true assets for the company's future.

About Neoline

*Founded in 2015 by a group of maritime professionals dedicated to evolving the shipping industry towards more responsible maritime transport, NEOLINE's goal is to become the first shipowner focused on energy conservation by relying primarily on sailing propulsion. It is supported by the Pays de la Loire Region and BPI France. The project is certified by the Pôle Mer Bretagne Atlantique and Pôle EMC². With its partners (including Neopolia Mobility), NEOLINE aims to provide **an innovative French response** to a universal environmental challenge while staying **within a competitive industrial framework**.*

For more info, go to www.neoline.eu

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Manitou Group is a worldwide reference in the handling, access platforms, and earthmoving. By improving workplace conditions, safety, and performance, our environment remains renewable and sustainable for man kind.

Through its 3 iconic brands—Manitou, Gehl, and Mustang by Manitou—the group develops, manufactures, and provides equipment and services for the construction, agriculture, and industrial markets.

By constantly innovating its products & services, Manitou Group constantly adds value to exceed its stakeholders' expectations.

Always attuned to its customers via its expert network of over 1,050 dealers, the group continues to be true to its roots by keeping its headquarters in France. That focus, which powered sales to €2.1 billion in 2019, informs its talented worldwide team of 4,600 whose passion ceaselessly motivates the group.

Get the latest news from the group at www.manitou-group.com and on social media

