



PRESS RELEASE

Manitou Group and Kiloutou present the first “retrofit” telehandler



*From the left to the right: Adrien Dufloer, Head of technical studies, Kiloutou
François Renault, Director of Equipment & Sustainable Development, Kiloutou,
Michel Denis, President & CEO Manitou Group - Hervé Ouisse, Service range &
second hand & remanufacturing Manager, Manitou Group*


Ancenis, June 4, 2024 – Manitou Group, as a world reference in handling, aerial work platforms and earth moving sectors, and Kiloutou, Europe’s third largest equipment rental company, are previewing the first “retrofit” electric telehandler. An opportunity for the groups to test a solution that is both sustainable and circular.

The partnership between Manitou Group and Kiloutou, which first began in early 2023, is really coming into its own with the exclusive presentation of the first electric telehandler based on a used combustion model. After studying the technical feasibility of the project for the past year, Manitou Group’s R&D and Services & Solutions teams have come up with an electrification kit in line with the specifications shared by Kiloutou. All the safety criteria are met, and performance is equivalent to the internal combustion version.

The retrofit is a transitional solution that is both sustainable and circular, with a 40% reduction in greenhouse gas emissions compared with an internal combustion machine. Once fitted with its electrification kit, the converted equipment will be integrated into the IMPAKT offer, dedicated to alternative, more environmentally friendly powertrains and available from Kiloutou branches in France.



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Michel Denis, CEO of the Manitou Group, adds: “We are proud to present this first ‘retrofit’ telehandler. I would like to thank all the teams involved in this virtuous project. This close collaboration with rental customers like Kiloutou shows just how important it is to join forces to make quicker progress on sustainable solutions for the users of our machines. This development is fully in line with the objectives of our CSR roadmap, which aims to make the circular economy a priority.”

François Renault, Director of Equipment & Sustainable Development, Kiloutou Group, explains: “At a time when electric is set to become the norm and gradually replace fossil fuels, we see retrofitting as an alternative to mass replacement. It is perfectly aligned with a comprehensive fleet upgrade program, without the need to buy everything back. This project with Manitou Group pushes back the limits of the possible in terms of the circular economy and decarbonization. I’m delighted with this project, which enables our respective teams to share their know-how, and I’m particularly proud to see the expertise of Kiloutou’s Test Center and Purchasing Department at work.”

The two companies are now in the process of concluding a usage partnership with a major construction company, starting in September 2024. Over a period of one year, it will enable the equipment to be tested on various worksites and indicators such as range, charging methods and customer feedback to be analyzed in real-life conditions.”

Retrofit key figures:

- 2,000 hours of development
- 50 people involved in the project
- 40% reduction in greenhouse gas emissions compared with internal combustion equipment
- 25% reduction in the environmental score* with the electrification kit
- 5 years of use minimum following installation of the electrification kit**

*Weighted average of 16 indicators (climate/biodiversity/health/resources) compared with keeping an internal combustion machine

** Number of years required in the specifications following equipment modification

About Kiloutou:

Kiloutou, Europe’s third-largest generalist equipment rental company in Europe and a major player in the sector in France, has for over 40 years combined economic performance with environmental and human values to promote the most innovative solutions for an increasingly diversified customer base: construction and civil engineering companies, independent tradesmen, SMEs, local authorities, and industry. For its development, the Kiloutou Group relies on the expertise of more than 7,000 team members serving over 400,000 customers in seven countries across Europe, in France, Poland, Italy, Spain, Germany, Denmark (GSV) and following the acquisition of Grupo Vendap, Portugal. The Kiloutou Group network consists of 600 branches and fields the largest equipment range in the market, with over 1,000 product references and more than 350,000 pieces of equipment (excluding accessories) in four main product categories: earth-moving, access, utility vehicles and tools and light equipment.
www.kiloutou.fr - www.kiloutou-group.com.

[Download the visuals from the corporate website media library](#)

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As a world reference in the handling, aerial work platform and earth moving sectors, Manitou Group’s mission is to improve working conditions, safety and performance around the world, while protecting people and their environment. Through its flagship brands – Manitou and Gehl – the group designs, produces, distributes and services equipment for construction, agriculture and industry. By placing innovation at the heart of its development, Manitou Group constantly seeks to bring value to all its stakeholders. Through the expertise of its network of 800 dealers, the group works more closely with its customers every day. Staying true to its roots, with its headquarters located in France, Manitou Group turned over €2.9 billion in 2023d. It unites 5,500 talents worldwide with passion as their common driver.



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