



PRESS RELEASE

First “retrofit” telehandler tested on a large-scale French construction site



From left to right: Michel Denis, Manitou Group President & CEO - Olivier Colleau, Kiloutou Group President - Adrien Vacherand, Outdoor Rentals Manager France, Bouygues Construction Matériel - David Deslots, Project Director Equans France

Nantes, April 29, 2025 — Manitou Group, a worldwide reference in the handling, aerial work platforms, and earthmoving sectors, and the Kiloutou Group, the third-largest equipment rental company in Europe, are strengthening their commitment to the decarbonization of construction sites by partnering with Bouygues Construction Matériel to operate their first “retrofit” telehandler. Thanks to this partnership, an initial trial is underway on Europe's largest hospital construction site in Nantes, with the active participation of Equans France, another subsidiary of the Bouygues group. This marks the first time this type of combustion-engine equipment, converted to electric power, is being used in a real-world construction site scenario. This presents a unique opportunity for the three groups to test the viability of this sustainable and circular solution.

Initiated in early 2023, the partnership between Manitou Group and Kiloutou is entering its second phase with an unprecedented testing period, launched since the beginning of March on the construction site of the new hospital of the Nantes University Hospital (CHU) where Equans France is involved in various technical work packages, as part of a broader partnership concluded with Bouygues Construction Matériel. This phase will continue until early May, followed by four more months of testing at two other sites to assess various use cases. This crucial stage will allow the entities to gather valuable feedback from operators in order to evaluate the performance of the electrification kit. The criteria being analyzed include safety, battery life, ergonomics, and charging times.

Michel Denis, President & CEO of Manitou Group, explains: *“This testing phase, focused on user needs and expectations, is very important to validate this electrification kit. Initial feedback from the construction site is very encouraging, with performance largely comparable to a combustion engine, combined with a significant reduction in noise and zero carbon emissions. We still have a few months of testing to solidify our confidence, but the project is truly promising! We share the same conviction with the Kiloutou Group, and we confidently envision the potential of retrofitting, in line with our commitment to making the circular economy a cornerstone of our CSR strategy.”*



Successful trials

The initial results from the tests conducted at the Nantes University Hospital Center construction site are very positive. Used daily by Equans France teams, the “retrofit” telehandler ensures the unloading of deliveries and the supply of materials on site. Thanks to its 100% electric motorization, it avoids the need for diesel refueling, thus limiting truck movements, simplifying site access logistics, and significantly reducing pollution risks. Feedback gathered from operators expresses satisfaction with the charging method, driving comfort, sufficient battery life for this type of application, and performance similar to the combustion engine version. For example, the equipment can operate for more than 3 hours without interruption. Charging time is also limited, with 25% of the battery recharged in just one hour (22 kVA).

Retrofitting represents a sustainable and circular transition solution, achieving an average reduction of 40% in greenhouse gas emissions compared to the manufacturing and use of combustion engine equipment, and a 25% reduction in the total environmental score*.

Olivier Colleau, President of the Kiloutou Group, states: *“For several years, the Kiloutou Group has been committed to contributing to the acceleration of the environmental transition. This retrofitting project, conducted with our partner Manitou Group, fully aligns with our roadmap to reduce our CO2 emissions, particularly indirect emissions, by approximately 25% by 2030. The full-scale test at the Nantes University Hospital Center site will help advance the project, with a view to potentially considering a wider-scale deployment, if the test results continue to prove conclusive.”*

Results Intended for the Entire Construction Sector

Within the framework of CAMD – the Community of Sustainable Equipment Stakeholders – of which Manitou Group and Kiloutou are co-founders, the results of these on-site tests will be shared in advance among the members of the association, which includes equipment manufacturers, rental companies, and building and public works companies. A summary of these initial trials will also be discussed at the upcoming Sustainable Equipment Meetings on May 27, 2025.

*Weighted average of 16 indicators (climate/biodiversity/health/resources) compared to maintaining combustion engine equipment.

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About Manitou Group: 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 €2.7 billion in 2024. It unites 6,000 talents worldwide with passion as their common driver.



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 and 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.



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