



PRESS RELEASE

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Effidence & Delta Pyramax: A strategic partnership in Hong Kong for an ever-expanding global reach!

- A brand-new partnership between two solution providers aimed at improving and optimizing work in companies
- China: a strategic territory, the world's leading market for industrial robots

Delta Pyramax - Effidence: a human-friendly solutions provider meets a designer of mobile and autonomous robotics

The end of the year was marked by the launch of a new strategic partnership for Effidence, with Delta Pyramax, a supplier of ergonomic solutions based in the Hong Kong. The two companies, which have been in contact for several months, have identified common interests in their collaboration: on the one hand, the opportunity for Delta Pyramax to distribute a range of recognised and proven robots, and on the other, Effidence's technical and commercial presence in Hong Kong. They have also found real synergy in their shared values: the desire to improve working conditions.

China, a strategic choice for Effidence's expansion

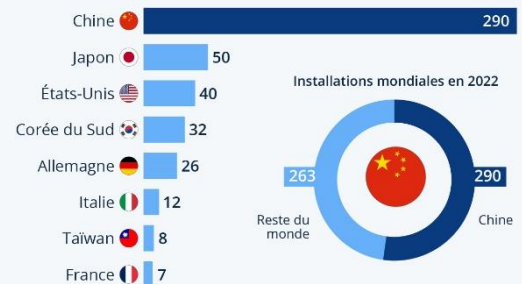
Asia's hyperpower is a choice that marks a decisive step for Effidence, which will be able to distribute its AMRs through its partner Delta Pyramax in the coming months. China has been the world's leading market for robotics for many years.

According to Statista and the journalist Tristan Gaudiaut, records were set for the installation of industrial robots in 2022. The International Federation of Robotics (IFR) points out that more than half of these robots have been installed in China. In fact, China is the country where the robotisation of industry is proceeding fastest in the world. The density of robots tripled between 2017 and 2021.

This new partnership looks promising for the French mobile robotics company. Already established in Japan and Singapore thanks to its partners, the company is continuing its expansion in Asia.

Industrie : la Chine se robotise massivement

Pays/territoires où le plus grand nombre de robots industriels ont été installés en 2022, en milliers



Source : IFR



statista

Citation Delta Pyramax, John Lau : *“There are numerous challenges in the adoption of AMRs in different industries and localities. Early adopters may find it complicated, especially when AMRs are evolving close to humans and has to deal with unpredicted scenarios. Using an AMR can also seem difficult, especially for non-technical people.*

Effidence has a more flexible solution that fit into working practices. For example the “follow me” is a function that any worker can understand, get right on board with EffiBOT with ease. As workers get more familiar with and not adverse

to work alongside EffiBOT, more functions can be added such as “go to base” commands. In more advanced applications, EffiBOT can be configured with more components to increase amount of automation. Customers don’t have to buy a fully autonomous robot with all functions but configure EffiBOT to their needs. Construction site is one case that demonstrates the problem. Site topology changes every day, it would be very difficult for a construction worker to map and configure the AMR every day. Effidence solutions are user-friendly, can be configured to challenges, has a good support team, these are things that can bridge the gaps.”

About EFFIDENCE

Effidence provides innovative robotic solutions to optimize intralogistics flows and order picking applications for players in industry and logistics. Founded in 2009, Effidence offers agile and powerful robotic solutions that adapt to the needs of its customers and their growth: collaborative "follow-me" and autonomous robots to work with or near humans; standalone robots or cooperating fleet type "swarm-me". In 2020, Effidence signed a strategic partnership with the Manitou group to distribute EffiBOT robots in Europe and market Manitou warehouse trucks (stackers, tractors, order pickers, etc.) robotised using Effidence technology.

About DELTA PYRAMAX

With an idea and a commitment, Delta Pyramax Co., Ltd was founded in 1983. The idea was to improve the human living and working environment with worldwide sourcing. The commitment was to provide the highest quality, technology and most economic value products to our customers. Developed more than 30 years ago, this philosophy is still the fundamental operating principle of Delta Pyramax today. Delta Pyramax had most experience on following industries: Fire & Smoke Protection System, Energy Saving System, HVAC System, Waste Water Treatment System, Air Cleaning & Filtering System, Environmental Acoustic System etc. Most of our products are leaders in the market. The focus of Delta Pyramax has always provided excellent customer service. Whether it is in the initial design phase, during construction, or after project completion, our sales teams deliver expert customer support.

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