



## PRESS RELEASE



### Signing of a strategic partnership for autonomous warehousing equipment

- Integration of Effidence technologies by Manitou Group
- Co-development and marketing of collaborative, autonomous warehousing equipment
- Distribution of EffiBOT collaborative robots in the Manitou Group network in Europe

**Ancenis, France**, on September 1, 2020 — Manitou Group, a worldwide reference in handling, aerial access platforms, and earthmoving, and Effidence, a designer of innovative robotized solutions for logistics and industry, signed a partnership for the co-development and marketing of a range of logistics robots. The objective: combining the latest in robotic technologies for warehousing with the strength of a distribution network.

Effidence has been developing collaborative and autonomous mobile robotic solutions to improve internal logistics flows in industry and logistics since 2016. A pioneer in “Follow-me” collaborative technology, Effidence is the creator of the EffiBOT robot, an agile and versatile solution that is optimized for preparing orders or conveying bins or boxes. EffiBOT is already being distributed to the major 3PL (Third Party Logistics) operators, car makers, and other industrial companies in Europe and abroad. Cédric Tessier, Founder and President of Effidence, says: *“With EffiBOT, we have demonstrated that robotics can offer much more than simply a method for conveying goods. Our robots are real productivity tools for Industry 4.0 that safety coexist with operators. In order to expand our range of robots, we have decided to partner with Manitou Group, an industrial partner with historical expertise in warehousing.”*

In addition to Effidence robotic carts, which will be distributed by Manitou Group dealers, a range of stackers and industrial tractors will expand the offering of collaborative and autonomous warehousing equipment. The robotic autonomous stackers will be co-designed by both partners and assembled by LMH Solutions, a subsidiary of Manitou Group located in Beaupréau (Maine-et-Loire, France). The stackers will have a capacity of between 1 and 2.5 tons and will be serviced by Manitou Group's network of technicians. Sylvain Jaguelin, Chief Executive Officer of LMH Solutions, highlights the benefits of this partnership: *“We are driven to continuously innovate to accelerate automation in logistics centers and industry. With the technology developed by Effidence, we will be able to offer our customers intelligent, powerful, and fully integrated solutions that are able to meet the challenges of logistics and Industry 4.0. These new solutions are a perfect embodiment of our day-to-day mission “to improve working conditions, safety, and performance - everywhere in the world - while protecting humans and their environment.”*

From design to distribution of the innovative products, this strategic agreement will create synergy through the combination of an innovative and agile company with the power of an international industrial group.



Effidence designs innovative robotic solutions to optimize internal logistics flows and order preparation applications for industrial or logistics operators. Founded in 2009 by Cédric TESSIER, Effidence offers agile and powerful robotic solutions that are tailored to its customers' needs and their growth: “follow-me” collaborative and autonomous robots that work with or in close proximity to humans; standalone robots or “swarm me” fleets of robots.

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.

#### PR CONTACTS:

**Marie-Léone Mazuel**  
[contact@effidence.com](mailto:contact@effidence.com)  
Tel : +33 4 73 25 15 26

**Franck Lethorey**  
[f.lethorey@manitou-group.com](mailto:f.lethorey@manitou-group.com)  
Tel : +33 7 86 70 85 62