



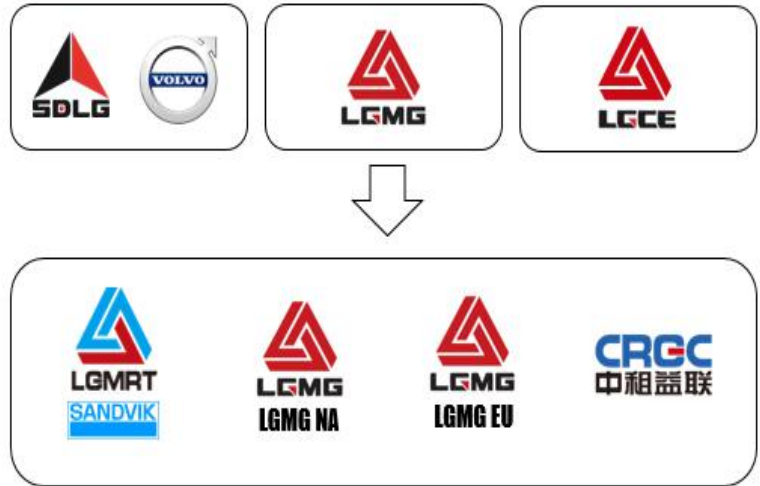
WHY LGMG ?

1.1 Lin Gong Machinery Group Intro.

More than 40 years of experience in construction machinery manufacturing and 14 years of experience in J.V. with world-class brands

- Founded in 1972
- Sales revenue 53.3 billion USD in 2019
- Top 3 Chinese construction machinery Group
- 3 Core subsidiaries, SDLG(cooperation with VOLVO since 2006), LGMG(cooperation with Sandvik since 2016) and LGCE
- Over 10,000 employees

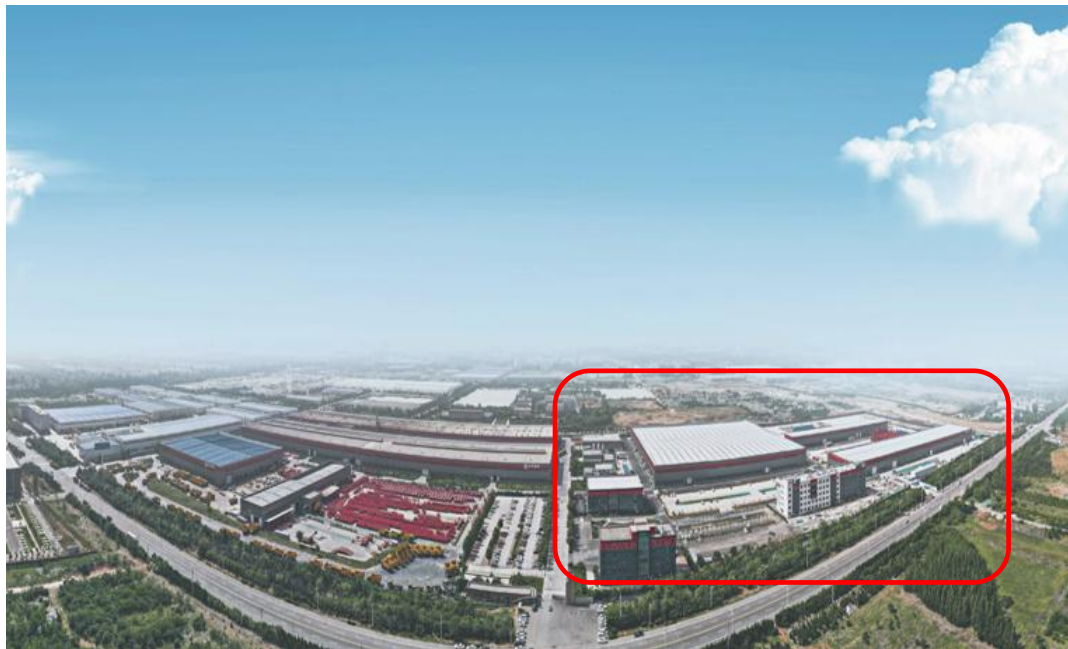
LINGONG MACHINERY GROUP



<http://www.lgmg.com.cn/>
<http://www.sdlg.cn/>



1.2 LGMG MEWPs Intro.



 In order to meet with fast growing demands from the market, LGMG expanded the plant area in 2019 and completed initial of 2020. Now the new plant is the largest single MEWPs factory in China.

LGMG MEWPs (Lin Gong Machinery Group)

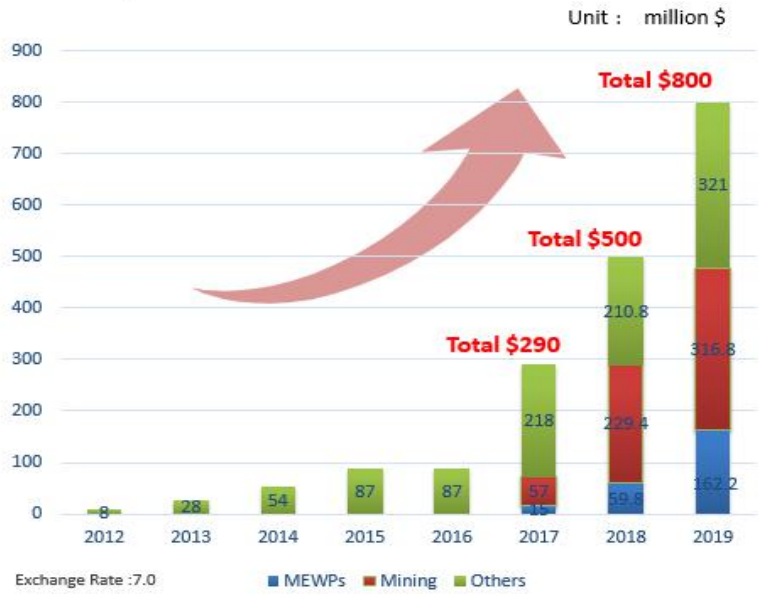
- ◆ No.1 Scissor Lift Sales in China since 2018.
- ◆ Top 2 Chinese MEWPs Manufacturers in 2019.
- ◆ The 1st Chinese MEWPs Brand to build overseas branch
- ◆ The 1st Chinese MEWPs manufacture to pass all the world certifications-Certified by EU CE, American ANSI, Japanese JIS, South Korea KC, Canadian CAN/CSA, Russia CU-TR ,etc.
- ◆ 1,000 employees from MEWPs sector.
- ◆ 40 product models available.
- ◆ 40,000 sets production capacity per year.



1.2 LGMG MEWPs Intro.

Fast and steady growth in past years -more possibilities in future.

 **LGMG MEWPs Sales Revenue**



LGMG MEWPs in KHL Ranking (2019)

RANK	2019	2018	COMPANY	2019 Revenue		2018 Revenue		% CHANGE OVER YEAR	EQUIPMENT TYPE
				US\$* MILLION	LOCAL CURRENCY MILLION	US\$ MILLION	LOCAL CURRENCY MILLION		
1	1	1	JLG Industries	2364.6	2364.6	2479.3	2479.3	4.6	Self propelled
2	2	2	Terex AWP	1914.9	\$1914.9	2132.1	\$2132.1	10.2	Self propelled and truck mounts
3	3	3	Skyjack	1010.0	CS\$1104.5	959.5	CS\$1049.3	5.0	Self propelled
4	4	4	Haulotte	791.0	580.26	690	€505.9	14.6	Self propelled/trailers/ push around
6	6	6	Aichi Corporation	404.8	JPY 41419.6	428.9	JPY 43969.9	5.8	Self propelled/trucks
8	11	11	Dingli	382.3	RMB 2389	245.8	RMB 1536.3	55.5	Self propelled, push around
7	7	7	Alimak Hek	373.0	SEK 2473	339.6	SEK 2251	9.8	Mast climber/hoist
8	8	8	Manitou	315.0	€231	294.6	€216	6.9	Self propelled
9	10	10	Time	310.0	\$310	265	\$265	17.0	Vehicle mounts
10	12	12	Ruthmann	231.9	€162.4	207.31	€152	11.9	Truck mounts
11	5	5	Altec	228.0	\$228	220	\$220	3.6	Truck mounts
12	14	14	Snorkel	220.8	\$220.8	200.5	\$200.5	10.1	Self propelled
13	13	13	Niftylift	211.0	UK£125.65	197.2	UK£117.43	7.0	Self propelled
14	15	15	Palfinger Platforms	184.4	€133.9	179	€130	3.1	Truck mounts
16	9	9	Tadano	175.5	JPY 17986	178.7	JPY 18320	1.8	Truck Mounts
16	16	16	Bronto Skydift	161.1	€118.1	128.5	€94.2	25.0	Truck mounts
7	21	21	LGMG	158.5	RMB 997	91.2	RMB570	74.9	Self propelled

During the past years, LGMG MEWPs increases year by year. In 2019, the Sales revenue for LGMG factory is up to 800 million USD.

LGMG MEWPs took 5 years to be the top 17th place in the world MEWPs industry and No.2 among Chinese manufacture.



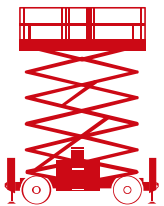
2.1 LGMG MEWPs Product Range

Every year, the LGMG R&D team will develop a series of new products based on market feedback to meet market needs. In addition, we are glad to hear the market feedback and give quick response to our customers and improve our products accordingly.



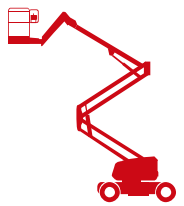
Self-Propelled Scissor Lifts

- | | | |
|----------|----------|---------|
| SS0407E | AS0607E | AS0607 |
| SS0507E | AS0607WE | AS0607W |
| SS0607E | AS0608E | AS0608 |
| | AS0808E | AS0808 |
| SS0407ER | AS0612E | AS0612 |
| SS0507ER | AS08012E | AS0812 |
| SS0607ER | AS1012E | AS1012 |
| | AS1212E | AS1212 |
| | AS1413E | AS1413 |



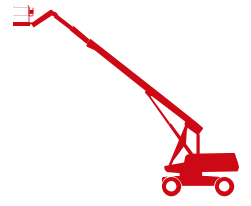
Rough Terrain Scissor Lifts

- | |
|----------------|
| SR0818E |
| SR1018E |
| SR1218E |
| SR0818D |
| SR1018D* |
| SR1218D* |
| SR1023D* |
| SR1323D* |
| SR1623D* |



Articulating Boom Lifts

- | |
|-------|
| A14JE |
| AR14J |
| AR16J |
| AR19J |
| AR24J |



Telescopic Boom Lifts

- | |
|------|
| T20J |
| T26J |
| T14J |
| T32J |

New products available end of 2020

Under developed

2.2 LGMG MEWPs Product Range- **Star products**

During the past years, LGMG launched some special products for the special application using, like SS series ,AS1413 /E etc.



- Outdoor and indoor use for SS0407E/SS0507E, indoor use for SS0607E.
- Zero emissions and whisper quiet drive with environment friendly.
- Efficient electric driving system providing longer running hours and increasing productivity.
- Compact design for easy maneuverability in civil/industrial elevators and transport between different floors and buildings.
- Compact design and light weight for easy handling in climbing trailers and saving transportation costs.
- IP67 driving motors providing excellent waterproof performance.
- Commonality of PCU with the rest of the rest slab scissors.

2.3 LGMG MEWPs Product Range- Star products

HIGHLIGHTS

With a platform height of 13.8m, the LGMG AS1413E greatly expands the working height of electric scissor lifts and improves the productivity for the operators in high applications.

- Efficient AC motor drive system provides longer lasting performance and better gradeability.
- 320kg capacity with 0.9m extension deck offers great productivity.
- Battery powered, zero emission and quiet drive mean this machine is environmentally friendly.
- Forklift pockets on both side and rear position for easy handling.
- Swing out component trays for easy access and maintenance.
- Intelligent self-diagnostic system for quick troubleshooting.



Our new AS1413 (E) is developed based on market feedback and officially launched in initial 2019. Currently, It is very popular in European countries.

2.4 LGMG Product Range- Star products

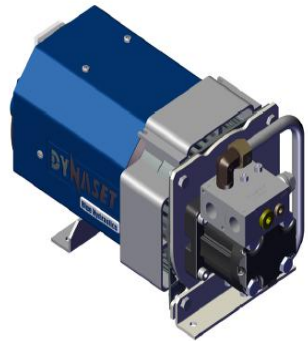


STANDARD FEATURES

- Proportional control
- Tilt alarm with lift cut-out
- Overload sensing system
- Descent alarm with flashing beacon
- Self-lock entry gate
- Auto-leveling outriggers
- Emergency stop button
- On-board diagnostic system
- Oscillating axle
- Four-wheel drive and break
- Horn/Hour meter
- Emergency descent

OPTIONAL

- 6.58m/7.4m platform extension
- AC power to platform
- Platform anti-collision device
- Hydraulic generator
- Solid non-marking tires
- Foam-filled tires
- Foam-filled non-marking tires



Another example we listen to the market feedback. In 2019, we learned from the market requirements and added the hydraulic motor and GPS into our products.

☰ 🔍 EN | DE

Vertical.net

10.08.2020

LGMG teams up with AMS

LGMG has teamed up with Dutch software company Advanced Mobility Services (AMS) to provide telematics on its full range of aerial platforms it sells outside the Chinese market.

LGMG will offer the company's AMS Rent and AMS Telematics cloud based software, offering users a range of fleet management capabilities which include planning, reservations and invoicing. Additional features include offering real-time data on machine location and usage as well as providing reports on availability, maintenance and repairs.

Based in Vlaardingen, west of Rotterdam, AMS provides a range of hardware and software products for monitoring assets, machinery, vehicles and employees. The company also has location in the USA, Portugal and Oman with customers including crane and access companies Hoogwerkt, Vp and Pienemann.

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3. Stronger R&D Support



◆ **Higher proportion team**
around 120 people are from R&D team among the 1000 employees who can response the market and improve the products efficiently.

◆ **Cooperation with academic institutions**
Cooperated with Tsinghua University(No.1 in China) /Shandong University(Top 10 in China) in engineering and science to keep learning the fresh cutting-edge knowledge in the industry.

◆ **Advanced testing equipment**
The Germany/Japanese testing equipment to guarantee the parts good quality and reliable.

4. Quality Assurance

All the production is produced and managed under the LGMG LPS lean production standard.
 LPS: LGMG Lean Production System is learned from VOLVO which guarantees efficiency and reliable production and management.

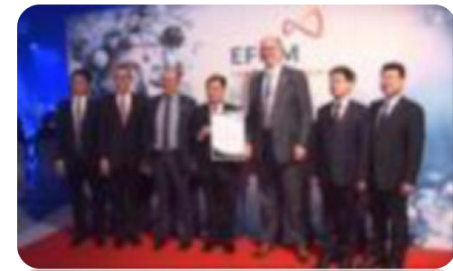
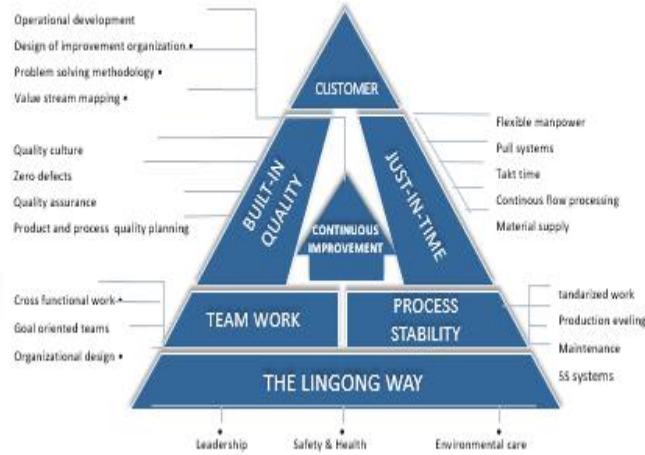
FIRST-CLASS MANUFACTURING STANDARD

Parts Storage Inspection and Laser Cutting Robot Scissor Stack Welding Painting Line

Customer Delivery Delivery Inspection Products Assembly

LPS 6 principles and 22 modules

S (safety) Q (quality) D (delivery) C (cost) E (environment) P (people)



Certified by European Seven-Star EFQM Global Excellence Award (Top 3 World Quality Awards)

4. Quality Assurance

We invested 12 million upgraded our painting line which we learned from the automobile manufacturing in 2019. Phosphating, rinsing, powder coating etc all the key process is under strictly control.



The structural parts are same as our construction machinery which have been verified for over 40 years. All the key parts are automated welding by robot.



4. Quality Assurance

All the new products must pass through the rigorous testing as below.

BOOM LIFT TESTING



Gradeability test



Stability test



Angle alarm test



Load test

SCISSOR LIFT TESTING



Reliability&fatigue testing



Gradeability test



Dynamic stability test

Note : In order to strengthen the R&D of new products and meet different testing requirements, in 2019, LGMG invested a new test site of 3000 square meters. The new testing area is industry-leading. (91m*32 m)

4. Quality Assurance

All our designing is considering the commonality in key parts from different products.
So most of the key parts is purchased from the same suppliers.
The most important, we only use the top brand in the industry.



5. International Customer Service Support



- On-site training
- Factory training
- Tele training
- Professional certification



- Professional service team/Parts available from Netherlands
- On-line parts purchasing can be available before end of 2020



5. International Customer Service Support

International vision is different from other Chinese brands
The 1st Chinese MEWPs manufacture to build overseas branches to offer local service.



LOCAL TEAM SUPPORT



LOCAL MACHINE DELIVERY



LOCAL SPARE PARTS



LOCAL FAST AND QUALITY SERVICE



LOCAL TRAINING

LGMG JAPAN, LGMG AUSTRALIA is under construction.



LGMG Europe B.V.



LGMG North America, Inc

5. International Customer Service Support



LGMG Europe.BV-EMEA

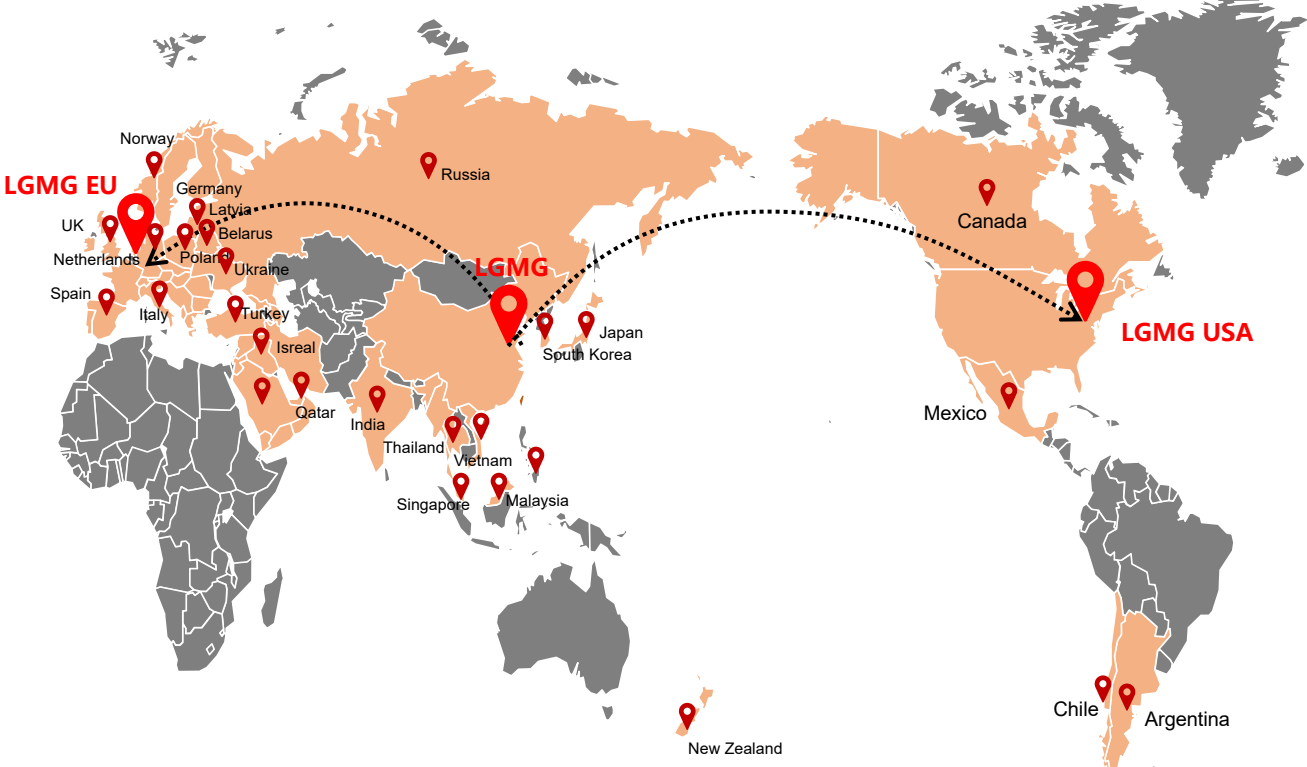
- Opened in 09.2018, 100% owned by LGMG
- 12 employees local team planned
- Spare parts > 1000 types > € 200k
- Machine stock, full models > 380 units
- > 20 countries covered, > 30 partners



6. Global market feedback

200+
PARTNERS

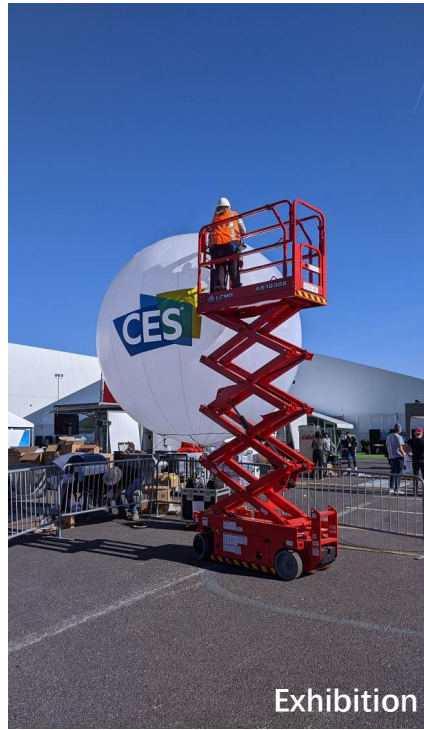
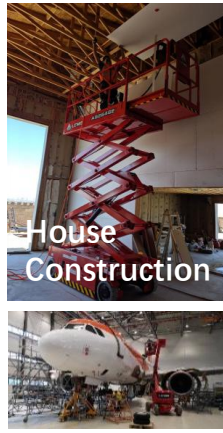
30+
COUNTRIES



During the past 5 years, LGMG MEWPs has cooperated with over **200+ partners** in **30+ countries** and got very good market feedback.

6. Global market feedback

Applications and feedback we got from our global partners.



LGMG Reliability in Action

