

AUSA joins forces with JLG, the world's leading manufacturer of telehandlers

- The manufacturer from Manresa (Barcelona) has signed a ten-year commercial agreement with the American group JLG, for which it will be manufacturing a new model of ultra-compact telescopic industrial vehicle
- The new SkyTrak® 3013 ultra-compact telescopic handler, especially designed to handle and transport materials in narrow spaces, will be manufactured in Manresa and allows JLG to expand its catalogue to a segment that it had previously not covered
- The agreement reinforces the international strategy pursued by AUSA, which exports 70% of its sales to 90 countries

Manresa, 9 January 2020. – AUSA, a company that specialises in the design, manufacture and sale of compact all-terrain industrial vehicles, has signed a 10-year commercial agreement with the US company JLG Industries, Inc., a global leader in lift equipment, to produce a new model of ultra-compact telescopic handler: the SkyTrak® 3013. JLG will be launching this new vehicle on the US market in February during the ARA Show trade fair.

This agreement with JLG reinforces the strategic commitment made by AUSA to internationalisation and consolidation in markets outside the EU. In 2019, the company achieved a turnover of 86 million euros, 70% of which came from global markets. Over the last five years AUSA has invested a total 12 million euros, mostly on designing new, more efficient and safer models, thus achieving a significant reduction in CO₂ emissions. It has also launched its first electric model.

JLG, with its headquarters in Pennsylvania (United States), is a global leader in lift equipment (aerial work platforms and telescopic handlers) and it belongs to the Oshkosh Corporation group, which is listed on the New York Stock Exchange. Thanks to this agreement, the US company is expanding its catalogue of products to a segment that it had previously not covered.

"JLG is pleased to announce this partnership with AUSA, a manufacturer with over 60 years of experience in designing compact industrial equipment", remarked Rogerio dos Santos, Senior Director of Engineering at JLG. "Together with JLG's innovation in the lift industry and its proven success in the telescopic handler market, the partnership between the two companies will allow us to build a vehicle that is more versatile and durable than our competitors' models".

"The partnership between AUSA and JLG to manufacture the SkyTrak® 3013 represents a commitment by two global leaders in the telescopic handler business to meet a need in the US market", announced Ramon Carbonell, CEO of AUSA. "We are proud of our legacy and the added value that we bring to this sector and we are pleased to go into

partnership with a company that is a global leader in the design, manufacture and sale of lift equipment". AUSA was advised by Ferran Escayola from the Garrigues law firm during this operation.

The new vehicle

The SkyTrak® 3013 telescopic handler is the name adopted by AUSA's current T144H model for JLG's catalogue and it is especially designed to handle and transport materials in confined spaces. This industrial vehicle weighs around 2,400 kg and it has a loading capacity of 1,220 kg. The new model has a lifting height of 4 metres and it can be transported on a conventional trailer because it is so compact and lightweight. Additionally, the SkyTrak® 3013 has four-wheel drive and rear steering, a hydrostatic transmission system and two accessory attachment options. It is powered by a Kubota V-1505 diesel engine with 19 kW of power.

AUSA, a leading company with 60 years of experience

AUSA, which was established in 1956, is a company based in Manresa (Barcelona) with a multinational presence. It designs, manufactures and sells compact all-terrain industrial vehicles (dumpers, forklifts and telehandlers) of the highest quality and it specialises in the construction, industrial and agricultural sectors. AUSA has subsidiaries in Madrid, France, the United Kingdom, Germany, the US and China and it sells its products in 90 countries through its network of dealers. The company is owned by the second generation of the founding families - Perramon, Tachó and Vila - and, since 2015, a 32.5% stake has been held by the Gracia family from San Javier (Murcia), the founders of the Himoina group, a manufacturer of power generation systems.

About JLG Industries, Inc.

JLG Industries, Inc. is a world-leading designer, manufacturer and supplier of lift equipment. The company's diverse product portfolio includes leading brands such as the JLG® aerial work platform; JLG and SkyTrak® telescopic handlers; and a variety of complementary accessories that increase the versatility and efficiency of these products. JLG is a Oshkosh Corporation company (NYSE: OSK), a group that manufactures innovative equipment, based in Wisconsin. Oshkosh Corporation employs more than 15,000 people across the world, united behind a common cause: to make a difference in people's lives. Oshkosh products can be found in more than 150 countries under the brands JLG®, Pierce®, Oshkosh® Defense, McNeilus®, IMT®, Frontline™, Jerr-Dan®, Oshkosh® Airport Products, CON-E-CO® and London™.

About AUSA (www.ausa.com)

Established in 1956, AUSA is a company that specialises in the design, manufacture and sale of compact all-terrain industrial vehicles (dumpers, forklifts and telescopic handlers) designed for the building and road construction industry and for the transportation and handling of industrial and agricultural materials. With its headquarters in Manresa (Barcelona), AUSA operates in 90 countries and has subsidiaries in Madrid, France, the United Kingdom, Germany, the US and China. Its firm commitment to innovation, providing more efficient and safer technological solutions for its customers and its commitment to people, talent and sustainability have made AUSA a leading company in its sector.