

A few words from the CEO

A GLOOMY YEAR FOR THE GLOBAL ECONOMY - BUT A RECORD YEAR FOR EDMOLIFT

2015 was a poor year for the global economy. Only 2009, the year of the global financial crash, has been worse in modern times. For EdmoLift, however, it was a record year, as we increased our sales with a growth of 8 per cent.

Our result is both pleasing and something to be proud of, and is in many respects based on our strong teamwork and the continuity of our way of working.

But other things have also contributed:

- Last year, we brought our standard assembly processes, that had previously been outsourced, back in-house. This has both resulted in increased capacity, flexibility and an influx of new and skilled employees.
- We have established two new distributors on the export side.
- We have launched new strategic and exciting partnerships in our marketing and products.
- We have also developed two new vertical double scissor lifting tables - TBD 2000 and TAD 2000.

There are also additional examples of positive and important events and changes, but I will stop here.

All in all, we are well prepared and motivated to experience new record years and we will continue the dedicated and detailed work that has brought us here.

EdmoLift represents safety, innovation, high quality and continuous development. We have been faithful to our original concept, but have built on it in order to always be able to meet our customers' new and future needs.

At a time when the lifting table industry in Europe has undergone a blood bath and the number of manufacturers has declined further, have been purchased or succumbed to an increase in imports from China, we have increased our market shares and accomplished that with the same principal owners that we have had since the company was founded in 1964.

EdmoLift today is stronger than ever and we will strengthen our position further in 2016. Lifting tables Made in Sweden - Made in Härnösand, Höga Kusten - resonates success far outside Sweden's borders.

Thank you, all of you who have contributed to a stronger EdmoLift!



Anders Wahlqvist
CEO EdmoLift AB
anders.wahlqvist@edmolift.se



NEW GENERATION WORK POSITIONERS BOTH FASTER AND STRONGER

In cooperation with the Danish, privately owned company, Hovmand A/S, EdmoLift now can offer a whole new generation of products in the Work Positioner segment. Work Positioners are compact and manoeuvrable lifting trolleys that facilitate the lifting and transport of goods within most industries.



The new WP range is both stronger and has faster lift speeds than the old models.

"Our new programme is both stronger and broader, which gives us great potential for continued growth in this segment," says Erik Svanberg, head of the B2B-group at EdmoLift.

The new WP lifts are more manoeuvrable than in the past and give very good ergonomics for the user. The maximum load that can be manoeuvred has also been increased from 250 kg to 300 kg.

"They have a very varied area of use, because everything from offices, mass caterers and industries use this type of lifting trolley."

The new WP series has been launched on our Swedish and English websites, within a few weeks it will be launched on our other websites.

"We already have a number of new demonstration videos available on our website, showing the WP lifts' various tools in operation and examples of how they can be used," says Hans Skoog, designer and web developer at EdmoLift.

The partnership with Hovmand, which was launched in the autumn of 2014, is dynamic.

"We are both privately owned companies. Hovmand has a unique product range and we have a strong market position with well-trodden sales channels and dealers in many countries. Both are also the market leader in our various segments and together we are extremely customer-oriented, searching all the time to find solutions that correspond to needs that can constantly change," says Erik Svanberg.

The new WP lifting trolleys have a lifting speed that is the fastest on the market: up to 270 mm per second.

Unique to this type of products is also that their load centre of gravity extends out 400 mm.

Another huge benefit is that several of the models can be flat-packed like an IKEA product.

"To be able to send flat packages to e.g. the USA and Australia is something that both we and our customers appreciate. We can pack many more products in each container, compared with before, which is more climate-smart and cost-effective," says Erik Svanberg.

TWO NEW LIFTING TABLES BROADEN THE STANDARD RANGE



Two new vertical double scissor tables - TBD 2000 and 2000 TAD - have just been launched.

"They are now part of our standard range and fill a gap that we had for this type of product," says Hans Vikström, Head of Design at EdmoLift.

Development work for the lifting tables started at the beginning of last year. "We did not have models in this size, that are especially suitable for lifting goods between two floor levels."

TAD 2000, which is the larger model, has a lift travel of 2,500 mm. The corresponding travel for TBD 2000 is 1,800 mm.

"Both can lift a maximum weight of 2,000 kg," says Hans Vikström.

HIGHER CAPACITY PAINT SHOP

Before the end of the year, EdmoLift made the decision to introduce two shifts at the paint shop, which has given a number of different benefits.

"Above all we have removed what we experienced as a bottleneck," says Production Manager, Michael Andersson, and continues:

"We had a vulnerable organisation before the change that meant that we were very sensitive to absence from illness and during peaks in production."

This was because there was only a day shift available, and there was limited access to staff to man the paint shop.

"Now with two shifts, we also have more painters. We get a more even production flow, can keep this running much better and have more time to spend on each operation, for an even higher quality product."

Other positive effects are shorter lead times and more time for service and maintenance of all equipment.

"The latter allows us to minimise the risk of interruptions to production," says Michael.

EdmoLift performs almost all painting work under its own roof.

"We only use external partners in the case of very large parts."

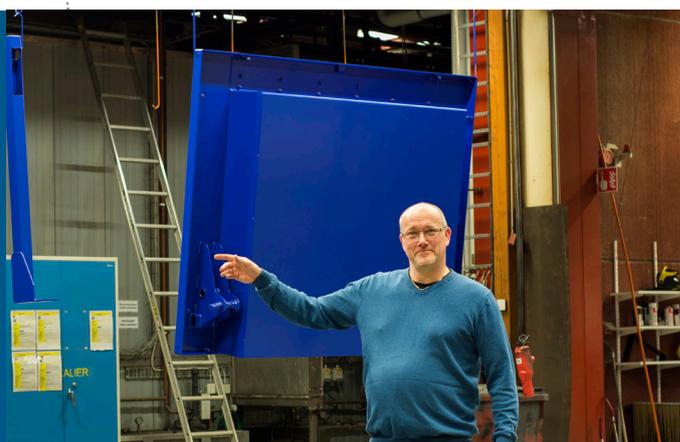
Our own paint shop has steadily improved and developed, and we can now, for example, offer a very high level of corrosion protection in powder coating.

"We have also reduced energy consumption quite markedly," says Michael.

The two shifts at the paint shop, and the increased resources that it has received, lead in their turn to an even greater optimisation of the production process at EdmoLift.

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Michael Andersson shows EdmoLift's paint line

CELEBRATED VISIT TO EDMOLIFT IN THE UK



From the left: Ioanna Smarandache FEM, Susie Dicker Edmolift UK, Vicky Ford MEP, Mike Vernon BMHF, Darren Papani Edmolift UK

EdmoLift's UK subsidiary, which is based in Haverhill, Suffolk, has been visited by, amongst others, Vicky Ford, member of the European Parliament's Internal Market Committee. The visit took place in the context of an initiative from FEM, which is the European organisation for materials handling and storage equipment. Its purpose was to present the material handling industry in more detail and to do it directly among the industries.

Vicky Ford has followed the development of EdmoLift, as one of the current leading manufacturers of lifting tables in Europe, since 1994.

"It was a great honour to be able to have her with us and to show her our operations," says Susie Dicker, Chairman of Edmolift in the UK.

FEM represents, with a total of about 300,000 employees in the various companies, the second largest sector in the mechanical engineering industry.

During the site visit to EdmoLift in Haverhill, FEM was represented by Ioana Smarandache. She stressed the importance of good safety standards and strong market transparency for the sector. Ioana also emphasized the importance of striving for this to be done globally and to work towards a common international standard for future trade.

Olivier Janin, General Secretary of FEM, said:

"This visit illustrates the three dimensions of FEM – local, national and European – united around a common objective: preserving the competitiveness of the materials handling industry. Who better than the Chair of the European Parliament's Internal Market Committee to bring this message to the EU political arena? We thank Ms. Ford for taking the time to see, listen and

exchange with us.

Mike Vernon, President of the British Materials Handling Association, explained that his organisation is the UK national member of FEM, whose membership encompasses companies involved in the design, marketing or sales of tools for industry, lifts or warehouse equipment.

Susie Dicker, EdmoLift, explains that the company's products have been designed and manufactured on the basis of stringent safety requirements.

"We must ensure that our competitors' products do so too so we can invest and grow without fear of unfair competition. To this end, it is essential that market surveillance ensures that non-compliant machinery does not enter the marketplace."

Vicky Ford showed great interest in Edmolift's range of Mylyft platforms that were demonstrated for her. They are designed not only to be practical and have high capacity, but also to be stylish and fit in with a building's architecture.

Vicky Ford concluded her visit to EdmoLift by thanking both EdmoLift and FEM for their commitment and the product demonstrations.

"We need to do more to ensure compliance on our market and maintain safety standards, and I will be examining what can be done."

Susie Dicker believe that the cooperation that exists between the various European countries' trade organisations and FEM provides the impetus to pursue these issues with the European market.

"It also gives us the resources to prevent non-compliant products entering the European marketplace. Safety issues are extremely important and together we can ensure that they receive the highest priority," says Susie Dicker.