

Press Release

The Aebi Schmidt Group strengthens its market position in North America

Frauenfeld, 8 September 2020 – **The Swiss-based Aebi Schmidt Group has acquired the leading Canadian manufacturer of winter maintenance equipment, Equipements Lourds Papineau Inc. (ELP). This acquisition further strengthens the Aebi Schmidt Group's market position/presence in North America.**

Equipements Lourds Papineau Inc. (ELP) is a leading manufacturer of heavy automotive equipment and attachments for snow removal and road maintenance. Headquartered in Saint-André-Avellin, Quebec, Canada, the company looks back on a history of over 20 years and has established its reputation as a provider of sophisticated technical solutions of high quality. For the Aebi Schmidt Group, this acquisition represents an ideal addition to the product portfolio and the expansion of its position in North America. Specifically, with ELP, the Aebi Schmidt Group now covers an important market segment in which the Group has had limited presence up to now.

"ELP fits perfectly into our Group," says Barend Fruithof, CEO of the Aebi Schmidt Group. "The company is strongly positioned and operates successfully, and it has a strong focus on customer needs. Additionally, ELP gives us direct market access to customers in Canada, which we have served only indirectly so far. These are all central components of our growth strategy".

For the time being, ELP will continue to operate as an independent brand, under its current management and with its complete existing workforce. The CEO of ELP, Jean-Francois Hotte, is convinced: "As part of the Aebi Schmidt Group, ELP can further develop and grow. With the huge product range and the full-service approach of the Aebi Schmidt Group, we can serve our customers in Canada even better and more comprehensively."

The acquisition has been closed; the terms of the agreement remain confidential.

About the Aebi Schmidt Group

The **Aebi Schmidt Group** is a worldwide leading supplier of intelligent product systems and services for the cleaning and clearing of mission-critical traffic areas and the maintenance of green spaces in demanding terrain. The comprehensive and innovative range of products and services includes our own vehicles, innovative attachments and demountable devices for individual vehicle equipment as well as a service and service programme for customer-specific solutions. The company generated sales of 413 million euros in 2018 and employs around 2,000 people worldwide in ten competence centers and fifteen local sales and service organizations. The brand portfolio was simplified in March 2019 and consists of the product brands Aebi, Schmidt, Nido, Meyer, Swenson and MB. Aebi Schmidt Holding AG is based in Frauenfeld with a additional office in Zurich.

Aebi, headquartered in Burgdorf, Switzerland since 1893, is one of the world leaders in manufacturing vehicles for the safe mechanical cultivation and maintenance of extremely steep slopes and particularly demanding terrain. The range is being expanded to include multifunctional and powerful transporters with an implement-carrier function that enable a variety of add-ons and attachments to be fitted

Schmidt, founded in 1920 in St. Blasien, Germany, has production sites in Germany, Holland, Norway and Poland, and offers one of the most extensive product portfolios worldwide in several lines of business. The complex portfolio is made up of versatile solutions for winter maintenance, summer maintenance as well as airport, vehicle and rail technology. The **Nido** brand has also been part of the portfolio since 1983. Nido was founded in the Netherlands in 1949 and is one of the pioneers in pre-wetted salt processing.

Meyer Products and **Swenson Products** have been leading manufacturers of winter maintenance equipment in North America since the 1930s. Meyer, which is based in Cleveland in the US state of Ohio, is one of the leading manufacturers of winter maintenance equipment in North America. The company mainly manufactures snow ploughs and spreaders for private users and the semi-professional sector. Swenson, which is based in Lindenwood in the US state of Illinois, is the leading manufacturer of municipal winter maintenance equipment for snow clearance and treating icy roads for both private users and local authorities. The range of products comprises powerful spreaders to be attached to trucks and commercial vehicles.

M-B Companies in Wisconsin and Pennsylvania, USA, has developed into a leading US manufacturer of snow clearing and cleaning machines in the airport sector since its foundation in 1907. Since mid-2018, M-B Companies has been fully held by the Aebi Schmidt Group, which thereby entered the North American airport business and has become the market leader in this sector.

Media Contact:

Aebi Schmidt Holding AG
Thomas Schenkirsch | Group CFO
Leutschenbachstrasse 52
CH-8050 Zürich
E-Mail: thomas.schenkirsch@aebi-schmidt.com
Phone +41 44 308 58 58

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