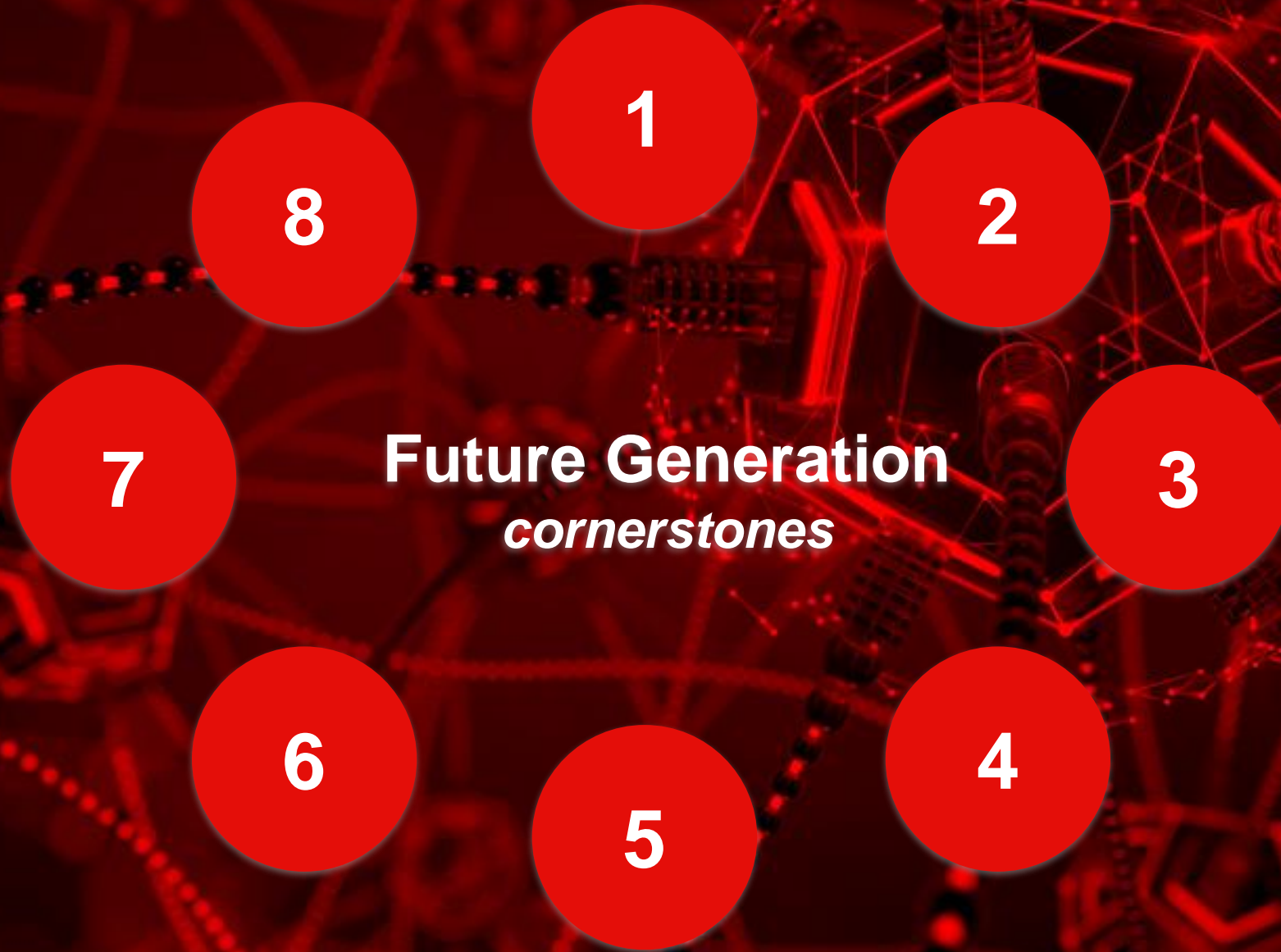


The background of the slide features a photograph of a port or industrial yard. Several large mobile equipment units, likely Kalmar cranes or stackers, are visible in the background. The entire image is overlaid with a semi-transparent red filter. In the foreground, there is a complex network of thin, glowing red lines that connect various points, suggesting a digital or logistical network.

# **Future Generation**

## **Future Generation of Kalmar Mobile Equipment**

**Chloe Chua**  
**Sales Manager, Kalmar Malaysia**





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# Applied Digitalisation

# Digitalization

## Physical products

Increased digital scope in the machines

- Performance
- Fuel efficiency
- Safety
- Servicability
- Automation

## Internal efficiency

Efficiency improvements in all processes

- "Should cost" tool in sourcing
- Supplier collaboration portal
- Order Configurator
- Order transparency in Operations
- Solutions for collaboration between sites
- Data management

## New business

- Kalmar SmartFleet
- Kalmar Insight

## Customer management & collaboration

Increased scope in Salesforce CRM platform; sales support tools, issue management





# Driverless Concepts



# Automation

*Example of a driverless TT*





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# Alternative Power



**Kalmar's full offering to be available as electrically powered by 2021.**





# Electric offering today

Electric 5-9T forklift since 1980's

First electric 9-18T forklift





## The Kalmar Eco Reachstacker.

### Guaranteed to reduce fuel consumption

Our new Eco-efficient Reachstacker is **guaranteed** to substantially **reduce your fuel consumption** and **cut your costs**.  
Enhancing your environmental credentials and helping you meet current and future emissions standards.



# The Fuel Saving Guarantee Solution



# Fuel Saving Guarantee Calculator

**Fuel consumption calculator**

What is the avg. travelled cycle distance in meters?  
Meters: 209

What is the avg. container weight in tons?  
Tons: 18

What is the avg. number of moves per hour?  
Moves: 18


Running hours per year:  
Hours: 2192

Cost of diesel per liter:  
Liter: 1.3

Reachstacker model: ☒ 40 ☐ 45

Estimates:

14,88	31731.44
<small>liters/hour</small>	<small>liters/year</small>
0,83	41250.87
<small>liters/move</small>	<small>EUR/year</small>





# Kalmar Operational Solution



## Operational lease including:

- Fuel consumption guarantee solution
- Reduction of CO2 emissions
- Operator training
- All preventive maintenance
- All corrective maintenance
- Tire wear and replacement
- SmartFleet monitoring and reporting
- One all inclusive monthly charge.



# Integrated Serviceability

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# New Offering

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## The new Essential Range.

- Kalmar's new range of Reachstacker, Empty Container Handlers, Forklift & Terminal Tractors.
- The new range has a smaller choice of engines, cabs, options and lifting attachments, which has allowed us to offer the range at a lower price than our Premium offering. The Kalmar Essential Range, with Kalmar quality for all.





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# New Technologies



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# Industrial Design



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# Products & Functions

# Future Generation

Applied  
Digitalisation

Driverless  
Concepts

Alternative  
Power

Integrated  
Serviceability

Dual Offering

New  
Technologies

Industrial  
Design

Products &  
Functions



Making your every move count.