



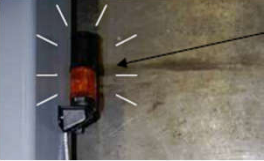
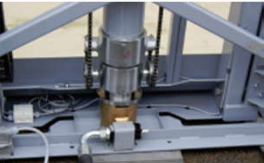







Elevators (MDL) – Key features

| | Standard feature | Benefit | Customer value |
|---|--|---|---|
|  | Pawl device | <ul style="list-style-type: none"> • Stop lug on upper level prevents the platform from being lowered unintentionally | <ul style="list-style-type: none"> • Assures safety with protection guaranteed according to applicable regulations – safety and health |
|  | Boom barriers/handrails on platform | <ul style="list-style-type: none"> • Safe working place • Complies with regulations and legislations • Ready for use at delivery | <ul style="list-style-type: none"> • Increased safety |
|  | Power pack | <ul style="list-style-type: none"> • Low noise (60 dBA) • Includes manual handpump • Emergency lowering | <ul style="list-style-type: none"> • Long lifetime – cost of ownership • Increased reliability – no stops |
|  | Access ramp | <ul style="list-style-type: none"> • No pit required • Easy to fit into ground construction | <ul style="list-style-type: none"> • Easy design – cost saving • No need for additional changes in surroundings – cost saving |





Elevators (MDL) – Key standard features

| | Standard feature | Benefit | Customer value |
|--|--|---|--|
|  | Overload protection | <ul style="list-style-type: none"> Overload limit switch on the power unit is connected to a flashing light and buzzer on the fixed stand on the upper landing | <ul style="list-style-type: none"> Safety Eliminates risk of damage due to overload |
|  | Pipe rupture valve | <ul style="list-style-type: none"> Stops the platform lowering too fast in the event of a hose or pipe rupture | <ul style="list-style-type: none"> Ensures safety and protection according to applicable regulations – safety and health |
|  | Control cabinet and sensors PLd | <ul style="list-style-type: none"> Complete electrical control system in PLd | <ul style="list-style-type: none"> Ensures safety and protection guaranteed according to applicable regulations – safety and health |





Elevators (MDL) – Services and add-ons

| | Type | Feature | Benefit | Value |
|---|-----------------------------------|---|---|--|
|  | Broad base program | <ul style="list-style-type: none"> MDL base program covers all needs up to 9000 mm height | <ul style="list-style-type: none"> Easy to find right MDL solution quickly One supplier to cover it all Quickly customizable when needed | <ul style="list-style-type: none"> Lower complexity supplier – cost savings Easy to do business with – cost savings Short delivery times – cost savings |
|  | Full MDL accessory program | <ul style="list-style-type: none"> Accessories program covers all MDL adaptation needs | <ul style="list-style-type: none"> Easy to find exact part needed Easy to create the ideal solution One supplier to cover it all | <ul style="list-style-type: none"> Lower complexity – cost savings |
|  | MDL service contract | <ul style="list-style-type: none"> Opportunity for customers to sign up for suitable MDL service contracts | <ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Assured quality Guaranteed safety | <ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Assured quality Guaranteed safety |
|  | MDL installation service | <ul style="list-style-type: none"> Handling the whole installation from architect's design to operational business Experience from numerous installations | <ul style="list-style-type: none"> Easy to do business with Knowledgeable and experienced partner Quick installation | <ul style="list-style-type: none"> Cost savings Safety and health |




Elevators (MDL) – Services and add-ons

| | Type | Feature | Benefit | Value |
|---|---|--|--|---|
|  | Customizing support from experienced engineers | <ul style="list-style-type: none"> Long experience from MDL solutions across several thousand installations | <ul style="list-style-type: none"> Identify and support with the right solution for any need Know-how partner – what works, what doesn't No overshoot/undershoot | <ul style="list-style-type: none"> Risk reduction Cost reduction |
|  | MDL training | <ul style="list-style-type: none"> Full offer of MDL training: F2F or online, local review, design tips, etc. | <ul style="list-style-type: none"> Knowledge transfer Increased customer safety and health Reduced load on own training organization Quick onboarding of customers/new personnel Better product service/maintenance | <ul style="list-style-type: none"> Improved branding Safety and health Cost savings Total cost of ownership |
|  | Local MDL partner | <ul style="list-style-type: none"> Local representatives with local MDL knowledge | <ul style="list-style-type: none"> Quick and targeted support Easy to do business with Easily scalable, i.e. for customer to go from local to global solution | <ul style="list-style-type: none"> Improved branding Increased safety Cost savings Total cost of ownership |
|  | The flexible MDL partner | <ul style="list-style-type: none"> Organization with the right products, services, and knowledge | <ul style="list-style-type: none"> Can give the customer the exactly correct MDL solution at the right time, over time Easy to do business with | <ul style="list-style-type: none"> Cost savings Cost of ownership |

Elevators (MDL) – Services and add-ons

| | Service | Feature | Benefit | Value |
|---|--|---|---|---|
|  | Advanced MDL tech support | <ul style="list-style-type: none"> Highly skilled tech support with long experience from mast driven lifts | <ul style="list-style-type: none"> Reduced load on own personnel – free up customer’s own resources Not finding a solution - finding <i>the</i> solution | <ul style="list-style-type: none"> Cost savings Brand building |
|  | MDL spare parts ex-stock | <ul style="list-style-type: none"> Immediate availability of spares ex-stock | <ul style="list-style-type: none"> JIT service and manufacturing opportunities Reduce customer’s own inventory – free up cash and warehouse space | <ul style="list-style-type: none"> Cost savings Cost of ownership |
|  | Third-party MDL approvals on demand when needed | <ul style="list-style-type: none"> Certified according to local/global legislation | <ul style="list-style-type: none"> Assured quality Guaranteed safety Minimize customer’s own administration | <ul style="list-style-type: none"> Safety and health Certified quality – cost of ownership |
|  | Global MDL manufacturing | <ul style="list-style-type: none"> Factories in Europe, US, Asia | <ul style="list-style-type: none"> Secure supply chain – redundant supply Able to sign global agreements JIT deliveries worldwide Short delivery distance eliminates long-distance transportation | <ul style="list-style-type: none"> Reduced complexity – cost of ownership Assured availability – cost savings Environmental - branding |

Elevators (MDL) – Services and add-ons

| | Type | Feature | Benefit | Value |
|--|-----------------------------|---|--|---|
|  | High quality MDLs | <ul style="list-style-type: none"> • Proven quality over time • Certified quality with several thousand installations, still working | <ul style="list-style-type: none"> • Line never stops • Secure supply chain • No need for extra services • Long lifetime | <ul style="list-style-type: none"> • Cost savings • Cost of ownership |
|  | Innovative solutions | <ul style="list-style-type: none"> • Innovative solutions, e.g. first company to introduce a dedicated accessories program for mast driven lifts | <ul style="list-style-type: none"> • Customer can be a leader in safety and health and efficiency | <ul style="list-style-type: none"> • Branding • Cost savings |
|  | 24 months' warranty | <ul style="list-style-type: none"> • Comprehensive warranty package | <ul style="list-style-type: none"> • Certified and assured quality of products and parts | <ul style="list-style-type: none"> • Branding • Cost savings • Cost of ownership |