NEWS RELEASE

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**Sin Heng awarded Grove cranes distributorship in Indonesia**

Manitowoc Cranes has awarded the distributorship of its all-terrain Grove cranes in Indonesia to Singapore-listed Sin Heng Heavy Machinery Limited and its subsidiary PT SH Machinery Indonesia. The deal marks a strategic step-up for both Manitowoc and Sin Heng, with Sin Heng already deploying eight Grove cranes as part of its own rental fleet in the rapidly developing Southeast Asian nation.

“Sin Heng has established a strong presence in Indonesia over the years, selling equipment and providing service to many industries including oil and gas, ship building and civil construction,” said Raman Joshi, VP and general manager for Manitowoc in Asia Pacific. “Manitowoc sees tremendous synergy in this working partnership. Sin Heng Heavy Machinery is at a stage where it is primed for growth and we are confident in the company’s ability to deliver.”

Founded in 1969, Sin Heng Heavy Machinery has over 45 years of experience in providing lifting solutions in industries comprising geotechnical infrastructure, construction, offshore and marine, as well as oil and gas. The company has been involved in many of Singapore’s landmark projects such as the Newton Circle Flyover, Benjamin Sheares Bridge, Marina Bay Sands Integrated Resort, Exxonmobil SPT Project, Google Data Centre Project and the Thomson MRT Line.

Tan Cheng Guan, executive director of Sin Heng Heavy Machinery, commented: “We are truly honored and proud to be recognized as the official trading partner for this global crane manufacturer. Over the years, Manitowoc’s Grove brand has established itself as one of the most recognized and reliable names in the crane industry. This new partnership will further enhance our position as a leading crane distributor in Indonesia.”

Sin Heng’s Indonesian subsidiary, PT SH Machinery Indonesia, is currently working from a 3-story office building in Kabupaten Tangerang. There are plans to further expand its facilities to maintain and stock equipment in anticipation of market demand for Grove cranes. At present, all Grove AT cranes sold in Indonesia are delivered directly to customers.

“Before we started selling Grove all-terrain (AT) cranes we looked at the repair costs for the cranes that we had operated previously in our rental fleet and we were pleasantly surprised at how low it was. We are focusing on Grove AT cranes for now, but we hope to expand our Grove crane offerings in the future as we continue to develop our partnership with Manitowoc Cranes,” added Tan.

Sin Heng Heavy Machinery’s existing Grove crane fleet includes two GMK5130-2 units, a GMK5220, a GMK6220L and two GMK6300 units. It also operates an RT890 and an RT9130 from Grove’s range of rough-terrain cranes.

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ABOUT THE MANITOWOC COMPANY, INC.
Founded in 1902, The Manitowoc Company, Inc. is a multi-industry, capital goods manufacturer with 80 manufacturing, distribution, and service facilities in 25 countries. The company is recognized globally as one of the premier innovators and providers of crawler cranes, tower cranes, and mobile cranes for the heavy construction industry. Manitowoc is also one of the world's leading innovators and manufacturers of commercial foodservice equipment, which includes 23 market-leading brands of hot- and cold-focused equipment. In addition, both segments are complemented by a slate of industry-leading product support services. In 2015, Manitowoc’s revenues totaled $3.4 billion, with approximately half of these revenues generated outside of the United States.

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