



**Christophe Lautray**  
EVP KION Industrial Trucks EMEA  
Orgalim Vice-President

As Chief Sales Officer, Christophe Lautray is responsible, within the Board, for the firm's sales and services direction and, among other, leading the 20 direct legal entities across EMEA. He also manages with his team a vast network of dealers in more than 70 countries.

Before joining the company, Mr Lautray held a number of management positions at Fenwick in France and other technology companies for several years. From 2016 to 2018, he was the President of the European Federation of Material Handling Industries – FEM, where he continues to serve as Member of the Board. In 2015, he joined the Board of Euronext Listed Balyo, specialized into transforming standard forklifts into standalone intelligent robots thanks to its breakthrough proprietary technology. A native of Paris, France, Mr Lautray graduated from ESSEC Business School, with a concentration in industrial marketing. He pursued his education at INSEAD.

Christophe Lautray is also a passionate pilot and holds various licenses for flying helicopters and airplanes.

*Orgalim represents Europe's technology industries, comprised of 770,000 innovative companies spanning the mechanical engineering, electrical engineering, electronics, ICT and metal technology branches. Together they represent the EU's largest manufacturing sector, generating annual turnover of over €2,480 billion, manufacturing one-third of all European exports and providing 10.97 million direct jobs. Orgalim is registered under the European Union Transparency Register – ID number: 20210641335-88.*