

## La storia

Founded in 1989, Next Hydraulics designs, develops, and manufactures truck cranes and stabilizers under three different brands: Maxistab (auxiliary stabilizers), Maxilift (telescopic cranes for light and extra-light vehicles), and Cobra (service cranes for vehicles used as mobile workshops).



## Key metrics

NH is a solid and established company. The journey we have taken together has expanded our global presence and put in place those investments planned to achieve our set goals



**75** countries  
presence on exit year




**25%**  
ebitda on exit year



**9.5K** mq  
total manufacturing surface  
reached on investment year



 Hydraulic cranes

 [www.nexthydraulics.com](http://www.nexthydraulics.com)

 Boretto, Emilia Romagna, Italy

## DEAL



Integritam has partnered with the NH founders, acquiring a 56% stake to support the development of a robust organizational structure. This support has been crucial for initiating the generational turnover process effectively, thus ensuring the company's continuity and sustainable growth

## FOREIGN MARKETS CONSOLIDATION



With an export quota exceeding 80%, NH has been structured from the outset to serve all international markets in the niche segment of single-arm cranes. The company's strategic goal is to strengthen its presence in key foreign markets, which are fundamental to its core business. Additionally, NH places a strong emphasis on investment in Research and Development, in order to maintain and enhance the competitiveness of its products on an international level. This commitment is also reflected in the expansion of the production area at its Boretto headquarters, a move that demonstrates the company's desire to constantly grow and innovate.



## NH WINNING PILLARS



### Flexible Manufacturing Model

1

The company's business model has been structured to maintain maximum flexibility and production capacity. NH engages with a network of local subcontractors, allowing the company to respond effectively to spikes in demand.

### Global DNA

2

Being an exporter since its' birth, the company is capable of interacting with countries worldwide, managing the required regulatory specificities while maintaining its speed of execution.

### Lean Structure

3

The company's focus on efficiency has enabled it to remain responsive to market changes. This approach frees up significant resources, which are then allocated to Research and Development, thereby fueling continuous innovation and maintaining a competitive position in the industry.