



### **Christophe Lautray**

Chief Sales Officer of Linde Material Handling GmbH  
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: companies that innovate at the crossroads of digital and physical technology. Our industries develop and manufacture the products, systems and services that enable a prosperous and sustainable future. Ranging from large globally active corporations to regionally anchored small and medium-sized enterprises, the companies we represent directly employ 11 million people across Europe and generate an annual turnover of around €2,000 billion. Orgalim is registered under the European Union Transparency Register – ID number: 20210641335-88.*