

PALFINGER MARINE CRANES



Palfinger AG

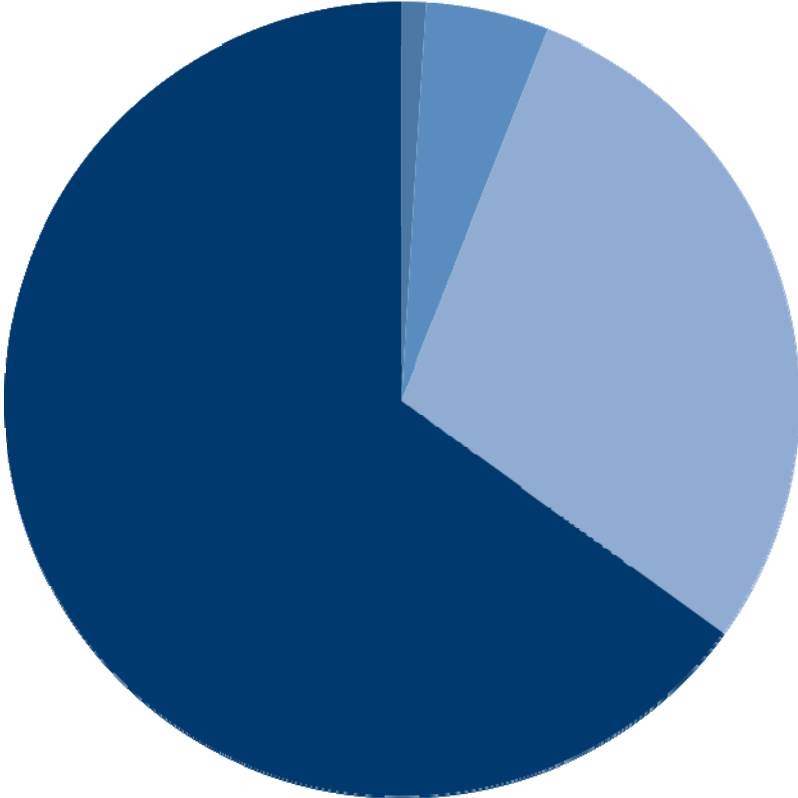


Marine
Cranes
Oberreiter

Wind
Nitsch

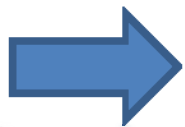
Rescue
Dannenberg

About Palfinger AG



- Palfinger AG 1%
- Aviva plc 5%
- Free Float 29%
- Palfinger family 65%

- Leading international manufacturer of hydraulic lifting, loading, and handling systems for commercial vehicles
 - Number one in knuckle boom cranes, timber and recycling cranes, and hookloaders
 - Number two in tail lifts and transportable forklifts
 - Leading specialist in high-tech railway system solutions
- Global distribution and service network (more than 200 general importers/dealers and 4,500 sales and service centres worldwide)
- Global procurement, production, and assembly (29 manufacturing and assembly locations)
- Strategic pillars: Innovation – internationalisation – flexibility



Competitive advantage, even in difficult times

Milestones



1932

Richard Palfinger founded a repair and mechanic's workshop.



1964

Specialisation in hydraulic truck-mounted loading cranes.



1989

For the first time export rate above 90 percent, presence in more than 70 countries – upward tendency.



1999

IPO in June 1999.



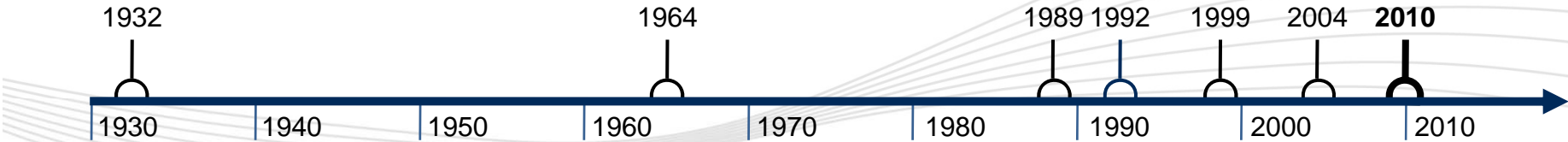
1992–2010

Continuous diversification and internationalisation with products at the interfaces of the transport chain.



FUTURE

PALFINGER will further strengthen its position as a technology leader. With innovative products and developments that set benchmarks in the areas of electronics, raw material, processing, and service.



Product Portfolio



- Truck-mounted knuckle boom cranes
- EPSILON timber and recycling cranes
- MADAL telescopic cranes

- PALIFT/OMAHA STANDARD hookloaders
- RAILWAY rail transport system solutions
- CRAYLER transportable forklifts

- OMAHA STANDARD truck bodies
- BISON/WUMAG ELEVANT access platforms
- RATCLIFF/MBB tail lifts and passenger lifts

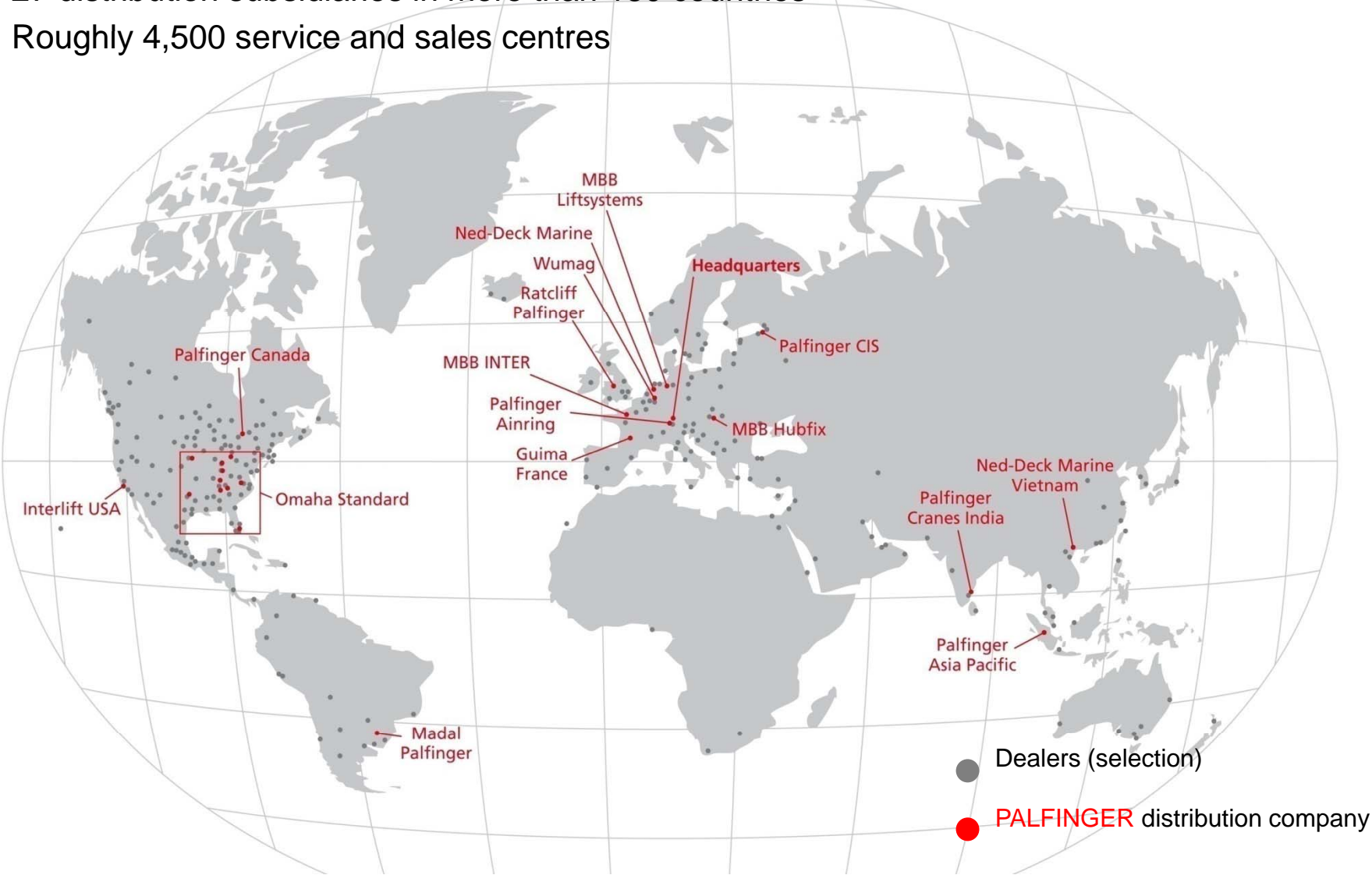
- Marine cranes
- Offshore-Windmill crane
- NED-DECK Marine davit cranes



Global Sales Network



- Over 200 independent dealers worldwide and 27 distribution subsidiaries in more than 130 countries
- Roughly 4,500 service and sales centres



Financial highlights



	2010	2009	2008
Revenue	651.8	505.4	794.8
EBITDA	57.4	16.4	97.8
EBITDA margin	8.8%	3.3%	12.3%
EBIT	34.7	(5.0)	69.1
EBIT margin	5.3%	(1.0%)	8.7%
Result before income tax	29.8	(11.9)	63.9
Consolidated net result for the period	24.2	(7.8)	43.9

Acc. to IFRS in million EUR. Minor rounding differences may occur.

Production and assembly locations



Lengau/AUT



Köstendorf/AUT



Elsbethen/AUT



Löbau/GER



Ganderkesee/GER



Krefeld/GER



Seifhennersdorf/GER



Barneveld/NED



Welwyn Garden City/GBR



Cadelbosco/ITA



Caussade/FRA



Marburg/SLO



Delnice/CRO



Skrijevo/CRO



Lazuri/ROU



Tenevo/BUL



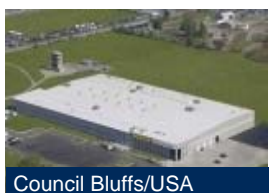
Cherven Brjag/BUL



Niagara Falls/CAN



Tiffin/USA



Council Bluffs/USA



Cerritos/USA



Trenton/USA



Oklahoma City/USA



Caxias do Sul/BRA



Shenzhen/CHN



Hanoi/VIE



Chennai/IND

About Palfinger Marine- und Beteiligungs-GmbH

History



Established in 1992, start building Marine Cranes
Year of independence: 2000



2000: As a development department of Palfinger AG
Since 2004: Palfinger HTC Systems



Since May 2008 renamed to Palfinger systems GmbH
100% owned by the Palfinger Family



November 2010
BU Marine Cranes & BU Wind
100% Owned Palfinger AG

November 2010
Ship & Offshore systems
100% Owned Palfinger Family



-
- We are the global marine crane expert for innovative and tailor-made solutions with a maximum of reliability.
 - We care about our customers and aim to build a strong relationship through providing excellent local support and service, during the entire product life cycle.

Locations



Headquarters in **Salzburg**, Austria
Staff: 36 people

- Turnover 2007; 19 Mio. Euro
- Turnover 2010; 50 Mio. Euro
- Turnover 2013; xx Mio. Euro

Maribor, Slovenia
Staff: 64 people



Singapore
Staff: 4 people



Barneveld, Netherlands
Staff: 43 people



Hanoi, Vietnam
Staff: 61 people



About PALFINGER MARINE Cranes

Product Portfolio



PK

Foldable knuckle boom cranes



**Boom: up to 27 m
Load: 2 mt – 117 mt**

PSM

Stiff boom crane



**Boom: up to 24 m
Load: 22 mt – 183 mt**

PTM

Telescopic boom crane



**Boom: up to 36 m
Load: 20 mt – 184 mt**

PKM

Knuckle boom crane



**Boom: up to 20 m
Load: 17 mt – 165 mt**

PFM

Heavy duty foldable knuckle boom crane



**Boom: up to 21 m
Load: 184 mt – 330 mt**

Foldable Knuckle Boom Range „PKxxM“



- Palfinger Marine Compact crane with 2.3 mt lifting moment and 5.1 m outreach
- Fully foldable knuckle boom range from 4.2 mt to 116.8 mt
- Multi boom configurations up to 22m hydraulic outreach (manual 26.9 m)
- Fully hydraulically winches for marine cranes from 0.9t up to 6.5t in single and double line operation
- Various operation possibilities like local control stand, standing platform, cabins, RRC
- Wide range of optional equipment
- Custom build solutions



Stiff Boom Range „PSM“



- Lifting moment ranges from 20mt to 184mt
- Range of stiff boom lengths from 6m up to 24 m outreach
- Fully hydraulically winches from 1.3t up to 15t in single and double line operation
- Various operation possibilities like local control stand, standing platform, cabins, RRC
- Mounting base integrated and external power pack solutions
- Wide range of optional equipment
- Custom build solutions



Telescopic Boom Range „PTM“



- Telescopic range with lifting moment from 20.2 mt to 183.5 mt
- Multi boom configurations up to 36m hydraulic outreach
- Fully hydraulically winches from 2t up to 6,5t in single and double line operation
- Various operation possibilities like local control stand, standing platform, cabins, RRC
- Mounting base integrated and external power pack solutions
- Wide range of optional equipment
- Custom build solutions



Knuckle Jib Range „PKM“



- Lifting moment ranges from 17.0 mt to 165.3 mt
- Various main boom/jib configurations ranging from 8m to 20m outreach
- Fully hydraulically winches from 1.6t up to 10t in single line operation
- Various operation possibilities like local control stand, standing platform, cabins, RRC
- Mounting base integrated and external power pack solutions
- Wide range of optional equipment
- Custom build solutions



Heavy duty knuckle boom cranes „PFM“



- Heavy duty knuckle boom range from 184 mt to 330 mt
- Multi boom configurations up to 21m hydraulic outreach
- Fully hydraulically winches from 6.5t up to 15t in single and double line operation
- Various operation possibilities like standing platform, cabins, RRC
- Wide range of optional equipment
- Custom build solutions



Features of Marine cranes



- customized solutions available
- fully hydraulically operated
- fully hydraulically operated safety systems
- no electrical equipment installed
- low centre of gravity
- low dead weight of cranes and equipment
- high lifting performance by low dead weight as
- high tensile steel is used
- long hydraulic boom extensions



Features of Marine cranes



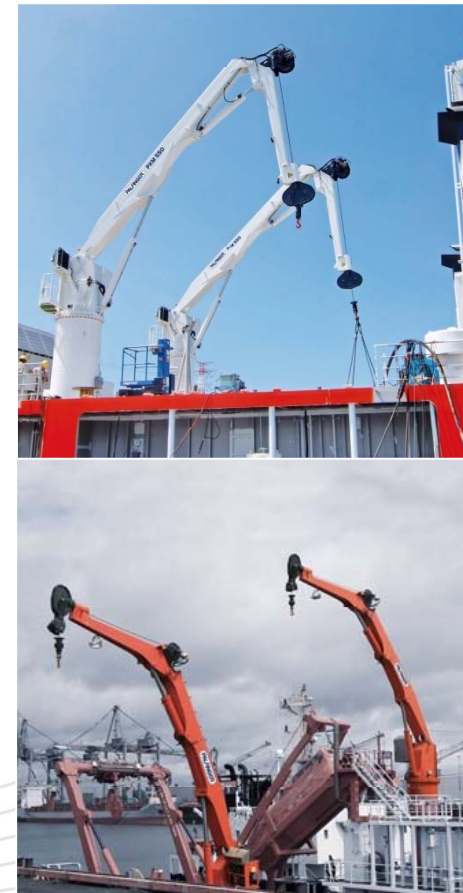
- stainless steel fittings, pipes, bolts and nuts
- special treated piston rod used for all marine cranes
- KTL painting for foldable knuckle boom cranes
- 3 layer marine paint finish in addition
- totally enclosed spools inside control valve for safe operation of crane
- high flexibility for installation of different rope winches
- different control possibilities (local control stand, standing platform, cabins in different executions)



Features of Marine cranes



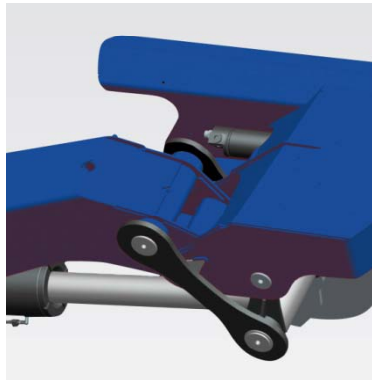
- ATEX certification for Zone 1 optionally available
- fully approved "manriding" cranes available
- low maintenance and spare part requirement
- innovative extension boom system by using of
- life time greased sliding pads and
- internal oil passage of extension boom cylinders
- world-wide service network



Features of Marine cranes

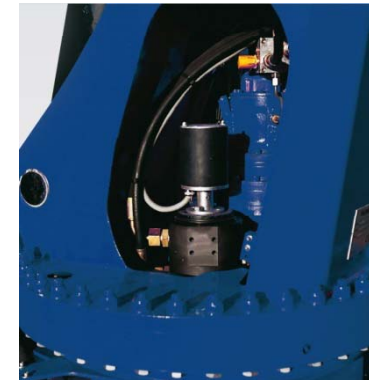


Technology leader and trendsetter with optimum performance, convenience and safety



Power link system
The Power link system results a constant lifting moment and brings maximum power to the hook even in unfavourable boom angles.

Endless slewing system
PALFINGER marine cranes are available with an endless slewing mechanism starting from as low as 31.5 mt. The inclusion as standard of a slewing ring represents the highest state of the art. As a result, the precision of the slewing movement is optimised and the low friction permits a high slewing moment.



Return oil utilisation on PK-type cranes
Return oil utilisation incorporated as standard in the extension system permits a 30% increase in working speed.

Remote control
The PALFINGER MARINE remote control system with digital data transmission offers maximum safety and convenience. It is available either as a cable remoter or radio remote control system. Optionally we can supply the system in explosion-proof execution suitable up to Zone I.

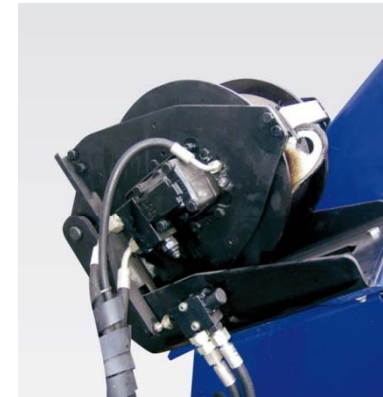


Features of Marine cranes



Local control stand
An optional protection cover gives maximum protection to the control valve against saltwater spray, ice damage and unauthorised operation. This may also save on time for installation of the control unit on board. Standing platform is fix installed on all endless slewing cranes.

Winch
Our cable winches are available in many different performance classes and meet all the requirements demanded during operation from an efficient cable winch: optimal performance, high working speeds, proven safety equipment and a compact design.



Workman baskets
Equipped with a remote control the cranes with workman baskets can be used with for inspection work.

Power Packs
Hydraulic Power Packs are engineered to withstand harsh, hostile environments. Each unit is equipped with a fluid level indicator, thermometer and filler-breather filter. Features such as load sensing is standard from crane size 30 mt upwards. Standard three-phase electric motors ranging in size from 5.5 kW up to 2 x 110 kW are available in match customers specified voltage and frequency.



We offer a world wide after sales service

- Spare parts
- Field service
- Operators trainings
- Trouble shooting
- Techn. Support
- Warranty work
- Documentation



Improved Durability Guaranteed by



- KTL painting process
- Atex certification
- World wide after sales service net
- Class approval available on request



Thank you for your attention!

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