



## COMPANY PROFILE

Established in 1932, PALFINGER stands for the most innovative, reliable and cost-effective lifting solutions for use on commercial vehicles and in the maritime field. As a multinational company group with its headquarters in Bergheim near Salzburg, Austria, PALFINGER has 38 manufacturing and assembly sites in Europe, in CIS, in North and South America as well as in Asia. Innovation and further internationalisation of products, processes and services form, in addition to greater flexibility, are the lived strategic pillars of the corporate strategy. To allow for a prioritization of the challenges and opportunities of digital transformation, this time-tested strategy has been supplemented by a fourth pillar: PALFINGER 21st stands for new core competences, new approaches, new products, services and business models in the digital age. High flexibility and competence in production and a global sales and services network give us a crucial competitive edge and ensure our customers LIFETIME EXCELLENCE.

PALFINGER strives to achieve sustainable profitable growth. Sustainability is reflected in all aspects of the PALFINGER Group. Taking economic, ecological and social aspects into account is viewed as a basic requirement for corporate success.

Well-trained and highly motivated employees are the core success factor of the Group, which is why they are at the centre of all considerations. For many years, PALFINGER's core values have been respect, entrepreneurship and learning. In the PALFINGER sites, the customary regional standards regarding the environment and safety are exceeded. With its products, PALFINGER offers users higher safety and supports them in their efforts to save resources and lower their CO<sub>2</sub> emissions.

The core product is the Loader Crane. The company is the world market leader in this segment with more than 100 models and a market share of more than 30 per cent. In Timber and Recycling Cranes on- and off-road as well as Hooklifts PALFINGER is also the world's biggest manufacturer. Over the years the product portfolio has been steadily expanded with products such as the Truck Mounted Forklifts, Tail Lifts, and the Access Platforms. With our Railway Systems and Bridge Inspection Units we are European technology and market leader in this high-tech sector. PALFINGER Marine is the global leading manufacturer of highly reliable, innovative and customised deck equipment and handling solutions for the maritime industries. The product portfolio includes cranes, lifesaving equipment, winches and handling equipment. A worldwide service network including the supply of spare parts ensures fast and professional onsite support. PALFINGER Marine operates in all major maritime segments, including Offshore, Marine, Cruise, Navy and Coast Guard, and Wind.

On the world's market for Loader Cranes the PALFINGER Group is regarded not only as the market but also as the technology leader. To maintain this leadership in the future, about 3 per cent of sales revenue is invested in research and development.

Internationalization is enabling PALFINGER to become the preferred global partner. The Group aims at further expanding its sales, service and value-creation operations that are organized on an international level, thereby reducing its dependence on regional fluctuations in the economy. This will be achieved on the one hand with acquisitions and on the other hand with Joint Ventures, including the Russian Truck producer KAMAZ or the largest Chinese construction machine manufacturer SANY.

With around 5,000 sales and service outlets on five continents PALFINGER is always close to the customer no matter the location. This worldwide presence results in an optimal pre- and after-sales service tailor-made to the needs of each specific market. More than 95 per cent of the products are exported in more than 130 countries worldwide.

PALFINGER AG has been listed on the Vienna Stock Exchange since 4th June 1999. The PALFINGER Group is 59 per cent owned by the Palfinger family and SANY Germany GmbH owns 7.5 per cent of the shares. Free float is about 33.5 per cent. International institutional investors, mostly in Europe, hold about 25 per cent of capital. The Group's shares have also been traded over-the-counter on stock exchanges in New York, Stuttgart, Frankfurt, Berlin, Munich and Düsseldorf.

In 2017 the company generated total sales revenue of EUR 1,471.1 million with a workforce of about 10,212.

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