

PRESS RELEASE

Salzburg, Austria on March 13, 2025

New PALFINGER Office Location in Singapore for Maximum Customer Focus

PALFINGER, the leading provider of innovative crane and lifting solutions, is moving its sales and service operations in Singapore to a better-connected location. With this significant strategic step, the company is strengthening its local market presence and optimizing customer service in the APAC region.



Opening ceremony of the new PALFINGER MARINE business premises in Singapore. f.l.t.r.: Alex Lee (Direct Sales Director APAC), Klaus Schreiber (VP Sales & Service Marine), Santosh Rao (VP Regional Sales & Service APAC), Ji Tang (Service Execution Director APAC), Binu Mohanan (Service Manager)

PALFINGER MARINE opened a new location in Singapore this week. Klaus Schreiber, VP Sales & Service Marine, Alex Lee, Direct Sales Director APAC and Ji Tang, Service Execution Director APAC welcomed the team and guests at the opening ceremony. With the new location, PALFINGER MARINE is further expanding its market presence in APAC to provide customers with the best possible service.

At the opening ceremony, Klaus Schreiber, VP Sales & Service at PALFINGER MARINE, once again emphasized the strategic importance of the location for PALFINGER: “Our new office in Singapore puts us in an ideal position to do business within the region. We serve our customers in the entire marine industry ranging from offshore, wind to oil & gas, navy & coast guard. We are well aware of the numerous advantages here, and the role of Singapore as a leading economic center in Asia. By

opening the new location, we are expanding our partnerships in the region and strengthening our market position.”

New location for premium services

The location in Singapore, together with the new office in Perth, Australia, which opened in 2024, and the branches in Japan, Taiwan, China and Vietnam, contributes to PALFINGER MARINE's strong presence in the APAC region. Together, they drive continuous growth across the region. Last year, for example, PALFINGER MARINE was able to conclude significant contracts with Singapore's navy, while projects working with wind farms in Taiwan and Japan also highlight the profitability and strategic relevance of the region moving forward.

The new location in Singapore will also play a crucial role in implementing an order placed by the Singapore Defence Science and Technology Agency (DSTA). The contract was signed last year and involves the delivery of slipway systems for six Multi-Role Combat Vessels. Delivery of the slipway systems is planned between 2026 and 2031. A long-term service contract includes lifetime maintenance by PALFINGER MARINE. In close collaboration with Global After Sales, the Singapore team will perform a wide range of service and support tasks, serving as the first line of response to ensure seamless support. As with all PALFINGER locations and activities, the focus is on customer needs and providing the highest quality of service.

Moreover, the office in Singapore strengthens PALFINGER's expertise in the entire marine industry, especially in the growing offshore wind sector: Knowledge of local regulations and requirements is used to offer services customized for the APAC region. Since 2017, the APAC regional office in Singapore has become a leading provider of services and equipment for the offshore wind industry. At the same time, PALFINGER MARINE is continuously expanding its presence in this segment and is able to tap into important growth opportunities. By delivering reliable equipment designed for harsh offshore environments, providing training and service support via local partnerships, PALFINGER MARINE strives to meet the increasing demand for renewable energy in the APAC region.

More efficiency

The new location is now closer to the city center and offers a 1,340 m² workshop and 250 m² office space for up to 43 PALFINGER employees. The open-plan office strengthens inter-departmental communication and ensures short decision-making routes for improved service. This means that customer inquiries will be processed even faster in the future and can be answered even more efficiently by PALFINGER as a multi-service provider.

The move to the new address took place at the end of 2024 and the workshop was opened in February 2025. Apart from the Finance team, HR department, Sales and After Sales, the new workshop offers sufficient space to carry out specialized service work with a focus on governmental organizations.

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ABOUT PALFINGER AG

PALFINGER is an international technology and mechanical engineering company and the world's leading producer and provider of innovative crane and lifting solutions. With around 12,350 employees (without contract workers), 30 manufacturing sites and a worldwide sales and service network, PALFINGER creates added value from the challenges of its customers. PALFINGER is consistently continuing on its course as a provider of innovative, complete solutions that deliver increased efficiency and better operability, while leveraging the potential of digitalization along the entire production and value chain.

PALFINGER AG has been listed on the Vienna stock exchange since 1999 and in 2024 achieved a revenue of EUR 2.36 billion.

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Texts and their accompanying images are available in the “News” section of www.palfinger.ag and www.palfinger.com.