

PALFINGER AG

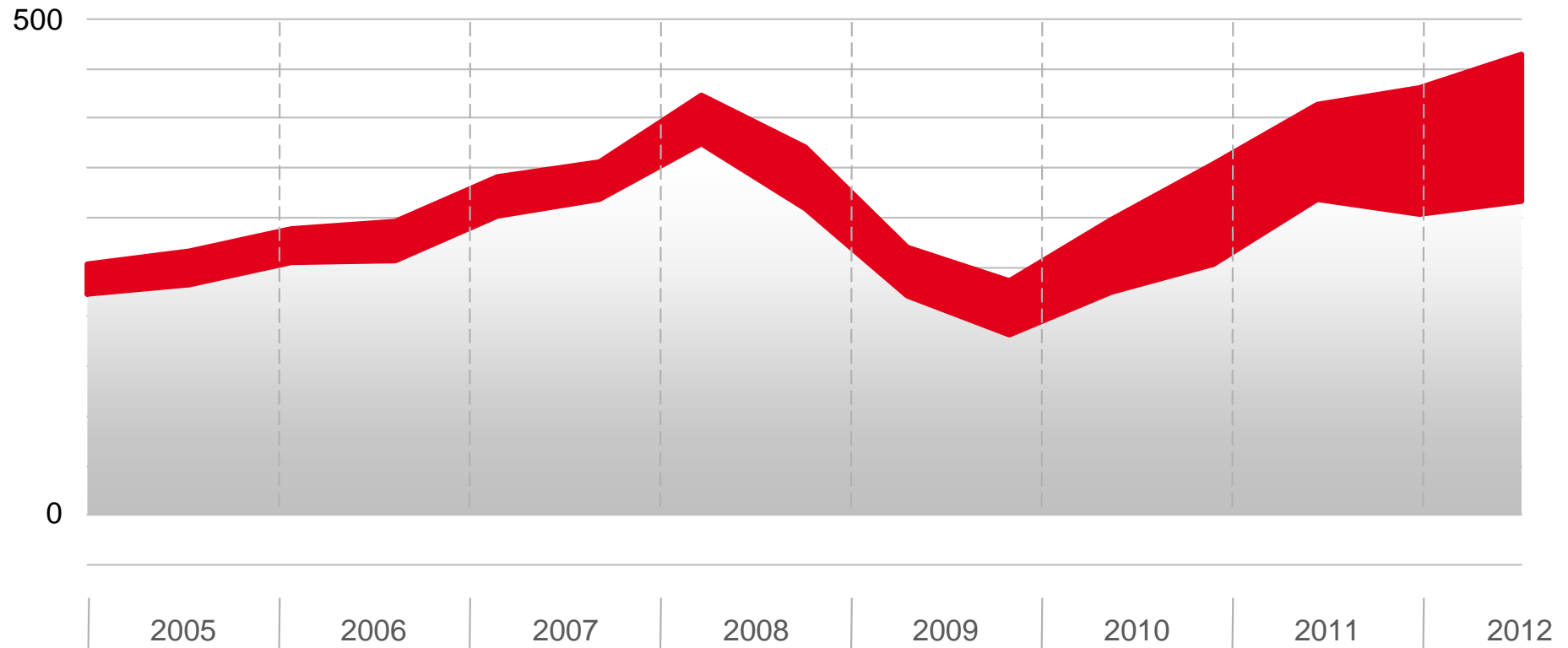
The logo consists of the word "PALFINGER" in a bold, black, sans-serif font, centered within a yellow rounded rectangle. This rectangle is set against a red background that forms a horizontal bar extending from the left side of the slide.

Presentation on the first half of 2012
August 2012

Market volatility

Revenue (half year)

- AREA UNITS
- EUROPEAN UNITS



Importance of flexibility and internationality is increasing

Acc. to IFRS in EUR million.

- **Two-digit growth (12.3%) continued to EUR 465.1 million**
 - Increases reported primarily outside Europe
 - AREA UNITS contribute 32% to revenue
 - Approx. one third of growth due to acquisitions made in 2011
- **EBIT rose slightly to EUR 37.2 million**
 - Increases despite build-up of resources outside Europe
 - AREA UNITS positive since Q4 2011
 - Structural measures continued
- **Market entry in China accomplished – operations scheduled to start within the next months**

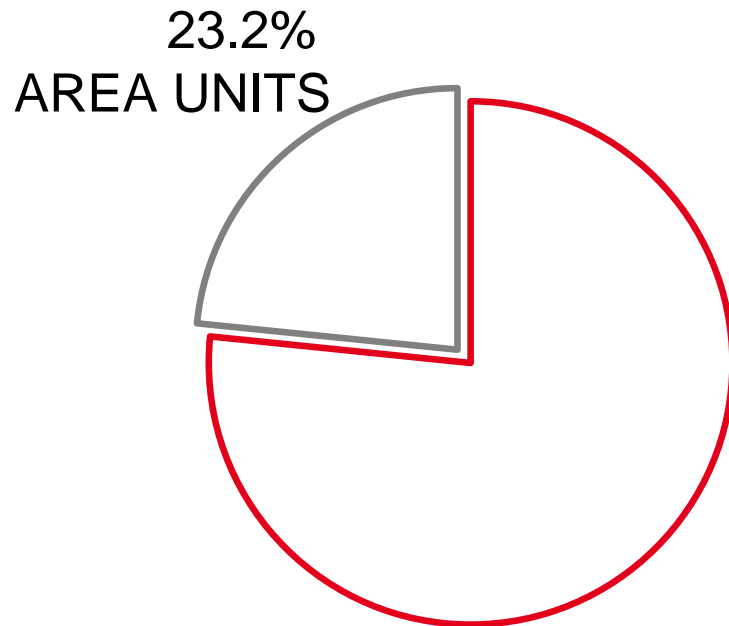
- **Sustainability Report 2010/2011 published**
 - Fair business: local value creation, ethical Code of Conduct for suppliers, Integrity Line to prevent corruption
 - Responsible employer: employee retention strategy proved successful
 - Eco-efficient production: energy efficiency and awareness
 - Sustainable products: life cycle performance
 - Further measures for improvement 2012/2013
- **New website www.palfinger.ag**
 - Separate corporate site with information about the Company (IR, sustainability, brands, career, etc.)
 - www.palfinger.com country-specific sites, focus on end customers

Strategy

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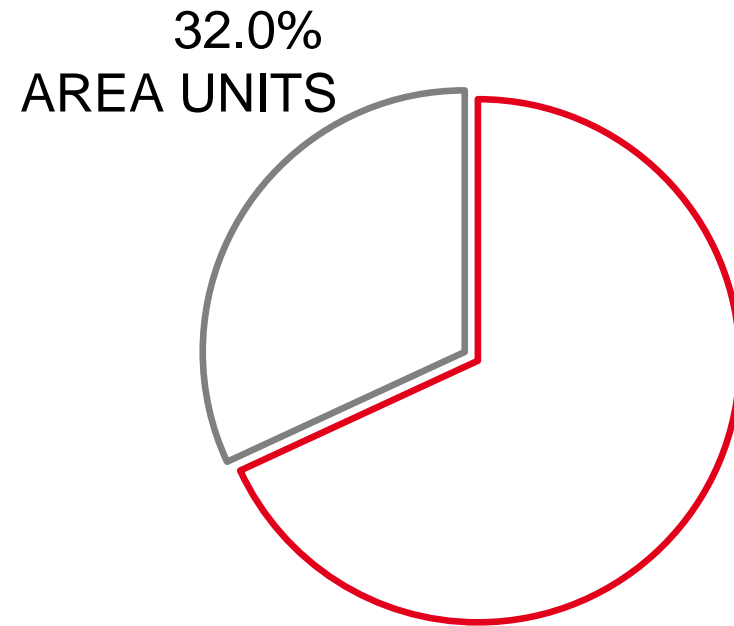
- Leading international manufacturer of innovative lifting, loading and handling systems
 - Number one in loader cranes, timber and recycling cranes and container handling systems
 - Number two in tail lifts and truck mounted forklifts
 - Leading specialist in high-tech railway system solutions
 - Global distribution and service network (more than 200 general importers/dealers and 4,500 sales and service centres worldwide)
 - Global procurement, production and assembly (28 manufacturing and assembly locations)
 - Strategic pillars: Innovation – internationalization – flexibility
-  Maintaining and expanding the Group's competitive advantage

Revenue HY1 2011



76.8%
EUROPEAN UNITS

Revenue HY1 2012



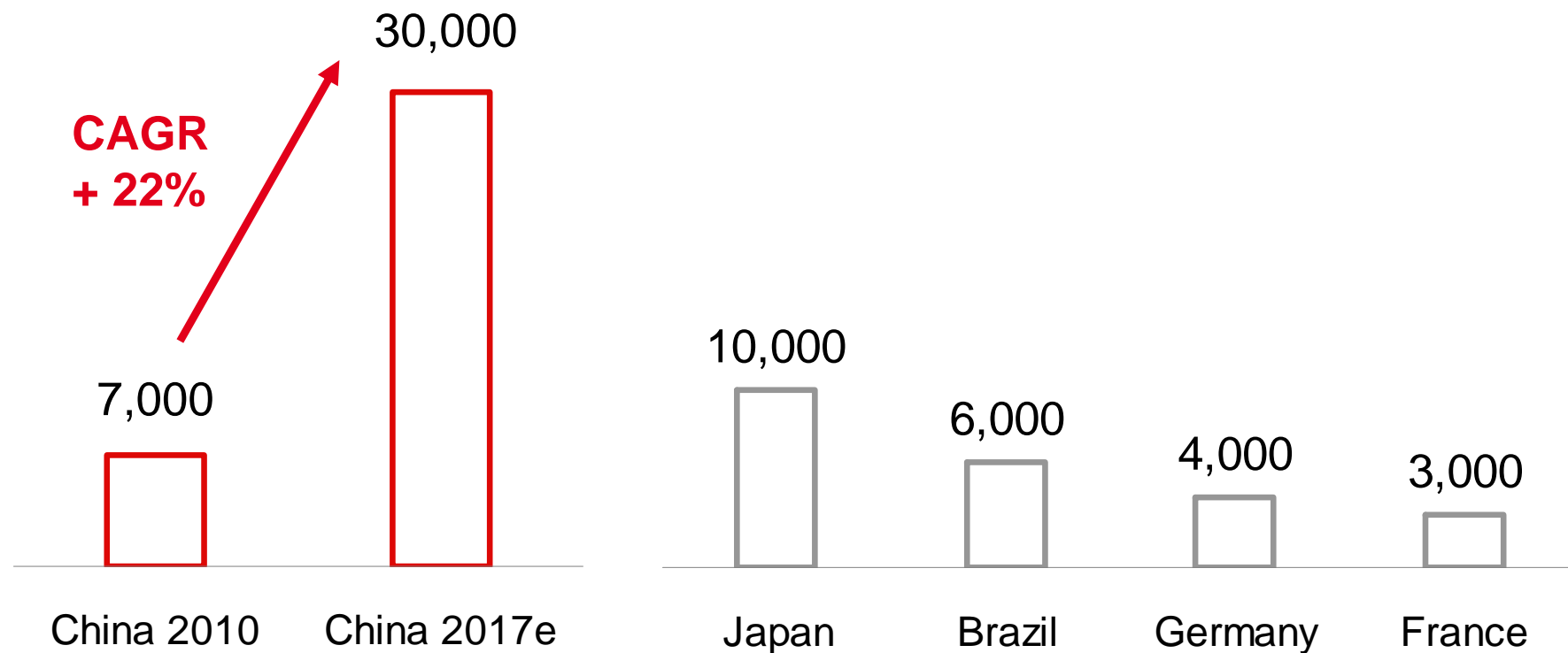
68.0%
EUROPEAN UNITS

- Strategic options have been explored for over a year
- China's importance as a sales market and competitor is increasing
 - The world's largest truck market (> 40%)
 - Largest market worldwide for construction machinery (> 25%)
 - Tremendous growth in truck bodies expected

 Partnership with Chinese Sany Group established

Growth in the Chinese market

Number of units of knuckle boom and telescopic cranes



➡ China will become the largest market; limited growth in developed countries

- Largest producer of building machinery in China, seventh largest in the world
- World market leader in concrete machines
- Founded in 1994; today among the world's 500 largest companies
- Approx. 50,000 employees in China, USA, Germany, Brazil, India
- Revenue 2011: approx. EUR 10 billion; research quota: 7%



Two joint ventures with Sany

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**Sany Palfinger
(50:50 joint venture):
Crane production in China**

Objective: Become the strongest competitor in China and dominate the segment for standard products worldwide.

**Palfinger Sany
(50:50 joint venture):
Sale of mobile cranes**

Objective: Become a major player in the mobile cranes market outside China.

➡ Start-up scheduled for 2012

Segments

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Segment financials

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Segment revenue

	HY1 2011	HY1 2012	%
EUROPEAN UNITS	318.2	316.0	(0.7%)
AREA UNITS	96.1	149.0	+ 55.1%
VENTURES	–	–	–

Segment EBIT

	HY1 2011	HY1 2012	%
EUROPEAN UNITS	44.6	43.5	(2.6%)
AREA UNITS	(4.3)	3.0	–
VENTURES	(4.3)	(7.6)	(75.2%)

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

- **Declines in Europe noticeable**
 - Germany and France still reporting growth
 - Spain, Portugal, Greece and Italy remain weak
- **Business units show heterogeneous development**
 - Upward trend in Access Platforms, Tail Lifts and Railway Systems
 - Loader Cranes at previous year's level
 - Declines in Timber and Recycling Cranes, Container Handling Systems and Truck Mounted Forklifts
- **Globally operating business unit Marine Systems records substantial growth**

- Revenue increased by 55.1%, EBIT positive since Q4 2011
- Strong growth in North America
- Establishment of new products in South America; further increases expected
- Further development in Asia marked by market entry in China
- First successes in India; expansion of local value creation
- Tremendous growth in CIS, also due to INMAN

- Implementation of partnership with Chinese Sany Group
- Further development of the Indian, South American and Russian regions
- Expansion of business unit Marine Systems
- Continuation of cost-related and structural programmes

Key financial figures

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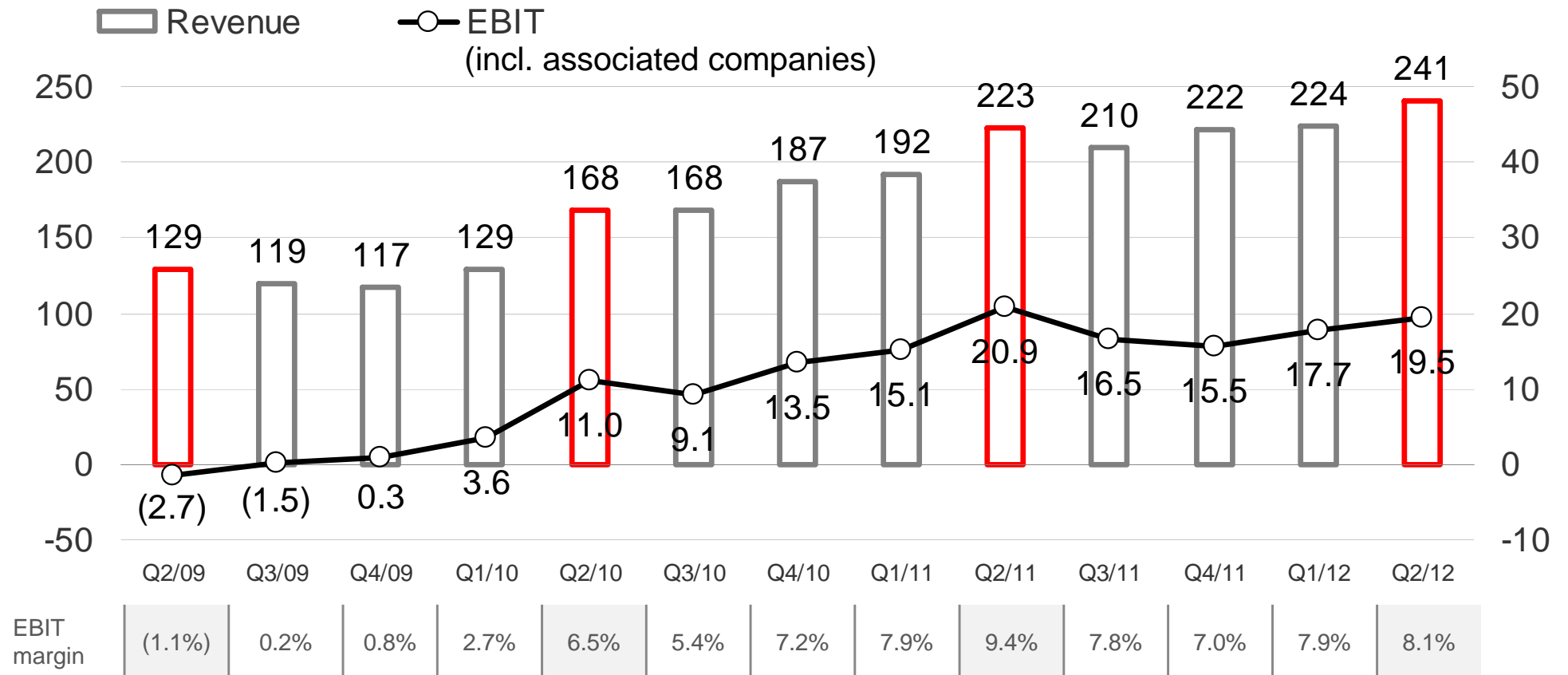
Financial highlights

The logo for PALFINGER, featuring the company name in bold, black, uppercase letters inside a yellow rounded rectangle with a black border.

	HY1 2010	HY1 2011	HY1 2012	%
Revenue	297.4	414.3	465.1	+ 12.3%
EBITDA	24.9	50.1	52.2	+ 4.0%
EBITDA margin	8.4%	12.1%	11.2%	–
EBIT	14.5	36.0	37.2	+ 3.3%
EBIT margin	4.9%	8.7%	8.0%	–
Result before income tax	11.9	30.1	31.8	+ 5.9%
Consolidated net result for the period	7.3	22.6	23.9	+ 5.7%

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

Quarterly figures



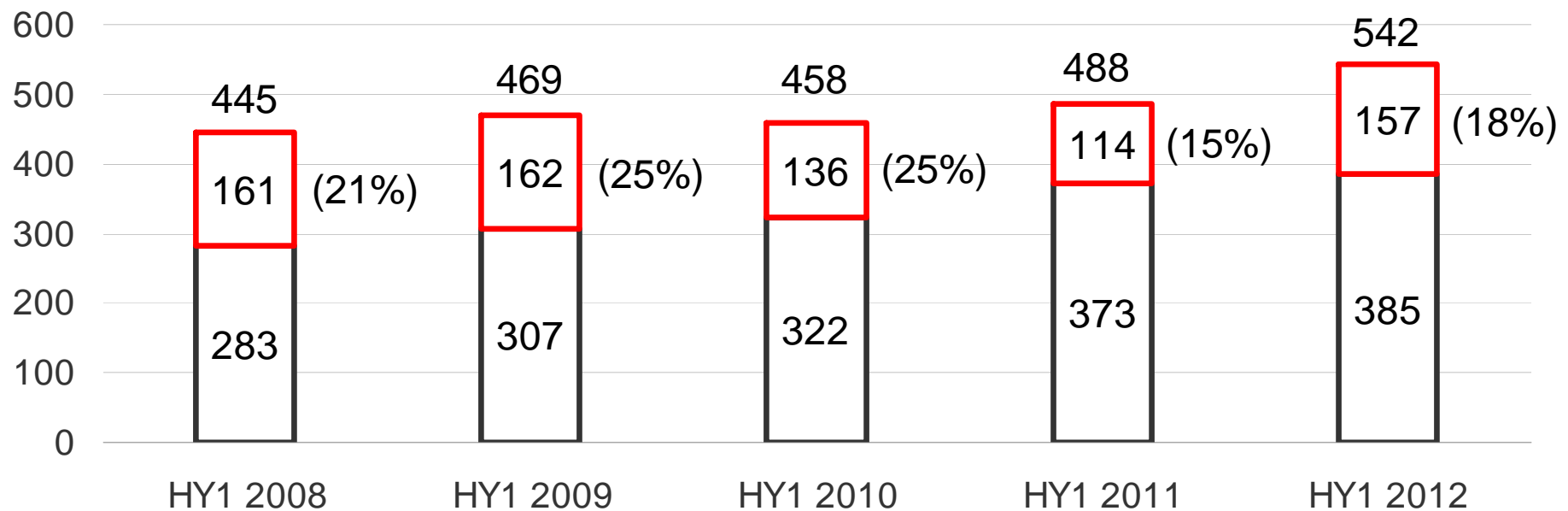
➔ Steady upward trend with record revenue

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

Capital employed*

■ Net working capital (in relation to revenue)

■ Non-current operating assets



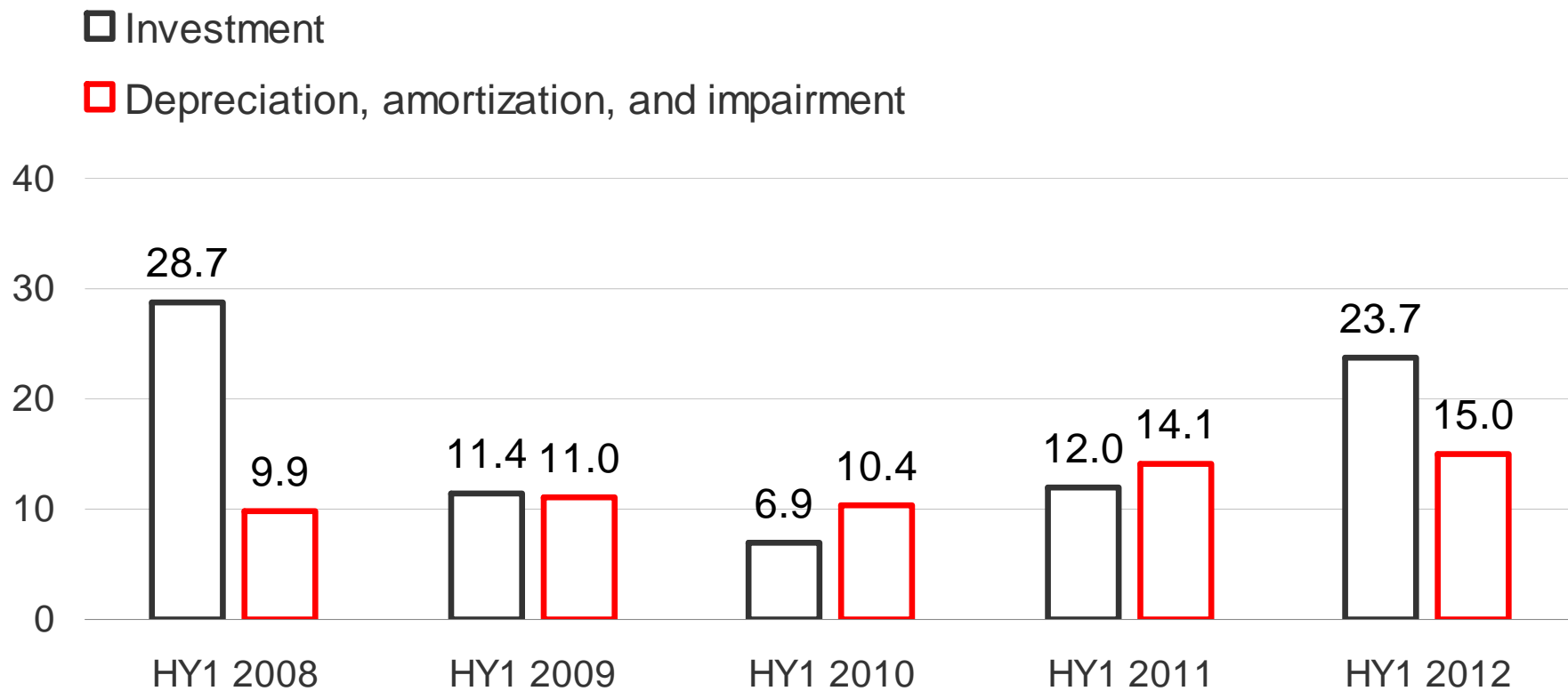
➔ Increase through expansion of business volume, relation to revenue at a low level

* Average

Acc. to IFRS in EUR million.

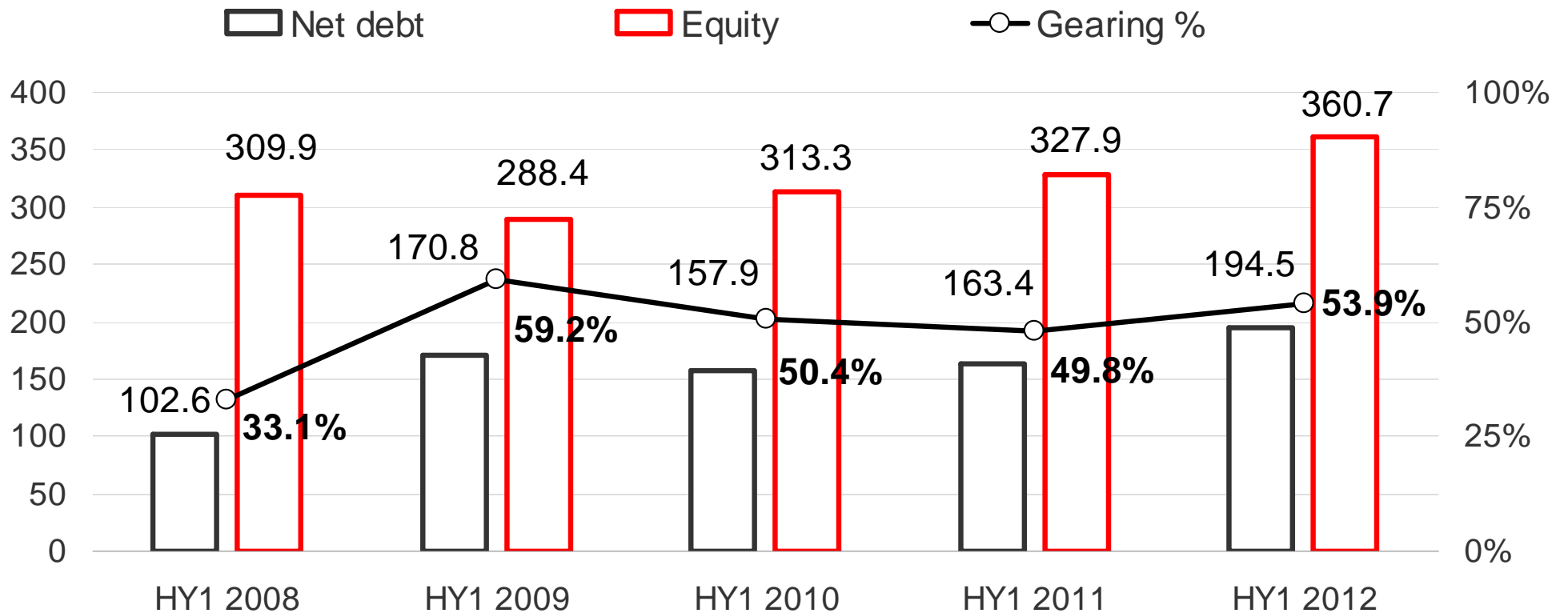
Minor rounding differences may occur.

Investment



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

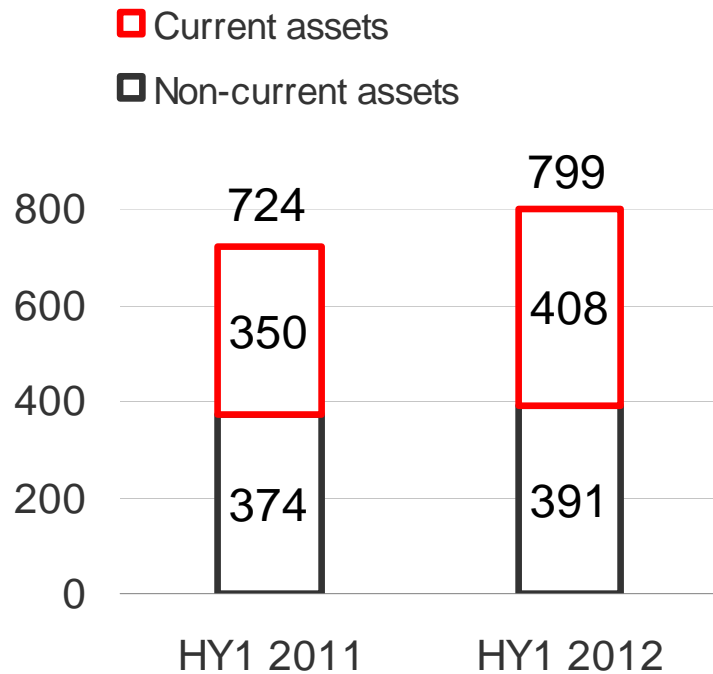
Gearing ratio and equity



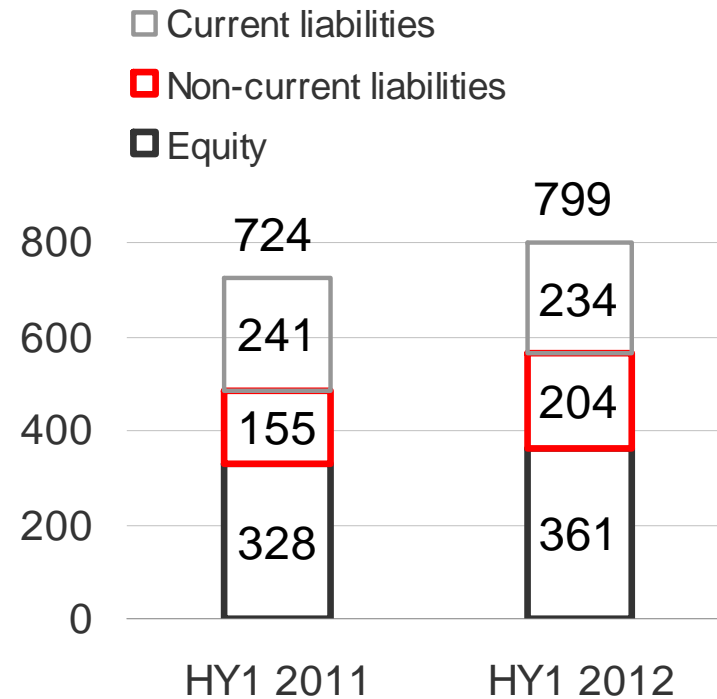
➔ Higher dividend and acquisition of properties (Group headquarters) increased gearing ratio

Balance sheet structure

Assets

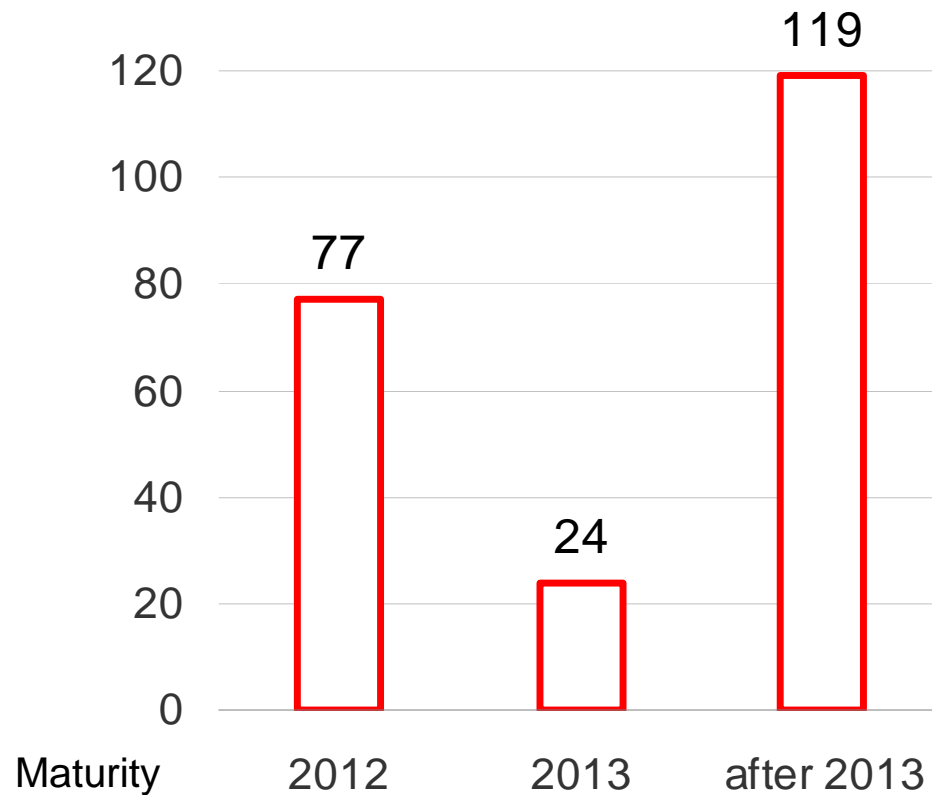


Liabilities



➔ Long-term financial structure; promissory note loan due in 2012

Financing structure as at 30 June 2012



Ø Interest rate	2.87%
Ø Remaining time to maturity	2.28 years
Financial assets	EUR 12.5m
Equity ratio	45.2%

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

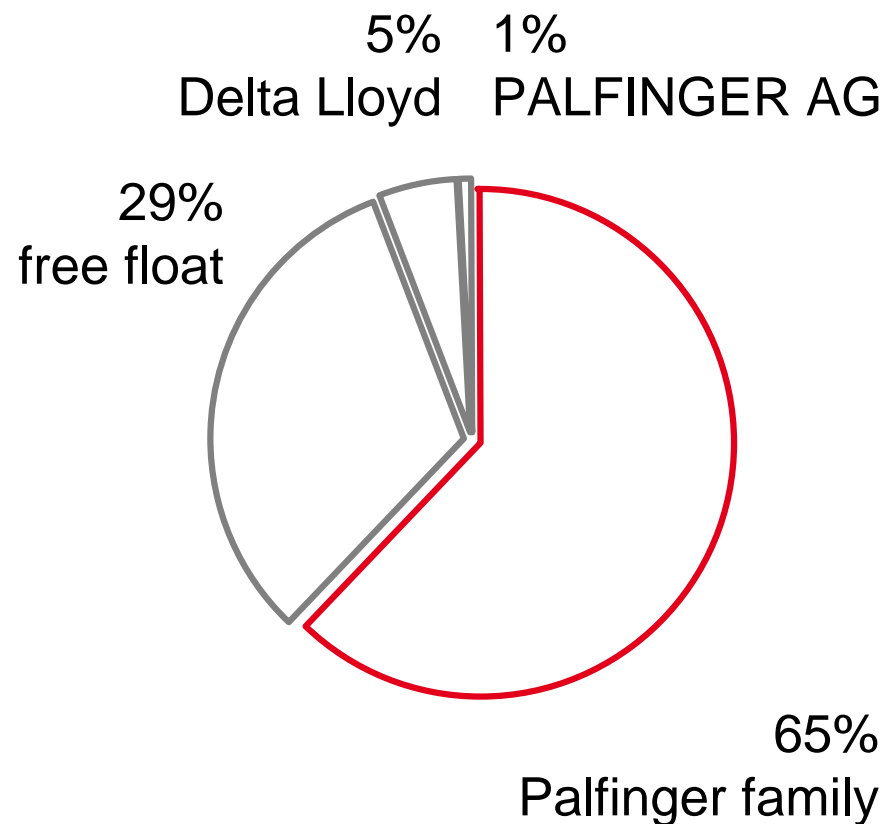
Free cash flows



	HY1 2010	HY1 2011	HY1 2012
EBTDA	22.2	44.2	46.8
+/- Non-cash result from companies at equity	2.1	0.7	(1.0)
+/- Change in working capital	0.7	(27.5)	(30.4)
+/- Cash flows from tax payments	(1.6)	(2.3)	(3.6)
Cash flows from operating activities	23.4	15.1	11.8
+/- Cash flows from investing activities	(22.6)	(14.7)	(23.9)
Cash flows after changes in working capital and investments	0.8	0.4	(12.1)
+/- Cash flows from interest on borrowings adjusted by tax expense	3.5	4.3	4.0
Free cash flows	4.3	4.7	(8.1)
Cash flows from equity/investor capital	(1.1)	(11.3)	(22.2)
Cash flows from net debt	0.3	10.9	34.3

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

Shareholder structure



Shareholder information as at 29 June 2012

ISIN	AT0000758305
Number of shares thereof own shares	35,730,000 340,590
Share price as at end of period	EUR 17.95
Market capitalization	EUR 641.4m
Earnings per share	EUR 0.67

Outlook

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- Internationalization strategy to be continued
 - Focus remains on Asia and Russia
 - Expansion of product portfolio in the areas
- Start-up of the China joint ventures planned before the end of 2012
- Further increase in flexibility throughout all units
- Complexity management is a priority
- Research, development and innovation
 - Regional product adjustments
 - Gradual introduction of a new crane series
- Further strengthening of weaker units and areas

- Weak economic development in Europe
- Market growth in non-European regions expected, primarily in BRIC countries
- Persistent volatility in demand noticeable

 PALFINGER strives to increase revenue slightly in 2012

Berenberg Bank

Cheuvreux

Deutsche Bank

Erste Group

Goldman Sachs

Hauck & Aufhäuser

HSBC

Kepler

RCB

UBS

Earnings Estimates – consensus (EUR million)	2012e	2013e
Revenue	892.6	962.2
EBIT	70.7	87.4
Earnings per share (EUR)	1.23	1.53

9 November 2012	Publication of results for the first three quarters of 2012
11 February 2013	Balance sheet press conference
6 March 2013	Annual General Meeting

Herbert Ortner, CEO

Phone +43 662 46 84-2222

h.ortner@palfinger.com

Hannes Roither, Company Spokesperson

Phone +43 662 46 84-2260

h.roither@palfinger.com

PALFINGER AG

Franz-Wolfram-Scherer-Strasse 24

5020 Salzburg

Fax +43 662 46 84-2280

This presentation contains forward-looking statements made on the basis of all information available at the time of preparation of this presentation. Actual outcomes and results may be different from those predicted.

Performance of PALFINGER shares since 2011

