

PALFINGER



LIFTING VALUE – CREATING MOMENTUM

CONTENT

History Vision	04
Segments	
Offshore Oil and Gas	06
Passengers Cruise	10
Governmental	14
Aquaculture	18
Wind	22
Merchant Cargo	26
Service Partner	30

IMPRINT

Publisher:
Palfinger Marine GmbH

Print:
Alpina Druck GmbH

Layout and graphics:
artina-design.at

Version:
08/2022

Sustainably printed in Austria:



Klimaneutral
Druckprodukt
ClimatePartner.com/13973-2208-1002

VEGETABLE BASED INK

SHAPING THE MARITIME AND OFFSHORE INDUSTRY

The maritime and offshore industry is a dynamic, rapidly evolving business which poses ever-new challenges along the way. Digitalization and sustainability cannot be regarded as mere trends anymore. Today, they are core values that every business needs to aspire to, and so does PALFINGER. Within the several maritime segments that PALFINGER MARINE operates in, these values unfold in different ways and ultimately, challenges.

At PALFINGER, we are eager to respond to these challenges in a way that not only meets our business goals but, more importantly, the expectations of our customers. That is our claim. Therefore, we are more than ever committed to retain close ties with our partners as we walk our path towards the market lead for innovative and integrated marine solutions. The needs of our product users are the center of our business, research, and development – and ultimately, the key to success.

Together, we are ready to shape the future of the maritime and offshore industry.




Gunther Fleck
Vice President Sales & Service
Region Marine at PALFINGER



OFFSHORE | OIL AND GAS



PASSENGERS | CRUISE



GOVERNMENTAL



AQUACULTURE



WIND



MERCHANT | CARGO

CELEBRATING THE FUTURE SINCE 1932.

We always had an eye on innovations.

Due to our pioneering spirit, we've constantly grown and evolved – from a small workshop to a crane manufacturer and ultimately to the leading provider of innovative lifting solutions.

We've pushed boundaries for generations, have successfully reinvented ourselves and set standards worldwide. We are celebrating the future since 1932.

“At PALFINGER MARINE, we are proud to have contributed substantially to PALFINGER’s 90-year success story. In fact, as we entered the maritime and offshore market in 1992, we harnessed completely new opportunities. We are very excited about the future challenges – be it the shift towards smart, autonomous marine technology or our efforts to a more sustainable future at sea.”

○ Jarle Sørstrønen
Product Line Leader
Marine Solutions



LIFTING VALUE – CREATING MOMENTUM

This is our vision. It defines what PALFINGER aims to be in the future and is the very essence of why we do what we do.

PALFINGER MARINE lives by this vision every day. The company is an integral part of PALFINGER, spanning over 12,000 employees, 34 production sites, and a worldwide service network.

In 90 years of success, PALFINGER has positioned itself as a market leader

in lifting solutions, and many more state-of-the-art products introduced along the way. Eventually, PALFINGER has entered new markets and taken roots offshore. Today, we provide cutting-edge solutions for the maritime and offshore industry. With PALFINGER MARINE's valuable contribution and stable growth, PALFINGER achieved an overall revenue of EUR 1.84 billion in 2021.

And our journey continues!

PALFINGER STRATEGY 2030

The PALFINGER Strategy 2030 is the route for our vision to become reality. It is based on two strategic pillars: "Go for Solutions" and "Go Digital".

GO FOR SOLUTIONS

By 2030, we will be a solution provider that equips our customers with complete solutions, combining physical and digital elements into one unit – smart and highly networked machines. Step by step, PALFINGER will evolve from a product provider to a solution provider. For PALFINGER MARINE, "Go for Solutions" means offering our customers complete, integrated marine solutions across all maritime segments.

GO DIGITAL

PALFINGER is continuously digitalizing the entire production and value-added chain. The main goal at the end of the day is to be able to offer customers smart lifting solutions and services that provide more functionality and added value. In line with this strategic pillar, our integrated marine solutions will be enhanced with assisted, remote, and autonomous control functions for marine applications.

*Together we
are shaping
the future of
our customers'
lifting
solutions –
PALFINGER.*



OFFSHORE | OIL AND GAS

OFFSHORE VESSELS | FIXED AND FLOATING
RIGS | DRILL SHIPS | FPSO'S | FSRU'S |
ACCOMMODATION RIGS AND VESSELS





PALFINGER
MARINE
designed a new
modularized and
scalable wire
luffing crane
(DKW1600-2500).





STRIKE IT RICH WITH SOLUTIONS FOR THE OFFSHORE INDUSTRY!

The reliability and trouble-free operation of deck equipment, handling solutions and lifesaving appliances are absolutely crucial to you? PALFINGER MARINE supplies high-quality equipment for all types of offshore vessels as well as for fixed and floating installations related to the extraction of oil and gas at sea. Our products in this segment are designed to comply with all applicable standards and can be specifically adapted to customer requirements. Even better yet, we take care of everything for you – from the design to the delivery and lifelong service.





IN NEED OF A SOLUTION FOR ...

OFFSHORE LIFTING OPERATIONS

Are you looking for handling systems that make your work easier? PALFINGER MARINE offers a range of **A-frames** for stern- or side-mounting. Their lifting capacity ranges from 10 to 400 metric tons, and they have a working reach of up to 25 meters. Typically, they are used for anchor and buoy handling as well as plough and subsea handling.

SAFE AND FAST EVACUATION

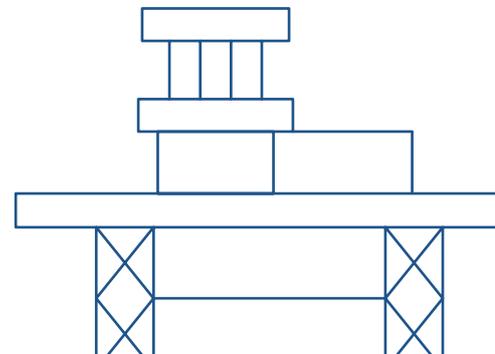
Do you want to equip your offshore oil and gas installations with **free-fall lifeboats** that meet even the most stringent regulations? Being the leading developer of **free-fall lifeboats** that comply with all relevant rules and regulations, PALFINGER MARINE helps you ensure safe and fast evacuation in case of emergency.

MATERIAL HANDLING FROM VESSEL TO PLATFORM

Are you having a hard time finding a crane that can cover the large distance from the boom tip to the supply vessel when it automatically hooks on cargo while the vessel is moving? To solve this challenge, perception and robotic control technology is tested on our 60t **fully electric wire luffing lattice boom crane**. Our large offshore cranes can also be equipped with advanced cargo tracking systems.

SPECIAL APPLICATIONS REQUIRING WINCHES

Do you need **winches** for anchoring and mooring, towing, lifting, handling or storage? PALFINGER MARINE supplies a range of technically advanced and highly automated **winches** for a variety of applications. What's more, you can rely on dedicated global lifetime support.



PASSENGERS | CRUISE

CRUISE VESSELS | EXPEDITION CRUISE
VESSELS | PASSENGER, CAR AND
RO-PAX FERRIES | YACHTS





*PALFINGER
MARINE
delivers a great
variety of
proven solutions
to the cruise
market.*



A SEA OF SOLUTIONS FOR THE CRUISE INDUSTRY

Are you in the cruise industry and concerned with the safety of your passengers and vessels? PALFINGER MARINE solves the challenges you may be facing – one by one! Our products are specifically designed for the cruise, ferry and yachting markets, among them: cranes, lifesaving appliances, handling solutions, fenders and more. Needless to say, they don't just meet current standards – they exceed them, making them the preferred choice for the most advanced and innovative vessels.

IN NEED OF A SOLUTION FOR ...

FAST EMBARKATION

Do you need to ensure fast and safe embarkation of passengers? PALFINGER MARINE supplies **tender boats, rescue boats and lifeboats** as well as matching **davits**. Our Polar Code compliant lifesaving appliances meet even the most stringent regulations.

EASY LOADING & UNLOADING

Easy access and the swift loading and unloading of cargo are critical to you? PALFINGER MARINE offers an extensive range of **access equipment** such as **doors, platforms, lifts and elevators** – designed to make your daily life and work easier.



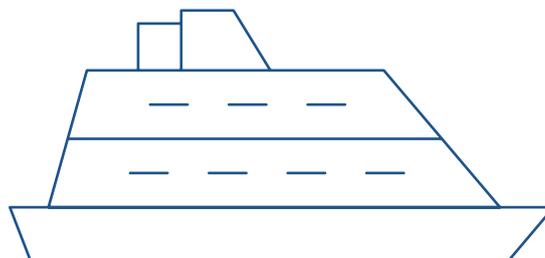


SAFE ANCHORING AND MOORING

Do you need safe and reliable winches for anchoring and mooring? PALFINGER MARINE supplies an extensive range of **winches** meeting all your requirements, designed to make sure the vessel is also in safe hands both at sea and in harbors.

THE LAUNCH OF DAUGHTER CRAFTS

Looking for an easy and safe solution for the launch and recovery of your daughter crafts? One that doesn't require lifting, hooking, mechanical connection or use of painter lines and arrester wires? PALFINGER MARINE **slipway systems** ensure gentle load distribution to the boat hull and a smooth transition in and out of the slipway.





GOVERNMENTAL

COAST GUARD VESSELS | OFFSHORE PATROL
VESSELS | AMPHIBIOUS SUPPORT VESSELS |
SUBMARINE RESCUE VESSELS | FRIGATES
LOGISTIC SUPPORT VESSELS



Slipway systems of
PALFINGER
MARINE eliminate
most of the typical
challenges and risks
related to launch
and recovery.



SOLUTIONS FOR GOVERNMENTAL VESSELS ARE UNDERWAY!

Are you in the governmental vessel industry searching for lifting equipment or launch and recovery systems? PALFINGER MARINE supplies a range of products that meet the specific requirements for governmental vessels, among them: cranes, winches, davit systems, boats and entry systems/onboard slipways for the launch and recovery of smaller crafts. We are committed to fulfilling the highest quality standards for any marine environment.





IN NEED OF A SOLUTION FOR ...

THE LAUNCH & RECOVERY OF SMALLER CRAFTS

Being able to launch and retrieve manned or unmanned crafts is crucial to you? PALFINGER MARINE offers customized high-end **launch and recovery** as well as **slipway systems** for governmental vessels – designed for safe operation even in harsh offshore conditions.

UNMANNED OPERATIONS

Are you looking for a safe slipway system for your unmanned surface vehicles (USVs) or autonomous underwater vehicles (AUVs)? PALFINGER MARINE **slipway systems** have been tested in sea states above seven, with the mother vessel steaming ahead at low speed.

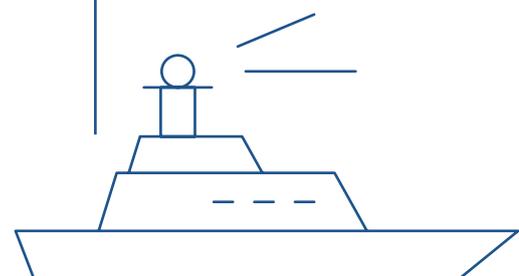
MATERIAL HANDLING ON BOARD

Service and provision cranes that meet all governmental and regulatory standards are hard to find?

PALFINGER MARINE offers a wide range of **foldable knuckle boom, telescopic and stiff boom crane** models that can be configured to meet specific requirements.

RAPID INTERVENTIONS IN ROUGH SEAS

Are you planning to purchase professional boats that are made of high-quality materials and feature excellent stability and maneuverability? PALFINGER MARINE's **boats** meet the highest quality standards with regard to professional workmanship and the materials used, boasting exceptional durability.



AQUACULTURE

FISH FARMS | SERVICE VESSELS |
WORKBOATS | BARGES |
LIVE FISH CARRIERS





*PALFINGER
MARINE – the
market leader
for marine
cranes in the
fish farming
segment.*



FISHING FOR SOLUTIONS FOR THE AQUACULTURE INDUSTRY?

Are you facing the difficulty of increasingly challenging conditions in the aquaculture industry as it moves to more exposed locations? As one of the world's leading manufacturers of innovative lifting solutions for the fish farming segment, PALFINGER MARINE has gained a strong foothold in the aquaculture market. Our diverse product range includes cranes in a variety of sizes to meet the requirements of a wide range of vessels.

IN NEED OF A SOLUTION FOR ...

THE INSTALLATION OF FISH FARMS

Do you want to equip your fish farm with state-of-the-art lifting solutions? PALFINGER MARINE's **PKM knuckle boom cranes** are a popular option in this regard. Our **PK foldable knuckle boom crane** has a reach of between 3.2 and 22 meters, and our **telescopic boom cranes** feature a hoisting capacity of up to 50 metric tons.

THE LIMITED SPACE ON FISHING BOATS

Your vessels don't have a lot of space to accommodate a crane? Thanks to their sophisticated geometry and compact design, PALFINGER MARINE's **foldable knuckle boom cranes** can be installed even where space is limited.



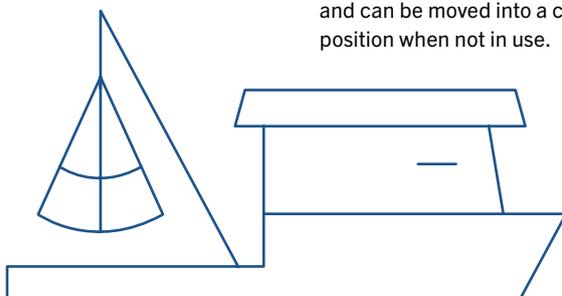


HANDLING FISHING NETS AND HOSES

Looking for a flexible, compact and lightweight crane to handle the fishing nets and hoses on live fish carriers? PALFINGER MARINE's **knuckle boom crane** has a large operational radius and can be moved into a compact position when not in use.

OPERATIONAL SUPPORT & SERVICE WORK

Do you attach great importance to the reliability and durability of the cranes installed on your vessels? Thanks to a high level of standardization and a design that withstands even the toughest conditions, PALFINGER MARINE **cranes** require very little maintenance. In addition, customers have access to local service stations in the world's largest and most important fish farming areas.



WIND

WIND FARMS | WIND FARM
SUPPORT VESSELS | CREW
TRANSFER BOATS





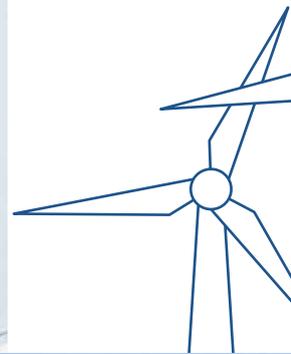
© Fiedt, Olsen Windcarrier

PALFINGER
MARINE offers
customized lifting
and handling
solutions
especially for the
wind industry.



A SKY FULL OF SOLUTIONS FOR THE WIND INDUSTRY

Are you in the wind industry looking for products that are both user-friendly and functional, requiring very little maintenance? PALFINGER MARINE has been supplying the wind industry with customized solutions for many years, among them: wind cranes for nacelles, platforms and substations, as well as lifesaving equipment, winches, and handling equipment. Made of high-quality materials and components, they help you solve the diverse challenges of the wind industry.





IN NEED OF A SOLUTION FOR ...

WIND FARM SUPPORT & SERVICE

Would you like to equip your wind farm support & service vessels with new deck equipment? PALFINGER MARINE has the right solution for you, regardless of the size of your vessel. The equipment – ranging from small **marine cranes and lifesaving packages to winches and bigger offshore cranes** – can be supplied in accordance with all applicable rules and regulations.

CREW TRANSFER

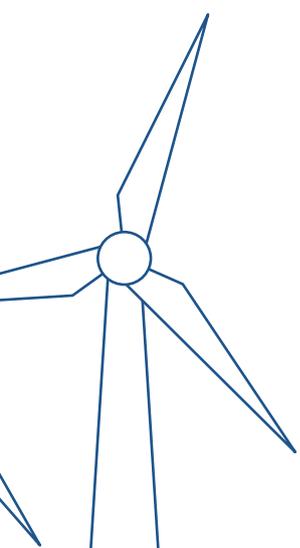
Not sure how to get the crew to where they need to go? PALFINGER MARINE offers a range of **crew transfer boats** in various sizes. Their high maneuverability and ability to withstand harsh offshore conditions help you ensure a safe transfer to and from offshore wind farms.

THE LIMITED SPACE ON NACELLES

The lack of space on nacelles is an issue for you? PALFINGER MARINE **nacelle cranes** offer maximum maneuverability, even in areas where space is limited. They allow materials to be lifted safely and quickly from the platform to the nacelle or between the heli-deck and nacelle.

SAFE & FAST MATERIAL HANDLING

Lifting materials quickly and safely to and from offshore wind platforms is important to you? PALFINGER MARINE **platform cranes** come with a special surface coating that protects them against corrosion. Our **substation cranes** – with their exceptionally long lifting arm – are designed to load and unload heavy equipment, materials and tools.



MERCHANT | CARGO

MERCHANT VESSELS | BULK,
TANKER AND CARGO VESSELS |
CARRIER VESSELS





© stock.adobe.com



*PALFINGER
MARINE is
offering high
quality products
for the merchant
and cargo
segment.*



LOADS OF SOLUTIONS FOR THE MERCHANT & CARGO SEGMENT

Do you want to equip your merchant and service vessels with high-quality equipment ranging from life and rescue boats to davits, fenders, and marine cranes? PALFINGER MARINE offers a diverse product portfolio for merchant and cargo vessels like tankers, bulkers, container ships and RORO vessels. Extensive experience and an excellent customer base around the world ensure our success in this segment.

IN NEED OF A SOLUTION FOR ...

SUPPLIER & SERVICE VESSELS

Are you looking for **deck equipment, handling solutions and lifesaving appliances** designed to withstand rough offshore conditions? PALFINGER MARINE has extensive experience in developing products that meet the specific requirements for service vessels and workboats.



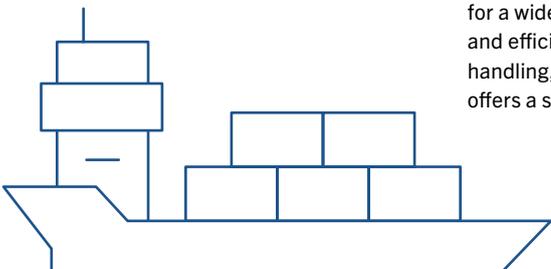


SAFE SHIP-TO-SHIP OPERATIONS

Do you need fenders to protect ships and quays from the possible damage that might occur during mooring operations – either ship-to-ship or ship-to-quay? PALFINGER MARINE supplies first-class **pneumatic fenders** for a wide range of vessels. For safe and efficient fender storage and handling, PALFINGER MARINE also offers a special **fender davit system**.

COLD-CLIMATE CONDITIONS

Having trouble finding equipment that complies with the Polar Code rules and guidelines? PALFINGER MARINE has received excellent feedback on a range of products designed for cold-climate conditions in arctic areas. Our employees help customers select the best possible combination of equipment, creating “polar packages” that meet all applicable regulations.



SERVICE

RELIABLE SERVICE – AROUND THE
CLOCK, AROUND THE GLOBE





*PALFINGER
MARINE has
acquired and built
up an impressive
portfolio of brand
names along
the way.*





OUR SERVICE PORTFOLIO

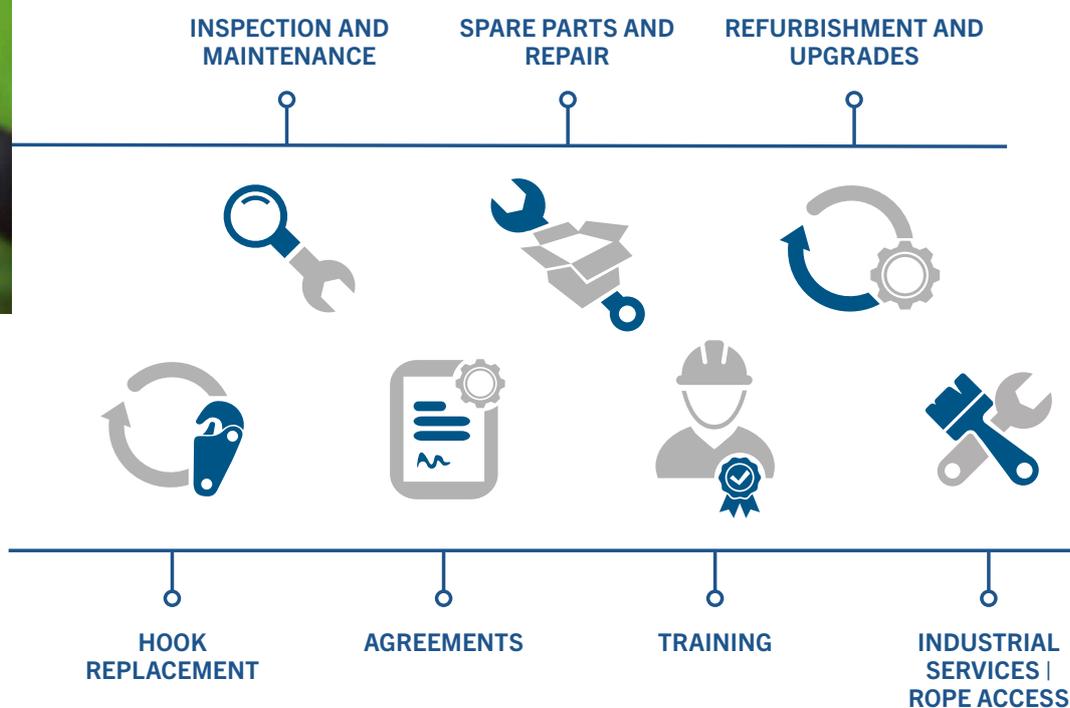
As a leading manufacturer of innovative and reliable deck equipment and lifesaving appliances with an impressive global portfolio of 25+ brands, PALFINGER MARINE is committed to flexible and efficient service solutions.

Operating in all major segments:

Offshore | Oil and Gas, Passengers | Cruise, Governmental, Aquaculture, Wind and Merchant | Cargo – the company owns a network of

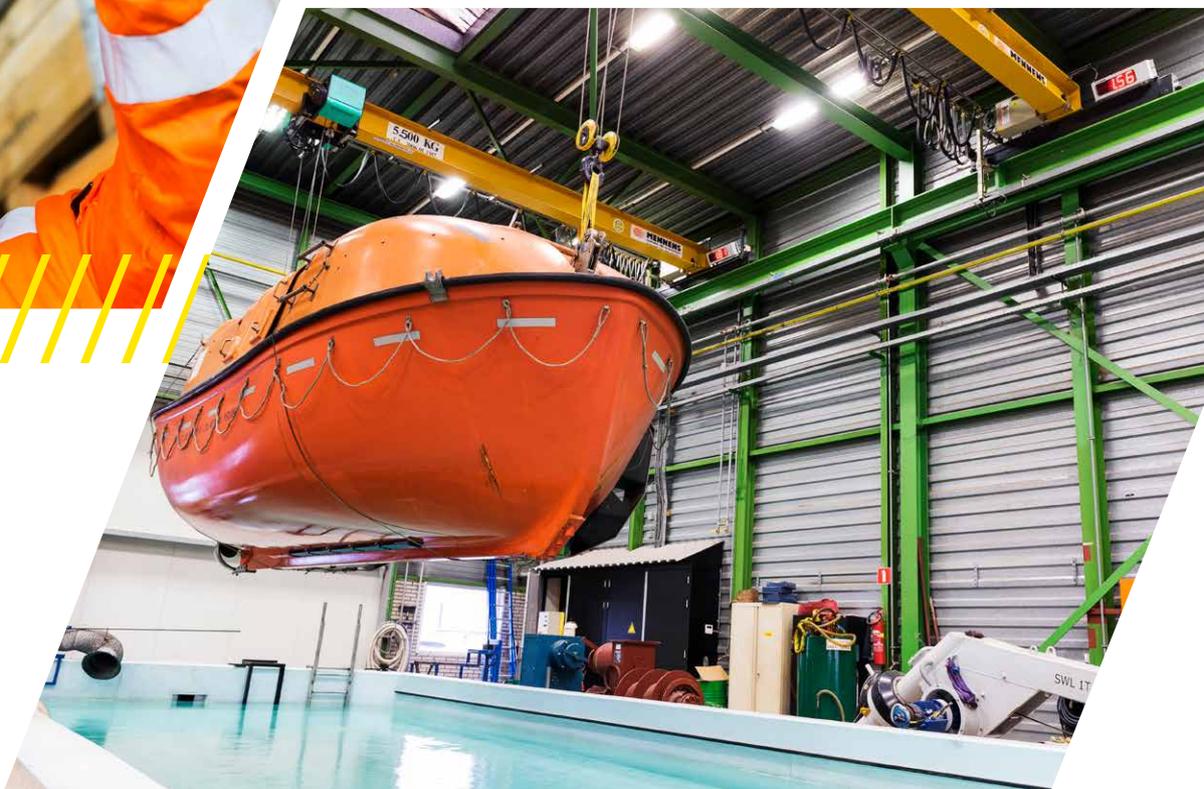
25 sales and service hubs all over the world.

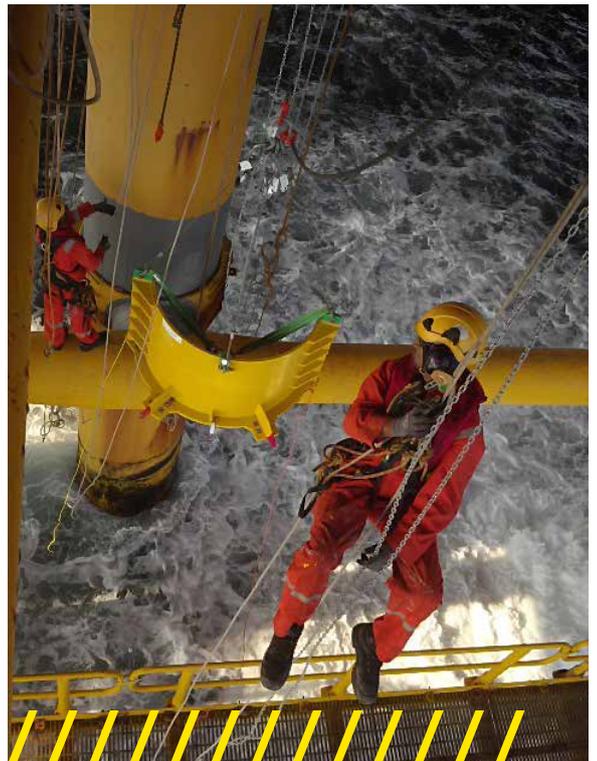
This ensures fast and professional on-site support for customers in the maritime industry.



GLOBAL SERVICE NETWORK

PALFINGER MARINE is a reliable and professional partner in every situation, from telephone assistance to on-time delivery and instant on-site support. A global network of specially trained engineers and experts with extensive know-how and experience provides comprehensive, customized and reliable service solutions to customers worldwide.





Palfinger Marine GmbH
F.-W.-Scherer-Strasse 24
5020 Salzburg | Austria

palfingermarine.com/contact

