

COMPANY PROFILE

Established in 1932, the company has for many years been among the leading international manufacturers of innovative lifting, loading and handling systems in the line of commercial vehicles and ships. As a multinational company group with its headquarters in Salzburg, Austria, PALFINGER has manufacturing and assembly sites in Europe, 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, the strategic pillars of the corporate strategy. Greater flexibility enables PALFINGER to come up to market development of any kind by fast adaption of resources and capacities and thus assures the company to be successful even in times of high volatility. In line with this strategy, PALFINGER today stands for innovative lifting, loading and handling solutions at the interfaces of the transport chain. The company's main guiding principle is to make customers throughout the world more successful with our market know-how, technological skills and the commitment of our staff.

The core product is the truck mounted knuckle-boom crane. The company is the world market leader in this segment with close to 150 models and a market share of more than 30 percent. In EPSILON timber and recycling cranes on- and off-road as well as hook loaders (PALIFT, GUIMA, OMAHA) PALFINGER is also the world's biggest manufacturer. Over the years the product portfolio has been steadily expanded with products such as the CRAYLER mounted forklifts (worldwide number two), the RATCLIFF and MBB tail lifts, and the BISON, WUMAG and ETI truck mounted access platforms. With the acquisitions of NDM (davit cranes) and the marine and wind sector of Palfinger systems, PALFINGER Group has entered, additionally to truck associated products, the market of ship mounted cranes. With our RAILWAY applications and bridge inspection units we are European technology and market leader in this high-tech sector. STEPA farm cranes as well as OMAHA STANDARD truck bodies and pick-up tail lifts complete the product range. The acquisition of INMAN, a manufacturer of cranes, contributes considerably to the enhancement of sales and service network in Russia. More than 95 percent of the products are exported in more than 130 countries worldwide.

On the world's market for hydraulic knuckle-boom cranes the PALFINGER Group is regarded not only as the market but also as the technology leader. This position is once more impressively confirmed by the new High Performance crane generation, which for instance offers a maintenance-free extension boom system. To maintain this leadership in future, about 2.6 percent of sales revenue is invested in research and development.

With around 4,500 sales and service outlets on all 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.



LIFETIME EXCELLENCE

Around 65 percent of the PALFINGER Group is owned by the PALFINGER family and around 34 percent is in diversified holdings. 1 percent of shares are owned by PALFINGER AG. Since June 1999 PALFINGER has been listed on the official market of the Vienna Stock Exchange. Since mid-June 2000 the shares of PALFINGER AG have also been traded on the OTC market of the Stuttgart, Berlin, Munich, Düsseldorf, Frankfurt and New York stock exchanges.

In 2011 the company generated total sales revenue of EUR 845 million with a workforce of about 5,600 people.