

PALFINGER AG

Presentation on the first quarter of 2013

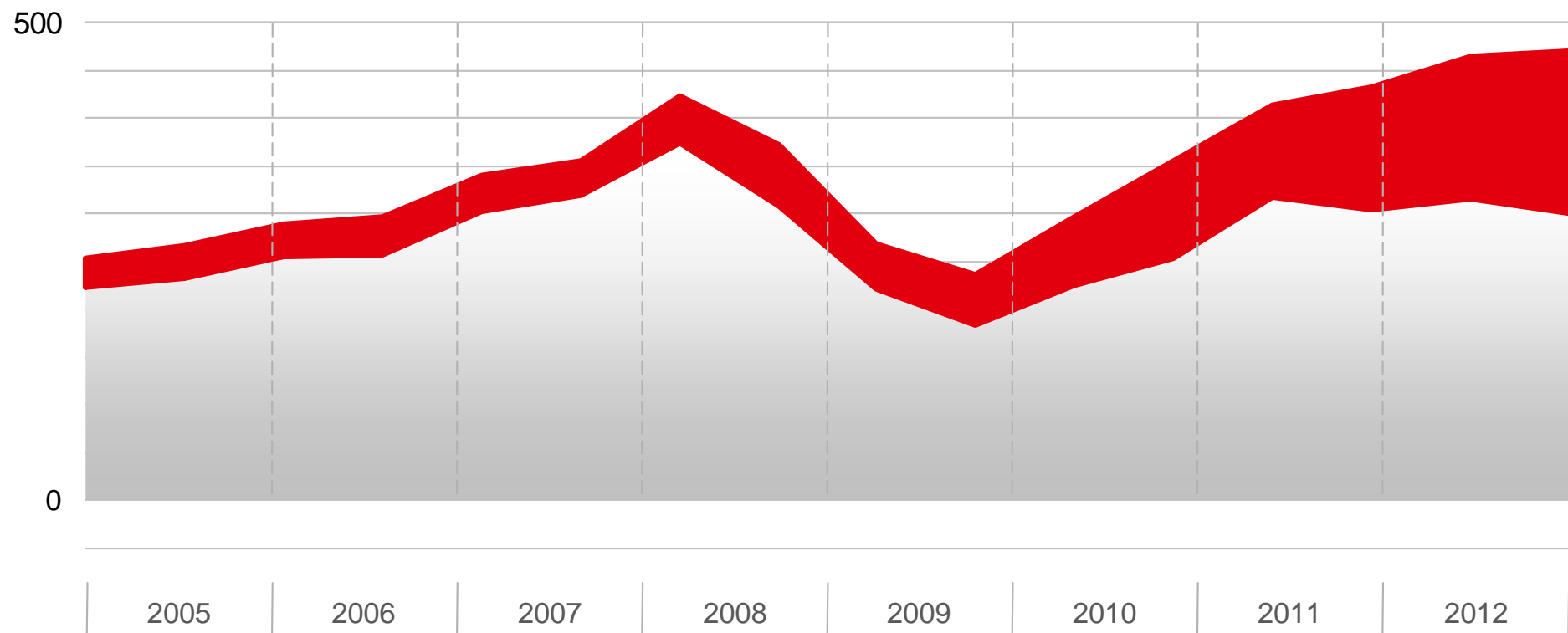
May 2013

MARKET VOLATILITY



REVENUE (HALF YEAR)

- AREA UNITS
- EUROPEAN UNITS



➔ Flexibility and internationality as bases for success

-
- Q1 highly pleasing, given the continuing difficult economic environment
 - » Internationalization has proven successful, growth takes place outside Europe
 - » Successful restructuring of previously weak business units
 - » Growth boost in Marine business area
 - Revenue increased by 0.8% to EUR 225.8 million
 - EBIT raised by 1.9% to EUR 18.1 million
 - » Sustainable turnaround in all European business units
 - » AREA UNITS with clearly positive contribution to earnings

STRATEGY

- Leading international manufacturer of innovative lifting solutions
 - » World market leader in loader cranes, marine cranes, wind cranes and container handling systems
 - » Leading specialist in timber and recycling cranes, tail lifts, truck mounted forklifts and high-tech railway systems
- Global sales and services network (more than 200 general importers/dealers and 4,500 sales and services centres worldwide)
- Global procurement, production and assembly (29 manufacturing and assembly locations)
- Strategic pillars: innovation – internationalization – flexibility
- **Maintaining and expanding the Group's competitive advantage**

- Growth, primarily in BRIC countries
 - Development of China into second domestic market
 - Global balance of production and proximity to customers
 - Consolidation of leading position in the marine and offshore areas
 - Maintaining innovation leadership worldwide
 - Meeting customers' expectations through customized solutions
 - Adjustment of production sites and technologies in Europe
-
- ➔ Revenue target 2017: approx. EUR 1.8 billion

→ Joint venture in China

- » First orders received after dealer conference
- » Construction project for production hall to be launched shortly

→ Palfinger Dreggen

- » Offshore cranes have been expanding portfolio since acquisition in Q4 2012
- » 2 orders totalling approx. EUR 90 million

→ Palfinger Platforms Italy

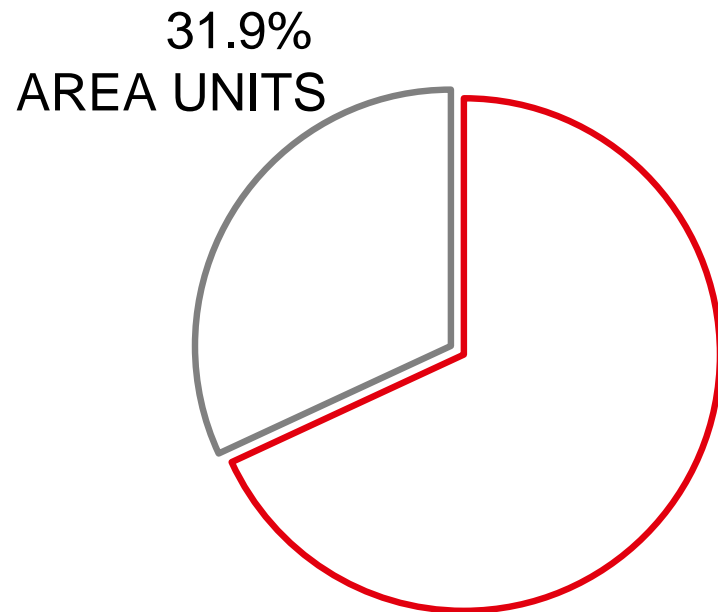
- » Joint venture opens up large market segment for access platforms (trucks of up to 3.5 tonnes)

→ Flexibility

- » Measures implemented are proving successful in the current situation
- » Strategy continued in all areas, including administration

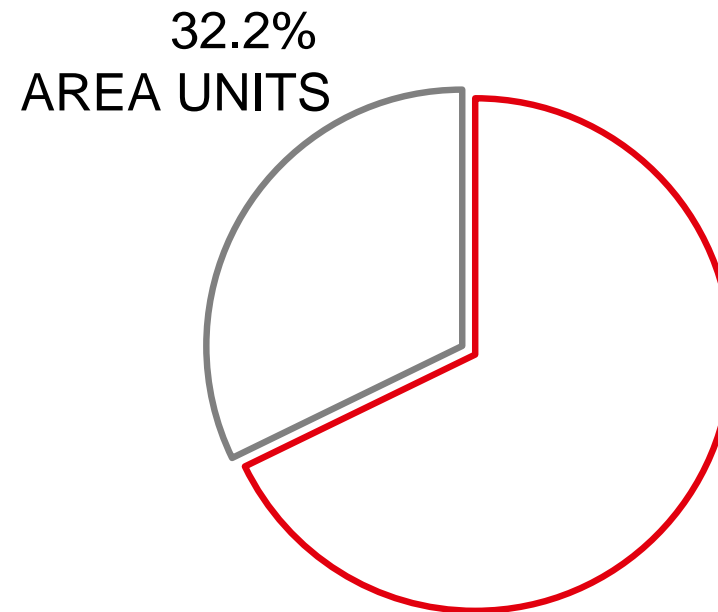
→ Innovations presented at bauma trade fair

REVENUE Q1 2012



68.1%
EUROPEAN UNITS

REVENUE Q1 2013



67.8%
EUROPEAN UNITS

SEGMENTS

SEGMENT FINANCIALS



SEGMENT REVENUE

	Q1 2012	Q1 2013	%
EUROPEAN UNITS	152.5	153.1	+ 0.4%
AREA UNITS	71.4	72.7	+ 1.7%
VENTURES	–	–	–

SEGMENT EBIT

	Q1 2012	Q1 2013	%
EUROPEAN UNITS	21.6	20.7	(4.2%)
AREA UNITS	0.8	1.9	+ 128.5%
VENTURES	(3.9)	(4.2)	(8.5%)

- Economic environment remains difficult in Europe
 - » Business unit loader cranes constant
 - » Other business units recorded declines in revenue
- Global Marine business area harbours potential
 - » Offshore cranes (Palfinger Dreggen) since December 2012
 - » 2 large-scale orders in Q1
- All business units with positive result despite declining revenue

→ Revenue 1.7% higher than in Q1 2012

- » Positive trend in North America continues
- » Further increases expected in South America; also due to additional product groups
- » Asia recorded substantial increases, still at a low level
- » Weak environment noticeable in India, expansion will be continued
- » Capacity expansion in CIS planned to support further growth

→ EBIT increased from EUR 0.8 million to EUR 1.9 million

- Intensification of acquisition projects
 - » Focus on business areas Marine, South America and CIS
- Continuation of cost-related and structural programmes

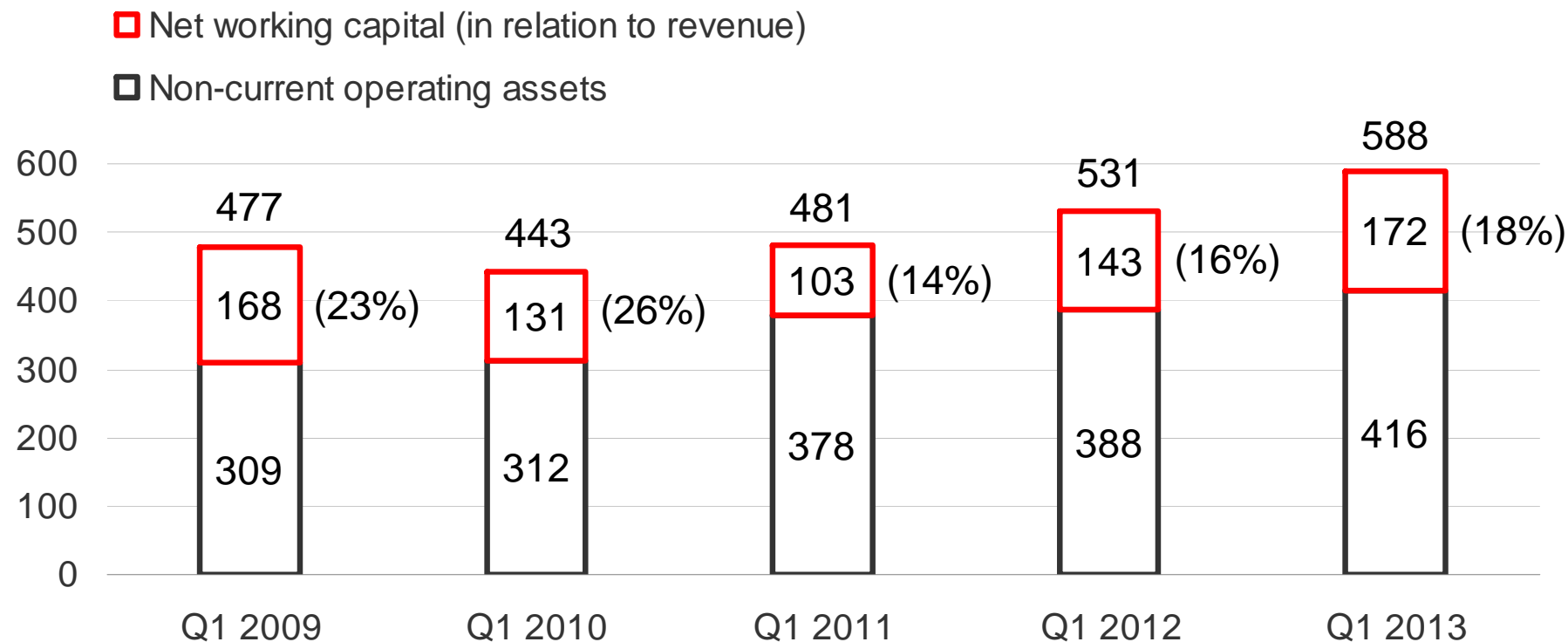
KEY FINANCIALS

FINANCIAL HIGHLIGHTS



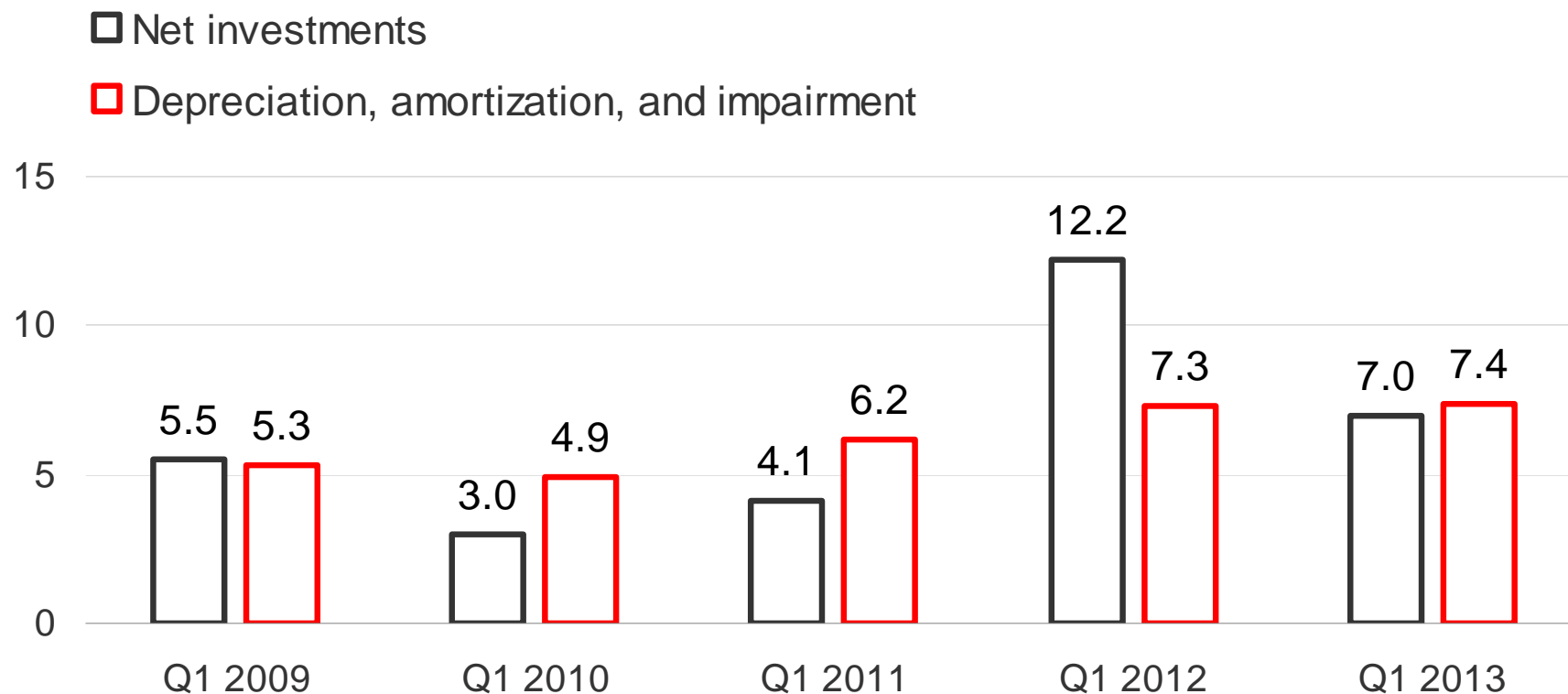
	Q1 2011	Q1 2012	Q1 2013	%
Revenue	191.6	223.9	225.8	+ 0.8%
EBITDA	21.3	25.0	25.4	+ 1.5%
EBITDA margin	11.1%	11.2%	11.3%	–
EBIT	15.1	17.7	18.1	+ 1.9%
EBIT margin	7.9%	7.9%	8.0%	–
Result before income tax	11.9	14.7	15.6	+ 5.9%
Consolidated net result for the period	12.6	10.7	11.0	+ 3.3%

CAPITAL EMPLOYED*



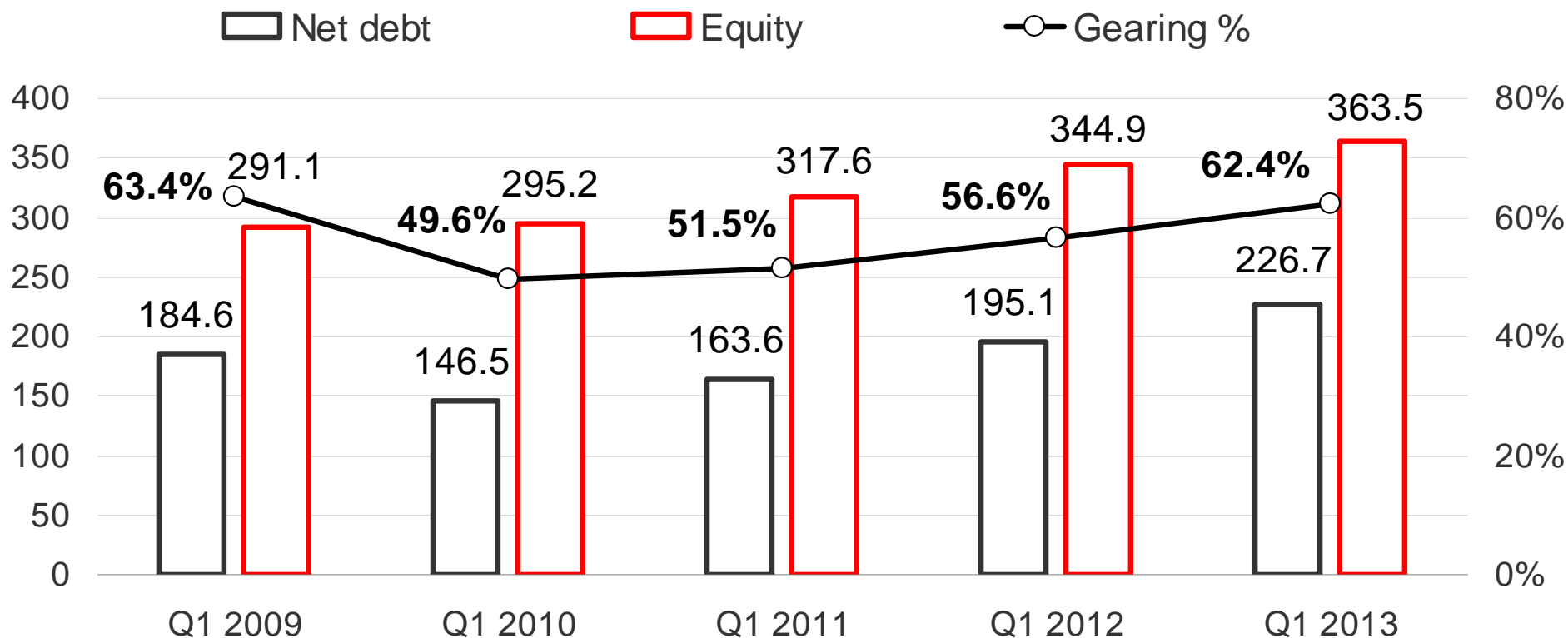
➔ Increase through expansion of business volume, relation to revenue at low level

* Average.



➔ Investments to support further development of the areas

GEARING RATIO AND EQUITY



➔ Issue of a promissory note loan (Q4 2012) has increased debt

FREE CASH FLOWS



	Q1 2011	Q1 2012	Q1 2013
EBTDA	18,1	22.0	22.9
+/- Non-cash result from companies at equity	(1.0)	(1.2)	0.7
+/- Change in working capital	(12.7)	(12.1)	(4.0)
+/- Cash flows from tax payments	(1.4)	(1.2)	(1.6)
Cash flows from operating activities	3.0	7.5	18.0
+/- Cash flows from investing activities	(5.5)	(15.1)	(8.9)
Cash flows after changes in working capital & investments	(2.5)	(7.6)	9.1
+/- Cash flows from interest on borrowings adjusted by tax expense	2.7	2.1	1.8
Free cash flows	0.2	(5.5)	10.9
Cash flows from equity/investor capital	(3.5)	(22.4)	(18.4)
Cash flows from net debt	6.0	25.7	9.2

OUTLOOK

- Internationalization strategy to be continued
 - » Focus on China, Brazil, Russia, Marine business area
- Further development of the joint venture in China
- Growth potential in Marine business area
- Further increase in flexibility
 - » Processes in production and administration
 - » Reducing complexity, also in global organizational structure
- Alignment of production structures: global–local

- Target: higher contributions to earnings

- Economic situation in Europe remains weak, marked by uncertainty
- Growth expected in regions outside Europe
- Limited visibility, but positive trends noticeable

→ Slight revenue growth expected for 2013

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

www.palfinger.ag

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.

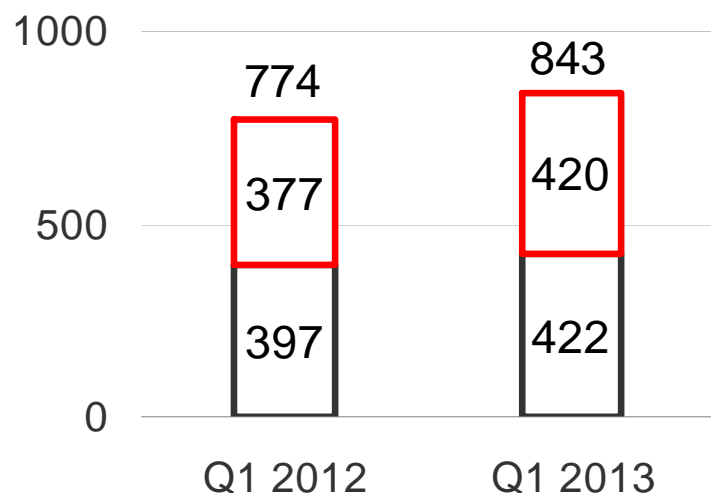
BACK UP

BALANCE SHEET STRUCTURE



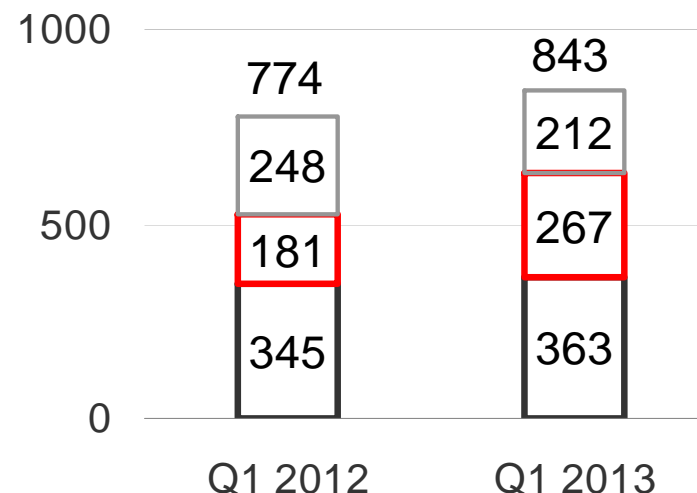
ASSETS

- Current assets
- Non-current assets



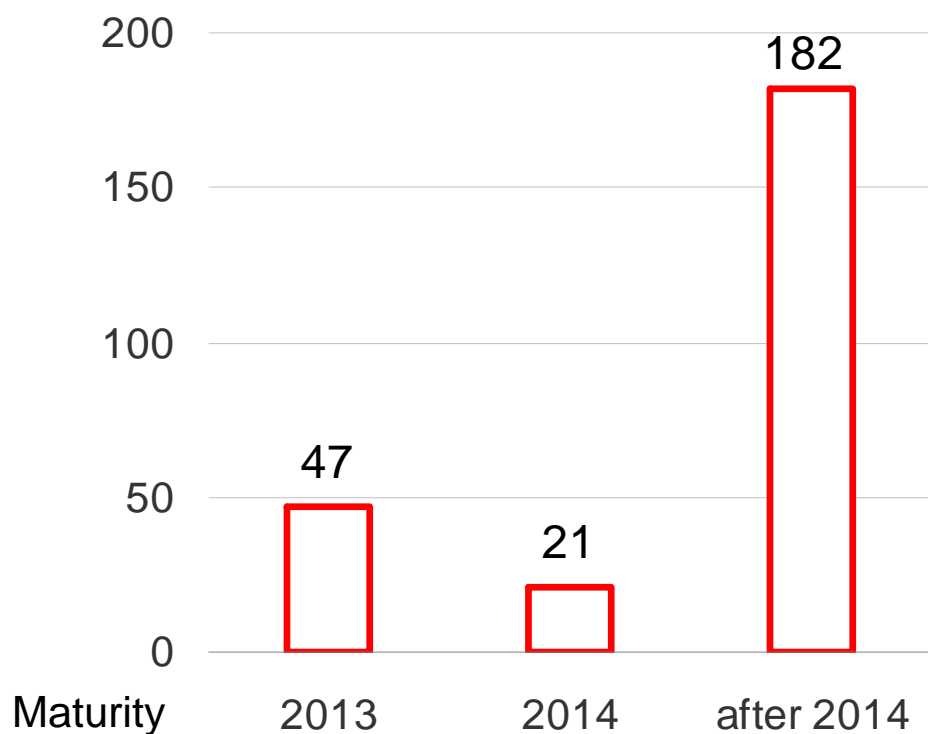
LIABILITIES

- Current liabilities
- Non-current liabilities
- Equity



➔ Long-term financial structure, promissory note loan placed in 2012

FINANCING STRUCTURE AS AT 31 MARCH 2013



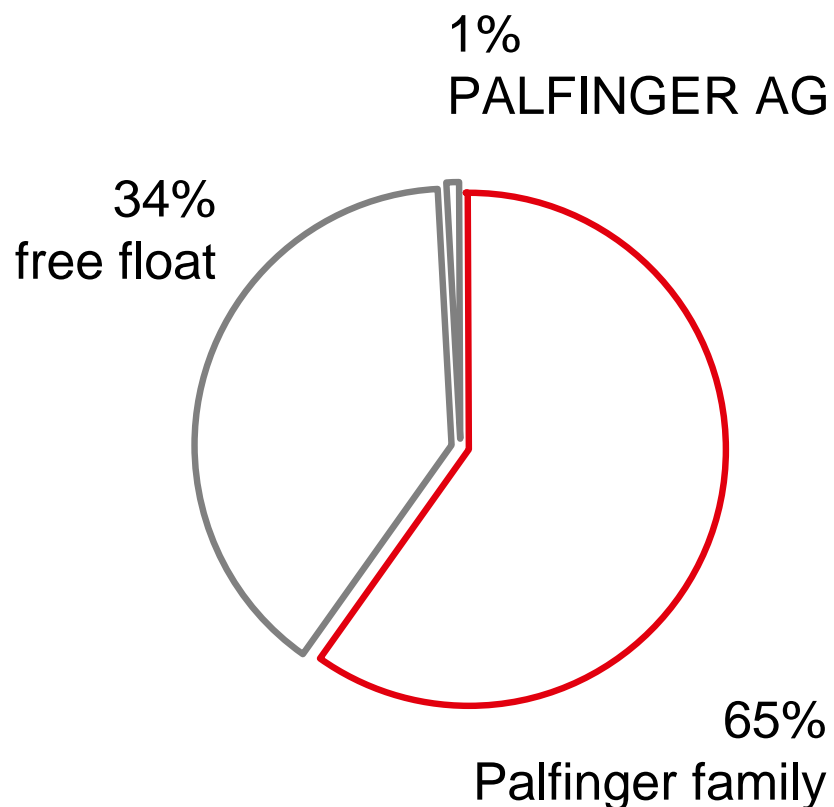
Ø Interest rate	3.08%
-----------------	-------

Ø Remaining time to maturity	3.0 years
------------------------------	-----------

Financial assets	EUR 18.7m
------------------	-----------

Equity ratio	43.1%
--------------	-------

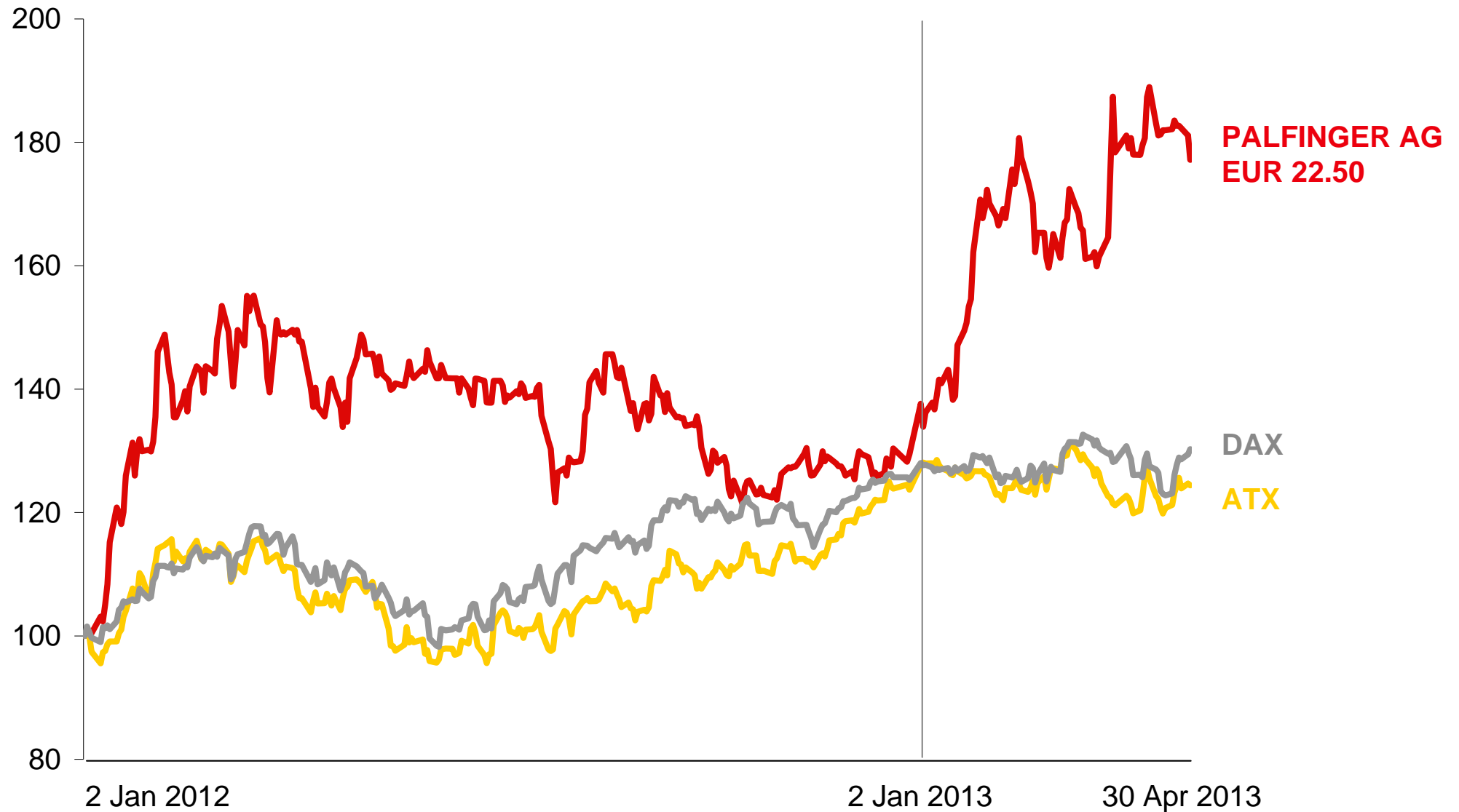
SHAREHOLDER STRUCTURE



SHAREHOLDER INFORMATION AS AT 31 MARCH 2013

ISIN	AT0000758305
Number of shares thereof own shares	35,730,000 328,090
Share price as at end of period	EUR 22.66
Market capitalization	EUR 809.6m
Earnings per share	EUR 0.31

PERFORMANCE OF PALFINGER SHARES 2012



Berenberg Bank

HSBC

Deutsche Bank

Kepler Cheuvreux

Erste Group

RCB

Goldman Sachs

UBS

Hauck & Aufhäuser

Earnings Estimates – consensus (EUR million)	2013e	2014e
Revenue	1,021.1	1,113.9
Equity	87.9	106.5
Earnings per share (EUR)	1.51	1.87

8 August 2013	Publication of results for the first half of 2013
8 November 2013	Publication of results for the first three quarters of 2013
