

PALFINGER AG

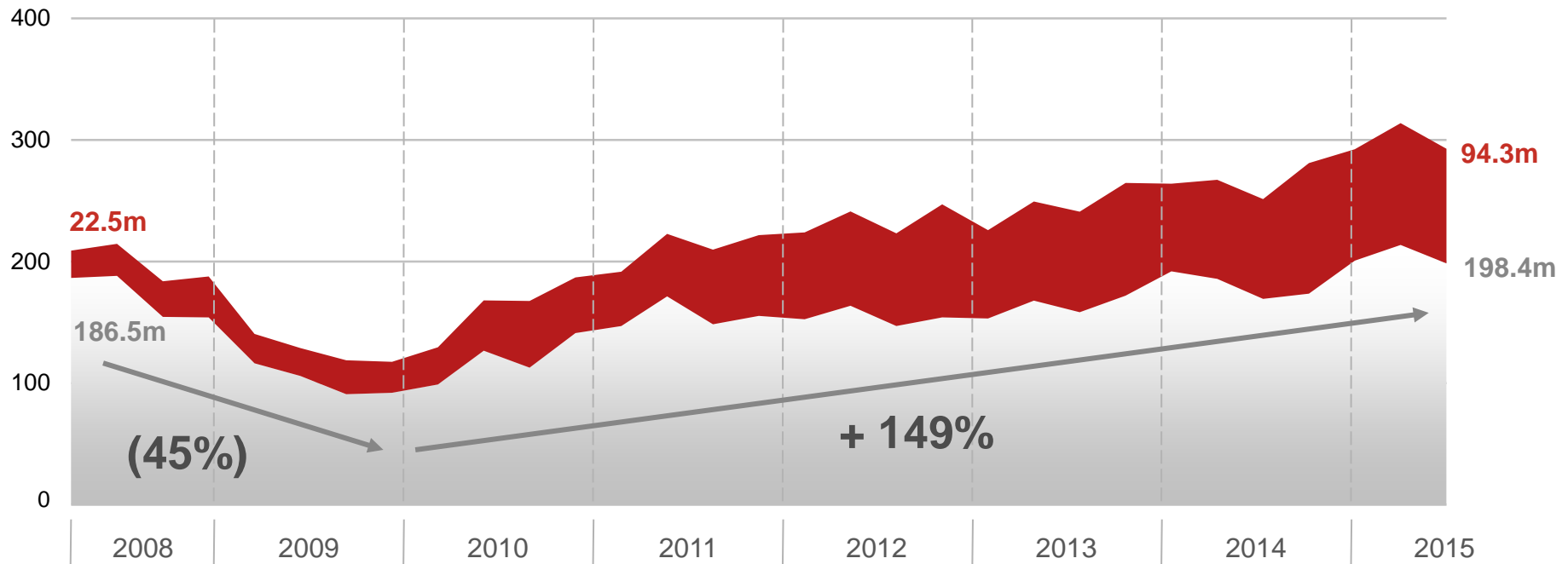
Presentation on the first three quarters of 2015

October 2015

REVENUE, GROWTH AND VOLATILITY (QUARTERS)

■ AREA UNITS from 2008 to 2015: + 319%

■ EUROPEAN UNITS from 2008 to 2015: + 11.9%



➔ Internationalization as basis for revenue growth
Flexibility as basis for profitability

- Q1–Q3 2015 marked by steep growth and strong earnings
 - » Growth achieved in Europe, North America and CIS
 - » Demand for loader cranes strong in Europe
 - » Revenue in North America increased by more than 30%
 - » Local value creation in Russia proved its worth
 - » Joint venture with SANY in China was successful
 - » Marine business area grew by 25%
 - » Leading market position in important regions further expanded
 - » South America affected by shrinking market volume
- Revenue rose by 14.9% to EUR 898.9 million
- EBIT increased by 38.7% to EUR 77.7 million

- Establishment of local value creation in Russia
 - » Integration of PM-Group Lifting Machines
 - » Successful start of production at the new INMAN plant
 - » Start of operations of the joint ventures with KAMAZ
 - » Lack of exports to CIS due to sanctions more than compensated
- Joint venture with Fairwind LLC
 - » Servicing of the American wind energy market (60,000 wind energy plants)
 - » Technological shift to large access platforms
- Acquisition in marine business
 - » Integration of Norwegian Deck Machinery (NDM)
- Flexibility enhancement and capital employed management
 - » Implemented measures proved their worth in current situation
 - » Continuation in all areas, including administration

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- Growth, primarily in North America, CIS, China and the marine business
 - Completion of product portfolio in all regions
 - Development of China into second domestic market
 - Global balance of production and proximity to customers
 - Expansion of market 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*

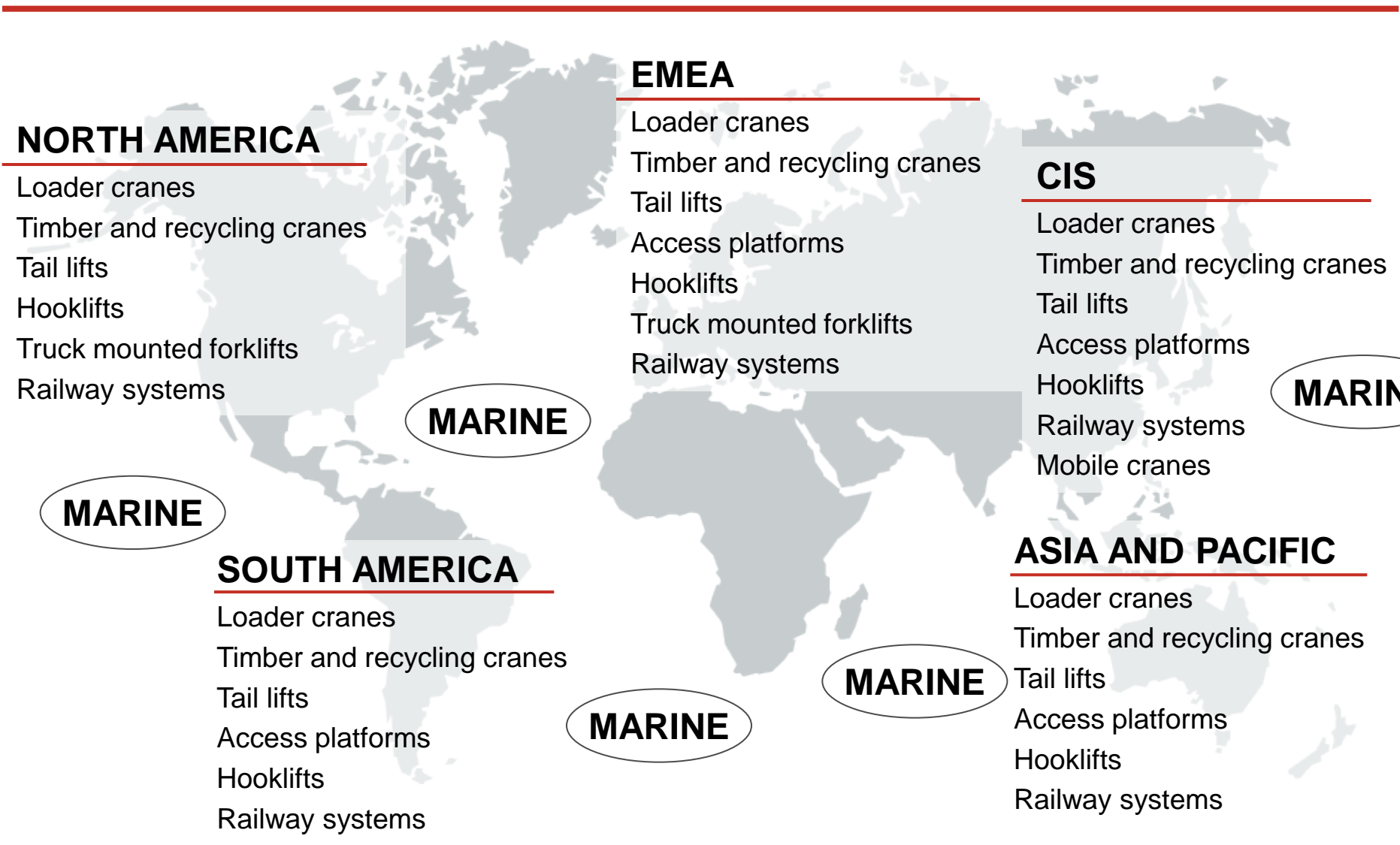
* including the not fully-consolidated joint venture companies

STRATEGY

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- Leading international manufacturer of innovative lifting solutions
 - » World market leader in loader cranes, marine cranes, wind cranes and hooklifts
 - » 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 5,000 sales and services centres worldwide)
 - Global procurement, production and assembly (35 manufacturing and assembly locations)
 - Strategic pillars: innovation – internationalization – flexibility

 - Maintaining and expanding the Group's competitive edge

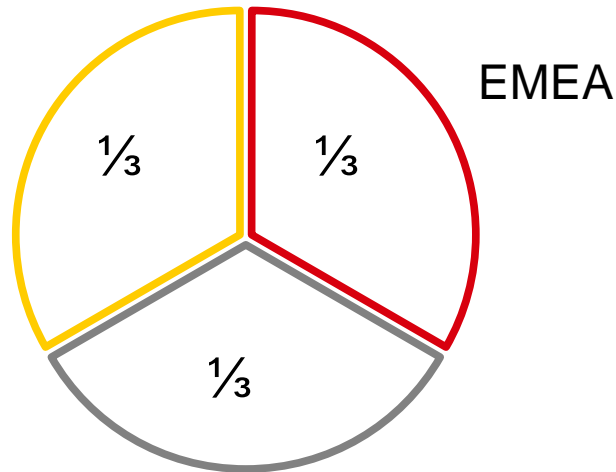
5 CONTINENTS – 7 OCEANS



STRATEGIC TARGET 2017

approx. EUR 1.8bn*

ASIA AND PACIFIC
CIS

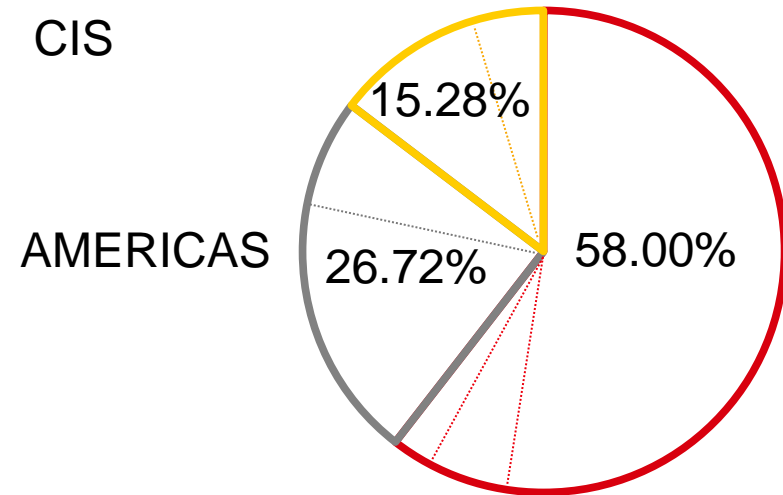


AMERICAS

REVENUE Q1-Q3 2015

EUR 898.9m

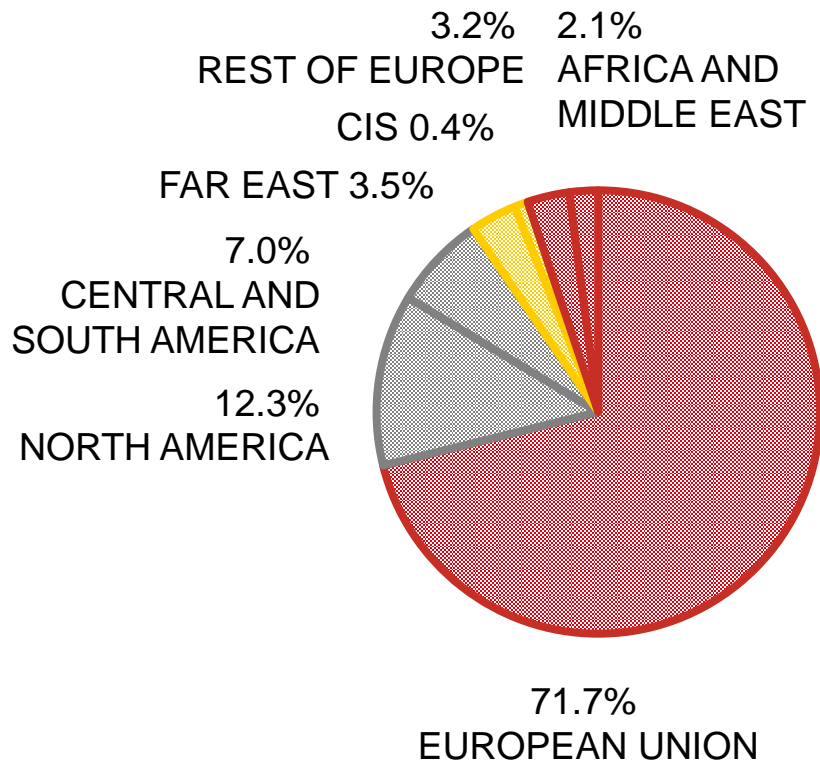
ASIA AND PACIFIC
CIS



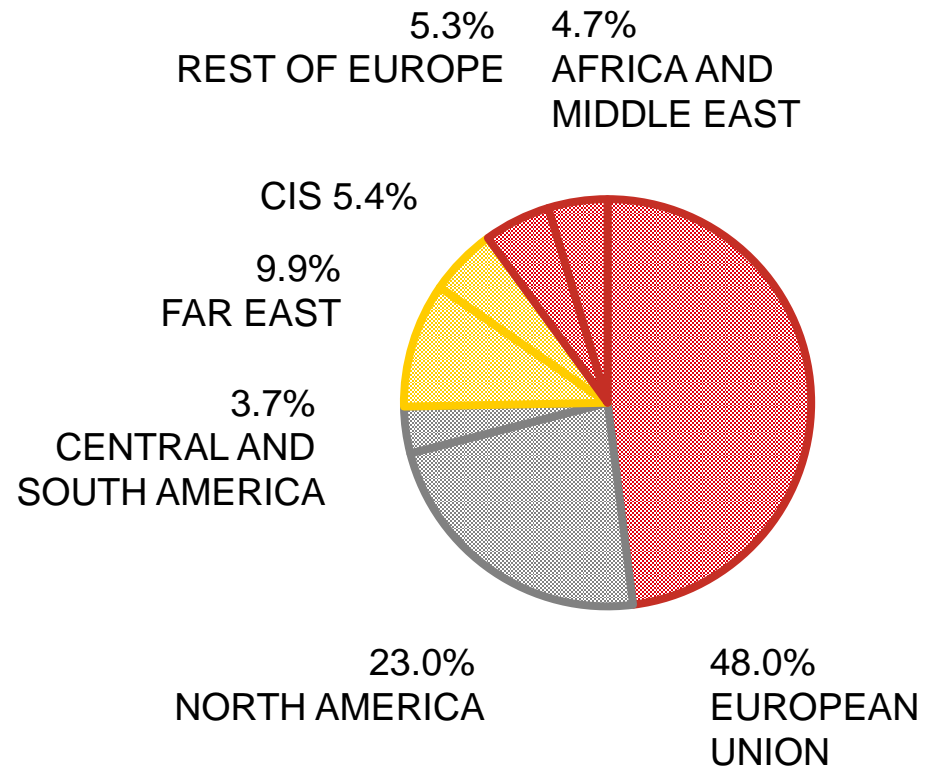
EMEA

* Including JVs in China and Russia

REVENUE 2009



REVENUE Q1–Q3 2015



SEGMENTS

SEGMENT REVENUE

	Q1–Q3 2014*	Q1–Q3 2015	%
EUROPEAN UNITS	546.8	612.7	+ 12.1%
AREA UNITS	235.7	286.2	+ 21.4%
VENTURES	–	–	–

SEGMENT EBIT

	Q1–Q3 2014*	Q1–Q3 2015	%
EUROPEAN UNITS	62.2	76.3	+ 22.7%
AREA UNITS	6.8	12.7	+ 86.2%
VENTURES	(12.4)	(11.6)	+ 6.3%

* The figures for the first three quarters of 2014 were adjusted with retrospective effect.

- Visibility remains low in Europe, but nevertheless increase of 12.1% achieved
 - » Business units Loader Cranes, Access Platforms, Railway Systems, EPSILON, Hooklifts and Truck Mounted Forklifts posted increases in sales
 - » Satisfactory capacity utilization of production units – also due to production for third parties
 - » Growth recorded in Denmark, Great Britain, Belgium, Spain, Italy, Czech Republic, Austria, Africa and New Zealand
 - » Marine business grew by 25%
 - » Strong contribution by Norwegian Deck Machinery (NDM)
 - » Major contracts for large marine cranes from Norway and for wind cranes from Germany and Great Britain

- EBIT increased extraordinarily by 22.7% to EUR 76.3 million

- Revenue increased by 21.4% to EUR 286.2 million
 - » North America posted strong growth
 - » Local value creation in Russia fully utilized
 - » Asia recorded increases, good capacity utilization of the new plant in Rudong
 - » South America suffered losses, but gained market shares
 - » Segment's share in Group revenue rose to 31.8%
- EBIT rose significantly by 86.2% to EUR 12.7 million

- Focus on integration of the acquired companies
 - » Establishment of operations of the two joint ventures with KAMAZ
 - » Acquisition of Norwegian Deck Machinery AS completed
 - » Forward integration through joint venture with Fairwind LLC
- Continuation of cost-related and structural programmes
- Further reduction of expenses

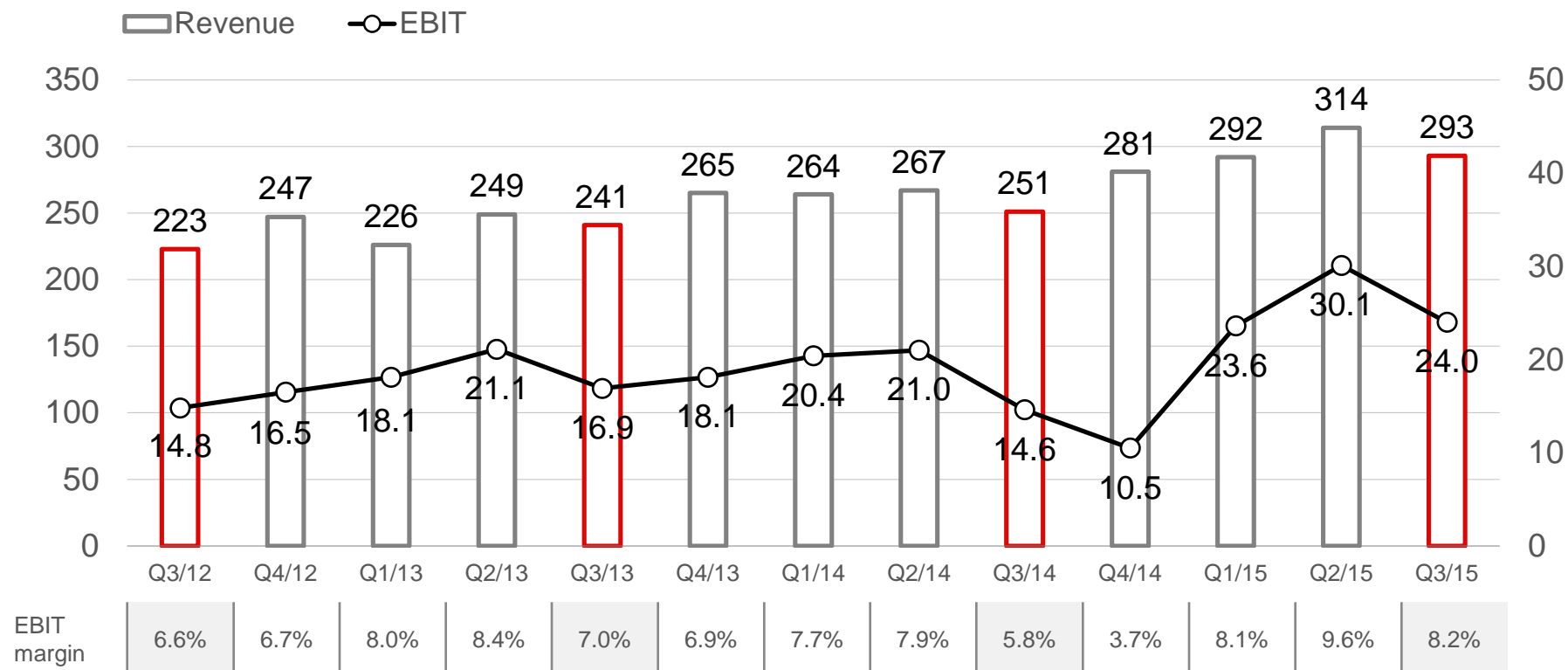
KEY FINANCIALS

KEY FINANCIALS

	Q1–Q3 2013	Q1–Q3 2014*	Q1–Q3 2015	%
Revenue	716.1	782.5	898.9	+ 14.9%
EBITDA	79.3	82.0	107.7	+ 31.3%
EBITDA margin	11.1%	10.5%	12.0%	–
EBIT	56.0	56.0	77.7	+ 38.7%
EBIT margin	7.8%	7.2%	8.6%	–
Result before income tax	46.3	48.1	69.0	+ 43.6%
Consolidated net result for the period	34.3	32.4	48.4	+ 49.2%

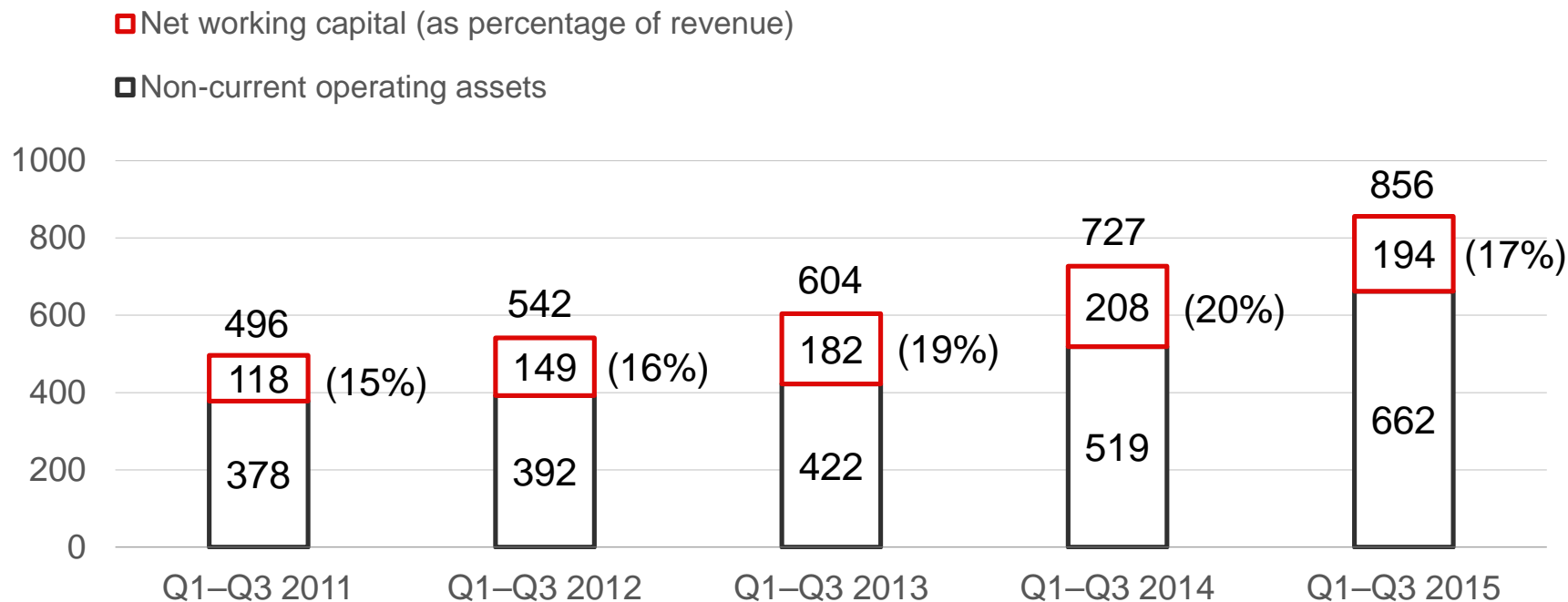
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QUARTERLY FIGURES



➔ Continuation of revenue growth

CAPITAL EMPLOYED*

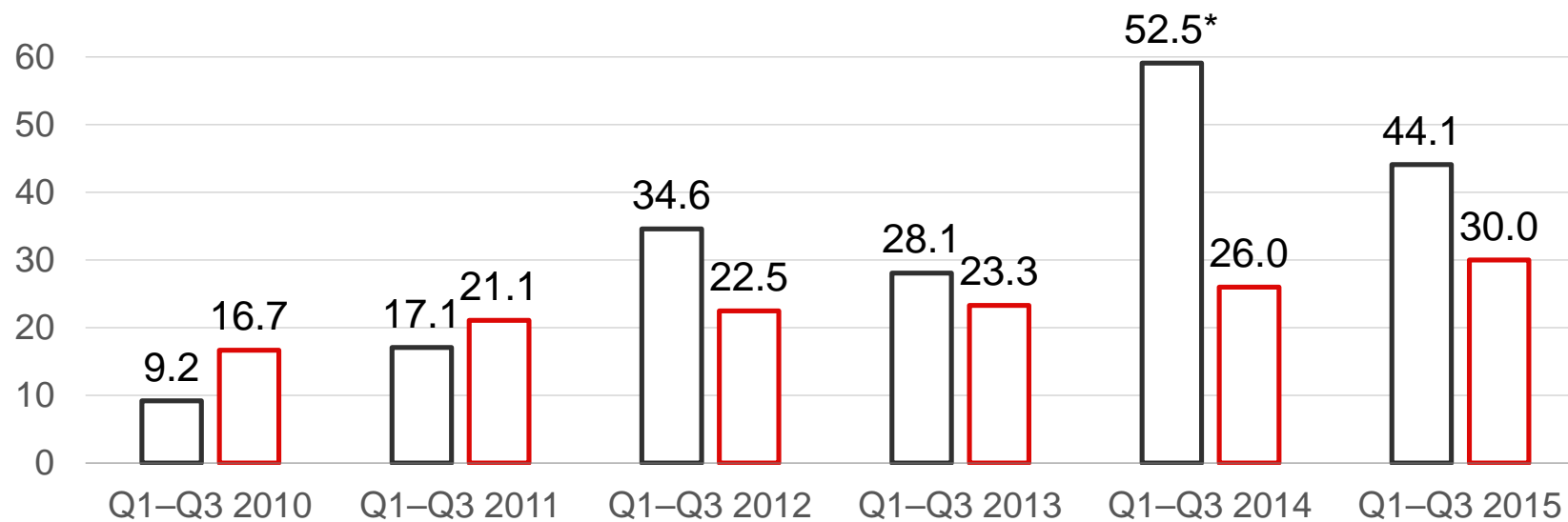


➔ Increase through expansion of business volume, net working capital as percentage of revenue at low level

* Average.

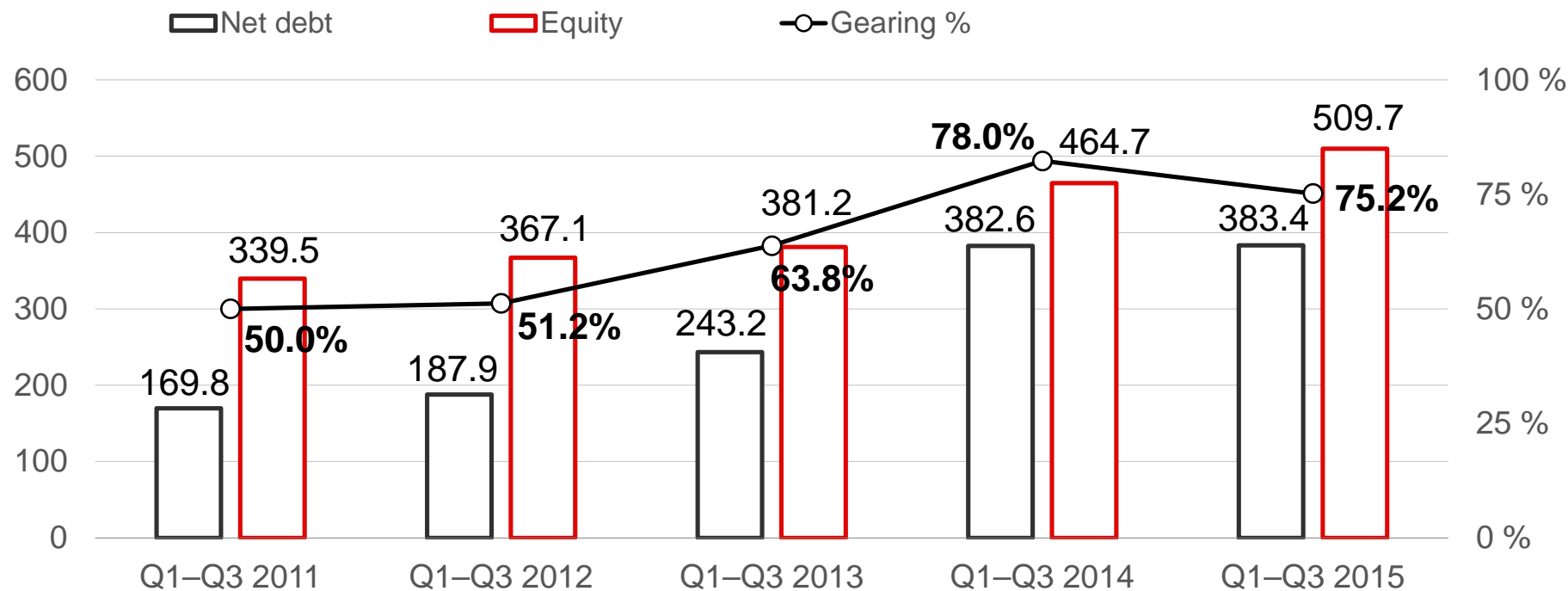
▣ Net investments

▣ Depreciation, amortization and impairment



* Adjusted by acquisition of interest in SANY, total: EUR 109,978 thousand

GEARING RATIO AND EQUITY



➔ Equity increased by EUR 45 million

FREE CASH FLOWS

	Q1–Q3 2013	Q1–Q3 2014	Q1–Q3 2015
EBTDA	69.6	73.6	99.1
+/- Non-cash result from companies at equity	(6.8)	(1.0)	(3.7)
+/- Change in working capital	(28.7)	(64.8)	(35.9)
+/- Cash flows from tax payments	(5.0)	(4.7)	(5.8)
Cash flows from operating activities	29.1	3.1	53.7
+/- Cash flows from investing activities	(28.7)	(175.8)	(48.6)
Cash flows after changes in working capital & investments	0.4	(172.7)	5.1
+/- Cash flows from interest on borrowings adjusted by tax expense	6.6	7.2	6.7
Free cash flows	7.0	(165.5)	11.8
Cash flows from equity/investor capital	(19.3)	36.5	(29.7)
Cash flows from net debt	18.9	136.2	24.6

OUTLOOK

- Internationalization strategy to be continued
 - » Completion of product portfolio in all regions in the medium term
 - » Focus on sustainable market development in China and Russia
- Continue pushing growth in marine business
- Further increase in flexibility (lean administration)
 - » Site-related optimization programmes, savings potentials, primarily in administrative processes
 - » Reducing complexity in global organizational structure
- Alignment of production structures: global benefits – local requirements
- Sustainability management at all sites

- Heterogeneous situation in Europe, no pronounced growth dynamics
 - Growth achieved in non-European regions, particularly in North America and Asia. Satisfactory demand in CIS in spite of difficult conditions. South America affected by shrinking market.
 - Political tensions and low oil prices influence customers' investment behaviour
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- Increase in revenue and earnings on the horizon

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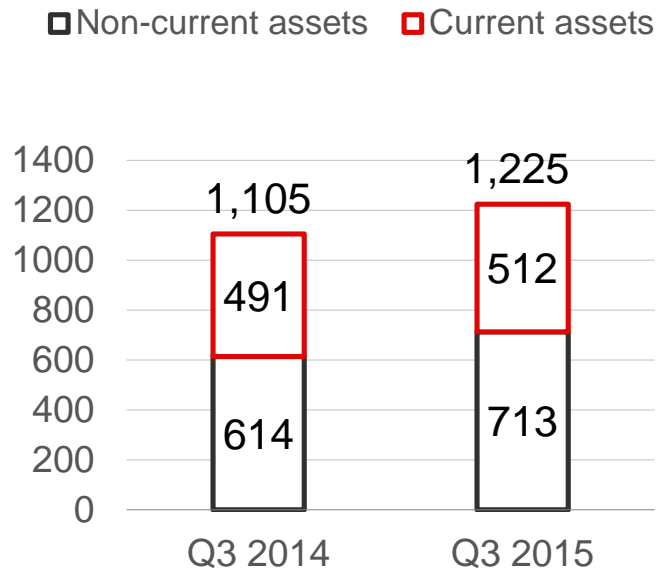
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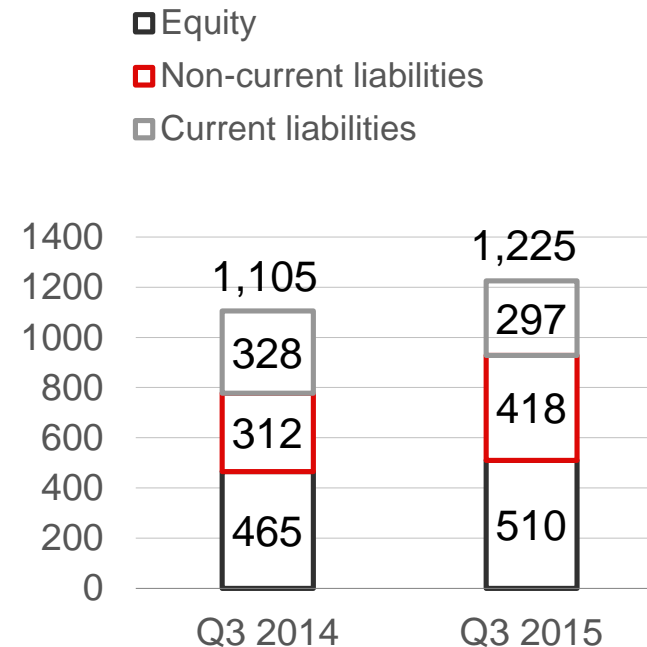
This presentation contains forward-looking statements made on the basis of all information available at the time of preparation of this presentation. Actual outcomes and results may be different from those predicted.

BACK UP

ASSETS

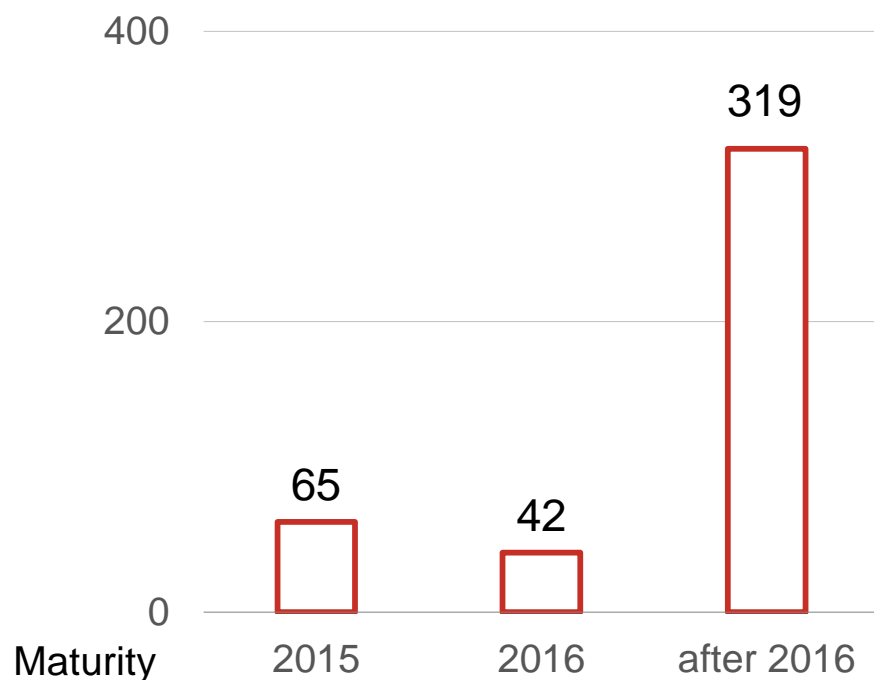


LIABILITIES



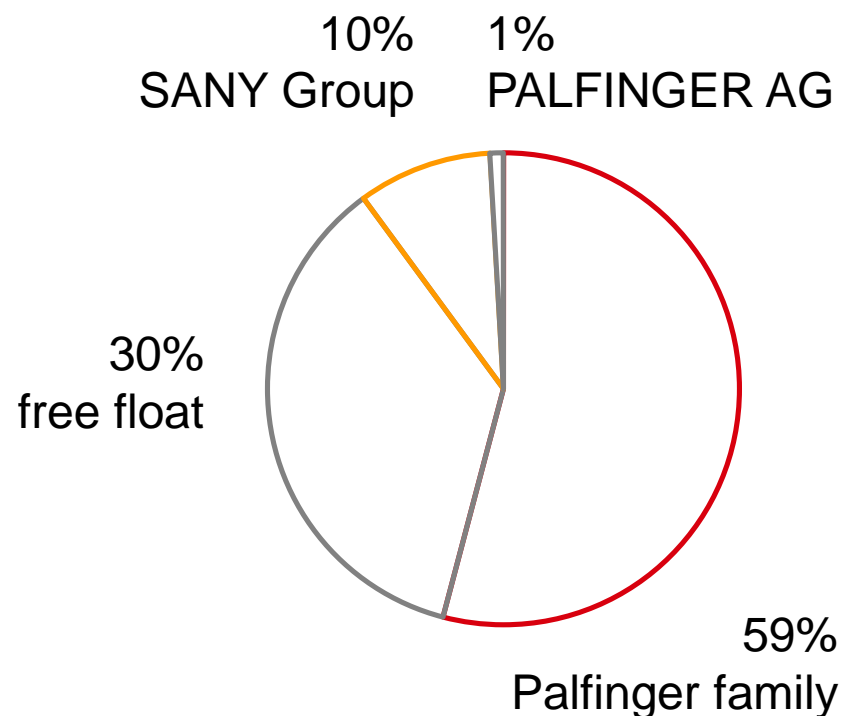
➔ Long-term solid financial structure

FINANCING STRUCTURE AS AT 30 SEPTEMBER 2015



Ø Interest rate	1.91%
Ø Remaining time to maturity	3.1 years
Financial assets	EUR 19.5m
Equity	41.6%

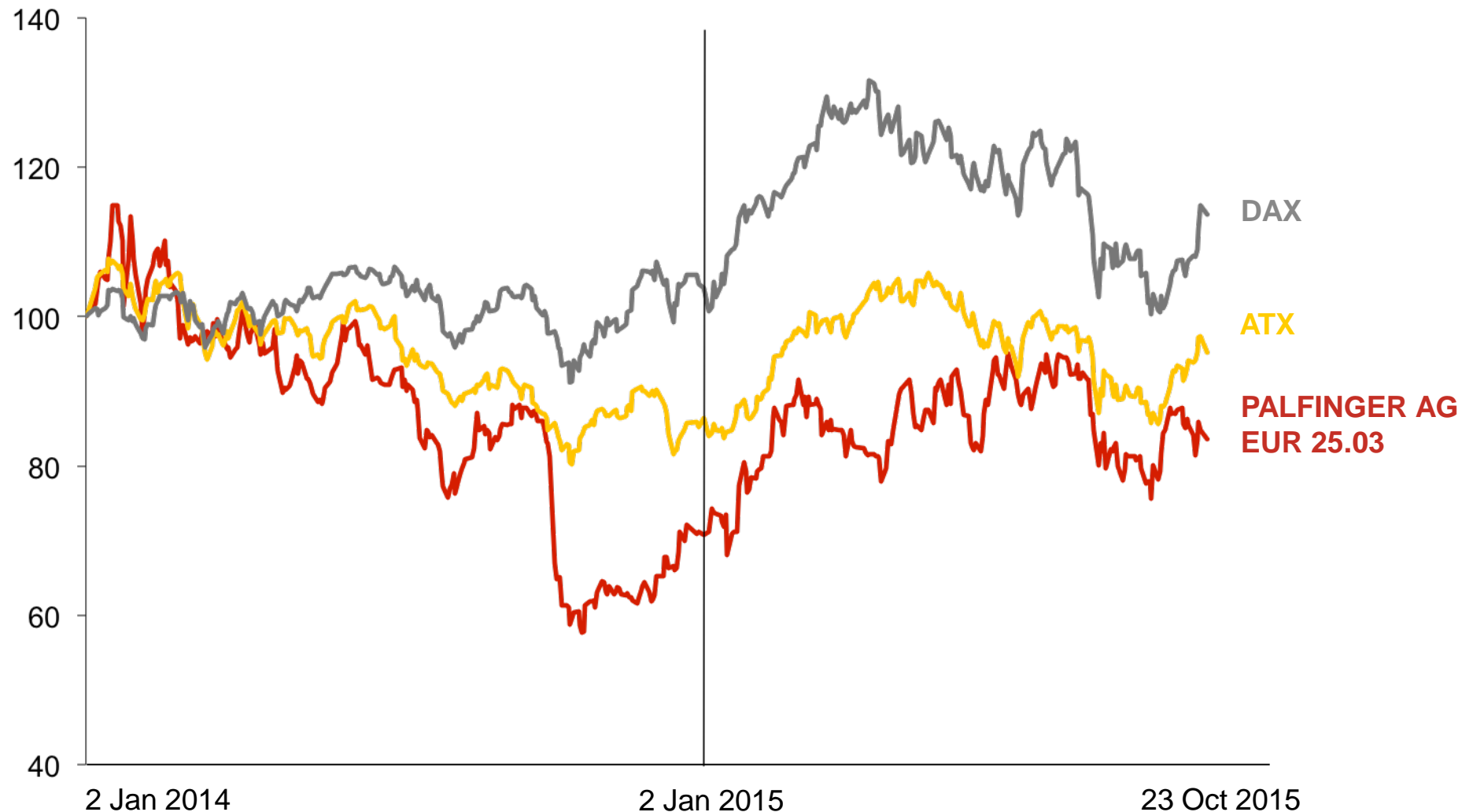
SHAREHOLDER STRUCTURE



SHAREHOLDER INFORMATION AS AT 30 SEPT 2015

ISIN	AT0000758305
Number of shares	37.593.258
thereof own shares	283.562
Share price as at end of period	EUR 24.05
Market capitalization	EUR 904.1m
Earnings per share	EUR 1.30

PERFORMANCE OF PALFINGER SHARES SINCE 2014



Berenberg Bank

HSBC

Deutsche Bank

Kepler Cheuvreux

Erste Group

RCB

Goldman Sachs

UBS

Hauck & Aufhäuser

Earnings estimates – consensus (EUR million)	2015e	2016e
Revenue	1,179.9	1,244.4
EBIT	94.9	108.3
Earnings per share (EUR)	1.58	1.84