



PALFINGER

PALFINGER AG

ELEVATOR PITCH

FELIX STROHBICHLER
CFO

Salzburg, March, 2024

NUMBER 1 IN THE WORLD



Global market leader for crane and lifting solutions with revenue of EUR 2.45 billion in 2023



Present in all regions with 30 production sites and around 5,000 service centers



Around 12,700 employees (excluding contract workers) at the end of 2023



Revenue distribution by region 2023:

60% EMEA

25% NAM

5% LATAM

5% CIS*

5% APAC

* The value of all assets in Russia amounts to approx. EUR 140 million



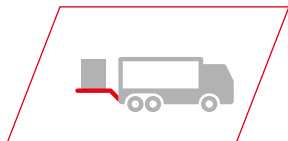
INNOVATIVE AND POWERFUL PRODUCT PORTFOLIO



LOADER
CRANES



TIMBER/ RECYCLING



TAIL LIFTS



MARINE
CRANES



DAVITS



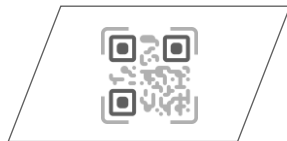
PASSENGER
SYSTEMS



ACCESS
PLATFORMS



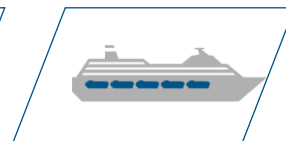
TURNKEY
SOLUTIONS



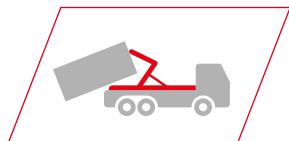
DIGITAL
SOLUTIONS



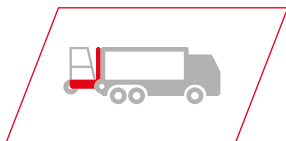
OFFSHORE
CRANES



BOATS



HOOK LIFTS &
SKIPLOADERS



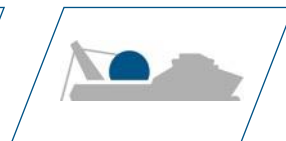
TRUCK MOUNTED
FORKLIFTS



RAILWAY
SYSTEMS



WIND
CRANE



WINCHES

The right solution for every challenge

RESILIENCE THROUGH INDUSTRY DIVERSITY



> 40% Construction



> 10% Forestry



> 10% Waste Mgmt & Recycling



> 5% Transport & Logistics



~ 5% Public Sector



~ 5% Rental



~ 5% Offshore | Oil and Gas



< 5% Railway



< 5% Offshore Wind



< 5% Aquaculture & Fishing



< 5% Passengers | Cruise



SUSTAINABILITY AS A KEY DRIVER OF STRATEGIC AND OPERATIONAL ACTION



FOR THE LIVING PLANET WE ALL DEPEND ON

Fewer emissions



Positive impact on the value chain

Greenhouse gas emissions as CO₂ equivalents (Scope 1 and Scope 2)

31,913 t in CO₂ equivalents

Power from renewable energy sources

75 percent

FOR ALL THE PEOPLE WE TOUCH

Safe & healthy on all levels



Qualified & diverse workforce

Accident rate

TRIR 11.55

International employees at headquarters

26.4 percent

FOR THE FUTURE-FORWARD WAY OF DOING BUSINESS

Our values obliges



Focus on Governance & Transparency

Number of proven cases of corruption

0 cases

BY FAR THE BEST ANNUAL RESULT WITH RECORD DIVIDEND



in EUR million	2021	2022	2023	Δ% 2022/23
Revenue	1,841.5	2,226.2	2,445.9	+9.9 %
EBITDA	243.7	229.6	302.9	+31.9 %
EBIT (operating result)	155.0	150.4	210.2	+39.8 %
EBIT margin	8.4 %	6.8 %	8.6 %	–
Consolidated net result	86.6	71.4	107.7	+50.8 %
Dividend/dividend proposal	€ 0.77	€ 0.77	1.05 €^{*)}	–

^{*)} Proposal to the Annual General Meeting
In accordance with IFRS, slight rounding differences possible.

AMBITIOUS FINANCIAL TARGETS FOR 2027 REMAIN UNCHANGED

#1

Market Leader for Crane and Lifting Solutions

EUR 3.0 billion*

Revenue from organic growth

10%

EBIT margin

12%

ROCE

**Target for 2027 independent of business development in Russia*

PALFINGER



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