

Press Release, Munich / Grünwald, 16th of July 2010

Hübner Schläsler & Cie advised PALFINGER AG - Takeover of a majority stake in the Dutch company Ned-Deck Marine B.V. (NDM)

The PALFINGER Group is taking another step towards growth by acquiring a 75-percent interest in the Dutch company Ned-Deck Marine B.V. (NDM). NDM is one of the leading manufacturers of rescue boat davits, a special application of marine cranes. The company is headquartered in the Netherlands and has another production facility in Vietnam. It is among the world market leaders in the standard segment of davit systems (A-frame davits and liferaft davits) and posts steep growth in special applications for the Navy and Coast Guard. The existing management team will stay in place to safeguard the continued success of the company.



With the entry in the market of ship-mounted cranes PALFINGER is expanding its previous truck-related product range. With its davit systems NDM primarily operates on the market of ships with equipment fulfilling the requirements of the UN Convention for the Safety of Life at Sea (SOLAS). The obligatory annual servicing of the safety equipment by the manufacturer or a party certified by the manufacturer makes after-sales services a substantial part of total business operations.

Hübner Schläsler & Cie (HSCie) accompanied PALFINGER as a Corporate Finance advisor in every phase of the transaction beginning with Due Diligence to the contract negotiations. "Hübner Schläsler & Cie supported the transaction with intense commitment and great skills", so Dr. Thomas Nitsch, Head of Business Development of PALFINGER AG.

"We have a long-term partnership with Hübner Schläsler & Cie which is documented in many successful transactions", adds Herbert Ortner, CEO of PALFINGER AG.

About PALFINGER:

Since many years PALFINGER has been one of the world's leading manufacturers of hydraulic lifting, loading, and handling systems and generated total sales of approximately EUR 505 million in 2009.



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The concern possesses production- and assembly bases in Europe, Nord- and South of America as well as in Asia. Innovations, ongoing Internationalisation and Diversification of products and services build the pillars of the company strategy.

In the world market of hydraulic knuckle-boom crane PALFINGER is considered not only as market-, but also as technology-leader. PALFINGER products are distributed and serviced by close to 4000 distribution and service points in more than 130 countries on five different continents.

About HSCie:

Hübner Schlösser & Cie, located in Grünwald near Munich, is an independent corporate finance advisory firm, specialized in acquisitions and divestitures of medium-sized and large companies worldwide. In the last years the firm advised in more than 110 transactions with a total transaction value in excess of EUR 17 billion. Hübner Schlösser & Cie is one of the leading advisory firms for medium-sized transactions in Germany.

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