



HY-2010

INTERIM REPORT FOR THE FIRST HALF 2010

## FINANCIAL HIGHLIGHTS OF THE PALFINGER GROUP

## Financial Highlights of the PALFINGER Group

TEUR	HY1 2010	HY1 2009 <sup>1)</sup>	HY1 2008	HY1 2007	HY1 2006
<b>INCOME STATEMENT</b>					
Revenue	297,402	269,169	423,452	340,592	289,004
EBITDA	23,874	5,145	69,246	57,976	45,777
EBITDA margin	8.0%	1.9%	16.4%	17.0%	15.8%
EBIT	13,524	(5,863)	59,348	50,993	39,015
EBIT margin	4.5%	(2.2%)	14.0%	15.0%	13.5%
Result before income tax	11,901	(8,516)	59,240	53,111	39,025
Consolidated net result for the period	7,271	(8,013)	42,454	39,235	28,450
<b>BALANCE SHEET</b>					
Total assets	629,349	629,797	594,224	469,223	393,178
Non-current operating assets	332,866	307,561	259,856	184,547	144,934
Net working capital (as of the reporting date)	138,344	156,200	152,701	115,170	93,184
Capital employed (as of the reporting date)	471,210	463,761	412,557	299,717	238,118
Equity	313,309	288,435	309,942	263,453	213,363
Equity ratio	49.8%	45.8%	52.2%	56.1%	54.3%
Net debt	157,901	170,787	102,615	36,264	23,271
Gearing	50.4%	59.2%	33.1%	13.8%	10.9%
<b>CASH FLOW AND INVESTMENT</b>					
Cash flows from operating activities	23,405	18,568	31,513	33,000	33,267
Free cash flow	4,283	14,668	6,126	1,496	28,339
Investment in property, plant, and equipment	3,861	3,836	28,178	33,969	7,382
Depreciation, amortisation, and impairment	10,350	11,008	9,898	6,983	6,762
<b>PAYROLL</b>					
Average payroll during the reporting period <sup>2)</sup>	4,400	4,658	4,578	3,722	3,434

1) In the course of the final purchase price allocation for the Omaha Standard Group, USA, adjustments with retrospective effect were made.

2) Consolidated Group companies excluding equity shareholdings, as well as excluding temporary workers and workers employed for only very short periods. The calculation of payroll figures was harmonised according to the PALFINGER standard.

**Consolidated Management Report as of 30 June 2010****ECONOMIC ENVIRONMENT**

The first half 2010 saw a step-up in global economic activity, in particular in Asia. While most industrial nations recorded moderate but stable recoveries, many of the emerging markets were marked by strong growth. On this basis, the International Monetary Fund (IMF) revised its forecasts for global economic expansion upwards to 4.6 percent for 2010 and 4.3 percent for 2011.

Europe has been marked by considerably lower growth rates and high public debts across the industrial nations, and the ensuing new turbulences in the financial markets have lately affected the market participants' trust. Against this backdrop, the construction industry in Western Europe continued to decline as well. The economy in the euro zone is expected to grow by 1.0 percent in 2010. In Central and Eastern Europe, however, the construction industry proved to be a stabilising factor for the overall economy. According to IMF forecasts a growth rate of 3.2 percent is likely to be recorded in this region in 2010.

In the US the economy recovered slightly with the help of stabilisation programmes, although recently corporate mood has again deteriorated due to the oil spill disaster in the Gulf of Mexico and the public debt crisis in Europe. For 2010 the IMF expects the gross domestic product to increase by 3.3 percent.

Latin America continued to be marked by a robust economic revival, with expansion being particularly strong in Brazil, where an increase of 7.1 percent is projected for 2010.

Asia also continued to recover from the global financial crisis in the first six months. Private demand and exports have increased but the market's dependence on demand from Europe might put the brakes on growth. China's gross domestic product is forecast to grow by 10.5 percent, followed by a slight slowdown. In India, the economy is expected to further expand - the latest forecasts speak of 9.4 percent for 2010.

Financial markets have been recovering consistently, with high volatility being caused primarily by uncertainty resulting from the debt crisis. Against this backdrop, the euro increasingly depreciated in the first half of 2010 and lost approximately 15 percent against the US dollar, the Chinese yuan, and also the Brazilian real. The price for one barrel of Brent crude amounted to USD 74.60 at the end of June 2010, which is slightly lower than the price recorded at the end of 2009. However, prices are expected to go up again as global demand rises.

*Slight global recovery  
but uncertainty in Europe  
and the US*

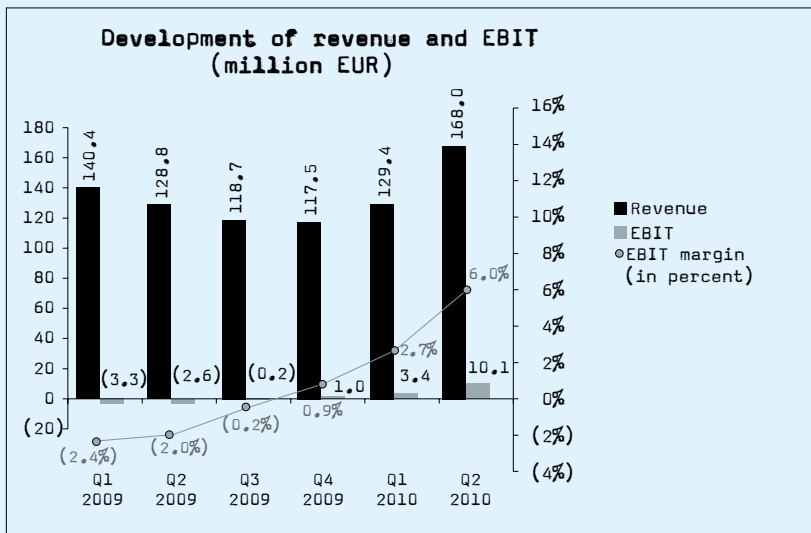
## GROUP PERFORMANCE

The PALFINGER Group took advantage of the slight recovery of the economy in the first half 2010. The positive market development was first reflected in an increase in order intake and, in particular in the second quarter, in a clear increase in revenues and earnings as compared to the same period of the previous year and the previous quarters. In comparison with the falling sales figures recorded in 2009, the Company thus experienced a clear trend reversal. The measures that were implemented in 2009 in order to cut costs and make the value-creation process even more flexible were another factor contributing to the increase in EBIT margin.

At EUR 297.4 million, revenue in the first half 2010 is 10.5 percent higher than in the first half 2009, when revenue was EUR 269.2 million. This increase was supported primarily by the non-European regions, in particular North and South America. The European units experienced a strengthening of the crane business, but also distinct declines in the fields of access platforms and hookloaders.

EBIT turned clearly positive again in the first half 2010 and came to EUR 13.5 million as compared to EUR - 5.9 million in the first half of the previous year. This primarily reflects the success of the cost cuts made while revenues were on the rise. On this basis, PALFINGER posted a consolidated net result of EUR 7.3 million in the first half 2010.

A comparison of the second quarter with the first quarter 2010 shows a marked increase in revenues of 29.8 percent (Q1: EUR 129.4 million; Q2: EUR 168.0 million), resulting primarily from the improvement of the crane business in Europe and the first-time inclusion of the ETI company. EBIT was nearly tripled (Q1: EUR 3.4 million; Q2: EUR 10.1 million) - a pleasing development that resulted in a further improvement of the EBIT margin from 2.7 percent in the first quarter 2010 to 6.0 percent in the second quarter 2010.



*Back to positive development of revenue, EBIT margin reflects internal success!!*

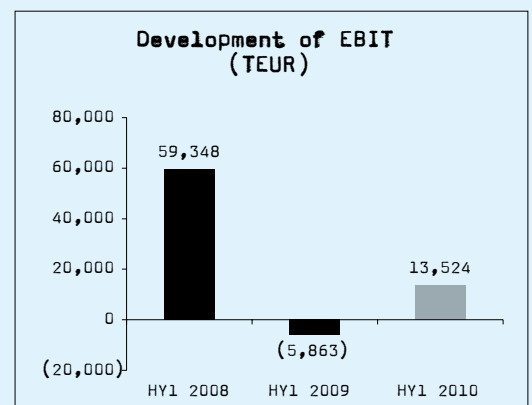
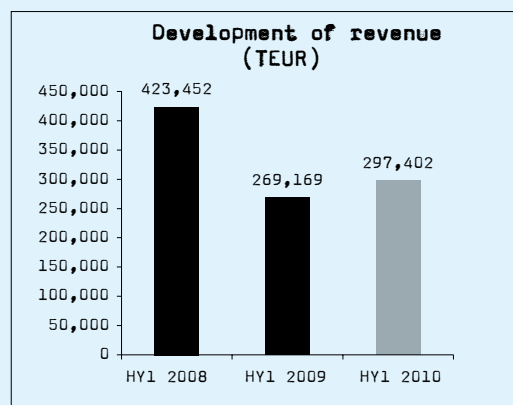
*In general,  
improvement of market  
position in first half*

In many European core markets business performance had strengthened by the end of 2009, which was particularly evident in crane products and tail lifts. In Spain, Great Britain, Ireland, Greece, Portugal, as well as Eastern Europe – countries that were hit particularly hard by the crisis – business was still weak. The de-stocking process carried out by dealers in 2008 and 2009 played a significant role in the immediate effect the market situation had on order intake and thus on revenue recorded.

Of the areas outside Europe, South America performed strongly, with the strengthening of the Brazilian currency against the euro being responsible for half of the increase in revenues. In North America, PALFINGER was able to benefit, among other things, from the acquisition of the AWE business in 2009 and the initial consolidation of ETI (Equipment Technology, LLC) in the second quarter 2010. Revenue in Asia increased significantly as well – even though at a low level. The rising order intake recorded in these areas in recent months is increasingly reflected in revenues; the measures initiated to increase earnings including the introduction of order-based manufacturing in South America are expected to contribute to a clear improvement of earnings in the months to come as well.

At the end of March 2010 short-time work was prolonged at the Austrian sites for another six months, i.e. until the end of September, but thanks to the current rate of utilisation the total scope of working-time reduction agreed is being used to a minor extent only. Thus, short-time work will be ended early at the end of August 2010.

Purchase prices of material, especially steel, have risen considerably in the past months. However, PALFINGER's existing contracts provide full protection with a view to steel volumes for 2010. As regards prices, adjustments were made in the second quarter as prices for raw material, primarily ore, scrap metal, and coal, were on the rise. At the moment there are signs indicating that prices will drop again in the second half of the year.



## FINANCIAL POSITION, CASH FLOWS, AND RESULT OF OPERATIONS

At 49.8 percent (31 December 2009: 49.7 percent; 31 March 2010: 48.0 percent) the equity ratio was still at a high level as of 30 June 2010. Equity rose from EUR 292.3 million as of 31 December 2009 to EUR 313.3 million as of 30 June 2010 while total assets increased by EUR 41.4 million to EUR 629.3 million. The changes in equity were caused by the positive result after tax, the effects of the exchange rate changes at the Brazilian company and the North American companies, the dividend share of the minority shareholder at EPSILON Kran GmbH, as well as the fact that ETI was included in the Group reporting for the first time. The increase in total assets also reflects the inclusion of ETI and a slight recovery, which has resulted in a rise in inventories and accounts receivable as well as trade accounts payable. Although the priority project CC-Top had a reducing effect on net working capital while operating performance improved, the inclusion of ETI resulted in an increase of EUR 5.5 million to EUR 138.3 million. As a consequence of the acquisition, capital employed was increased as compared to 31 December 2009, amounting to EUR 471.2 million at 30 June 2010. In spite of the acquisition of ETI net debt came to EUR 157.9 million (31 December 2009: EUR 151.9 million), which is EUR 12.9 million below the figure reported as of 30 June 2009. At 50.4 percent, the gearing ratio remained below the figure of 52.0 percent reported at the end of 2009.

The long-term orientation of the financing structure is to be continued. Although non-current financial debt declined to EUR 115.8 million because the Ratcliff investment financing in the amount of EUR 12.4 million, which will be due in February 2011, was reported, it still accounted for 73.3 percent of net debt. Thus, 91.1 percent of PALFINGER's entire capital employed has been secured for the longer term. Furthermore, the Company's targeted capital employed management is going to continue to contribute to a further lowering of current financial net debt. In the first half 2010 cash flows from operating activities already came to EUR 23.4 million as compared to EUR 18.6 million reported in the previous year. Cash flows from investing activities also increased from EUR - 7.7 million in the first half 2009 to EUR - 22.6 million in the first half 2010 due to the acquisition of ETI. Free cash flow amounted to EUR 4.3 million, underlining PALFINGER's equity financing capability. Cash flows from financing activities of EUR - 22.2 were primarily caused by the repayment of investment financing.

Revenues in the amount of EUR 297.4 million reflect the slight recovery in major product areas as well as the effects of the acquisitions made; slight increases in revenues were achieved both compared to the same period of the previous year (January-June 2009: EUR 269.2 million) and compared to the first quarter 2010. EBIT in the amount of EUR 13.5 million (January-June 2009: EUR - 5.9 million) and a consolidated net result of EUR 7.3 million (January-June 2009: EUR - 8.0 million) are clearly indicative of the success of the cost-cutting measures taken and of the potential resulting from the recovery of the markets. This development of earnings can be traced back primarily to the positive performance of the EUROPEAN UNITS segment, which posted segment earnings (before financial result, tax, and minority interests) of EUR 24.5 million as compared to EUR 2.8 million in the first half 2009. This corresponds to a margin of 10.9 percent.

→ sound basis

## MATERIAL RISKS AND UNCERTAINTIES IN THE SECOND HALF 2010

The risk situation at PALFINGER in the second half 2010 will be shaped to a great extent by economic framework conditions. The most important influencing factors concern the expected economic upswing, the current projects to increase earnings, and the recent acquisitions.

Framework conditions specific to the business units result in additional topics which might cause exposure to risks:

- In some product areas, the overall market volume has reduced. This is primarily due to a general slowdown in demand resulting from the scarce availability of financing options via the credit markets for the groups of customers concerned.
- Changes in statutory requirements and standards for products must be implemented taking into account the customers' needs. Differing solutions based on country-specific interpretations by standards organisations and/or failure to comply with such requirements, in particular on the part of smaller competitors, might lead to competitive disadvantages.
- Persisting negative market conditions in individual areas make their development and/or expansion difficult.
- Assumptions that were used as a basis for decision on acquisitions might prove to be incorrect, resulting in loss-making investments.
- In case of setbacks regarding the projects to increase earnings in non-profitable areas, the capitalised loss carry forwards might no longer be usable.

However, the development of earnings during the past months shows that the measures implemented and/or initiated in 2009 have positioned PALFINGER as a strong market player. What will be of vital importance in the second half 2010 is the degree to which the economic upturn continues.

Should the economy recover, exposure to certain operational risks might increase. This refers in particular to the following risks:

- Delivery periods of strategically important suppliers might become longer due to capacity bottlenecks on the part of such suppliers.
- This might make an increase in materials inventories (safety and buffer stock) necessary in order to be able to observe delivery dates agreed with dealers.
- Quick increases in accounts receivable have a negative impact on the Group's liquidity situation.

Any change in framework conditions may carry risks for various projects. In the current financial year, PALFINGER strongly focuses on strategic business planning, paying particular attention to the topic of flexibility.

PALFINGER has decided to enter the market with new product models. Should the economic upswing take place as expected, the Group will profit over-proportionally from this step. Should this scenario not come true, PALFINGER may be faced with the risk that investments made are not covered and/or capitalised development costs have to be written off.

Making working hours more flexible remains a relevant topic and will become even more important in the months to come.

PALFINGER stands for products of high quality. Defects in quality are remedied in the best interest of customers. In particular in the field of passenger transport higher costs are accepted temporarily as safety of life and limb takes utmost priority.

In the light of the current market situation the information provided by credit ratings of customers and dealers that are based on their payment history is only reliable to a certain extent. This risk is to be cushioned by means of a stronger partnership with these stakeholders.

Most of the processes within the Company rely on IT, and management decisions depend on information generated by these systems. A failure of these systems thus poses a risk for PALFINGER. In some subsidiary units the ERP system used by PALFINGER was implemented relatively fast. In individual cases this might give rise to risks with a view to process reliability.

The new organisational structure implemented at the beginning of 2010 promotes the "enterprise within an enterprise" approach. At the same time, this structure bears the risk of failing to leverage cost advantages facilitated by standardisations across the business units.

#### **RISKS RELATING TO BALANCE SHEET PREPARATION**

As financial reporting is made as soon as possible after the closing of the books, it is possible that issues relating to the period ended may only be presented in the subsequent period.

Errors in estimates regarding the potential resources would require an adjustment of the capitalised development expenditure.

The inclusion of new acquisitions into accounting and the assessment of facts necessitated by such inclusions might lead to additional evaluation risks. The combination of different accounting logics bears a certain risk of incorrect disclosure.

The necessary use of estimates and judgements in the fields of non-financial assets, deferred tax assets, measurements of inventories and receivables, provisions for pensions, severance payments, and anniversary bonuses, as well as provisions for guarantees and warranties have a direct impact on the presentation of the Group's assets and earnings.

With its continuously developing risk management and control system, which has been uniformly organised throughout the Company, PALFINGER ensures that adequate risk control strategies are developed and implemented. There are, at the moment, no discernable risks that might jeopardise the continued existence of the Company.



## OTHER EVENTS

After concluding the comprehensive programme to strengthen the structure of the Group's earnings and assets in 2009, it is now necessary to maintain, or even go beyond what PALFINGER has achieved. In its Group-wide follow-up project by the name of CC-Top (for: current capital) PALFINGER dedicated itself to placing a stronger focus in 2010 on process enhancements to reduce current capital employed - inventories, receivables, and trade payables. First results are already noticeable in the development of the net working capital, which was reduced in proportion to revenues. The capital released will be used for further investments, without actually augmenting PALFINGER's net debt.

*Expansion  
in the US  
and India*

At the end of March 2010 PALFINGER acquired an 80-percent shareholding in ETI (Equipment Technology, LLC), an access-platform producing company based in North America. The company's initial consolidation took place upon closing the transaction on 9 April 2010. This acquisition was a major strategic step for PALFINGER as it enables the Group, which had not been present in the North American market with access platforms before, to enter this segment with local products. In addition, the strategic partnership opens up relevant synergies with the existing ~~XXXXXX~~ US business of PALFINGER.

In India, PALFINGER set up a separate company in 2009 to promote a targeted market development. Currently, intensive efforts go into establishing assembly facilities, the first locally manufactured crane products are to be put on the market before the year is over. The minority interest in the sales cooperation venture Star Palfinger Equipment India Pvt. Ltd. was sold to the majority shareholder in the first half 2010.

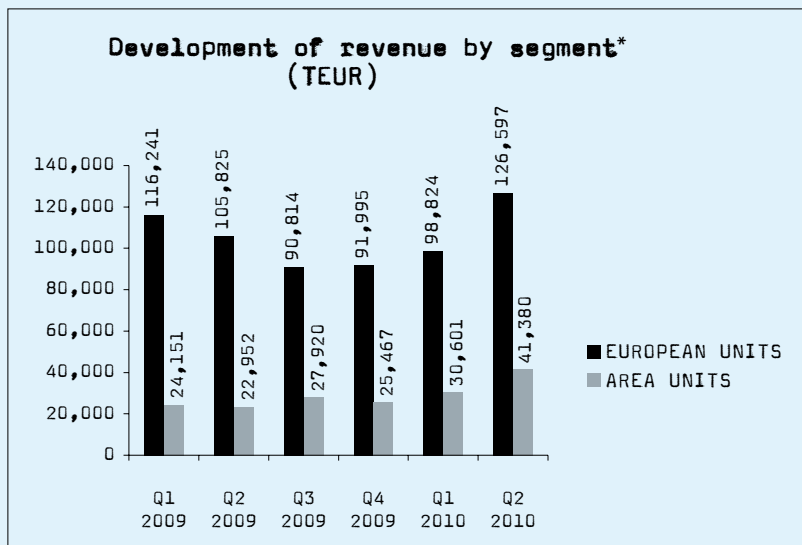
Interest in PALFINGER shares continues to be widespread. PALFINGER is, on the one hand, considered to be an early-cycle company and thus a trendsetter and, on the other hand, the Group's performance, in particular in comparison with its competitors, attracted increased attention. PALFINGER's attendance of numerous investors conferences and roadshows consolidated the investors' trust as well. As of 30 June 2010 the price of the PALFINGER share was at EUR 18.08 as compared to EUR 15.81 at the beginning of the year. With this plus of 14.4 percent the PALFINGER share clearly outperformed the relevant stock exchange indices.

In early July PALFINGER published the latest volume of its biannual sustainability report to document the progress and developments regarding sustainable principles throughout the Group. The current Sustainability Report 2008/09 is available for download at the Company's website [www.palfinger.com](http://www.palfinger.com).

*CSR strategy*

## PERFORMANCE BY SEGMENT

The new PALFINGER organisational structure was implemented as of the beginning of 2010. Having achieved the diversification aimed at – cranes currently contribute approximately 50 percent to revenues – PALFINGER will henceforth pay increased attention to internationalisation in order to ensure a well-balanced diversification on a regional level as well in the long run. Increased independence of the European business units and the areas outside Europe has been introduced with the goal of helping the Group to be even better prepared to meet the requirements of the respective markets. The management and control structure was adjusted accordingly, which is also reflected in the segment reporting with figures being broken down into EUROPEAN UNITS and AREA UNITS as well as VENTURES. In order to make comparisons possible, the figures from the previous year were adjusted accordingly.



\* No revenues are generated in the VENTURES segment.

### EUROPEAN UNITS

The EUROPEAN UNITS segment comprises the European business units Knuckle Boom Cranes, Timber and Recycling Cranes, Tail Lifts, Access Platforms, Hookloaders, Transportable Forklifts, Railway Systems, the business unit Production, and the distribution company in Germany, as well as the associated subsidiary Palfinger France.

In the first half 2010 the revenue generated by this segment amounted to EUR 225.4 million, which was only slightly higher than the figure of EUR 222.1 million recorded in the same period of 2009. Nevertheless, as compared to the first quarter 2010, when at EUR 98.8 million revenues were clearly below the previous year's figure, a marked increase of 28.1 percent to EUR 126.6 million was achieved in the second quarter. This was caused primarily by the business units Knuckle Boom Cranes and Timber and Recycling Cranes, as well as the distribution company in Germany. These areas also posted increases as compared to the first half 2009, which compensated the declines in Access Platforms and Hookloaders.

At EUR 24.5 million the segment's earnings for the first half 2010 were clearly above the previous year's figure of EUR 2.8 million. This enormous improvement was a result of the savings measures implemented in 2009 on the one hand and the improved performance of Cranes, Railway Systems, Tail Lifts, and production on the other; the distribution company in Germany also showed a positive performance. In addition, the increase in revenues in the second quarter contributed a great deal to this pleasing development of earnings.

In the Knuckle Boom Cranes unit, the bottoming-out in major sales markets in the second half 2009 resulted in an increase in order intake, which is now also reflected in the development of revenues. The most successful sales markets in the first half 2010 included Germany, France, Austria, Belgium, and Sweden. The available capacities were used, among other things, to introduce additional models of the new crane series, which once again proved that PALFINGER is an innovation leader.

Thanks to the onset of recovery in the forestry industry, after a distinct decline in the course of 2009, revenues in the Timber and Recycling Cranes unit were on the rise again. As the order situation improved increasingly, revenues of this profitable unit were once again clearly above the figure reported for the first half 2009, but still failed to match the outstanding results achieved in the years before 2009.

In the Tail Lifts unit, revenues increased in the second quarter 2010, which compensated the decline posted in the first quarter. This resulted in a further improvement of earnings. In recent months, the performance of the markets in Great Britain and Germany was particularly pleasing.

In the previous year Access Platforms still profited from the orders on hand which stem from economically better times and were taken over in the course of the acquisition of WUMAG ELEVANT. As in the previous quarters, the market continued to be weak in this late-cycle area during the first half 2010. The restructuring measures are at the implementation stage and are expected to continuously contribute to an improvement of earnings.

The Hookloaders unit continued to be marked by the currently weak recycling industry. The main market, France, faced a drop in revenues of nearly 40 percent as compared to the previous year. The operational management of this unit in France was reinforced by the participation of the Vincent Group, a long-standing partner and successful local player.

The Transportable Forklifts unit continued its success in the key account business, in particular in Germany. All in all, earnings improved considerably. In the second quarter 2010 order intake for the current year was increased significantly.

The Railway Systems unit was still at full capacity utilisation and, like in the previous quarters, was among the most reliable contributors to revenues and earnings.

The Production unit profited from the consistent structural and cost-related measures taken in the previous year. Third-party manufacturing is being expanded continuously.

## AREA UNITS

The AREA UNITS segment comprises the areas North America, South America, Asia and Pacific, India, CIS with their regional business units as well as the associated Russian distribution company, which was founded in 2009.

The areas outside Europe are still being developed, which was reinforced by the recent acquisitions in North America and the initiatives started in China, India, and Russia. As these areas are at the development stage and, in addition, the US market is still weak, this segment is currently posting a negative result. By integrating and/or further expanding its strategic initiatives, PALFINGER aims to enter the profit zone in the AREA UNITS on the basis of continuous growth.

In the first half 2010 revenue generated by this segment was increased by 52.8 percent, from EUR 47.1 million in the same period of 2009 to EUR 72.0 million. Consequently, the share of the areas outside Europe in the consolidated revenues increased from 17.5 percent in the first half 2009 to currently 24.2 percent, reflecting the consistent implementation of the Group's internationalisation strategy. The improvement of revenue achieved in the second quarter 2010 as compared to the first quarter 2010 by approximately 35 percent was primarily due to the revenue in the areas North America and South America. While in North America revenues were boosted by the initial consolidation of ETI, in South America the good operating business and the strengthening of the local currency were the factors contributing the most. Still, at EUR - 6.5 million the segment's result for the first half 2010 was below the previous year's figure of EUR - 5.5 million, which was primarily caused by the market development expenses for new regions and products in North and South America and the integration costs incurred in connection with the acquisitions in North America, which, however, are expected to have a positive effect in the future. Earnings generated in the second quarter 2010 of EUR - 2.7 million were already higher than those in the previous quarter and the same quarter of the previous year.

In the area North America the local product programme was completed with the acquisition of ETI. Since its initial consolidation in April 2010 ETI has contributed EUR 6.2 million to the Group's revenues. The local dealer structure was streamlined and realigned recently due to the merger of the former PALFINGER dealer in Tiffin with the dealer network acquired in the course of the takeover of Omaha Standard. In addition, PALFINGER presented its first service crane in the first half of 2010, which meant another milestone in the development of the US market.

The area South America recorded an increase in demand for PALFINGER crane products and succeeded in putting the first EPSILON cranes on the market. The distribution structures in São Paulo are being increasingly expanded, and upfront investment costs will be inevitable. In the field of telescopic cranes, the current market situation has proved to be difficult.

In the Asia and Pacific area successes were recorded in particular in the field of market development for PALFINGER hookloaders. Crane sales in this region were stepped up as well.

In the area India intense work to set up local assembly facilities is underway, which is scheduled to start operations before the end of 2010. The management team was completed by a local industry specialist.

under [REDACTED]

The CIS area is profiting more and more from the local distribution organisation, which was implemented in 2009. The number of PALFINGER dealers has already been increased considerably, and the search for additional local partners is progressing well.

## VENTURES

The VENTURES segment is still composed of all major strategic projects for the future pursued by the PALFINGER Group up to their operational maturity, with the costs of such projects being reported under this segment.

In the first months of 2010 the Group-wide priority project for this year, CC-Top, was further promoted and the corner stone for the strategic planning in 2010 was laid on the one hand and numerous strategic projects, in particular for the areas outside Europe, were coordinated, on the other. The acquisition of the majority interests in ETI and Ned-Deck Marine (NDM) marked the completion of major projects for the PALFINGER Group in the first half 2010.

The projects included in the VENTURES segment do not generate revenues. In the first half 2010 the segment's result amounted to EUR - 3.4 million as compared to EUR - 1.5 million in the first half 2009. The year-over-year increase in expenses reflects the fact that the PALFINGER Group consistently promotes its projects for the future.

*Focus on strategy and projects for the future*

## KEY EVENTS AFTER THE REPORTING DATE

On 16 July 2010 the PALFINGER Group took 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. With this strategic partnership, PALFINGER is now entering the market of ship-mounted cranes, thus expanding its previous truck-related product range. With its rescue boat davits 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). With a staff of approximately 100, NDM generated revenues of almost EUR 18 million in 2009. The Vietnamese plant, which benefits from its proximity to the major Asian target markets, also contributed to this result.

## OUTLOOK

After 2009, a difficult but very energetic year, the PALFINGER Group started off into the first months of 2010 from a stronger market position and with clearly positive momentum. The target-oriented continuation of strategic activities in the fields of product development, sales, and market expansion has been crucial in the success achieved in the first half 2010.

With the acquisition of ETI, a manufacturer of access platforms in the US, PALFINGER has, for the time being, completed its strategic acquisition-driven growth in this market. The next steps in the Company's growth strategy are therefore going to be taken in other markets which promise a huge potential. With the acquisition of NDM in July 2010 PALFINGER is now also entering the market of ship-mounted cranes and deck equipment, thus expanding its previous truck-related product range. PALFINGER thus succeeded in seizing yet another market opportunity on the basis of its long-term strategy and solid financial position.

After order intake improved in the first months of 2010, pleasing increases in revenues were posted in the second quarter as expected. This was also due to the introduction of a new European crane standard. The slight upward trend underlying this development is expected to continue in the third quarter, even though the company holidays in August will be reflected in lower revenues and earnings.

PALFINGER is not yet in a position to make reliable forecasts for the entire 2010 financial year as markets continue to be volatile. However, management expects revenues to pick up in many product sectors. On this basis an organic growth of Group revenue of around 15 percent is assumed.

*Outlook difficult  
but growth expected*

## Interim Consolidated Financial Statements as of 30 June 2010

## CONSOLIDATED BALANCE SHEET

TEUR	Note	30 June 2010	31 Dec 2009	30 June 2009
<b>Non-current assets</b>				
Intangible assets*		90,965	74,013	73,009
Property, plant, and equipment*		197,601	191,977	194,682
Investment property		1,084	1,096	1,119
Investments in associated companies	1	14,345	15,726	14,374
Deferred tax assets*		26,670	25,535	22,042
Non-current financial assets		2,965	1,821	1,100
Other non-current assets		2,201	2,587	2,335
		<b>335,831</b>	<b>312,755</b>	<b>308,661</b>
<b>Current assets</b>				
Inventories*	2	161,520	148,705	169,382
Trade receivables	3	109,792	80,196	96,207
Other current assets*		9,479	12,117	14,332
Tax receivables		166	1,127	1,744
Cash and cash equivalents		12,561	33,073	39,471
		<b>293,518</b>	<b>275,218</b>	<b>321,136</b>
<b>Total assets</b>		<b>629,349</b>	<b>587,973</b>	<b>629,797</b>
<b>Equity</b>				
Share capital		35,730	35,730	35,730
Additional paid-in capital		30,391	30,363	30,191
Treasury stock		(1,509)	(1,509)	(1,509)
Retained earnings*	4	238,837	231,453	229,788
Revaluation reserve		0	0	0
Valuation reserves pursuant to IAS 39		(1,740)	(363)	(64)
Foreign currency translation reserve*		2,824	(7,287)	(9,103)
		<b>304,533</b>	<b>288,387</b>	<b>285,033</b>
Minority interests		8,776	3,890	3,402
		<b>313,309</b>	<b>292,277</b>	<b>288,435</b>
<b>Non-current liabilities</b>				
Non-current financial liabilities*		115,813	127,420	127,801
Non-current provisions*		23,089	21,965	23,739
Deferred tax liabilities*		12,962	11,370	12,273
Other non-current liabilities*		3,834	2,566	2,475
		<b>155,698</b>	<b>163,321</b>	<b>166,288</b>
<b>Current liabilities</b>				
Current financial liabilities		57,665	59,078	86,009
Current provisions		14,089	12,926	18,047
Tax liabilities		975	1,626	2,295
Trade payables and other current liabilities	5	87,613	58,745	68,723
		<b>160,342</b>	<b>132,375</b>	<b>175,074</b>
<b>Total equity and liabilities</b>		<b>629,349</b>	<b>587,973</b>	<b>629,797</b>

\* In the course of the final purchase price allocation for the Omaha Standard Group, USA, adjustments with retrospective effect were made.

## CONSOLIDATED INCOME STATEMENT

TEUR	Note	April-June 2010	April-June 2009	Jan-June 2010	Jan-June 2009
<b>Revenue</b>		167,977	128,777	297,402	269,169
Changes in inventory		1,782	(5,697)	6,951	(2,855)
Own work capitalised	6	918	1,202	2,092	2,273
Other operating income		1,214	4,257	5,016	8,392
Materials and external services		(88,731)	(67,161)	(159,703)	(147,463)
Employee benefits expenses		(45,199)	(37,069)	(85,618)	(79,506)
Depreciation, amortisation, and impairment expenses*		(5,458)	(5,668)	(10,350)	(11,008)
Other operating expenses*		(22,426)	(21,195)	(42,266)	(44,865)
<b>Earnings before interest and taxes - EBIT</b>					
(before associated companies)		10,077	(2,554)	13,524	(5,863)
<b>Income from associated companies</b>		910	1,074	1,022	1,666
Interest income		72	164	176	320
Interest expenses		(2,517)	(2,954)	(5,070)	(5,587)
Exchange rate differences		980	469	2,226	891
Other financial result		34	57	23	57
<b>Net financial result</b>		(1,431)	(2,264)	(2,645)	(4,319)
<b>Result before income tax</b>		9,556	(3,744)	11,901	(8,516)
Income tax expense*		(2,397)	88	(3,541)	994
<b>Result after income tax</b>		7,159	(3,656)	8,360	(7,522)
attributable to					
<b>shareholders of PALFINGER AG</b>					
(consolidated net result for the period)		6,444	(3,880)	7,271	(8,013)
<b>minority interests</b>		715	224	1,089	491
EUR					
Earnings per share (undiluted and diluted)	4			0.21	(0.23)
Average number of outstanding shares				35,402,000	35,354,000

\* In the course of the final purchase price allocation for the Omaha Standard Group, USA, adjustments with retrospective effect were made.



## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

TEUR	April-June 2010	April-June 2009	Jan-June 2010	Jan-June 2009
<b>Result after income tax</b>	<b>7,159</b>	<b>(3,656)</b>	<b>8,360</b>	<b>(7,522)</b>
Unrealised profits (+)/losses (-) from foreign currency translation*	7,505	939	10,603	3,001
Unrealised profits (+)/losses (-) from cash flow hedge				
Changes in unrealised profits (+)/losses (-)	(1,464)	79	(2,134)	(379)
Effective taxes thereon	367	0	518	0
Deferred taxes thereon	0	(36)	20	80
Realised profits (-)/losses (+)	83	(296)	290	457
Effective taxes thereon	(19)	0	(71)	(73)
Deferred taxes thereon	0	90	0	(25)
<b>Other comprehensive income</b>	<b>6,472</b>	<b>776</b>	<b>9,226</b>	<b>3,061</b>
<b>Total comprehensive income</b>	<b>13,631</b>	<b>(2,880)</b>	<b>17,586</b>	<b>(4,461)</b>
attributable to				
<b>shareholders of PALFINGER AG</b>	<b>12,424</b>	<b>(3,104)</b>	<b>16,005</b>	<b>(4,952)</b>
<b>minority interests</b>	<b>1,207</b>	<b>224</b>	<b>1,581</b>	<b>491</b>

\* In the course of the final purchase price allocation for the Omaha Standard Group, USA, adjustments with retrospective effect were made.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

TEUR	Note	Share capital	Additional paid-in capital	Treasury stock
At 1 Jan 2009		35,730	30,177	(1,730)
<b>Total comprehensive income</b>				
<b>Result after income tax</b>		0	0	0
<b>Other comprehensive income</b>				
Unrealised profits (+)/losses (-) from cash flow hedge		0	0	0
Unrealised profits (+)/losses (-) from foreign currency translation		0	0	0
		0	0	0
		0	0	0
<b>Transactions with shareholders</b>				
Dividends		0	0	0
Other changes		0	14	221
		0	14	221
At 30 June 2009		35,730	30,191	(1,509)
At 1 Jan 2010		35,730	30,363	(1,509)
<b>Total comprehensive income</b>				
<b>Result after income tax</b>		0	0	0
<b>Result directly recognised in equity</b>				
Unrealised profits (+)/losses (-) from cash flow hedge		0	0	0
Unrealised profits (+)/losses (-) from foreign currency translation		0	0	0
		0	0	0
		0	0	0
<b>Transactions with shareholders</b>				
Dividends	4	0	0	0
Other changes		0	28	0
		0	28	0
At 30 June 2010		35,730	30,391	(1,509)

\* In the course of the final purchase price allocation for the Omaha Standard Group, USA, adjustments with retrospective effect were made.

## Equity attributable to the shareholders of PALFINGER AG

Retained earnings*	Revaluation reserve	Valuation reserves pursuant to IAS 39	Foreign currency translation reserve*	Total	Minority interests	Equity
251,636	(112)	(124)	(12,104)	303,473	6,411	309,884
(8,013)	0	0	0	(8,013)	491	(7,522)
0	0	60	0	60	0	60
0	0	0	3,001	3,001	0	3,001
0	0	60	3,001	3,061	0	3,061
(8,013)	0	60	3,001	(4,952)	491	(4,461)
(13,788)	0	0	0	(13,788)	(3,500)	(17,288)
(47)	112	0	0	300	0	300
(13,835)	112	0	0	(13,488)	(3,500)	(16,988)
229,788	0	(64)	(9,103)	285,033	3,402	288,435
231,453	0	(363)	(7,287)	288,387	3,890	292,277
7,271	0	0	0	7,271	1,089	8,360
0	0	(1,377)	0	(1,377)	0	(1,377)
0	0	0	10,111	10,111	492	10,603
0	0	(1,377)	10,111	8,734	492	9,226
7,271	0	(1,377)	10,111	16,005	1,581	17,586
0	0	0	0	0	(1,085)	(1,085)
113	0	0	0	141	4,390	4,531
113	0	0	0	141	3,305	3,446
238,837	0	(1,740)	2,824	304,533	8,776	313,309

## CONSOLIDATED STATEMENT OF CASH FLOWS

TEUR	Jan-June 2010	Jan-June 2009
Result before income tax	11,901	(8,516)
Cash flows from operating activities	23,405	18,568
Cash flows from investing activities	(22,593)	(7,702)
Cash flows from financing activities	(22,150)	19,383
<b>Total cash flows</b>	<b>(21,338)</b>	<b>30,249</b>

TEUR	2010	2009
<b>Funds at 1 Jan</b>	<b>33,073</b>	<b>9,096</b>
Effects of foreign exchange differences	826	126
<b>Total cash flows</b>	<b>(21,338)</b>	<b>30,249</b>
<b>Funds at 30 June</b>	<b>12,561</b>	<b>39,471</b>

## SEGMENT REPORTING

TEUR	Revenue		EBIT (before associated companies)		Segment result	
	Jan-June 2010	Jan-June 2009	Jan-June 2010	Jan-June 2009	Jan-June 2010	Jan-June 2009
EUROPEAN UNITS	225,421	222,066	23,583	1,153	24,509	2,819
AREA UNITS	71,981	47,103	(6,614)	(5,486)	(6,518)	(5,486)
VENTURES	-	-	(3,445)	(1,530)	(3,445)	(1,530)
<b>PALFINGER Group</b>	<b>297,402</b>	<b>269,169</b>	<b>13,524</b>	<b>(5,863)</b>	<b>14,546</b>	<b>(4,197)</b>

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

### GENERAL

PALFINGER AG is a public listed company headquartered in Salzburg, Austria, whose main business activity is the production and the sale of innovative lifting, loading, and handling solutions along the interfaces of the transport chain.

### REPORTING BASES

In principle, the same accounting and valuation methods as used in the consolidated financial statements for the 2009 financial year were applied to these interim consolidated financial statements of PALFINGER AG and its subsidiaries as of 30 June 2010, which were prepared on the basis of IAS 34. The consolidated financial statements as of 31 December 2009 were prepared in line with the International Financial Reporting Standards (IFRS) valid at the reporting date and the relevant interpretations of the International Financial Reporting Interpretations Committee (IFRIC) to be applied within the European Union (EU). For further information on the individual accounting and valuation methods applied, reference is made to the consolidated financial statements of PALFINGER AG as of 31 December 2009.

The interim consolidated financial statements of PALFINGER AG were reviewed by the Group's auditor Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H., Salzburg, Austria.

### CHANGES IN SEGMENT REPORTING

In the course of the adjustment of the Group's organisational structure, segment reporting was adjusted as well in line with the new management and control structures starting with 1 January 2010. The figures from the same period of the previous year were adjusted accordingly.

A major target of the adjustment of the organisational structure was to strengthen the independence of the areas and business units in order to be in a better position to satisfy the requirements of the respective markets with local products and products adjusted to local needs.

The entrepreneurial management of the European business is carried out directly via the business units of the product groups and the business unit Production. At the same time the areas outside Europe - North America, South America, Asia and Pacific, India, and CIS - are to be strengthened. Regarding the Group-wide corporate functions a distinction is made between target functions and service functions.

### CHANGES IN ACCOUNTING AND VALUATION METHODS

The following IFRS, whose application was mandatory for the first time in the 2010 financial year, resulted in changes in the interim consolidated financial statements of PALFINGER AG and/or clarifications of facts relevant for the Group.

The Amendment to IAS 39 **Financial Instruments: Recognition and Measurement - Eligible Hedged Items** specifies the application of the basic principles of hedge accounting in two particular situations - the designation of inflation risks in a financial hedged item and the designation of a one-sided risk in a hedged item. The first application of this amendment did not have any material impact on the Group's assets, finances, and earnings during this or previous reporting periods.

## INTERIM CONSOLIDATED FINANCIAL STATEMENTS

The first application of **IFRS 3 Business Combinations** and **IAS 27 Consolidated and Separate Financial Statements** in their revised versions did not have any material impact on the Group's assets, finances, and earnings during this or previous reporting periods as they refer exclusively to future acquisitions of companies on the one hand and as PALFINGER has already recognised acquisitions of minority interests in the balance sheet before on the other. The major change concerns the recognition of acquisitions of less than 100 percent of the shares in a company. The option to recognise the goodwill from an acquisition under the full goodwill method, i.e. including the amount of the share allocable to the minority shareholders, was introduced. In addition, acquisitions and/or partial sales of shares without loss of control are to be reported in the balance sheet as transactions between shareholders. The full incidental acquisition costs are to be reported as expenses.

The amendments of the collective standard **Improvements to IFRS** in the course of the Annual Improvements Process Project 2009, which had to be applied to these interim consolidated financial statements for the first time, did not have any material impact on the Group's assets, finances, and earnings during this or previous reporting periods.

No material changes in accounting and valuation methods other than those mentioned herein were made.

**ADJUSTMENTS MADE IN THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS**

In the course of the final purchase price allocation for the Omaha Standard Group, USA, in the fourth quarter 2009 the consolidated balance sheet as of 30 June 2009 was adjusted with retrospective effect as follows:

TEUR	30 June 2009	Adjustments	30 June 2009 adjusted
<b>Non-current assets</b>			
Intangible assets	68,136	4,873	73,009
Property, plant, and equipment	195,984	(1,302)	194,682
Deferred tax assets	20,951	1,091	22,042
<b>Current assets</b>			
Inventories	169,034	348	169,382
Other current assets	14,248	84	14,332
<b>Equity</b>			
Retained earnings	229,627	161	229,788
Foreign currency translation reserve	(9,024)	(79)	(9,103)
<b>Non-current liabilities</b>			
Non-current financial liabilities	127,760	41	127,801
Non-current provisions	23,724	15	23,739
Deferred tax liabilities	7,471	4,802	12,273
Other non-current liabilities	2,321	154	2,475

In the course of the final purchase price allocation for the Omaha Standard Group, USA, in the fourth quarter 2009 the consolidated income statement as of 30 June 2009 was adjusted with retrospective effect as follows:

TEUR	Jan-June 2009	Adjustments	Jan-June 2009 adjusted
Depreciation, amortisation, and impairment expenses	(10,762)	(246)	(11,008)
Other operating expenses	(45,111)	246	(44,865)
Income tax expense	966	28	994
<b>Result after income tax</b>	<b>(7,550)</b>	<b>28</b>	<b>(7,522)</b>
attributable to			
shareholders of PALFINGER AG			
(consolidated net result for the period)	(8,041)	28	(8,013)
minority interests	491	0	491

## SCOPE OF CONSOLIDATION

The number of companies included in the interim consolidated financial statements has changed several times since the last balance sheet date due to reorganisations, acquisitions, and disinvestments.

### Fully consolidated companies

In order to simplify the Group's structure, FTEC, Inc., USA, and Tiffin Loader Crane, Co., USA, were merged into Paltec Truck Equipment, Co., USA, as the absorbing company with effect as of 1 January 2010. In the first quarter 2010 the company's name was changed to Palfleet Truck Equipment, Co.

With effect as of 22 February 2010, 20 percent of Guima Palfinger S.A.S., France, was transferred to Compagnie Générale Vincent, France, for a purchase price of EUR 1.00. In addition, Palfinger France S.A. was granted a purchase option for 100 percent in Guima France S.A.S., France. The exercise of this purchase option is conditional on a sustainable turnaround of the Guima Group. The purchase price will be based on the equity of Guima France S.A.S.

On 9 April 2010 the acquisition, which had been agreed upon on 27 March 2010, of 80 percent in Equipment Technology, LLC, holding a 60-percent interest in Ideal Crane, LLC, USA, as well as a 56.75-percent interest in Composite Works, LLC, USA, was closed. The purchase price in the amount of USD 24.5 million was paid in cash. The US group of companies headquartered in Oklahoma primarily produces and distributes access platforms of up to 45 ft. (approx. 15 m) and employs a staff of around 190. Equipment Technology, LLC allows PALFINGER to realise its North America strategy of becoming a truly local player in another of the Group's strategic core business segments. The access platform business accounts for the majority of the revenues generated by the company, which also manufactures service cranes. The products are distributed via direct sales forces and supported by a nationwide network of independent service outlets and field service employees. In 2009 Equipment Technology, LLC generated revenues of approximately USD 45 million making it one of the top players in the field of access platforms in the North American market.

## INTERIM CONSOLIDATED FINANCIAL STATEMENTS

For the remaining 20 percent a put-option as well as a call-option was agreed. The exercise price of the options is governed by the average EBIT over the three years preceding the exercise of the option on the basis of a customary multiple.

At the time of acquisition, the purchase price was allocated on the basis of the fair values as follows:

TEUR	2010
Purchase price paid in cash	18,210
Portion of the purchase price not yet due	0
<b>Total purchase price</b>	<b>18,210</b>
Net assets acquired	(13,841)
<b>Goodwill</b>	<b>4,369</b>

At the time of acquisition the net assets acquired on the basis of the fair values were broken down as follows:

TEUR	Fair value
<b>Non-current assets</b>	
Intangible assets	7,635
Property, plant, and equipment	4,485
Deferred tax assets	440
Non-current financial assets	743
	<b>13,303</b>
<b>Current assets</b>	
Inventories	5,758
Trade receivables	1,684
Other current assets	204
Cash and cash equivalents	2,202
	<b>9,848</b>
<b>Non-current liabilities</b>	
Non-current financial liabilities	809
Other non-current liabilities	1,089
	<b>1,898</b>
<b>Current liabilities</b>	
Current financial liabilities	281
Current provisions	423
Tax liabilities	50
Trade payables and other current liabilities	3,247
	<b>4,001</b>
<b>Net assets acquired</b>	<b>13,841</b>



## PRO FORMA DISCLOSURES

Since the time of initial consolidation, Equipment Technology, LLC and its two subsidiaries have been contributing TEUR 6,218 to the consolidated revenues of PALFINGER AG and TEUR 132 to its consolidated net result for the period.

If the transactions had been made with effect as of 1 January 2010, the consolidated net result for the period of PALFINGER AG would have been as follows:

TEUR	Jan-June 2010 stated	Jan-June 2010 pro forma
Revenue	297,402	304,991
Consolidated net result for the period	7,271	7,675
Earnings per share in EUR	0.21	0.22

## Companies consolidated using the equity method

With effect as of 15 February 2010 the distribution partnership with Mr Hameed Salahuddin and Western Auto L.L.C. was terminated and the 26-percent share in Star Palfinger Equipment India Pvt. Ltd., India, was transferred to Mr Hameed Salahuddin.

## NOTES TO THE CONSOLIDATED BALANCE SHEET

## 1. INVESTMENTS IN ASSOCIATED COMPANIES

The changes in investments in associated companies are shown in the following table:

TEUR	2010	2009
At 1 Jan	15,726	13,633
Additions	368	2,996
Share in net result for the period	1,022	2,037
Dividends	(3,083)	(3,025)
Exchange rate differences	312	85
At 30 June/31 Dec	14,345	15,726

## 2. INVENTORIES

Inventories are broken down as follows:

TEUR	30 June 2010	31 Dec 2009
Materials and production supplies	56,210	60,101
Work in progress	49,250	43,005
Finished goods and goods for resale	55,590	44,899
Prepayments	470	700
<b>Total</b>	<b>161,520</b>	<b>148,705</b>

### 3. TRADE RECEIVABLES

Trade receivables include receivables from associated companies in the amount of TEUR 6,833 (31 December 2009: TEUR 4,894).

Based on experience, an allowance for doubtful debts was made in the amount of TEUR 6,139 (31 December 2009: TEUR 7,762) to take into account insolvency risks.

### 4. EQUITY

In the Annual General Meeting on 31 March 2010, it was resolved not to distribute any dividend (2009: EUR 0.39 per share or TEUR 13,788).

In the same Annual General Meeting it was resolved to grant 50,000 stock options to the Management Board member Christoph Kaml.

Each stock option may be exercised in exchange for one share at an exercise price of EUR 16.57. The stock options may be exercised (one half each) at two exercise dates. In order to be able to exercise stock options, the average ratio of earnings before taxes (EBT) to revenues as reported in the consolidated financial statements of PALFINGER AG must have been at least four percent (exercise date 1 in 2013) or five percent (exercise date 2 in 2015) for each of the three balance sheet dates preceding the date the option is exercised.

The maximum number of shares available for subscription is equivalent to the number of options issued. If the EBT ratio is less than four or five percent, no options may be exercised and there is no entitlement to subscription. If the EBT ratio is four or five percent, the entitled person enjoys the right to exercise 25 percent of his stock options at the relevant exercise date. If the EBT ratio exceeds four or five percent, the number of stock options to be exercised by a person at the relevant exercise date rises in linear progression up to an EBT ratio of nine or 11 percent.

The changes in shares outstanding are illustrated in the following:

Shares	2010	2009
At 1 Jan	35,402,000	35,354,000
Exercise of stock option	0	48,000
At 30 June/31 Dec	35,402,000	35,402,000

On the basis of the consolidated net result for the period in the amount of TEUR 7,271 (Jan-June 2009: TEUR - 8,013) undiluted earnings per share were EUR 0.21 (Jan-June 2009: EUR - 0.23). Due to the low dilutive effect of the stock option programme, diluted earnings per share were identical with undiluted earnings per share.

**5. TRADE PAYABLES AND OTHER CURRENT LIABILITIES**

Trade payables and other current liabilities are broken down as follows:

TEUR	30 June 2010	31 Dec 2009
Trade payables	53,033	35,162
Liabilities to associated companies	759	445
Prepaid orders	2,841	1,989
Liabilities on accepted bills of exchange	48	18
Liabilities to employees	14,850	10,473
Liabilities relating to social security and other taxes	11,372	7,018
Other liabilities	3,367	3,384
Deferred income	1,343	256
<b>Total</b>	<b>87,613</b>	<b>58,745</b>

TEUR 747 (31 December 2009: TEUR 337) of the liabilities due to associated companies in the amount of TEUR 759 (31 December 2009: TEUR 445) resulted from the provision of goods and services.

**NOTES TO THE CONSOLIDATED INCOME STATEMENT****6. OWN WORK CAPITALISED**

Own work capitalised resulted mainly from capitalised development expenditure from the knuckle boom crane, services, and railway divisions and local product developments in North America.

## CONTINGENT ASSETS AND LIABILITIES

There were no contingent assets or liabilities as of 30 June 2010.

## RELATED PARTIES

As regards business transactions with related parties, no substantial changes occurred in comparison to 31 December 2009. All transactions with related parties are carried out on generally acceptable market conditions. For further information on the individual business relations please see the consolidated financial statements of PALFINGER AG as of 31 December 2009.

## KEY EVENTS AFTER THE REPORTING DATE

On 16 July 2010 PALFINGER signed the contracts governing the acquisition of the 75-percent interest in the Dutch company Ned-Deck Marine B.V., including the 100-percent interest in Ned-Deck Marine Vietnam Co. Ltd., Vietnam, and Fast RSQ B.V., the Netherlands, as well as the 95-percent interest in NDM Romania S.r.l., Romania. The NDM Group is one of the leading manufacturers of rescue boat davits, a special application of marine cranes. The group 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 the NDM Group 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.

With a staff of approximately 100, the NDM Group generated revenues of almost EUR 18 million in 2009.

## Statement of Legal Representatives

We confirm, to the best of our knowledge, that the interim consolidated financial statements as of 30 June 2010 give a true and fair view of the assets, liabilities, financial position, and profit or loss of the Group as required by the International Financial Reporting Standards (IFRS) as adopted by the European Union (EU) and that the consolidated management report as of 30 June 2010 gives a true and fair view of important events that have occurred during the first six months of the 2010 financial year and their impact on the interim consolidated financial statements as of 30 June 2010, of the principal risks and uncertainties for the remaining six months of the 2010 financial year and of the major related party transactions to be disclosed.

Salzburg, 26 July 2010

The Management Board of PALFINGER AG

Herbert Ortner m.p.  
Chief Executive Officer  
Chief Marketing Officer

Christoph Kaml m.p.  
Chief Financial Officer

Wolfgang Pilz m.p.  
Chief Marketing Officer

Martin Zehnder m.p.  
Chief Operating Officer

## Report on the Audit Review

### INTRODUCTION

We have reviewed the accompanying interim consolidated financial statements of PALFINGER AG, Salzburg, Austria, for the six-month period from 1 January 2010 to 30 June 2010. These interim consolidated financial statements comprise the consolidated balance sheet as of 30 June 2010, and the consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity, and consolidated statement of cash flows for the six-month period then ended, and a summary of significant accounting policies and other explanatory notes.

Management is responsible for the preparation and fair presentation of this interim financial information in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU.

Our responsibility is to issue a conclusion on this interim financial information based on our review. Our responsibility and liability in connection with the review and with reference to sec. 275 para. 2 of the Business Code (UGB) towards the Company as well as third parties shall be limited with a total of Euro 12 million.

### SCOPE OF THE AUDIT REVIEW

We conducted our review in accordance with the statutory provisions and professional principles applicable in Austria and in compliance with the International Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

### CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information does not give a true and fair view of the financial position of the Group at 30 June 2010, and of its financial performance and its cash flows for the six-month period then ended in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU.

**REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS**

We are required to perform review procedures whether the interim consolidated management report is consistent with the interim consolidated financial statements and whether the other disclosures made in the interim consolidated management report do not give rise to misconception of the position of the Group.

Based on our review, nothing has come to our attention that causes us to believe that the interim consolidated management report for the Group is not consistent with the interim consolidated financial statements.

Salzburg, 26 July 2010

ERNST & YOUNG  
WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT M.B.H.

ANNA FLOTZINGER m.p.  
Chartered accountant

DIETHER DÄMON m.p.  
Chartered accountant

## Shareholder Information

First half 2010	
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International Securities Identification Number (ISIN)	AT0000758305
Number of shares issued	35,730,000
thereof number of own shares	328,000
Price at 30 June 2010	EUR 18.08
Earnings per share (HY 2010)	EUR 0.21
Market capitalisation as of 30 June 2010	TEUR 645,998

### SHARE PRICE DEVELOPMENT





## INVESTOR RELATIONS

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## FINANCIAL CALENDAR

11 November 2010	Publication of results for the first three quarters 2010
23 February 2011	Balance sheet press conference
30 March 2011	Annual General Meeting
1 April 2011	Ex-dividend day
5 April 2011	Dividend payment day
10 May 2011	Publication of results for the first quarter 2011
10 August 2011	Publication of results for the first half 2011
10 November 2011	Publication of results for the first three quarters 2011

Minimal arithmetical differences may arise from the application of commercial rounding to individual items and percentages in the interim report.

This report contains forward-looking statements on the basis of all information available at the date of the preparation of this report. Forward-looking statements are usually identified by the use of terminology such as "expect", "plan", "estimate", "believe", etc. Actual outcomes and results may be materially different from those predicted.

The English translation of the PALFINGER report is for convenience. Only the German text is binding.

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