

Press Release

Gottwald Port Technology Supplies Four Mobile Harbour Cranes to India

Antwerp (Belgium), TOC Europe 2005, 15 June 2005 – Two port operators in India have chosen Gottwald Port Technology – the world's leading supplier of Mobile Harbour Cranes with more than 950 cranes sold globally – to supply four Mobile Harbour Cranes for the expansion of their capacities. Gottwald has been awarded an order for two HMK 330 EG four-rope grab cranes for professional bulk handling by Gujarat Adani Port Ltd. (GAPL) in Mundra. In addition, two HMK 300 E Mobile Harbour Cranes, Gottwald's current bestseller, have been ordered by DPI Terminals (DPI) for the Rajiv Gandhi Terminal in the port of Cochin (Kochi) to be operated by India Gateway Terminal.

Sunil Baral, Executive Director of Demag Cranes & Components (India) Pvt. Ltd., a subsidiary of Gottwald's sister company DCC and in charge of Gottwald products in India, is very delighted to see Gottwald's reach in India growing. "With these new orders from repeat customers Gottwald is strengthening its position in India, both in the bulk handling and the container handling segment. Faced with international competition, the current projects were won on convincing technology and good reputation. Indian ports do increasingly rely on state-of-the-art equipment as a key to successful, future-oriented port operations. And Gottwald is committed to being a state-of-the-art equipment provider, offering Mobile Harbour Crane concepts for all types of cargo handling such as containers and general cargo, but also professional continuous-duty handling of bulk materials."

Two HMK 330 EG Cranes for Bulk Handling at Mundra Port

The two HMK 330 EG four-rope grab cranes ordered by Gujarat Adani Port Ltd. (GAPL) for professional handling of coal and scrap will go into operation in September 2005. The cranes will be operated in the existing berths and in the two new berths for bulk cargo currently under construction at Mundra port, located in the Gulf of Kutch on the north-west coastline of India. Set up by GAPL in 2000 as India's first private multi-purpose port, Mundra strives to become a globally competitive, technology driven port offering cost effective logistics solutions. Mundra was, for example, in 2002 the first Indian port able to

berth Capesize coal vessels. For servicing these Capesize vessels, GAPL already relies on two four-rope grab cranes from Gottwald, each capable of handling up to 800 tph. And also for container traffic Mundra uses Gottwald cranes: two HMK 280 E are in service in the Mundra International Container Terminal (MICT) operated by P&O Ports.

Dr. Malay Mahadevia, CEO – PMC (Adani Group), explains why GAPL has chosen again two Gottwald cranes for the new bulk berths: “Since we do already have two four-rope grab cranes from Gottwald in our port, we know that the bulk handling technology from Gottwald ensures reliable and uninterrupted handling of bulk materials. We appreciate the long term operational benefits of Gottwald’s equipment, the flexibility, short delivery and assembly times and the overall service. It’s a worthwhile investment for future success.”

The HMK 330 EG Mobile Harbour Crane for professional bulk handling is the four-rope version of Gottwald's current bestseller, the HMK 300 E. The high bulk handling efficiency is achieved through higher classification for grab operation, a mechanical grab and adapted crane components, such as two hoisting gears and two slewing gears.

Commenting on Gottwald’s performance in the bulk handling market, Michael Hoberg, Gottwald’s Regional Sales Manager, said: “We have identified the bulk market as an important growth segment in India – a country that imports for example huge amounts of coal. And Gottwald’s four-rope grab cranes are ideally suited for the tough working conditions of coal handling. But their use is of course not limited to this application. In total, over 100 Gottwald four-rope grab cranes are in use worldwide for uninterrupted heavy-duty handling of any kind of bulk material, such as scrap, ores, coal or fertilizers.”

Technical Performance of Gottwald Cranes

Whether as conventional two-rope versions or as four-rope grab versions with mechanical grab, Gottwald’s cranes are specified for high handling rates, a high degree of flexibility and strong performance even after long operation hours. The resilient steel structure of the cranes meets high classification standards and provides a long service life. All the larger Gottwald cranes operate on the basis of a diesel-electric drive. Thanks to this common feature, customers benefit from optimum availability combined with low operating and maintenance costs. In addition, Gottwald cranes can make use of an external power supply which allows crane operators to switch alternatively to fully electric drive. Michael Hoberg: “The diesel-electric drive concept is only one of a bunch of examples that shows how

Gottwald's equipment with its ease of operation and excellence in performance provides customers with many advantages which they are willing to invest in. And, needless to say, all cranes can be equipped with a wide spectrum of additional features and adapted to individual terminal requirements including portal or barge mounted crane solutions."

Two HMK 300 E Cranes for Container Handling at Cochin Port

While the four-rope grab concept was the appropriate choice for bulk handling at Mundra port, DPI Terminals (DPI), new operator of the Rajiv Gandhi Container Terminal (RGCT) in Cochin port, located on the south-west coast of India, has chosen two 100-tonne HMK 300 E Mobile Harbour Cranes for the expansion of the container handling capacities. The two units of Gottwald's bestseller are currently on the way to Cochin and will go into operation in June 2005.

Joost Kruijning, Director International Port Operations DPI: "Cochin is experiencing high growth in its container handling activities, and in line with our programme to build India's best-equipped container terminal, the choice of state-of-the-art equipment was a natural consequence. This is not the first time that we have ordered the HMK 300 E Mobile Harbour Crane. Based on our experiences with this crane we know that the HMK 300 E is a top-of-the-range product with regard to performance and reliability."

It was only last year that DPI ordered two units of this universal crane, ideally suited to serve larger-sized, e.g. Panamax and post-Panamax vessels, for its terminal in Constanta, Romania. In addition, Dubai Ports Authority (DPA) ordered two HMK 300 E in 2004 for its operations in Port Rashid, Dubai, in the United Arab Emirates where it already relies on two HMK 280 E cranes in Jebel Ali since the early nineties.

Dirk Stoll, Gottwald's Regional Sales Manager Middle East. "As one of the world's leading port investors, operators and managers, DPI Terminals is an important customer for Gottwald. We are proud that DPI has favoured to Gottwald again. This repeat order is yet another proof of that our existing customers are satisfied and know that they can rely on our proven technology."

Sunil Baral from Demag Cranes & Components in India sums up: "Both Mundra and Cochin are important hubs and gateways to international trade with an established position in India, which is an important market area for Gottwald. These orders will serve as an excellent

reference and the expansion projects also provide opportunities to supply further new equipment.”

About Gottwald Port Technology

Gottwald Port Technology GmbH, located in Düsseldorf (Germany), is the world's leading supplier of Mobile Harbour Cranes (HMK series). The company produces a comprehensive range of Mobile Harbour Cranes with lifting capacities of up to 120 tonnes and radii of up to 56 m, in addition to the rail-mounted Portal Harbour Cranes (HSK series), the Wide Span Gantries launched at the beginning of 2003 and the HPK Harbour Pontoon Cranes launched in summer 2004. Apart from this, Gottwald offers a multitude of services for terminal operators. These services range from conceptual design and operational layout, basic engineering of equipment and systems to Automated Guided Vehicles and Automated Container Stackers. The company presently has a workforce of around 700 employees in Düsseldorf and the turnover for the financial year 2003/2004 (as of 30 September) was €195 million.

For further information, contact:

Gottwald Port Technology GmbH

Postfach 18 03 43 • 40570 Düsseldorf • Germany

Peter Klein

Phone: +49 (0)211 7102-355 • Mobile: +49 (0) 173 722 10 74

Fax: +49 (0)211 7102-660

peter.klein@gottwald.com