

Press Release

Gottwald Wins Contract for its HMK 300 E Bestseller from Port of Kavala, Greece

Düsseldorf (Germany), 1 February 2005 – Gottwald Port Technology, the world's leading supplier of Mobile Harbour Cranes with more than 900 cranes installed globally, has recently secured its first order from the Port of Kavala, Greece, for the delivery of a 100-tonne HMK 300 E Mobile Harbour Crane. Gottwald's bestseller is currently being shipped to the Port of Kavala and will be commissioned in March 2005.

HMK 300 E for Cargo Handling in the Greek Port of Kavala

After the Port of Thessaloniki, the Port of Kavala – situated on the Bay of Kavala across from the island of Thasos – is Northern Greece's largest and most significant port. Kavala's strategic location on the axis Thessaloniki-Istanbul makes it an important port in the Aegean Sea. Besides the commercial significance of the port for the whole region and the fact that it is a key transfer point in the Northern Aegean Sea, Kavala is the capital of the tobacco industry in Greece.

Continually increasing volumes at the Port of Kavala's multipurpose terminal – handling container, marble and bulk – resulted in the need for modern cargo handling equipment. The Port Authority of Kavala Management explains why Gottwald won the tender: "The HMK 300 E from Gottwald was the best choice. Looking for a flexible and, above all, reliable and proven crane, we were very impressed when we learnt that Gottwald had already sold some 80 HMK 300 E Mobile Harbour Cranes worldwide. We are confident that we have chosen a tried-and-tested crane design and the HMK 300 E will significantly help us to improve our shipping services and make the Port of Kavala an attractive port for a large number of carrier lines."

Gottwald's Bestseller – HMK 300 E

With lifting capacities of 100 tons, Gottwald's current bestseller, the diesel-electric HMK 300 E Mobile Harbour Crane, is a universal crane ideally suited to serve larger-sized, e.g. Panamax and post-Panamax vessels, capable of handling any full laden 40 ft.

container in an operating window of 13 container rows across the vessel and five rows lengthways along the vessel without any need for repositioning in relation to the ship. On large ships, this crane even operates up to the 16th row.

Gottwald in the Greek Market

Joannis Stogiannidis, Gottwald's representative in Greece, is delighted to have won this contract: "This order is all the more pleasing for Gottwald given the strong competition in the Greek market. Our long-standing efforts to convince Greek port operators of the benefits of Mobile Harbour Cranes are again rewarded. After the delivery of the new HMK 300 E to Kavala, the total number of Gottwald cranes sold to Greece comes to eight units, including one used crane. This new order will serve as an excellent reference. On the one hand, the Port of Kavala is a prestigious port in Greece, and on the other hand, this is also the first HMK 300 E in Greece. This might induce other port operators to have a closer look at our broad range of products and services."

Gottwald can draw on more than ten years of commercial activity in Greece, with the first delivery of an HMK 60 H crane to Alexandroupolis dating back to 1993. In 1997, the Port of Heraklion ordered a high-performance HMK 260 E crane and played a pioneer role for Gottwald's cranes in the whole country. In the following years, Greek ports availed themselves of a variety of different crane types, including also four-rope grab cranes for professional bulk handling, such as the HMK 260 EG ordered by the Port of Thessaloniki in 2001. Today, Gottwald is present in many ports in Greece, i.e. Alexandroupolis, Chania, Heraklion, Preveza, Thessaloniki, and now also Kavala. The Port of Heraklion in the meantime operates two Gottwald cranes, after placing a follow-up order for an HMK 280 E crane in 2002.

Michael Julis, Gottwald's Regional Sales Manager, comments: "There is still a lot of potential in the Greek market and the overall East Mediterranean region. Greek ports are currently undergoing a major phase of change and privatisation and this will surely further boost the demand for state-of-the-art harbour equipment for efficient cargo handling. Gottwald is well positioned to meet emerging needs in this developing market."

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

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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 690 employees in Düsseldorf and the turnover for the financial year 2003/2004 (as of 30 September) is €195 million.

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