

Press Release

Gottwald Port Technology – Full Speed Ahead in the Far East Region

Düsseldorf (Germany), 29 August 2005 – With overall strong performance, and continued success in the Far East region in particular, Gottwald Port Technology has seen a booming 2005 so far. During the first six months of this year, the world's leading supplier of Mobile Harbour Cranes – with more than 950 cranes sold globally – received orders for some 37 harbour cranes, compared to 33 cranes in the same period of 2004.

Gottwald further strengthened its position in the Far East region, with five orders for seven cranes recorded for this region year-to-date 2005, including

- one HMK 260 E and two HMK 170 E cranes for Malaysia
- one HMK 300 E crane for Korea
- one HMK 300 E crane for Indonesia
- two HMK 260 E cranes for Thailand – the very first Gottwald cranes in Thailand.

Commenting on the most recent orders from the Far East, all of which have been placed by new customers, Klaus Roehrig, Regional Manager of Gottwald Port Technology in Singapore, said: "I am especially pleased about our successful efforts to secure a foothold in the Thai market and about the fact that a number of new customers have decided to rely on Gottwald to upgrade their ports and terminals. These are important achievements, especially in view of the fact that the growth trend in the Far East region with the world's busiest ports is likely to continue in the years to come."

Market Entry in Thailand – Two HMK 260 E Cranes

A major success in the first half of 2005 was Gottwald's very first Mobile Harbour Crane order from Thailand. The Ngow Hock Group, Thailand, ordered two 100-tonne HMK 260 E cranes intended to operate at Thai Prosperity Terminal Co., Ltd. (TPT) near Bangkok on the Chao Praya River, Thailand's most important waterway. The two HMK 260 E cranes will go into operation in September 2005 and will be the most modern and largest Mobile Harbour

Cranes with greatest capacity in Thailand. Special features of the contract include crane adaptation according to the terminal requirements and a customised service package. For more details, please refer to Gottwald's recent press release "29.08.2005/Gottwald Secures Foothold in New Territories – Thailand Places First Order for Two HMK 260 E Cranes".

One HMK 260 E and Two HMK 170 E Cranes for Malaysia

In Malaysia, where four Gottwald cranes are already in operation, two new customers have chosen Gottwald equipment to upgrade their facilities.

In the first quarter of 2005, Miri Port Authority placed its first order with Gottwald for a 100-tonne HMK 260 E Mobile Harbour Crane to support its growing container and off-shore-supply business at Miri Port.

Shortly after that Sabah Ports Sdn. Bhd., a wholly-owned subsidiary of Suria Capital Holdings Bhd., ordered two 63-tonne HMK 170 E cranes to boost its container handling capacity in the Kota Kinabalu Port in Sabah. "The two new HMK 170 E cranes will play a vital role in our efforts to reduce congestion in the Port of Kota Kinabalu and to guarantee a much more improved flow of cargo. We have entered in this business with a clear and strong commitment and we are willing and able to invest in first class equipments to achieve our targets," commented Hj. Abu Bakar, Group Managing Director of Suria Capital Holdings Bhd, on the two new Gottwald cranes which will go into commercial operation in the Port of Kota Kinabalu.

Two Gottwald HMK 300 E Bestsellers for Indonesia and Korea

In Indonesia and Korea, Gottwald's current bestseller, the 100-tonne HMK 300 E Mobile Harbour Crane, has attracted two new customers.

The Indonesian port operator PT. Prima Nur Panurjwan, a subsidiary company of Samudera Indonesia Group, has ordered one HMK 300 E crane, for their newly developed terminal in Tg. Priok Port, Jakarta, to provide faster turnaround for container and breakbulk vessels calling at the terminal. Samudera Indonesia, having already recently invested heavily in new ships, only some of which are fitted with their own gear, will continue to build up capacities to cater to growing inter-regional traffic. The Gottwald crane, intended for operation in October 2005, will help to serve this growing fleet.

The HMK 300 E, ideal for servicing large ships such as the Panamax and post-Panamax vessels was also the ideal choice for Global Enterprises, Ltd. in Pusan, Korea, one of the world's most demanding markets for Gottwald Mobile Harbour Cranes. In Korea, the cranes are usually in operation for more than 4,500 hours per year – well above the global average – which is why Gottwald's Mobile Harbour Cranes destined for the Korean market are adapted to deal with the remarkably high demands of Korean ports. Since 1998, Gottwald has been the sole supplier of Mobile Harbour Cranes in Pusan. The most recent HMK 300 E for Pusan, already on the way to its destination, will provide support for other equipment in the port and help Global Enterprise to cope with the increasing container volumes and large-ships calling at their Pusan Terminal.

Gottwald in the Far East

Gottwald has enjoyed success in the Far East region for a number of years now. In 2003, Gottwald sold six cranes in the region, including one crane each to the People's Republic of China, Indonesia, Malaysia and Vietnam, and two cranes for Korea. In 2004, three cranes went to Indonesia and Korea. Together with the recent orders, the total number of Gottwald cranes in the ASEAN countries, the People's Republic of China, Taiwan, Korea and Sri Lanka comes to 60 units, which represents some 60 percent of the total Mobile Harbour Crane market in this region.

“We have seen strong growth in the Far East region fuelled by the expanding economy of the People's Republic of China. And obviously the shipping business is following this trend, which is reflected in the very good performance of the shipping lines and, in turn, by their expansion. This is putting pressure on ports and terminals to upgrade and modernise the equipment,” said Klaus Roehrig, Gottwald's Regional Manager. “Gottwald's success is not only due to first-class, high performance products and the excellent after-sales-service, but also because to our ability to meet the demands of the market for very short delivery lead-times. And last but not least, Gottwald has developed close business ties that customers have come to appreciate.”

Gottwald has a strong presence in the Far East, with sales and service stations in Malaysia, Taiwan, Thailand, the People's Republic of China, Indonesia, the Philippines, Vietnam and the Singapore/Far East office with overall regional responsibility, headed by Klaus Roehrig.

Gottwald' Sales Director, Giuseppe Di Lisa, sums it up as follows: "Our growing market share in this region puts Gottwald in an ideal position to penetrate the market further. So far, 2005 has been a year of progress in this region for Gottwald. We still have a lot more work ahead of us and in this respect we remain dedicated to our commitment to state-of-the-art equipment, ongoing development of products and markets and listening to customer needs."

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 200 tonnes and radii of up to 56 m, in addition to its rail-mounted Portal Harbour Cranes (HSK series), its Wide Span Gantries (WSG series), launched at the beginning of 2003, and its HPK Harbour Pontoon Cranes, introduced to the market in the summer of 2004. In addition, Gottwald offers a wide variety of services for terminal operators, ranging from conceptual design and operational layout, basic engineering of equipment and systems to Automated Guided Vehicles (AGV) and Automated Stacking Cranes (ASC). The company presently has a workforce of more than 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