

Press Release

Successful First Quarter 2004 for Gottwald Port Technology

Düsseldorf (Germany), 14 April 2004 – With 16 cranes sold during this year's first three months, 2004 has started well for Gottwald Port Technology, the world's leading supplier of Mobile Harbour Cranes.

Harbour Cranes Order Overview

During the first quarter of 2004 Gottwald received orders for some 16 harbour cranes. Nine orders, more than the half, came from Europe. Two cranes were ordered from Africa and one from Asia. One crane was sold to North and one to Latin America. The remaining two cranes were ordered from the Middle East.

The reference list includes 11 units from the standard two-rope crane portfolio. Five cranes were ordered from the EG series, the four-rope crane product line for professional bulk handling. One of these cranes was at the same time a rail-mounted Portal Harbour Crane (HSK series).

"With 16 cranes sold during the first three months of 2004, Gottwald Port Technology had without doubt a very positive start despite the continuing weakness of the dollar," said Andreas Moeller, Gottwald's Deputy Sales Director. "Clearly, customers that want to remain competitive on the long run decide to make investments," he added.

Highlights

With eight units sold in the first quarter of 2004, the HMK 300 E Mobile Harbour Crane has further consolidated its position as Gottwald's bestseller. Together with the new orders a total of more than 60 units of this universal crane – ideally suited to serve larger-sized, e.g. panamax and post panamax vessels – have been sold worldwide since its introduction as successor of the HMK 280 E to the market in 2000.

And also the four-rope grab cranes segment for professional bulk handling continued to perform well. Five units sold to customers in Egypt, France, the United Kingdom and Spain can be seen as a strong sign that the EG four-rope grab crane series is a fully established product range accepted by leading port operators all over the world as an ideal equipment for professional handling of a broad spectrum of bulk materials such as coal, ores and agribulk with a capacity of up to 1,500 tonnes per hour.

During the first three months of this year Gottwald attracted a range of new customers while at the same time securing follow-up contracts from existing customers such as the order from the Port Autonome de Bordeaux regarding an additional HSK 260 EG Portal Harbour crane. "Obviously, our existing customers are satisfied and know that they can rely on our proven technology", said Moeller and he added: "And in turn these follow-up orders serve as an excellent reference to attract new customers."

With two HMK 300 E Mobile Harbour Cranes sold to the United Arab Emirates, Gottwald also made a further important step to enter the Middle Eastern market – a region that is gaining more and more economic importance.

Andreas Moeller summed up: "The fact that Gottwald continued with strong sales in all segments plus the fact that orders came from all over the world once again shows that our business strategy is successful. With its broad spectrum of products, Gottwald provides the ideal portfolio to maintain existing business while at the same time conquer new markets."

First Gottwald WSG Wide Span Gantry Commissioned

Another major highlight was the commissioning of the first Gottwald Wide Span Gantry at COBI Container-Terminal AG in Basel, Switzerland in March 2004. With more than ten WSG Wide Span Gantries sold to date, Gottwald can look back to a very successful market entry since the launch of the WSG Wide Span Gantries at the beginning of 2003.

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) and the WSG Wide Span Gantries launched at the beginning of 2003. Its Automated Port Technologies

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Division 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 650 employees in Düsseldorf and the turnover for the financial year 2002/2003 (as of 30 September) is €183.4 million.

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