

# Press Release

## Gottwald Port Technology Announces Management Changes

**TOC Europe 2004, Barcelona (Spain), 16 June 2004** – Gottwald Port Technology, the world's leading supplier of Mobile Harbour Cranes, announced today that 64 year-old Chief Executive Officer (CEO), Dr. Dirk Kelp, will be retiring effective 31 December 2004. He will be succeeded by Gottwald's Chief Financial Officer (CFO), Dirk Kiessling. In addition, Dr. Mathias Dobner, currently Head of Sales and Consulting for Terminal Systems, has been appointed Chief Technical Officer (CTO) and will join the Gottwald Management Team effective 1 July 2004.

Dr. Dirk Kelp, who joined Gottwald in 1994 as CEO, can look back onto a very successful career in the crane and logistics business. "With his excellent technical background and many years of experience in senior management, Dr. Dirk Kelp has made many major contributions throughout his ten years at Gottwald, helping our company to expand and develop its outstanding business position," said Dirk Kiessling.

### **New Chief Executive Officer (CEO)**

Thirty-nine year-old Dirk Kiessling will succeed Dr. Kelp as CEO effective 1 January 2005, while at the same time remain CFO. In his new position, he will furthermore be responsible for the market-related divisions, Sales Harbour Cranes and After-Sales Service. Kiessling, who joined Gottwald as Director of the Commercial Division in 2000 and was appointed CFO in 2001, has far more than 10 years of experience in standard, process, wide span gantry and harbour crane businesses. He has significantly fuelled Gottwald's strategy in developing the company from being purely a manufacturer of stand-alone equipment, such as Harbour Cranes, to becoming a supplier of fully integrated systems in the port and logistics business.

### **New Chief Technical Officer (CTO)**

Dr. Mathias Dobner, 43, has had a distinguished career as research engineer. In 1996, he completed his PhD in mechanical engineering and joined Gottwald when the company began pioneering the use of AGVs in container terminals and other industrial applications. Mathias Dobner has played a key role in the market launch of the Wide Span Gantry, the new Gottwald product that is selling very well. In his new position as Chief Technical Officer, he will be responsible for the divisions, Automated Port Technologies (APT), Design & Development and the plant itself. Thanks also to his extensive knowledge of the port business, Mathias Dobner has made a name for himself and is highly respected in this market sector.

### **Change Ensures Continuity and Innovation**

“The appointment of Dirk Kiessling and Dr. Mathias Dobner, two managers from inside the company, clearly is a decision in favour of the company’s continuity and reflects Gottwald’s philosophy of combining tradition and innovation,” said Dr. Horst Heidsieck, CEO of Demag Holding, Gottwald Port Technology’s parent company. “Both know the company very well and have many years of experience in the crane and logistics business. Kiessling, the management, commercial and marketing expert and Dr. Dobner with his technical background and his extensive knowledge of the port business represent the ideal mix of specialist know-how. The change of generation in the management at the same time reflects the process of change at Gottwald Port Technology – shifting the emphasis from a manufacturer of stand-alone equipment to a supplier of integrated systems and thus responding to current and future 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 120 tonnes and radii of up to 56 m in addition to the rail-mounted Portal Harbour Cranes (HSK series) and the Wide Span Gantry launched at the beginning of 2003. Its Automated Port Technologies 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) totalled €183 million.

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