

Press Release

Gottwald Port Technology to supply three more Mobile Harbour Cranes to the Middle East

Düsseldorf (Germany), 7 May 2004 – In the first quarter of 2004 Gottwald Port Technology, Düsseldorf (Germany), the world's leading supplier of Mobile Harbour Cranes, received three new Mobile Harbour Crane orders from two customers in the United Arab Emirates, thus continuing its success story of 2003 in the Middle East.

The new orders include one HMK 330 EG four-rope grab Mobile Harbour Crane for professional bulk handling for Saqr Port Authority in Ras Al Khaimah and two HMK 300 E Mobile Harbour Cranes, ordered by Dubai Ports Authority (DPA) for Rashid. With these recent successes, the overall number of Gottwald Mobile Harbour Cranes in the Middle East exceeds 60 units.

HMK 330 EG Mobile Harbour Crane for Saqr Port Authority, Ras Al Khaimah

The HMK 330 EG four-rope grab Mobile Harbour Crane for Saqr Port Authority, located in Ras Al Khaimah in the United Arab Emirates, will be commissioned in July 2004. The new HMK 330 EG was ordered for professional handling of clinker that is used as raw material for cement. This is not the first time that Gottwald is doing business with Saqr Port Authority. Four Mobile Harbour Cranes, one HMK 260 E, two HMK 280 EG cranes and one HMK 330 EG are already in operation at Saqr Port Authority. "Our decision in favour of an additional Gottwald crane was based on our excellent experience with our existing cranes from Gottwald Port Technology. The new HMK 330 EG four-rope grab crane will discharge clinker and other bulk materials with a peak capacity of up to 1,100 tonnes per hour and we expect to increase our overall handling capacity by 20%," the Management of Saqr Port Authority stated.

HMK 330 EG Four-Rope Mobile Harbour Crane for Professional Bulk Handling

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 HMK 330 EG components such as two hoisting gears, two slewing gears, slew ring as well as the rope pulleys are

adapted to the requirements of professional handling of bulk materials such as scrap, ores, coal or fertilizers. The HMK 330 EG is not only very popular in Spain, Gottwald's recent major market for four-rope grab cranes. It was also very well received in other countries, e.g. Brazil, where Gottwald sold the first two Mobile Harbour Cranes for professional bulk handling at the beginning of 2003.

Two HMK 300 E Mobile Harbour Cranes for Dubai

The two HMK 300 E Mobile Harbour Cranes ordered by Dubai Ports Authority (DPA) for Rashid will go into operation in June 2004 according to DPA. The Management of DPA about the current Gottwald bestseller: "We are convinced that the HMK 300 E Mobile Harbour Crane is a top-of-the-range product with regard to performance and reliability. The two new cranes are ideally suited to improve our productivity in our container handling business which means above all serving larger-sized, e.g. panamax and post panamax vessels."

Future Market

"In recent years the Middle Eastern market has prospered", said Dirk Stoll, Gottwald Port Technology's Regional Sales Manager Middle East. "In view of the positive economic development in this region Gottwald Port Technology will continue to concentrate its efforts on this promising market. These new orders are a sign that we are successfully pursuing our strategy to conquer new markets such as the bulk handling segment. The new orders will at the same time serve as an excellent reference for the expansion of our business in the Middle East," Stoll concluded. In 2003 Gottwald was awarded 6 contracts in this region. Three HMK 260 E Mobile Harbour Cranes were ordered by the Ports & Shipping Organization, Iran. Two HMK 300 E cranes were sold to The Ports Corporation in Aqaba, Jordan and one HMK 300 E was delivered to Port of Doha, Qatar.

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 Gantries 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

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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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