

**PALFINGER MARINE**

**INNOVATION  
LEADER IN MARINE  
TECHNOLOGY**



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# UNITING GLOBAL EXPERTISE IN THE MARINE INDUSTRY

**As a key player in the marine industry, we operate on a global scale. Not only do we draw from an extensive sales and service network, but also from our world-wide production infrastructure.**

Our offerings extend beyond high class marine solutions and services. We excel in setting the highest standards in process quality, implementing streamlined project management, and offering the flexibility for both serial production and customized projects.

Supported by the extensive know-how of the PALFINGER organization, we combine well-established global processes with our unparalleled marine expertise. This unique synergy distinguishes us from competitors, ensuring superior quality, innovation, and reliability in every aspect.

*“The marine business, as an integral part of the PALFINGER organization, leverages the Group's expertise and years of experience. Coupled with cutting-edge marine technology, we are setting new standards across various maritime segments.”*

— **Klaus Schreiber**

Vice President Sales & Service  
Region Marine at PALFINGER



OFFSHORE | OIL AND GAS



PASSENGERS | CRUISE



GOVERNMENTAL



AQUACULTURE



WIND



MERCHANT | CARGO



SERVICE

# CELEBRATING THE FUTURE SINCE 1932.

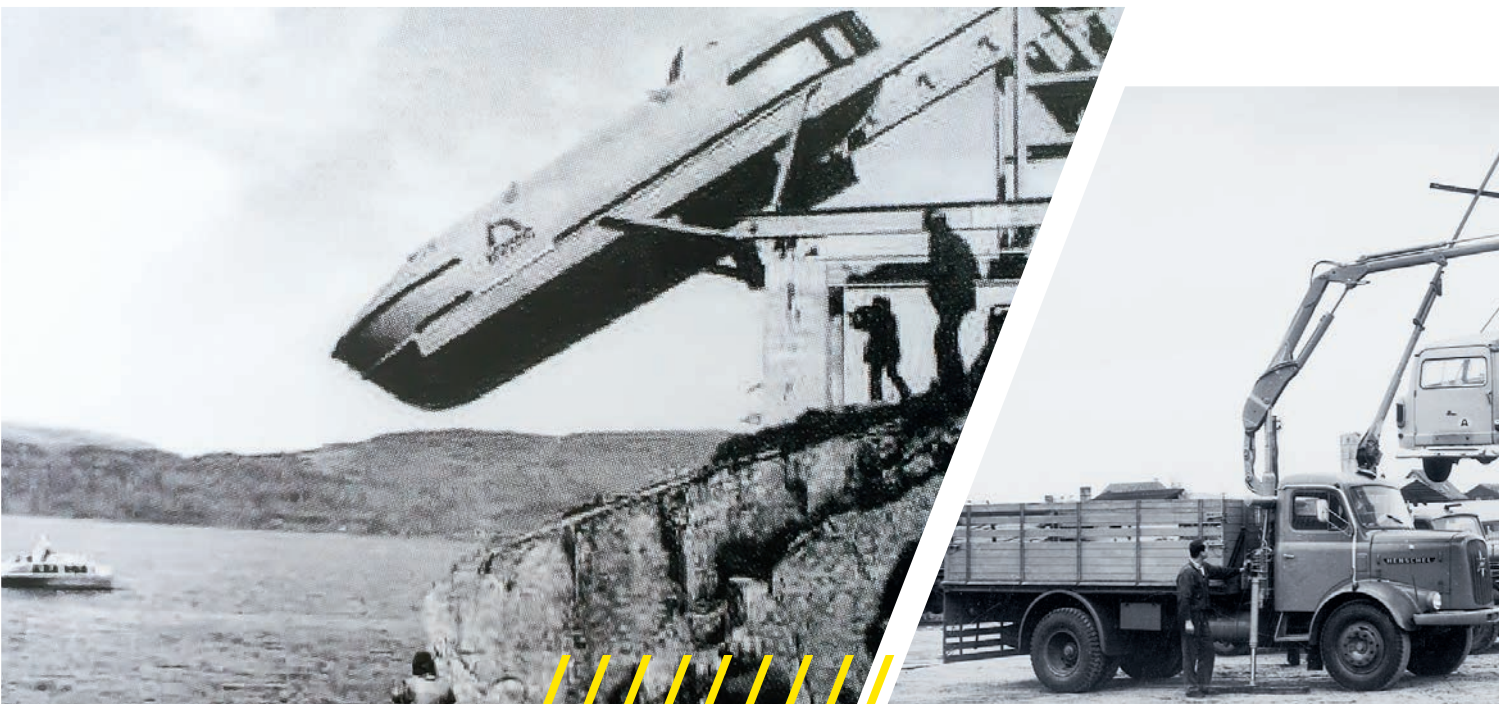
## We always had an eye on innovations.

Due to our pioneering spirit, we've constantly grown and evolved – from a small workshop to a crane manufacturer and ultimately to the leading provider of innovative lifting solutions.

We've pushed boundaries for generations, have successfully reinvented ourselves and set standards worldwide. We are celebrating the future since 1932.

*“At PALFINGER MARINE, we are proud to have contributed substantially to PALFINGER’s success story. In fact, as we entered the maritime and offshore market in 1992, we harnessed completely new opportunities. We are very excited about the future challenges – be it the shift towards smart, autonomous marine technology or our efforts to a more sustainable future at sea.”*

**○ Jarle Sørstrønen**  
Product Line Leader  
Marine Solutions



# LIFTING VALUE – CREATING MOMENTUM

**This is our vision. It defines what PALFINGER aims to be in the future and is the very essence of why we do what we do.**

PALFINGER MARINE lives by this vision every day. The company is an integral part of PALFINGER, spanning around 12,770 employees, 30 production sites, and a worldwide service network.

In 90 years of success, PALFINGER has positioned itself as a market leader

in lifting solutions, and many more state-of-the-art products introduced along the way. Eventually, PALFINGER has entered new markets and taken roots offshore. Today, we provide cutting-edge solutions for the maritime and offshore industry. With PALFINGER MARINE's valuable contribution and stable growth, PALFINGER achieved an overall revenue of EUR 2.45 billion in 2023.

And our journey continues!

## PALFINGER STRATEGY 2030

**The PALFINGER Strategy 2030 is the route for our vision to become reality. It is based on two strategic pillars: “Go for Solutions” and “Go Digital”.**

### GO FOR SOLUTIONS

By 2030, we will be a solution provider that equips our customers with complete solutions, combining physical and digital elements into one unit – smart and highly networked machines. Step by step, PALFINGER will evolve from a product provider to a solution provider. For PALFINGER MARINE, “Go for Solutions” means offering our customers complete, integrated marine solutions across all maritime segments.

### GO DIGITAL

PALFINGER is continuously digitalizing the entire production and value-added chain. The main goal at the end of the day is to be able to offer customers smart lifting solutions and services that provide more functionality and added value. In line with this strategic pillar, our integrated marine solutions will be enhanced with assisted, remote, and autonomous control functions for marine applications.

*Together we  
are shaping  
the future of  
our customers’  
lifting  
solutions –  
PALFINGER.*



# OFFSHORE | OIL AND GAS

OFFSHORE VESSELS | FIXED AND FLOATING  
RIGS | DRILL SHIPS | FPSO'S | FSRU'S |  
ACCOMMODATION RIGS AND VESSELS





PALFINGER  
MARINE  
designed a new  
modularized and  
scalable wire  
luffing crane  
(DKW1600-2500).





# STRIKE IT RICH WITH SOLUTIONS FOR THE OFFSHORE INDUSTRY!

The reliability and trouble-free operation of deck equipment, handling solutions and lifesaving appliances are absolutely crucial to you? PALFINGER MARINE supplies high-quality equipment for all types of offshore vessels as well as for fixed and floating installations related to the extraction of oil and gas at sea. Our products in this segment are designed to comply with all applicable standards and can be specifically adapted to customer requirements. Even better yet, we take care of everything for you – from the design to the delivery and lifelong service.







## IN NEED OF A SOLUTION FOR ...

### OFFSHORE LIFTING OPERATIONS

Are you looking for handling systems that make your work easier? PALFINGER MARINE offers a range of **A-frames** for stern- or side-mounting. Their lifting capacity ranges from 10 to 400 metric tons, and they have a working reach of up to 25 meters. Typically, they are used for anchor and buoy handling as well as plough and subsea handling.

### SAFE AND FAST EVACUATION

Do you want to equip your offshore oil and gas installations with **free-fall lifeboats** that meet even the most stringent regulations? Being the leading developer of **free-fall lifeboats** that comply with all relevant rules and regulations, PALFINGER MARINE helps you ensure safe and fast evacuation in case of emergency.

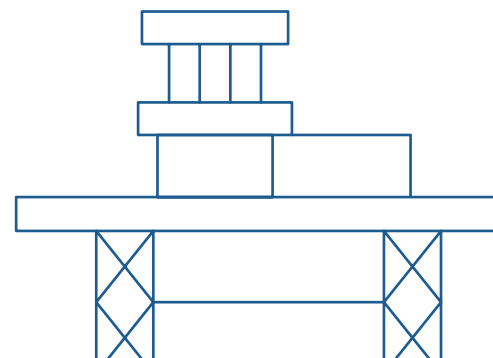
### MATERIAL HANDLING FROM VESSEL TO PLATFORM

Are you having a hard time finding a crane that can cover the large distance from the boom tip to the supply vessel when it automatically hooks on cargo while the vessel is moving? To solve this challenge, perception and robotic control technology is tested on our 60t **fully electric wire luffing lattice boom crane**. Our large offshore cranes can also be equipped with advanced cargo tracking systems. Furthermore, we also offer **stiff boom, telescopic boom, and knuckle boom cranes**, providing versatile solutions to meet your specific requirements.

### SPECIAL APPLICATIONS REQUIRING WINCHES

Do you need **winches** for anchoring and mooring, towing, lifting, handling or storage? PALFINGER MARINE supplies a range of technically advanced and highly automated **winches** for a variety of applications. What's more, you can rely on dedicated global lifetime support.

© Equinor



# PASSENGERS | CRUISE

CRUISE VESSELS | EXPEDITION CRUISE  
VESSELS | PASSENGER, CAR AND  
RO-PAX FERRIES | YACHTS





*PALFINGER  
MARINE  
delivers a great  
variety of  
proven solutions  
to the cruise  
market.*



# A SEA OF SOLUTIONS FOR THE CRUISE INDUSTRY

Are you in the cruise industry and concerned with the safety of your passengers and vessels? PALFINGER MARINE solves the challenges you may be facing – one by one! Our products are specifically designed for the cruise, ferry and yachting markets, among them: cranes, lifesaving appliances, handling solutions, fenders and more. Needless to say, they don't just meet current standards – they exceed them, making them the preferred choice for the most advanced and innovative vessels.

## IN NEED OF A SOLUTION FOR ...

### FAST EMBARKATION

Do you need to ensure fast and safe embarkation of passengers? PALFINGER MARINE supplies **tender boats, rescue boats and lifeboats** as well as matching **davits**. Our Polar Code compliant lifesaving appliances meet even the most stringent regulations.

### SAFE ANCHORING AND MOORING

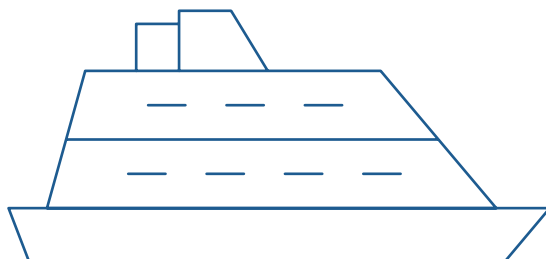
Do you need safe and reliable winches for anchoring and mooring? PALFINGER MARINE supplies an extensive range of **winches** meeting all your requirements, designed to make sure the vessel is also in safe hands both at sea and in harbors.





## THE LAUNCH OF DAUGHTER CRAFTS

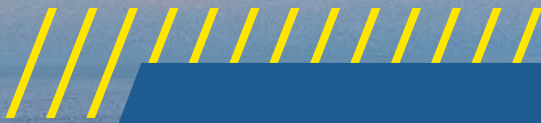
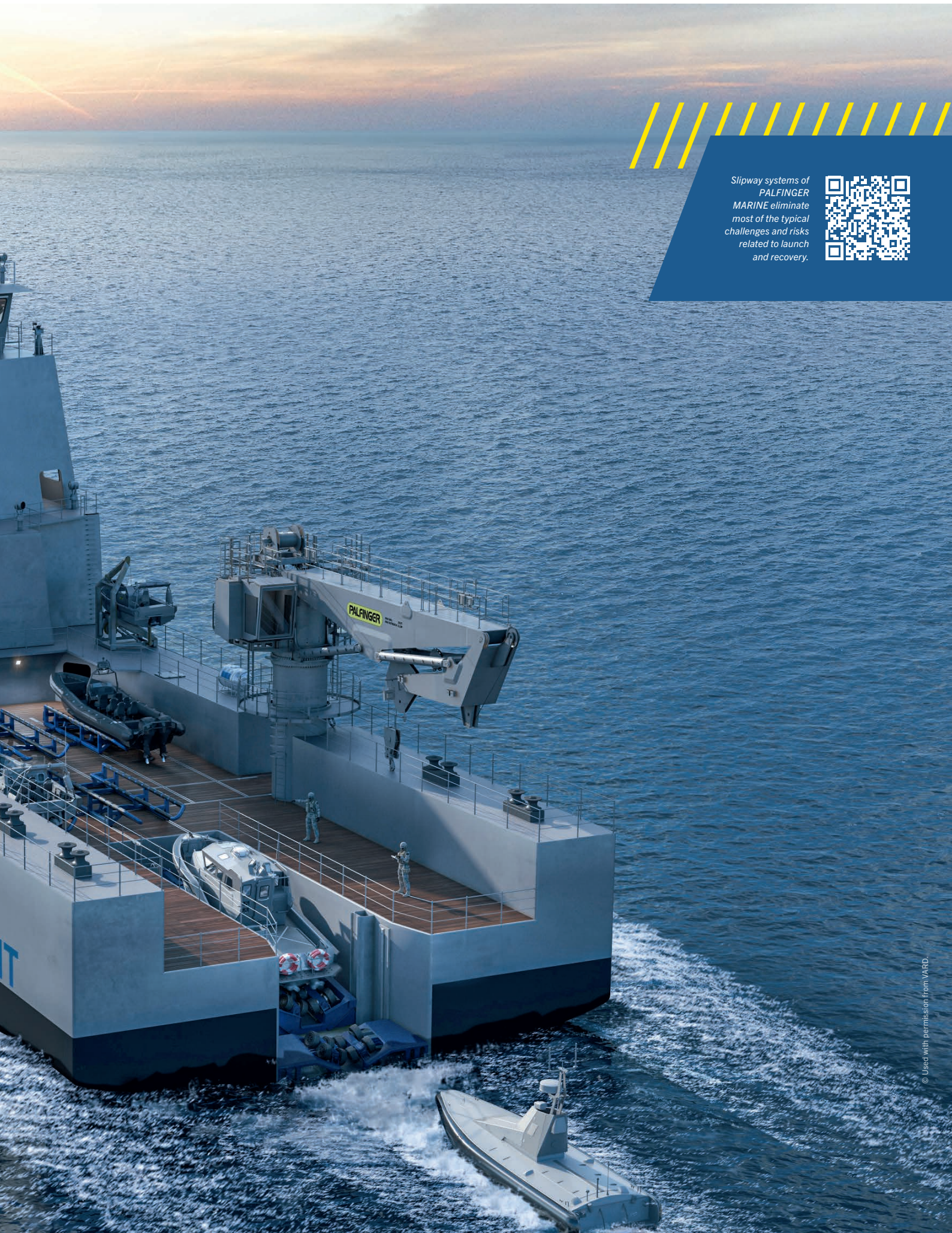
Looking for an easy and safe solution for the launch and recovery of your daughter crafts? One that doesn't require lifting, hooking, mechanical connection or use of painter lines and arrester wires? PALFINGER MARINE **slipway systems** ensure gentle load distribution to the boat hull and a smooth transition in and out of the slipway.





# GOVERNMENTAL

COAST GUARD VESSELS | OFFSHORE PATROL  
VESSELS | MULTI-ROLE VESSELS |  
MINE COUNTERMEASURES VESSELS |  
SUPPORT VESSELS

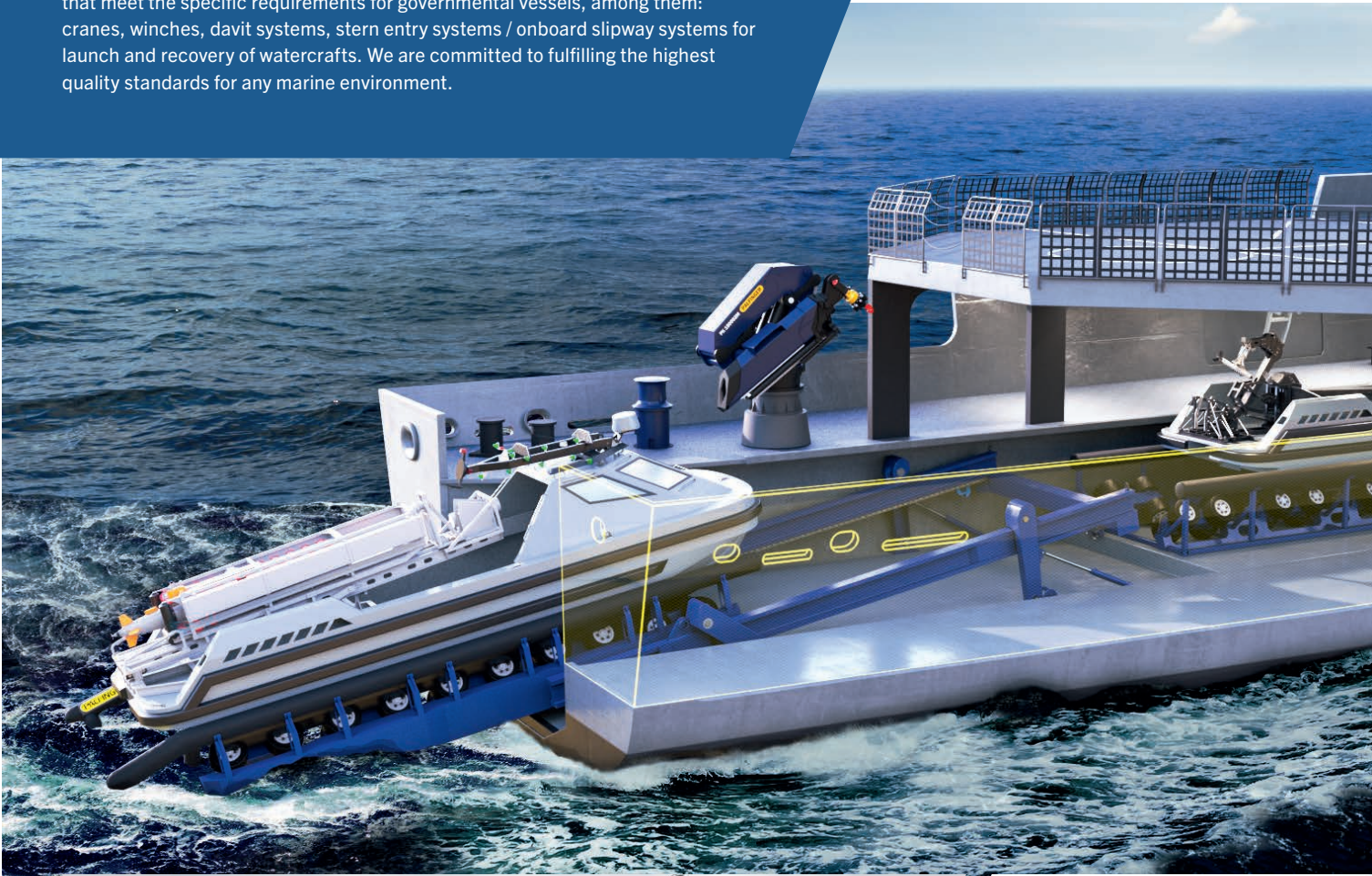


*Slipway systems of  
PALFINGER  
MARINE eliminate  
most of the typical  
challenges and risks  
related to launch  
and recovery.*



# SOLUTIONS FOR GOVERNMENTAL VESSELS ARE UNDERWAY!

Are you in the governmental vessel industry searching for lifting equipment or launch and recovery systems? PALFINGER MARINE supplies a range of products that meet the specific requirements for governmental vessels, among them: cranes, winches, davit systems, stern entry systems / onboard slipway systems for launch and recovery of watercrafts. We are committed to fulfilling the highest quality standards for any marine environment.







## IN NEED OF A SOLUTION FOR ...

### THE LAUNCH & RECOVERY OF WATERCRAFTS

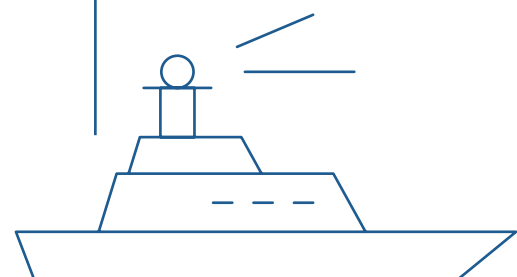
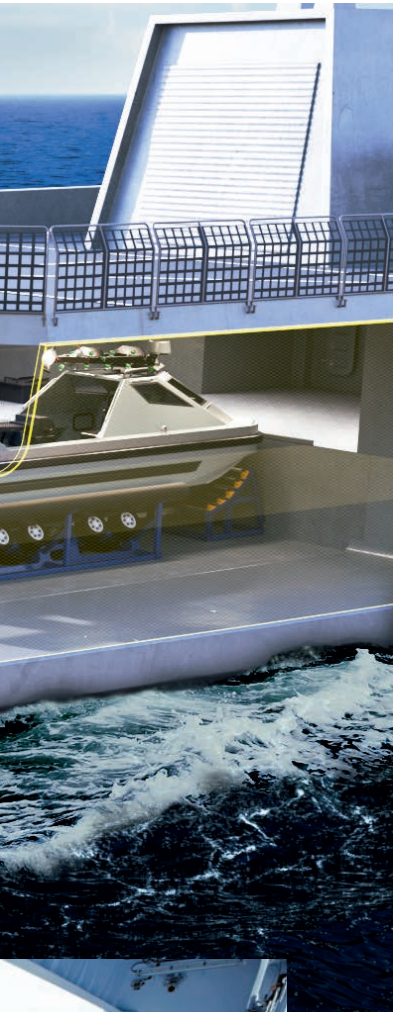
Is the ability to launch and recover manned or unmanned crafts crucial to you? **Onboard slipway and stern entry systems** are among the most interesting developments in naval technology today. As an innovation leader in the industry, PALFINGER MARINE is at the forefront of these advancements, offering high-end stern entry and slipway systems for governmental vessels. Designed for safe operation even in harsh offshore conditions, PALFINGER MARINE's slipway systems eliminate most of the challenges and risks related to the launch and recovery of manned or unmanned watercraft. The PBSQ series slipway systems offer the advantage of being self-adjusting and automatically adapting to a wide range of boat sizes and hull shapes.

### MATERIAL HANDLING ON BOARD

Service and provision cranes that meet all governmental and regulatory standards are hard to find? PALFINGER MARINE offers a wide range of **foldable knuckle boom, telescopic and stiff boom crane** models that can be configured to meet specific requirements.

### UNMANNED OPERATIONS

Are you looking for a safe **slipway system** for your unmanned surface vehicles (USVs)? PALFINGER MARINE slipway systems have been operated in sea states above seven, with the mother vessel steaming ahead at low speed. They eliminate all use of lifting solutions, hooks, painter lines, arrester wires or other mechanical connections during operations. This minimizes the risk of dangerous situations during launch and recovery. In addition to advanced operational safety, the systems do not require any manual support or interaction from the vessel or boat crew. Therefore, PALFINGER MARINE slipway systems are the perfect choice for USV handling.



# AQUACULTURE

FISH FARMS | SERVICE VESSELS |  
WORKBOATS | BARGES |  
LIVE FISH CARRIERS





*PALFINGER  
MARINE – the  
market leader  
for marine  
cranes in the  
fish farming  
segment.*



# FISHING FOR SOLUTIONS FOR THE AQUACULTURE INDUSTRY?

Are you facing the difficulty of increasingly challenging conditions in the aquaculture industry as it moves to more exposed locations? As one of the world's leading manufacturers of innovative lifting solutions for the fish farming segment, PALFINGER MARINE has gained a strong foothold in the aquaculture market. Our diverse product range includes cranes in a variety of sizes to meet the requirements of a wide range of vessels.

## IN NEED OF A SOLUTION FOR ...

### THE INSTALLATION OF FISH FARMS

Do you want to equip your fish farm with state-of-the-art lifting solutions? PALFINGER MARINE's **PKM knuckle boom cranes** are a popular option in this regard. Our **PK foldable knuckle boom crane** has a reach of between 3.2 and 22 meters, and our **telescopic boom cranes** feature a hoisting capacity of up to 50 metric tons. Our new **PFM heavy-duty foldable knuckle boom crane** impresses with its 29-meter maximum outreach and a comparatively high load capacity.

### THE LIMITED SPACE ON FISHING BOATS

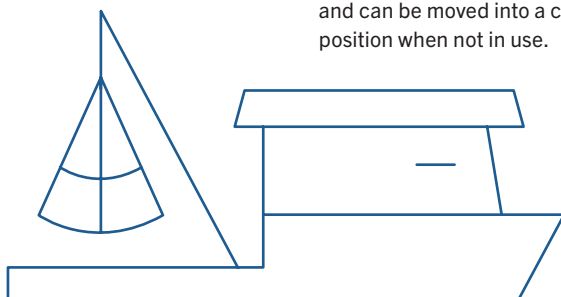
Your vessels don't have a lot of space to accommodate a crane? Thanks to their sophisticated geometry and compact design, PALFINGER MARINE's **foldable knuckle boom cranes** can be installed even where space is limited.





## HANDLING FISHING NETS AND HOSES

Looking for a flexible, compact and lightweight crane to handle the fishing nets and hoses on live fish carriers? PALFINGER MARINE's **knuckle boom crane** has a large operational radius and can be moved into a compact position when not in use.



## OPERATIONAL SUPPORT & SERVICE WORK

Do you attach great importance to the reliability and durability of the cranes installed on your vessels? Thanks to a high level of standardization and a design that withstands even the toughest conditions, PALFINGER MARINE **cranes** require very little maintenance. In addition, customers have access to local service stations in the world's largest and most important fish farming areas.

# WIND

WIND FARMS | WIND FARM  
SUPPORT VESSELS | CREW  
TRANSFER BOATS





© Ørsted

PALFINGER  
MARINE offers  
customized lifting  
and handling  
solutions  
especially for the  
wind industry.



# A SKY FULL OF SOLUTIONS FOR THE WIND INDUSTRY

Are you in the wind industry looking for products that are both user-friendly and functional, requiring very little maintenance? PALFINGER MARINE has been supplying the wind industry with customized solutions for many years, among them: wind cranes for nacelles, platforms and substations, as well as lifesaving equipment, winches, and handling equipment. Made of high-quality materials and components, they help you solve the diverse challenges of the wind industry.







## IN NEED OF A SOLUTION FOR ...

### WIND FARM SUPPORT & SERVICE

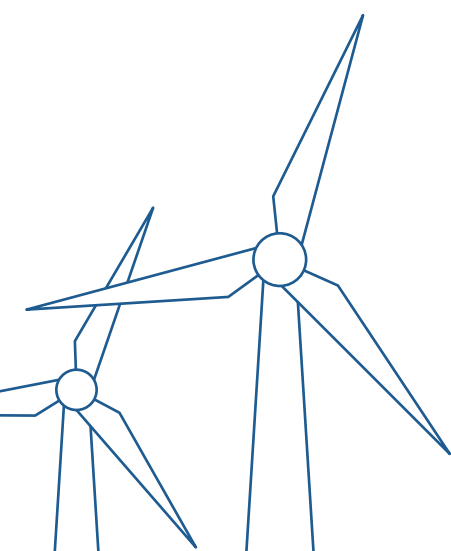
Would you like to equip your wind farm support & service vessels with new deck equipment? PALFINGER MARINE has the right solution for you, regardless of the size of your vessel. The equipment – ranging from small **marine cranes and lifesaving packages to winches and bigger offshore cranes** – can be supplied in accordance with all applicable rules and regulations.

### THE LIMITED SPACE ON NACELLES

The lack of space on nacelles is an issue for you? PALFINGER MARINE **nacelle cranes** offer maximum maneuverability, even in areas where space is limited. They allow materials to be lifted safely and quickly from the platform to the nacelle or between the heli-deck and nacelle.

### SAFE & FAST MATERIAL HANDLING

Lifting materials quickly and safely to and from offshore wind platforms is important to you? PALFINGER MARINE **platform cranes** come with a special surface coating that protects them against corrosion. Our **substation cranes** – with their exceptionally long lifting arm – are designed to load and unload heavy equipment, materials and tools.



# MERCHANT | CARGO

MERCHANT VESSELS | BULK,  
TANKER AND CARGO VESSELS |  
CARRIER VESSELS





*PALFINGER  
MARINE is  
offering high  
quality products  
for the merchant  
and cargo  
segment.*



# LOADS OF SOLUTIONS FOR THE MERCHANT & CARGO SEGMENT

Do you want to equip your merchant and service vessels with high-quality equipment ranging from life and rescue boats to davits, fenders, and marine cranes? PALFINGER MARINE offers a diverse product portfolio for merchant and cargo vessels like tankers, bulkers, container ships and RORO vessels. Extensive experience and an excellent customer base around the world ensure our success in this segment.

## IN NEED OF A SOLUTION FOR ...

### SUPPLIER & SERVICE VESSELS

Are you looking for **deck equipment, handling solutions and lifesaving appliances** designed to withstand rough offshore conditions? PALFINGER MARINE has extensive experience in developing products that meet the specific requirements for service vessels and workboats.



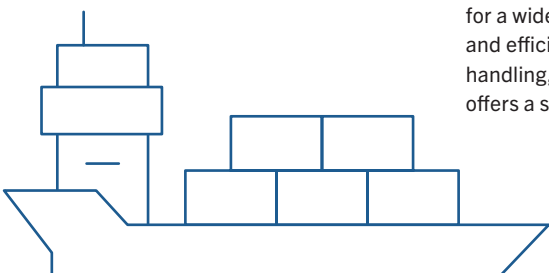


## SAFE SHIP-TO-SHIP OPERATIONS

Do you need fenders to protect ships and quays from the possible damage that might occur during mooring operations – either ship-to-ship or ship-to-quay? PALFINGER MARINE supplies first-class **pneumatic fenders** for a wide range of vessels. For safe and efficient fender storage and handling, PALFINGER MARINE also offers a special **fender davit system**.

## COLD-CLIMATE CONDITIONS

Having trouble finding equipment that complies with the Polar Code rules and guidelines? PALFINGER MARINE has received excellent feedback on a range of products designed for cold-climate conditions in arctic areas. Our employees help customers select the best possible combination of equipment, creating “polar packages” that meet all applicable regulations.



# SERVICE

RELIABLE SERVICE – AROUND THE  
CLOCK, AROUND THE GLOBE





*PALFINGER  
MARINE has  
acquired and built  
up an impressive  
portfolio of brand  
names along  
the way.*







## OUR SERVICE PORTFOLIO

As a leading manufacturer of innovative and reliable deck equipment and lifesaving appliances with an impressive global portfolio of 25+ brands, PALFINGER MARINE is committed to flexible and efficient service solutions.

Operating in all major segments:

**Offshore | Oil and Gas, Passengers | Cruise, Governmental, Aquaculture, Wind and Merchant | Cargo** – the company owns a network of

27 sales and service hubs all over the world.

This ensures fast and professional on-site support for customers in the maritime industry.

INSPECTION AND  
MAINTENANCE



SPARE PARTS AND  
REPAIR



REFURBISHMENT AND  
UPGRADES



HOOK  
REPLACEMENT



AGREEMENTS



TRAINING



INDUSTRIAL  
SERVICES |  
ROPE ACCESS

# GLOBAL SERVICE NETWORK

PALFINGER MARINE is a reliable and professional partner in every situation, from telephone assistance to on-time delivery and instant on-site support. A global network of specially trained engineers and experts with extensive know-how and experience provides comprehensive, customized and reliable service solutions to customers worldwide.





# PALFINGER WORLDWIDE

HQ SALZBURG, AUSTRIA
 SALES AND SERVICE LOCATIONS
 ASSEMBLY AND PRODUCTION SITES



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