Dear Readers:

The new fiscal year got off to an exciting start, because since the beginning of this year, we have once again become active in the area of snowmaking systems. This is thanks to the share in the South Tyrolean snowmaking company Demac, which we have jointly acquired the Swedish company Lenko together with its subsidiaries. Lenko is active throughout the world in the area of snowmaking systems.

There was also gratifying news to report from the fiscal year that finished: for the first time in the company’s history, record revenues of €700 million were achieved, €19 million were invested in research and development, outlays for investment amounted to €20 million, and the number of employees worldwide climbed to 2,500. The company can now rely upon 70 subsidiaries throughout the world, nearly a hundred sales and service centers, and eight production sites in Italy, France, Austria, China, India, Canada, the USA, and Slovakia.

These figures were presented to the employees for the first time within the framework of the traditional Year-End Results Celebration at the production halls in Sterzing, Italy. Standing at the forefront, however, are forthcoming developments and projects that await us in the coming year. Thus this year, as well, we are once again looking forward to new challenges, especially in our core markets: the cableway industry, the area of snow groomers as well as track-driven vehicles and utility vehicles, and of course the area of wind energy. Demac is a dynamic company with twenty years of experience in the field of snowmaking. Its headquarters are located in the skiing Mecca of Val Gardena in South Tyrol, Italy. Demac’s product range includes both snow lances and fan-type snow guns. All of the components needed for the snowmakers as well as the electrical cabinet and the software needed to operate and monitor the equipment are developed in-house. This makes it possible for Demac to offer efficient and cost-effective all-in-one solutions tailored to the individual needs of its customers. Demac provided outstanding proof of its ability to deliver comprehensive solutions at the 2003 World Ski Championships in St. Moritz, where it was the official supplier for all of the event’s snowmaking needs.

Lenko was founded in Östersund, Sweden, in 1965. In the late 1970s, it began to develop snowmakers. Their first model was launched in 1983, and since then nearly 10,000 snowmakers have been produced and delivered to locations around the world. Lenko is headquartered in Östersund and has a network of branch offices in Europe, North and South America, Asia, and Australia. Its snowmaking systems have become well established on the world market, and Lenko ranks as a leading producer of fan-type snow guns. Most recently, it was awarded the prestigious large-scale order as the supplier of snowmaking equipment to the 2010 World Ski Championships in Garmisch, Germany.

In January 2011, our group acquired an interest in the South Tyrolean snowmaking company Demac, and with it we together have now taken over 100% of the Swedish snowmaking specialist Lenko, including its subsidiaries in Austria, Italy, the USA, and Canada. Our group was involved in the field of snowmaking technology as early as the 1980s and 1990s. Re-entering this highly specialized market now makes it possible for us to offer customers one-stop shopping for the entire range of winter technologies and to deliver even more efficient all-around service. With the world’s leading companies in their fields at our side, we are taking on a new and exciting challenge.

For Demac and Lenko, this partnership with a globally oriented group means access to international locations and broad technological expertise. We also see an economic dimension to this partnership, as it forms an outstanding springboard for the promotion and development of innovative products and solutions in the field of winter technology that will enable the Group to secure further market advantage in the future.

Demac and Lenko Have Joined the Group
In 2010, there were a number of prestigious follow-up orders in the home market of Italy which demonstrated the confidence customers have in our performance.

In the South Tyrol ski stronghold of the Kronplatz, the second 10-passenger gondola lift has now been built. With its 10-passenger cabins featuring heated seats, the new "Gipfelbahn" transports up to 4,000 passengers per hour. The Plose ski area has also put its trust in the technology from Leitner once again with an order for the "Rossalm" 6-seater canopy chairlift, which is replacing a 3-seater chairlift.

In addition, two chairlifts were realized in La Villa in 2010: the short 200-meter "La Rüa" chairlift, which acts as a return conveyance from the "La Villa" slope to the valley terminal and provides access to the "Piz La Villa" bicable circulating gondola lift (also built by Leitner), and the "Pre Ciablum" 4-seater chairlift, which connects Arlara and La Villa. The up-and-coming "Carosello Ski Folgaria" in the province of Trento can now boast of six Leitner chairlifts, three of which are new 4-seat chairlifts added in 2010. With the two "Termental" and "Monte Pioverna" chairlifts, the drive and tension stations were set up in the bottom stations, while for the first time in Italy, the two top stations were realized as "compact" terminals. This resulted in lower costs, and the structures fit discreetly into the landscape. In addition, the "Tulot" 8-passenger gondola lift was realized at the Pinzolo ski area in the province of Trento. In Livigno in the province of Sondrio, work began on the construction of the "Cassana" 8-passenger gondola lift in late October, and it was possible to begin operation after only three months of construction time, at the end of January.

High Customer Loyalty in Italy

Prestigious Orders in the Northern Regions

In addition, two chairlifts were real-
The world’s most famous urban cableway now shines with new splendor. Built in 1976, the Roosevelt Island Tramway grew to be a favorite of New Yorkers. It links Manhattan with Roosevelt Island in the East River. The island has been home to such illustrious figures as former UN Secretary General Kofi Annan and actress Sarah Jessica Parker of "Sex and the City" fame. After over thirty years of operation, an overall refurbishment of the system was necessary. RIOC gave the contract to the Leitner group. The new cableway is a gem to behold, and it also has a distinctive technical feature: with its two large cabins, the Roosevelt Island Tramway looks at first glance like a jig-back tramway, but it isn’t. In the interest of satisfying the needs of modern urban mobility to the fullest, the two cabins can be moved completely independently of one another. This allows perfect adaptation to passenger flows. To maximize the availability of the system, each of the two drive systems serves as a backup drive for the other cableway.

Electrical features

Length 960 m.
Vertical rise 70 m.
Operation speed 8 m./sec – approx. 30 km./hour (19 mph)
Travel time approx. 3 min.
Cabins 2, with 110 passengers each
Maximum capacity 1,500 passengers per hour

New York City Pleased with New "Roosevelt Island Tramway"
Spider-Man Would Be Amazed

The legendary tramway became famous internationally through feature films such as "Nighthawks" with Sylvester Stallone, "Léon" with Jean Reno, and "Spider-Man" with Tobey Maguire.
The Romanian government is going to great lengths to increase the tourist appeal of the country over the long term. Leitner is energetically supporting these government programs with the processes of master planning and system planning. Together with its Romanian partner, Leitner was awarded the contract for several new turnkey systems in the southern and western Carpathians. A total of five systems were completed there during the 2010 fiscal year: the "Vulcan" 8-passenger gondola lift, the two "Sinaia" and "Vartop" 4-seater canopy chairlifts, and two ski lifts. Since its opening attended by the Romanian minister of tourism, the "Vulcan" cable car, which is over 3 km. long and has a capacity of 1,800 passengers per hour, has been providing access to a fabulously beautiful nearby recreation area. Elsewhere, alpine skiing fans are thrilled with the modern new systems at the Sinaia ski center in high alpine terrain and at the ski resort near Vartop.

There are numerous prospects in 2011 for follow-up orders. In December 2010, Leitner, in cooperation with its Romanian design partner, was awarded the contract for an exclusive resort with the catchy name "Star Trek Voinessa". The project comprises an 8-passenger gondola lift in two sections, a 4-seater chairlift, and two ski lifts, including the design of the slopes, snowmaking facilities, and all the infrastructure buildings.

In Rasnov, in the Romanian region of Transylvania, a modern ski jump center is being built according to FIS guidelines. Access to the jump area will be provided by a 2-seat chairlift from Leitner.

Within the framework of the government "Ski the Carpathians" program, which has already led to several prestigious orders for Leitner in the past, two new 8-passenger gondola lifts will be built, the "Rarau 1" and "Lupeni". In Iasi, a new 4-seat chairlift will connect a parking area with a recreational center beginning in 2011.

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Incepted in 1997, the Genting Skyway cable car in Genting Highlands has run an impressive total of 79,325 operating hours after 14 solid years. With a maximum speed capacity of 21.6 kilometre per hour (6 metres per second), the Genting Skyway is lauded the World’s Fastest Mono Cable Car System. The Longest Cable Car in Malaysia and Southeast Asia, it has transported 80 million passengers to date. Recently, Leitner was assigned the job of equipping the facility with a modern system, entailing several objectives that posed technical challenges.

First, it was necessary to strictly adhere to a predetermined period of work from September 13, 2010, to November 20, 2010. Second, the biggest challenge was probably laying the sensitive skyway cables for the selective safety circuit and the data transmission across the entire line. The whole route is 3,576 meters long and runs almost entirely over dense jungle, making it impossible to work on the ground. But as a result of the professional planning of the job in advance at the headquarters in Sterzing and the timely implementation by the installation team, all of the difficulties were successfully overcome. On top of this, the cables and peripheral electronic components at the terminals and on the pylons were replaced with newer equipment. The new electronic control system was put into operation by Leitner service technicians. The safety of the system and the availability of replacement parts and service were thus improved by an enormous margin. The system has been up and running again since November 21.

### Technical features

- **Bottom station**: 3,358 m.
- **Top station**: 4,516 m.
- **Length**: 2,883 m.
- **Maximum capacity**: 1,200 passengers per hour
- **Power of main drive**: 705 kW
- **Cable diameter**: 52 mm

### Electrical start-up team

Francesco Zampeolri (R.A.E.L.), Yuvaraja Subramaniam (Executive Skyway Technical), Thomas Braunhofer and Andrea Parigi (Leitner AG)
The construction work on the “Miocali” 10-passenger gondola lift in Cali is moving forward quickly, and the cableway should be open by the end of the year. Santiago de Cali is the capital of the Colombian province of Departamento Valle del Cauca, and with a population of more than 2 million, it is the third-largest city in the country. Both the mayor of Cali, Jorge Ivan Ospina, and the president of “Metrocali” public transportation services, Rodrigo Salazar, were present for the public celebration at the laying of the cornerstone on November 10, 2010. This means of transportation with a promising future will connect directly with the “Miocali” network, and in the future, with its transport capacity of 3,000 passengers per hour, it will carry 22,000 people per day on its route of two kilometers. In Cali, several gondola lifts of Leitner already wind their way through densely populated big cities, such as the ten-passenger gondola lift that was realized last year in Manizales and the three gondola lifts that were previously built in Medellin.

The countries of the Near East, first and foremost Turkey, are becoming an ever more important market for Leitner – both for winter sports and urban transportation. After the eight-passenger gondola lift was constructed in record time in Bergama, Leitner scored another success with a unique transportation concept in the metropolis of Gaziantep in Southeastern Turkey. The “Gaziantep” eight-passenger gondola lift extends through the middle of the gently hilly, modern residential and business district of Sahinbey. By means of elegant pylons, it spans a magnificent nature park in the city center, making it possible to take an emissions-free panorama trip from one end of the park to the other. From the city into the mountains: Erzurum in the Anatolian hinterlands was chosen as the venue for the 2011 Universiade, the winter sports games for university students. By the beginning of the event in late January 2011, a complete ski resort had to be built, including several new lifts and ski slopes. Leitner won the bid for four efficient 4-seater chairlifts, all of which were opened within their deadlines. Another 4-seater chairlift went to the Ilgaz Mountain Resort in Northern Turkey.

In the countries of Georgia and Armenia that border Turkey, two fixed-grip 4-seater chairlifts were assembled during the reporting year. The year 2011 holds new challenges. In the picturesque city of Ordu on the Black Sea coast, the urban means of local transport will be enriched by an 8-passenger gondola lift starting in the summer of 2011. The bottom station lies directly on the beach, the top station is in the district of Boztepe located some 300 m. higher up. The cableway is technically interesting as a result of its long span length of 900 meters. Its amorphous station buildings are visually alluring. Two additional gondola lifts are planned for Izmir and Antakya, while a 4-seater chairlift will be built for the ski resort expansion in Kayseri.

The O.I.T.A.F. (International Organization for Transportation by Rope) is organizing the tenth O.I.T.A.F. Congress for Transportation by Rope in mid-October 2011 in Rio de Janeiro with the title “Cableways: Safe, Environmentally Friendly with Success into the Future”. The presentations have been divided into four sessions and emphasize the great significance of cableways in the following areas:

- Rope Driven Transportation in Urban Settlements
- Transportation by Rope and Tourism
- Sustainability of Transportation by Rope, Environmental and Social Aspects, Economic Efficiency
- Technology and Safety

In Brasil 24-27 October
OITAF 2011

You are about to gain a privileged view of the market and, particularly, of Rio de Janeiro.
Grand Openings

11.01.2010: (f.l.) Wilfried Schauwecker, CEO Manfred Wieser, President of Tirol province Günther Plattner and Johannes Kötz


04.02.2011: Mayor Vulcan Gheorghe Ile and Minister of economy and tourism Elena Gabriela Udrea

04.02.2010: (f.l.) Pres. Samso Gaston Maulin, Denis Ribot, Minister of transport Thierry Mariani, Mayor of St. Sorlin D’arves Robert Balmain, Michel Bouvard and Pierre Marie Charvoz

18.12.2010: (f.l.) Martin Leitner with CEO Dr. Josef Burger and Mayor Dr. Klaus Winkler

18.12.2010: (f.l.) Vice-pres. Wilfried Hainzlauer, Rudolf Göstl, Michael Tanzer, Mayor Peter Nindl and Martin Leitner

After Prinoth made a Beast available for testing free of charge to the Alpenarena Hochhäderich in Vorarlberg, Austria for a week in early January, the decision to purchase came quickly. After the test week, Norbert Steurer, CEO of Steurer GmbH and operator of the Alpenarena Hochhäderich ski area, was so taken with the enormous vehicle and grooming performance that he purchased the colossus immediately. “The Beast may have a steep price, but that is justified by the great possibilities for savings, so it is really secondary,” Steurer emphasized. Up to now, the slopes of the ski area were groomed with a Leitwolf with winch and three snow groomers of the LH 500 type (built from 1993 to 1996). Since the three LH 500s are now getting on in years, the purchase of a snow groomer was already in the cards. Steurer was pleased: “During this test week, it turned out that the entire ski area could be groomed with the Beast and the Leitwolf with winch in the same time as it used to take for four vehicles all together.” The cost savings are enormous. “With the acquisition of the Beast, we could cut our fleet in half and thus considerably reduce both personnel costs, and service and repair expenses.”

Specially qualified because of its large working surface and low pressure on the ground, the Beast is very protective of the soil even with a thin snow cover, which is very important for Steurer since the entire slope area is used in the summer as a pasture. And for Steurer, another criterion for the decision to purchase was the availability of replacement parts, which is ensured by the central warehouse in Telfs, Austria. “In an emergency, I can even pick up replacement parts there myself on short notice.”

The efficiency of the high-performance giant is undisputed. “It is specifically mid-sized ski areas with three to five snow groomers that are best suited to switch over to grooming with the Beast,” said Steurer, speaking from experience. “Since the cost savings there are most obvious and as a rule, it is precisely these ski areas that have to very much pay attention to profitability in order to be able to survive.”

The Beast was especially well received by the hotel guests of the Almhotel Hochhäderich, which is located directly on the ski run. And the children were particularly impressed by the dimensions of this snow groomer and were very pleased to get to ride along on a couple of trips as co-pilots. The heart of the Husky is a 176 horsepower Mercedes diesel engine that is environmentally friendly and low noise. Its name did not just appear by chance. Specially qualified because of its large working surface and low pressure on the ground, the Beast is very protective of the soil even with a thin snow cover, which is very important for Steurer since the entire slope area is used in the summer as a pasture. And for Steurer, another criterion for the decision to purchase was the availability of replacement parts, which is ensured by the central warehouse in Telfs, Austria. “In an emergency, I can even pick up replacement parts there myself on short notice.”

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Through the acquisition of a 51% stake in AHWI Maschinenbau GmbH, Prinoth has rounded off its product range and entered the field of renewable energy. AHWI develops innovative machines and solutions for the sustainable, economically efficient processing of productive land used in forestry and agriculture. Since the Beaver forestry mulcher has established itself among customers as a favorite mulching vehicle, Prinoth has now expanded its offering with the AHWI products RT200, RT400, and the Harvester, thus offering mulching equipment in higher vehicle classes with more horsepower. In addition, Prinoth is now entering into a completely new area of application, namely, that of renewable energy. With the AHWI Harvester, wood chips can be collected on the track-driven tractor in one production step, transported by means of the transport vehicle to the biomass power station, and immediately transformed into energy. Thus AHWI, located in the German town of Herdwangen near Lake Constance, forges the link between ecology and technology, providing customers with integrated application concepts. Just at the beginning of April, AHWI dedicated a pilot project along with the German cement company Schwenk Zement in Namibia, with the German Minister of Economic Cooperation and Development in attendance. The energy supply of the entire cement plant with biomass will be ensured in an ecologically sustainable and environmentally friendly manner by twelve AHWI Harvesters.

Furthermore, the cooperation also brings along with it the exploitation of the most varied of synergies, from construction to purchasing and sales to production, with the possibility for additional overall, efficient use of core competencies for other business activities within the Prinoth group of companies. We are very pleased to be able to welcome the AHWI employees to Prinoth and, in so doing, to be able to rely upon the experience and know-how of the “Eco-Engineering Experts”.

Whether it’s forest, mud, gravel, or snow. They keep on moving, clearing their path. In any season. In any weather. On any terrain. No slope is too steep for them. No load is too heavy. No task is too difficult. In order for interested potential customers of the tracked utility vehicles not only to examine them, but also to be able to test them themselves, PRINOTH is starting a Demo Tour of a very special kind in mid-April. The tour goes through Bulgaria and Romania, where all those interested will have the possibility for a whole week in each country to try out the vehicles live on site and under conditions very similar to actual practice, in so doing convincing themselves of the abilities of the useful all-rounders. Three vehicles from PRINOTH’s range of tracked utility vehicles will be presented. The Go-Tract 1600 is ideally suited for the transport of heavy equipment over rough terrain. Its low pressure on the ground and high pulling performance make it quite the piece of work equipment. The agile Beaver forestry mulcher, on the other hand, proves its abilities with forest clearing, vegetation control, and the construction of paths. It mulches trees and shrubs on site, thus making the cutting down and hauling out of tree stumps unnecessary and saving time and money. Finally, the Trooper, is particularly suitable for the year-round transportation of people and light equipment over marshy underlayers and steep slopes. It is deployed in emergency situations and proves itself with routine inspection work when the ground conditions rule out the use of vehicles with rubber tires. In addition to the vehicle presentation, participants will also have the opportunity to carry out in-depth discussions with a team of experts about the tracked utility vehicles. A second Demo Tour has already been planned through Great Britain and Ireland.

PRINOTH - AHWI Cooperation
Use of Synergies at Every Level

Bulgaria and Romania
PRINOTH organizes a first Demo Tour
Lelystad is the name of the capital of the Dutch province of Flevoland, an hour’s drive northeast of Amsterdam. The research and development park was brought to life by the local public administration along with a Dutch research institute and the consulting company Ecofys. With its construction, the Netherlands is investing in the extension of wind power as one of the most important energy sources for the future. Leitwind will build and test two wind power prototypes of the new megawatt class in the new Lelystad research and innovation park. A special celebration for the laying of the cornerstone took place on February 7, 2011, attended by Cuno Tarfusser, judge at the International Court of Justice at The Hague, as well as various Dutch politicians, including the mayor of Lelystad, Margreet Horstenberg, with the Italian ambassador, Franco Giordano.

New is the increased power of the LTW101 3MW. Unique for this installation is the tower made out of precast concrete. Leitwind continues to relay on the Leitwind patented direct drive technology. Two of the proven 1.5 MW generators are connected in parallel and consequently generate 3.0 MW. The advantages are obvious: a proven, highly efficient system, as well as the well-known Leitwind redundancy. Above all, the new LTW101 achieves its optimal productivity even at low wind speeds.

For Leitwind General Manager Anton Seeber, the development of the new 3 MW wind power installation marks an other milestone in the company’s brief but established history. “Along with other manufacturers from all over Europe, we have the possibility in Lelystad to thoroughly test our new system,” said Seeber, at the festive opening of the Lelystad test park. “The research center in Lelystad makes flexible research and development possible for us. The authorizations in this test center do not refer to a specific type of system, such as height, capacity, or rotor size. That allows us to develop and test systems that will meet the market needs of tomorrow.” The new LTW101 is expected to go into serial production by the end of 2011. With its new 3 MW system, Leitwind is expanding its individual offering of wind turbines suit diverse weather and wind conditions. With the LTW101, the company joins the competition of the international market.

In the last two years, Leitwind has realized three large-scale projects in Croatia and Bulgaria. And it has done so with great success. Kavarna I and II are the names of the two wind parks in Bulgaria that were built in cooperation with one of the world’s largest cement manufacturers, Italcementi. Italcementi set itself the goal to cover its own great energy needs for cement production in Bulgaria with green energy. With these intentions, wind power turned out to be the best solution. Since their completion, the total of fourteen 1.5 MW wind power installations are producing green electricity in Kavarna. In mid-April 2011, the two windparks were officially inaugurated as part of a conference on the topic of renewable energy in the Bulgarian capital of Sofia (the title of the conference is “From the Idea to the Realization”). “For the first time, a system was equipped with rotor blades of our own production,” explained Leitwind General Manager Anton Seeber. “The wind turbines were all manufactured in Telfs. The same holds true for the total of seven wind turbines that we built in Croatia.”

Near the Croatian port city of Sibenik, seven wind power installations from Leitwind were connected to the grid in late March 2011. The LTW77 was built with a tower height of 80 meters. “This is the first time that Leitwind has set up its installations close to the coast,” announced a visibly proud Seeber. “At the site they were impressed by the technical know-how of the Leitwind team and by the level of commitment with which we approached the work.”

A commitment that has turned out to be worthwhile. Opening up these new markets isn’t always easy: bureaucratic hurdles and lack of infrastructure create new challenges. “Along those lines, the know-how and the reputation of the entire Leitner Group are a big plus for Leitwind,” said a pleased Seeber. “We are already negotiating about additional installations in Croatia and other Eastern European countries.”
While the company’s revenues for 2007 amounted to 7 million euros, by 2010 this figure had already grown to 137 million euros. Numerous new systems in India (a total of 38 wind power installations) and great interest in the European market (a total of 62 wind power installations), in particular in Italy, have led to the company’s rapid growth. With production sites in Telfs, Austria; Chennai, India; and Sterzing, Italy, reaction to market needs can be swift and flexible. The young team of engineers, developers, technicians, and numerous other motivated employees has grown from twenty to the current total of 503 members.

The highly successful LTW77 model has already been built a total of thirty-three times just in Italy. One hundred Leitwind wind turbines have already been installed worldwide. In 2010, with an annual technical availability averaging over 97%, 350,000 MWh of electricity were produced, which could supply approximately 100,000 households with green energy. Leitwind’s technology continues to be the basis for success: the existing product offering is being expanded with the new LTW86 (1.8 MW) and the new LTW101 3 MW. Leitwind is building a product line that provides a suitable model for all wind and weather conditions. This is a decisive step toward ensuring and continuing to expand our success.

250 Wind Turbines in 2011
Leitwind Continues on a Course of Success

2011 Brussels - European Wind Energy Event
Leitwind Presents Itself at EWEA

As the most important European institution in the wind energy sector, EWEA opened its doors to the public involved in the industry from March 14 to 17, 2011 in Brussels. With a total of 8,500 visitors, it has become an important meeting point, and it was possible to connect with numerous additional important contacts. Not only did the tradeshow with its approximately four hundred exhibitors offer the possibility of presenting oneself to an international audience, but also the conferences organized during the exhibition offered a great opportunity for technicians and engineers to expand their knowledge. Leitwind received a great deal of attention from the public and the industry, while the press also feted the company’s success.
Behind the success of our group stand people who want to get things moving. Resulting in both profit and a good conscience. In 2010, positive results were once again recorded, and revenues of more than 700 million euros were achieved. With satisfied employees who have been with the company for many years as the key to success. We would like to take this opportunity to give you our sincere, heartfelt thanks!