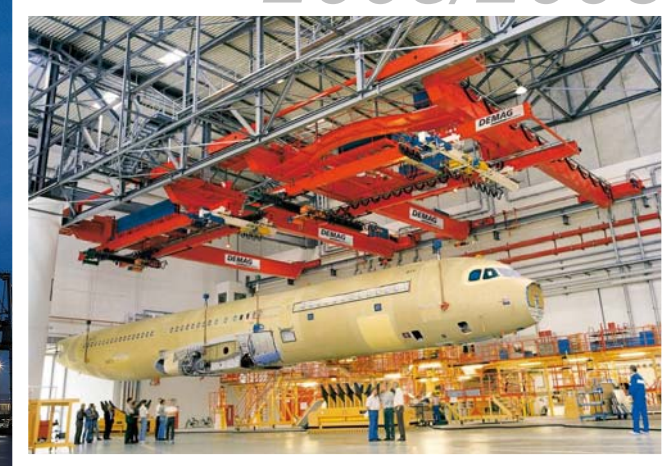


Analysts' Conference Demag Cranes AG

*Financial Year
2005/2006*



Agenda

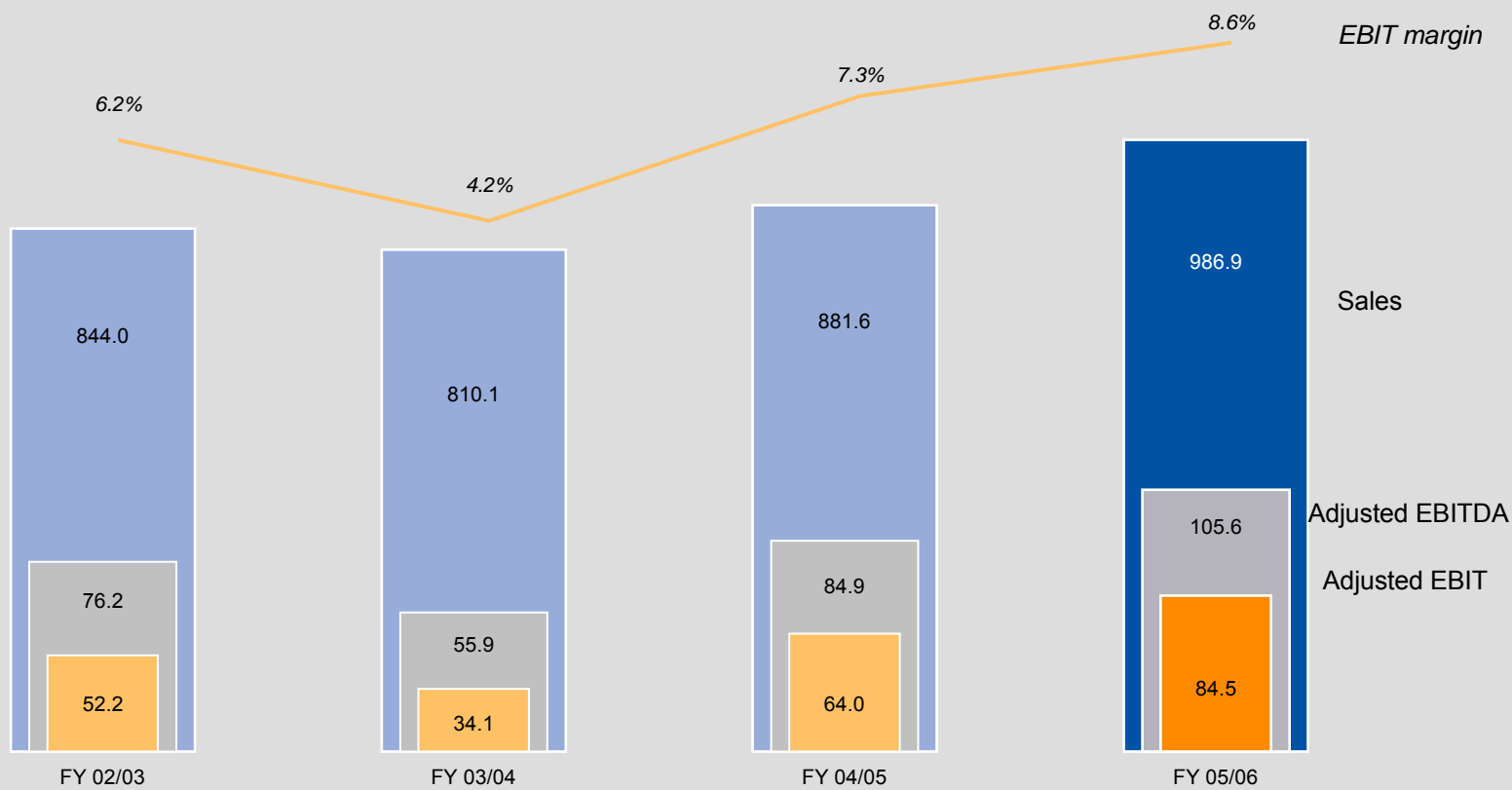
- Highlights and Group Overview: Harald J. Joos, CEO
- Financials: Dirk Kiessling, CFO
- Outlook: Harald J. Joos, CEO
- Q&A Session

Highlights

- All financial targets achieved
- Further reduction of net financial debt by 25.2 % to EUR 133.3 million; gearing reduced to roughly 71 %
- Proposal to pay a dividend of EUR 1.00; dividend yield 4.5 % (calculation based on IPO offer price)
- Continuing sound business environment
- Outlook 2006/2007: further growth in all segments

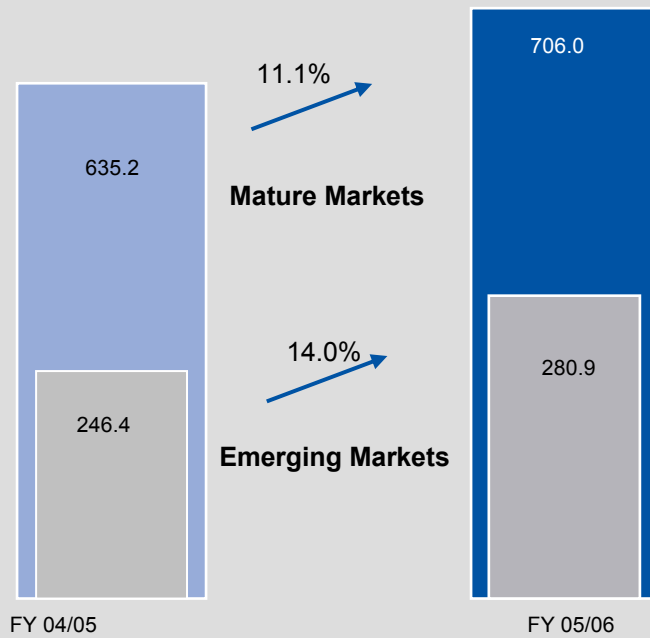
FY 2005/2006: Record Results

Sales, adjusted EBITDA, adjusted EBIT in EUR million, EBIT margin in percent

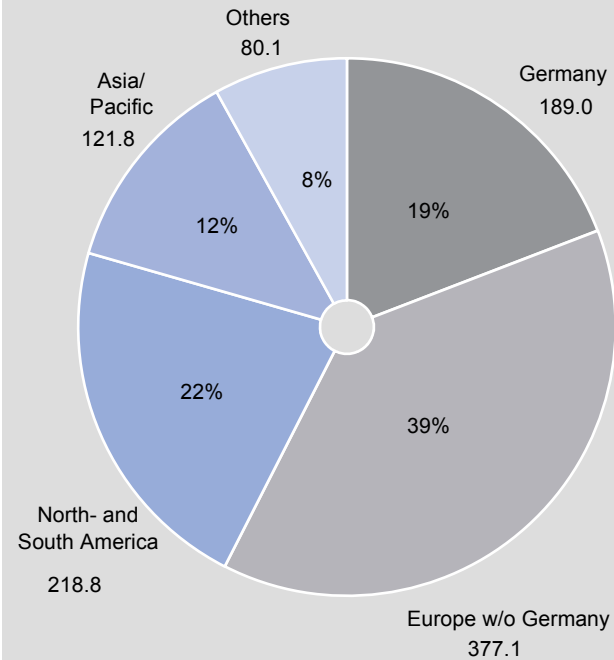


Dynamic Growth in Emerging Markets

Sales per market in EUR million



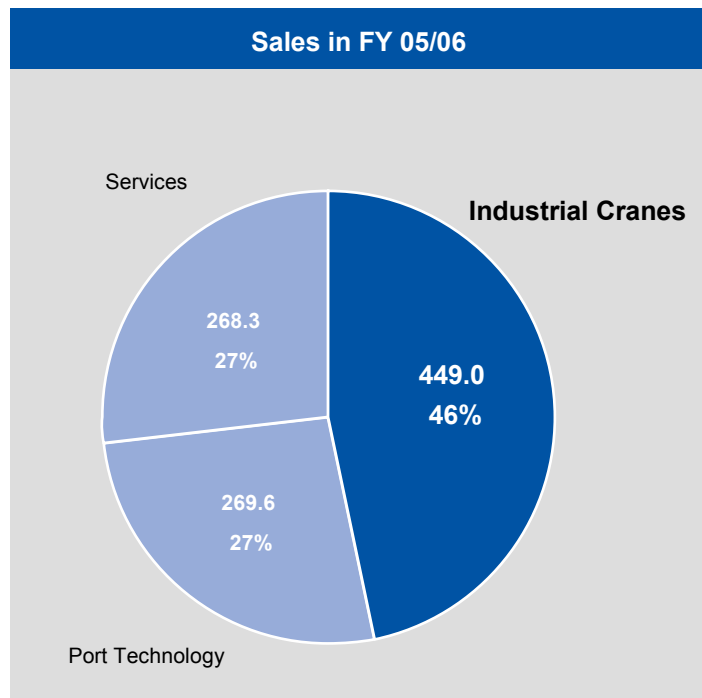
Sales per region in EUR million



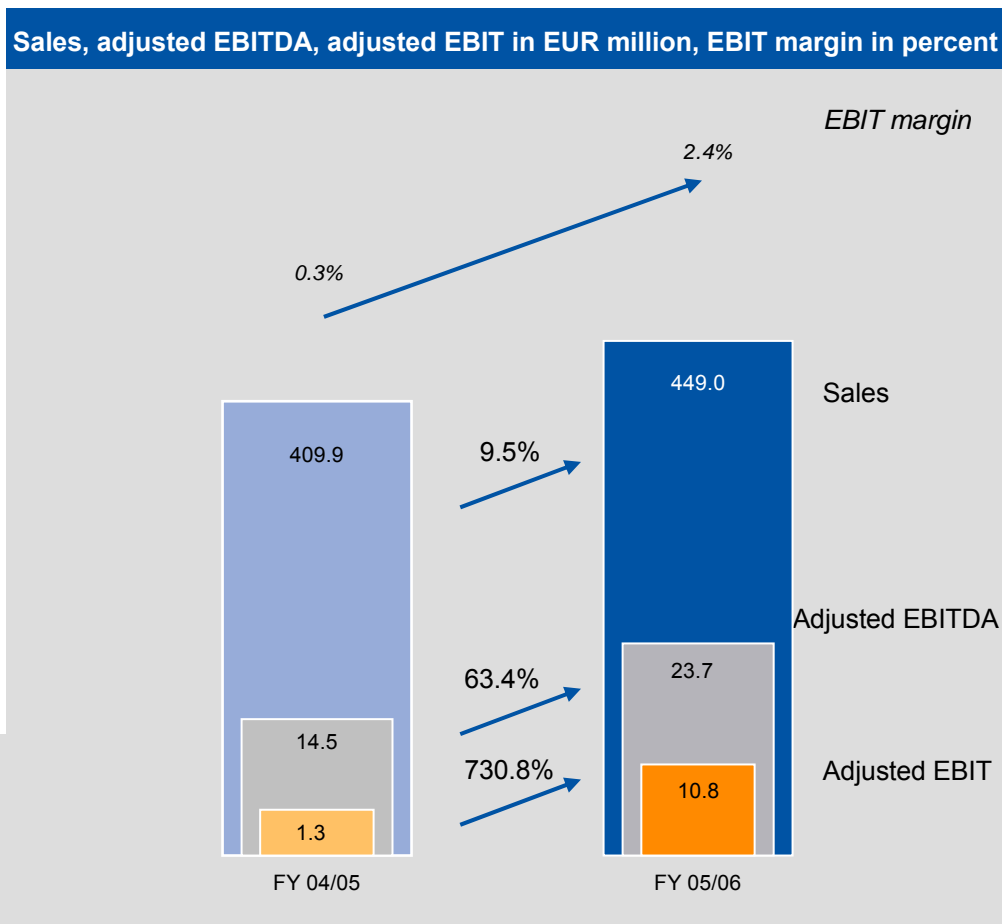
Industrial Cranes

Significant Improvement of Profitability

Sales in FY 05/06



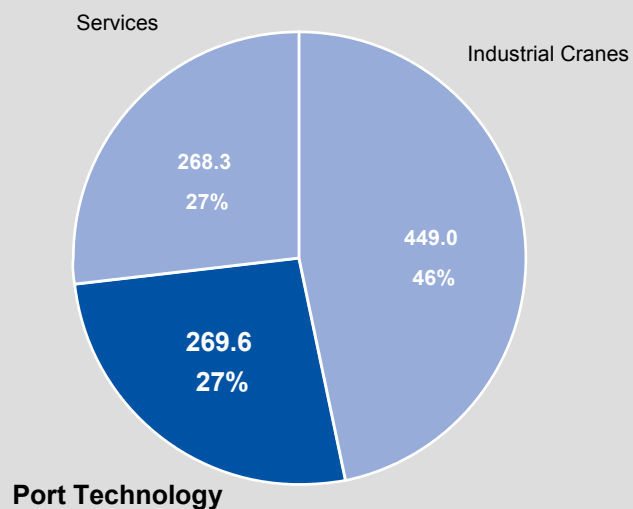
Sales, adjusted EBITDA, adjusted EBIT in EUR million, EBIT margin in percent



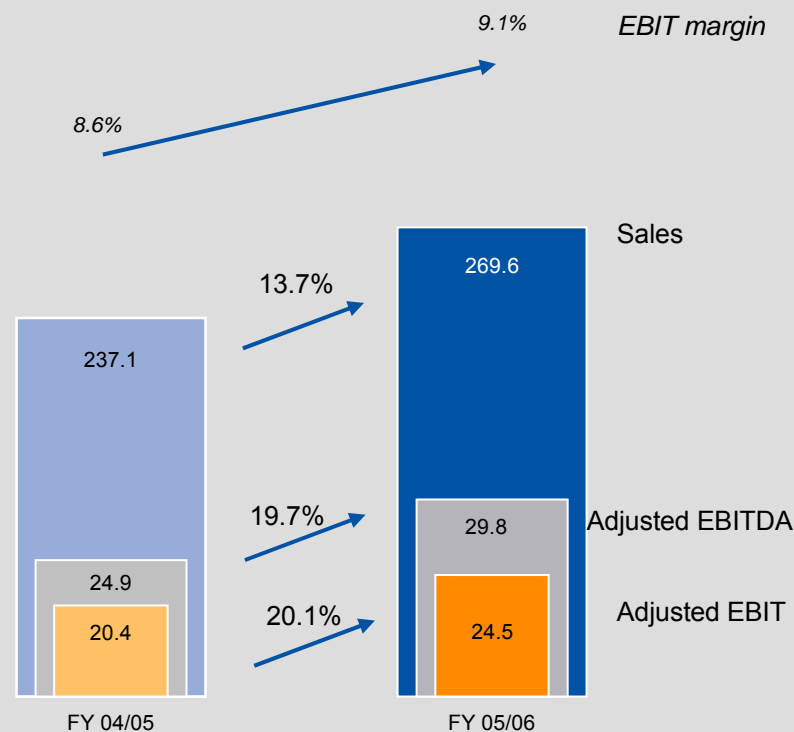
Port Technology

Highly Successful Product Strategy

Sales in FY 05/06



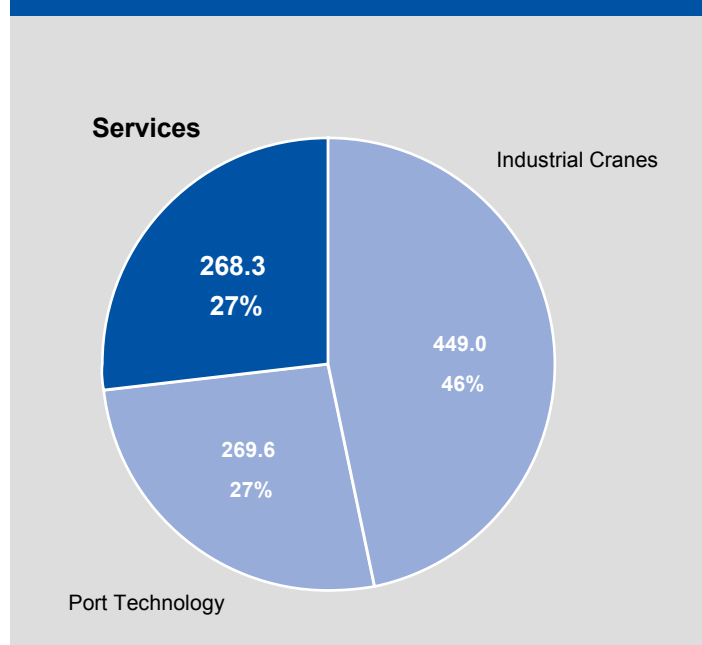
Sales, adjusted EBITDA, adjusted EBIT in EUR million, EBIT margin in percent



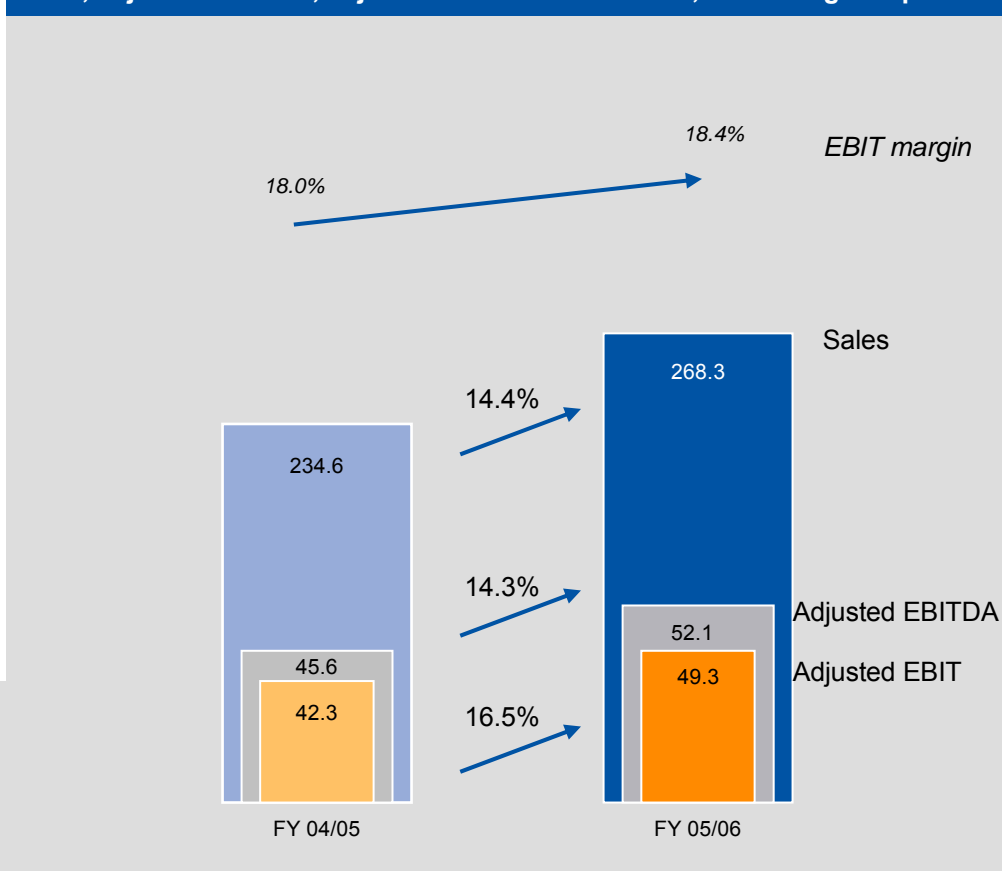
Services

Strong Expansion of Service Activities

Sales in FY 05/06



Sales, adjusted EBITDA, adjusted EBIT in EUR million, EBIT margin in percent



Financials

Financial Year
2005/2006



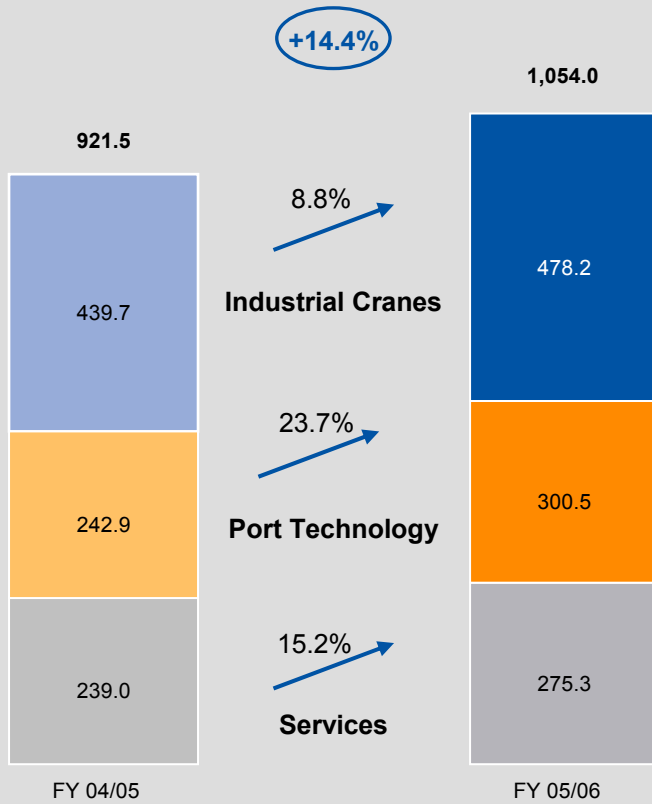
Remarkable Development of All Key Figures

Key figures in EUR million / in percent

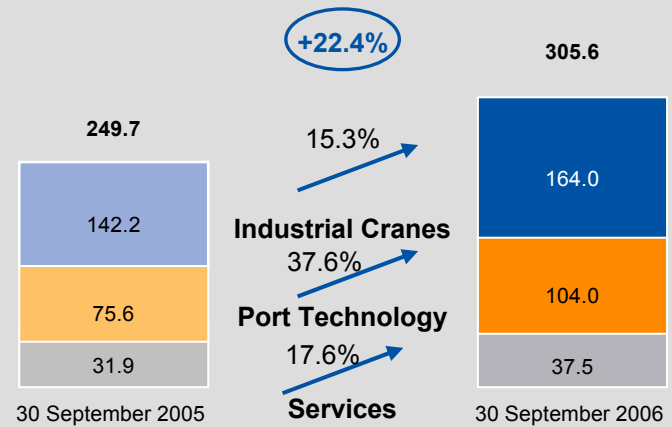
	FY 04/05	FY 05/06	Δ
Order intake	921.5	1,054.0	14.4%
Order book	249.7	305.6	22.4%
Sales	881.6	986.9	11.9%
Adjusted gross profit	242.1	278.7	15.1%
<i>in % of sales</i>	27.5%	28.2%	0.7 % pts
Adjusted EBITDA	84.9	105.6	24.4%
<i>in % of sales</i>	9.6%	10.7%	1.1 % pts
Adjusted EBIT	64.0	84.5	32.0%
<i>in % of sales</i>	7.3%	8.6%	1.3 % pts
EBIT	36.1	54.1	49.9%
Net income after taxes	0.5	22.1	4,320.0%

Strong Order Intake and Order Book

Order intake in EUR million / in percent

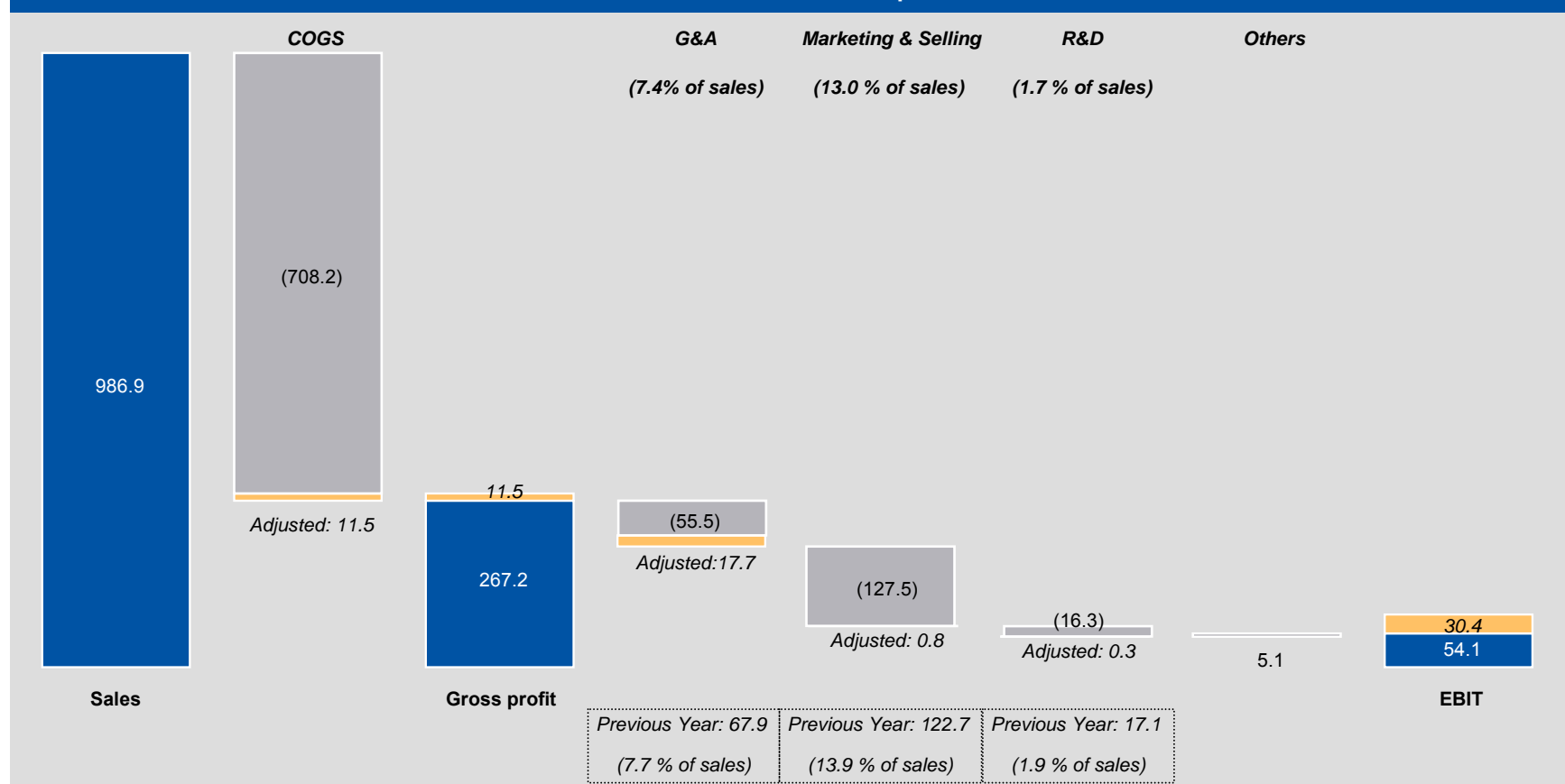


Order book in EUR million / in percent



Continued High Level of R&D and Focus on SG&A Optimisation

Functional costs in EUR million / in percent of sales



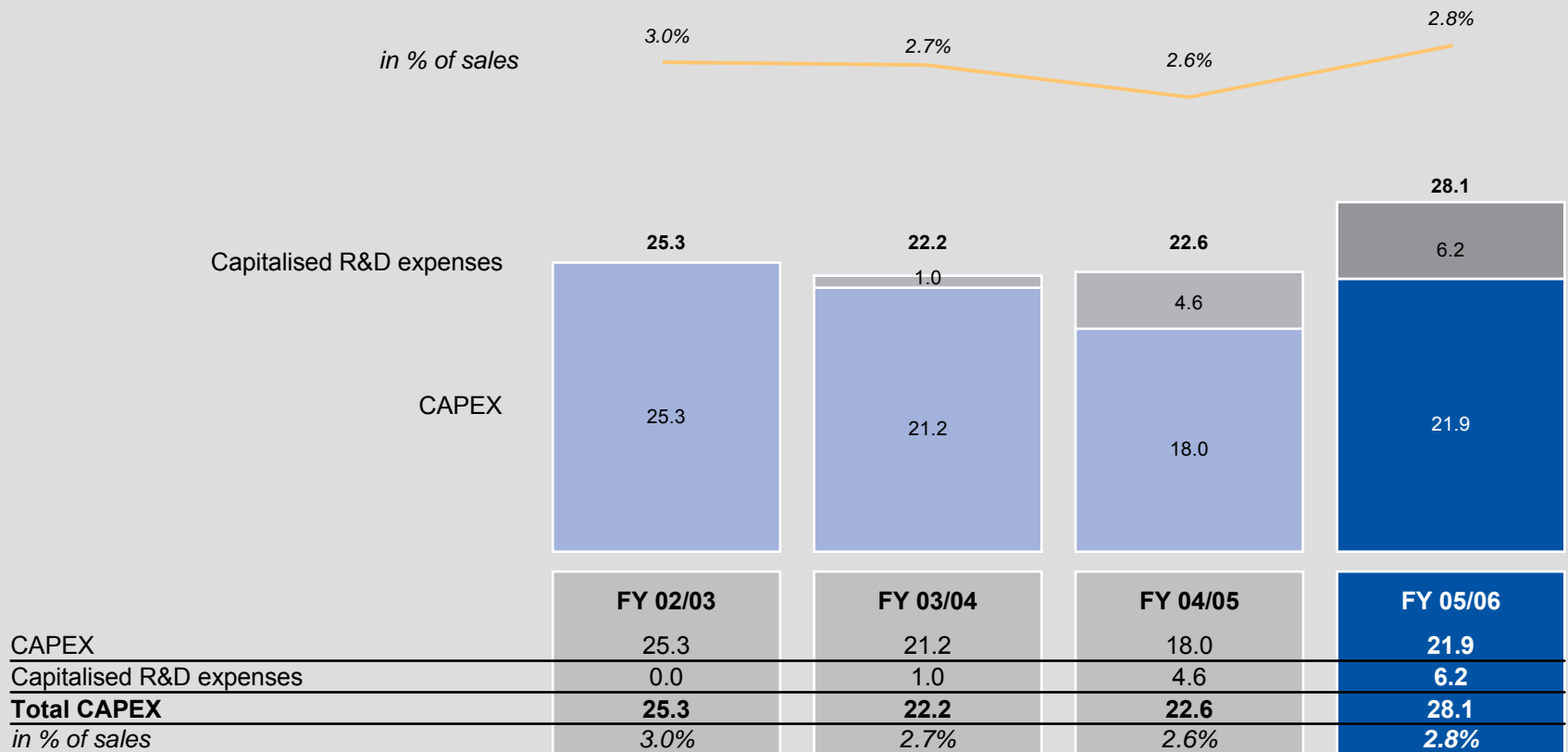
2005/2006 Results Influenced by One-Off Effects

Adjustments in EUR million

	FY 04/05	FY 05/06
EBIT	36.1	54.1
Effects from purchase accounting depreciation/amortisation	11.8	11.4
<i>IPO costs</i>	<i>0</i>	<i>12.4</i>
<i>Restructuring/consulting</i>	<i>13.8</i>	<i>1.2</i>
<i>Severance & redundancy costs</i>	<i>12.3</i>	<i>4.2</i>
<i>Profit from divestments</i>	<i>(2.7)</i>	<i>0.8</i>
<i>Other</i>	<i>(8.8)</i>	<i>(0.8)</i>
Total adjustments for one-off effects	14.6	17.8
Adjustments for holding charges	1.5	1.2
Adjusted EBIT	64.0	84.6

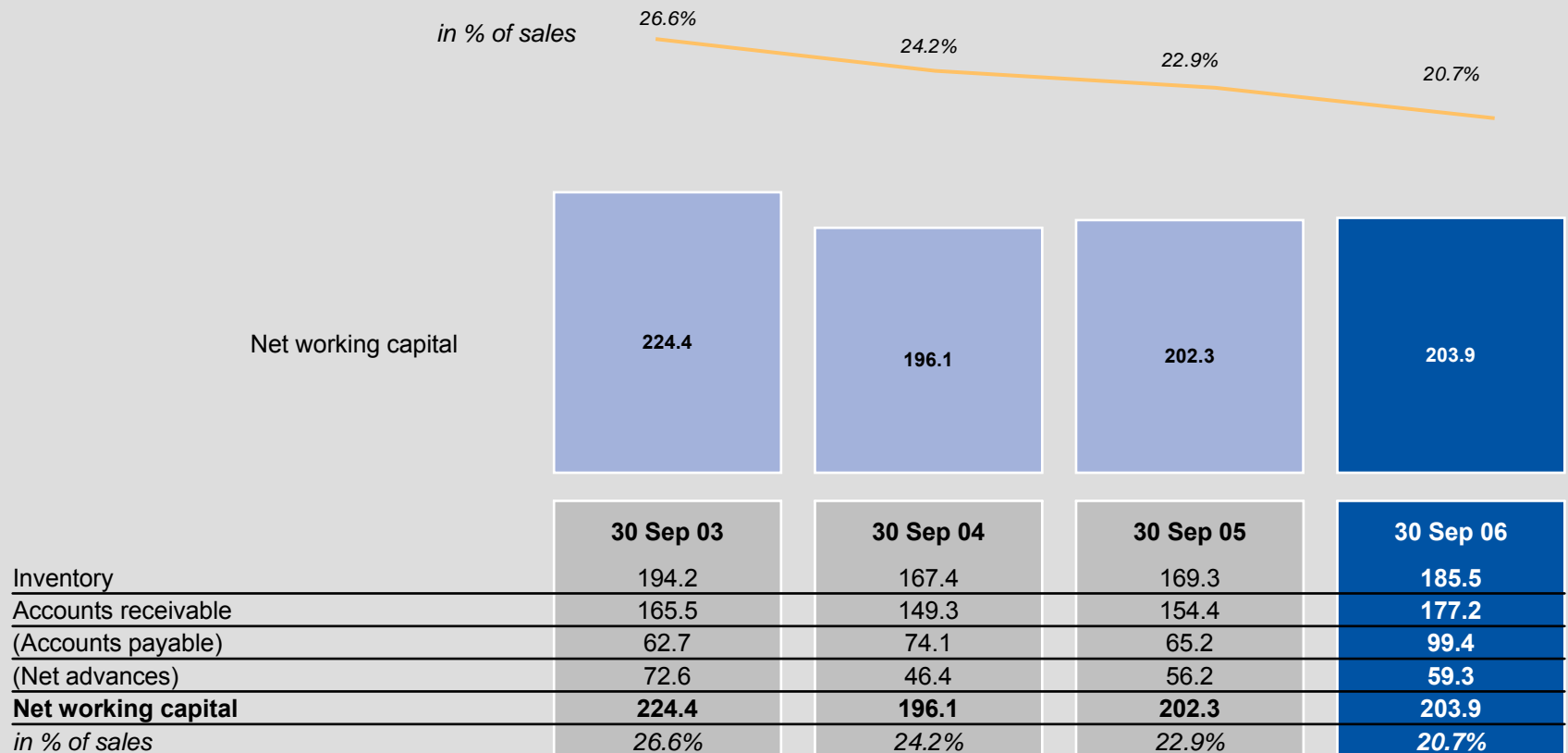
High Level of CAPEX for Future Organic Growth

CAPEX in EUR million / in percent of sales



Significant Reduction of Working Capital

Net working capital in EUR million / in percent of sales



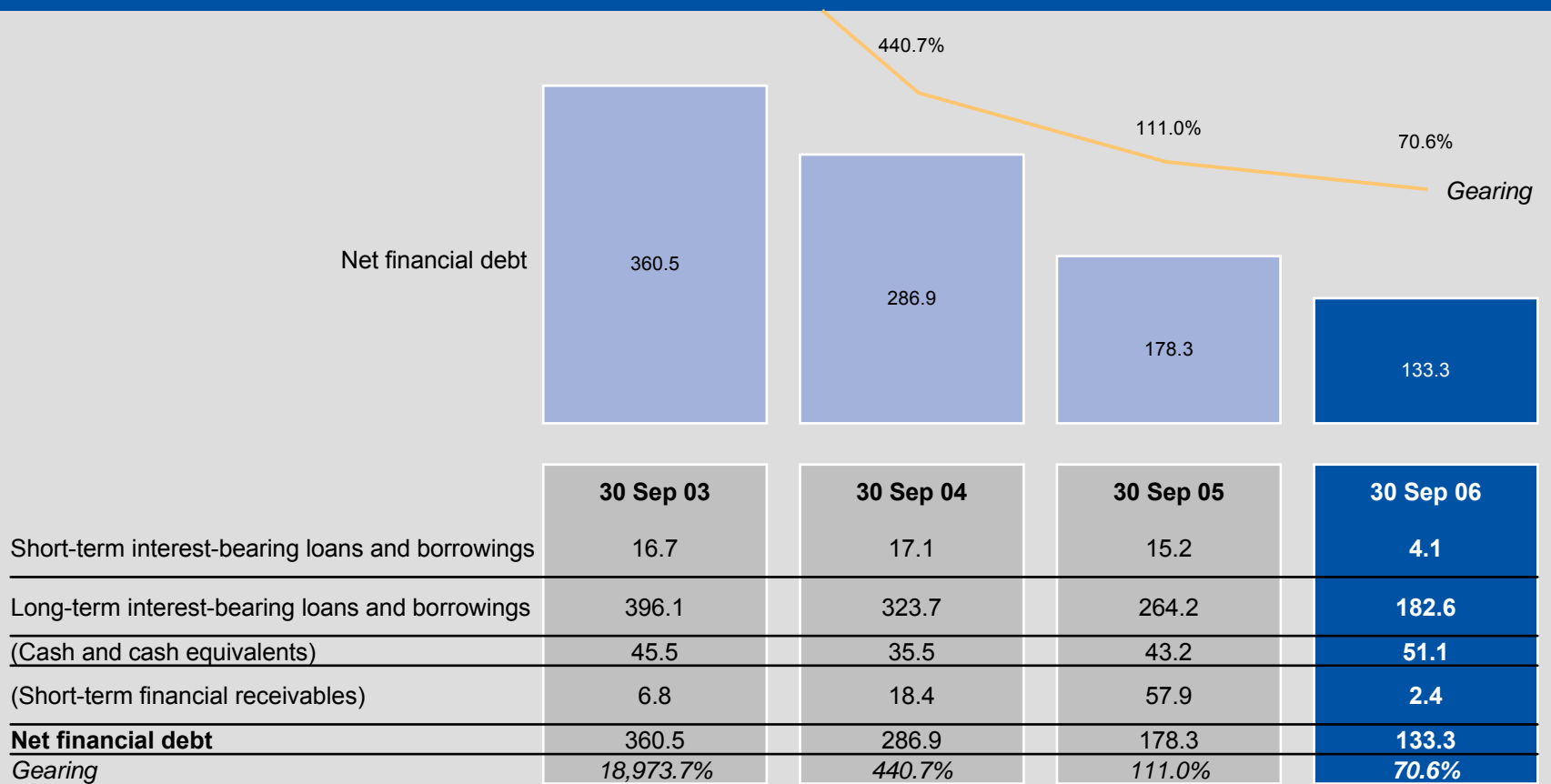
Ongoing Strong Cash Generation

Cash flow statement in EUR million

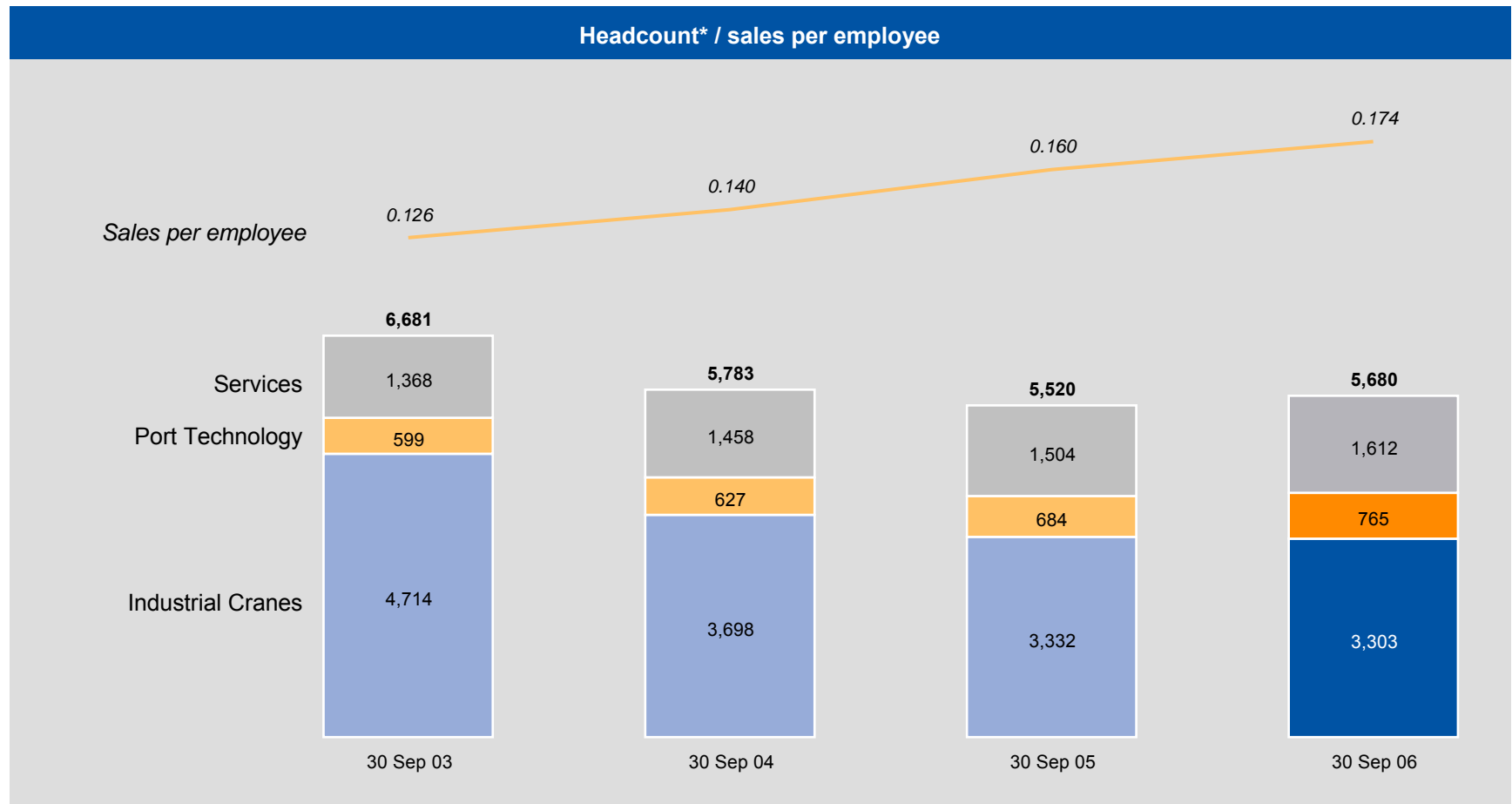
	FY 04/05	FY 05/06
EBITDA	68.9	86.6
Δ Inventories	1.5	(18.5)
Δ Accounts receivable	(2.5)	(25.7)
Δ Net advances	8.8	4.5
Δ Accounts payable	(11.6)	38.3
Δ Net working capital	(3.8)	(1.5)
Δ Other assets/liabilities	(12.0)	(2.5)
Other operating cash flow	(3.2)	(0.3)
Cash flow before interest and tax	49.9	82.4
Net interest payments	(23.3)	(14.7)
Income tax payments	(6.8)	(10.0)
Cash flow from operations	19.8	57.6
Acquisitions/disinvestments	(1.1)	(2.1)
CAPEX (incl. capitalised R&D)	(22.6)	(28.1)
Disposal proceeds	13.6	16.7
Free cash flow before financing	9.8	44.1

Extraordinary Reduction of Net Debt due to Active Cash Management

Net financial debt in EUR million / Gearing in percent



Increase in Sales per Employee



* Permanent employees as at the end of period (excluding temporary employees, apprentices and trainees)

Strong Q4 Reflects Effectiveness of Measures

Key figures in EUR million / in percent

	Q4 2004/2005	Q4 2005/2006	Δ
Order intake	229.8	269.0	17.1%
Order book	249.7	305.6	22.4%
Sales	253.5	273.0	7.7%
Adjusted gross profit	69.8	78.3	12.2%
<i>in % of sales</i>	27.5%	28.7%	1.2 % pts
Adjusted EBITDA	30.6	35.8	17.0%
<i>in % of sales</i>	12.1%	13.1%	1.0 % pts
Adjusted EBIT	24.9	29.7	19.3%
<i>in % of sales</i>	9.8%	10.9%	1.1 % pts
EBIT	17.6	26.4	50%
Net income after taxes	6.6	13.6	106.1%

Outlook

Financial Year
2006/2007



Growing Sales and Further Improvement of Earnings

Financial outlook for FY 2006/2007

Sales in a range of **7.0 % to 10.0 %** above previous year



Adjusted EBIT **24.0 % to 29.0 %** higher compared to FY 2005/2006



Increase of **adjusted EBITDA** of **20.0 % to 25.0 %** over previous year



Segment Outlook 2006/2007

DEMAG
CRANES AG

Industrial Cranes	<ul style="list-style-type: none">■ Further effects of implemented measures■ Stronger market penetration with new products	<p>Outlook</p> 
Port Technology	<ul style="list-style-type: none">■ Completion of new product families and market launches■ Further reduction of throughput times	<p>Outlook</p> 
Services	<ul style="list-style-type: none">■ Ongoing trend among customers to outsource maintenance operations■ Strengthening of service infrastructures in target regions	<p>Outlook</p> 

Financial Calendar 2007

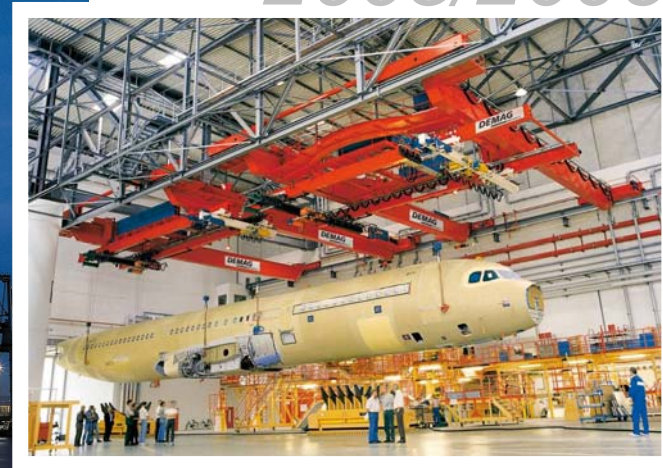
- 27 February 2007 Interim report Q1, financial year 2006/2007
- 20 March 2007 General Shareholders' Meeting, financial year 2005/2006
- 15 May 2007 Interim report Q2, financial year 2006/2007
- 9 August 2007 Interim report Q3, financial year 2006/2007
- 12 December 2007 Financial statements, financial year 2006/2007

Disclaimer

- This report includes forward looking statements on Demag Cranes AG, its subsidiaries and associates, and on the economic and political conditions that may influence the business performance of the Demag Cranes AG. All these statements are based on assumptions made by the Executive Board using information available to it at the time.
- Should these assumptions prove to be wholly or partly incorrect, or should further risks arise, actual business performance may differ from that expected.
- The Executive Board therefore cannot assume any liability for the statements made.

Back Up

Financial Year
2005/2006



Quarterly Development per Segment

in EUR million

	Q1 2005	Δ	Q2 2005	Δ	Q3 2005	Δ	Q4 2005	Δ	Q1 2006	Δ	Q2 2006	Δ	Q3 2006	Δ	Q4 2006
Industrial Cranes															
Order Intake	122.9	-18.3%	100.4	12.5%	112.9	-8.3%	103.5	16.8%	120.9	4.1%	125.9	-10.4%	112.8	5.1%	118.6
Order Book*	123.7	7.8%	133.4	14.4%	152.6	-6.8%	142.2	7.7%	153.2	5.4%	161.4	2.4%	165.3	-0.8%	164.0
Sales	105.1	-12.7%	91.8	6.4%	97.7	18.0%	115.3	-4.0%	110.7	4.5%	115.7	-8.0%	106.4	9.2%	116.2
Adjusted Gross Profit	25.3	-3.6%	24.4	7.4%	26.2	5.0%	27.5	-3.6%	26.5	19.6%	31.7	-5.7%	29.9	3.0%	30.8
Adjusted EBIT	-1.8	-38.9%	-2.5	-168.0%	1.7	129.4%	3.9	-112.8%	-0.5	-680.0%	2.9	31.0%	3.8	21.1%	4.6
<i>in % of sales</i>	-1.7%		-2.7%		1.7%		3.4%		-0.5%		2.5%		3.6%		4.0%
Employees***	3,501	-1.5%	3,448	0.4%	3,463	-3.8%	3,332	-0.7%	3,310	-0.2%	3,303	1.2%	3,342	-1.2%	3,303
Port Technology															
Order Intake	44.4	51.6%	67.3	0.9%	67.9	-6.8%	63.3	54.5%	97.8	-38.8%	59.9	7.8%	64.6	21.1%	78.2
Order Book*	85.9	13.0%	97.1	-11.4%	86.0	-12.1%	75.6	66.3%	125.7	-6.0%	118.2	-10.8%	105.4	-1.3%	104.0
Sales	28.5	96.8%	56.1	40.5%	78.8	-6.5%	73.7	-35.3%	47.7	32.1%	63.0	22.9%	77.4	5.3%	81.5
Adjusted Gross Profit	5.6	108.9%	11.7	41.0%	16.5	10.3%	18.2	-45.6%	9.9	40.4%	13.9	19.4%	16.6	22.9%	20.4
Adjusted EBIT	-0.9	-600.0%	4.5	71.1%	7.7	18.2%	9.1	-81.3%	1.7	211.8%	5.3	47.2%	7.8	24.4%	9.7
<i>in % of sales</i>	-3.2%		8.0%		9.8%		12.3%		3.6%		8.4%		10.1%		11.9%
Employees***	641	3.1%	661	1.7%	672	1.8%	684	2.0%	698	5.4%	736	2.7%	756	1.2%	765
Services															
Order Intake	57.1	4.6%	59.7	-0.8%	59.2	6.4%	63.0	-0.2%	62.9	11.9%	70.4	-0.7%	69.9	3.1%	72.1
Order Book*	29.9	11.7%	33.4	0.0%	33.4	-4.5%	31.9	11.9%	35.7	6.4%	38.0	8.7%	41.3	-9.2%	37.5
Sales	53.5	6.5%	57.0	4.4%	59.5	8.6%	64.6	-6.7%	60.3	12.3%	67.7	-4.0%	65.0	15.8%	75.3
Adjusted Gross Profit	20.2	3.5%	20.9	2.9%	21.5	12.1%	24.1	-7.1%	22.4	11.6%	25.0	-2.0%	24.5	10.6%	27.1
Adjusted EBIT	9.3	10.8%	10.3	4.9%	10.8	10.2%	11.9	-16.8%	9.9	17.2%	11.6	6.0%	12.3	26.0%	15.5
<i>in % of sales</i>	17.4%		18.1%		18.2%		18.4%		16.4%		17.1%		18.9%		20.6%
Employees***	1,518	-1.1%	1,501	-1.1%	1,484	1.3%	1,504	1.5%	1,526	1.5%	1,549	2.2%	1,583	1.8%	1,612

* As at end of period

** The adjustments reflect the effect of the purchase accounting method, one-off effects as well as Holding charges up to the IPO.

*** Permanent employees as at the end of period (excluding temporary employees, apprentices and trainees)