Analysts' Meeting
Full Year Results 2007/2008

Düsseldorf, 15 December 2008

Disclaimer

- This presentation 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 Group. 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.
- Unless specified, all figures have been rounded to the nearest thousand (EUR thousand).
  Both the single figures and sums used are the figures with the least discrepancy due to rounding.
  When single figures are added, slight discrepancies may occur due to the total sums reported.

Agenda

Business Overview:	Harald J. Joos	CEO
Financials:	Rainer Beaujean	CFO
Outlook:	Harald J. Joos	CEO
Q&A Session:	Harald J. Joos and Rainer Beaujean	

FY 2007/2008 at a Glance

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Group

- Strong order intake - grew 9.8%
- Dynamic organic revenue growth - up 13.5%
- Adjusted EBIT grew 45.3%
- Record adjusted earnings per share: EUR 4.00
- Proposed dividend EUR 1.40 – up 27.3%
- Record free cash flow before financing at EUR 125 million
- Net debt significantly reduced: Gearing at 6.8%
- Emerging market revenue share now at 31.5%

Segments

- Industrial Cranes: Strong increase in revenue and profit
- Port Technology: adjusted EBIT at EUR 22.1 million (Guidance EUR 18 to 20 million)
- Services: Strong revenue and EBIT achieved, coverage of installed base now 50%

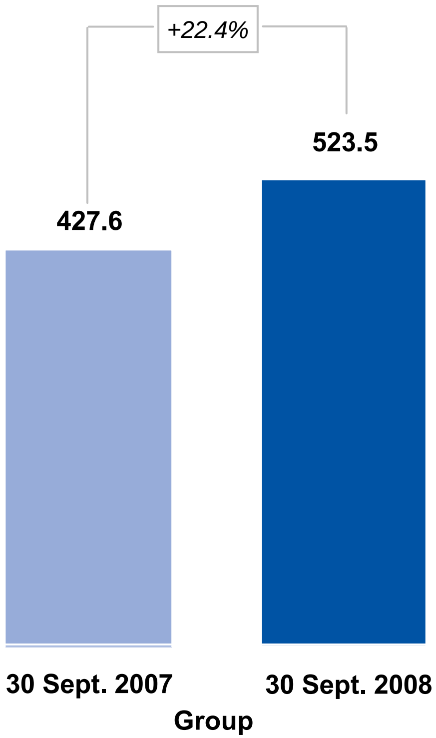
Group Order Intake Increased by 9.8 %

Order Intake in EUR million

	FY 2006/07	FY 2007/08	Δ
Industrial Cranes	575.4	671.9	16.8%
Port Technology	323.3	316.8	-2.0%
Services	306.4	334.6	9.2%
Group	1,205.1	1,323.4	9.8%

Group Order Book
Up 22.4%

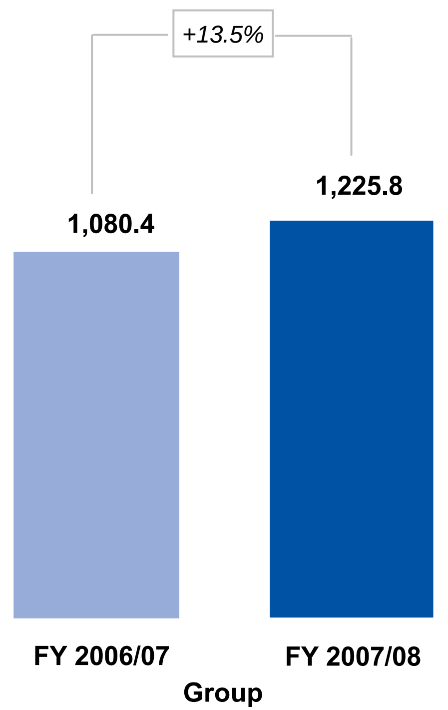
Order Book in EUR million



	30 Sept. 2007	30 Sept. 2008	Δ
Industrial Cranes	251.5	350.4	39.3%
Port Technology	128.9	121.7	-5.5%
Services	47.3	51.4	8.6%
Group	427.6	523.5	22.4%

Group Revenue Grew by 13.5%

Revenue in EUR million



	FY 2006/07	FY 2007/08	Δ
Industrial Cranes	485.4	571.2	17.7%
Port Technology	298.9	325.5	8.9%
Services	296.1	329.1	11.2%
Group	1,080.4	1,225.8	13.5%

Adjusted Group EBIT Soared by 45.3%

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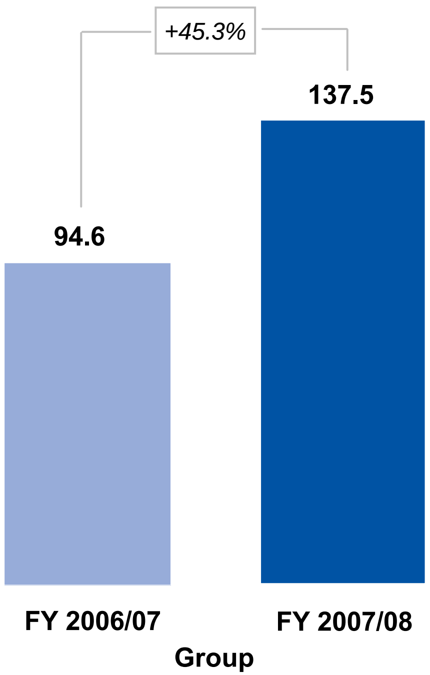
Adjusted EBIT in EUR million



	FY 2006/07	FY 2007/08	Δ
Industrial Cranes	25.0	47.8	91.0%
Port Technology	10.4	22.1	111.9%
Services	62.2	75.4	21.2%
Cent. Holding costs/DCAG*	-3.0	-7.8	-
Group	94.6	137.5	45.3%

*Demag Cranes AG central holding company expenses not directly allocable to segments are shown as a separate item .
The comparative figures have been restated accordingly

Financials 2007/2008

Group Key Figures
Sound Business Development

in EUR million			
	FY 2006/2007	**FY 2007/2008**	**Δ**
Order intake	1,205.1	1,323.4	9.8%
Revenue	1,080.4	1,225.8	13.5%
Adjusted EBIT	94.6	137.5	45.3%
in % of revenue	8.8%	11.2%	2.5% pts.
Reported EBIT	82.0	135.8	65.6%
in % of revenue	7.6%	11.1%	3.5% pts.

Balance Sheet and Cash Flow

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in EUR million	30 Sept. 2007	30 Sept. 2008	Δ
Total assets	843.1	925.5	9.8%
Net working capital	**247.5**	**254.0**	**2.6%**
of which: inventories	220.3	261.6	18.7%

	FY 2006/2007	FY 2007/2008	Δ
Capex	30.7	25.4	-17.4%
Free cash flow before financing	38.5	125.9	-

Financing and Pensions
Solid Financial Foundation

Revolving credit facility:*

Agreed in June 2006 – EUR 325 million - expires June 2011

- 30 September 2008 - EUR 105 million drawn (2007: EUR 170 million), due 30 December 2008, bears interest at 5.49% (EURIBOR 5.14% plus margin of 0.35 percentage points)

Ancillary facility:*

EUR 105 million for cash withdrawals and guarantees included

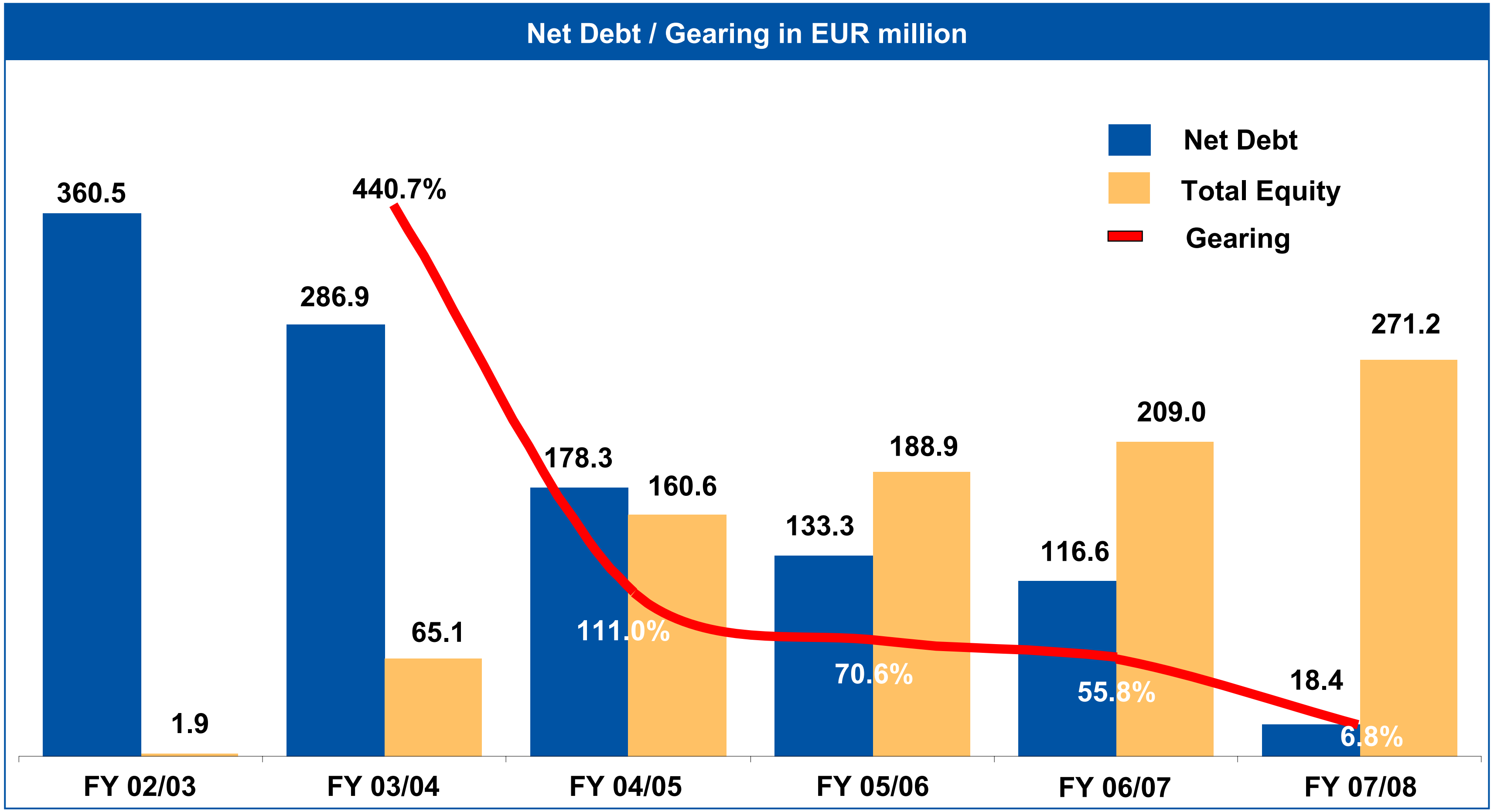
- 30 September 2008 EUR 67.9 million guarantees (2007: EUR 63.3 million)

Pension obligations:

- Fell by EUR 9.1 million from EUR 121.7 million at the end of the previous year to EUR 112.7 million at the end of the year under review.

*The credit arrangement contains certain financial covenants including the requirement of a minimum interest cover (ratio of adjusted earnings before interest, tax, depreciation and amortisation (adjusted EBITDA) to net cash interest) and a maximum leverage ratio (ratio of net financial debt to adjusted EBITDA)

Group Net Debt
Reduction Stronger than Expected



Investments and R & D

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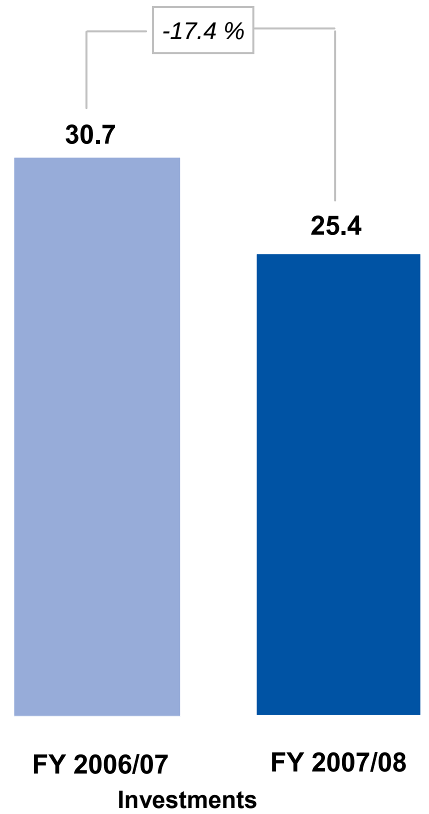
in EUR million



Industrial Cranes and Service segments:

- software and expenditure to expand and rationalise production, spending to upgrade the Company's existing SAP enterprise resource planning

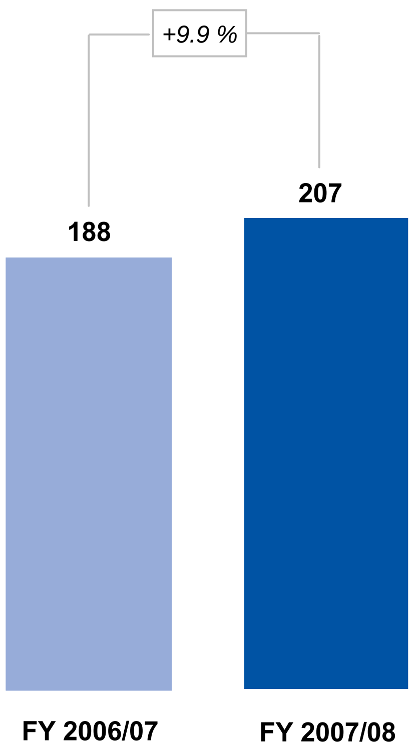
Port Technology segment:

- Generation 5 Compact Class and Lift Automated Guided Vehicle developed

R & D:

- Spent around 2% of total revenue in 2006/2007 and 2007/2008
- Investments have not been reduced; the delivery of equipment was delayed into Q1 2008/2009

Group Headcount
Revenue per Employee Increased



Revenue per employee in EUR thousand

	FY 2006/07	FY 2007/08	Δ
No. of employees*	**5,813**	**6,093**	**4.8%**
Industrial Cranes	3,350	3,461	3.3%
Port Technology	795	829	4.3%
Services	1,643	1,771	7.8%
DCAG Holding	25	32	28.0%
Pers. costs / revenue	**30.0%**	**28.7%**	**-1.3% pts.**
Temporary staff	444	453	2.0%
Trainees /apprentices'	266	325	22.2%

*excl. temporary staff, trainees and student apprentices'

Outlook 2008/2009

Business Environment and Outlook

- General uncertainty in the economic environment is extremely high
- Many customers are taking a “wait and see” position
- Among the current conditions we think a full-year guidance for the Group at this stage would not be appropriate
- But: The long term growth trends, such as investments in infrastructure, globalisation and outsourcing are still considered to be sound
- Demag Cranes' business portfolio is well diversified and its financial situation is strong

Financial Calendar 2009

DEMAG CRANES AG

10 February 2009	Q1 2008/2009 Results
03 March 2009	Annual General Meeting 2009
05 May 2009	H1 2008/2009 Results
04 August 2009	Q3 2008/2009 Results
08 December 2009	Financial statements, financial year 2008/2009

- All Roadshow appointments are published on our website: www.demagcranes-ag.com

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