

Analysts' Conference Call First Quarter 2007/2008

Düsseldorf, 30 January 2008

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.
- 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.

At a glance

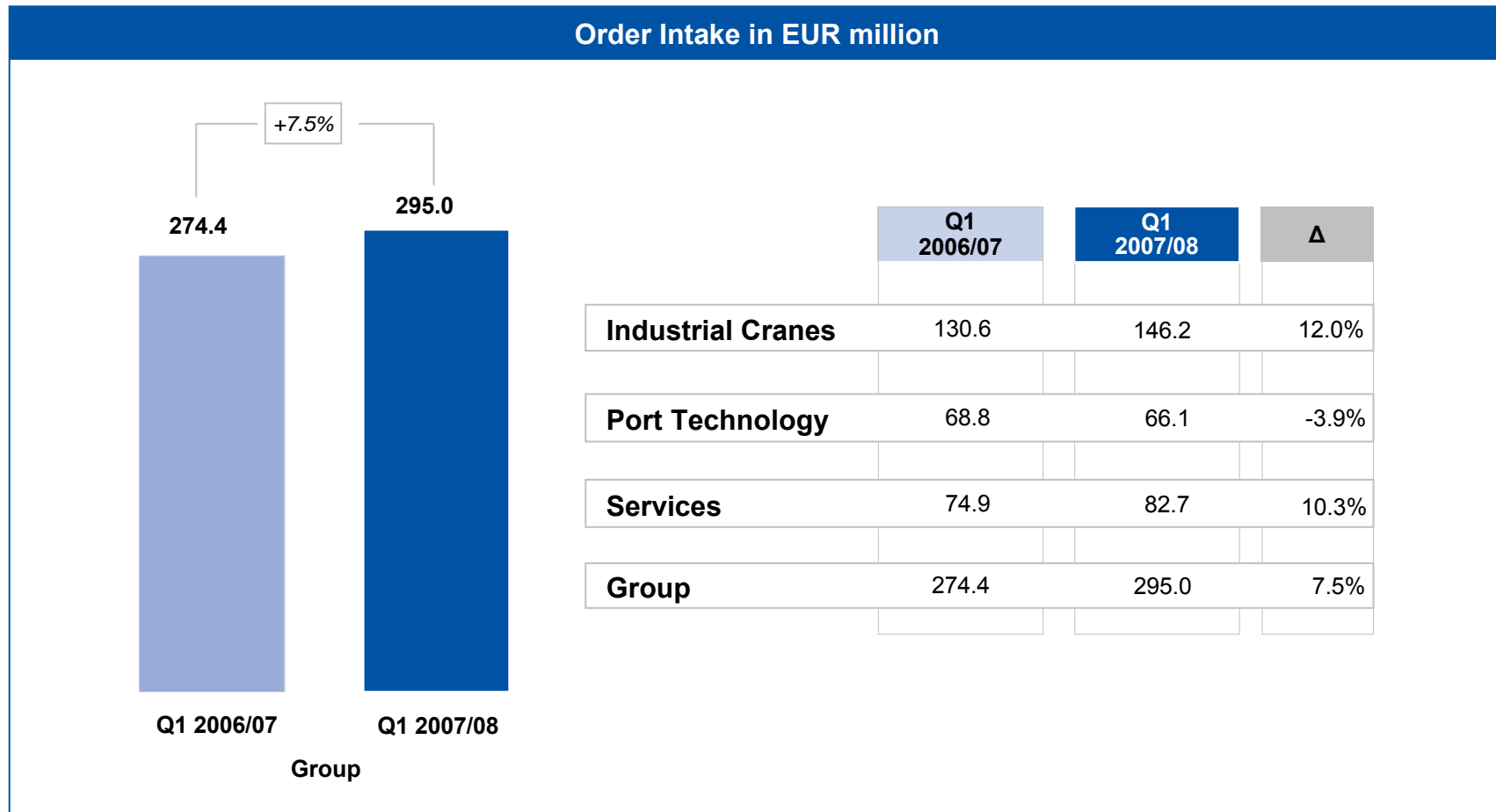
Group

- Strong order situation
- Revenues and profits significantly up
- Debt reduced further
- Group guidance confirmed, conservative stance

Segments

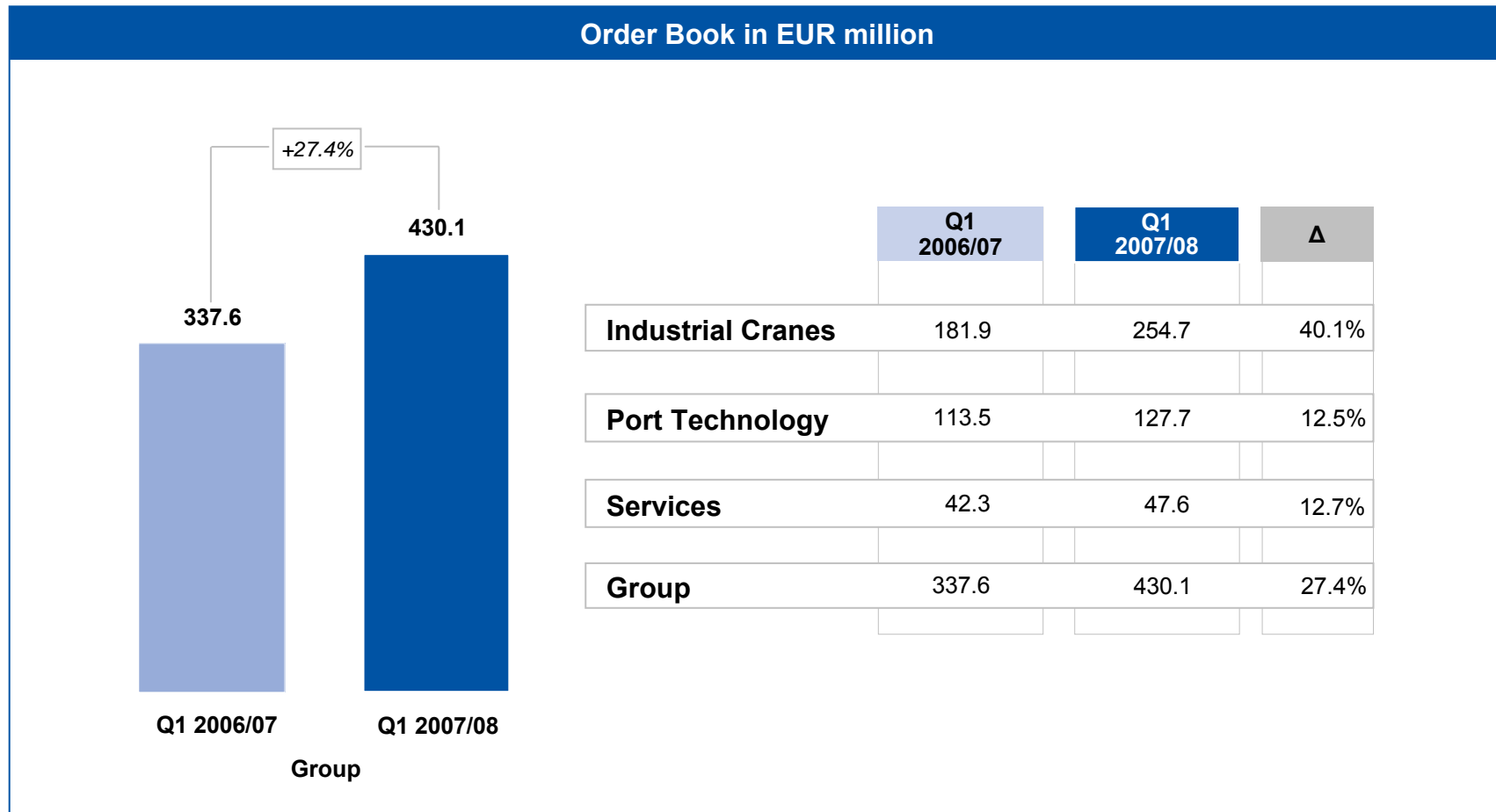
- Industrial Cranes: Strong increase in revenues and profit
- Port Technology: Generation 5 measure implementation well on track
- Services: Record EBIT achieved

Order Intake Increased by 7.5 %



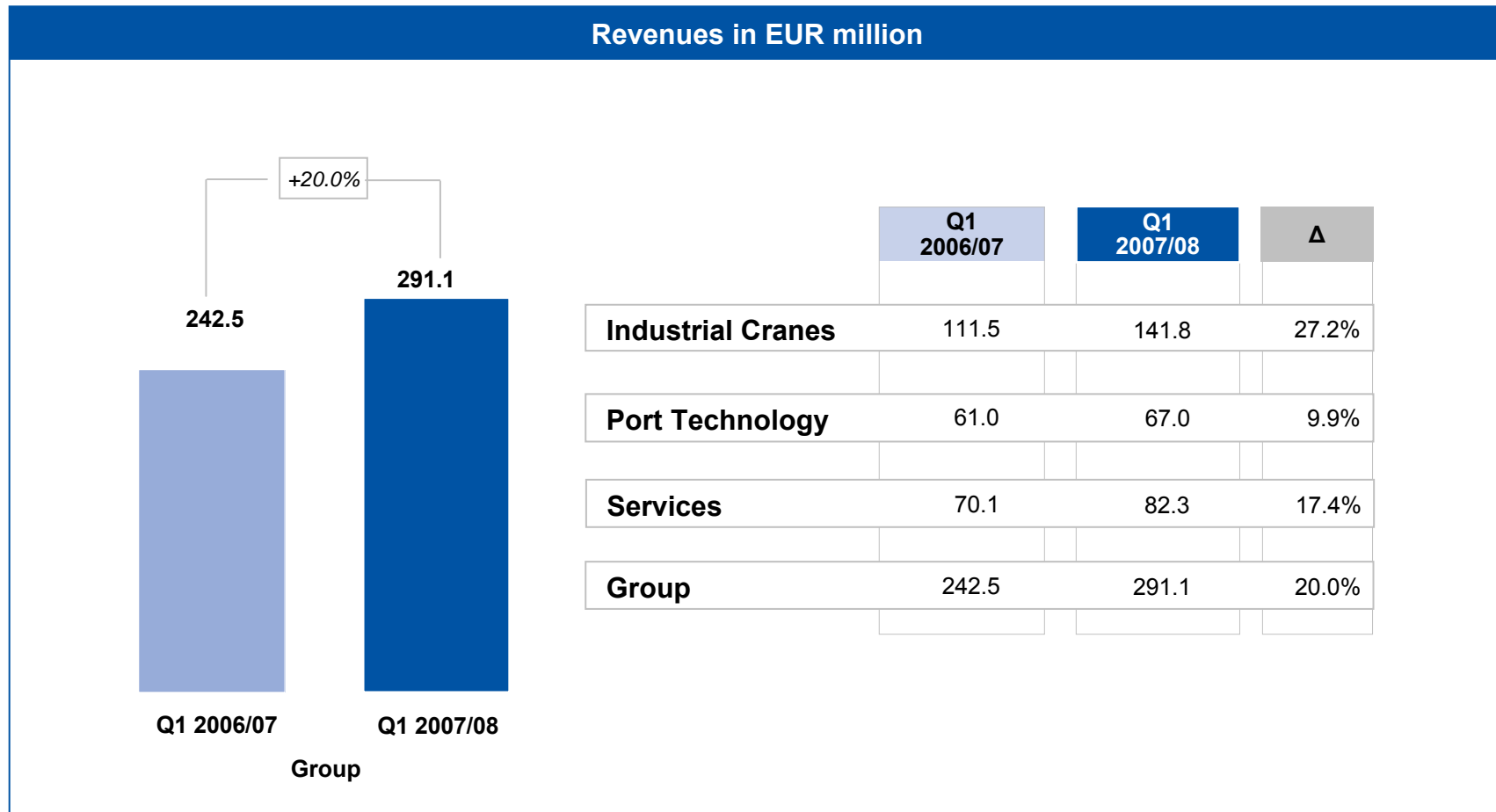
Order Book

Up 27.4 % year on year



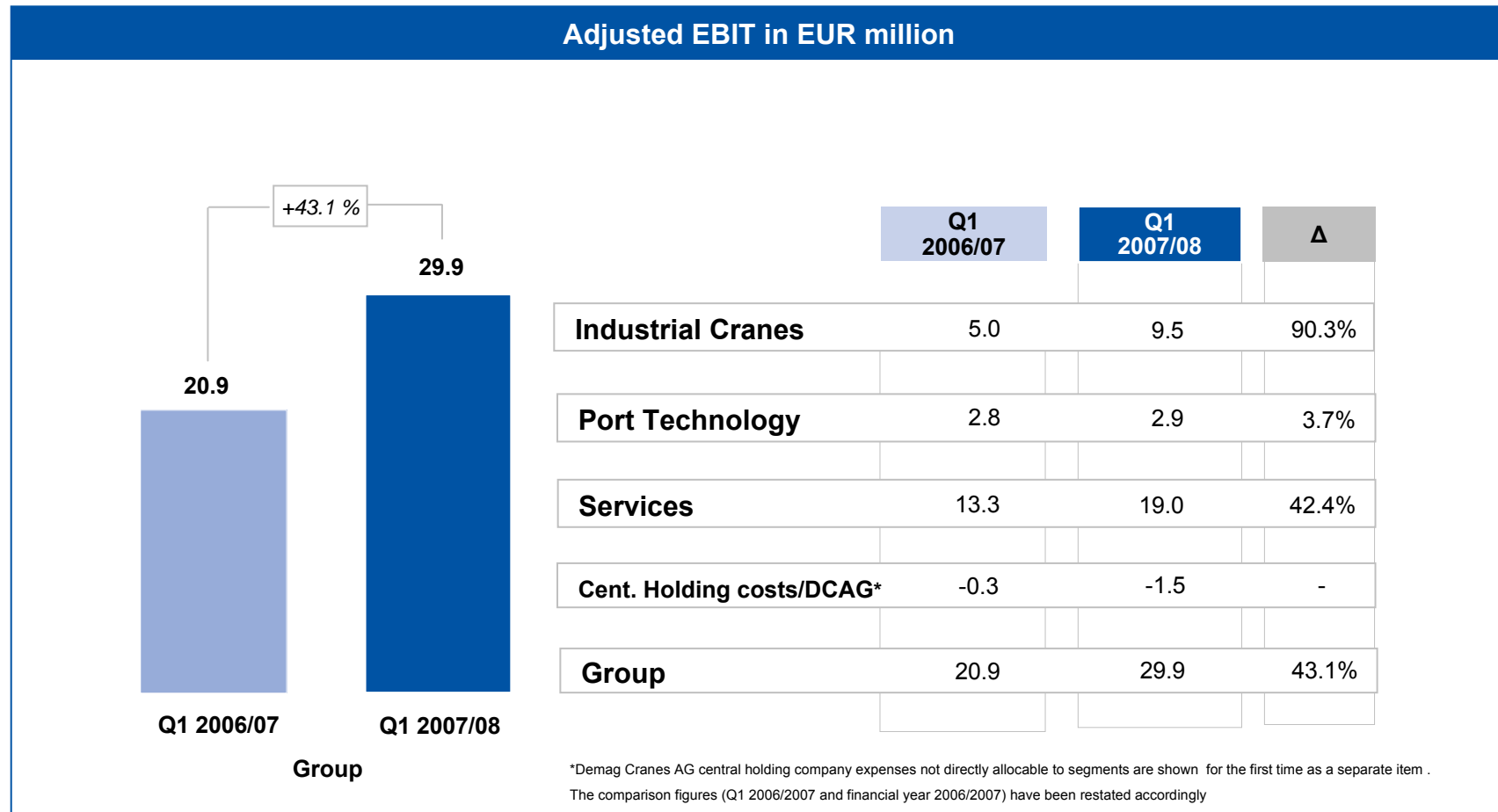
Revenues

Up 20% year on year



Adjusted EBIT

Up 43.1% year on year



Port Technology G5 Cranes

Measure implementation well on track

	Examples	Standardisation/ Modularisation	Engineering	Supply
✓ Package 1: Q4 2006/07	Air intake / tower reclassification	■	■	
✓ Package 2: Q1 2007/08	Rope drum re-design/ superstructure reclassification		■	
✓ Package 3: Q1 2007/08	Optimised tower cab / supplier changes	■		■
Package 4: Q2 2007/08	Simplified brace support		■	■
Package 5: Q3 2007/08	Supplier changes			■

Financials Q1 2007/2008

Group Key Figures

Sound Business Development

	Q1 2006/2007	Q1 2007/2008	Δ
Order intake	274.4	295.0	7.5%
Revenues	242.5	291.1	20.0%

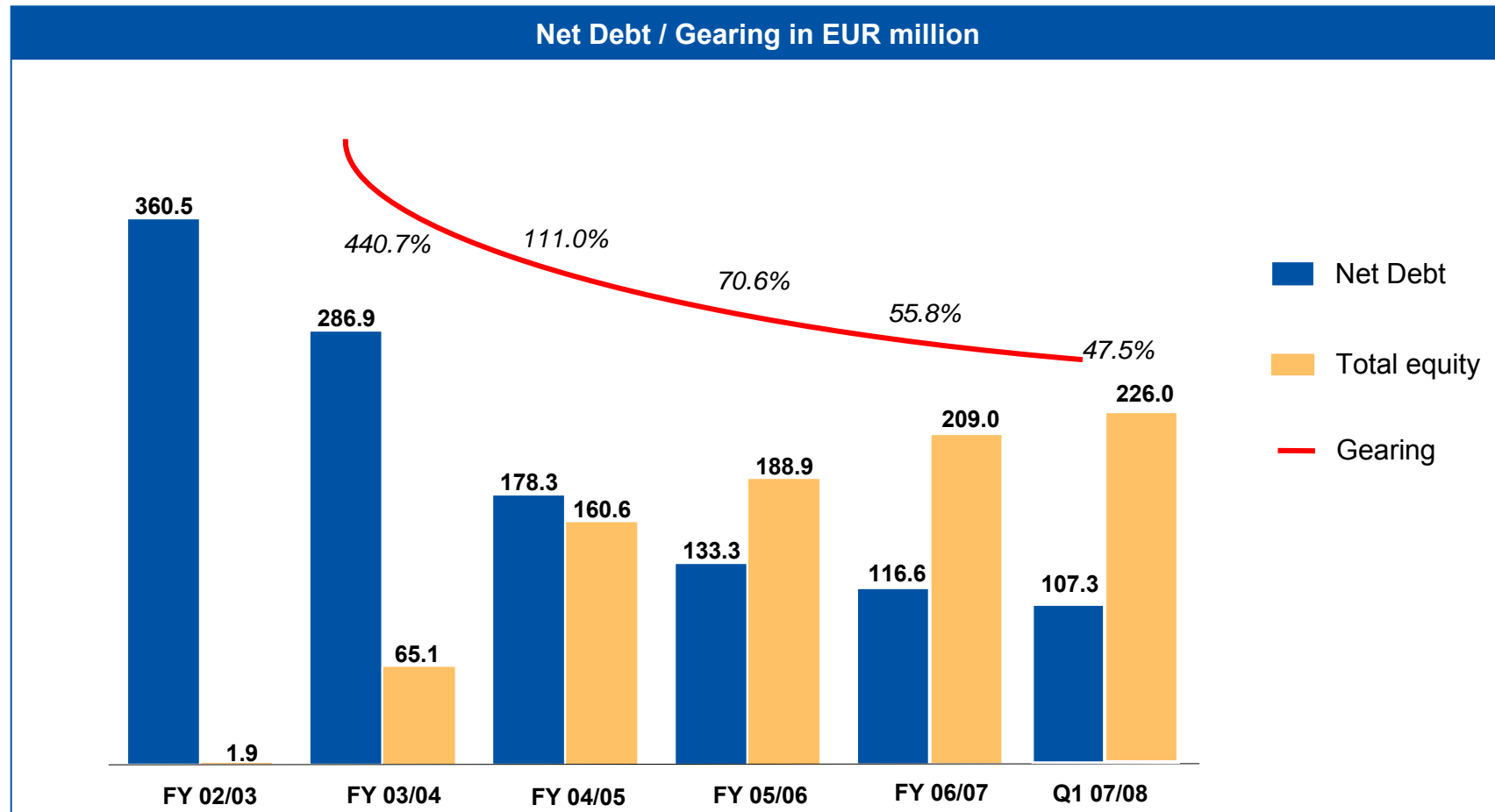
Adjusted EBIT	20.9	29.9	43.1%
in % of revenues	8.6%	10.3%	1.7% pt.
Reported EBIT	18.6	29.5	58.3%
in % of revenues	7.7%	10.1%	2.4% pt.

Balance Sheet and Cash Flow

	31 Sep 2007	31 Dec 2007	Δ
Total assets	843.1	858.6	1.8%
Net working capital	247.5	270.2	9.2%
Thereof: Inventories	220.3	227.9	3.5%

	Q1 2006/2007	Q1 2007/2008	Δ
Capex	5.5	2.7	-51.0%
Cash flow before financing	-9.7	9.3	195.0%

Group Net Debt Continued Debt Reduction



New Reporting Structure Group EBIT 2006/2007

In million EUR	FY 2006/2007 Old	Difference	FY 2006/2007 New
Industrial Cranes	23.6	1.4	25.0
Port Technology	9.6	0.8	10.4
Services	61.4	0.8	62.2
Not allocated (Holding)	-		-3.0
Group EBIT (adjusted)	94.6		94.6
Adjustments	-12.6		-12.6
Group EBIT	82.0		82.0

Outlook 2007/2008

FY 2007/08 Outlook Conservative Stance

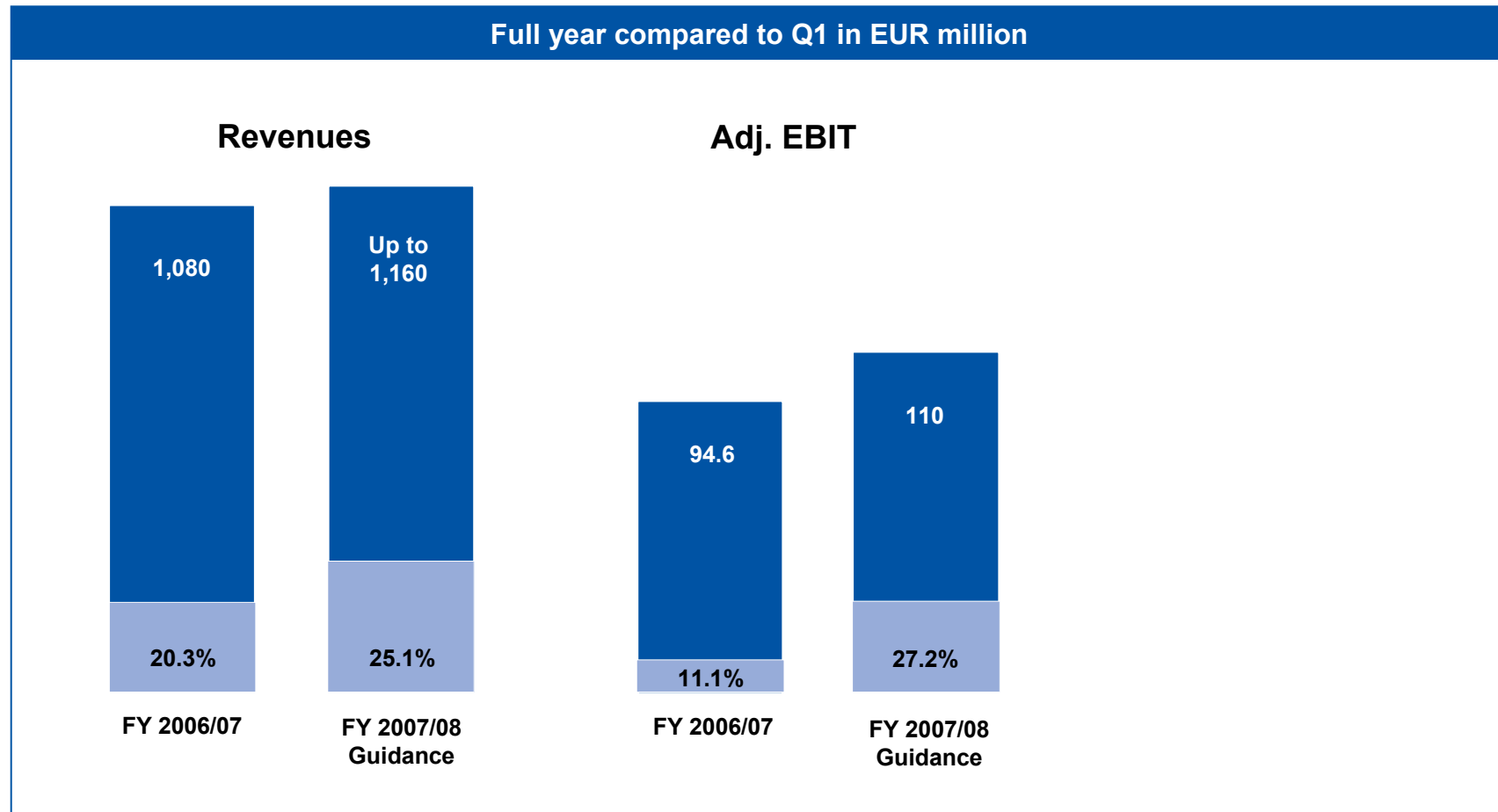
Continued strong demand for our products in all segments expected

- Revenue ranging from EUR 1,130 to 1,160 million
- Adjusted EBIT at approximately EUR 110 million
- Reported EBIT at approximately EUR 105 million

Backup

Our Financial Goals 2007/2008

Status quo compared to guidance



New Reporting Structure

Historical 2006/2007 data

2006/2007 Quarter by Quarter in million Euro	Old		New		Old		New		Old		New	
	Q1 06/07	Diff.	Q1 06/07	Q2 06/07	Diff.	Q2 06/07	Q3 06/07	Diff.	Q3 06/07	Q4 06/07	Diff.	Q4 06/07
	Industrial Cranes	5,0	0,0	5,0	5,4	0,1	5,5	5,5	0,1	5,6	7,7	1,2
Port Technology	2,8	0,0	2,8	2,9	0,3	3,2	-2,6	-0,2	-2,8	6,5	0,7	7,2
Services	13,1	0,3	13,3	14,7	0,6	15,3	18,3	-0,7	17,6	15,2	0,7	15,9
Central holding costs / DCAG			-0,3			-0,9			0,8			-2,6
Group EBIT (adj.)	20,9		20,9	23,1		23,1	21,2		21,2	29,4		29,4
Adjustments	-2,3		-2,3	-2,8		-2,8	-4,7		-4,7	-2,8		-2,8
Group EBIT	18,6		18,6	20,3		20,3	16,5		16,5	26,6		26,6

2006/2007 Year to date in million Euro	Old		New		Old		New		Old		New	
	Q1 06/07	Diff.	Q1 06/07	Q2 06/07	Diff.	Q2 06/07	Q3 06/07	Diff.	Q3 06/07	Q4 06/07	Diff.	Q4 06/07
	YTD		YTD	YTD		YTD	YTD		YTD	YTD		YTD
Industrial Cranes	5,0	0,0	5,0	10,4	0,1	10,5	15,9	0,2	16,1	23,6	1,4	25,0
Port Technology	2,8	0,0	2,8	5,7	0,3	6,0	3,1	0,1	3,2	9,6	0,8	10,4
Services	13,1	0,3	13,4	27,9	0,8	28,7	46,2	0,1	46,3	61,4	0,8	62,2
Central holding costs / DCAG			-0,3			-1,2			-0,4			-3,0
Group EBIT (adj.)	20,9		20,9	44,0		44,0	65,2		65,2	94,6		94,6
Adjustments	-2,3		-2,3	-5,1		-5,1	-9,8		-9,8	-12,6		-12,6
Group EBIT	18,6		18,6	38,9		38,9	55,4		55,4	82,0		82,0