

Quarterly Results

Demag Cranes AG

Third Quarter
2006/2007



Agenda

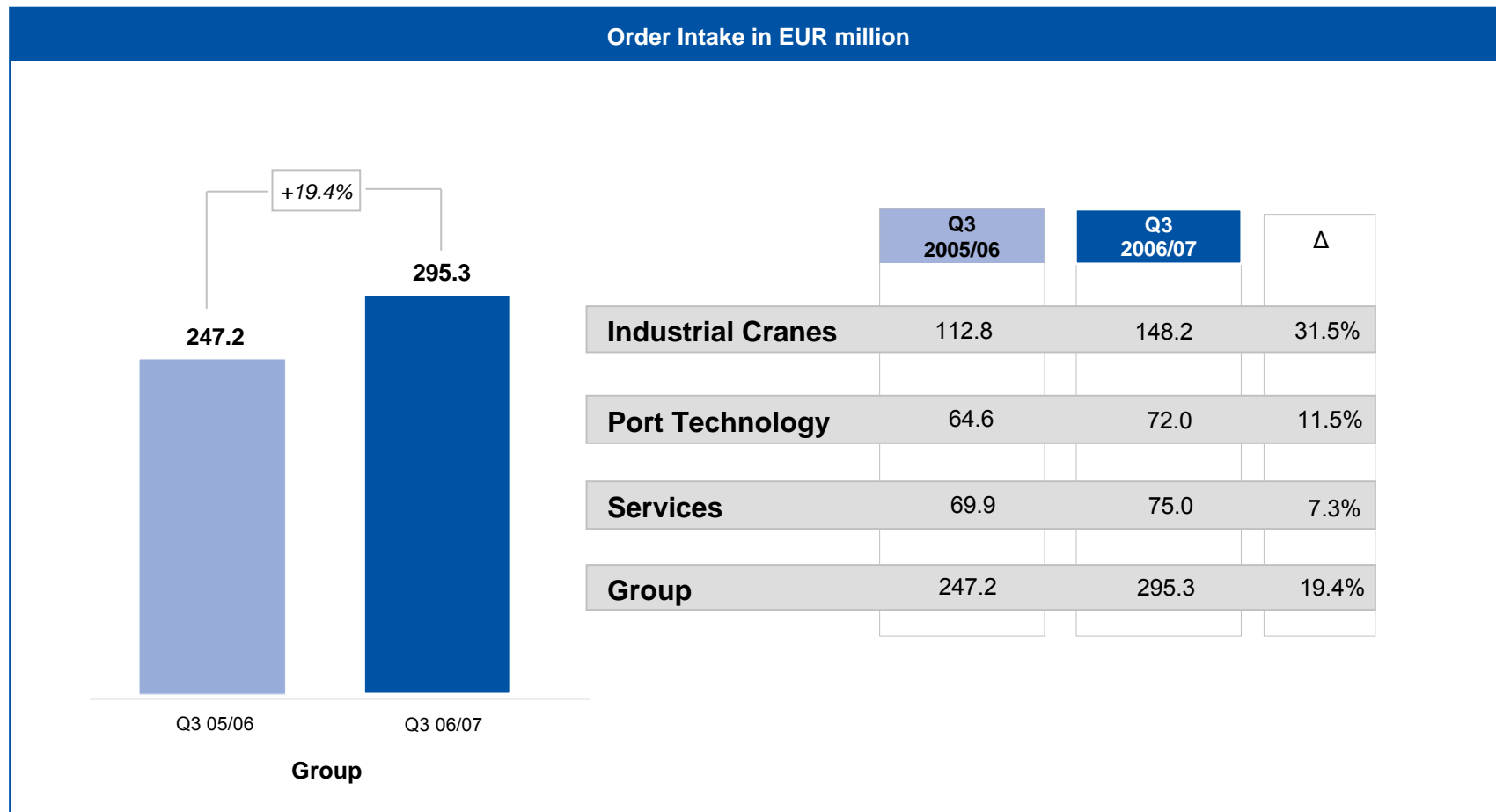
- At a Glance
- Financials
- Outlook
- Q&A Session

Q3 2006/2007 at a Glance

- Group order intake increase 19.4 percent thanks to high demand in all segments
- Group Sales up by 11.0% thanks to strong growth in the Industrial Cranes and Services segments
- Adjusted EBIT decreases by 11.4 percent due to high manufacturing costs and hold-ups in transport in the Port Technology segment
- Port Technology Segment: intensive review of manufacturing costs initiated
- Port Technology Segment: unexpectedly high order intake in the first half of Q4 2006/2007
- Outlook: Adjusted forecast announced on 13 July 2007 confirmed

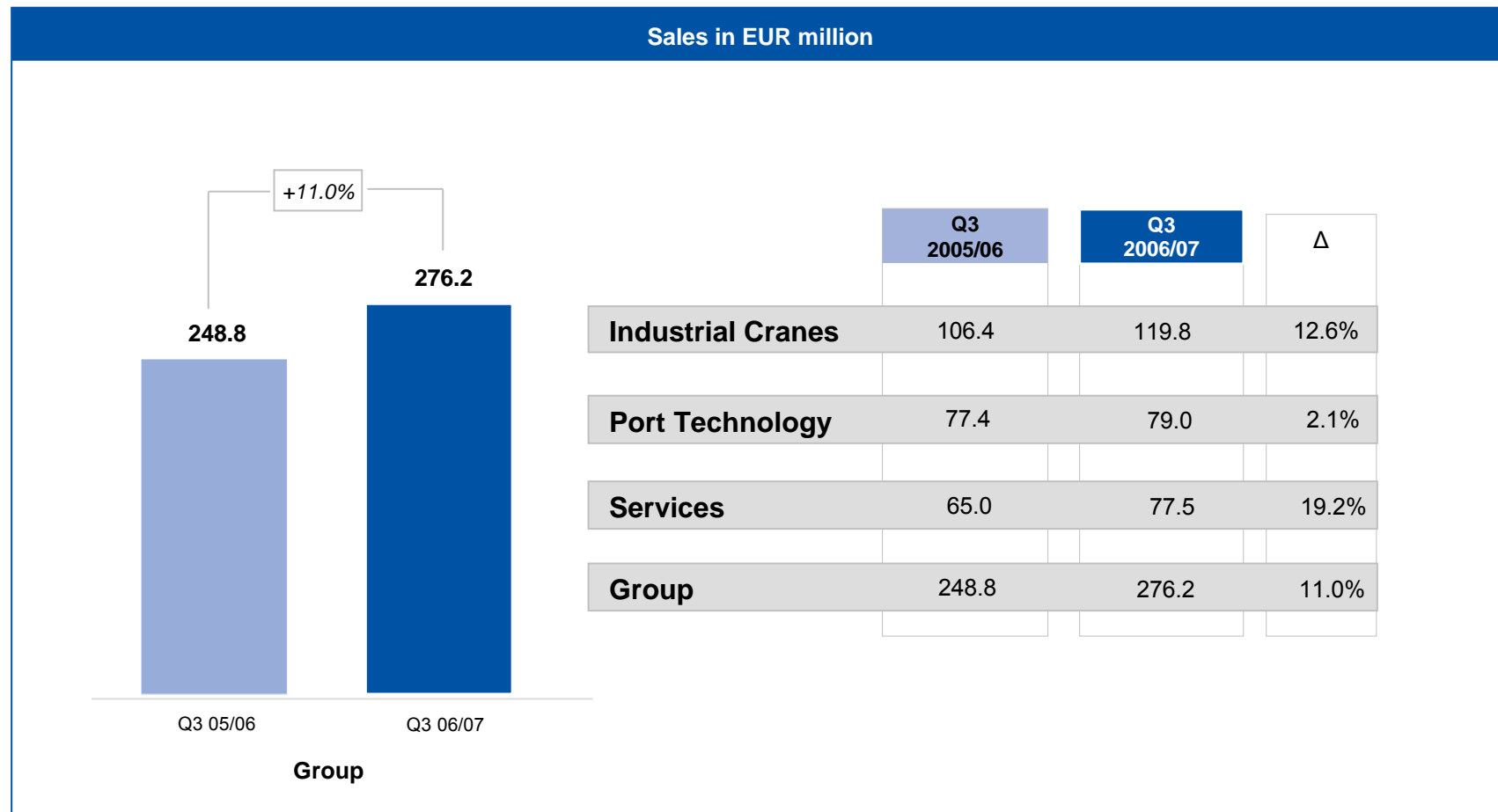
Order Intake

Increase by 19.4 Percent through Organic Growth



Sales

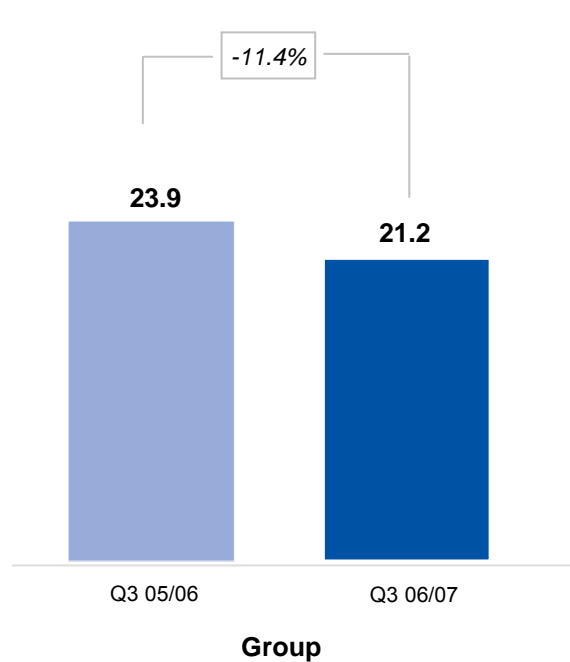
Strong Sales Growth in Q3



Adjusted EBIT

Profitability Influenced by Port Technology

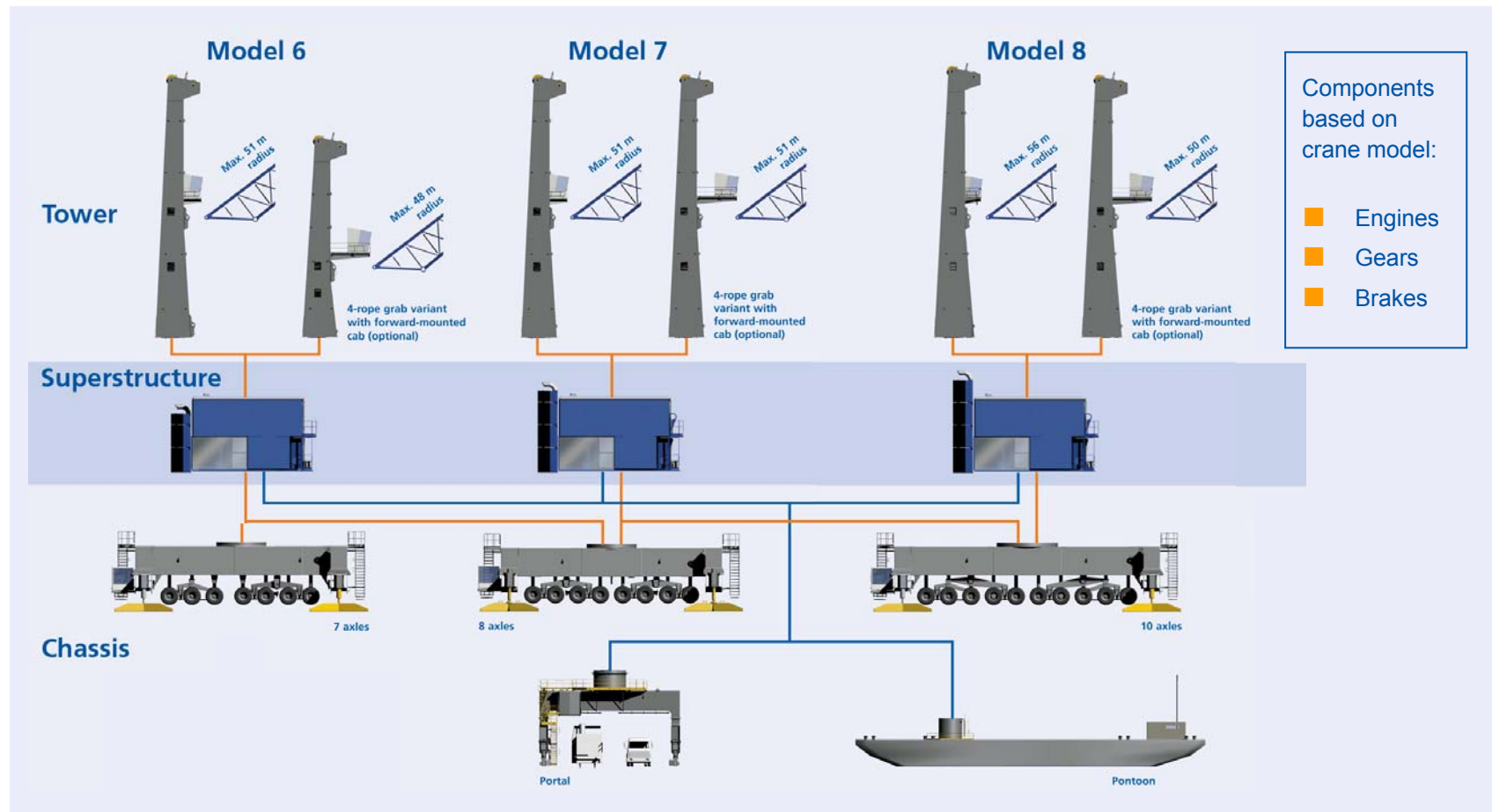
Adjusted EBIT in EUR million



	Q3 2005/06	Q3 2006/07	Δ
Industrial Cranes	3.8	5.5	42.5%
Port Technology	7.8	-2.7	-134.5%
Services	12.3	18.4	50.0%
Group	23.9	21.2	-11.4%

Special Item: Generation 5

3 Alternative Models



Financials

*Third Quarter
2006/2007*



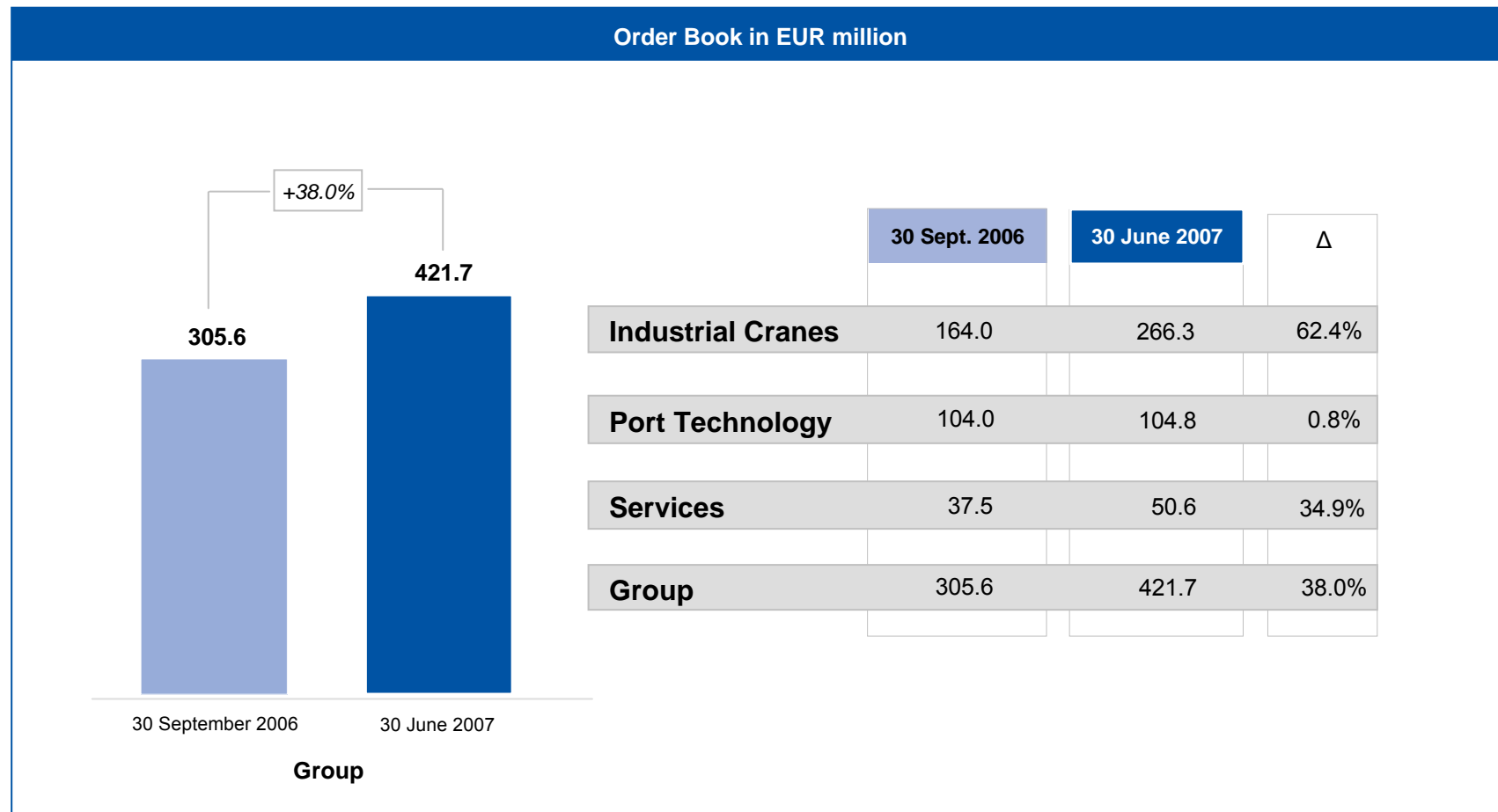
Group Key Figures

Sound Business Development

	Q3 2005/2006	Q3 2006/2007	Δ	Q1-Q3 2005/2006	Q1-Q3 2006/2007	Δ
Order intake	247.2	295.3	19.4%	785.0	890.8	13.5%
Sales	248.8	276.2	11.0%	713.9	773.8	8.4%
Adjusted gross profit	71.1	72.7	2.2%	200.4	221.8	10.7%
in % of sales	28.6%	26.3%	-2.3 p.p.	28.1%	28.6%	0.5 p.p.
Adjusted EBITDA	28.9	26.5	- 8.3%	69.8	81.4	16.7%
in % of sales	11.6%	9.6%	-2.0 p.p.	9.8%	10.5%	0.8 p.p.
Adjusted EBIT	23.9	21.2	- 11.4%	54.8	65.2	18.9%
in % of sales	9.6%	7.7%	- 1.9 p.p.	7.7%	8.4%	0.7 p.p.
EBIT	8.3	16.5	98.6%	27.7	55.4	100.2 %
Net income	-0.2	8.8	>1,000%	8.5	29.9	+252.0%
Adjusted net income	9.3	11.7	24.8%	25.0	35.8	43.2%
EPS	-0.01	0.42	>1,000%	0.40	1.40	252.0%
Adjusted EPS	0.44	0.55	24.8%	1.18	1.69	43.2%

Order Book

Strong Order Situation



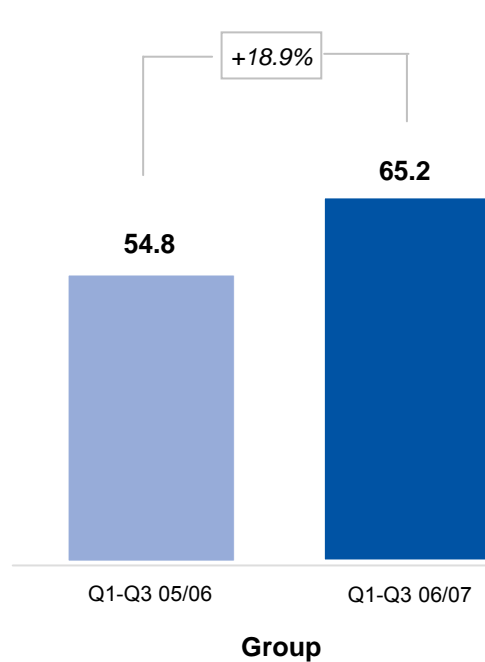
Key Figures: Balance Sheet and Cash Flow Influenced by Port Technology

	30 Sept. 2006	30 June 2007	Δ
Total assets	831.8	867.1	4.3%
Inventories	185.5	225.6	21.6%
Net working capital	203.9	262.8	28.9%
Net financial debt	133.3	152.1	14.1%
Gearing	70.6%	76.8%	6.2 p.p.
	Q1-Q3 2005/06	Q1-Q3 2006/07	Δ
Cash flow from operations	19.0	13.6	-28.4%

Adjusted EBIT

Increase by 18.9 Percent in Q1-Q3 2006/2007

Adjusted EBIT in EUR million



	Q1-Q3 2005/06	Q1-Q3 2006/07	Δ
Industrial Cranes	6.2	15.9	155.9%
Port Technology	14.8	3.1	-79.3%
Services	33.8	46.2	36.7%
Group	54.8	65.2	18.9%

Outlook

*Third Quarter
2006/2007*



Outlook

Guidance as at 13 July 2007 Confirmed

Outlook for FY 2006/2007

- Sales ranging from EUR 1.04 to 1.07 billion
- Adjusted EBIT at approximately EUR 93.0 million
- Adjusted EBITDA at approximately EUR 113.0 million

Financial Calendar 2007

- 12 December 2007 Financial statements, financial year 2006/2007

- 6 March 2008 Annual General Meeting, financial year 2006/2007

- Contact details Investor Relations
 Phone +49 211 7102 1218
 Fax +49 211 7102 1215
 ir@demagcranes-ag.com

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