

Conference Call

First Quarter 2009/2010 Results

Düsseldorf, 9 February 2010

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 of 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.

General Market Environment

Q1 2009/2010 FY

World Economic Trends

- Q1 2009/2010 saw the global economy return to growth
- Recovery signals continued to grow stronger in emerging markets and most industrialized nations
- Expert consensus: growth spurt cannot be projected through 2010 without qualification due to too many uncertainties

Economic Trends in the Euro Zone

- Euro Zone economy also displayed marked improvement
- Rate of contraction slowed from 4.1% in the previous quarter to 1.5%
- Impacts of the financial crisis will continue to make themselves felt in 2010
- Bank lending still constrained by ongoing write-downs and stricter capital rules

Market Environment (1)

Segments

Industrial Cranes Segment

- Products used in a diverse range of industries and serve a variety of customer groups
- Remains difficult to make forecasts because it is heavily dependent on economic cycles
- Capital expenditure decisions are still being shelved or postponed
- Operating performance reflects market developments in the mechanical engineering industry

Port Technology Segment

- Declining cargo rates on main container routes continued to have marked impact
- Shippers have combined cargo routes and taken container vessels out of service
- Underutilisation of port capacity is still prompting operators to shelve capital spending
- Long Term: experts still anticipate further growth in global cargo traffic and therefore continuing demand for the relevant handling equipment

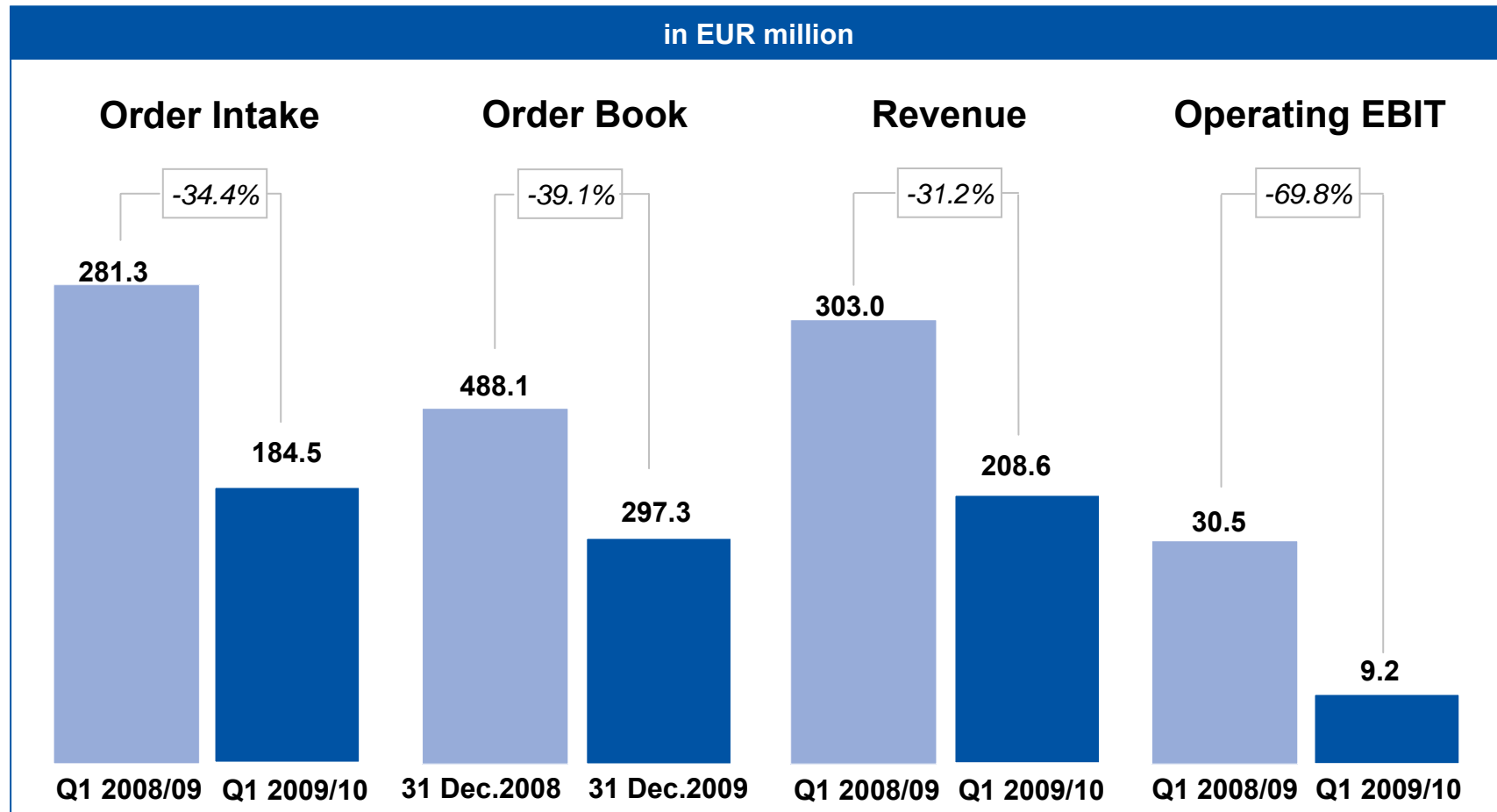
Market Environment (2)

Segments

Services Segment

- Lower utilisation of cranes has led to a temporary drop in sales of spare parts
- Generally, segment is less vulnerable to the economic crisis than the other two segments
- Equipment will have to be maintained as usual in the interests of safety, reliability and availability

Key Group Figures



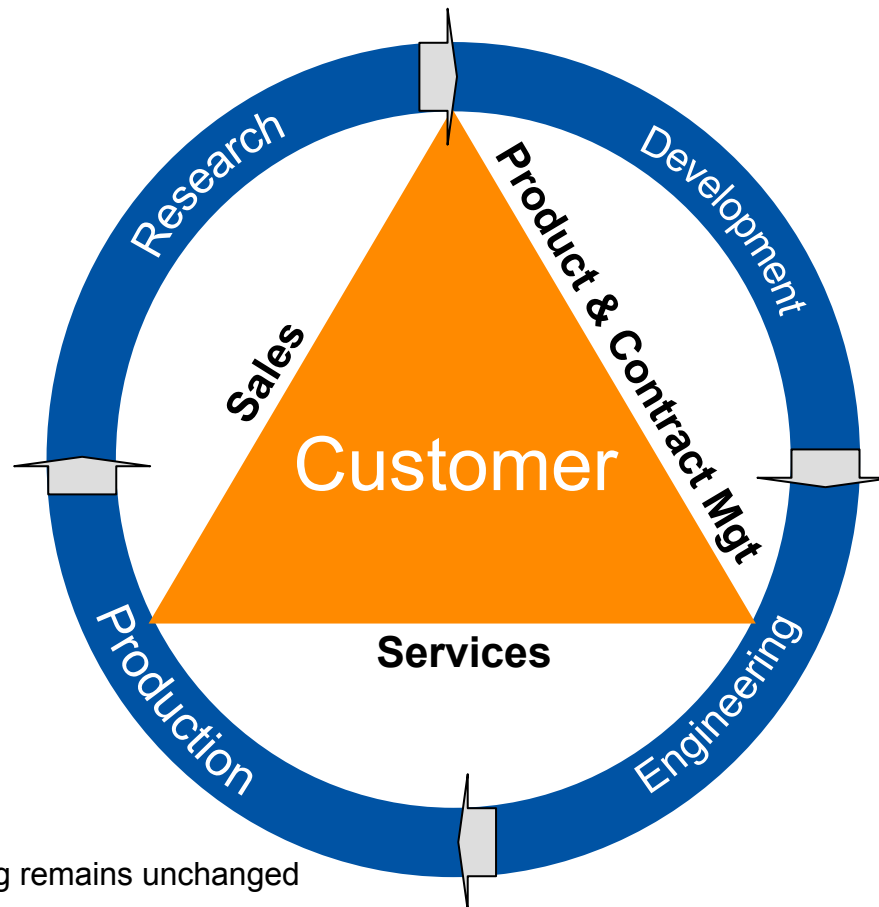
Group Headcount

	31 Dec. 2008	31 Dec. 2009	Δ
Number of employees*	6,149	5,854	-4.8%
Industrial Cranes	3,464	3,210	-7.3%
Port Technology	867	701	-19.1%
Services	1,781	1,698	-4.7%
DCAG Employees	37	245	n.a
<i>Thereof: Group Headquarters</i>	<i>37</i>	<i>167</i>	<i>n.a</i>
Temporary employees	305	117	-61.6%
Trainees/apprentices	315	291	-7.6%

* excl. temporary employees, apprentices and trainees

DCAG as an Integrated Company

Business Model: Customer Centricity



- Segment reporting remains unchanged
- Shared Services such as IT, Financial Control, HR are fully embedded

Financials

Segments

Key Figures

in EUR million						
		Q1 2008/09	Q1 2009/10	Δ	Q4 2008/09	Δ
Order intake		281.3	184.5	-34.4%	186.3	-1.0%
Of which:	Industrial Cranes	150.4	86.5	-42.5%	77.0	12.3%
	Port Technology	40.5	30.4	-24.8%	43.9	-30.6%
	Services	90.4	67.5	-25.3%	65.4	3.4%
Order book		488.1	297.3	-39.1%	313.1	-5.1%
Of which:	Industrial Cranes	336.2	182.2	-45.8%	197.7	-7.8%
	Port Technology	97.6	62.0	-36.5%	69.4	-10.7%
	Services	54.3	53.1	-2.3%	46.0	15.3%
Revenue		303.0	208.6	-31.2%	255.8	-18.4%
Of which:	Industrial Cranes	153.5	106.5	-30.6%	125.3	-15.0%
	Port Technology	64.3	37.9	-41.0%	57.9	-34.5%
	Services	85.3	64.2	-24.7%	72.5	-11.5%
Operating EBIT		30.5	9.2	-69.8%	12.4	-25.8%
Of which:	Industrial Cranes	13.2	2.0	-85.2%	4.1	-51.9%
	Port Technology	1.6	-2.6	n/a	-4.5	-42.0%
	Services	18.4	11.7	-36.2%	15.6	-24.8%
	Holding/DCAG	-2.7	-1.9	-30.6%	-2.8	-32.5%

Balance Sheet and Cash Flow

in EUR million						
	31 Dec. 2009	30 Sept. 2009	30 June 2009	31 March 2009	31 Dec. 2008	
Total assets	793.5	818.8	855.1	875.0	925.9	
	Q1 2009/10	Q4 2008/09	Q3 2008/09	Q2 2008/09	Q1 2008/09	FY 2008/09
CAPEX	1.9	7.6	4.4	3.5	3.4	18.8
Free cash flow before financing	4.3	-0.4	24.4	26.3	-6.9	43.4
Restructuring payments	4.6	6.2	1.3	0.0	0.0	7.5
Free cash flow before financing and Restructuring payments	8.9	5.9	25.7	26.3	-6.9	50.9

Net Working Capital

in EUR million					
	31 Dec. 2009	30 Sept. 2009	30 June 2009	31 March 2009	31 Dec. 2008
Inventories	198.7	207.1	246.9	266.8	274.2
Advance payments made	2.4	2.8	3.8	4.9	5.1
Trade receivables	131.1	152.6	144.5	169.5	203.7
Trade payables	-51.8	-62.9	-54.0	-70.5	-92.7
Advance payments received	-76.9	-89.0	-111.3	-116.6	-117.1
Net working capital	203.5	210.5	229.8	254.1	273.2

Net Debt

in EUR million					
	31 Dec. 2009	30 Sept. 2009	30 June 2009	31 March 2009	31 Dec. 2008
Non-current loans and borrowings	106.0	105.9	105.6	105.6	105.6
Other financial liabilities	0.1	0.1	0.3	0.2	0.0
Current loans and borrowings	5.0	4.4	4.7	4.9	4.7
Cash and cash equivalents	-109.8	-103.7	-104.1	-79.7	-80.6
Other current financial assets	-0.4	-0.4	-0.5	-0.5	-0.6
Net debt	1.0	6.3	5.9	30.5	29.1

Outlook 2009/2010

Outlook Unchanged

Financial Year 2009/2010

- Group revenue expected lower than Financial Year 2008/2009
- Group's operating EBIT margin expected in mid single-digit range, depending on absolute revenue level
- Group's investment volume expected to just exceed previous-year level, depending on revenue development
- Consequent Group integration and the restructuring measures introduced will allow management not only to steer the Group through the crisis, but also give it a greater competitive edge going forward

Financial Calendar 2010

- 2 March 2010 Annual General Meeting
- 5 May 2010 H1 2009/2010 Results
- 10 August 2010 Q3 2009/2010 Results
- 7 December 2010 Financial statements, financial year 2009/2010
- All roadshow appointments are published on our website: www.demagcranes-ag.com
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