Conference Call
Third Quarter 2008/2009 Results

Düsseldorf, 4 August 2009

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.

Q3 2008/2009 at a glance

DEMAG CRANES AG

- Economic environment continues to be weak – different effects in segments
- Order volume: Group order intake declines by 49.8 percent in the third quarter of the financial year; by 34.1 percent in the first nine months
- Group revenue 28.4 percent down year-on-year in the third quarter of the financial year – minus 10.1 percent in the first nine months
- Operating Group EBIT drops to EUR 5.3 million in the third quarter of the financial year; to EUR 55.2 million in the first nine months
- Restructuring programme being implemented – outcome reached in Port Technology segment negotiations
- Group on firm financial footing – net debt reduced significantly to EUR 5.9 million
- **Outlook:** forecast for financial year 2008/2009 – Group revenue between EUR 1.0 billion and EUR 1.1 billion; operating EBIT to range between EUR 55.0 million and EUR 65.0 million

General Market Environment

World Economic Trends

- World economy downturn continued
- Export-driven Japanese, Chinese and German economies suffering most from the drop in foreign demand
- Situation on the financial markets has partially eased, but economic risks are still exceptionally high

Economic Trends in the Euro Zone

- Rate of contraction appears to have slowed in the third calendar quarter of 2008/2009
- Aftermath of banking crisis and ongoing property price correction still noticeable
- Downturn in machinery and manufacturing continues; VDMA figures for April/June show a more than 60 percent slump in order intake in some industries
- Weak ordering activity in the last few months remained a major handicap
- Industry was affected first and foremost by persistently weak capital spending

Market Environment
Segments

Industrial Cranes Segment

- Still difficult to make forecasts due to heavy dependency on economic cycles
- Affected by current general trend to postpone capital investment decisions
- Operating performance reflects weak market developments in the mechanical engineering

Port Technology Segment

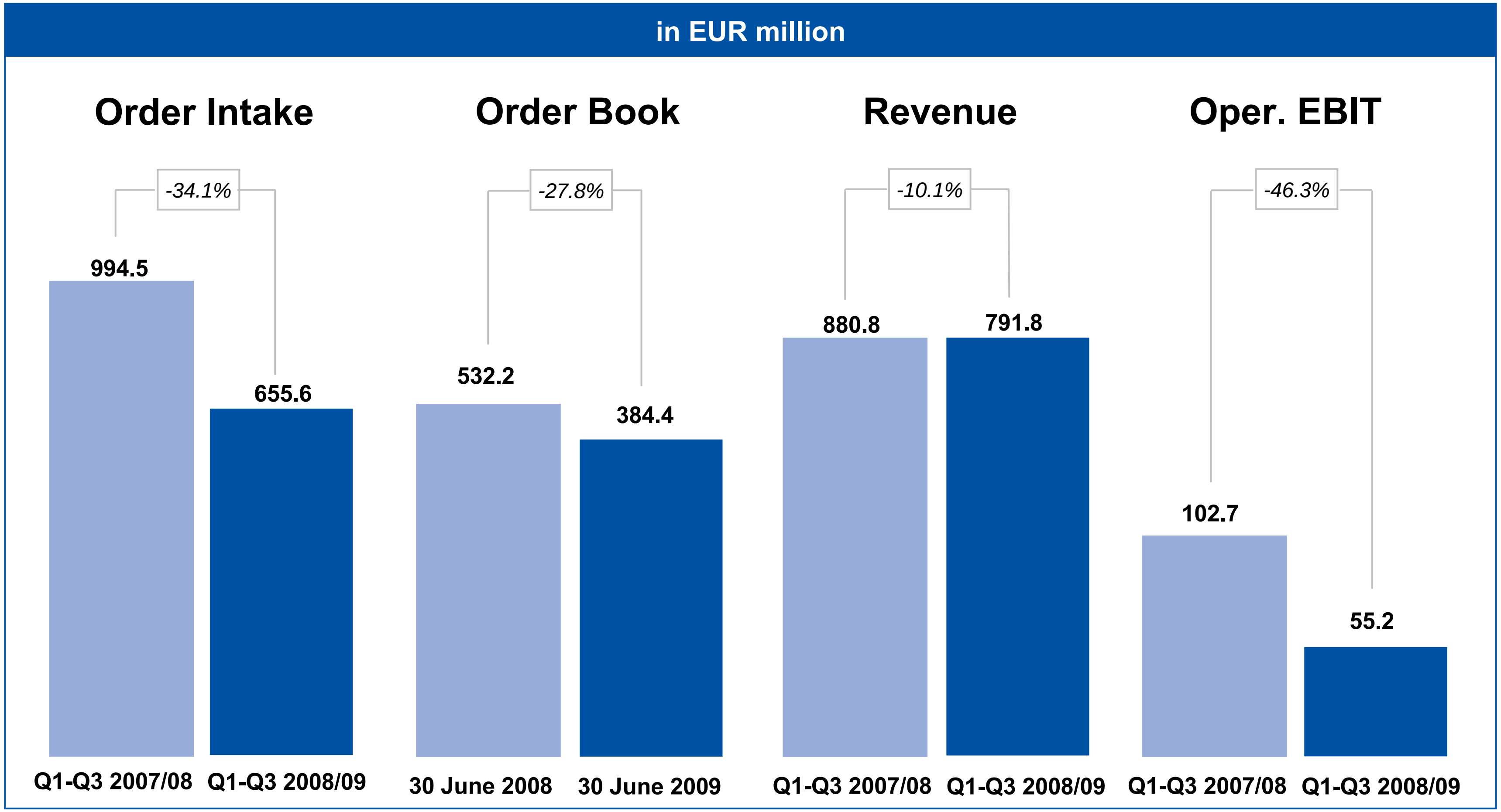
- Financial and economic crisis continued to have a marked impact
- Overseas cargo volumes are declining due to falling demand
- Timetables for terminal automation projects delayed, investment decisions for capital goods are not being made.
- Long term view: experts still anticipate further growth in global cargo traffic and therefore continuing demand for the relevant handling equipment

Services Segment

- Lower crane utilisation may lead to temporary drop in spare parts sales - may result in quarterly variation in the operating EBIT margin.
- Less vulnerable to economic crisis - equipment will have to be maintained in the interests of safety, reliability and availability

Key Group Figures

DEMAG CRANES AG



Revenue by Region
Shift from Mature to Emerging Markets

in EUR million

	Q1 – Q3 2007/08	Q1 – Q3 2008/09	Δ	Share in percent LTM** June 2009	Share in percent FY 2007/08
Germany	190.2	179.6	-5.5%	21.4%	20.7%
Rest of Europe*	329.1	250.5	-23.9%	33.5%	37.5%
North America	94.1	90.1	-4.2%	10.7%	10.3%
Mature markets	**613.4**	**520.2**	**-15.2%**	**65.6%**	**68.5%**
BRIC countries	94.7	102.4	8.1%	12.6%	11.1%
Central and South America	40.7	15.8	-61.0%	1.7%	3.6%
Asia/Pacific	81.6	100.0	22.6%	12.9%	10.5%
Other	50.5	53.3	5.5%	7.2%	6.4%
Emerging markets	**267.5**	**271.5**	**1.5%**	**34.4%**	**31.5%**
Total Group revenue	**880.8**	**791.8**	**-10.1%**	**100.0%**	**100.0%**

* Excluding Russia

** Last twelve months

Group Headcount

	31 March 2009	30 June 2009	Δ	30 Sept. 2008
Number of employees*	**6,248**	**6,121**	**-2.0%**	**6,093**
Industrial Cranes	3,540	3,448	-2.6%	3,461
Port Technology	886	883	-0.3%	829
Services	1,782	1,747	-2.0%	1,771
DCAG Holding	40	43	7.5%	32
Personnel costs/revenue**	**28.9%**	**30.4%**	**1.4% pts.**	**28.7%**
Temporary employees	132	117	-11.4%	453
Trainees/apprentices	274	242	-11.7%	325

* excl. temporary employees, apprentices and trainees

** Last twelve months

Restructuring
Goals and benefits

Head Count Savings, up to 750 jobs

Program addresses a volume of up to 60 million Euros of savings, the packages of measures guarantee the continued economic stability of the company and reduces the break-even points

- Will be achieved by the clear reduction of fixed and variable costs within Industrial Cranes and Port Technology segments.
- Goal to further integrate entire organisation, in eg. Shared Services areas - Centralised IT, purchasing and personnel functions etc.
- Management board expects that the crisis in our industry could last longer than 24 months, should be countered by a further flexibility in our capacity utilisation

➔ **Compensation Agreement and Redundancy Scheme signed with the Port Technology workers council on July 8th, 2009**

Financials

Segments
Key Figures

in EUR million	Q3 2007/08	Q3 2008/09	Δ	Q1 – Q3 2007/08	Q1 – Q3 2008/09	Δ	FY 2007/08
Order intake	**346.5**	**174.0**	**-49.8%**	**994.5**	**655.6**	**-34.1%**	**1,323.4**
Of which Industrial Cranes	183.4	75.8	-58.7%	527.0	320.9	-39.1%	671.9
Port Technology	75.5	33.3	-55.9%	212.6	107.9	-49.2%	316.8
Services	87.6	64.9	-26.0%	254.9	226.8	-11.0%	334.6
Order book	**532.2**	**384.4**	**-27.8%**	**532.2**	**384.4**	**-27.8%**	**523.5**
Of which: Industrial Cranes	352.1	247.5	-29.7%	352.1	247.5	-29.7%	350.4
Port Technology	121.5	83.9	-31.0%	121.5	83.9	-31.0%	121.7
Services	58.5	53.0	-9.4%	58.5	53.0	-9.4%	51.4
Revenue	**308.2**	**220.6**	**-28.4%**	**880.8**	**791.8**	**-10.1%**	**1,225.8**
Of which: Industrial Cranes	145.2	119.5	-17.7%	419.5	420.5	0.3%	571.2
Port Technology	81.7	35.2	-56.9%	219.2	146.1	-33.4%	325.5
Services	81.3	65.8	-19.0%	242.2	225.2	-7.0%	329.1
Operating EBIT	**38.7**	**5.3**	**-86.2%**	**102.7**	**55.2**	**-46.3%**	**137.5**
Of which: Industrial Cranes	14.6	3.0	-79.4%	37.3	25.6	-31.2%	47.8
Port Technology	6.1	-7.5	n/a	13.4	-10.3	n/a	22.1
Services	20.1	11.3	-43.9%	58.0	44.5	-23.2%	75.4
Holding/DCAG	-2.0	-1.4	n/a	-5.9	-4.7	n/a	-7.8

Balance Sheet and Cash Flow

DEMAG CRANES AG

in EUR million

	30 June 2009	31 March 2009	31 Dec 2008	30 Sept. 2008	30 June 2008
Total Assets	855.1	875.0	925.9	925.5	926.1

	Q3 2008/09	Q2 2008/09	Q1 2008/09	Q1-Q3 2008/09	Q3 2007/08
CAPEX	4.4	3.5	3.4	11.3	4.1
Free cash flow before financing	24.4	26.3	-6.9	43.8	61.0
Restructuring payments	1.3	0.0	0.0	1.3	0.0
Free cash flow before financing and Restructuring payments	25.7	26.3	-6.9	45.1	61.0

Net Working Capital

DEMAG CRANES AG

in EUR million

	30 June 2009	31 March 2009	31 Dec. 2008	30 Sept. 2008	30 June 2008
Non-current trade receivables	0.7	0.7	0.4	0.5	0.4
Inventories	246.9	266.8	274.2	261.6	258.8
Advance payments made	3.8	4.9	5.1	3.7	3.0
Trade receivables	143.8	168.8	203.3	201.3	198.6
Trade payables	-54.0	-70.5	-92.7	-97.0	-81.2
Advance payments received	-111.3	-116.6	-117.1	-116.0	-119.0
Net working capital	**229.8**	**254.1**	**273.2**	**254.0**	**260.7**

Net Debt

DEMAG CRANES AG

in EUR million

	30 June 2009	31 March 2009	31 Dec. 2008	30 Sept. 2008	30 June 2008
Non-current interest-bearing loans	105.8	105.8	105.6	105.6	150.7
Current interest-bearing loans and current maturities of non-current debt instruments	4.7	4.9	4.7	3.7	3.8
Cash and cash equivalents	-104.1	-79.7	-80.6	-90.0	-104.7
Current financial receivables	-0.5	-0.5	-0.6	-0.9	-1.2
Net debt	**5.9**	**30.5**	**29.1**	**18.4**	**48.6**

Funding and Pensions
Solid Financial Foundation

Revolving credit facility:*

Agreed in June 2006 – EUR 325.0 million - expires June 2011

- Of which EUR 220.0 million cash facility:
  30 June 2009 - EUR 105.0 million drawn, due September 2009, bears interest at 1.47 %
  (EURIBOR 1.12% plus margin of 0.35 percentage points)
- Of which EUR 105.0 million multipurpose facility (cash withdrawals or guarantees):
  30 June 2009 EUR 64.2 million guarantees (30 September 2008: EUR 67.9 million)

Covenants

		Covenants	30 June 2009	31 March 2009	30 Sept. 2008	30 June 2008
I	Net debt** /Operating EBITDA***	<2.75x	0.29x	0.38x	0.14x	0.31x
II	Operating EBITDA**/Consolidated net interest payables	>4.00x	59.85x	56.88x	30.85x	23.47x

Pension obligations:

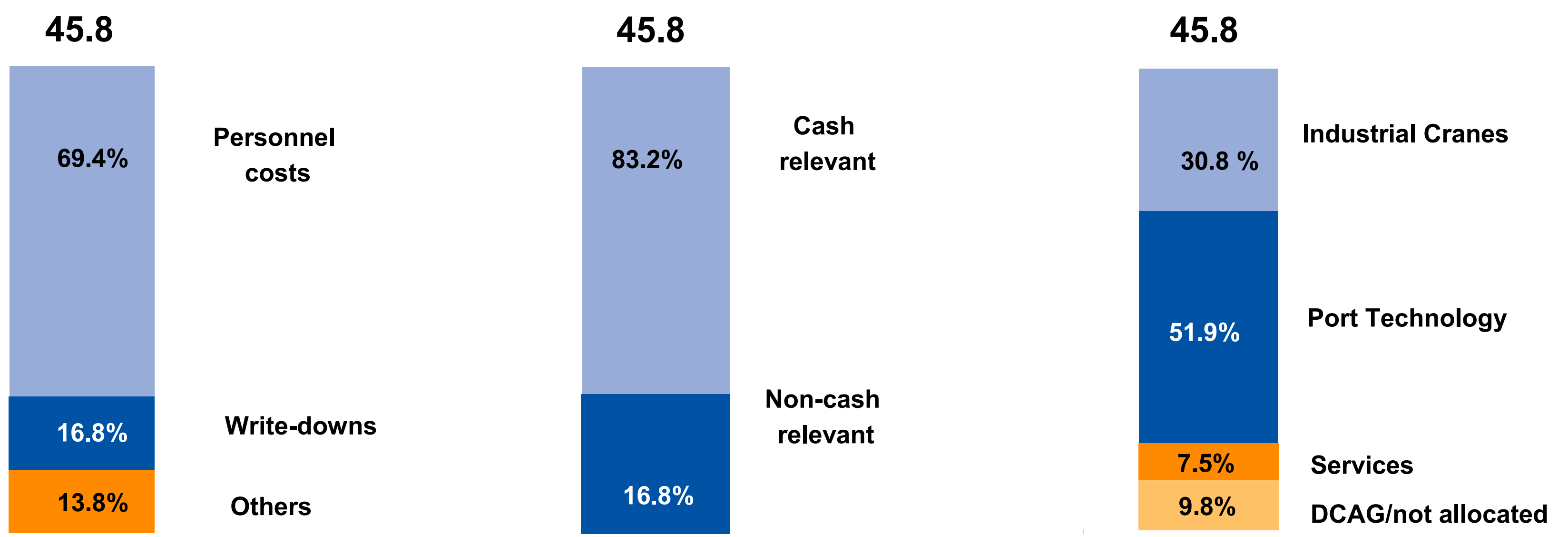
- Increased by EUR 0.4 million from EUR 112.7 million as at 30 of Sept. 2008 to EUR113.0 million at 30 June 2009

* 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 consolidated net interest payable) and a maximum leverage ratio (ratio of net financial debt to adjusted EBITDA) There are also certain other contractually agreed circumstances whose occurrence can lead to termination with all outstanding amounts falling due for repayment with immediate effect. A further right of termination exists in certain instances in the event of third-party acquisition of a controlling or majority shareholding. ** Group net debts adjusted by down payment guarantees exceeding EUR 35 million *** Operating group EBITDA adjusted by "non-cash charges" of the MSP Program

Restructuring
Financials

in EUR million

- Initial announcement of around EUR 45.8 million
- Result of the analysis as follows:

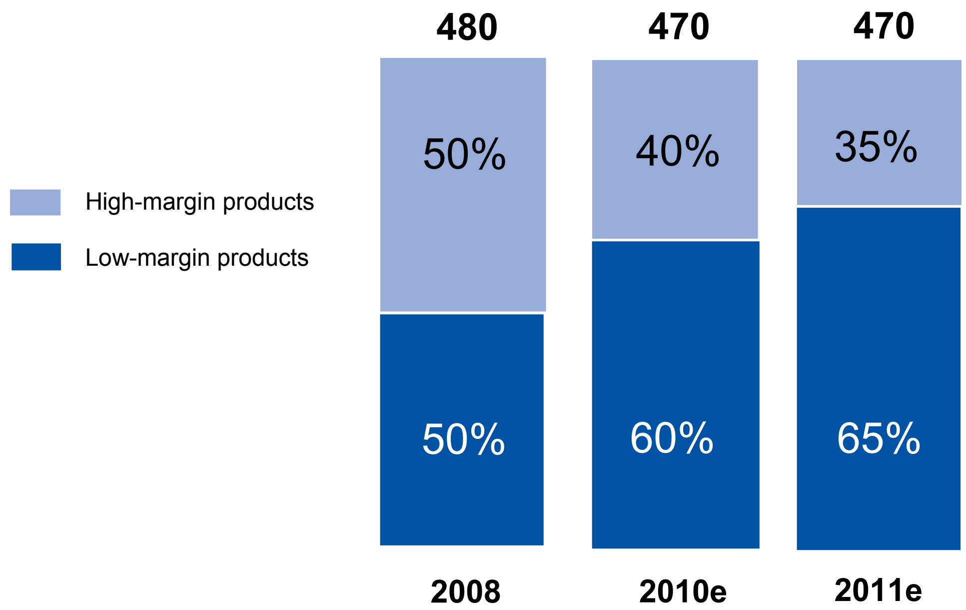


Restructuring
Effect on Break-Even points

Minimum Revenue for Operating EBIT Break-even points in EUR million

Port Technology

Industrial Cranes



Outlook 2008/2009

Outlook Environment

- Due to low visibility it remains difficult to make projections for the near future
- We do not foresee any short-term improvement in the situation of our industry
- We are adding further flexibility to our production capacity to reduce costs as well as working capital and to strengthen our sound financial basis

➔ **Restructuring measures implemented to counteract the sales decrease, aiming to significantly lower break-even points on an EBIT basis**

Outlook
FY 2008/2009 Guidance

- Revenue expectations: between EUR 1.0 to 1.1 billion
- Operating EBIT: between EUR 55.0 to 65.0 million
- Restructuring costs: around EUR 50 million

Financial Calendar 2009

- 08 December 2009 Financial statements, financial year 2008/2009
- All roadshow appointments are published on our website:
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