

Analysts' Conference Call Second Quarter 2007/2008

Düsseldorf, 08 May 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.

Q2 2007/2008 at a glance

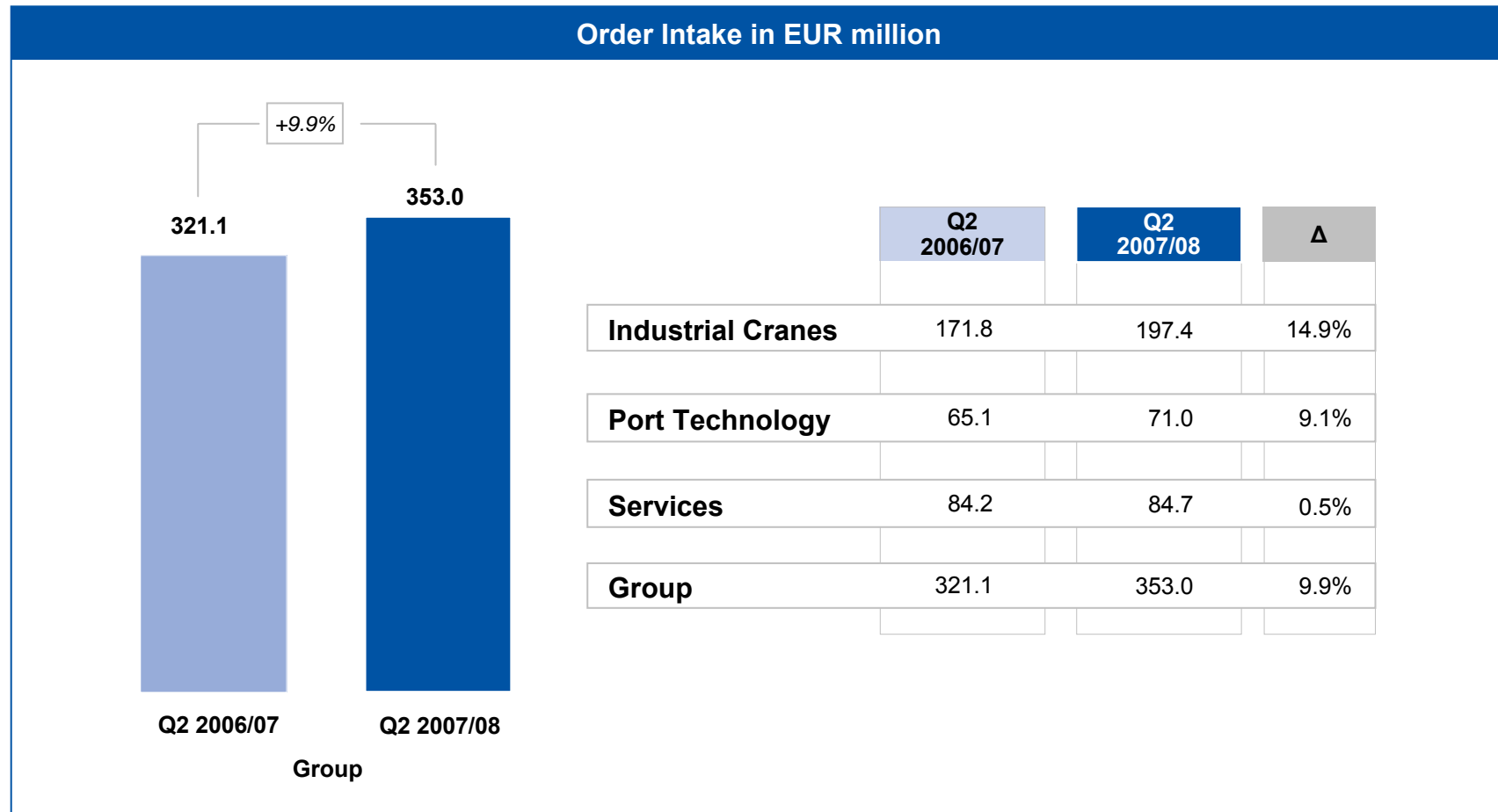
Group

- Continued strong order intake (plus 9.9 percent)
- Dynamic revenue growth (plus 10.4 percent)
- Adjusted EBIT grew considerably (plus 47.7 percent)
- Guidance increased (New: Revenue up to around 1.2 billion EUR, Adjusted EBIT up to around 125 million EUR)

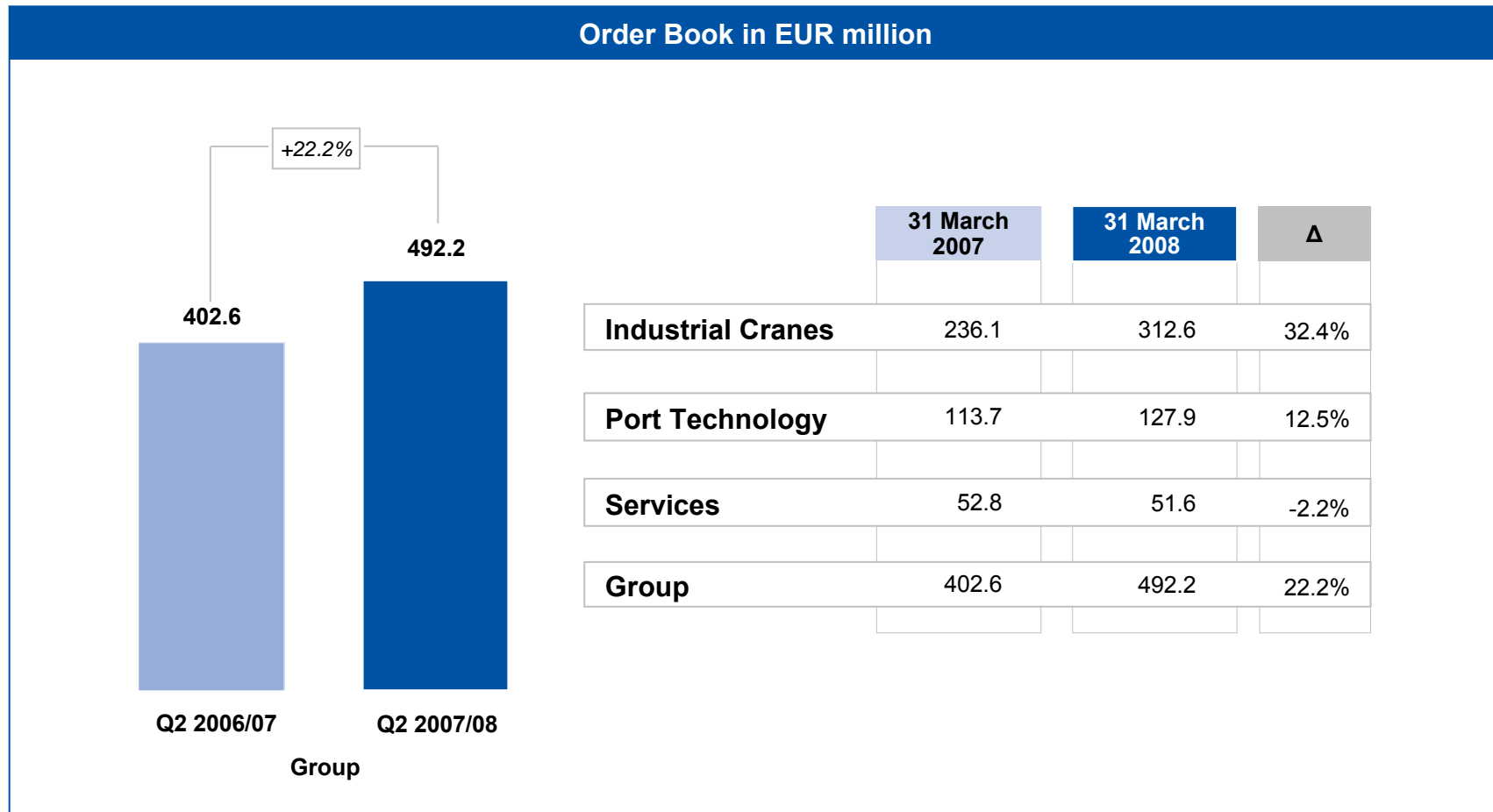
Segments

- Industrial Cranes: Strong increase in revenues and profit
- Port Technology: Generation 5 measure implementation on the home straight
- Services: Robust EBIT achieved

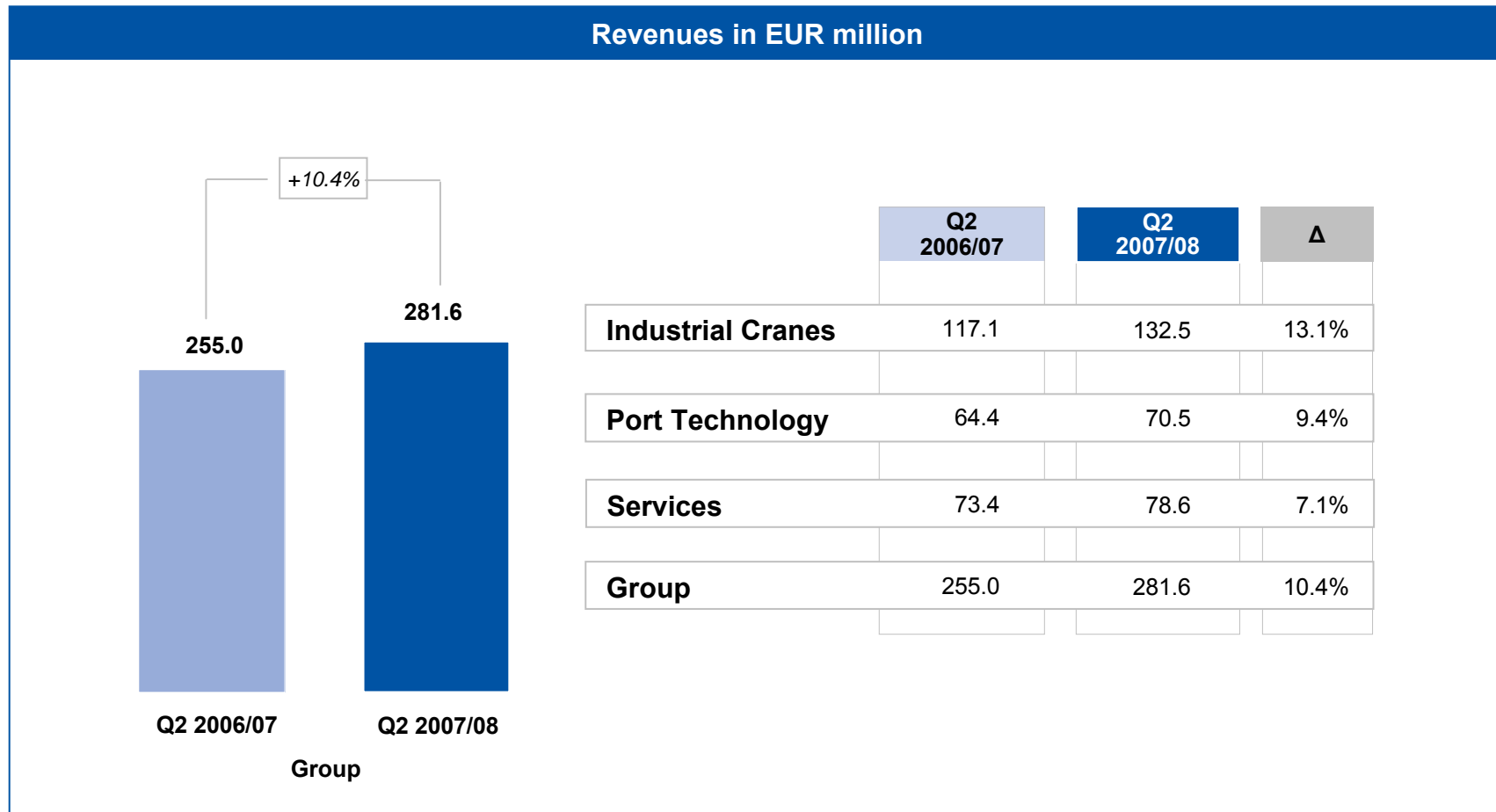
Group Order Intake Increased by 9.9 %



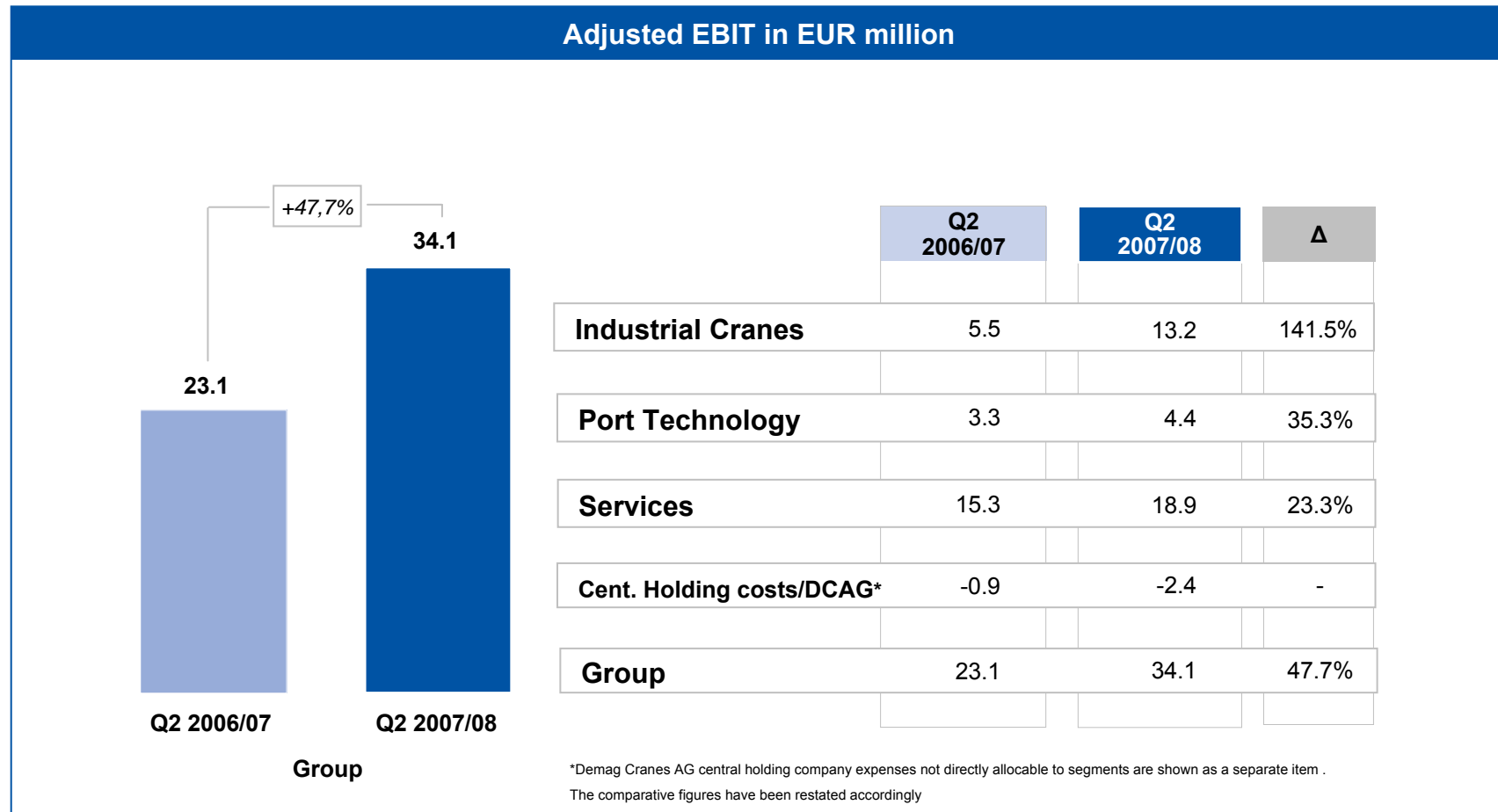
Group Order Book Up 22.2%



Group Revenues Grew by 10.4%



Adjusted Group EBIT Soared by 47.7%



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 H1 2007/2008

Group Key Figures

Sound Business Development

	H1 2006/2007	H1 2007/2008	Δ
Order intake	595.5	648.0	8.8%
Revenues	497.5	572.7	15.1%

Adjusted EBIT	44.0	64.0	45.5%
in % of revenues	8.8%	11.2%	2.4% pt.
Reported EBIT	38.9	62.3	59.9%
in % of revenues	7.8%	10.9%	3.1% pt.

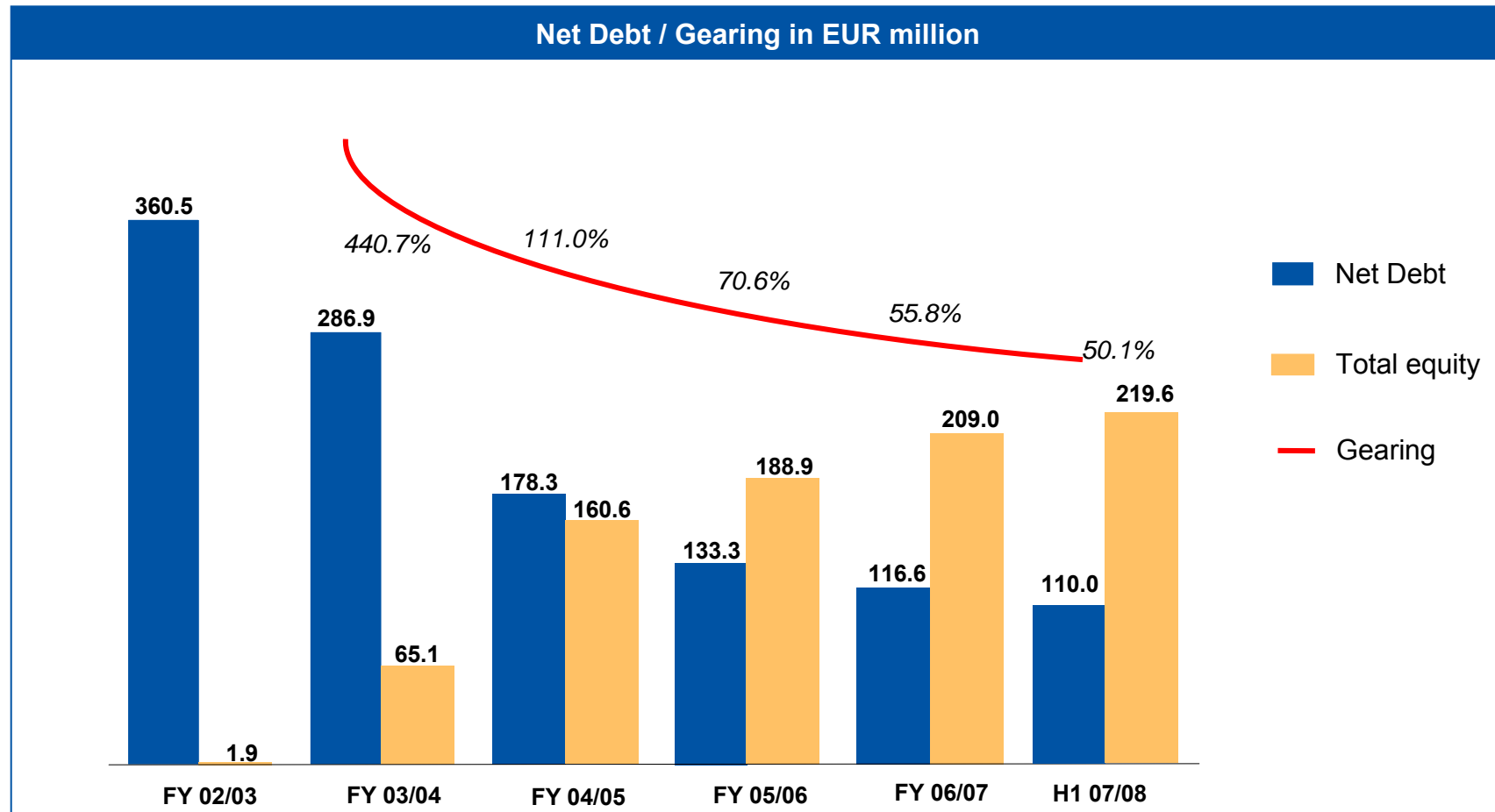
Balance Sheet and Cash Flow

	31 Sep 2007	31 March 2008	Δ
Total assets	843.1	864.8	2.6%
Net working capital	247.5	273.9	10.7%
Thereof: Inventories	220.3	235.9	7.1%

	H1 2006/2007	H1 2007/2008	Δ
Capex	12.1	6.1	-49.8%
Cash flow before financing	-4.6	32.4	798.4%

Group Net Debt

Debt Reduction on track



Outlook 2007/2008

FY 2007/08 Outlook Guidance increased

Continued strong demand for our products in all segments expected

- Revenue up to around EUR 1.2 billion
- Adjusted EBIT up to around EUR 125 million

Financial Calendar 2008



- 7 August 2008 Interim Report Q3, financial year 2007/2008

- 15 December 2008 Financial statements, financial year 2007/2008

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