

General Meeting

Financial Year 2006/2007

Harald J. Joos, CEO

Düsseldorf, 6 March 2008

Agenda

- Group Structure and Strategy
- Business Performance in Financial Year 2006/2007
- Financials in Financial Year 2006/2007
- Share and Dividend
- Financial Year 2007/2008: First Quarter and Outlook

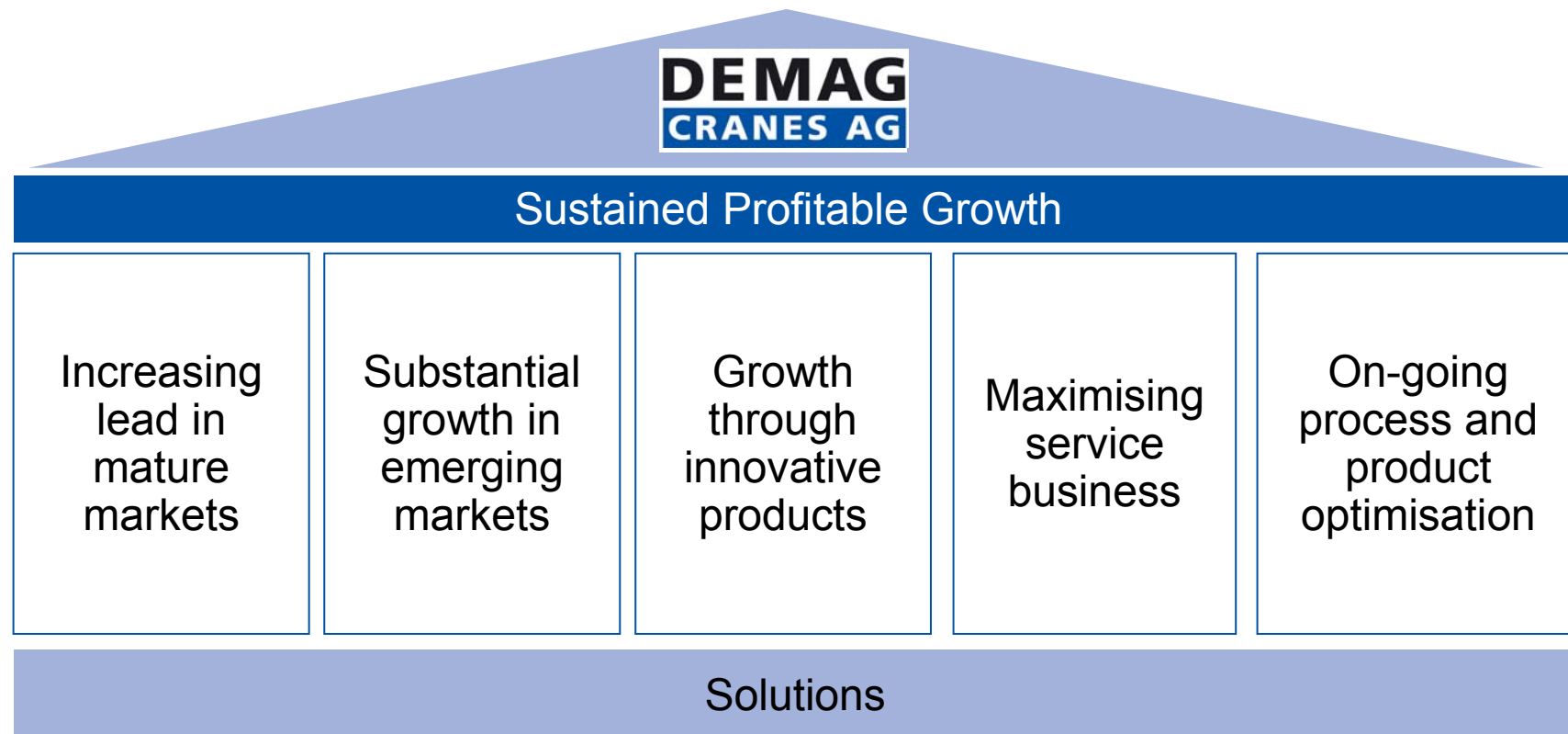
Group Structure and Strategy

Group Structure

Holding with Three Business Segments



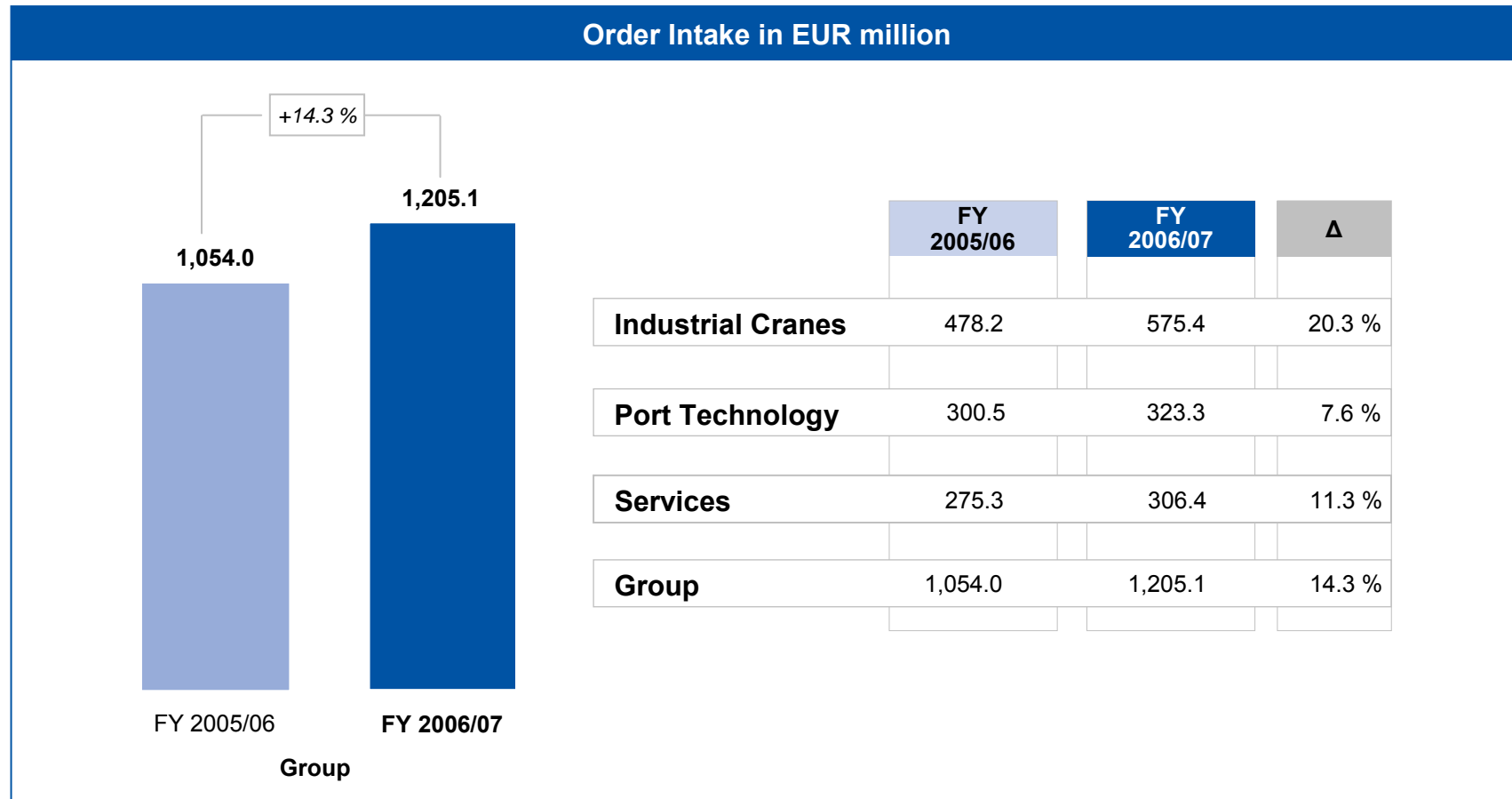
Strategy for Sustained Profitable Growth Based on Five Pillars



Business Performance in 2006/2007

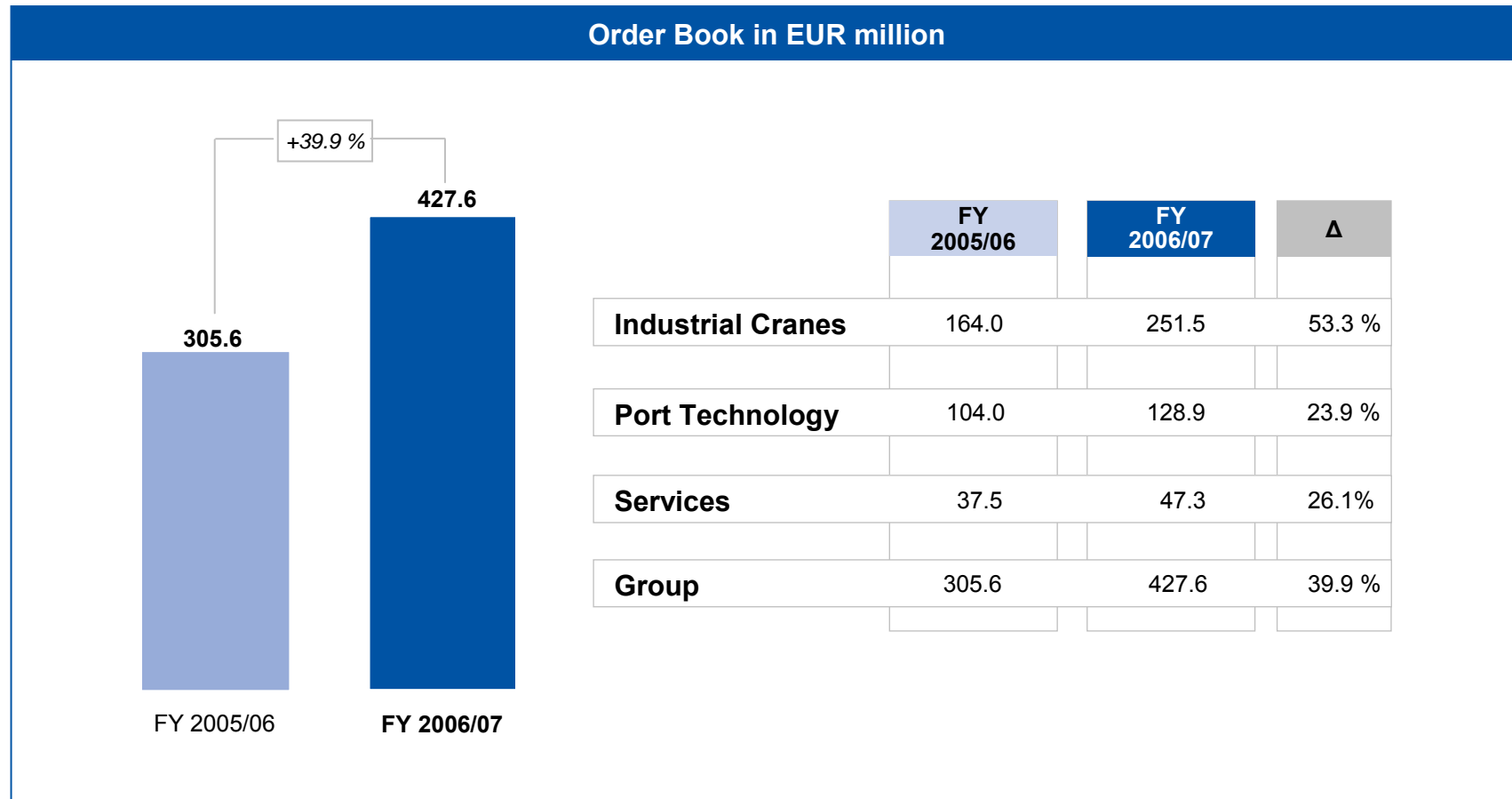
Order Intake

Increased by over 14 Percent



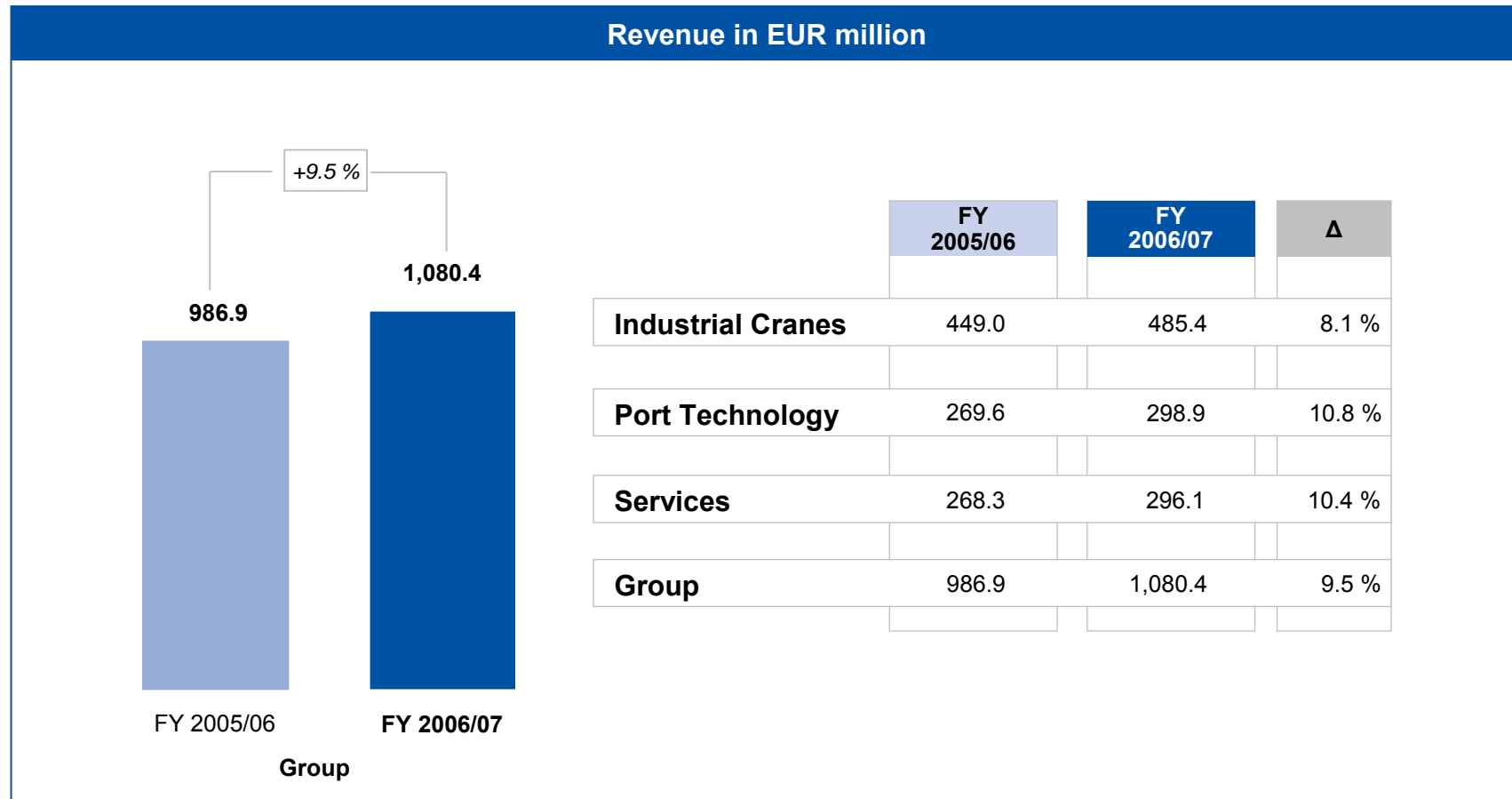
Order Book

Reflects Strong Customer Relationships



Revenue

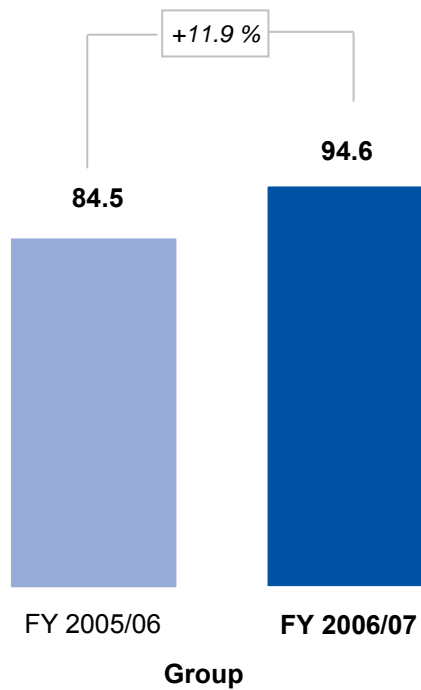
Continued Strong Growth in All Segments



Adjusted EBIT

Revised Target Over-Achieved

Adjusted EBIT in EUR million



	FY 2005/06	FY 2006/07	Δ
Industrial Cranes	10.8	23.6	118.5 %
Port Technology	24.5	9.6	-60.7 %
Services	49.3	61.4	24.6 %
Group	84.5	94.6	11.9 %

Port Technology

Goal: To Double EBIT Margin

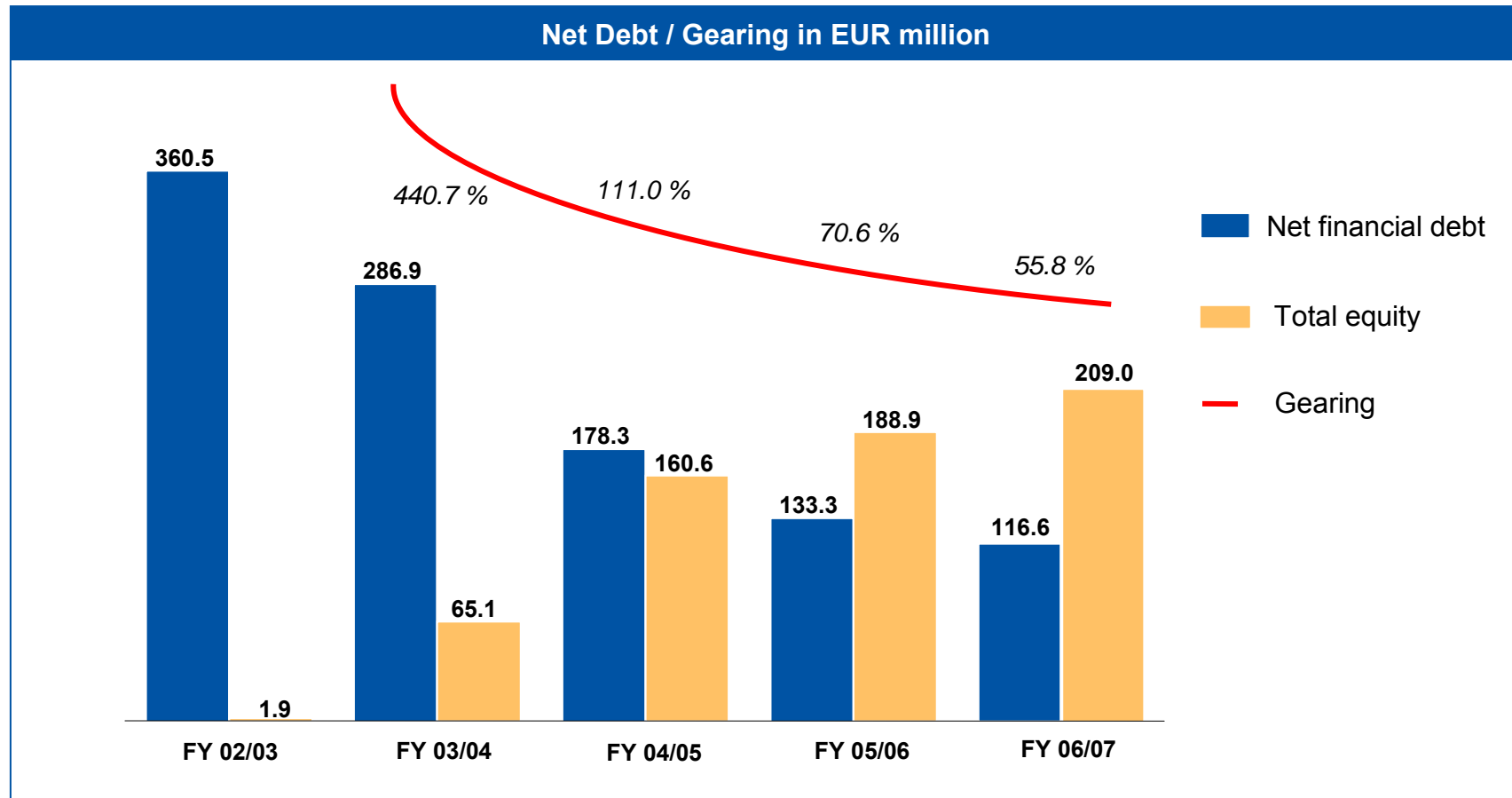
- Five packages of measures to reduce the manufacturing costs with a positive effect of EUR 15 million EBIT
- Full effect on earnings seen from FY 2008/2009 onwards

Outlook:

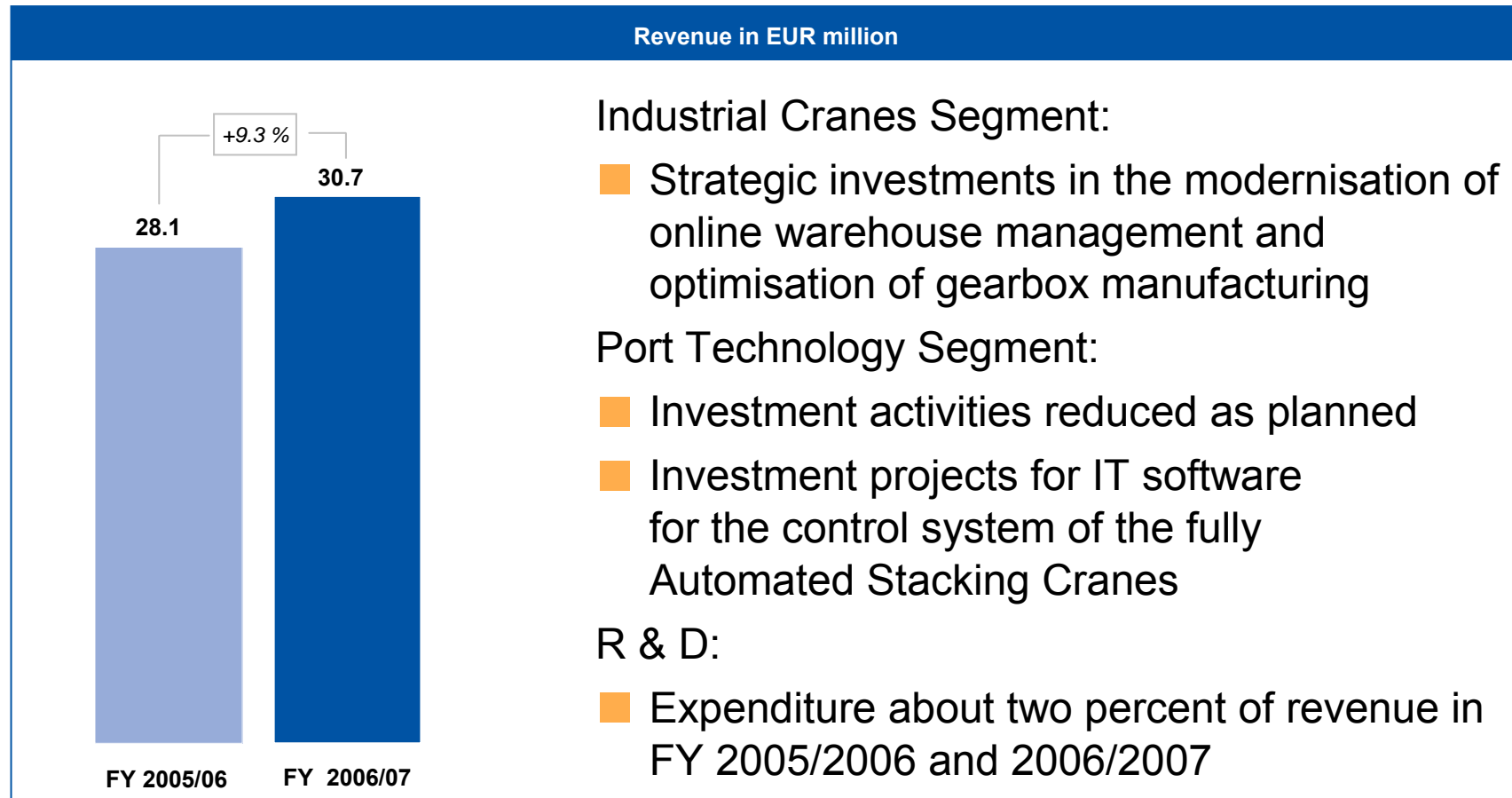
- ⇒ To double adjusted EBIT in the Port Technology segment in FY 2007/2008 to between EUR 18 million and EUR 20 million
- ⇒ To double adjusted EBIT margin in the Port Technology segment in FY 2007/2008 from three to approx. six percent

Financials 2006/2007

Net Financial Debt Reduced Further

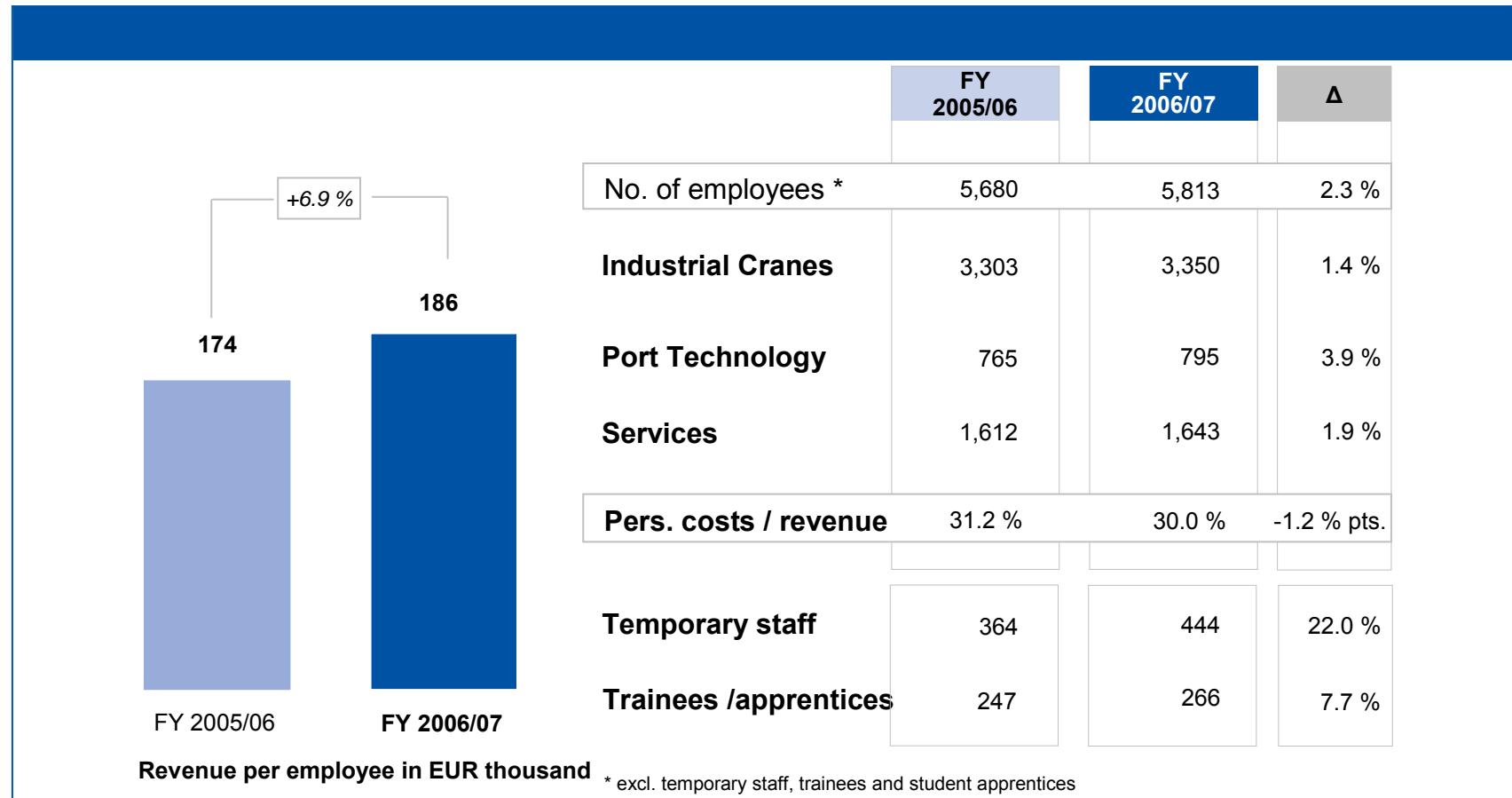


Investments and R & D



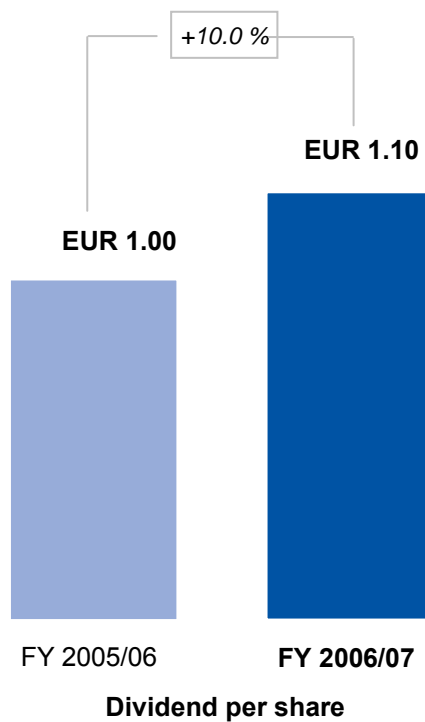
Group Headcount

Revenue per Employee Increased



Share and Dividend

Dividend Proposal: EUR 1.10 Increased by 10 Percent



- Consistent dividend policy
- Distribution ratio: 45.6 percent of adjusted net income
- Dividend yield: 3.9 percent (based on XETRA closing share price on 29 February 2008)

Financial Year 2007/2008

Economic Situation

The Group is Relatively Immune

Industrial Cranes Segment:

- Driven by the investment budgets for fixed assets
- Balanced risk between mature and emerging markets

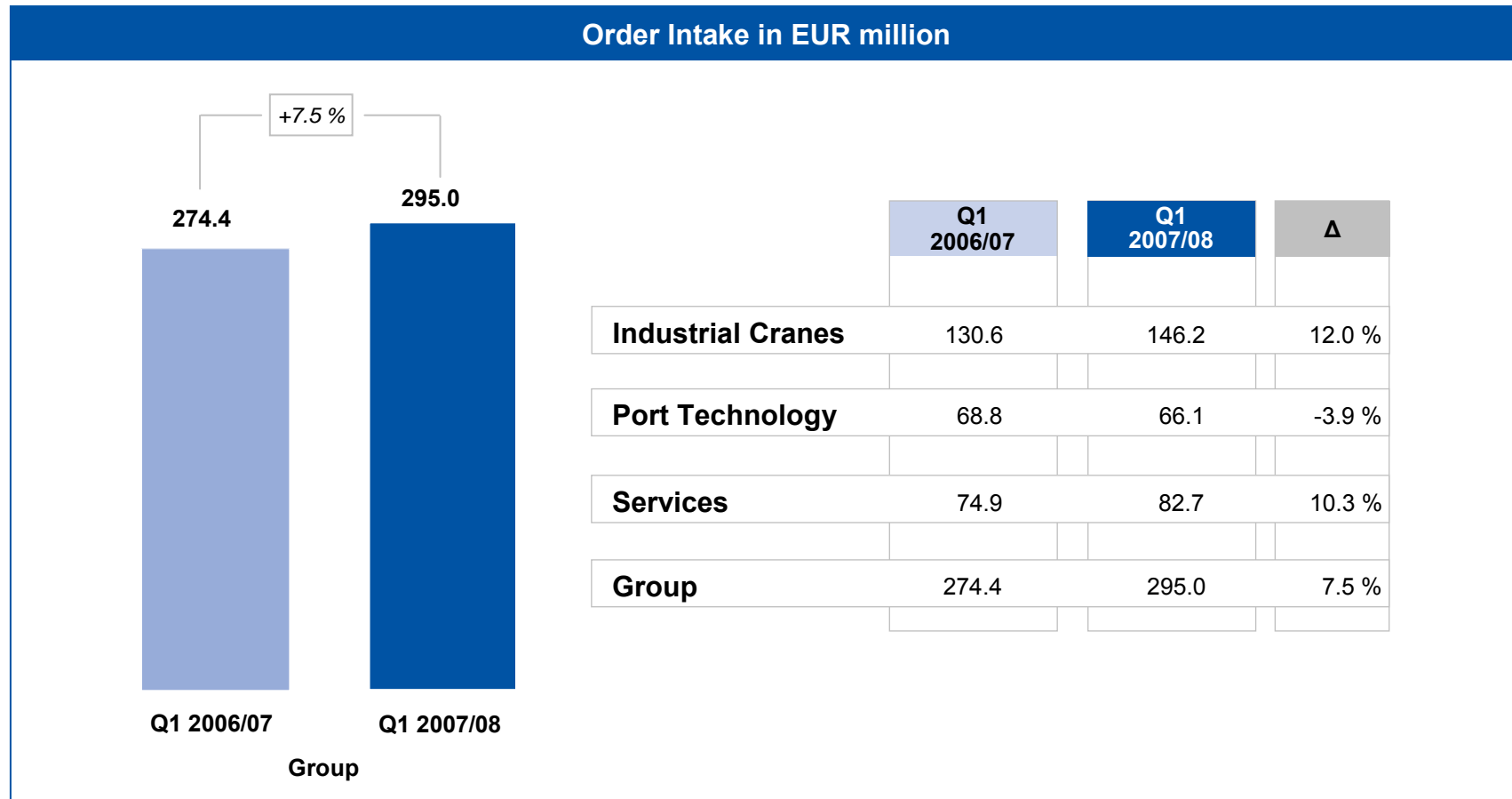
Port Technology Segment:

- Directly benefits from the globalisation of the world markets
- Low risk to economic fluctuations

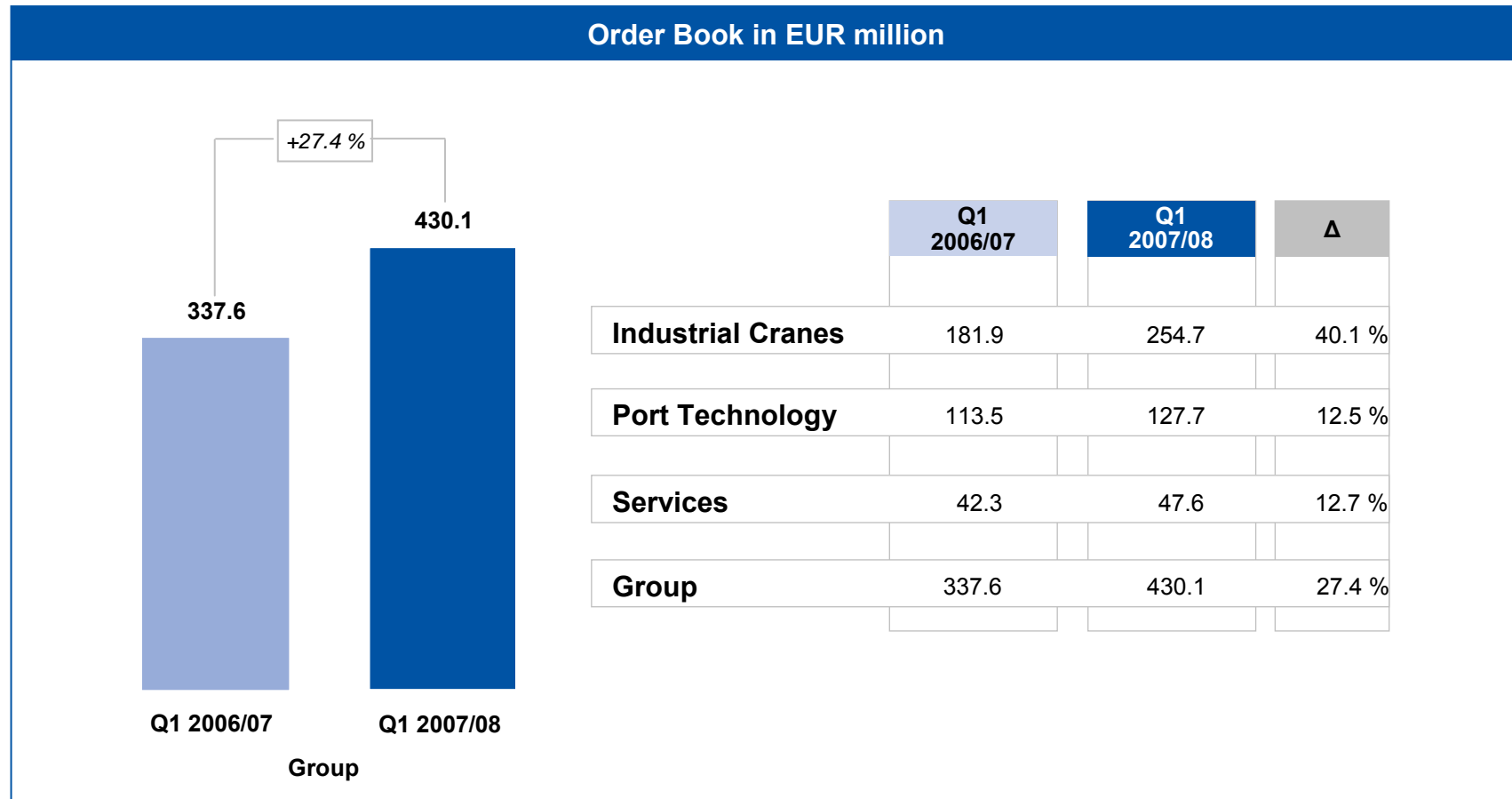
Services Segment:

- Little affected by cycles; key drivers:
 - Customers' trend towards outsourcing
 - Maintenance of the largest installed base worldwide

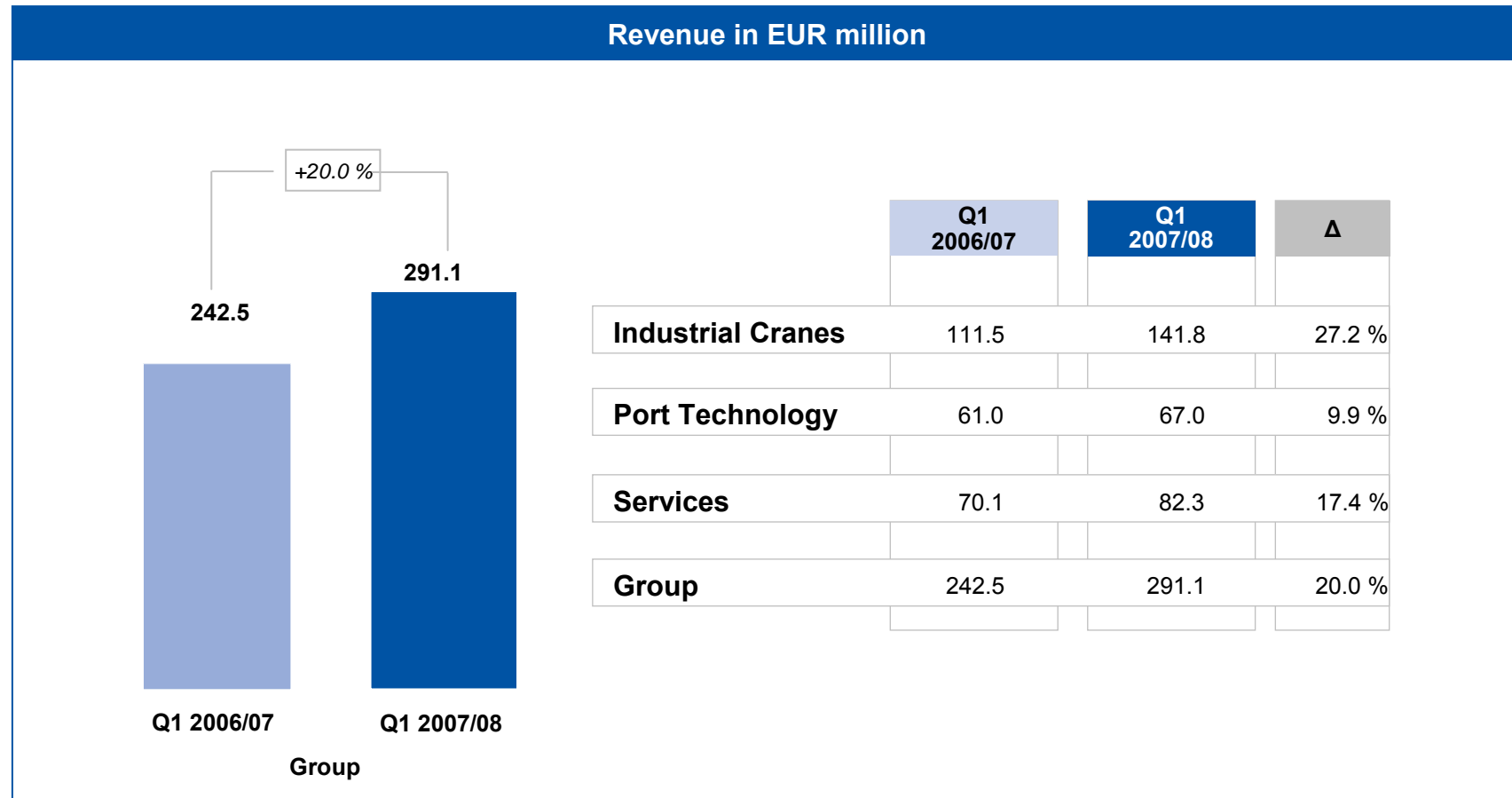
Q1 2007/2008: Order Intake Increased by 7.5 Percent



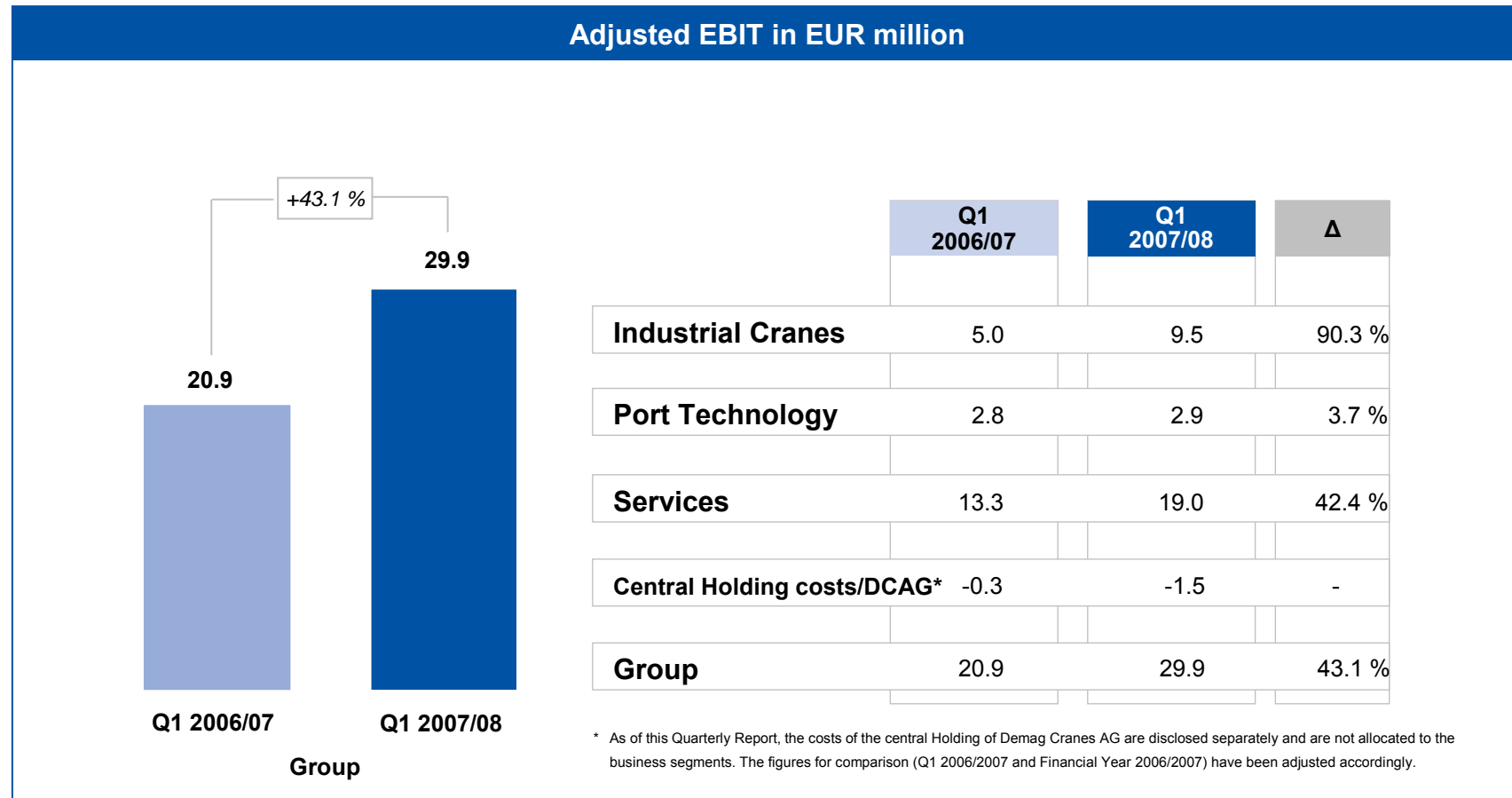
Q1 2007/2008: Order Book Up 27.4 Percent



Q1 2007/2008: Revenue Grew by 20 Percent

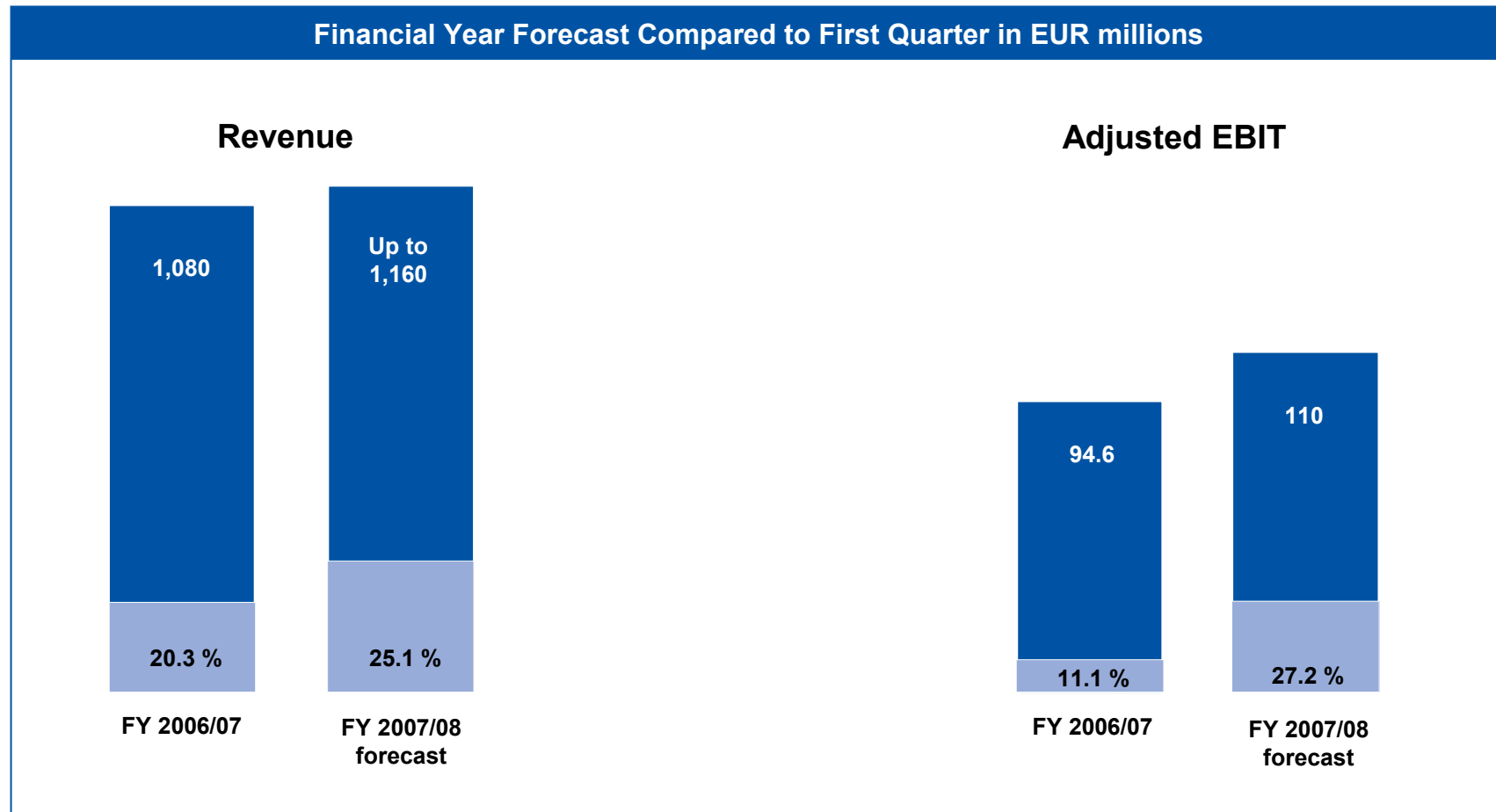


Q1 2007/2008: Adjusted EBIT Soared by 43.1 Percent



Outlook for FY 2007/2008

Conservative Forecast



Disclaimer

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