

## Segment Key Figures



### Industrial Cranes

In the Industrial Cranes segment, Demag Cranes manufactures high-quality components, such as rope and chain hoists, travel units and motors and complete cranes. We make a distinction between cranes that are made of standardised modules for industrial infrastructure applications (Standard Cranes), and cranes that are designed for use in the customer's specific production processes (Process Cranes). With its highly versatile crane construction kit (KBK), used primarily in industries where demands on the production process vary (e.g. the automotive industry), Demag Cranes is the global market leader.

	2008/2009	2007/2008	Δ
Order intake	397.9	671.9	-40.8 %
Order book as at end of period	197.7	350.4	-43.6 %
Revenue	545.8	571.2	-4.4 %
Operating EBIT <sup>1, 2</sup>	29.7	47.8	-37.8 %
in % of revenue	5.4 %	8.4 %	-2,9 % pts
Employees <sup>3</sup>	3,398	3,461	-1.8 %



### Port Technology

The products and services offered by our Port Technology segment provide customised solutions to enhance material flow and logistics processes at ports and in terminals. The products we offer range from Mobile Harbour Cranes, in which we lead the global market, to the automation of container transport and storage activities. In addition, Demag Cranes develops and supplies the necessary navigation and control software, making it the only provider of integrated solutions in the terminal automation sector. The segment also offers port operators planning and advisory services as well as specialised simulation and emulation facilities. Port Technology products are manufactured in Düsseldorf.

	2008/2009	2007/2008	Δ
Order intake	151.8	316.8	-52.1 %
Order book as at end of period	69.4	121.7	-43.0 %
Revenue	204.0	325.5	-37.3 %
Operating EBIT <sup>1, 2</sup>	-14.8	22.1	n/a
in % of revenue	-7.3 %	6.8 %	n/a
Employees <sup>3</sup>	774	829	-6.6 %



## Services

Demag Cranes operates one of the world's largest service networks for cranes and hoists made by various manufacturers. This enables us to provide our customers quickly with comprehensive services to repair, refurbish or convert their equipment. Demag Cranes also supplies any spare parts required, and acts as an outsourcing partner to meet long-term full service contracts for its customers. With more than 650,000 electric cranes and hoists, Demag Cranes has the largest installed base in the world.

	2008/2009	2007/2008	Δ
Order intake	292.1	334.6	-12.7 %
Order book as at end of period	46.0	51.4	-10.4 %
Revenue	297.7	329.1	-9.5 %
Operating EBIT <sup>1, 2</sup>	60.2	75.4	-20.2 %
in % of revenue	20.2 %	22.9 %	-2.7 % pts
Employees <sup>3</sup>	1,719	1,771	-2.9 %

<sup>1</sup> Adjusted to effects of operating adjustments.

<sup>2</sup> Formally adjusted EBIT.

<sup>3</sup> Employees as at the end of the period, excluding temporary employees, apprentices and trainees.

### SEGMENTS' PROPORTION OF TOTAL REVENUE in percent

