

Employees

Employee Structure and Employee-Related Key Figures

As at 30 June 2010, the Group had 5,735 employees*, 386 fewer than as at 30 June 2009. The workforce decreased by 199 since 30 September 2009.

Employee-Related Key Figures

	LTM June 2010	Financial year 2008/2009	Δ
Operating personnel expenses in EUR million	318.2	322.6	-1.4 %
Operating personnel expenses/revenue	35.5 %	30.8 %	4.7 % pts
Operating personnel expenses/employee in EUR thousand**	55	53	3.7 %
Revenue/employee in EUR thousand**	154	171	-10.0 %

Number of Employees by Regions*

	30 June 2010	31 March 2010	31 December 2009	30 September 2009	30 June 2009
Germany	2,763	2,793	2,870	2,906	3,031
Rest of Europe	1,108	1,125	1,163	1,195	1,227
North America	573	566	552	572	583
Mature markets	4,444	4,484	4,585	4,673	4,841
BRIC countries	868	866	837	830	851
Asia/Pacific	209	207	207	203	196
Other	214	214	225	228	233
Emerging markets	1,291	1,287	1,269	1,261	1,280
Demag Cranes Group total	5,735	5,771	5,854	5,934	6,121

Number of Employees by Segments*

	30 June 2010	31 March 2010	31 December 2009	30 September 2009	30 June 2009
Industrial Cranes	3,134	3,133	3,210	3,398	3,448
Port Technology	649	682	701	774	883
Services	1,703	1,717	1,698	1,719	1,747
Demag Cranes AG employees	249	239	245	43	43
Of which in Group headquarters	170	161	167	43	43
Demag Cranes Group total	5,735	5,771	5,854	5,934	6,121

	30 June 2010	31 March 2010	31 December 2009	30 September 2009	30 June 2009
Temporary employees	321	198	117	112	117
Apprentices/trainees	279	270	291	285	242

* Employees excluding temporary employees, apprentices and trainees.

** Based on average number of employees.

Operating personnel expenses declined in the period 1 July 2009 to 30 June 2010 compared with financial year 2008/2009 from EUR 322.6 million to EUR 318.2 million. This figure is net of severance payments for workforce reductions made as part of the restructuring programme. As a proportion of revenue, operating personnel expenses rose to 35.5 percent.

Due to the decline in Group revenue, revenue per employee dropped from EUR 171,000 to EUR 154,000.

At segment level, the number of employees in the Industrial Cranes segment was reduced to 3,134 at 30 June 2010 compared with 30 June 2009. In the Port Technology segment, the number of employees decreased to 649 at 30 June 2010. The Services segment had a workforce of 1,703 at the end of the third quarter of 2009/2010. The decrease in the number of employees at segment level compared with 30 June 2009 is a result of our restructuring programme. The first quarter of 2009/2010 also saw key management functions relating to finance, accounting, human resources, IT, marketing and corporate development centralised in Shared Services and transferred to Group headquarters. These employees are shown as employees of Demag Cranes AG, which had a workforce of 249 at 30 June 2010.

We have added to our workforce in emerging markets in response to the positive business trend there.

Compared with a year earlier, the number of temporary employees at 30 June 2010 also increased to 321. These additions were made in growth regions such as India.

Risk Report

As at 30 June 2010, there were no risks that raised doubt about the Demag Cranes Group's ability to continue as a going concern. There has also been no significant change in opportunities and risks relative to the Risk Report on page 71 of the 2008/2009 Annual Report.

Outlook

Business Outlook for the Demag Cranes Group

According to current projections, the world economy will gradually recover. These projections remain subject to uncertainties, however, due to the current debt situation in some European countries.

Regarding business development in the Demag Cranes Group, we intend to continue reinforcing our market position in the markets relevant to us in financial year 2009/2010. The recovery in order intake is to be considered a positive indicator for a good fourth quarter of 2009/2010. For the full year 2009/2010, the Management Board anticipates Group revenue of approximately EUR 900 million and operating EBIT of EUR 45 to 50 million. Capital expenditure ought to slightly exceed the previous year's level. This corresponds to our previous announcements concerning the outlook for financial year 2009/2010. We aim in general to continue rigorously aligning our Group to growth and greater efficiency. The focus of growth is on foreign markets.

In implementing our restructuring and integration activities, we have not only successfully navigated our Group through the crisis so far: we are also rendering it more competitive in readiness for a future economic recovery and are laying the foundations for sustained growth.

Overall, the Demag Cranes Group has a solid financial basis. We are also already well positioned in the key markets.