



**Welcome
to Wetter...**

DEMAG
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**...birthplace of industrial
culture with approx.
200 years history**

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Agenda

1 Historic milestones

2 Product portfolio

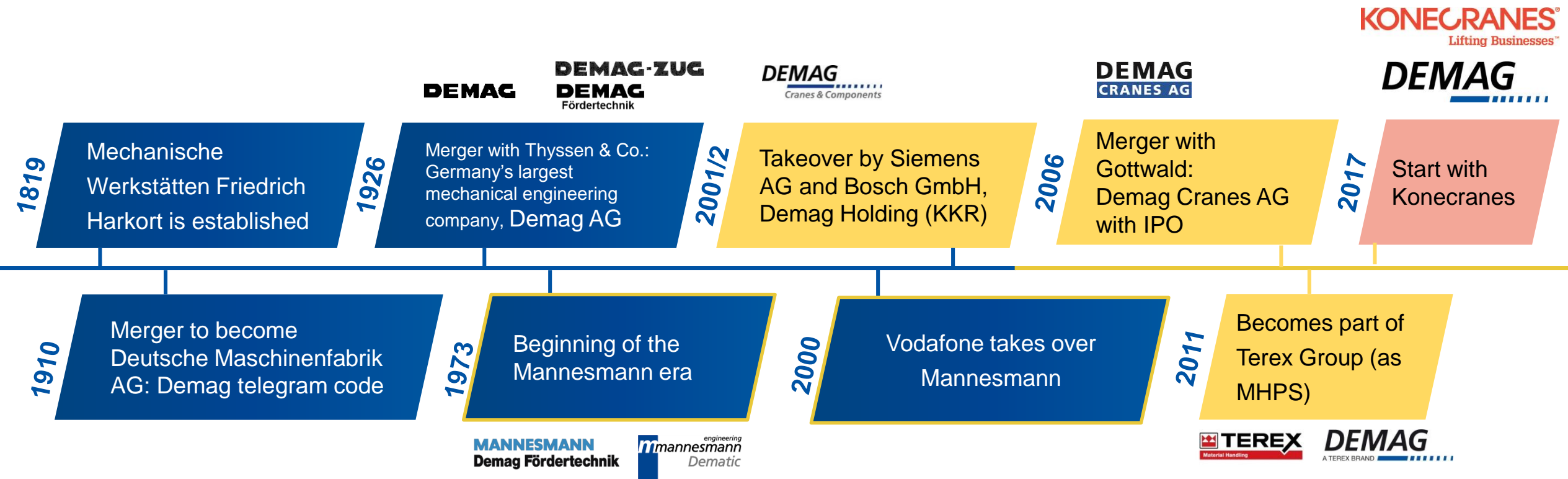
3 Go to market

4 Brand values

5 Contribution to the group

6 Wetter operations at a glance

Company milestones of Demag brand



Product portfolio Cranes & Components

Process cranes



Paper industry



Process interlinking



Recycling/bulk material



Aviation industry



Steel handling



Steel production

Universal cranes



Single-girder OTC



Single-girder
susp. cranes



Double-girder OTC



Wall-mounted
travelling cranes



Crane Sets



Semi and full-portal
cranes

Modular crane systems



KBK Aluline



KBK suspension cranes



Pillar and wall-
mounted slewing jibs



KBK manipulator cranes



KBK portal cranes



KBK suspension
monorails

Components



Rope hoists



Chain hoists



Battery magnets



Drives



Control units &
radio controls



Conductors & power
supply lines

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Product portfolio Services

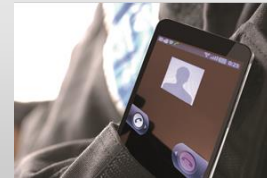
Inspection & maintenance



StatusControl &
Service Platform



Revolving warranty



24-hour on-call standby



Risk assessment



Safety inspections



Surveys of crane runways
& crane geometry

Spare parts



Express spare parts service



Genuine spare parts



More than 11,000 different articles, ready for immediate
shipping or pick-up



Replacement units in
24 hours

Modernisation/ refurbishment



Latest technology



General overhaul



Demag Repair Center



Demag Training



Component replacement



Expert advice

Demag Go to market with two Channels

End users

DIRECT
CHANNEL

DEMAG **KONECRANES®**

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 **donati**

R&M
MATERIALS
HANDLING
INC.

Crane builders / Distributors

INDIRECT
CHANNEL

SWF
KRANTECHNIK

MORRIS
CRANE SYSTEMS

 **VERLINDE**
LIFTING EQUIPMENT

Scale benefits in operations & Production

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Core values of Demag brand

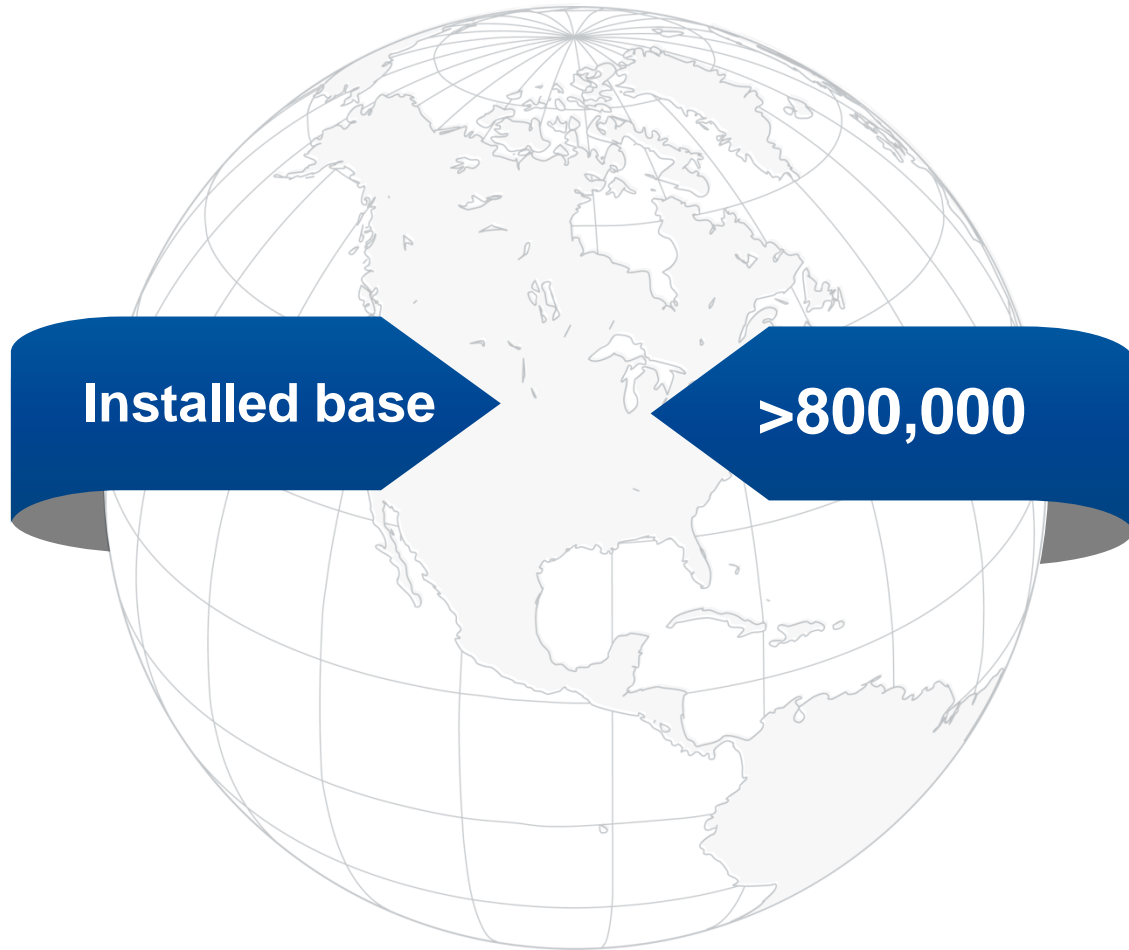
Reliability

Innovation

Dedication

Safety

Reliability: Products



- Demag -The original:
Synonym for lifting

“I buy a Demag”

- Demag cranes are well known for long time quality. Examples:
 - Wetter plant: crane from 1918 in use
 - Siemens plant, MH:
Demag crane working since 1934

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Reliability: Processes & lifetime care



■ Fast and reliable solution:

- Demag configurator is integrated in all business process steps worldwide;
1,200,000 Designer configurations/p.a.

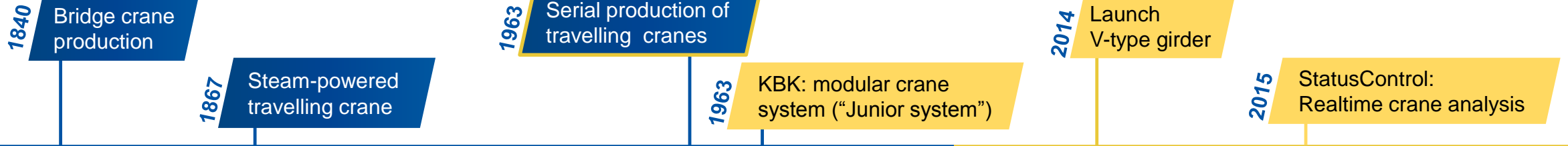


■ Life insurance for Demag equipment:

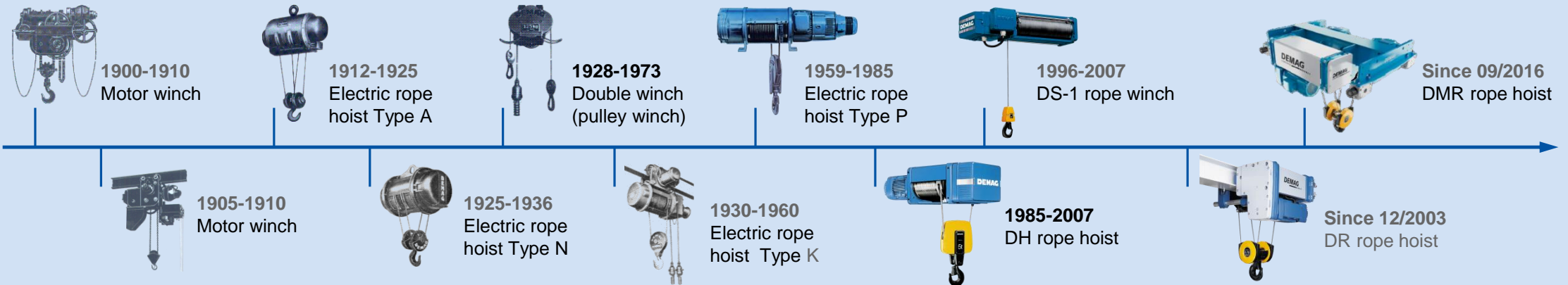
- Ingenious system for storing and shipping goods:
- >12,000 spare parts 24/7 available

Innovation: Industrial cranes & hoists

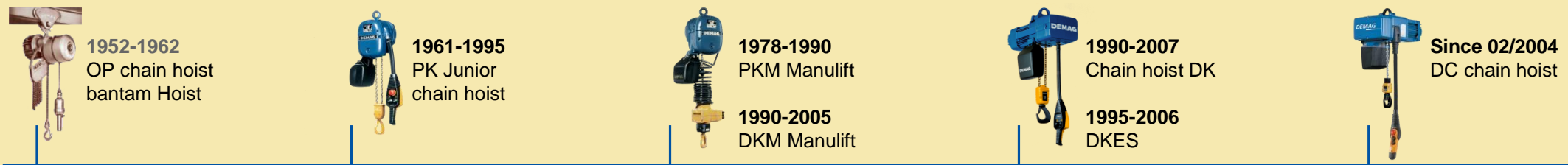
■ Cranes



■ Rope hoists



■ Chain hoist



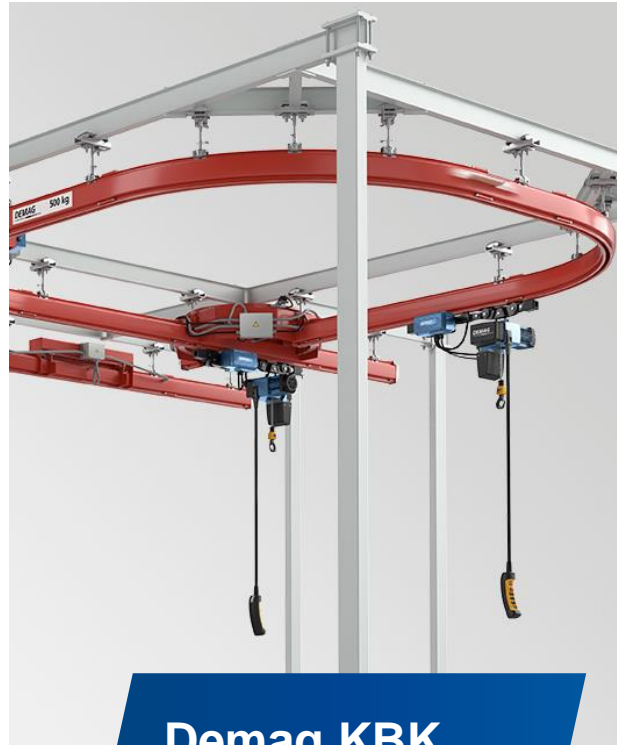
Innovation



V-type-girder



DMR rope hoist



Demag KBK



StatusControl

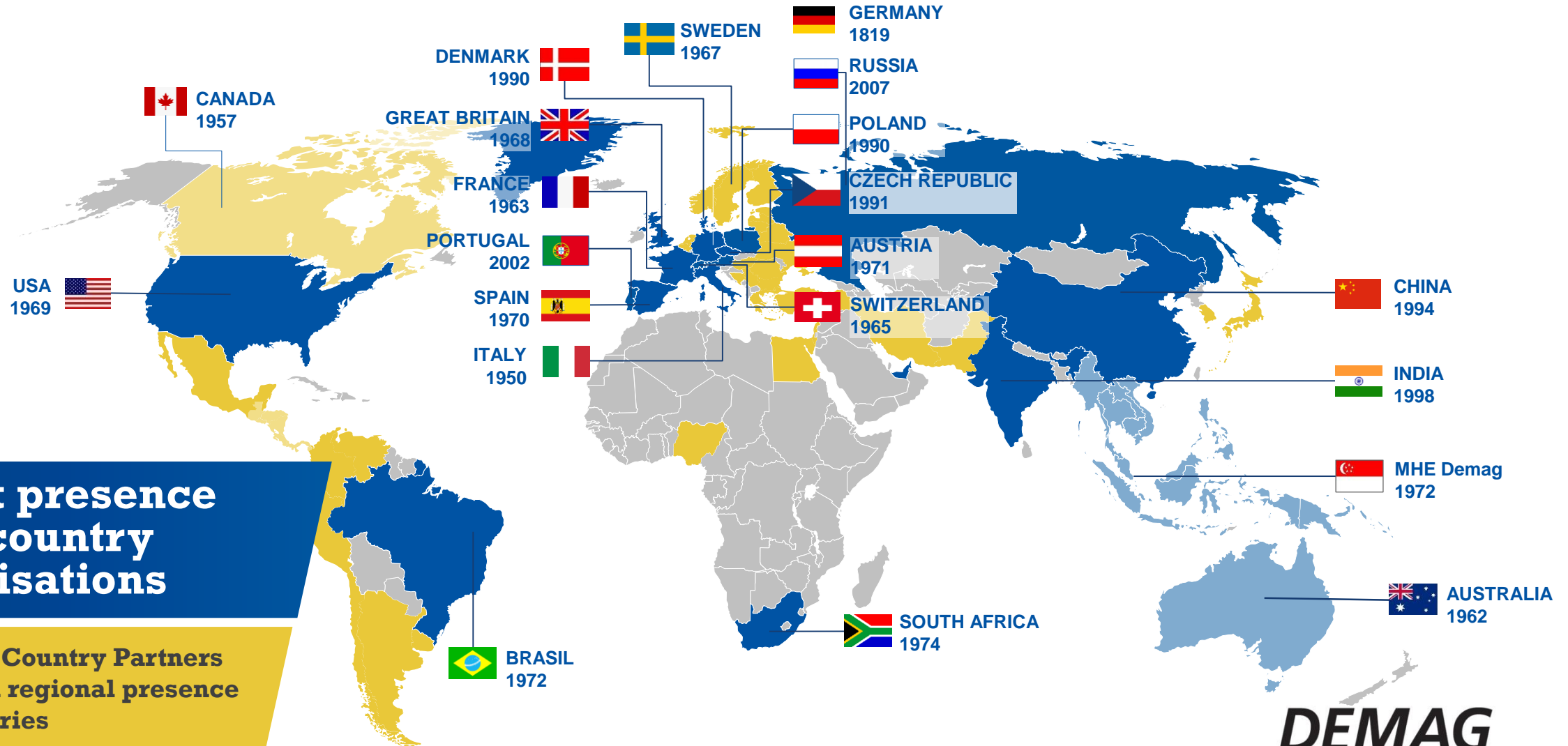
Dedication: ready to go the extra mile



High degree of loyalty to Demag brand and company ensures

- Experienced staff
- Product know how
- Market intelligence

Dedication: Influenced by customers' requirements and market developments



Demag:

**Committed to
performance**

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**Demag: Unique products
for a joint future**

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Innovative solutions for customers' requirements



01 Demag KBK

- Market leader in light crane systems with >50 years experience
- Comprehensive portfolio



02 PRC with WMS

- Semi and full automatic cranes with Demag WMS
- e.g. for bulk handling, steel handling, renewable energy



03 PRC Aviation

- >700 PRC for aircraft manufacturers & MRO
- 65 Teleplatform systems

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Innovative solutions for customers' requirements



04 V-type girder

- Reduced own weight
- Unique design in crane business
- Flexible production



05 Wind power

- Special serial solutions for lifting goods into nacelle
- Onshore & offshore experience



06 DMR rope hoist

- 2 designs on 1 platform
- Optimized for special applications

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Demag Drives: Keeping things on the move

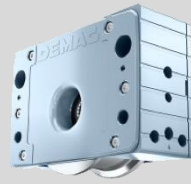
Motors & Gears

- Enabling efficient travel drive solutions
- Large torque range



Wheels

- Modular system for tailor made solutions
- Wheel loads up to 60 tons



Frequency Inverters

- Drive performance
- Maximum functionality



Power Supply Lines

- Safe and reliable power supply
- Long service life



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Well prepared for the joint future

Products

- Harmonization increases competitive position
- Strengthening the brand position

Technology

- Benefits from joint used technologies on group level
- Increased R&D capabilities

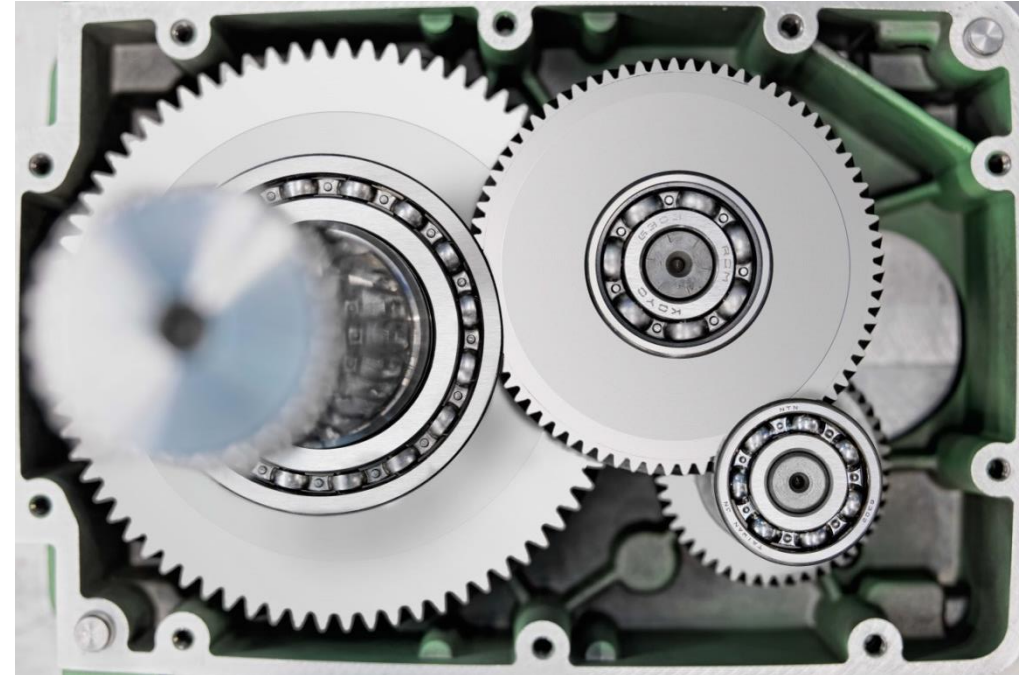
Supply

- Pooling group power for a stronger purchasing position
- Merging capacities in supply and distribution

New opportunities to develop brand & business

Demag brand continues with its own unique products

- Global presence
- Wide customer base
- Member of Konecranes group to achieve:
 - Financial strength
 - New milestones in technology
 - Adding shareholder value



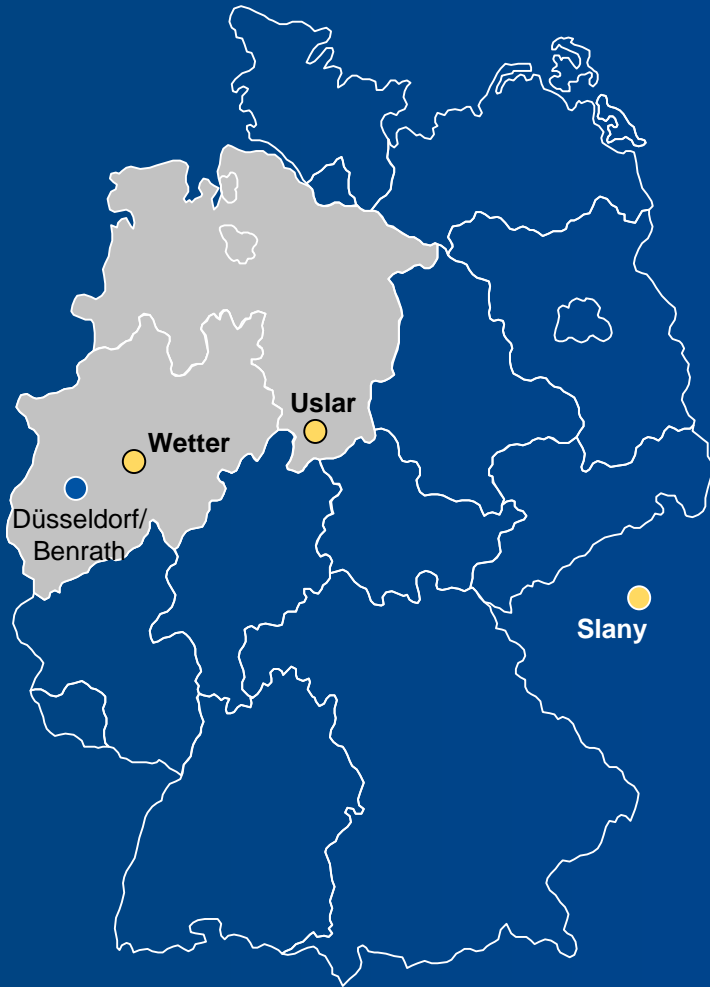
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**From Wetter
to the world**

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Wetter location & European central plants



Wetter / GER:

- Crane components
- Administration



Uslar / GER:

- Drives production



Slany / CZ

- Process cranes (PRC)
- Universal cranes (UNC)





Wetter plant: main workshops



01
Training Center



05
Test field



02
Gear & wheel blocks



06
KBK production



03
Chain hoist assembling



07
Mechanical parts



04
Distribution Center



08
Rope hoist assembling

Total area: 71.500 m²

Covered area: 40.300 m²

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Parts Distribution / Demag worldwide



**Crane Sets
for crane factories**

**Spare Part Sets
for end customers**

Shipping goods:
Components & spare parts

- 300,000 shipping parts p.a.
- 22,000 to p.a.
- 12,000 parts available