

CARGOTEC

Mikael Mäkinen, President and CEO



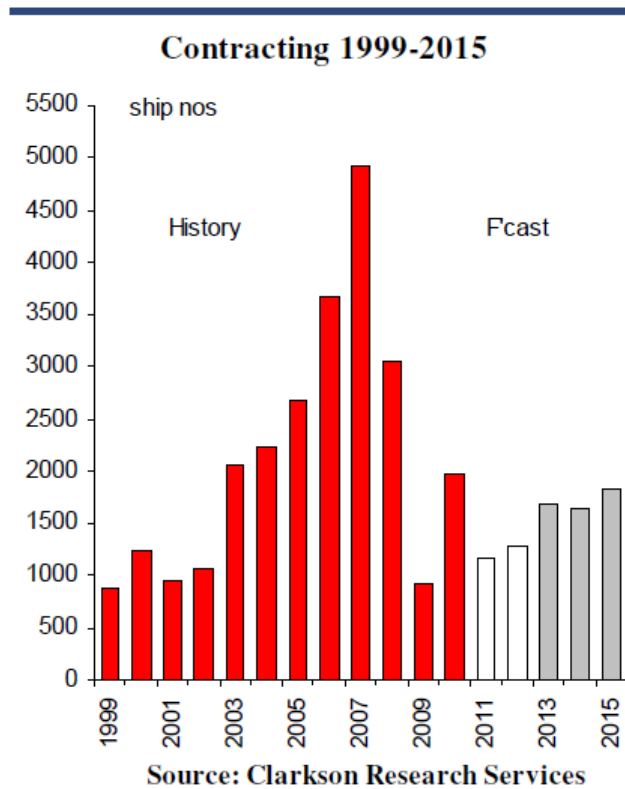
Cargotec Capital Markets Day 2011, Helsinki

Cargotec performance culture



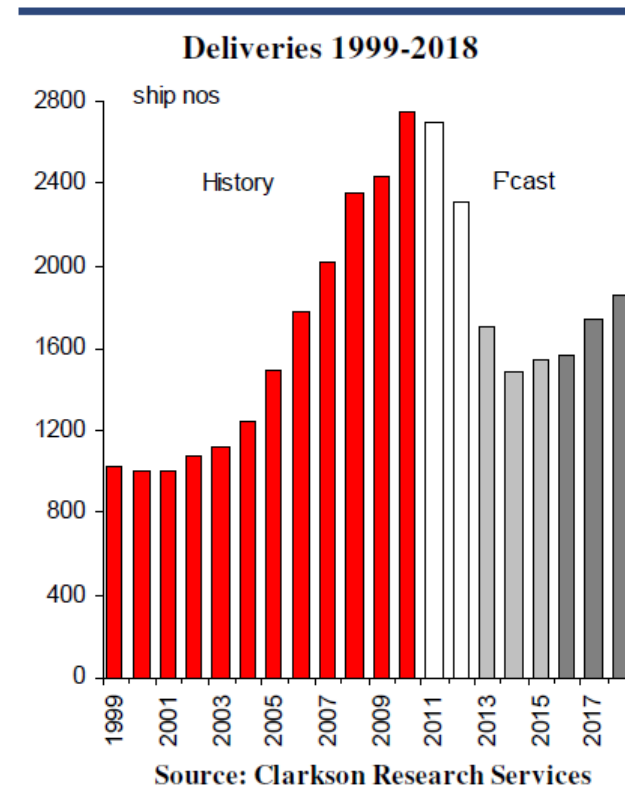
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Ship building forecast



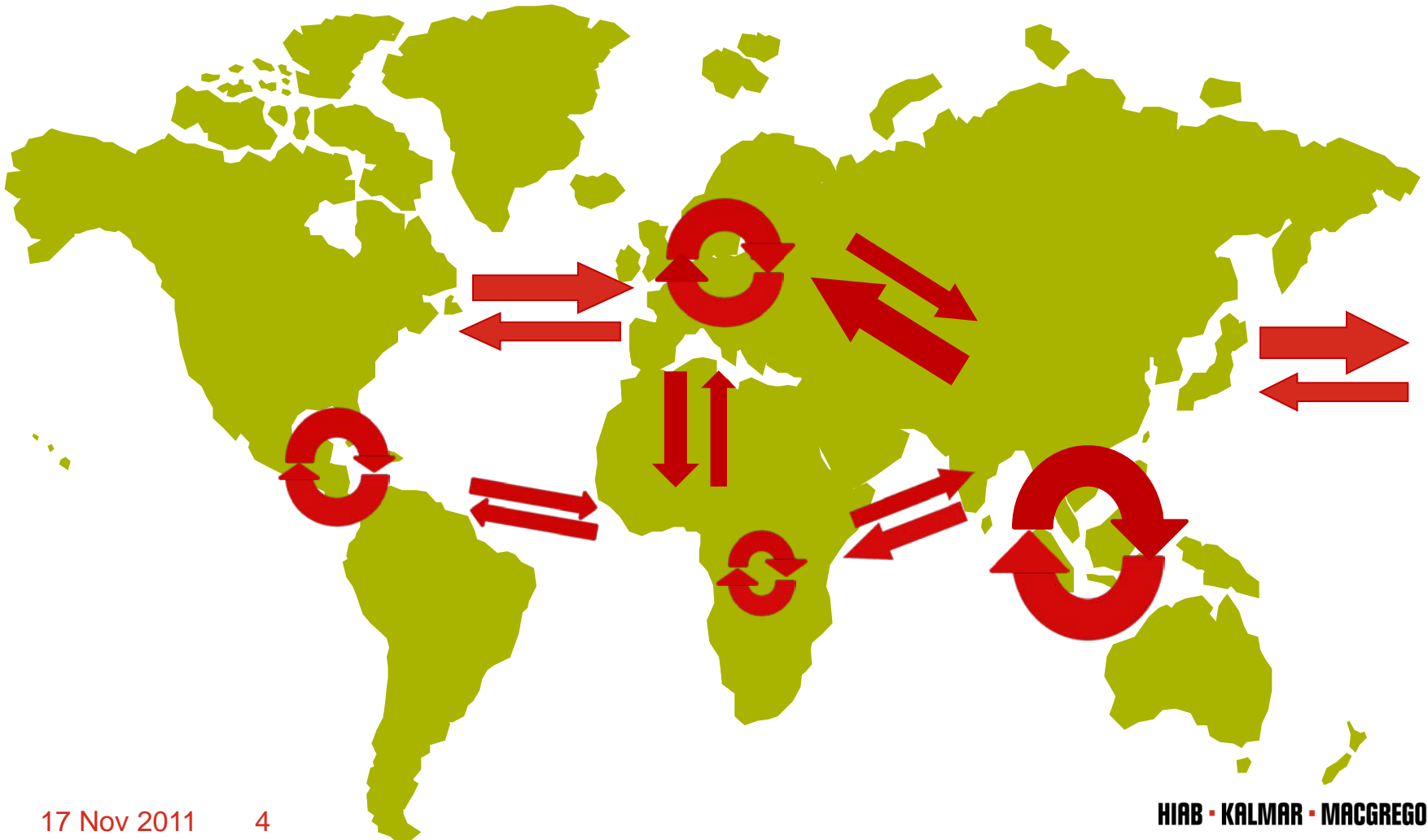
Medium-Term Contracting Forecast to 2015

Source: Clarkson research 9/2011



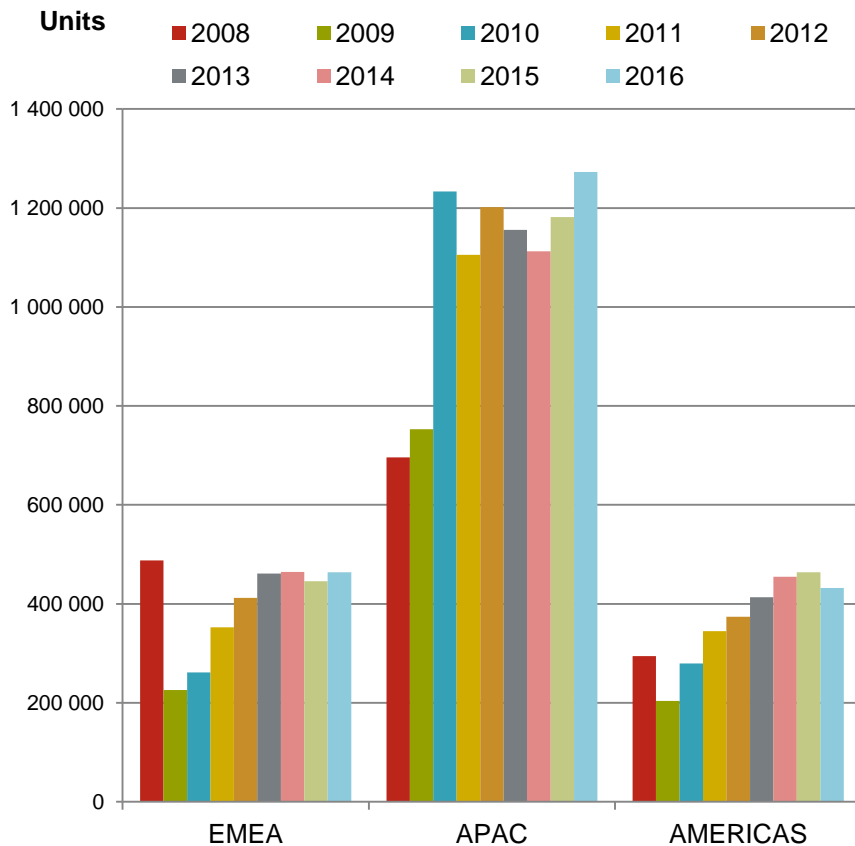
Medium-Term Deliveries to 2018

Global trade flows



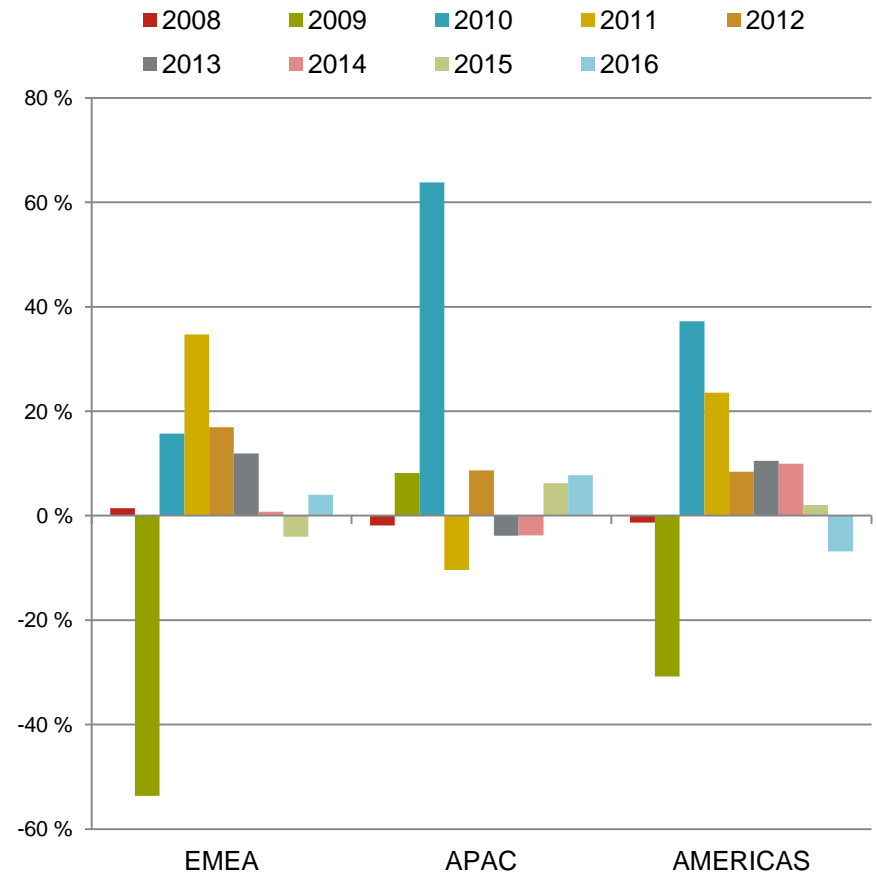
Truck registration forecast

Truck sales GVW over 15 ton - Regions



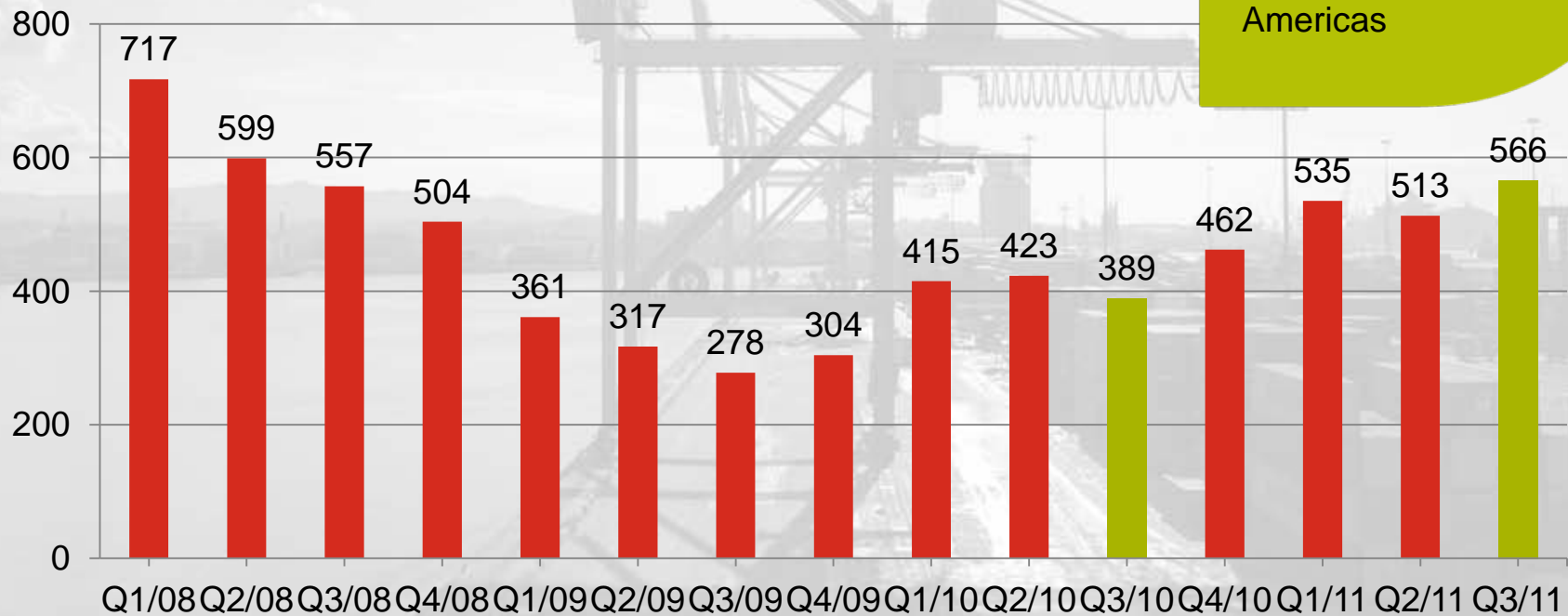
Source: Global Insight Q3/2011

Sales growth GVW over 15 ton - Regions



Q3: Industrial & Terminal's order intake grew 45% y-o-y

MEUR

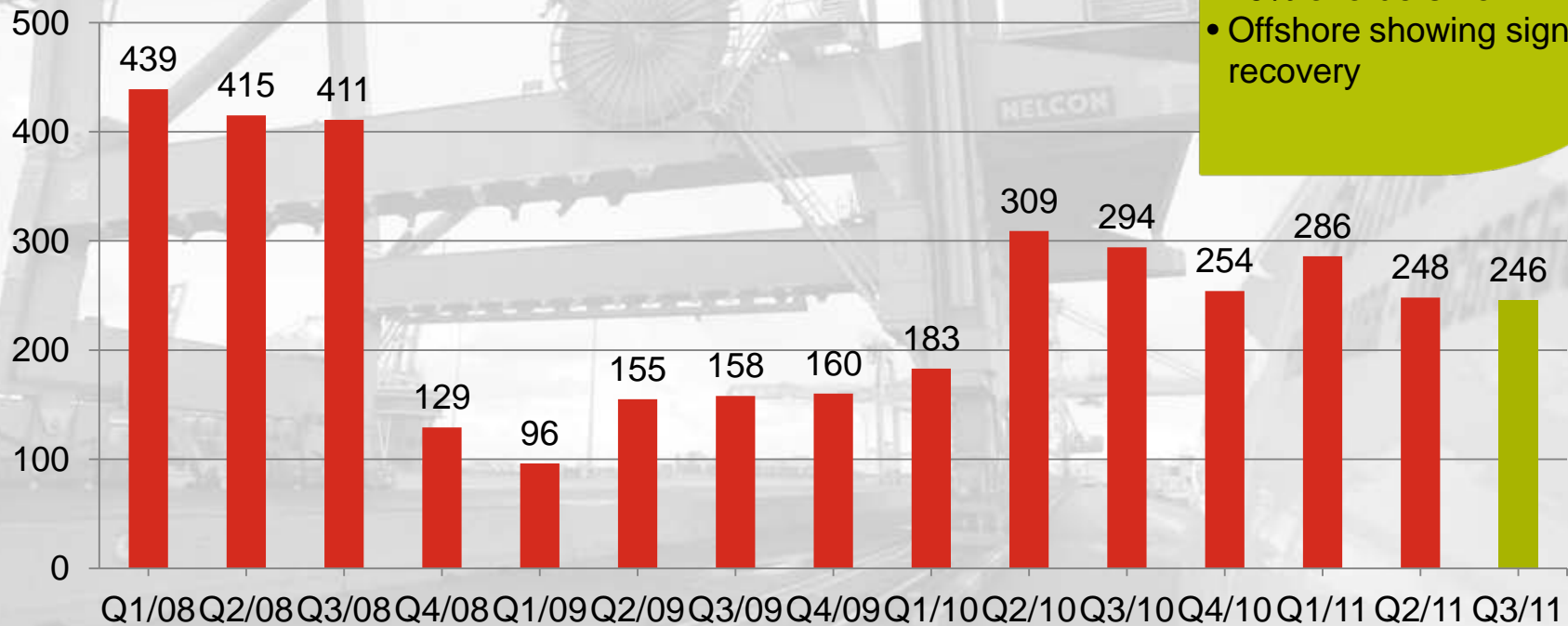


Q3

- 49% of orders from EMEA
- Orders grew strongest in Americas

Q3: Marine's order intake at healthy level

MEUR

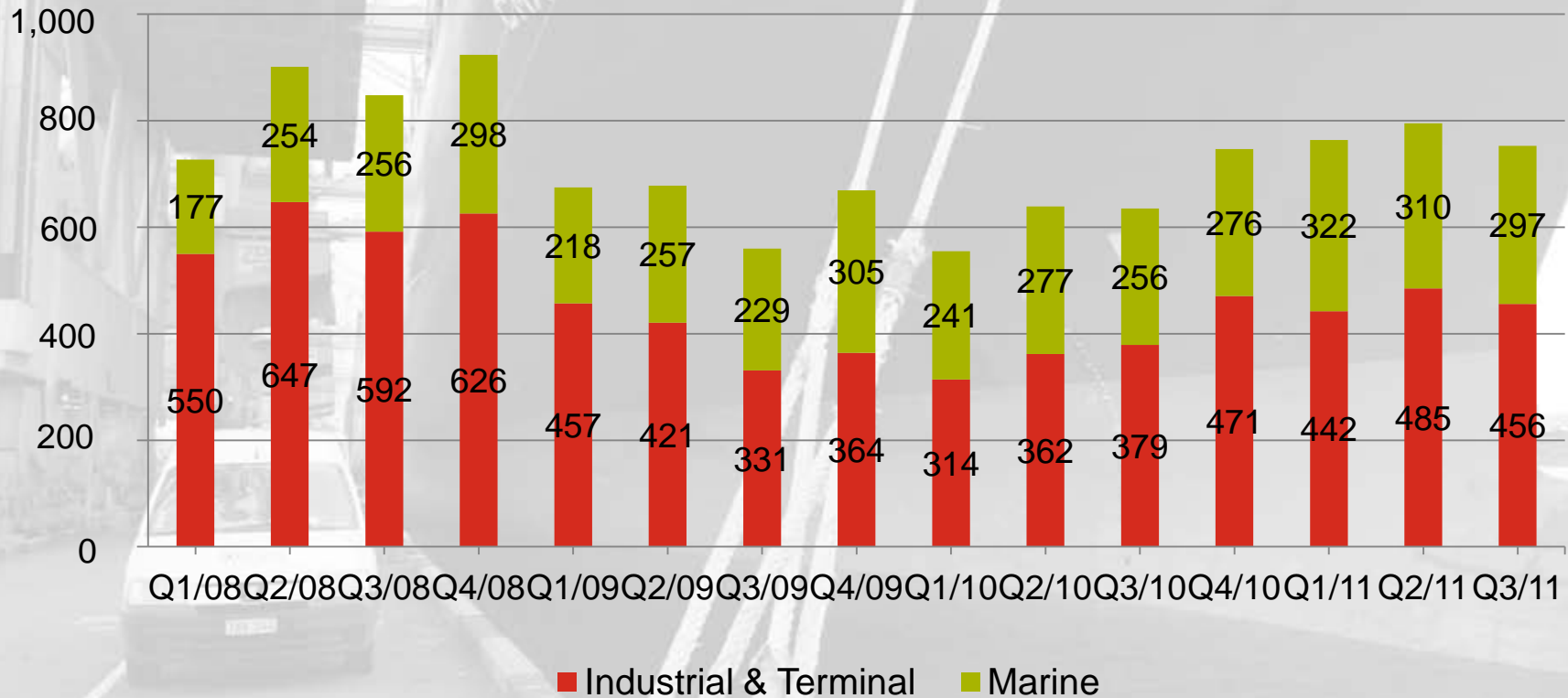


Q3

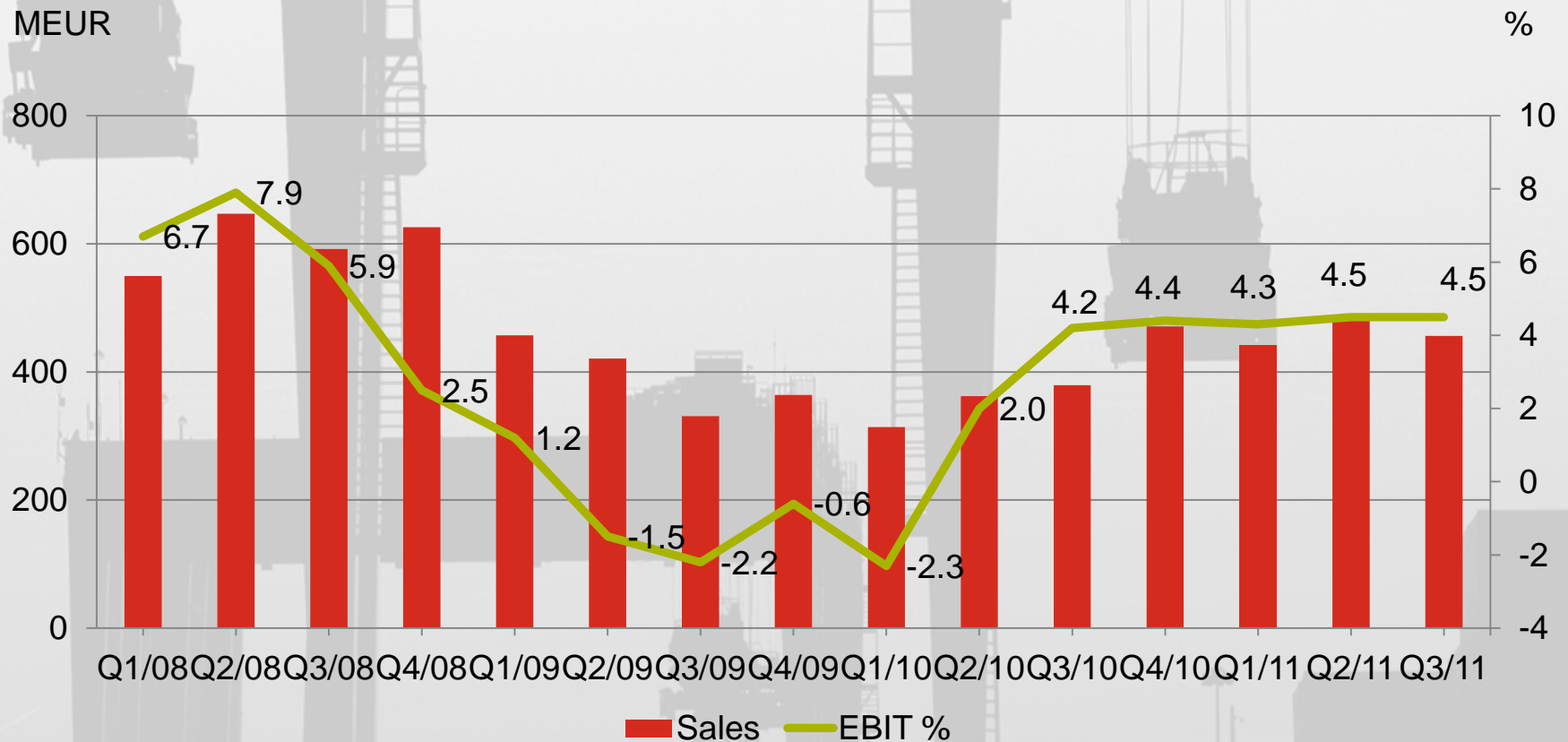
- 79% of orders from APAC
- Offshore showing signs of recovery

Q3: Sales grew 19% y-o-y

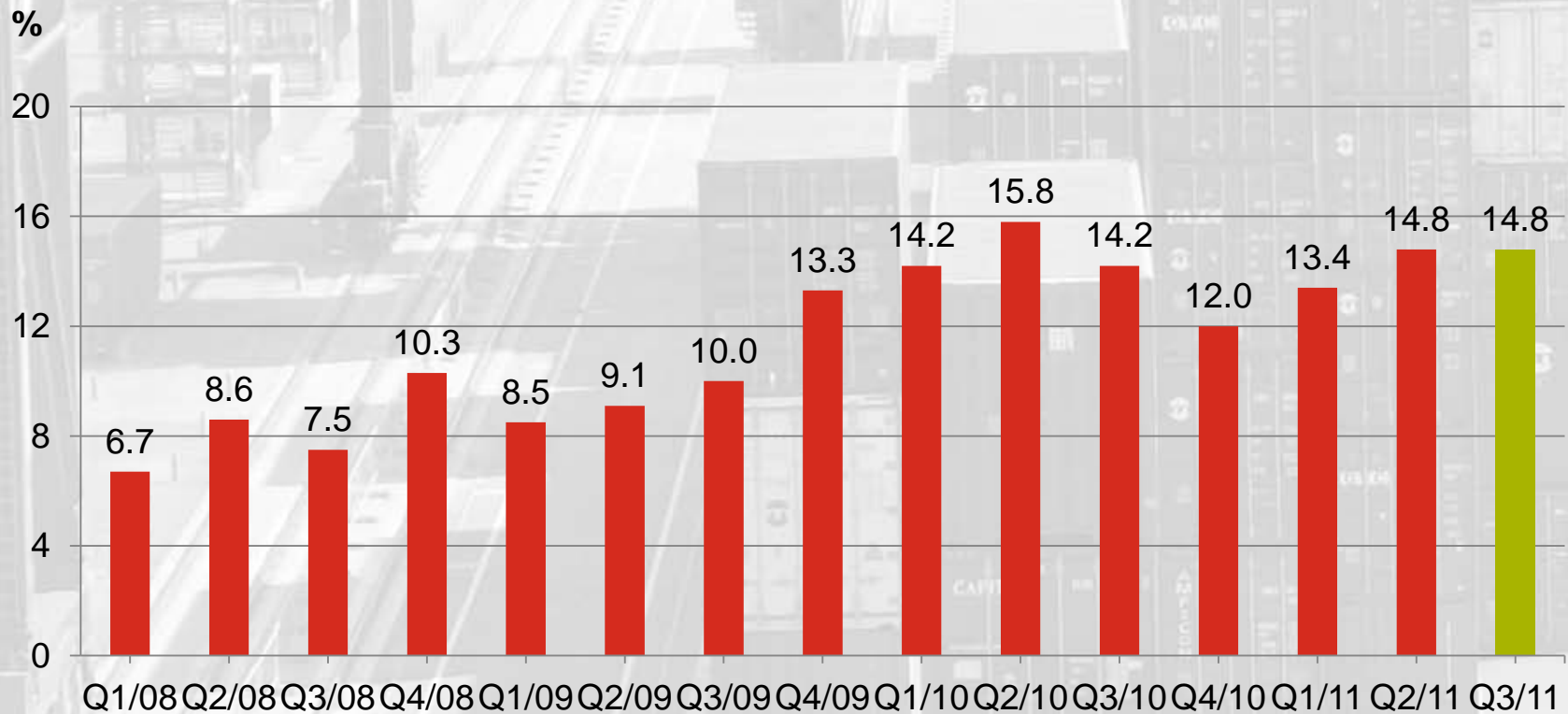
MEUR



Q3: Industrial & Terminal operating margin flat with lower sales



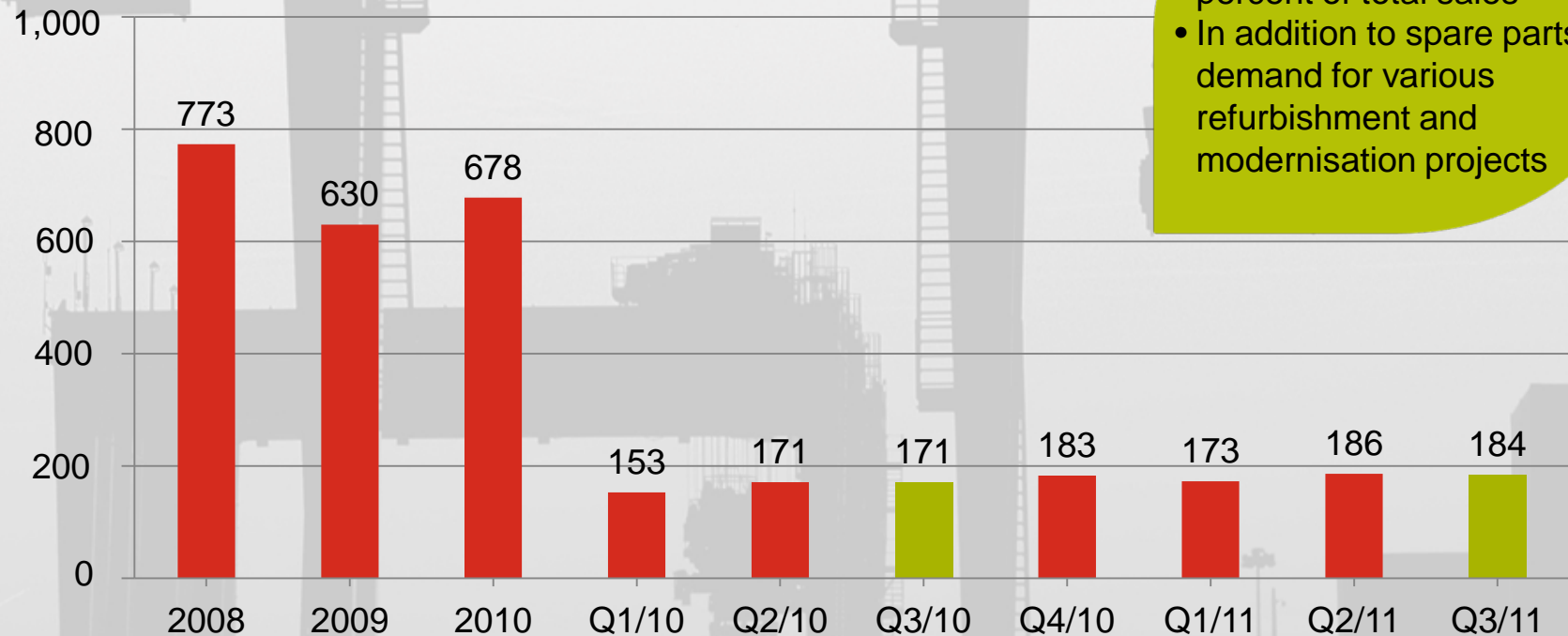
Q3: Marine's profitability continued very strong



EBIT% Q1/08–Q4/10 excluding restructuring costs

Services sales grew 7% y-o-y

MEUR



- Q3 services sales 24 (27) percent of total sales
- In addition to spare parts, demand for various refurbishment and modernisation projects

Service focus areas

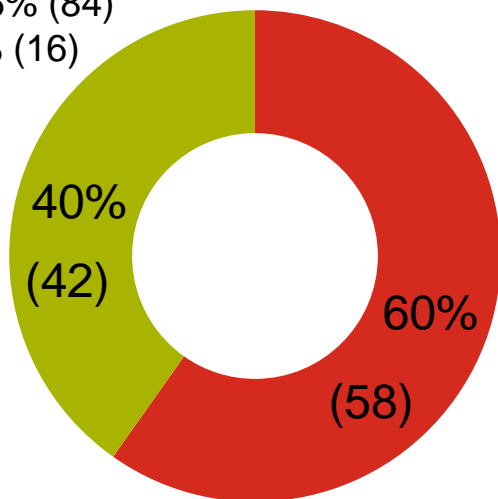
- Growth in offshore service
- Regional distribution centres and pro-active selling for spare parts
- Growth in crane refurbishment projects
- Development of large outsourcing contracts



EMEA and APAC equal in size

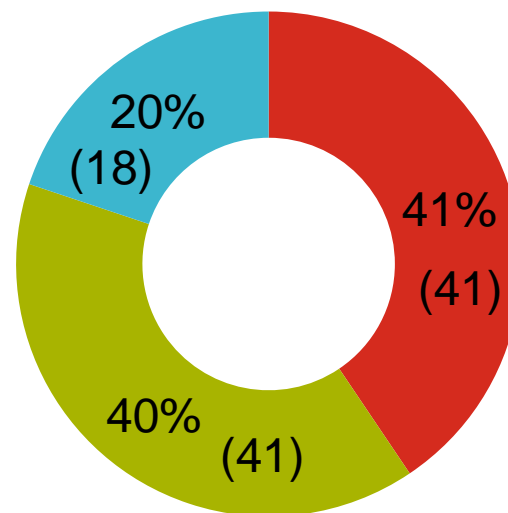
Sales by reporting segment 1-9/2011, %

Equipment 86% (84)
Services 14% (16)



Sales by geographical segment 1-9/2011, %

Equipment 70% (65)
Services 30% (35)



■ Marine ■ Industrial & Terminal

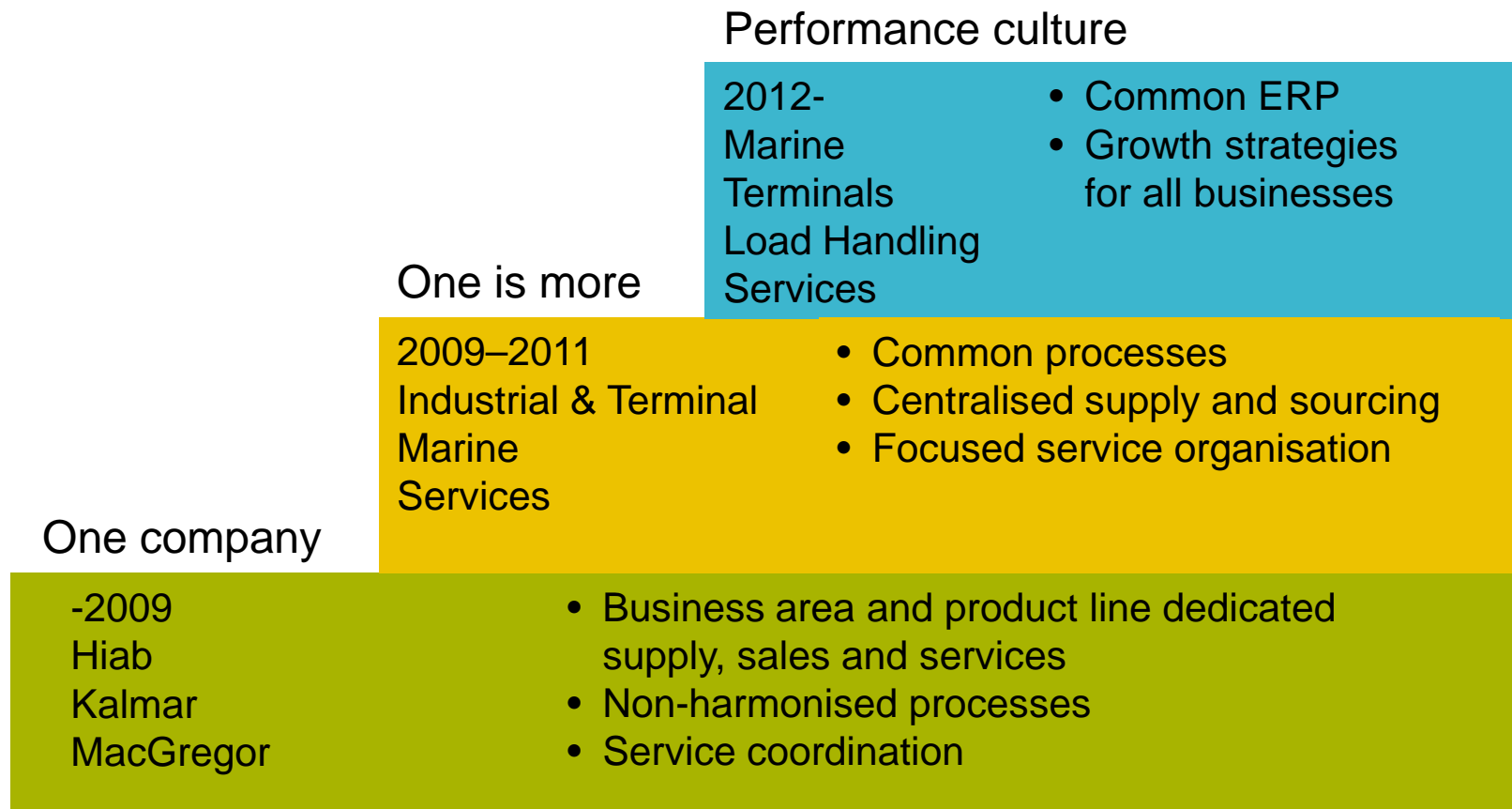
■ Americas ■ APAC ■ EMEA

Outlook

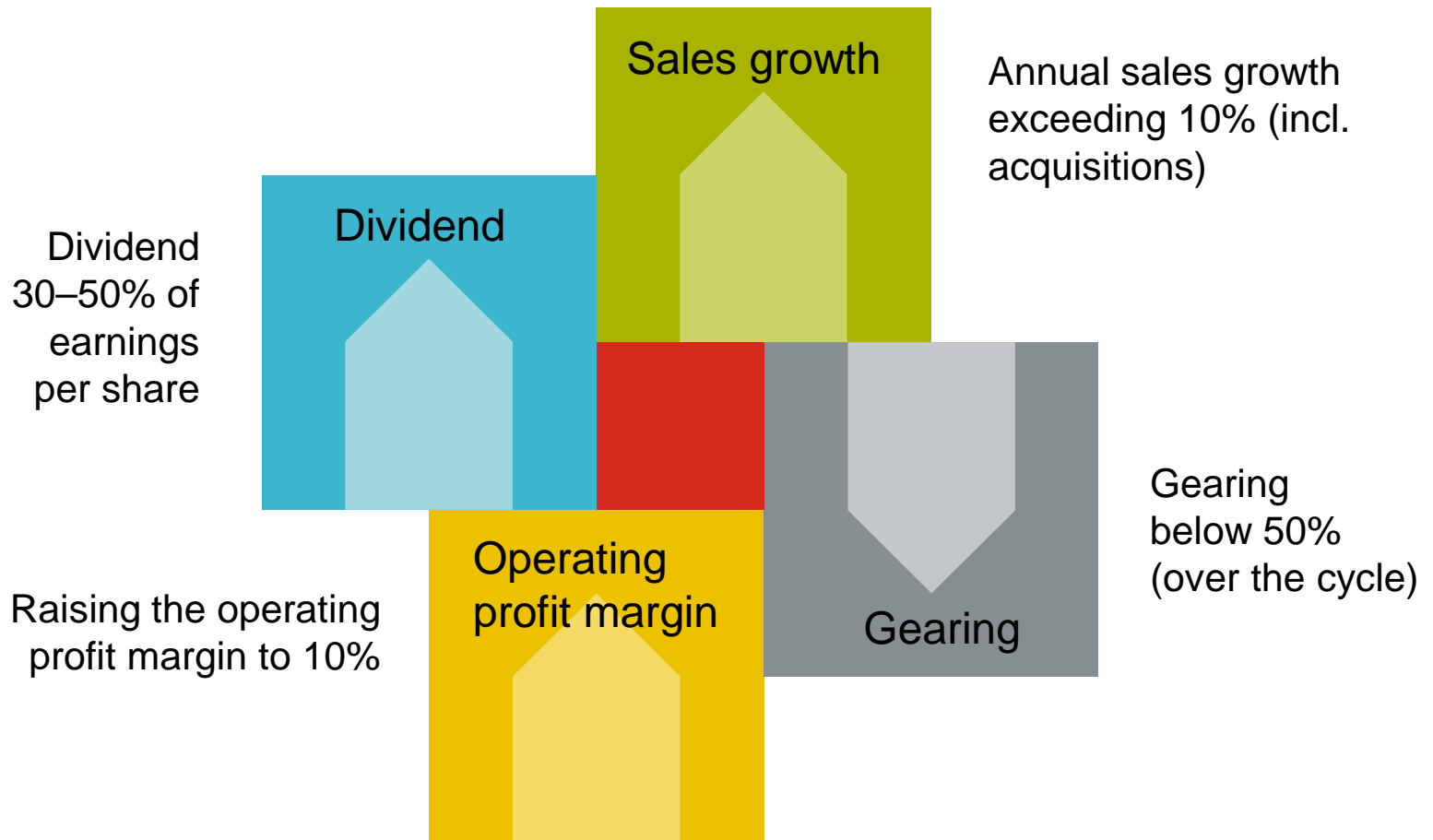
- Cargotec's 2011 sales are estimated to grow approximately 20 percent based on healthy January–September order intake.
- Cargotec's 2011 operating profit margin is estimated to be approximately 7 percent.



Development of Cargotec



Financial targets



Strategic focus areas 2011–2015



CUSTOMERS

- Improve knowledge of customer needs
- Invest in attractive customer segments
- Decide which segments to keep and which to divest



SERVICES

- Spare parts logistics
- Regional distribution centres
- Growing up in the value chain towards more preventive maintenance
- Support customers' operations outsourcing



EMERGING MARKETS

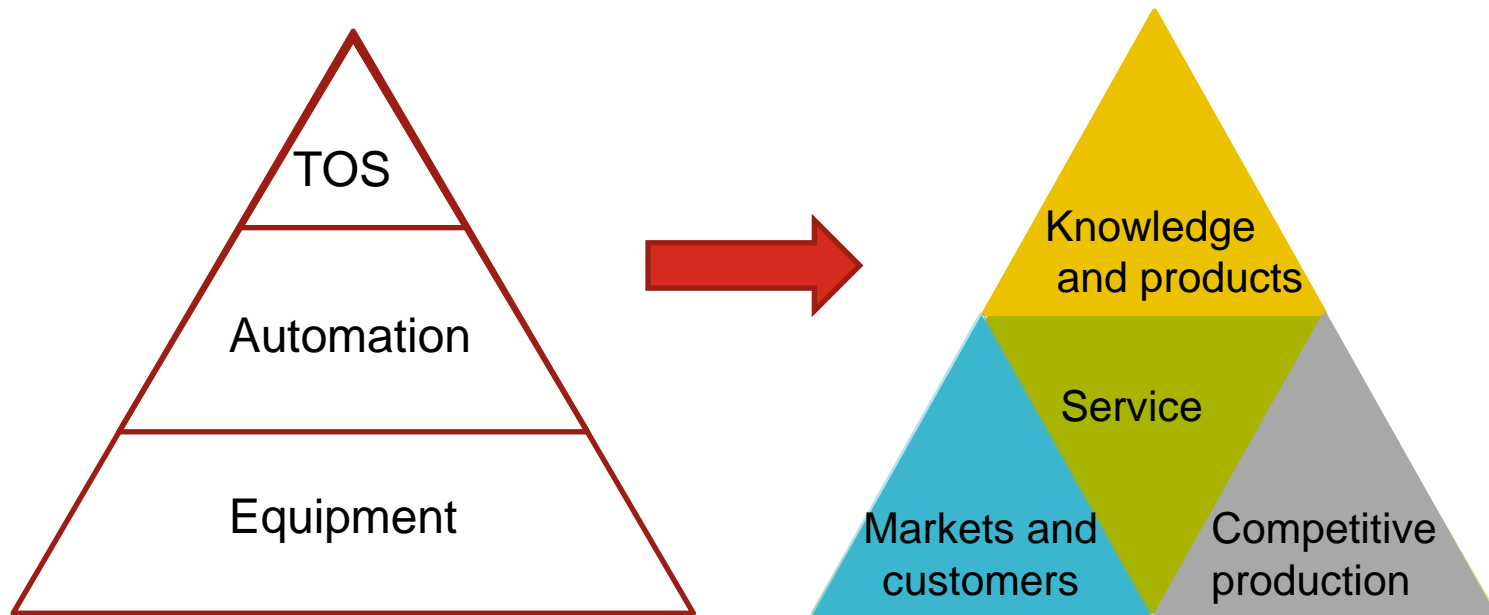
- Position in Chinese market
- Develop other growth markets: India, Brazil, Russia and Africa
- Acquisitions, partnerships, organic growth



INTERNAL CLARITY

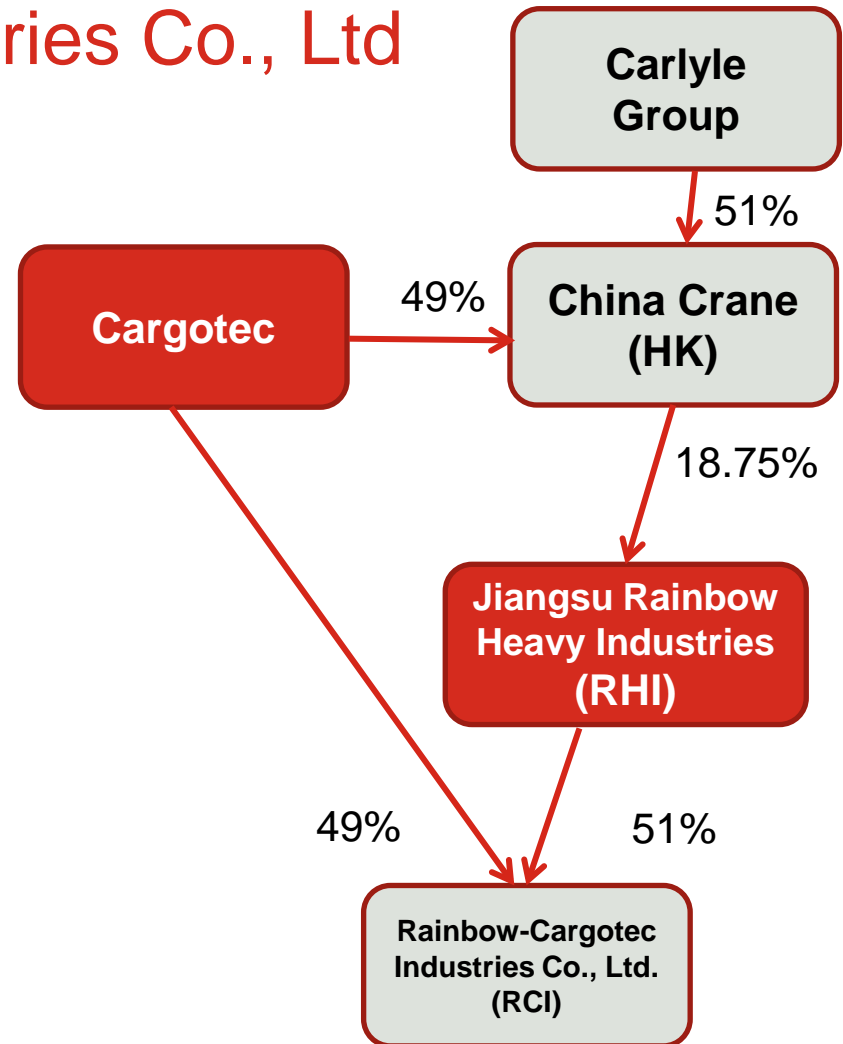
- Common processes
- Harmonisation of information systems
- Further development of Industrial & Terminal organisation
- Working together

Terminals' set-up is to a large extent ready

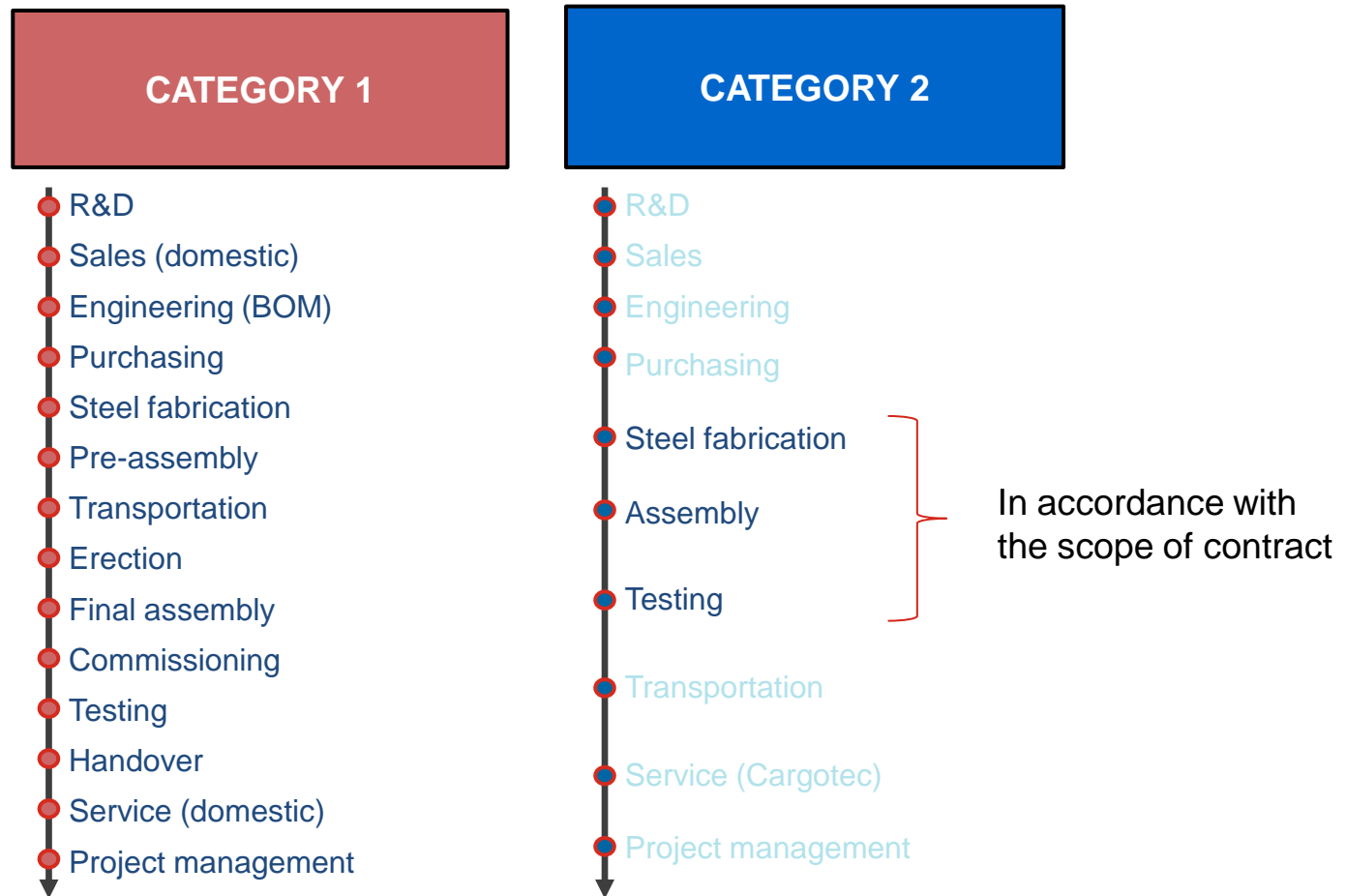


Rainbow-Cargotec Industries Co., Ltd

- Cargotec and RHI will invest in the new joint venture (Rainbow-Cargotec Industries Co., Ltd.).
- Cargotec will acquire 49% of China Crane (HK) which owns 18.75% of RHI. Call option for the remaining 51%.
- RCI will have production site in Taicang, Jiangsu by Yangtse River.
- Site will have its' own jetty and port operating license for direct export shipping from the site.
- According to timetable RCI will have its' business license by the end of 2011, land rights will be acuired by the end of Feb 2012 and construction of site completed in Oct 2013.



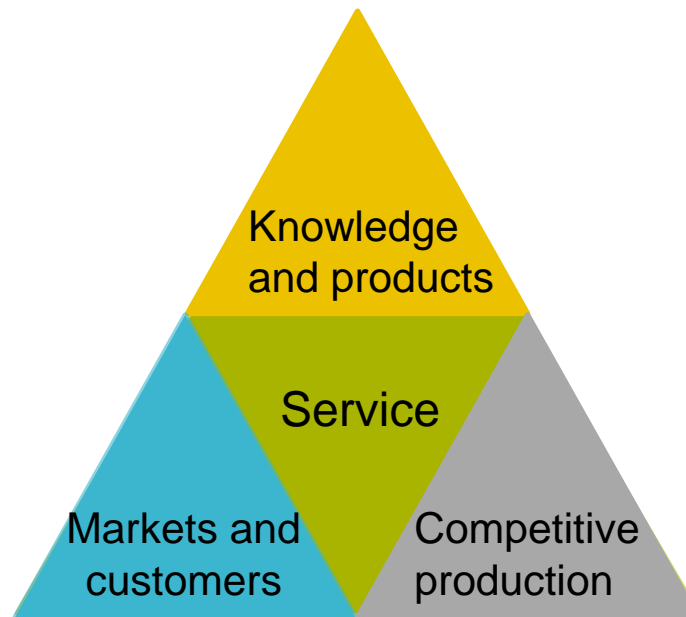
Two different value chains within the joint venture



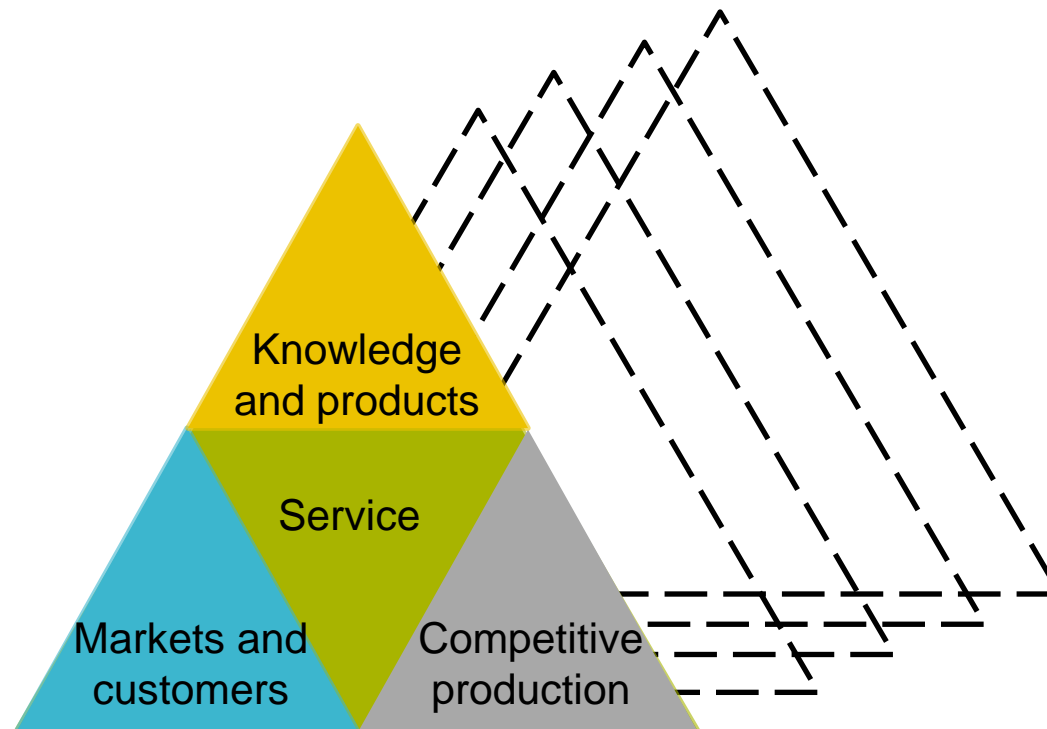
High activity in terminal projects



Strategy in Load handling



How to multiply the success in Marine?



we keep cargo on the move™