



CAPITAL MARKETS DAY 2022

15 November, 2022

Helsinki, Finland

cargotec.com/cmd22

Disclaimer

Although forward-looking statements contained in this presentation are based upon what management of the company believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. These statements are not guarantees of future performance and undue reliance should not be placed on them. The company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws.

All the discussion topics presented during the session and in the attached material are still in the planning phase. The final impact on the personnel, for example on the duties of the existing employees, will be specified only after the legal requirements of each affected function/ country have been fulfilled in full, including possible informing and/or negotiation obligations in each function / country.



Lifting the value for CUSTOMERS, SHAREHOLDERS and COLLEAGUES. setting the industry standard for SAFETY, SUSTAINABILITY and PRODUCTIVITY.

Cargotec capital markets day 2022

Scott Phillips
BA President Hiab



HIAB CREATES VALUE FOR CUSTOMERS AND SHAREHOLDERS

**solving customer challenges
in safety and sustainability**

**Extensive service network to
partner with our customers**

**Delivering the significant
growth and productivity
potential**

GLOBAL MEGATRENDS SUPPORT DEMAND DRIVEN GROWTH AND PROVIDES THE OPPORTUNITY TO PIONEER AND SHAPE THE FUTURE OF LOAD HANDLING

TREND

Urbanisation

GDP growth

Population growth

INDUSTRY CHALLENGES

Safety

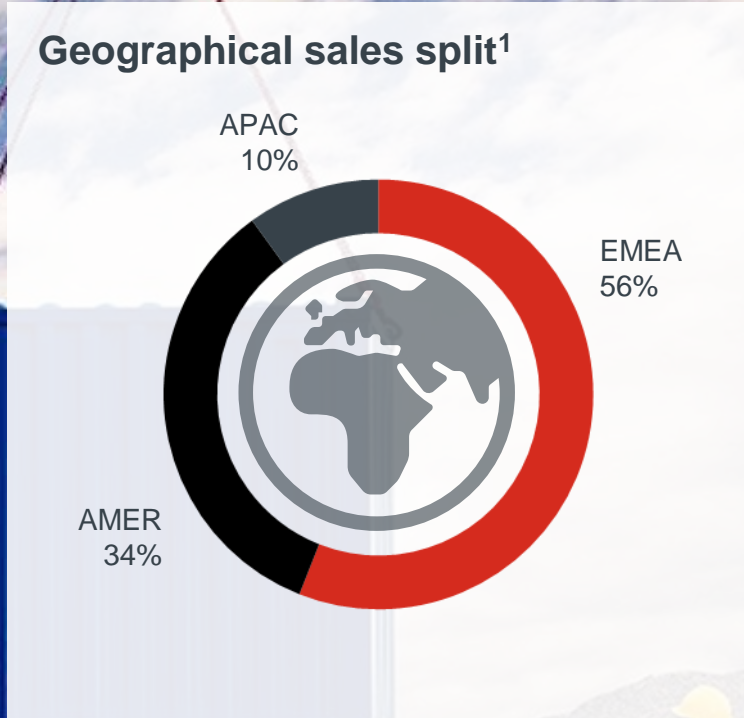
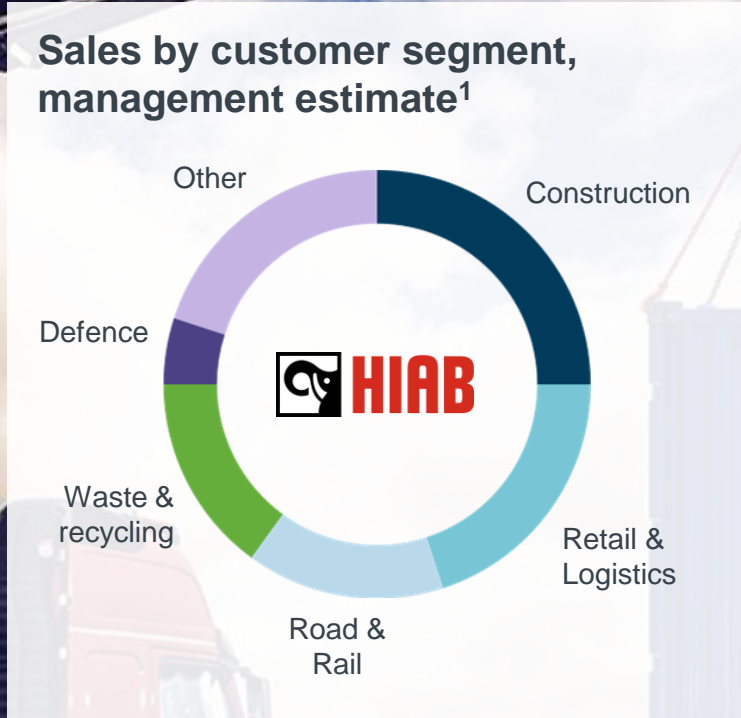
Reducing CO₂

Productivity

Operator shortage

HIAB IS A GLOBAL MARKET LEADER IN ON-ROAD LOAD HANDLING SOLUTIONS

Sales ² MEUR 1,461	Average sales growth ³ 6%	Comparable operating Profit ² 202 MEUR / 13.8%	Operating profit ² MEUR 190 / 13.0%	Personnel ² 3,716
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1) 2021 figures
2) Q3/22 LTM
3) CAGR, 2013-Q3/22 LTM

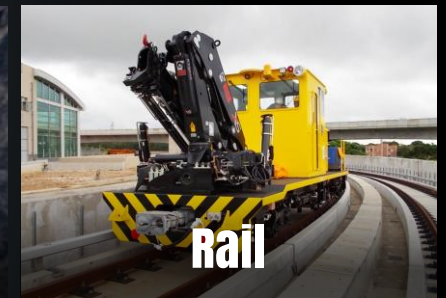
SERVING A LARGE VARIETY OF DIVERSE CUSTOMERS IN ESSENTIAL INDUSTRIES




SINGLE TRUCK OWNER




FLEETS




RENTAL



MULTI-BRAND STRATEGY WITH MARKET SEGMENT LEADING BRANDS



DEMOUNTABLES

MULTILIFT
GALFAB



TRUCK MOUNTED FORKLIFTS

MOFFETT
PRINCETON



LOADER CRANES

HIAB
EFFER
ARGOS



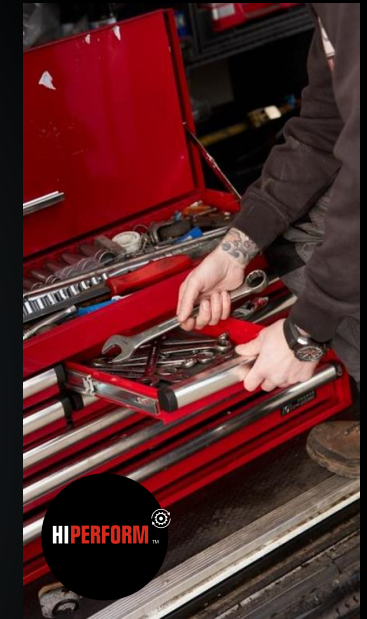
FORESTRY & RECYCLING

LOGLIFT
JONSERED



TAIL LIFTS








WALTCO
DEL
ZEPRO



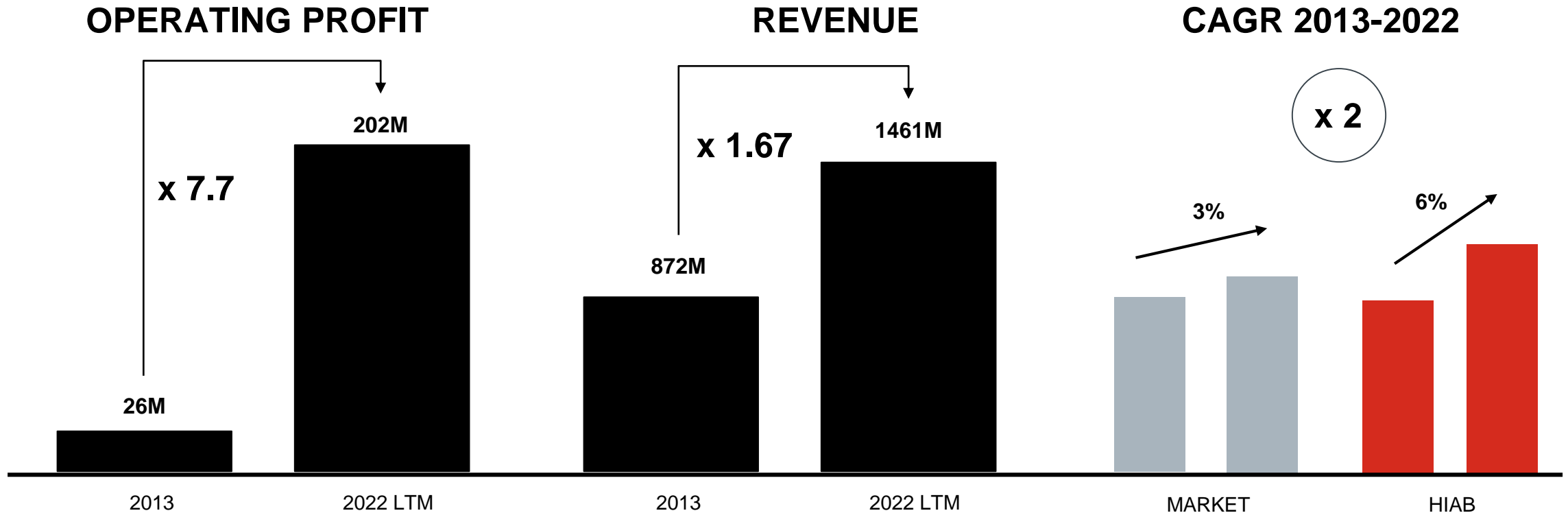
SERVICES

PROCARE
HIPERFORM

HIAB IS THE LEADER IN THE MARKETS WE OPERATE

	MARKET SIZE* (EUR million)	KEY SEGMENTS	GLOBAL POSITION & MEDIUM TERM MARKET TREND	KEY COMPETITORS
DEMOUNTABLES	~770	Waste & recycling, Defence	#1 in World	 
FORESTRY & RECYCLING CRANES	~615	Forestry, Waste & recycling	#2 in world	 
LOADER CRANES	~1,700	Construction, Logistics	#1-2 in the world	 
TAIL LIFTS	~1,200	Retail, Last mile	#2 in US #1 in Nordics	  
TRUCK MOUNTED FORKLIFTS	~315	Last mile, Logistics, construction	#1 globally	
SERVICES	Hiab Installed base 170,000 units	All	>45% capture rate	

TURNAROUND TO **RESILIENT PROFITABLE GROWTH**



Resilient in COVID-19 period. Double digit returns in last 8 years. 13.8% OP 2022 LTM.

FIVE STRATEGIC PRIORITIES TO DELIVER ON OUR AMBITIONS



Profitable growth to #1-2 position in select markets and applications



Industry-leading Customer Experience

EASY TO DO BUSINESS WITH

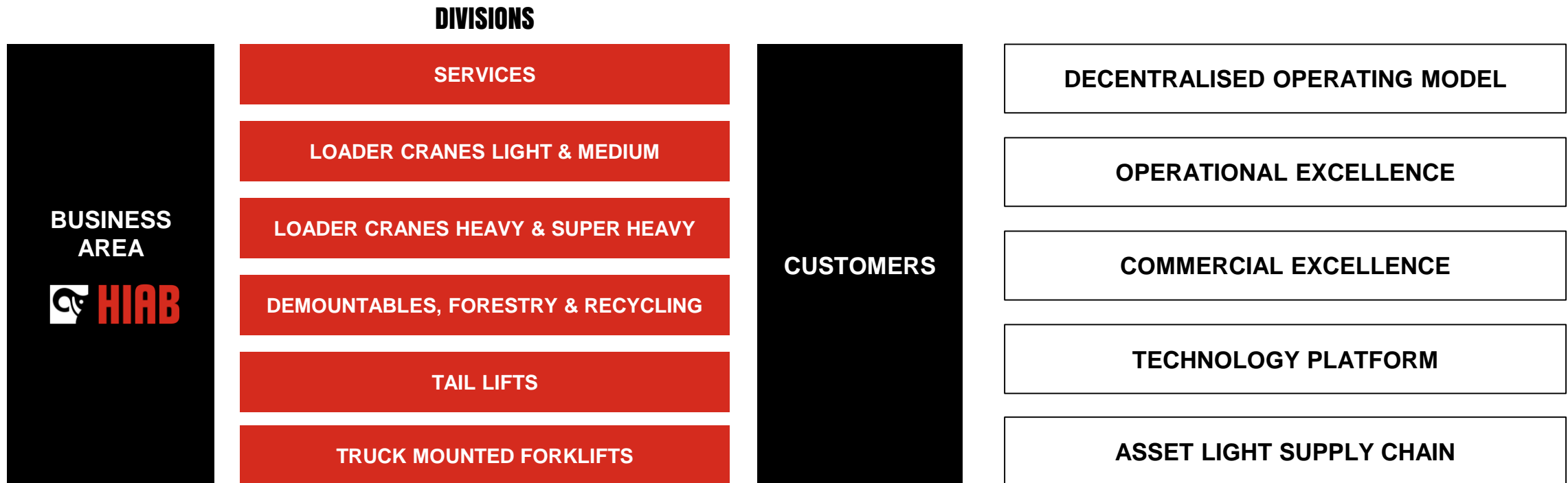


Sustainability and safety



Employees First culture

THE HIAB EXECUTION MODEL **TRANSPARENCY, ACCOUNTABILITY, AGILITY**



- Divisions with hosted Customer Support Centers
- Full responsibility for P&L and balance sheet
- Transparency in cost and performance
- Decision making close to customers
- Strategy owned by divisions
- Develop strong leaders

AS INDUSTRY LEADER AND PREFERRED PARTNER WE PROVIDE A PREMIUM

Preferred Partner

Deep segment and application expertise

“

“Hiab seems to know what is truly important from a driver’s perspective. They really have a lot of knowledge and act as true partners.”

Contractor, Customer

“

“Hiab engages very well with the operators of their equipment. Hiab is very keen on giving the operators what they want and are truly listening to their customers’ feedback.”

Ex Fleet Director, Customer

Premium Products

High quality products and innovative solutions

“

“We chose Hiab as it has better functionality and it is easier to operate than competition, thanks to features like Automatic Sequence Control.”

Procurement director, Customer

“

“For instance in defence, Hiab is miles ahead of competition. Their solutions are much more advanced and tailored to the needs of this industry.”

Former Global Buyer, Customer

Peace of Mind

Worldwide service network

“

“Hiab service is always very quick which means my truck is not standing still for too long. This gives me assurance that even if things break down, Hiab has got me covered.”

Owner, Customer

“

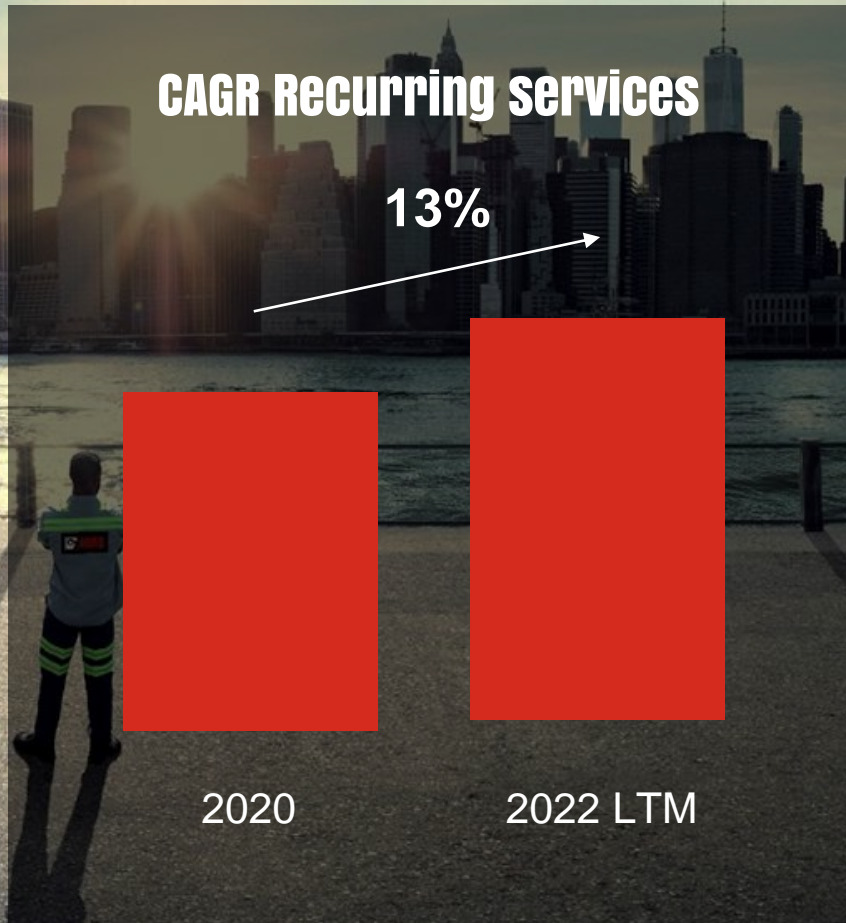
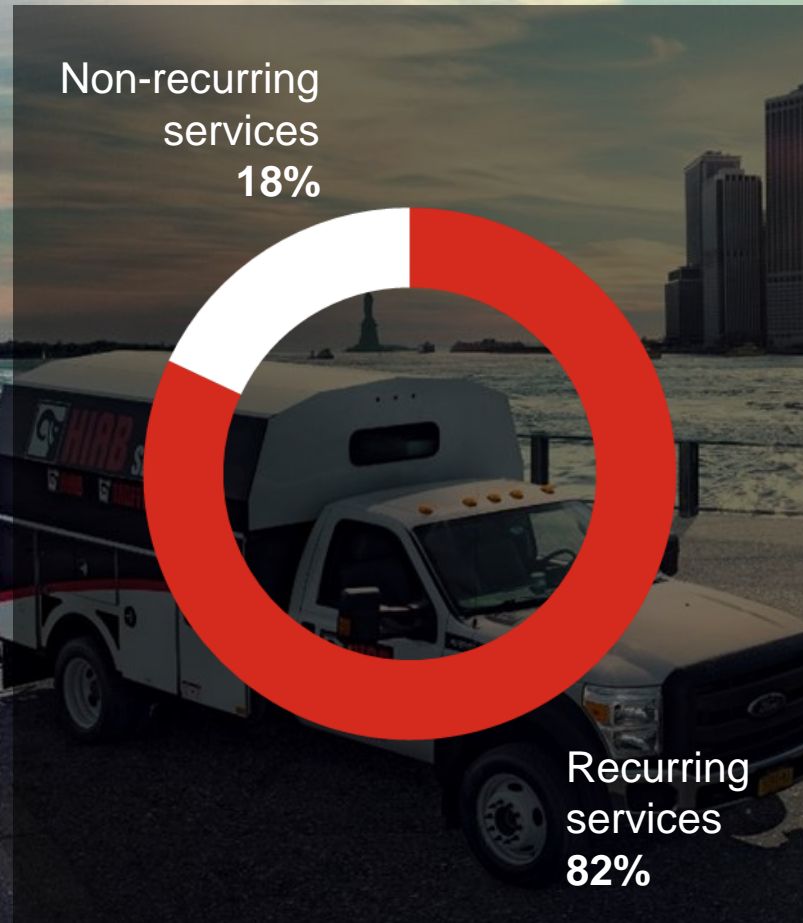
“I am truly amazed by Hiab HiConnect and believe it could be a game-changer.”

Former Fleet Director, Customer

94%

Likelihood to repurchase Hiab

HIAB SERVICES RESILIENT **PROFITABLE GROWTH**



HIAB IS LEADING IN SOLVING FOR GLOBAL INDUSTRY TRENDS



PERFORMANCE & QUALITY BY DESIGN

Productivity by advanced materials, motion controls, patented boom structure



SERVICE NETWORK & OFFERING

Dense service network, remote monitoring, predictive maintenance



ELECTRIFICATION & DIGITALISATION

Expanding our eco-portfolio
Connected equipment



CONTROL SYSTEM

New SPACEvo control system platform, easiest to operate

Platform and competence in place to continuously improve customer value and shape the future of load handling

ECO PORTFOLIO SALES 23% OF TOTAL REVENUES IN 2022 (JAN-SEP)

ELECTRIC MOFFETTS



ePTO



CYCLONE TANK

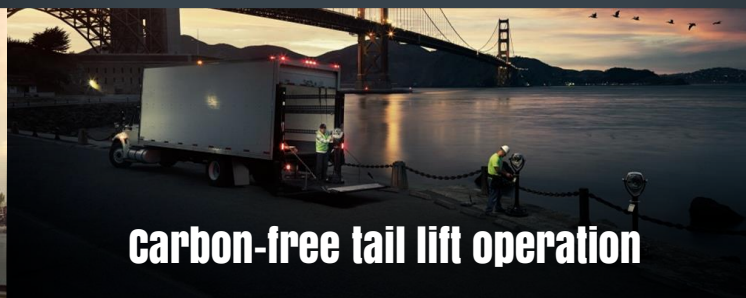


ECO PORTFOLIO GROWTH +225%

(Jan-Sep 2022/2021)



VARIABLE HYDRAULIC PUMPS



SOLAR CHARGING



REFURBISHED EQUIPMENT

LOADER CRANES POSSESS GREAT POTENTIAL FOR FURTHER GROWTH AS CUSTOMERS REQUIRE MORE FLEXIBLE SOLUTIONS



Up to
10%

longer outreach

More

lifts per day

Up to
15%

lighter

Easiest to operate

New SPACEvo control system

Sustainability

ePTO and ready for
electric trucks

Uptime & reliability

Remote monitoring
and diagnostics

SETTING THE INDUSTRY STANDARD

IN THE FUTURE OUR DIVISIONS WILL CREATE VALUE THROUGH SERVING OUR CUSTOMERS WITH THEIR SPECIFIC STRENGTHS



DEMOUNTABLES

- › 50% longer lifespan
- › 30% emission reduction
- › Patented HiVision™ driver assist
- › Autonomous, high speed



TRUCK MOUNTED FORKLIFTS

- › Fully electric portfolio
- › Best-in-class safety
- › Patented remote control



LOADER CRANES

- › 14% lighter
- › 10% more lifting capacity
- › SPACEevo control system
- › Epto and electric truck ready
- › Patented boom structure



FORESTRY & RECYCLING

- › Strongest equipment with longest outreach
- › Designed for operations in harsh conditions



TAIL LIFTS

- › Innovative solution codesigned with the manufacturers of freight, van and truck bodies
- › Solar Powered

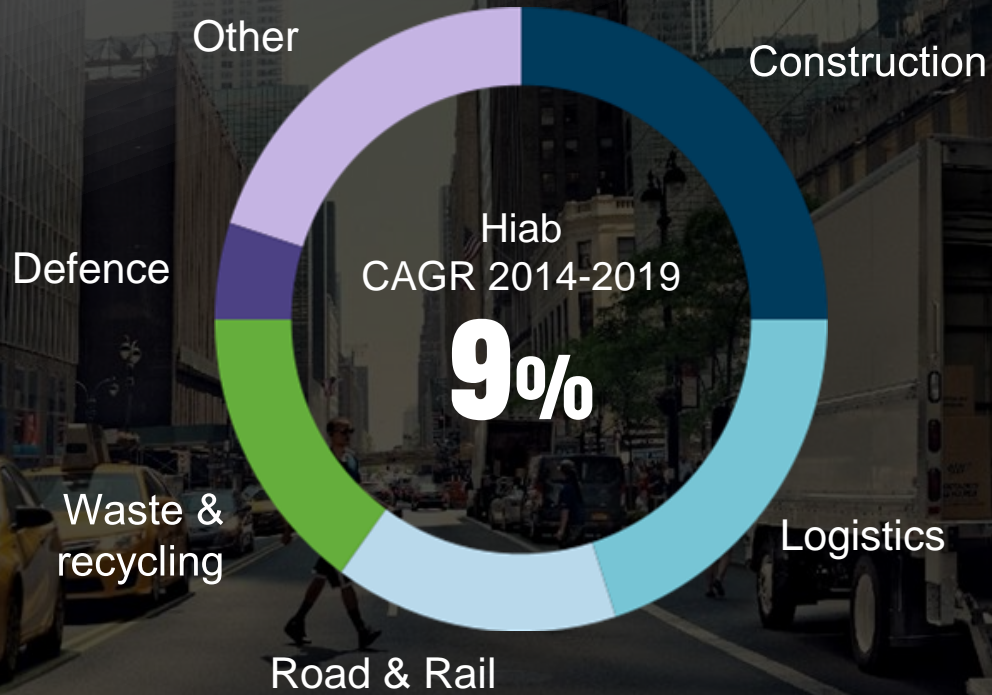


SERVICES

- › 65% e-commerce adaptation
- › Hiperform digital solutions
- › Total solutions (applications tools & installations)

WE WILL CONTINUE TO GROW **IN ATTRACTIVE AND RESILIENT SEGMENTS**

UNDERLYING MARKET 2014-2019 GREW BY 1%
WHILE HIAB SALES GREW 9%...



WE WILL SELECT ATTRACTIVE MARKETS WHERE
WE CAN CLEARLY DIFFERENTIATE

UNDERLYING
MARKET CAGR 2022-
2025
5%

STRONG FOUNDATION TO DELIVER LONG TERM GROWTH AND VALUE CREATION

Great business with STRONG BRANDS

**Expanded presence in ATTRACTIVE, FAST GROWING
MARKETS and SEGMENTS**

**Strengthening our resilience and customer
centricity through SERVICE EXCELLENCE**

Building foundation for EXECUTION EXCELLENCE

**Setting industry standard in SAFETY,
PRODUCTIVITY and SUSTAINABILITY**

**Investing in long-term profitable growth
THROUGH INNOVATIONS AND M&A**





**Lifting the value for
CUSTOMERS, SHAREHOLDERS and COLLEAGUES.
Setting the industry standard for
SAFETY, SUSTAINABILITY and PRODUCTIVITY.**

BUILT TO PERFORM



HIAB • JONSERED • LOGLIFT • EFFER • ARGOS • MULTILIFT • MOFFETT • WALTCO • DEL • ZEPRO