



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.



Cargotec Capital Markets Day
15 November 2022

Accelerated service growth

Thomas Malmborg - Senior Vice President, Services - Kalmar

Michaël Bruninx - Senior Vice President, Services - Hiab

Systematic growth in

CAPTURE RATE

Forecasted capture rate 2025: 37%



Installed
base



Connectivity



Supply Chain
Transformation



Growing E-
commerce



Reducing
Portfolio
Complexity

Kalmar Services

LIFECYCLE

earnings



Repair / Maintain

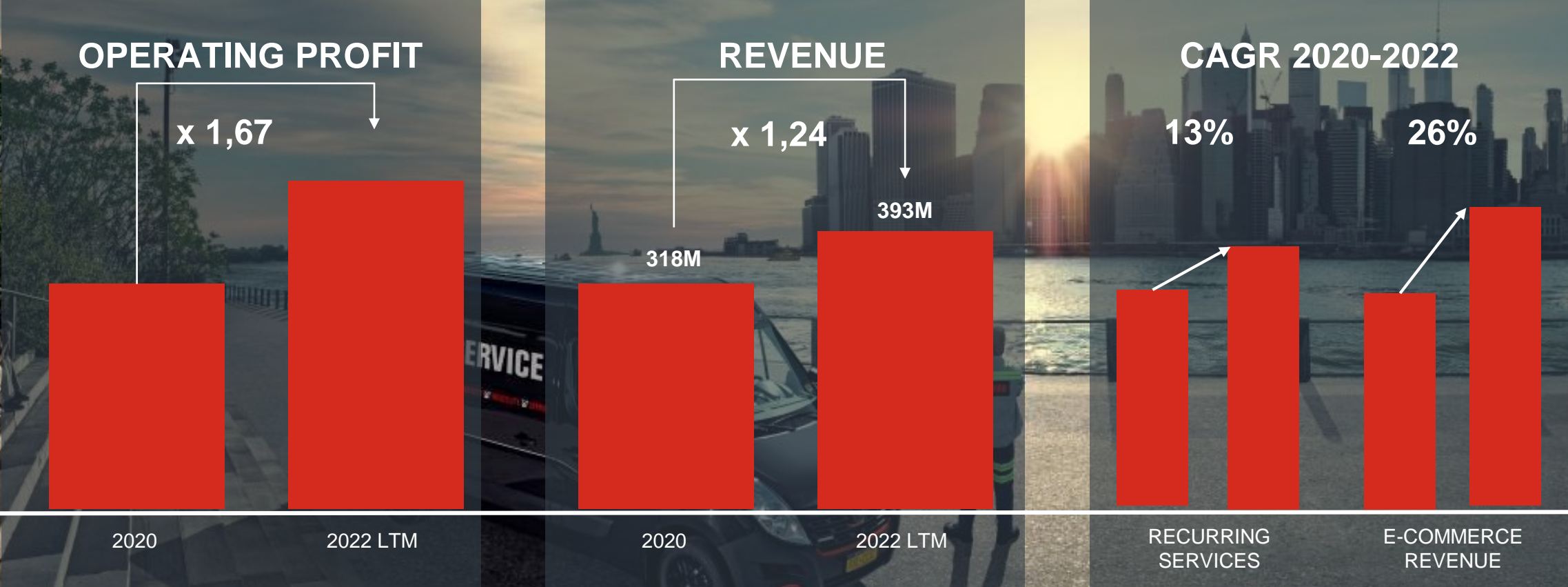
Reuse

Refurbish

Remanufacture

Recycle

HIAB SERVICES RESILIENT PROFITABLE GROWTH



Recurring services 80%+, operating leverage 2020-2022LTM 30%+



Source: Cargotec financials 2020-2022. Chart normalized for 2020 baseline.

HIAB SERVICES GROWING STEADILY WITH **SOLID PROFIT LEVERAGE**

**GROWING
INSTALLED BASE
175.000<**
Excluding tail lifts

**CONNECTED
HIAB FLEET
24.000<**

**OPERATIONAL
EXCELLENCE**

**DEALER
DEVELOPMENT &
DIGITAL LEADS**

**E-COMMERCE
ADAPTATION
65%<**

FORECASTED CAPTURE RATE 2025: 50%<, OP LEVERAGE 30%<

Cargotec Services will

GROW

faster in the future.



**Leverage
Installed
Base**



**Lifecycle
earnings**



**Digital
services**



