

Cargotec Q4 pre-silent call 10 January 2022

Becoming the global leader in sustainable cargo flow

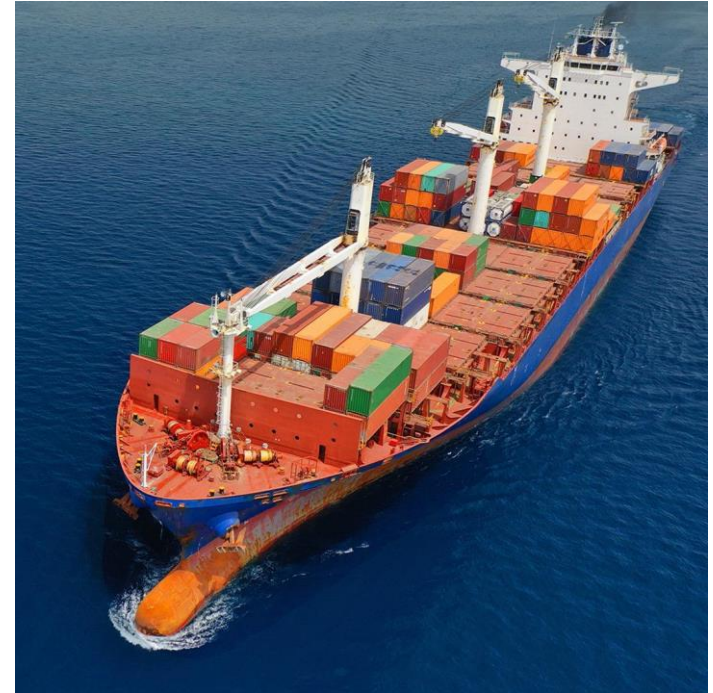
CFO Mikko Puolakka

Disclaimer

This presentation provides estimates on future prospects involving risk and uncertainty factors, and other factors as a result of which the performance, operation or achievements of Cargotec may substantially deviate from the estimates. Forward-looking statements relating to future prospects are subject to risks, uncertainties and assumptions, the implementation of which depends on the future business environment and other circumstances, such as the development of the coronavirus pandemic.

This presentation is to discuss Cargotec's Q3 2021 results and information disclosed in press and stock exchange releases during Q4 2021. Securities laws in the United States and in other jurisdictions restrict Cargotec from discussing or disclosing information with respect to the contemplated merger with Konecranes Plc. Information regarding the contemplated merger can be found at www.sustainablematerialflow.com. Until the completion of the merger Cargotec and Konecranes will carry out their respective businesses as separate and independent companies. The information contained in this presentation concerns only Cargotec.

The merger and the merger consideration securities have not been and will not be registered under the U.S. Securities Act, and may not be offered, sold or delivered within or into the United States, except pursuant to an applicable exemption of, or in a transaction not subject to, the U.S. Securities Act.



Highlights of Q3 2021 – Robust demand continued while component availability limited sales

Orders received increased by 33%

- Clear improvement across all businesses & product categories

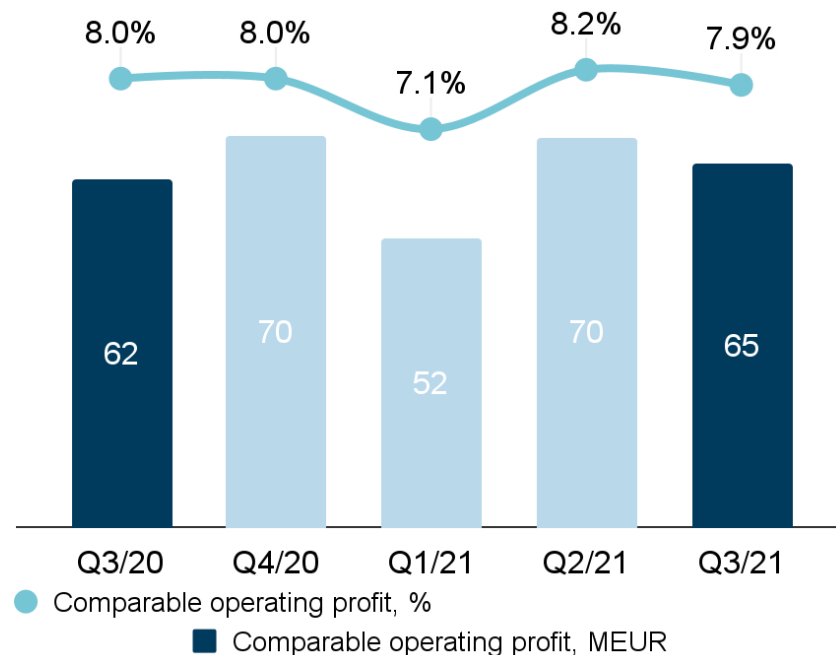
Sales increased by 6%

- Service sales increased in all businesses
- Share of eco portfolio 17%

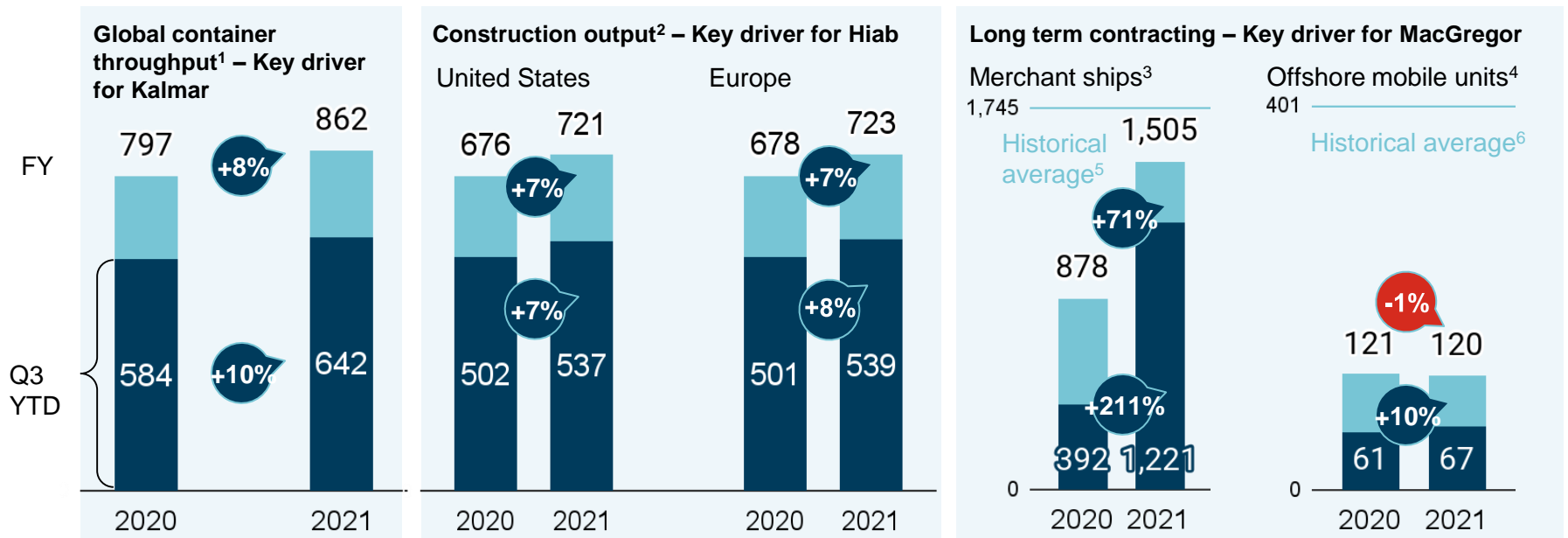
Comparable operating profit

Increased by 4%

- Kalmar -5 MEUR
- Hiab +10 MEUR
- MacGregor -1 MEUR



Market environment - Strong growth in all demand drivers



▪ Strong growth continues

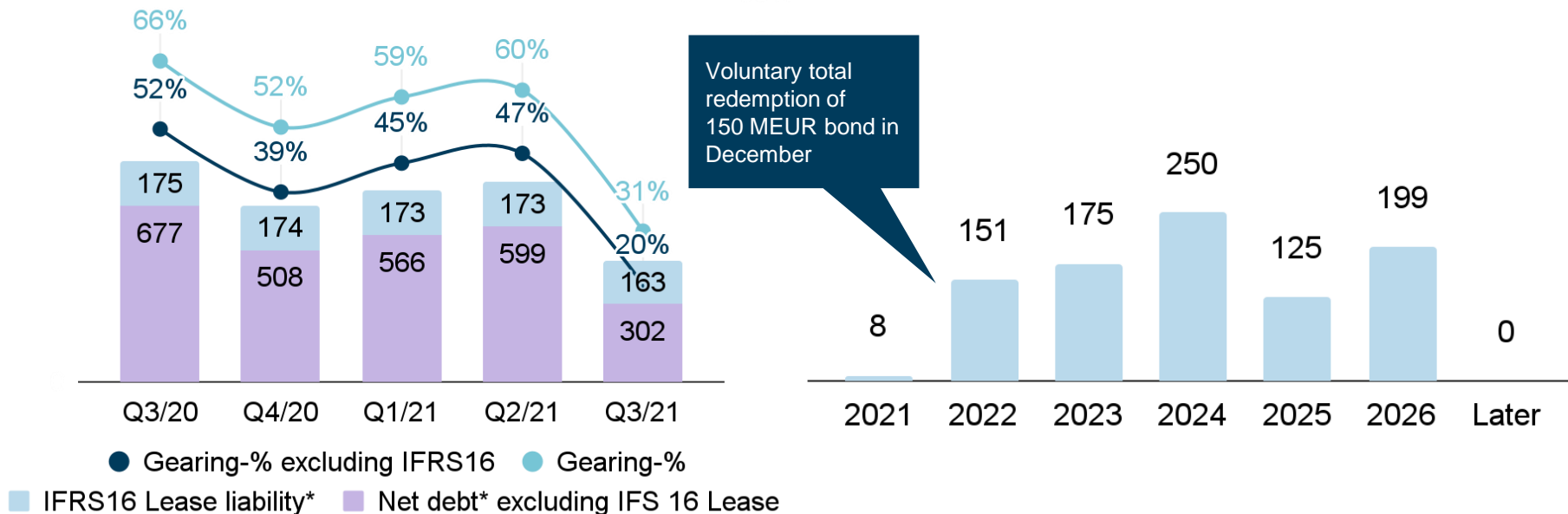
▪ Growth in both US and in Europe

- Merchant ship market recovering driven by container vessels
- Offshore market still at a low level
- Rapid growth in offshore wind

Strong financial position and balanced maturity profile

Net debt & gearing
MEUR

Maturity profile, 30 September 2021



*Cargotec adopted the IFRS 16 standard on 1 Jan 2019.

We continue determined execution of our strategy

PURPOSE

SMARTER CARGO FLOW FOR A BETTER EVERYDAY

VISION

Global Leader in Sustainable Cargo Flow

BREAKTHROUGH OBJECTIVES

Sustainability

Profitable Growth

CONCRETE TARGET

Reduce 1 million tonnes of CO₂ equivalent by 2024

WHERE TO WIN

Grow in core and adjacent businesses & markets
Solve customer challenges in climate change
and sustainability
Invest in industry innovation and transformation
Expand lifecycle services

HOW WE MEASURE

Financial performance
Absolute CO2 reduction
Share of sales of eco-offering
Leadership index
Customer satisfaction scores

Announcements in Q4 supporting our strategy

Kalmar launched three new 100% electric solutions



Kalmar partners with Coast Autonomous Inc. to speed up the development of robotic solutions to the market



Cargotec receives B rating in CDP's climate change programme rating



Most significant orders announced in Q4

**Hatch covers for
12 containerships**

MacGregor, 18 Nov



**34 straddle carriers
(15 hybrid)**

Kalmar, 25 Nov



**3-year Kalmar Care
service agreement**

Kalmar, 30 Nov



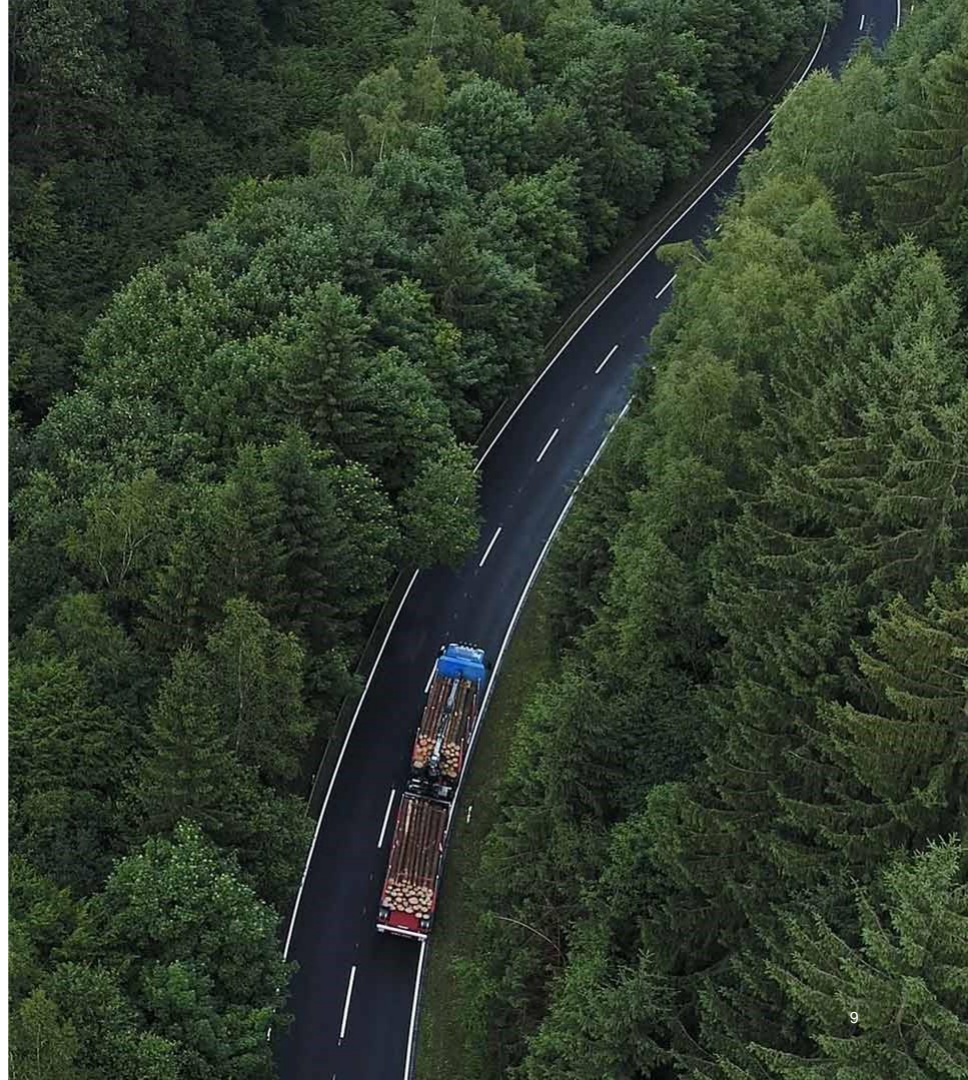
**Two large WALTCO
tail lift orders**

Hiab, 5 Jan



Konecranes merger related releases in Q4

- **4 November**
Planned high-level operating model and leadership team announcement
- **26 November**
Cargotec and Konecranes note CMA's announced Provisional Findings
- **9 December**
The Companies have submitted commitments to the European Commission to Satisfy Competition Concerns



Outlook for 2021

Cargotec estimates 2021 comparable operating profit to improve compared to 2020 (EUR 227* million)

*The comparable operating profit has been specified from EUR 228 million to EUR 227 million. Additional information about the comparable operating profit definition is presented in the stock exchange release published on 29 March 2021.

