

Cargotec Q4/2022 pre-silent call

# Becoming the global leader in sustainable cargo flow

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# 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.

# Highlights of Q3/22 – All-time high comparable operating profit

**Orders received** increased by 16%

- Strong orders in all businesses
- MacGregor orders +50%

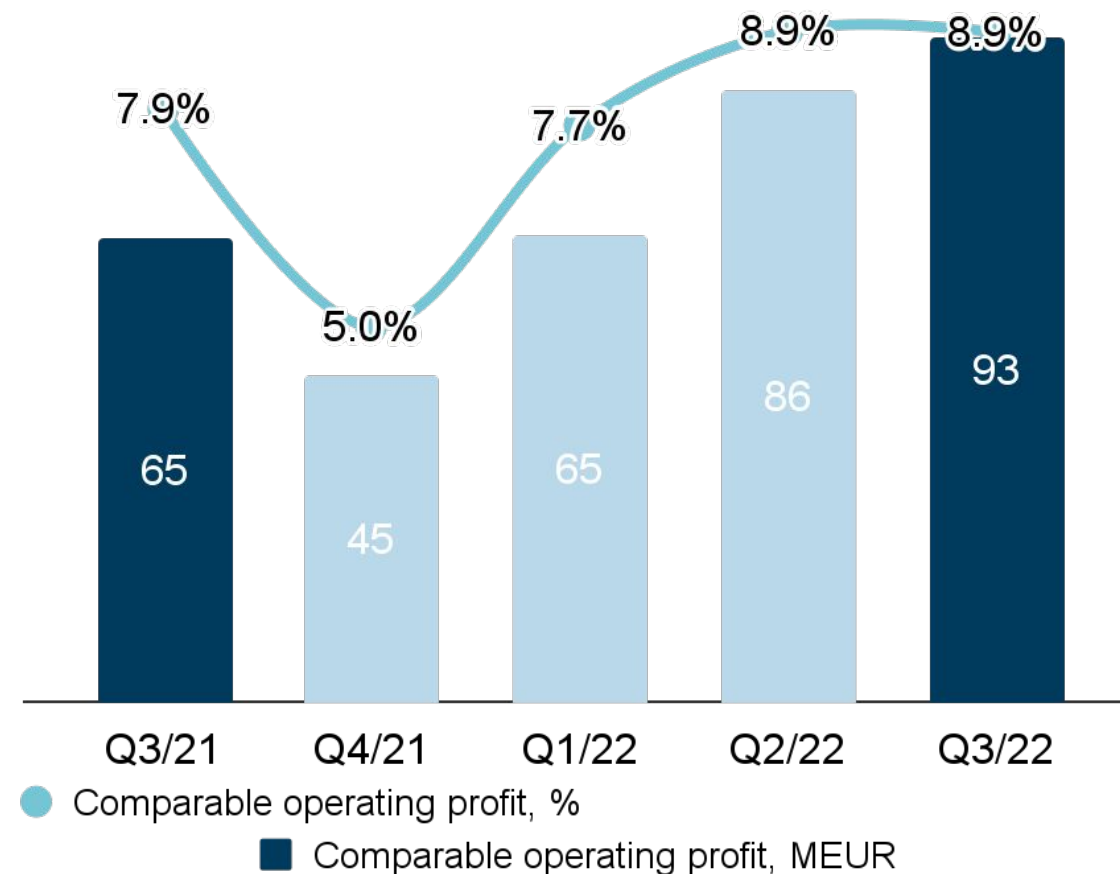
**Sales** increased by 27%

- Driven by core businesses
- Service sales increased by 22%
- Eco portfolio sales doubled to 27% of total sales

**Comparable operating profit**

increased by 43%

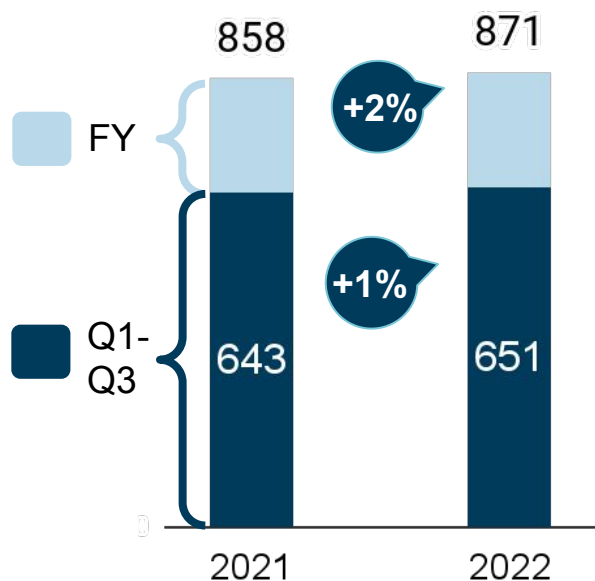
- Kalmar +21 MEUR
- Hiab +8 MEUR
- MacGregor 0 MEUR





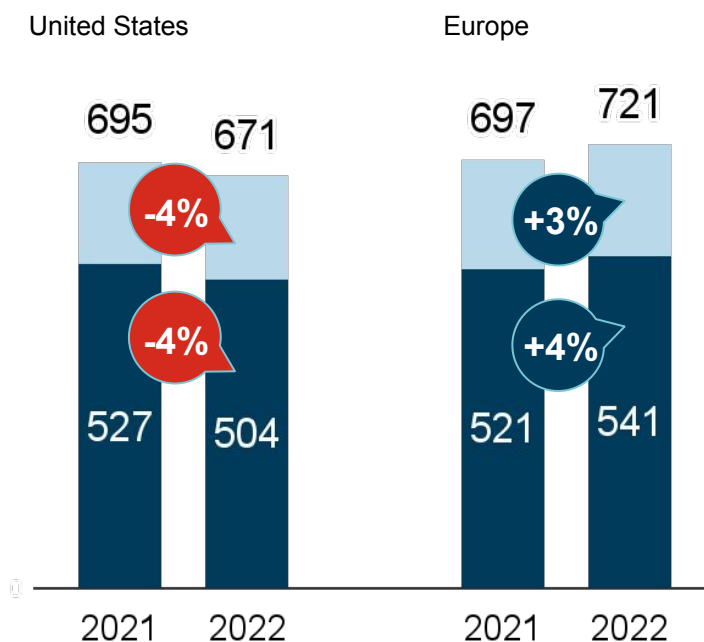
# Market environment - slower growth, economic uncertainty increasing

Global container throughput<sup>1</sup> –  
Key driver for Kalmar



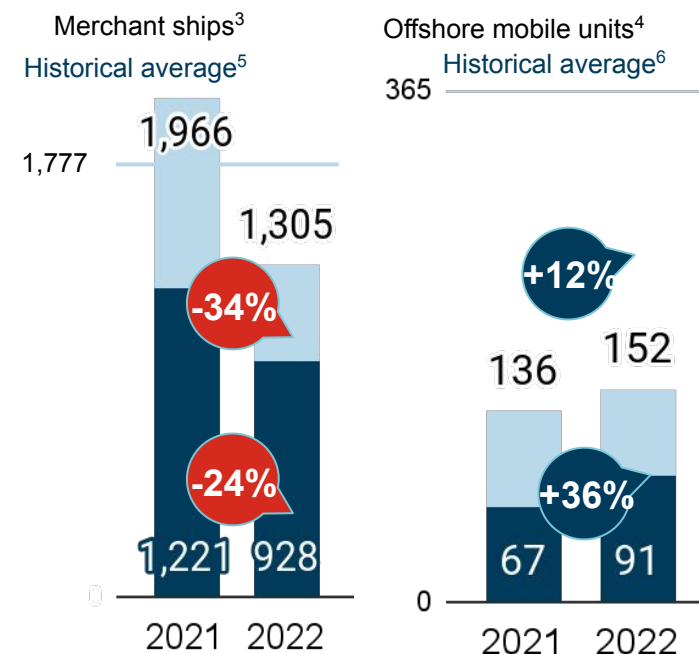
- Modest growth continues

Construction output<sup>2</sup> –  
Key driver for Hiab



- Modest growth expected for 2022 in Europe, US declining

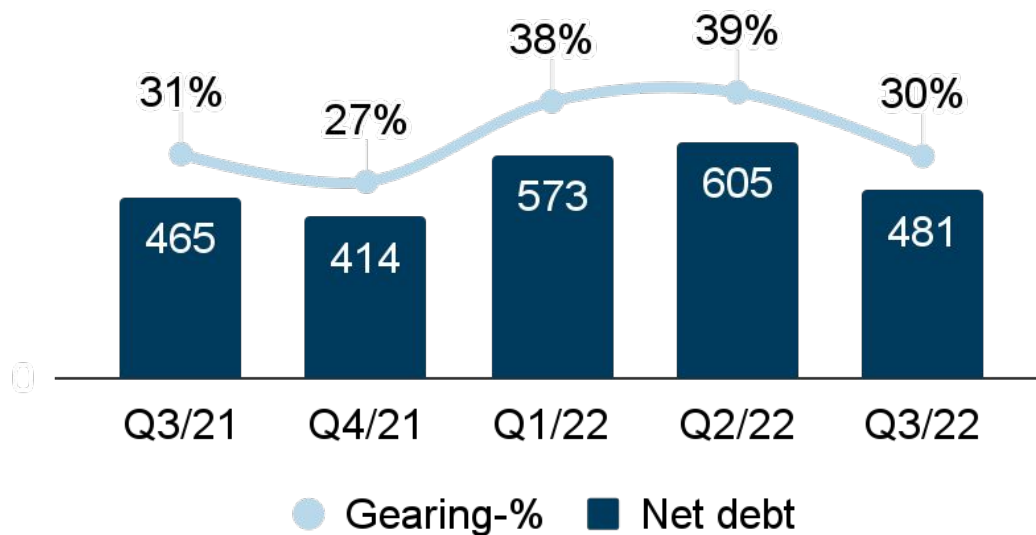
Long term contracting –  
Key driver for MacGregor



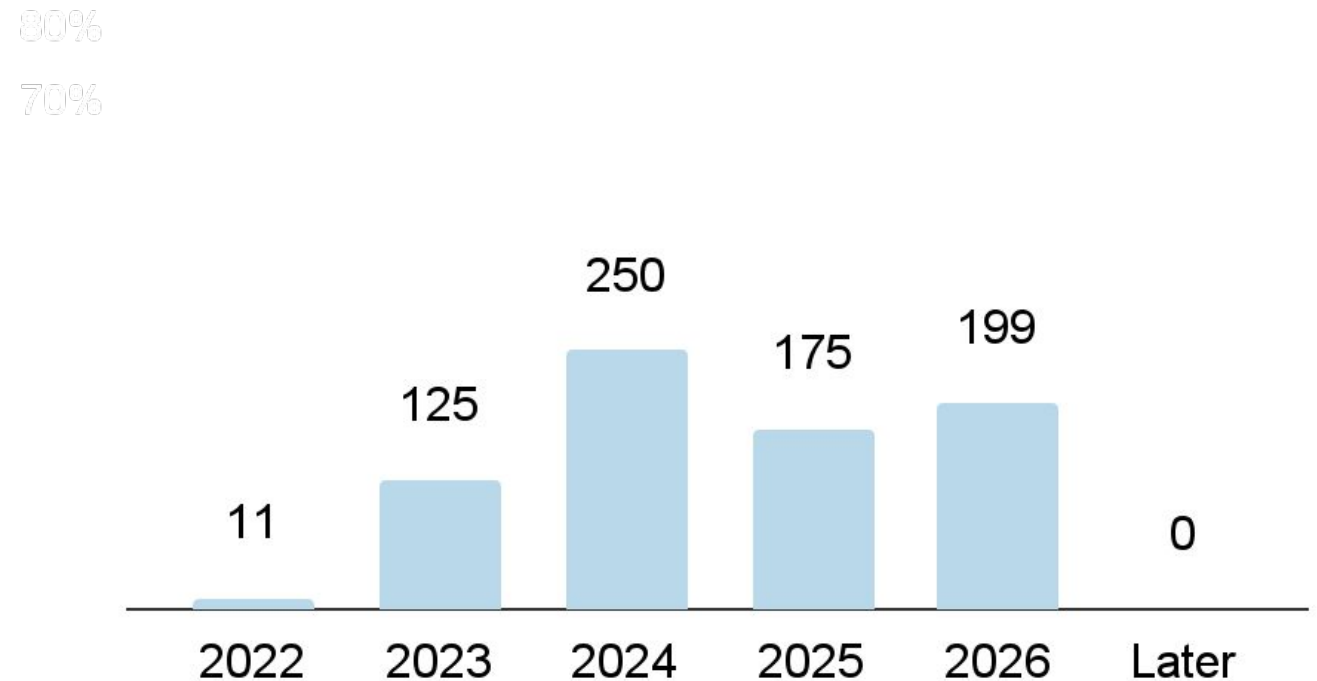
- Positive market outlook despite short term decline in merchant vessel contracting

# Gearing improvement driven by good cash flow

Net debt & gearing  
MEUR



Maturity profile, 30 September 2022



# We have already reached significant milestones in the new strategy

Strategic evaluation of MacGregor business



Plan to exit heavy cranes business in Kalmar



Review of operational model to support refocused group





## Growing by solving customers sustainability challenges



**Investing in innovation** to be sustainability leader



Driving **increasing recurring revenues**



Actively seeking **organic and inorganic growth**



Aiming for **highest ESG standards** in our industry

## Step change in resilience and financial performance



# Cargotec's performance targets for its core businesses

**Eco portfolio: double sales growth**  
compared to traditional products

**Sales growth faster than market<sup>1</sup>**

**Reduce CO<sub>2</sub> emissions in our value chain<sup>2</sup>**

2025: **-25%** | 2030: **-50%**

**Comparable operating profit**

2025: **12%** | 2030: **15%**

Growing dividend  
**30-50% EPS**

Gearing below  
**50%**



# Market leading technology and services driving growth



Investing in innovation  
to be sustainability leader



Driving **increasing  
recurring revenues**



Actively seeking **organic  
and inorganic growth**



Aiming for **highest ESG  
standards** in our industry

Kalmar announced a collaboration to develop a hydrogen powered Ottawa TT.



Kalmar signed a comprehensive five-year service agreement with a Swedish steel producer



Hiab acquired Olsbergs, a designer and supplier for controllers and valves for Hiab cranes



Cargotec signs 330 MEUR sustainability-linked revolving credit facility





# Highlights of orders announced in Q4

**Three orders for total of 90 MEUR of RoRo equipment for 15 PCTC vessels**

MacGregor, 22 Dec



**135 MULTILIFT hooklifts and 7 loader cranes for a defence customer**

Hiab, 19 Dec



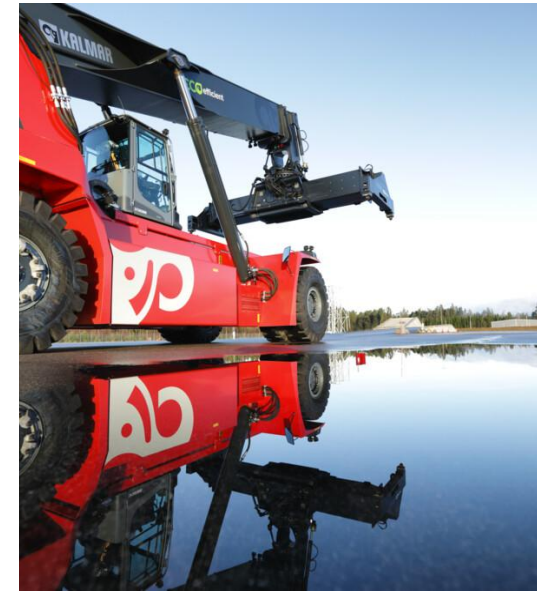
**Six Kalmar Gloria reachstackers for a German rental equipment provider**

Kalmar, 23 Dec



**Empowering customer sustainability journey with a Kalmar Electric Reachstacker**

Kalmar, 14 Dec





# Outlook for 2022 specified

Cargotec estimates its 2022 comparable operating profit to improve by EUR 88–118 million compared to 2021 (from EUR 232 million to EUR 320–350 million)



