Investor presentation, February 2019

Becoming the leader in intelligent cargo handling

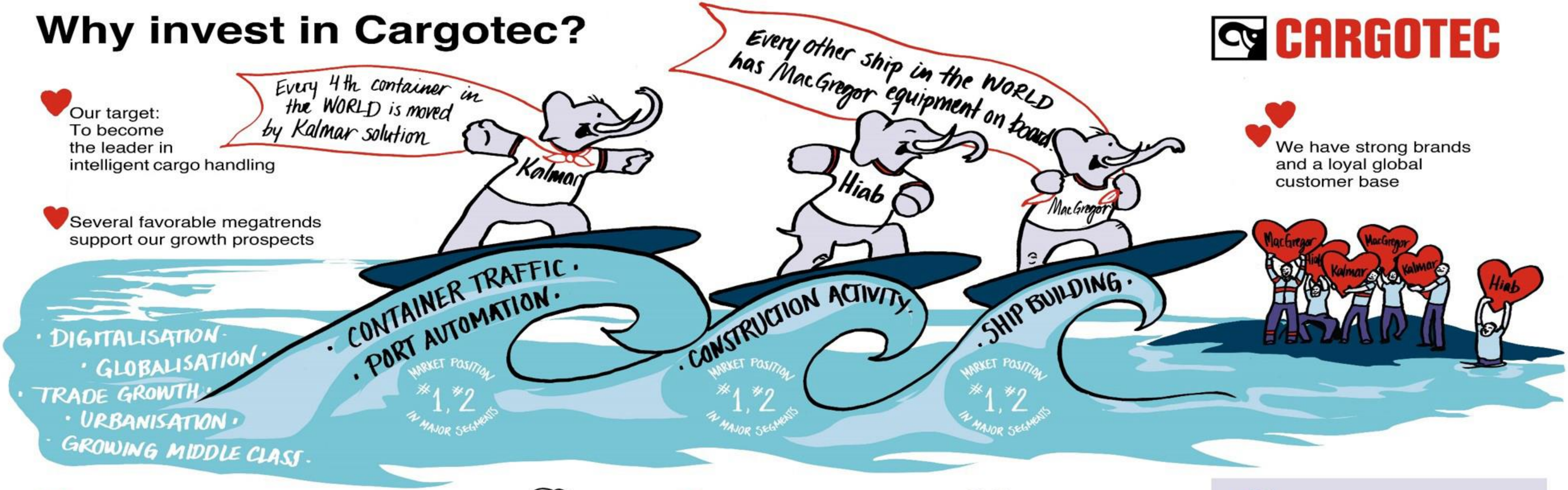
Why invest in Cargotec?

CARGOTEC

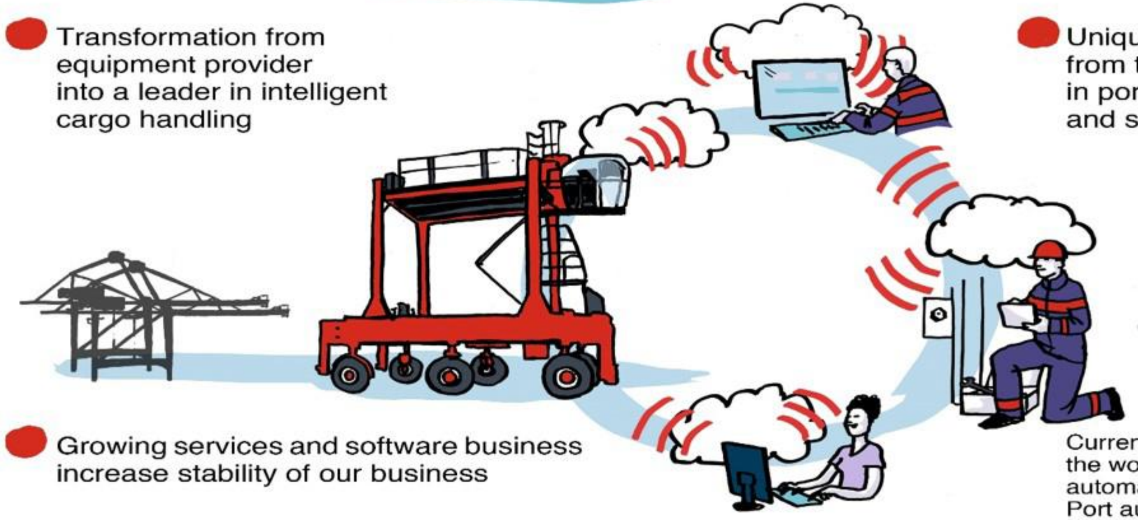
Our target:
To become the leader in intelligent cargo handling

Several favorable megatrends support our growth prospects

We have strong brands and a loyal global customer base

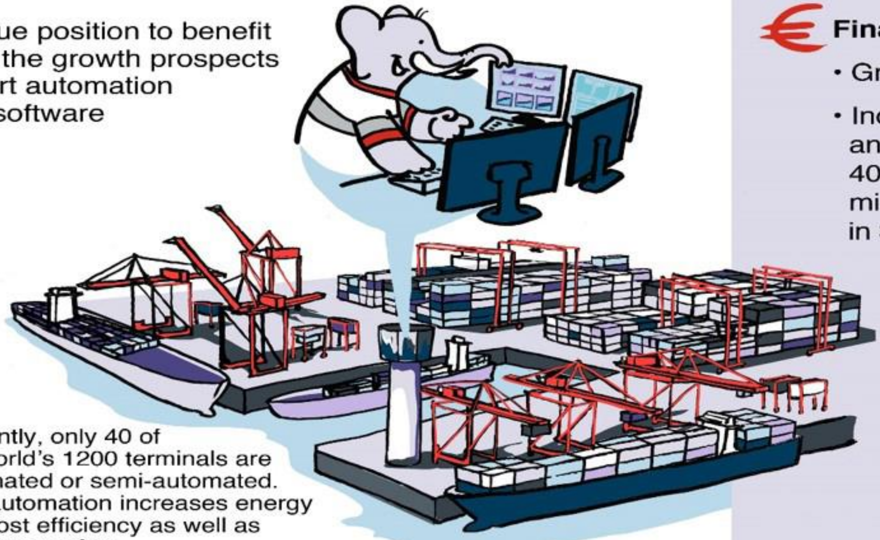


Transformation from equipment provider into a leader in intelligent cargo handling



Growing services and software business increase stability of our business

Unique position to benefit from the growth prospects in port automation and software



Currently, only 40 of the world's 1200 terminals are automated or semi-automated. Port automation increases energy and cost efficiency as well as employee safety.

Financial targets

- Grow faster than the market
- Increase service and software sales to 40% of net sales, min. EUR 1.5 billion in 3-5 years
  - Target 10% operating profit and 15% ROCE in 3-5 years
  - Target gearing <50% and increasing dividend in the range of 30-50% of EPS, to be paid twice a year

Targets announced in September 2017

Content

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Cargotec in brief

Strong global player with well-balanced business

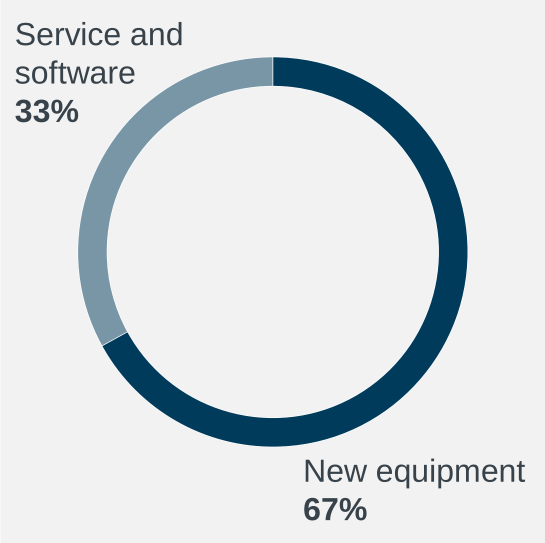
Sales: EUR 3,304 million EBIT: 7.4%

Kalmar
Sales: **EUR 1,618 million**
EBIT: **8.9%** (EUR 143.6 million)

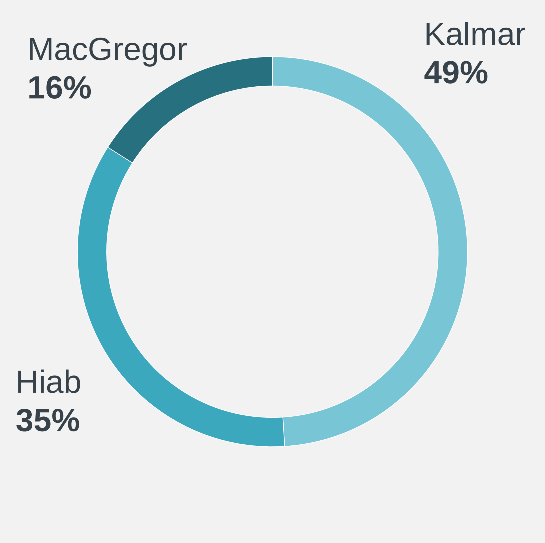
Hiab
Sales: **EUR 1,149 million**
EBIT: **11.7%** (EUR 134.5 million)

MacGregor
Sales: **EUR 538 million**
EBIT: **0.0%** (EUR 0.1 million)

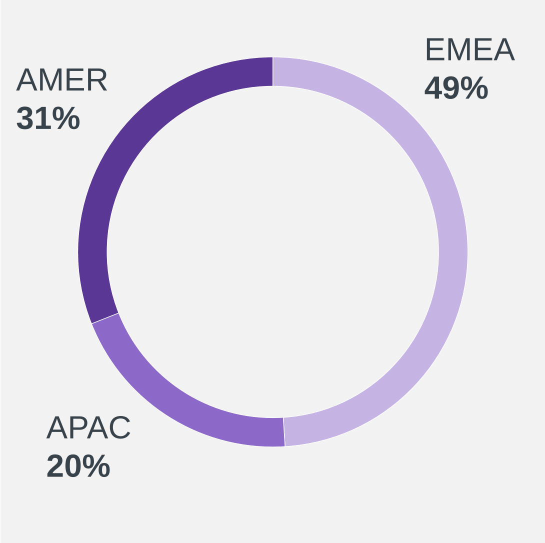
Sales split: new equipment vs service and software



Sales by business areas



Sales by geographical area



Strengths we are building upon

- Leading market positions in all segments
- Strong brands
- Loyal customers
- Leading in technology

Figures: 2018
EBIT % excluding restructuring costs

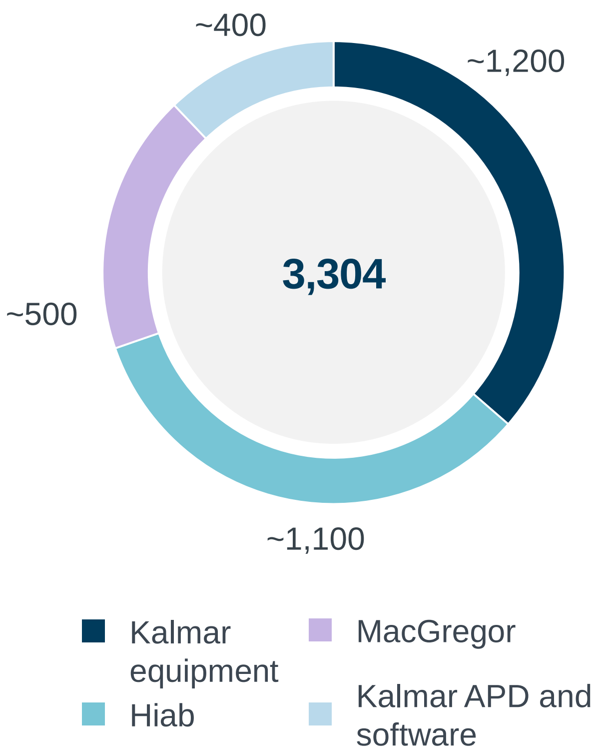
Key competitors

Cargotec is a leading player in all of its business areas

	KALMAR	HIAB	MACGREGOR
Global main competitors	ZPMC, KONECRANES Lifting Businesses, LIEBHERR, HYSTER-YALE, SANY	PALFINGER	KONGSBERG, NOV, TTS, Rolls-Royce
Other competitors	ABB, TERBERG BENSCHOP, künz, MITSUI E&S, CAPACITY REV GROUP, RAM SPREADERS	FASSI, HMF, HYVA, TERBERG KINGLIFTER Manufacturer of truck mounted forklifts	NAVALIMPIANTI GROUP, MITSUBISHI HEAVY INDUSTRIES, LTD., Huisman, GERMAN LASHING, SMS KOREA, SEC SHIP'S EQUIPMENT CENTRE GRONINGEN B.V., IHI, LIEBHERR, PALFINGER

Currently two businesses performing well

Net sales* in 2018
EUR million



	Trend in orders, 2018 vs 2017	Profitability: EBIT margin
Kalmar software (Navis) and Automation and Projects division	↗	Low due to long term investments
MacGregor	+11%	**0.0%**
Hiab	+13%	**11.7%**
Kalmar equipment and service (excluding Automation and Projects Division & Navis)	↗	Low double digit

* Figures rounded to closest 100 million

Investment highlights

CARGOTEC

Investment highlights: Why invest in Cargotec?

1. Technology leader and strong market positions, leading brands in markets with long term growth potential
2. Our vision is to become the global leader in intelligent cargo handling
3. Growing service & software business and asset light business model are increasing stability
4. Capitalizing global opportunities for future automation and software growth
5. On track for profitability improvement and to reach financial targets

CARGOTEC

1. Technology leader and strong market positions, leading brands in markets with long term growth potential

Global megatrends

- Globalisation and trade growth
- Urbanisation
- Growing middle class

Growth drivers

- Container throughput growth
- Construction activity
- Automation
- Digitalisation

Competitive advantages

- Strong brands
- Full automation offering
- Technology leadership

Market position

- #1 or #2 in all major segments

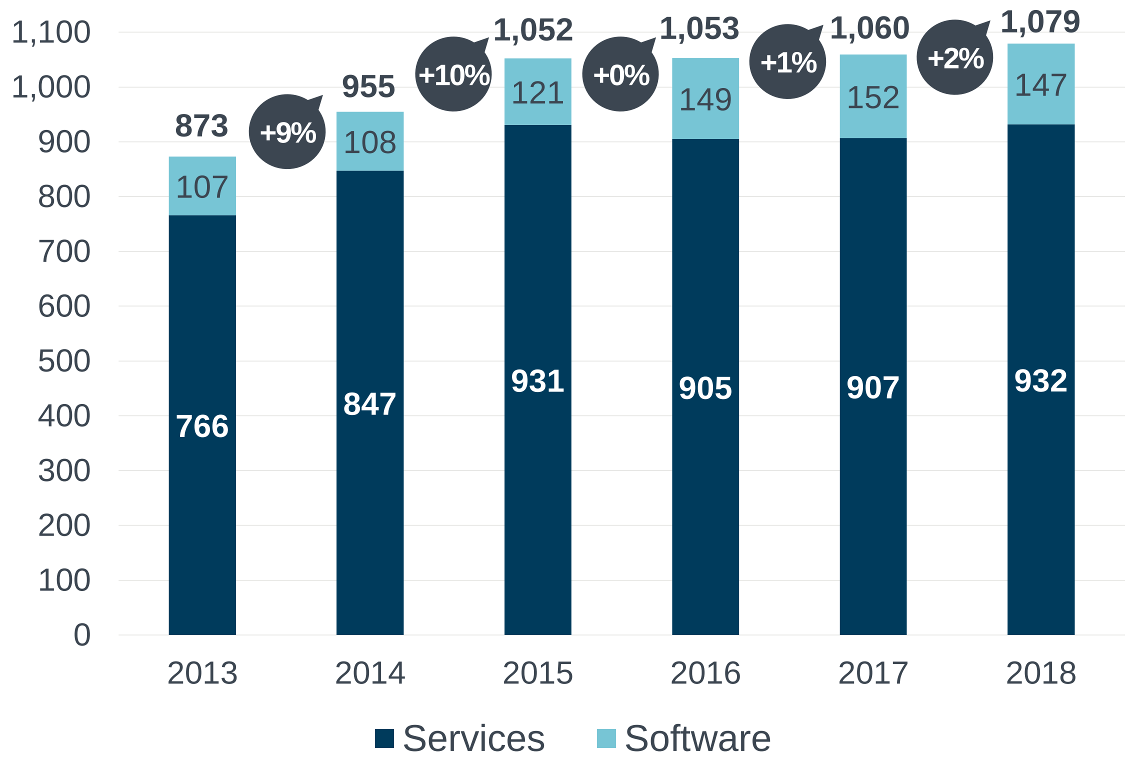
2. Our vision is to become the global leader in intelligent cargo handling

VISION	**GLOBAL LEADER IN INTELLIGENT CARGO HANDLING**	
MUST-WIN BATTLES	**WIN THROUGH CUSTOMER CENTRICITY** We help our customers achieve their goals by aligning our offering and way of working to serve them better.	**ACCELERATE DIGITALISATION** We build and expand our digital solutions to offer a great customer experience and more efficient business processes.
	ADVANCE IN SERVICES We extend our offering towards intelligent solutions that enable us to serve our customers wide across their lifecycle.	**PRODUCTIVITY FOR GROWTH** We focus on activities that add value and benefit our customers and us by developing our business operations and common platforms.

3. Growing service & software business and asset light business model are increasing stability

Service and software* sales

MEUR



Asset light business model with a flexible cost structure

- Kalmar and Hiab: efficient assembly operation
- MacGregor: efficient project management and engineering office: > 90% of manufacturing and 30% of design and engineering capacity outsourced
- No in-house component manufacturing

Next steps to increase service and software sales:

- Improve service offering through digital solutions
- Build on Navis position as industry leader
- Increase spare parts capture rates
- Boost service contract attachment rates

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*) Software sales defined as Navis business unit and automation software
Year 2017 figures have been restated according to IFRS 15 and 2013-2017 figures are calculated by using the new definitions for the equipment, service and software businesses announced in March 2018

4. Capitalizing global opportunities for future automation and software growth

Industry trends support growth in port automation:

- Only 40 terminals (out of 1,200 terminals) are automated or semi-automated currently globally
- Ships are becoming bigger and the peak loads have become an issue
- Increasing focus on safety
- Customers require decreasing energy usage and zero emission ports
- Optimum efficiency, space utilization and reduction of costs are increasingly important
- Shortage and cost of trained and skilled labour pushes terminals to automation

Significant possibility in port software:

- Container value chain is very inefficient: total value of waste and inefficiency estimated at ~EUR 17bn
- Over 50% of port software market is in-house, in long term internal solutions not competitive
- Navis has leading position in port ERP

Customers consider their automation decisions carefully

- Shipping line consolidation
- Utilisation rates of the existing equipment base
- Container throughput volumes
- Efficiency of the automation solutions

Automation creates significant cost savings*	
Labour costs	60% less labour costs
Total costs	24% less costs
Profit increase	125%

* Change when manual terminal converted into an automated operation

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5. Clear plan for profitability improvement and to reach financial targets

Growth
Target to grow faster than market

- Megatrends and strong market position supporting organic growth
- M&A potential

Service and software
Targeting service and software sales 40% of net sales, minimum EUR 1.5 billion in 3-5 years*

Balance sheet and dividend
Target gearing < 50% and increasing dividend in the range of 30-50% of EPS, dividend paid twice a year

Profitability
Target 10% operating profit and 15% ROCE in 3-5 years*

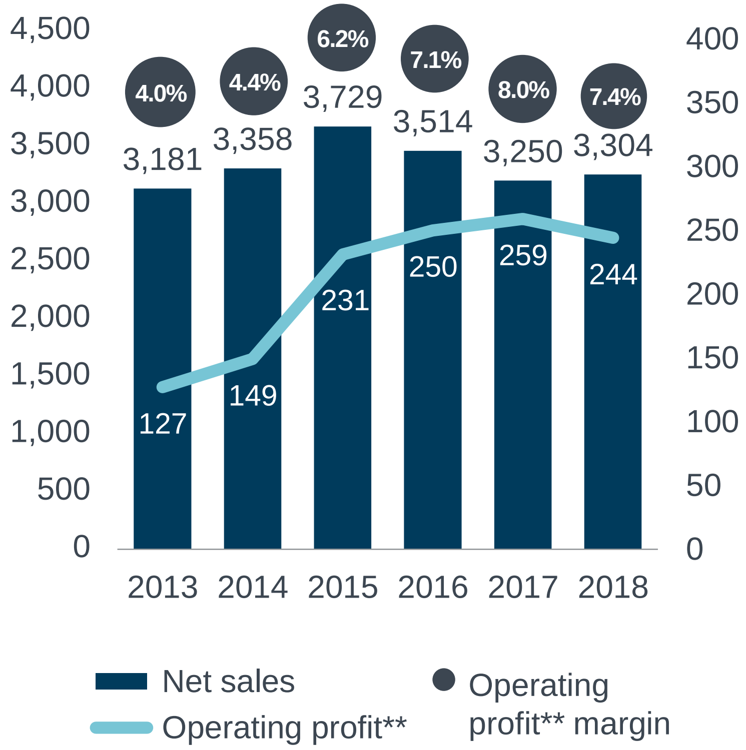
Higher service and software sales key driver for profitability improvement

Cost savings actions:

- 2020 EUR 50 million (indirect purchasing and new Business Services operations)

Product re-design and improved project management

Sales and operating profit development**



*Target announced in September 2017
**Excluding restructuring costs

Kalmar

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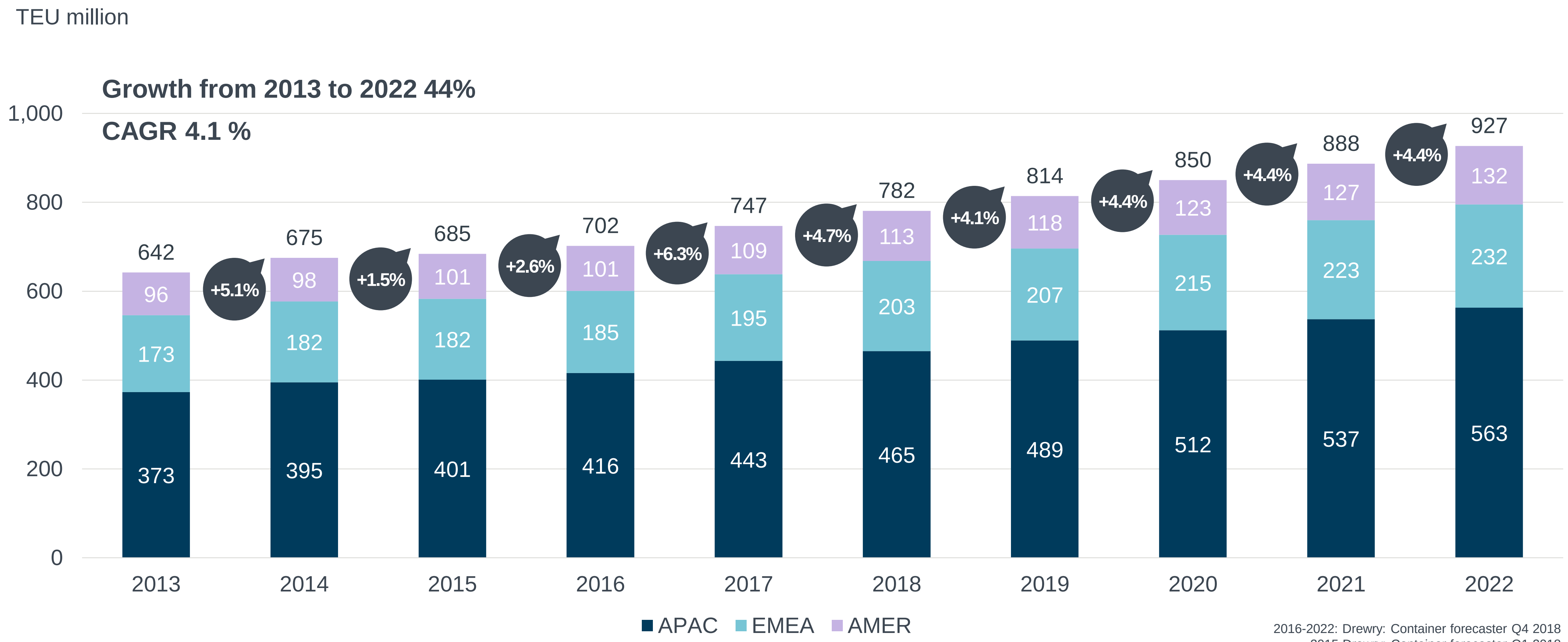
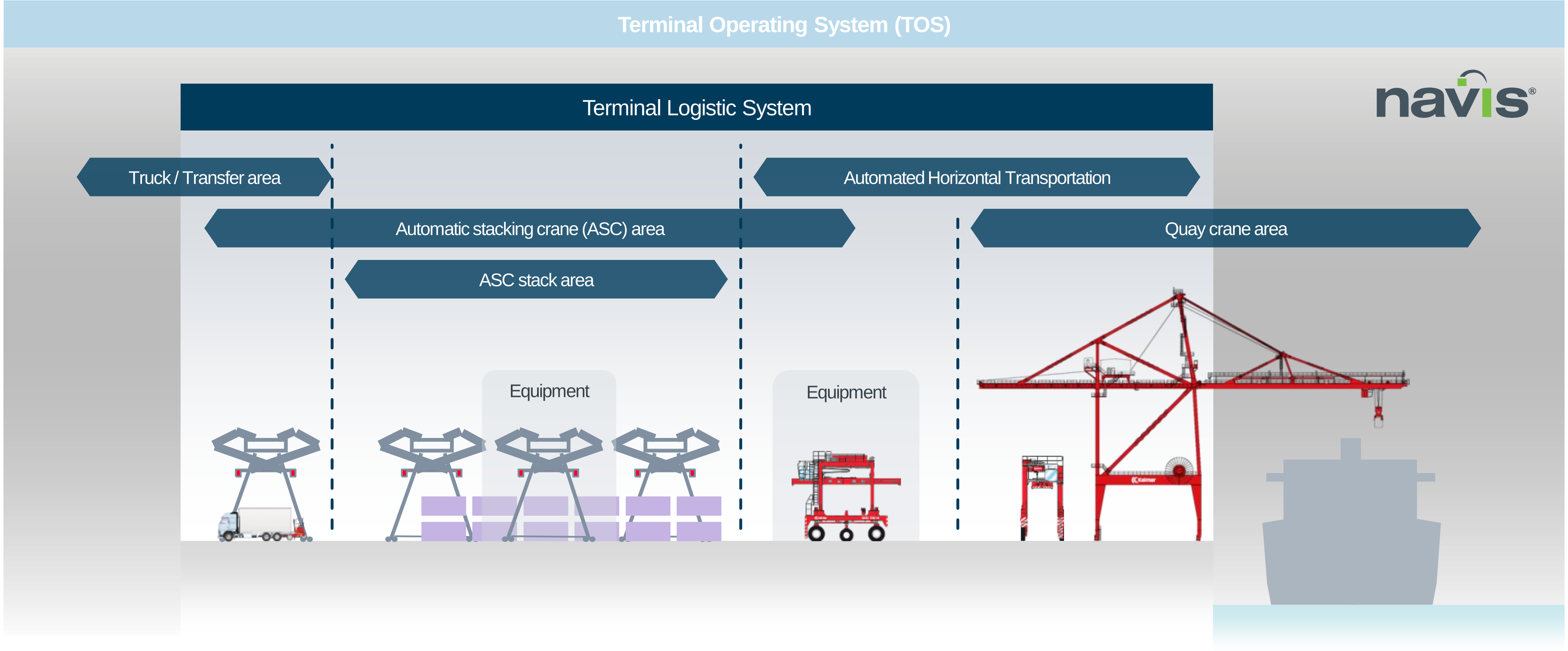
Container throughput still forecasted to grow year on year



2016-2022: Drewry: Container forecaster Q4 2018
2015 Drewry: Container forecaster Q1 2018
2013-2014 Drewry Global Container Terminal Operators Annual Report 2013

Flexible and scalable Navis TOS software



Kalmar's operating environment

KALMAR

Provides integrated port automation solutions including software, services and a wide range of cargo handling equipment

XVELA

The collaboration platform serving the needs of ocean carriers, terminals and their shipping partners

navis

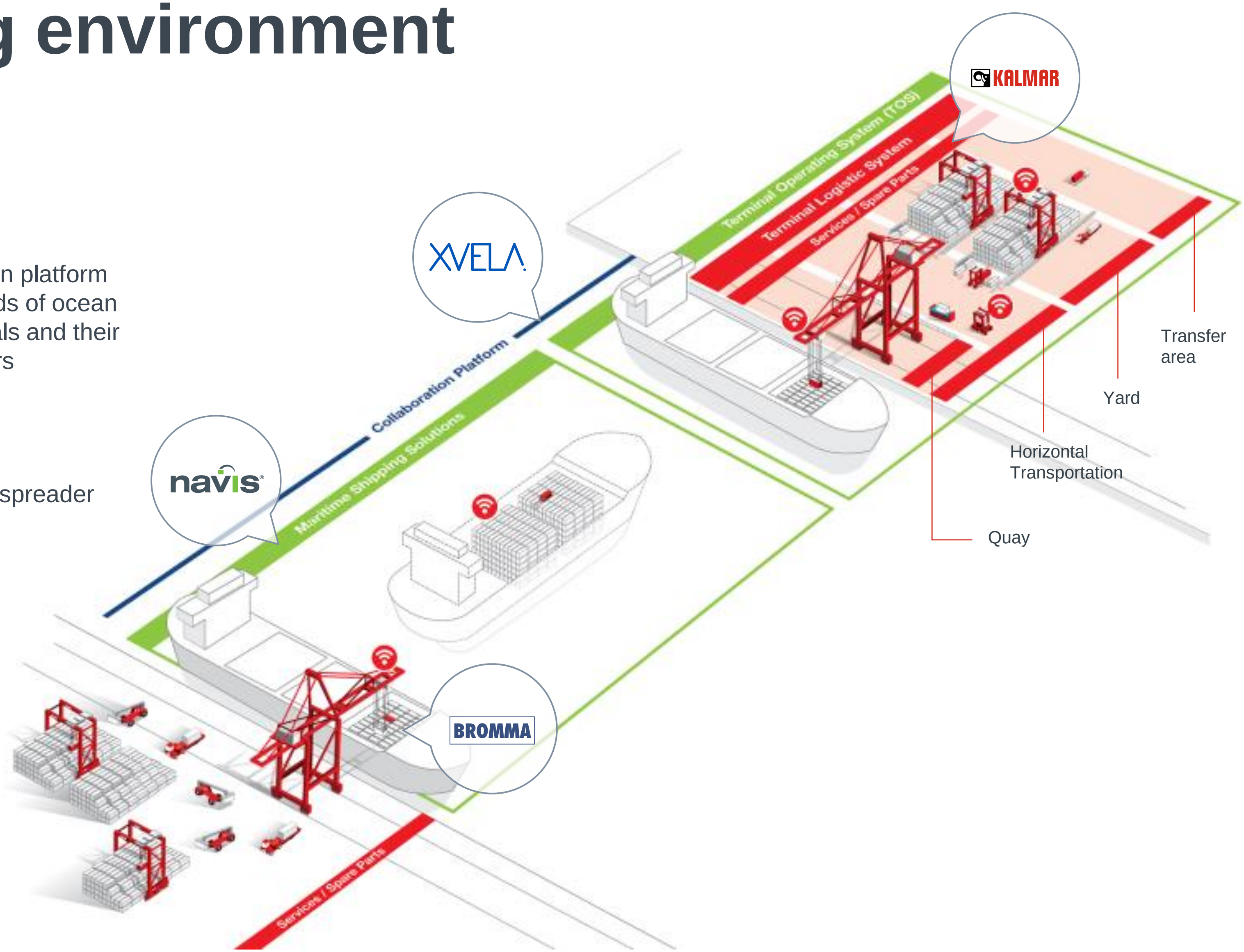
TOS coordinates and optimises the planning and management of container and equipment moves in complex business environments.

Navis provides also maritime shipping solutions:

- Stowage planning
- Vessel monitoring
- Loading computer
- Route planning

BROMMA

Industry leading spreader manufacturer



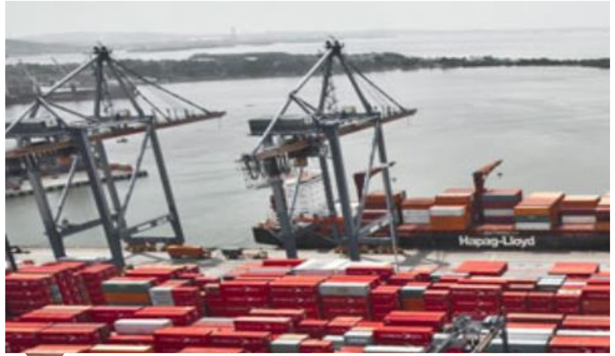
XVELA provides benefits to ocean carriers and terminal operators

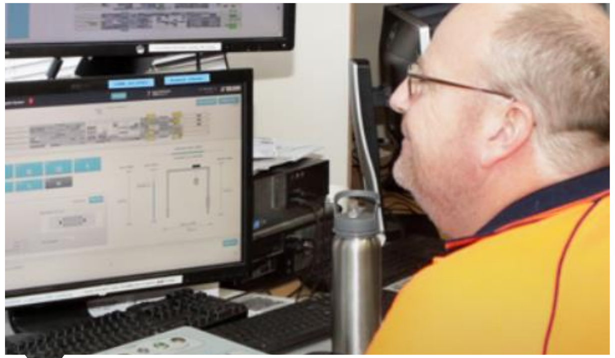
- Today's container supply chain is a fragmented and siloed framework
- Information sharing between parties is not optimally structured
  - Forms of communication today include email, phone calls, EDI, paper plans
  - Problems: incomplete data, errors, information not available on time
- In-house developed XVELA is a many-to-many platform to solve these issues
  - Real-time stowage collaboration
  - Port-to-port visibility and collaboration
  - Synchronisation of planning between carriers and terminals

Benefits of XVELA:

- Faster vessel turn times
- Operational efficiencies
- Cost savings

Services provide our biggest medium term growth opportunity





	Equipment & Projects	Software	Services
Market share	**20-30%**	**20-30%**	**3-5%**
Market size	**6B€**	**0.5-1B€**	**8B€**

Recent automation deals highlight our successful investments in automation

Kalmar and Navis to deliver world-first intermodal automation solution to Sydney, Australia

Greenfield intermodal terminal, Qube's Moorebank Logistics Park

- First fully automated intermodal terminal in the world

Kalmar OneTerminal contract, including Navis N4 TOS

All equipment can be operated electrically on local solar power

Order value EUR 80 million, booked in Q2 2018

Fully digitalised and autonomous container handling solution with software and services to Yara

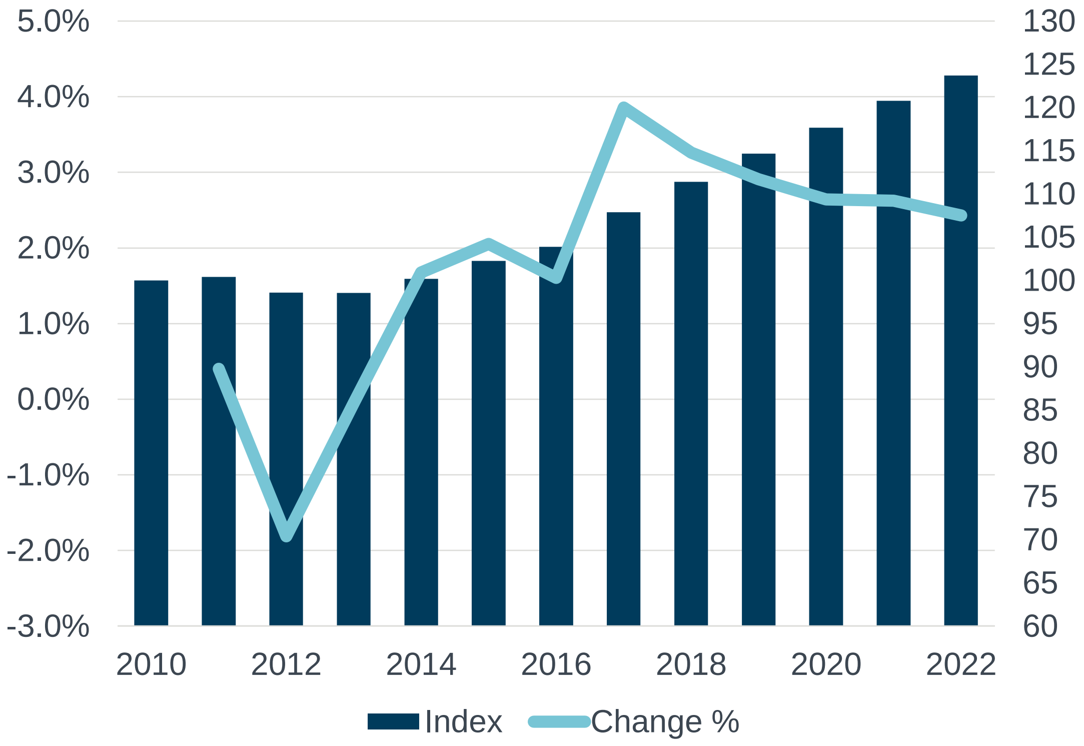
Solution enables autonomous, cost efficient and emission-free operations of the Yara Birkeland container ship in Norway

Hiab

Construction output driving growth opportunity

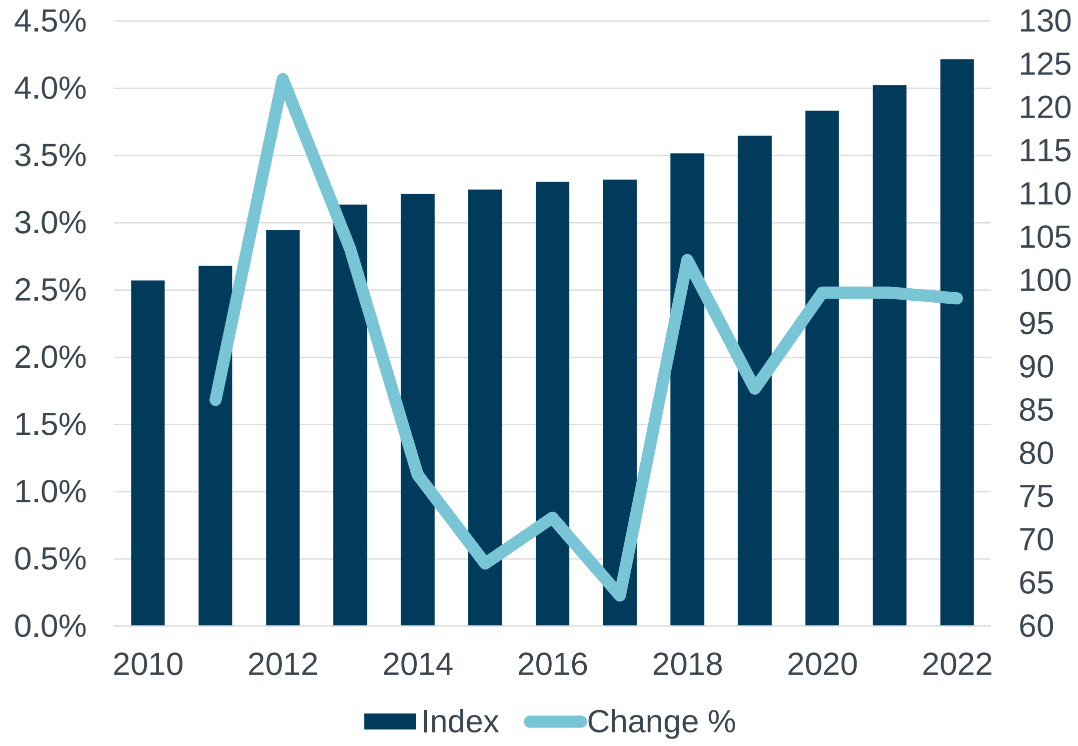
EMEA construction output

y/y change (%)



AMER construction output

y/y change (%)



Oxford Economics: Industry output forecast 12/2018

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Strong market positions in all product lines

		MARKET SIZE* (EUR billion)	KEY SEGMENTS	HIAB POSITION & TREND
LOADER CRANES		~1.3	Construction and Logistics	#1-2
TAIL LIFTS		~0.5	Retail Logistics	#1
DEMOUNTABLES		~0.5	Waste and Recycling	#1
TRUCK MOUNTED FORK LIFTS		~0.3	Construction and Logistics	#1
FORESTRY CRANES		~0.2	Timber, Pulp and Paper	#2

*) Cargotec estimate

Attractive megatrends and growth drivers

MEGA TRENDS		▪ **Urbanization** and **Consumption** growth driving needs for efficiency ▪ **Digitalization** and **Connectivity** enabling new **business** solutions
MARKET GROWTH		▪ **North America** and main **European** markets continue to grow ▪ **Developing markets** strong load handling equipment penetration potential
KEY SEGMENTS		▪ **Construction, Waste & Recycling, Logistics** and **Governmental** business segments show continued growth projection
PRODUCT OFFERING		▪ **New applications** market and segment growth potential ▪ Developing for increasing demand in **Electrification** and **Automation**
SERVICE SOLUTIONS		▪ Growing demand for comprehensive **life-cycle service offerings** and tailored **business solutions**

Hiab’s key growth drivers

Cranes

Gain market share in big loader cranes and crane core markets

Tail lifts

Enter fast growing emerging markets and standardise and globalise business model

Truck-mounted forklifts

Accelerate penetration in North America and Europe

Services

Increase spare parts capture rates driven by connectivity and e-commerce

MacGregor

We are an active leader in all maritime segments

~3/4 of sales				~1/4 of sales
Merchant Cargo Flow	Marine People Flow	Marine Resources & Structures	Naval Logistics and Operations	Offshore Energy
MARKET POSITION #1	#1	#1-2	#1-2	#1
▪ Container cargo ▪ Bulk cargo ▪ General cargo ▪ Liquid cargo ▪ RoRo cargo	▪ Ferry ▪ Cruise ▪ Superyachts ▪ Walk-to-work	▪ Research ▪ Fishery ▪ Aquaculture ▪ Mining ▪ Floating structures	▪ Naval & Military Supplies Logistics ▪ Naval & Military Operations Support ▪ Ship-to-ship transfer	▪ Oil & Gas ▪ Renewables

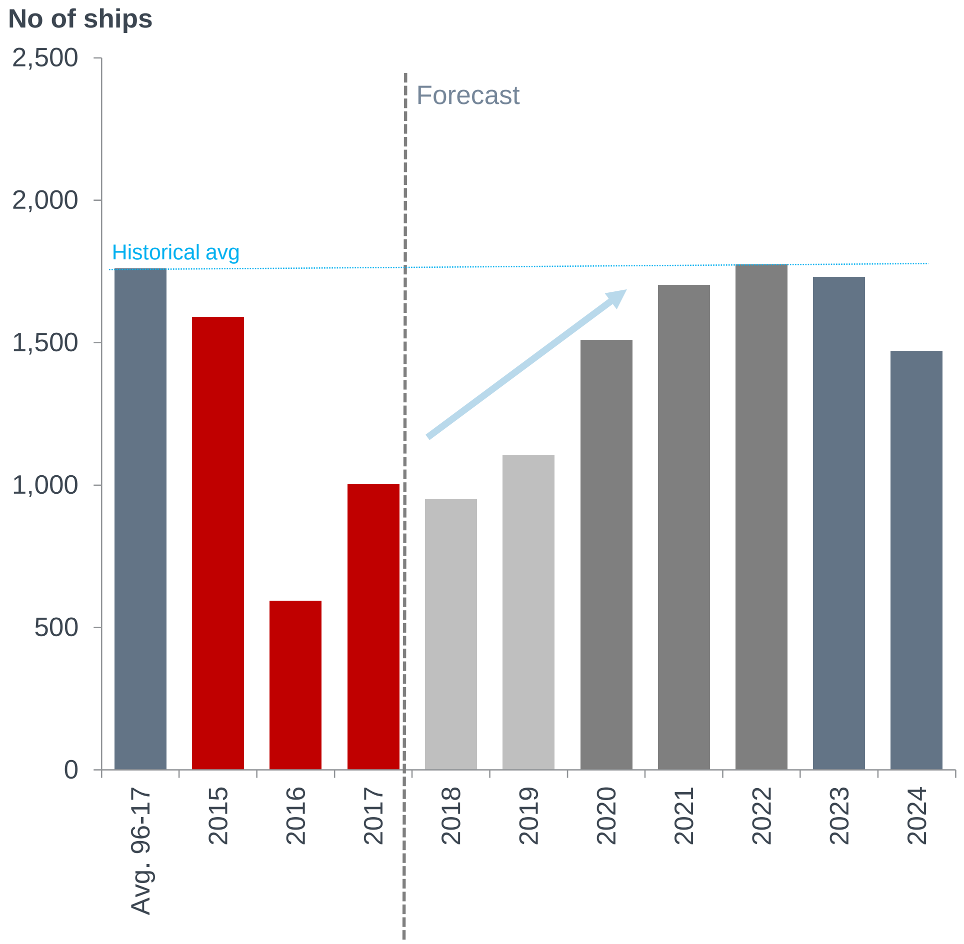
Lifecycle Services

Picture: Statoil

Merchant Ships and Offshore contracting activity picking up

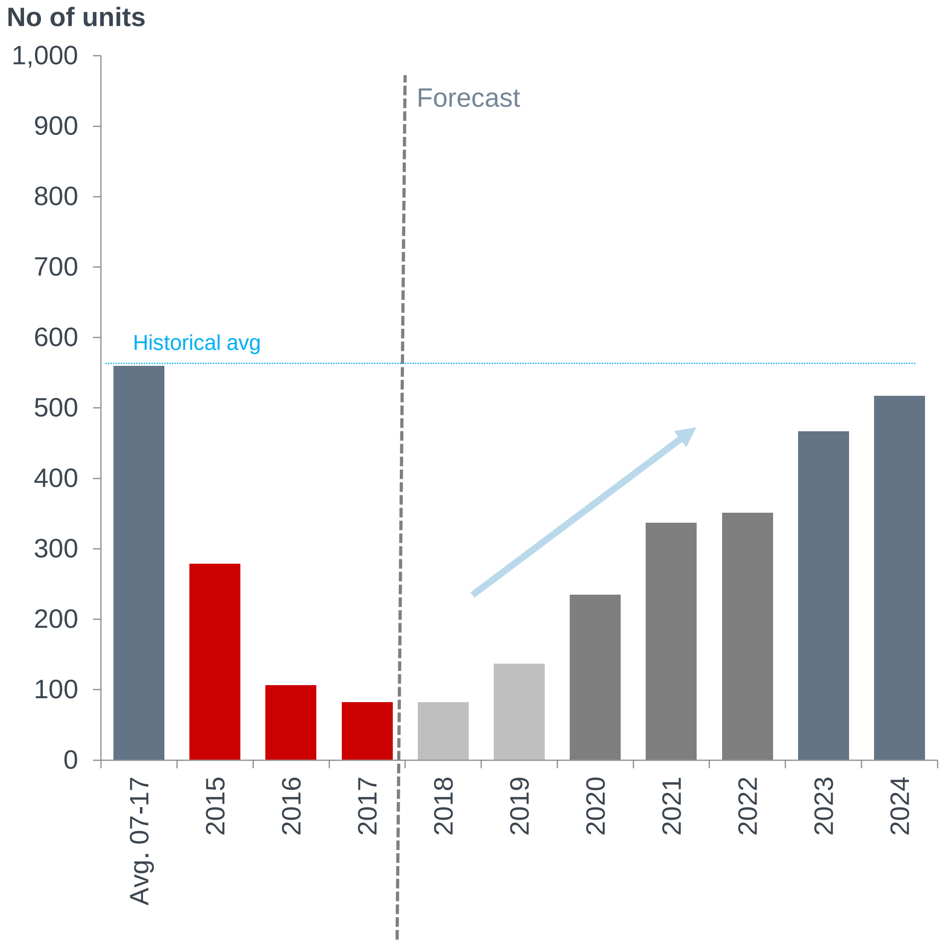
Long term contracting 2015-2024

Merchant ships > 2,000 gt (excl ofs and misc)



Long term contracting 2015-2024

Mobile offshore units



Source: Clarksons September 2018

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MacGregor's asset-light business model gives flexibility

Sales & marketing	Design & engineering	Manufacturing	Installation	Lifecycle support
MacGregor	MacGregor	MacGregor	MacGregor	MacGregor
	Outsourced	Outsourced	Outsourced	

Cost-efficient scaling

90% of manufacturing outsourced

30% of design and engineering capacity outsourced

Recent progress

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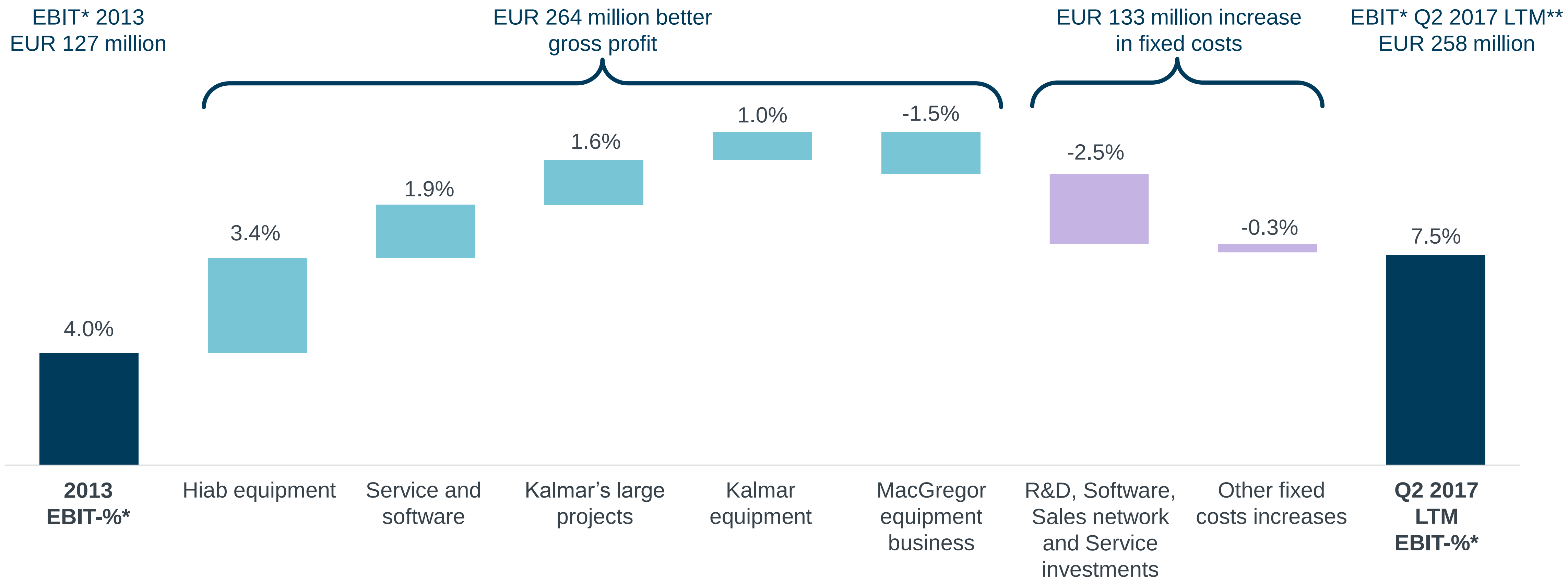
We have increased EBIT* margins since 2013 through operational improvements



*Excluding restructuring costs
**LTM=Last 12 months (Q3/16-Q2/17)

Group wide EUR 50 million cost savings programme proceeding faster than expected

WHY

- Investments in common systems as enabler
- EUR ~600 million addressable indirect cost base

WHAT

- Reductions in indirect purchasing spend (EUR 30 million), and more efficient support functions (EUR 20 million)

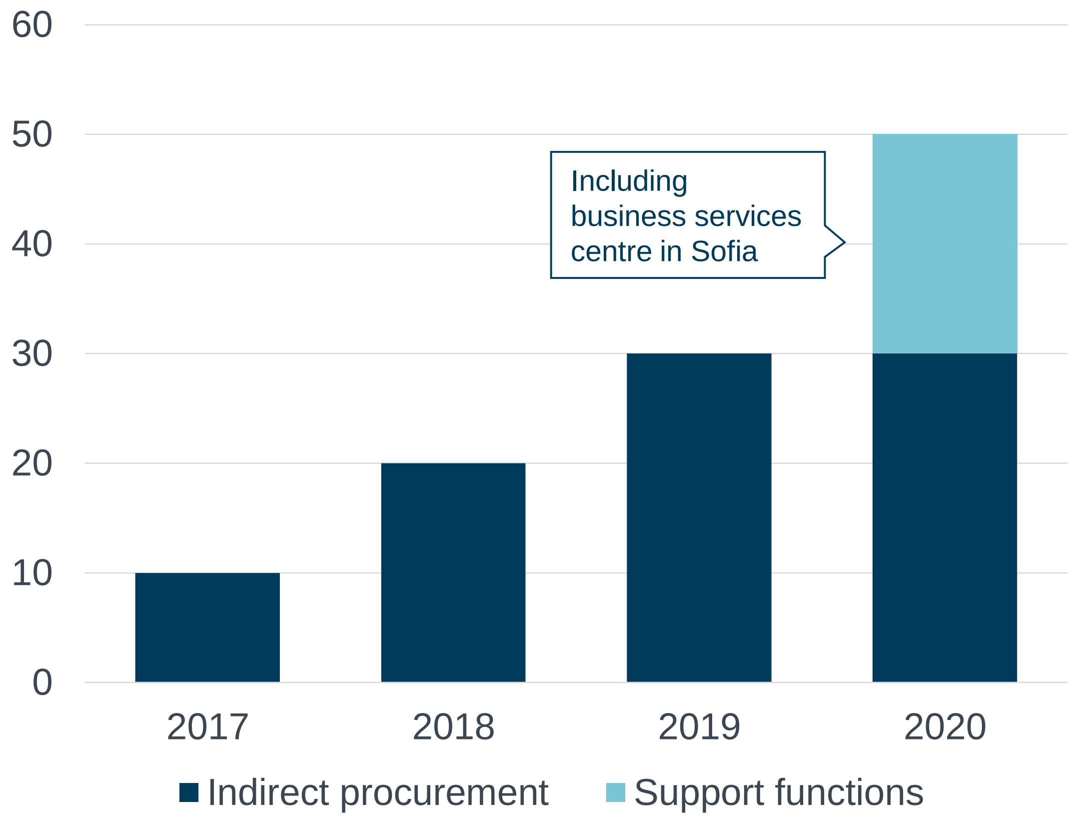
HOW

- Central procurement organization to drive indirect procurement cost and efficiency
- Establishing support function services in Sofia
- Automation in Finance, HR, information management and procurement

RESULTS

- EUR 10 million savings realised in 2017 and additional EUR 11 million in 2018

Expected savings compared to 2016 cost level, MEUR



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We have established Cargotec Business Services in Sofia to improve support function efficiency by EUR 20 million

- Savings from consolidation, outsourcing of certain activities, labour arbitrage and robotics
- Scope: Finance, Human Resources, Information Management and Indirect Procurement services primarily from Sofia, Bulgaria
- Good progress in establishing Cargotec Business Services
  - Cargotec Business Service (CBS) centre in Sofia, Bulgaria officially opened 30 January 2018

M&A strategy focusing on bolt-on acquisitions

Key acquisition criteria

Contribution to 15% ROCE target

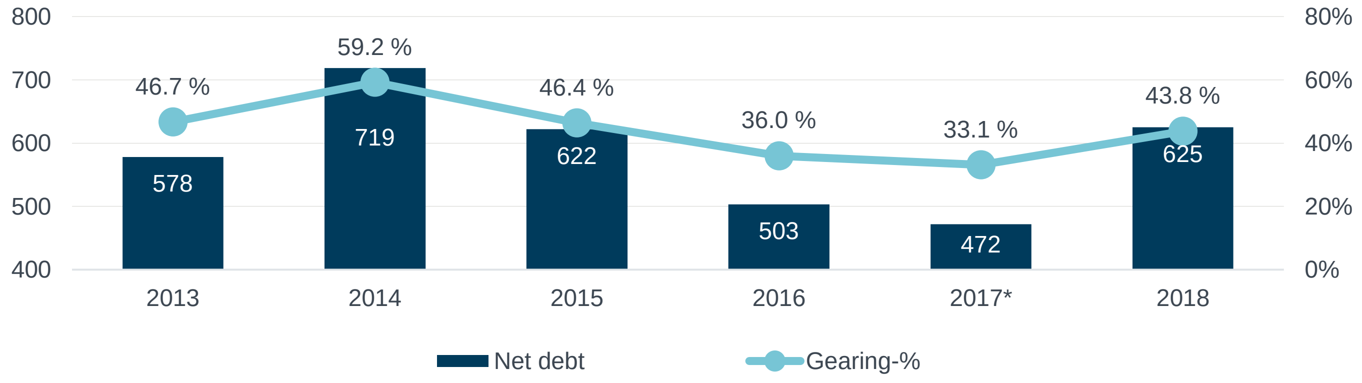
Recurring business

Increase the potential for services through larger installed base and increased presence

Group gearing long term target of 50%

Net debt and gearing

MEUR



*Year 2017 figures have been restated according to IFRS 15

M&A focus by business area:

Kalmar

Expand service footprint and software offering

Hiab

Expand geographical presence, service and product offering

MacGregor

Focus on distressed assets and software and intelligent technology

Progress in M&A in 2017

RAPP MARINE GROUP

Strengthen MacGregor’s offering for the fishery and research vessel segment

Sales

EUR 40 million

in 2017

Around 30% of sales from services

ARGOS

Hiab entrance to Brazilian loader crane market

Sales

EUR 6 million

in 2017

INVER PORT SOLUTIONS

Broaden Kalmar’s existing service capabilities throughout Australia

Sales

EUR 5 million

in 2017

Acquisition of EFFER finalised in Q4 2018

Effer in brief

Global leader in the heavy cranes segment

2018 sales around EUR 97 million and operating profit EUR 5 million

Distribution network of over 100 dealers covering 60 countries globally

Strategic rationale

Effer complements Hiab's loader cranes portfolio and expands the offering in heavy cranes

Leverage Hiab's global service network to boost Effer service sales

Strenghthen Hiab's position in Effer's core market areas

Transaction highlights

Enterprise value EUR 50 million

Acquisition was closed on 6 November 2018

Acquisition of TTS marine and offshore business

Strategic rationale

Service growth potential

Strengthening MacGregor's position also in China

Based on preliminary estimates, potential cost synergies are estimated to be around EUR 30-35 million on annual level

Overview of the acquired businesses

Employs 900 people

Sales approximately EUR 211 million in 2017*

Services 26% of revenues

Acquisition

Acquired businesses represent around 90% of total sales of TTS Group

Enterprise value EUR 87 million

The acquisition is subject to regulatory approvals from competition authorities

- Expected closing of the transaction in Q1 2019

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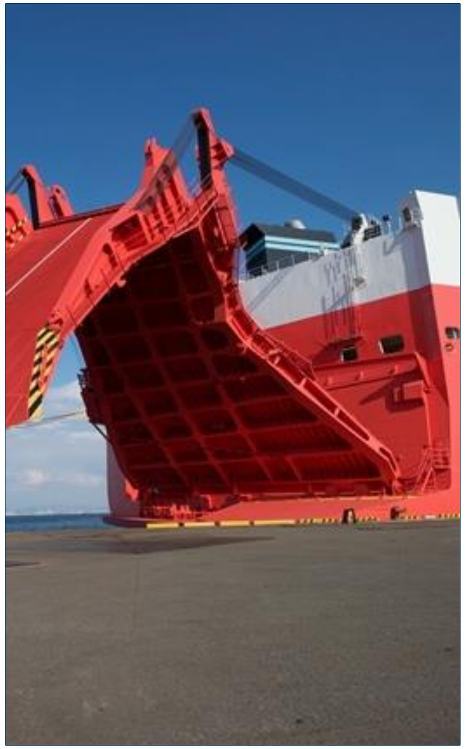
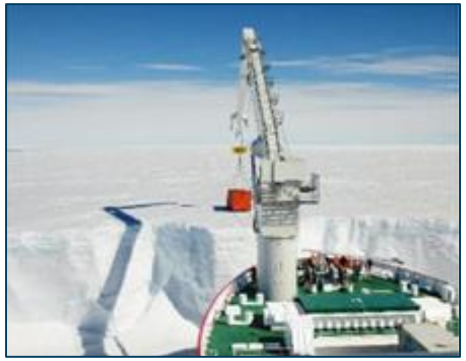
*The presented TTS business financial figures are calculated based on full consolidation, but their actual impact on Cargotec's financials is subject to applied post-acquisition consolidation method of the joint ventures included in the acquisition.

TTS product portfolio

RoRo, Cruise & Navy	Container, Bulk & Tank Vessels	Multipurpose & General Cargo	Offshore Vessels	Services





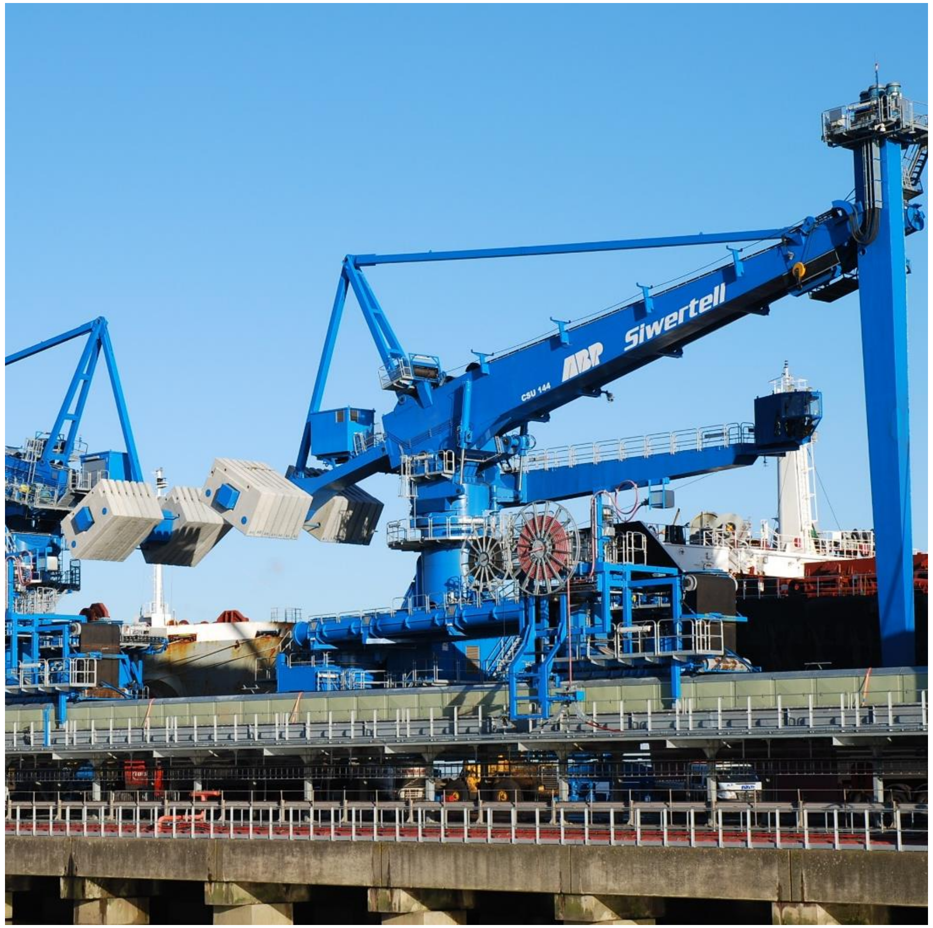
Shaping the portfolio

Two divestments made during Q2/18

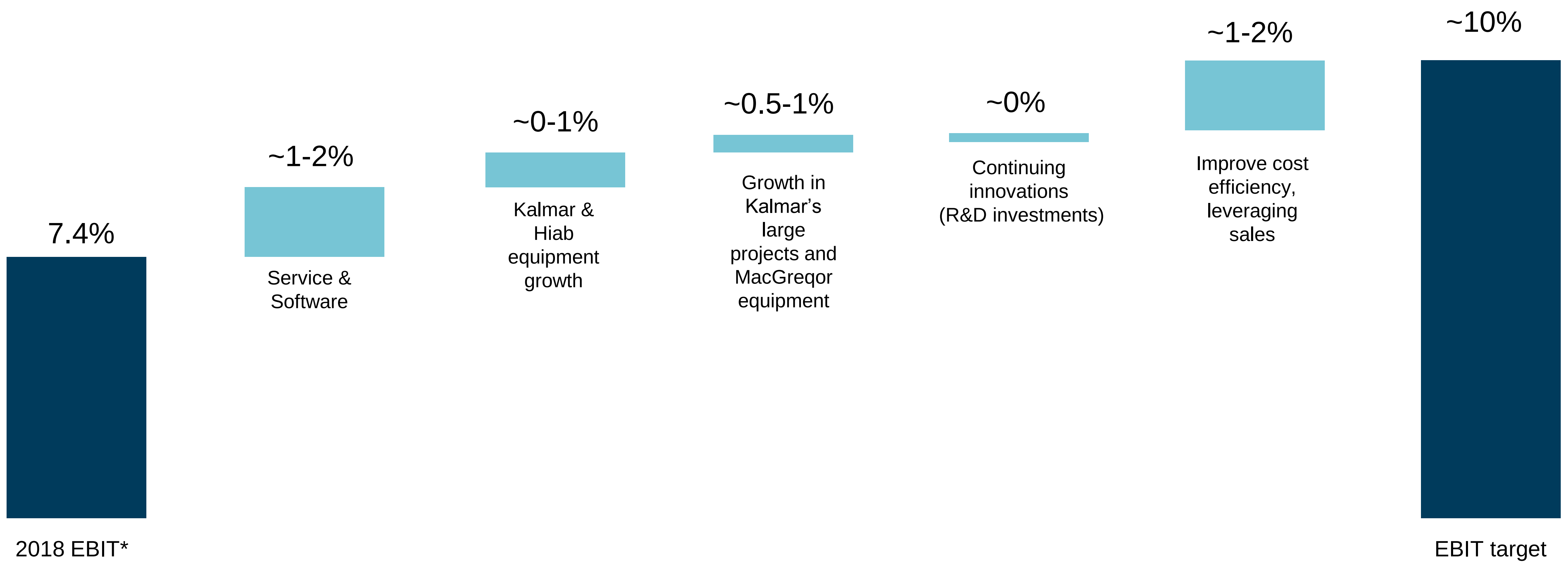
Divestments

- Siwertell and Kalmar Rough Terrain Center
- Both outside of Kalmar’s core areas of container ports, heavy industry and distribution

Revaluation of RHI shares during Q2/18, non-cash EUR 30 million charge



Our target is to reach 10% EBIT



Target announced in September 2017, target to be reached in 3-5 years
*Excluding restructuring costs

Highlights of 2018 – Orders received grew in all business areas

Orders received increased 18%

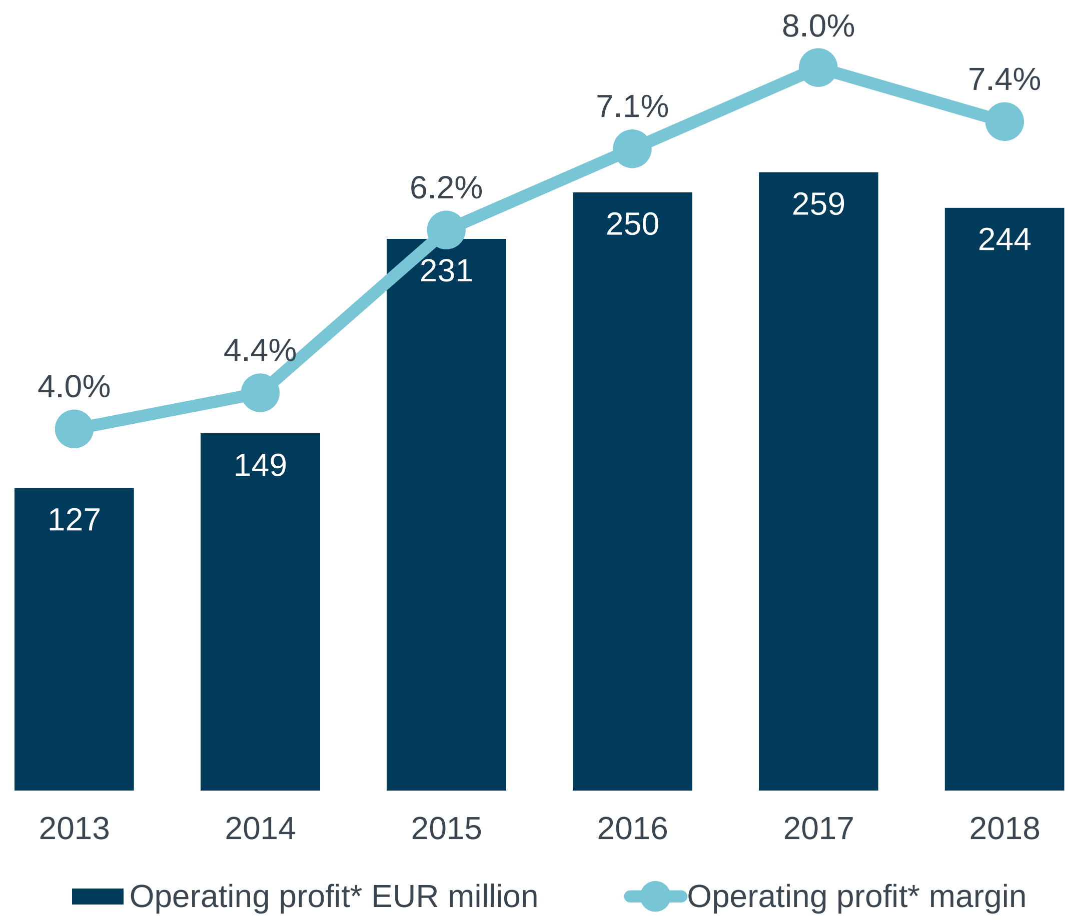
- Growth in all business areas
  - Kalmar +23%
  - Hiab +13%
  - MacGregor +11%

Sales increased 2%

- +4% in comparable FX

Operating profit* declined by 6%

- Kalmar's operating profit* increased
- Hiab burdened by FX and supply chain bottlenecks
- MacGregor at break-even



*) Excluding restructuring costs

Market environment 2018

Growth in number of containers handled at ports continued

- Customers are starting automation projects mainly with phased investments

Construction activity on good level

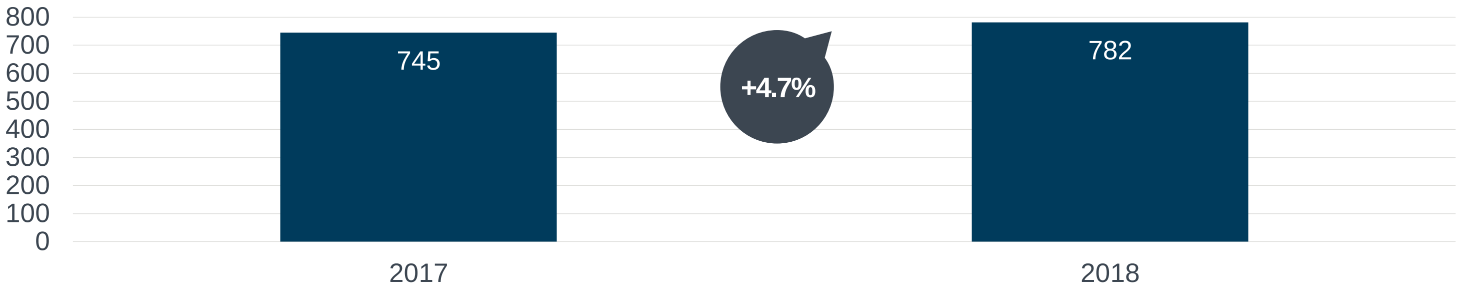
- Good development continued in Europe and the US

Market improved slightly in merchant sector, but orders remained below historical levels

- In offshore, interest level has increased, but activity remains on a low level

Global container throughput (MTEU) – Key driver for Kalmar

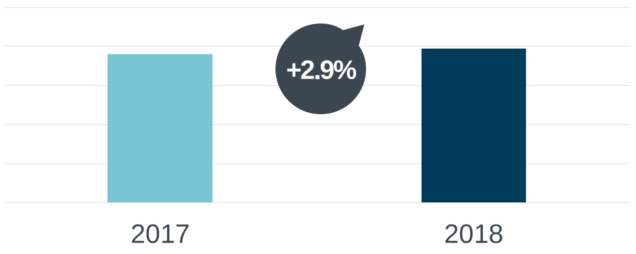
Source: Drewry



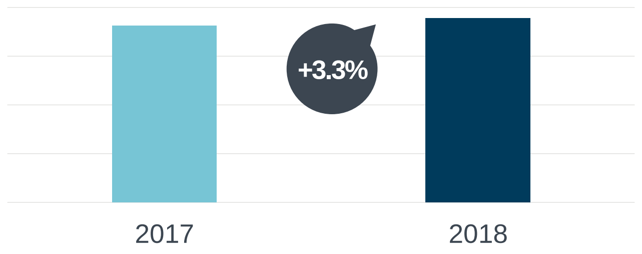
Construction output – Key driver for Hiab

Source: Oxford Economics

United States



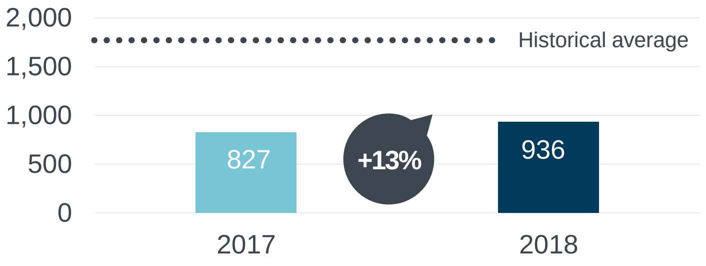
Europe



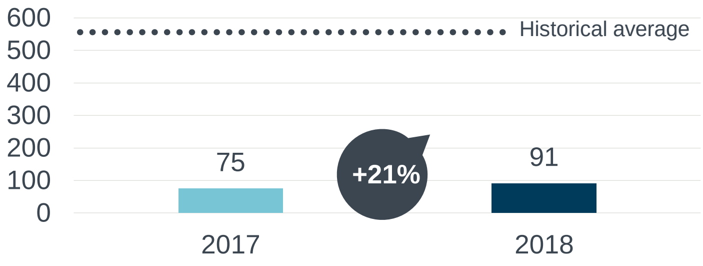
Long term contracting – Key driver for MacGregor

Source: Clarkson Research
(number of ships and offshore units)
Indicative historical average

Merchant ships > 2,000 gt (excl. ofs & misc)

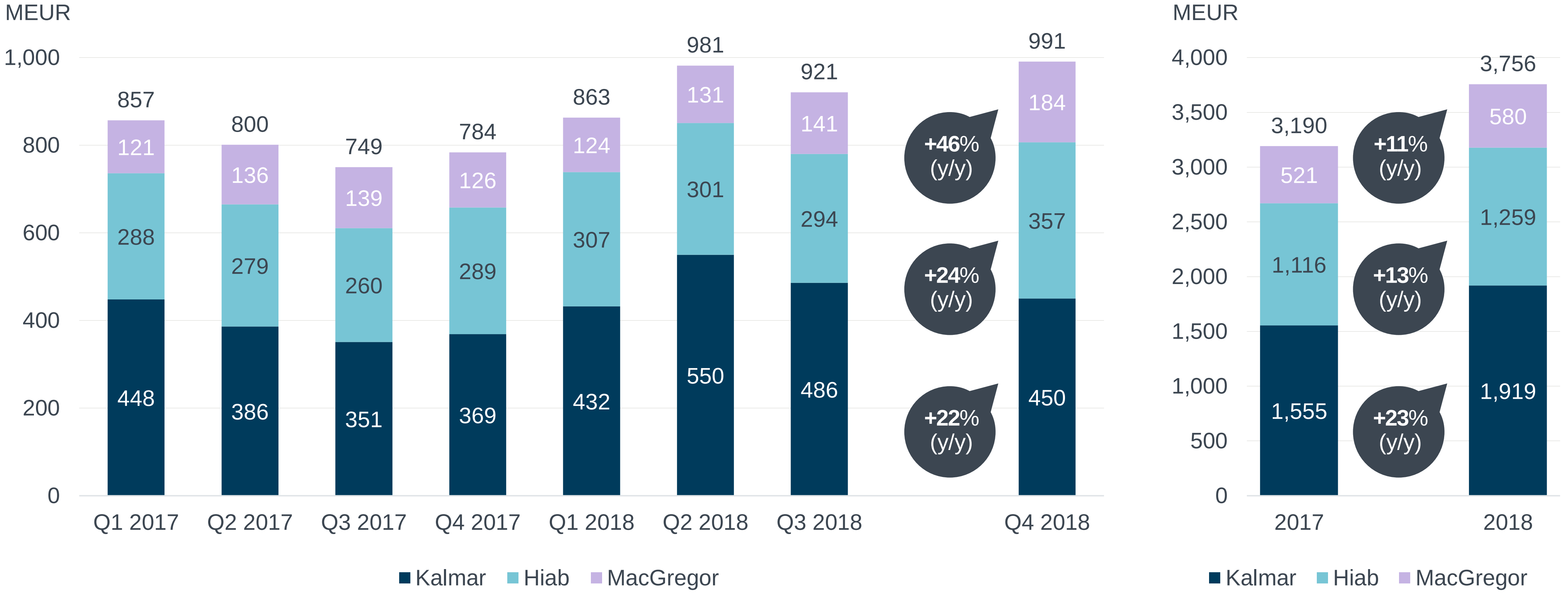


Mobile offshore units



Orders received increased by 18% in 2018, growth in all business areas

Orders received



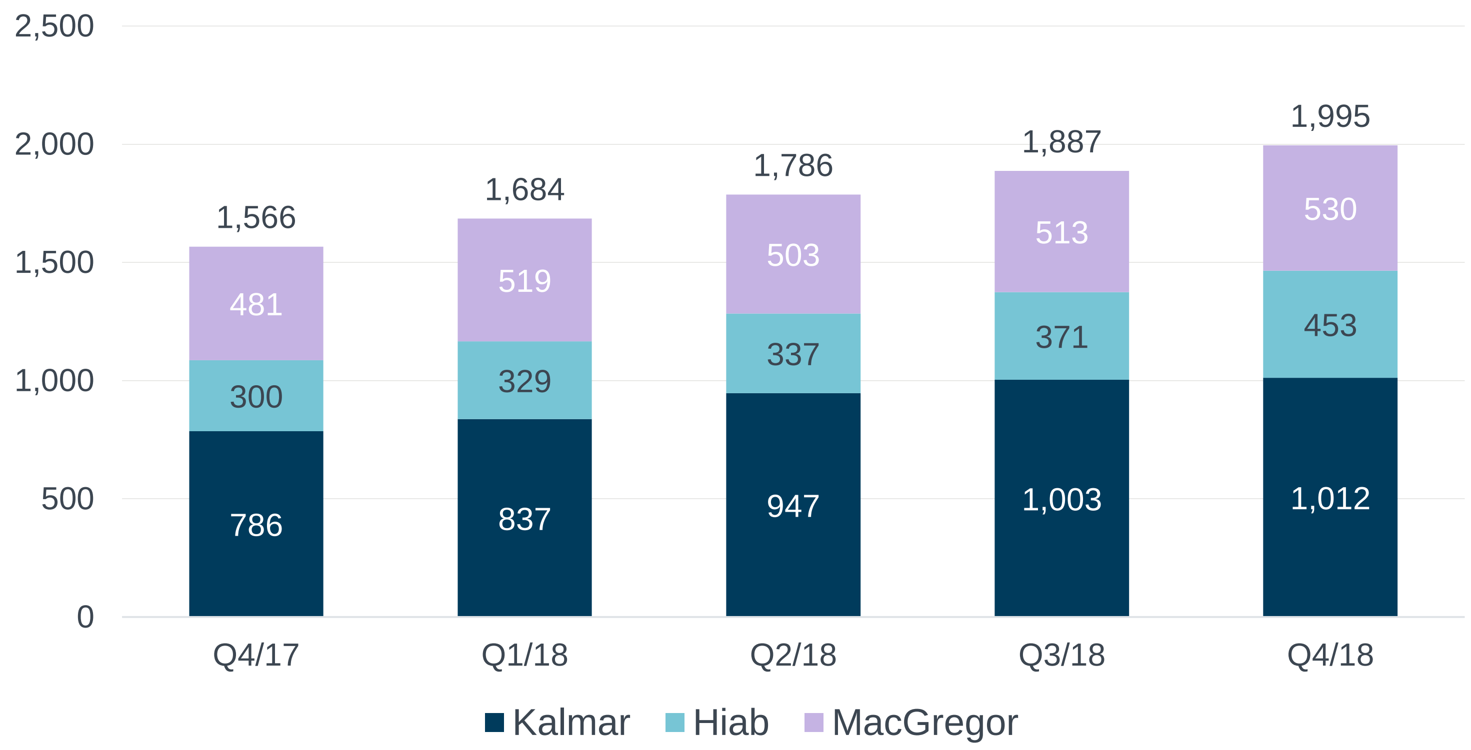
Year 2017 figures have been restated according to IFRS 15

Order book 27% higher than last year

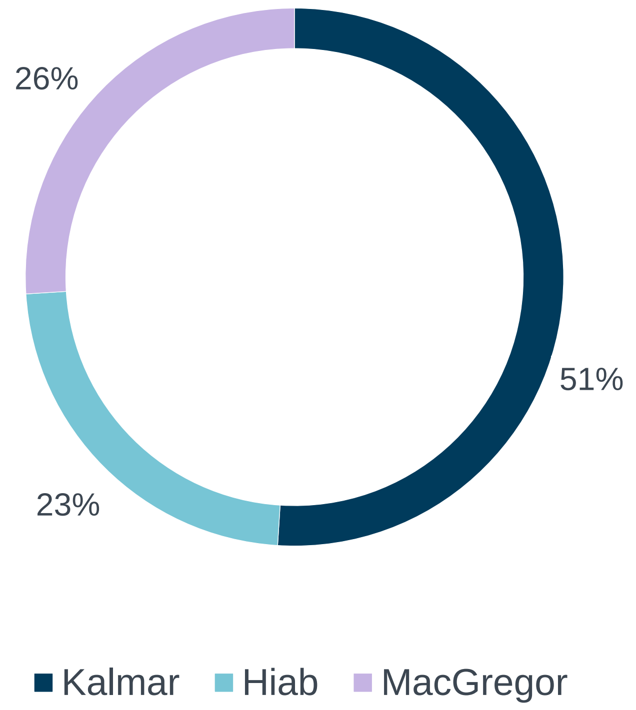
Approximately 80% of order book to be recognised as revenue in 2019

Order book

MEUR

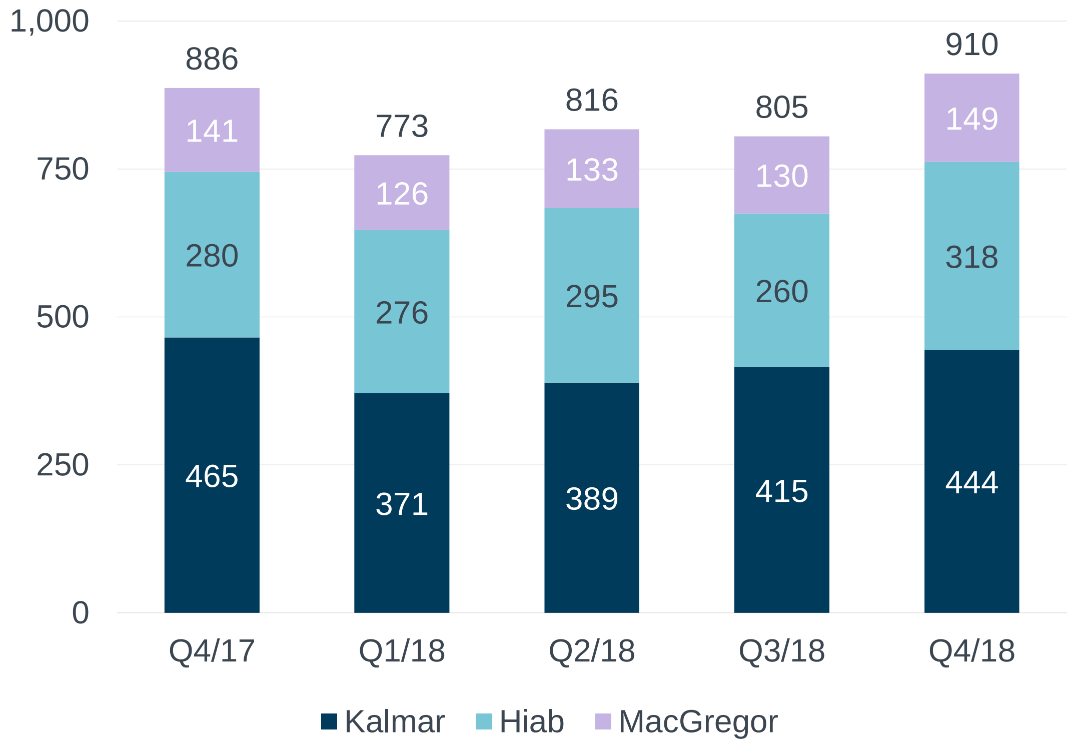


Order book by reporting segment, Q4 2018

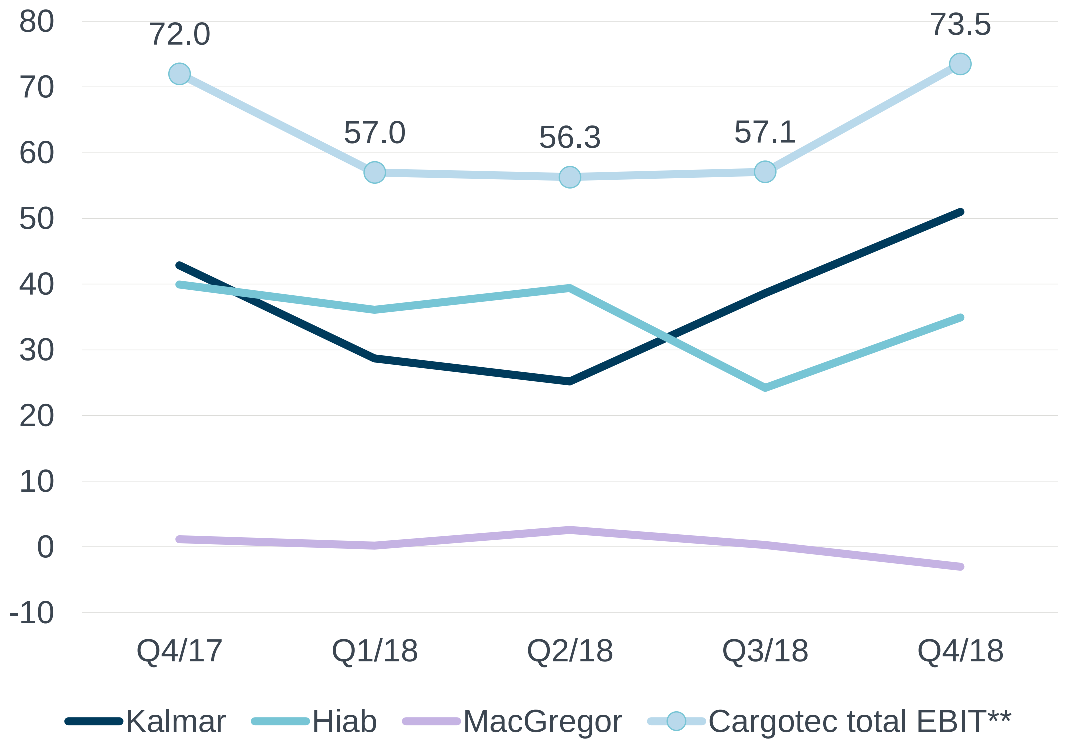


Sales increased by 3% and operating profit* 2% in Q4 2018

Sales
MEUR



Operating profit*
MEUR



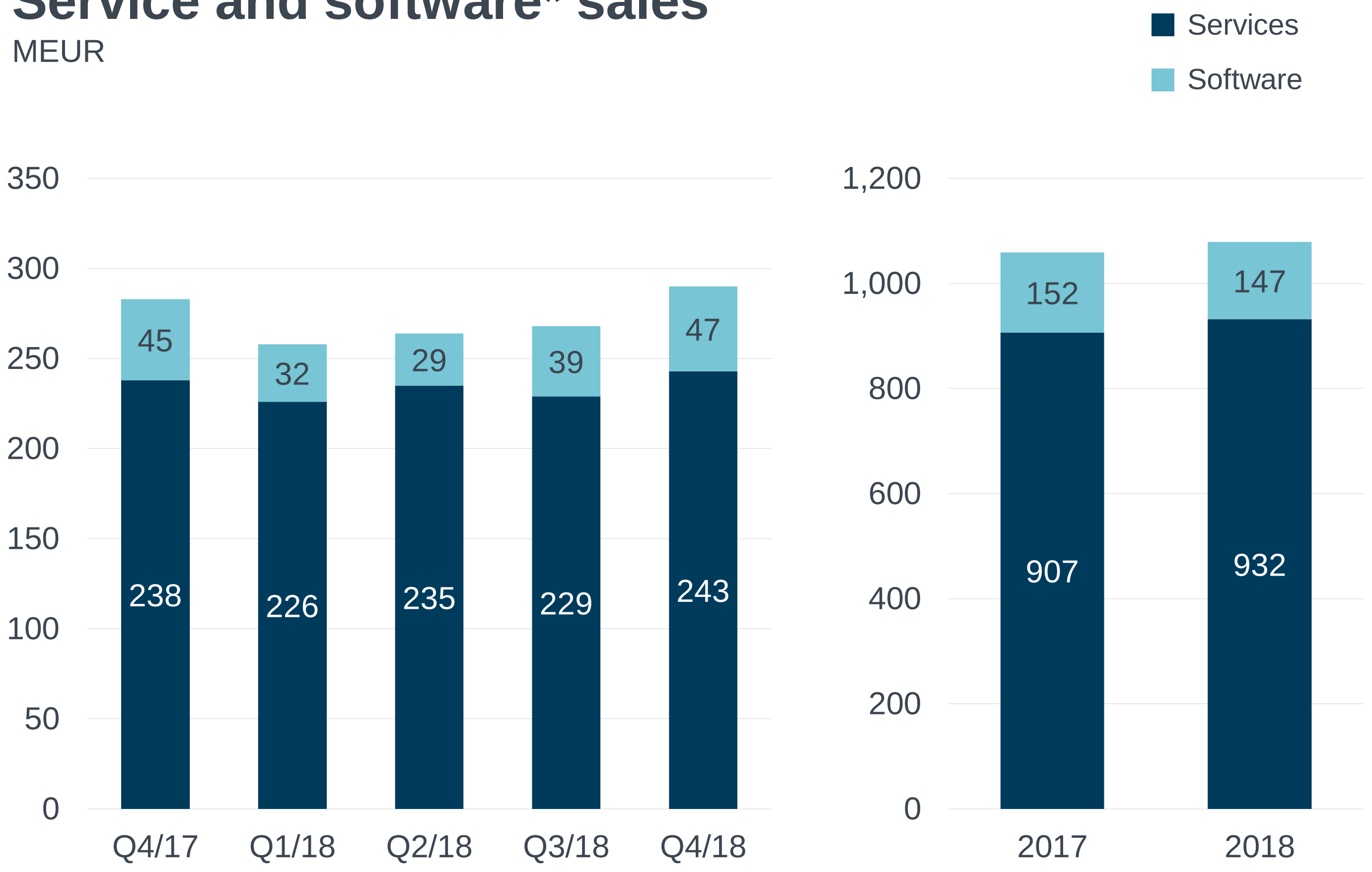
*) Excluding restructuring costs, **) Including Corporate admin and support

Year 2017 figures have been restated according to IFRS 15

Growth in service sales continued

Service and software* sales

MEUR



*Software sales defined as Navis business unit and automation software

2018 service sales +3%

- Kalmar +1% (+4% in comparable FX)
  - +9% in comparable FX and adjusted for divestments
- Hiab +6% (+9%)
- MacGregor +2% (+5%)
- Total service sales +6% in comparable FX and adjusted for divestments and acquisitions

Service orders +10% in 2018
Software orders +33% in 2018

Service and software sales constitute 33% of total sales

Year 2017 figures have been restated according to IFRS 15 and calculated using the new definitions for the equipment, service and software businesses announced in March 2018

Kalmar Q4 – Strong growth in orders received and operating profit*

Orders received increased strongly

- Service orders +15%
- Growth in all geographical areas

Sales declined -5%

- Negative impact from divestments
- Services growth +5% in comparable FX and adjusted for divestments and acquisitions

Profitability improved

- Increase driven by productivity and cost efficiency actions as well as more favourable business mix

MEUR	Q4/18	Q4/17	Change
Orders received	**450**	369	+22%
Order book	**1,012**	786	+29%
Sales	**444**	465	-5%
Operating profit*	**51.0**	42.8	+19%
Operating profit margin*	**11.5%**	9.2%	+229bps

Year 2017 figures have been restated according to IFRS 15

*) Excluding restructuring costs

Hiab Q4 – Operating profit* declined, demand continues strong

Orders received grew +24%

- Growth in EMEA (+21%) and Americas (+41%)
- Growth in all product lines
- Services +11%

Sales +13%

- Sales +8% excl. Effer acquisition
- Service sales +10%

Operating profit declined

- Unfavourable business mix
- Higher costs due to the continued unstable supply chain

MEUR	Q4/18	Q4/17	Change
Orders received	**357**	289	+24%
Order book	**453**	300	+51%
Sales	**318**	280	+13%
Operating profit*	**34.9**	39.9	-13%
Operating profit margin*	**11.0%**	14.3%	-329bps

CARGOTEC

Year 2017 figures have been restated according to IFRS 15

*) Excluding restructuring costs

MacGregor Q4 – Both orders received and sales increased

Orders received +46%

- Growth in EMEA and APAC
- Service orders +19%
- Major cruise access equipment orders from three European shipyards worth EUR 22 million

Sales +5%

- Service sales +5%

Operating profit* declined

- Low capacity utilisation in certain business units
- Higher than expected project costs

MEUR	Q4/18	Q4/17	Change
Orders received	**184**	126	+46%
Order book	**530**	481	+10%
Sales	**149**	141	+5%
Operating profit*	**-3.0**	1.2	-360%
Operating profit margin*	**-2.0%**	0.8%	-283bps

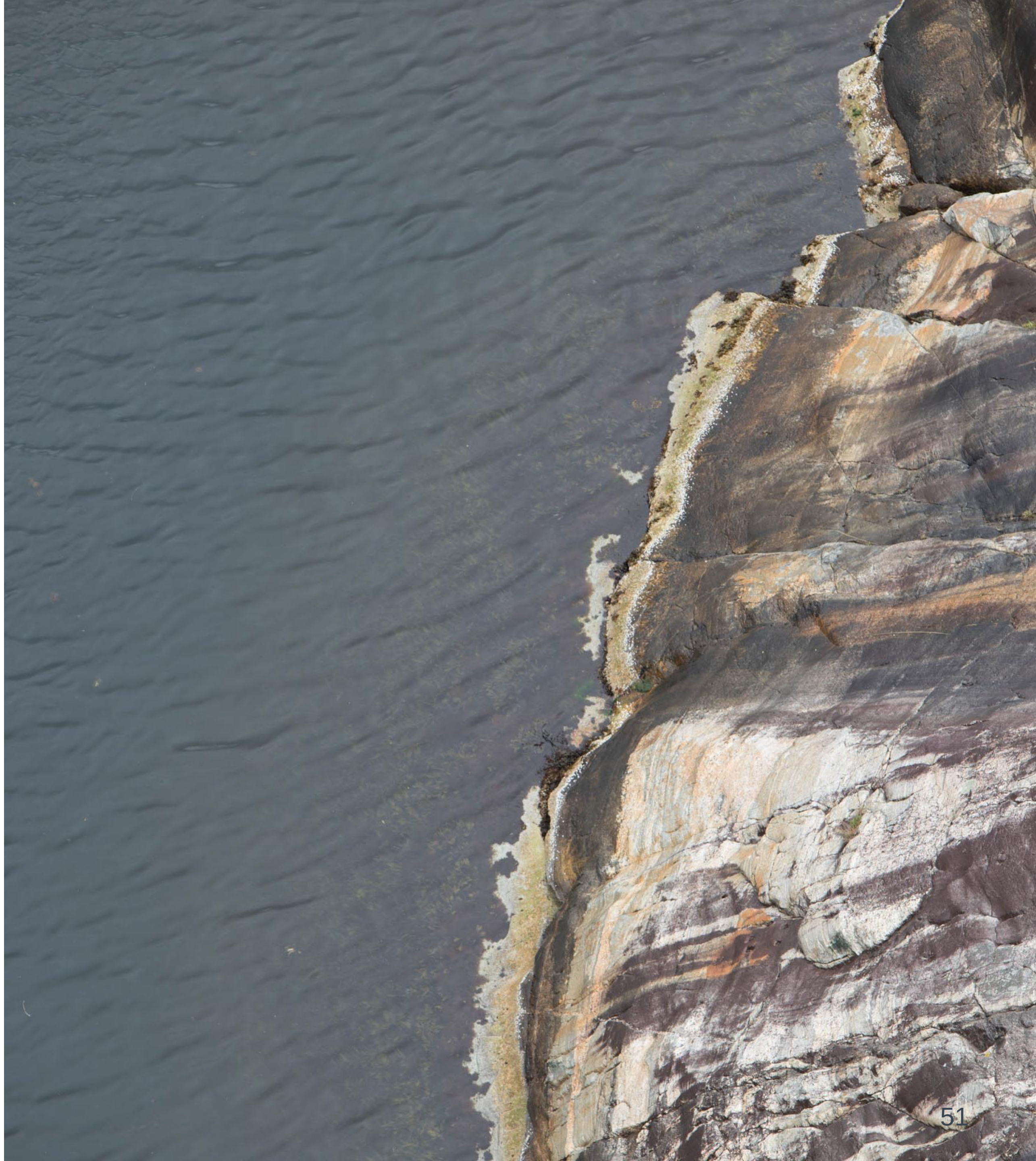
CARGOTEC

Year 2017 figures have been restated according to IFRS 15

*) Excluding restructuring costs

Previously announced cost savings programmes proceeding

- EUR 50 million annual group-wide savings from 2020 onwards
  - EUR 21 million cumulative savings at the end of 2018
- EUR 13 million in 2018 (MacGregor)
  - Fully realised in 2018
- EUR 13 million in 2018 (Kalmar)
  - Relocation of assembly operation completed
  - EUR 8 million savings in 2018
- Productivity improvements will continue in 2019



Key figures – Strong order intake

	10–12/18	10–12/17**	Change	**2018**	2017**	Change
Orders received, MEUR	**991**	784	+26%	**3,756**	3,190	+18%
Order book, MEUR	**1,995**	1,566	+27%	**1,995**	1,566	+27%
Sales, MEUR	**910**	886	+3%	**3,304**	3,250	+2%
Operating profit*, MEUR	**73.5**	72.0	+2%	**243.8**	258.6	-6%
Operating profit*, %	**8.1%**	8.1%	-5bps	**7.4%**	8.0%	-58bps
Restructuring costs, MEUR	**12.5**	17.2	-27%	**53.8**	36.5	+48%
Operating profit, MEUR	**60.9**	54.7	+11%	**190.0**	222.1	-14%
Operating profit, %	**6.7%**	6.2%	+53bps	**5.8%**	6.8%	-108bps
Net income, MEUR	**34.1**	27.7	+23%	**108.0**	132.7	-19%
Earnings per share, EUR	**0.53**	0.42	+25%	**1.66**	2.05	-19%
Earnings per share, EUR***	**0.66**	0.61	+9%	**2.35**	2.45	-4%

*) Excluding restructuring costs
**) Year 2017 figures have been restated according to IFRS 15
***) Excluding restructuring costs adjusted with related tax effect

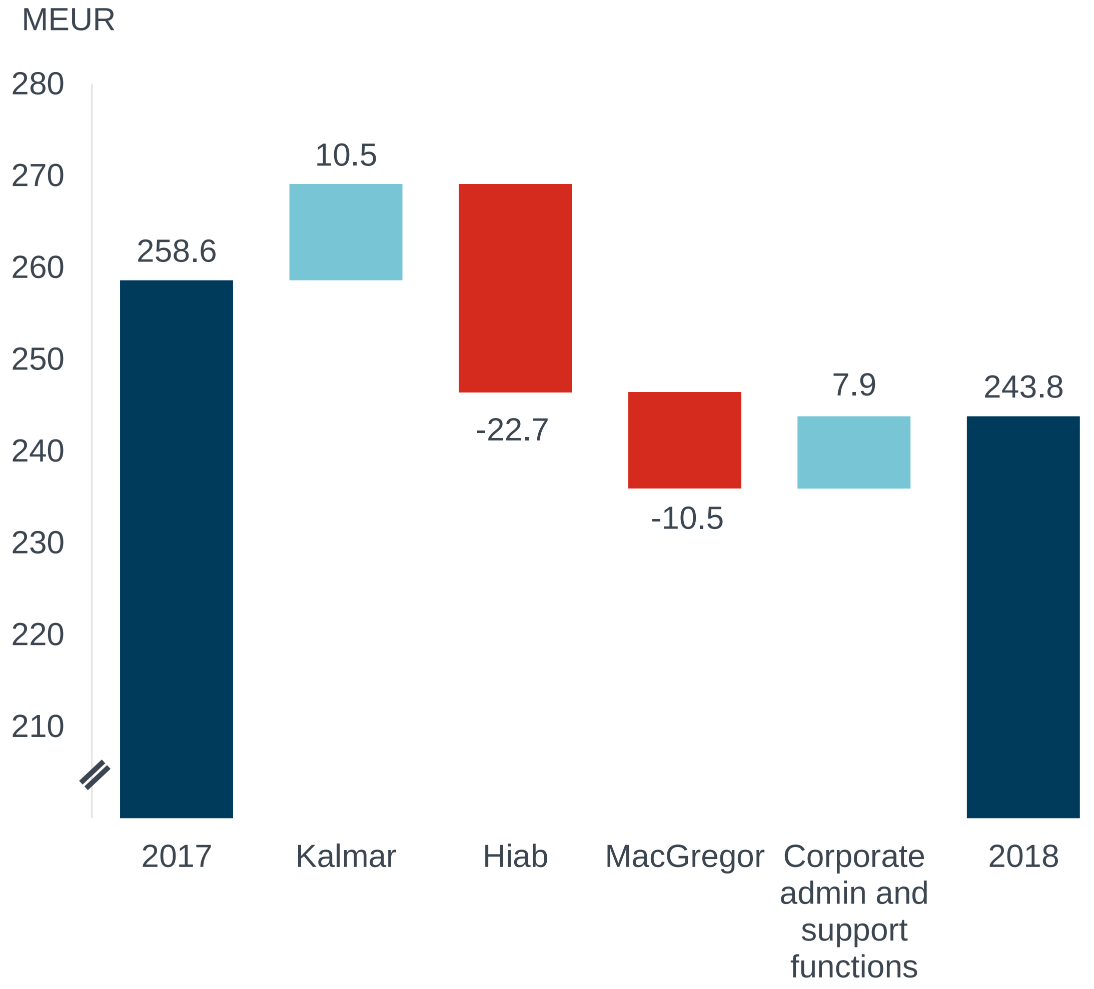
Operating profit* in 2018 – Increase in Kalmar, decline in Hiab and MacGregor

Kalmar
- Sales increased by 1%
- Operating profit margin* improved to 8.9% (8.3%)
- Operating profit improved due to productivity measures and lower overhead costs

Hiab
- Sales +6%
- Operating profit margin* declined to 11.7% (14.5%)
- Negative impact from FX and supply chain bottlenecks

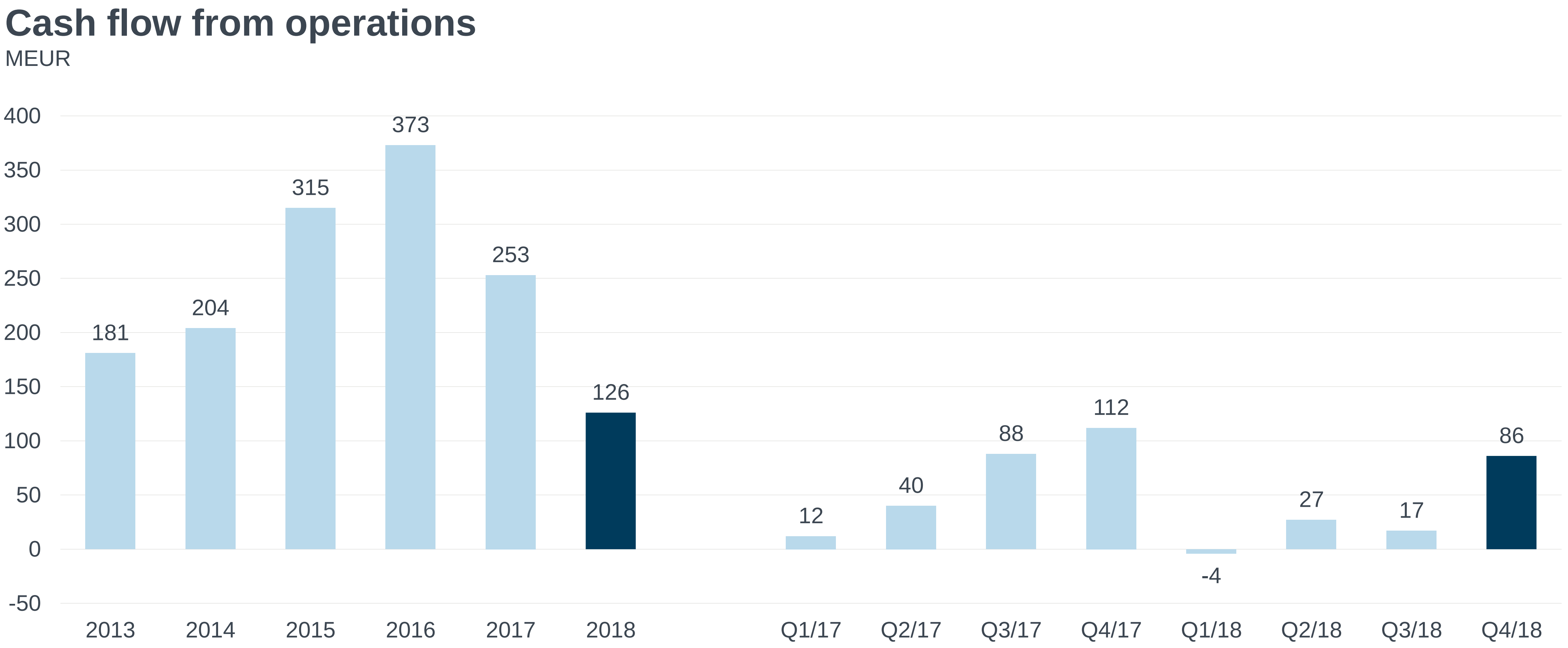
MacGregor
- Sales -6%
- Operating profit* declined due to lower sales, but maintained at break-even due to cost savings

Corporate admin and support functions
- Cost efficiency actions, higher prioritisation in business development



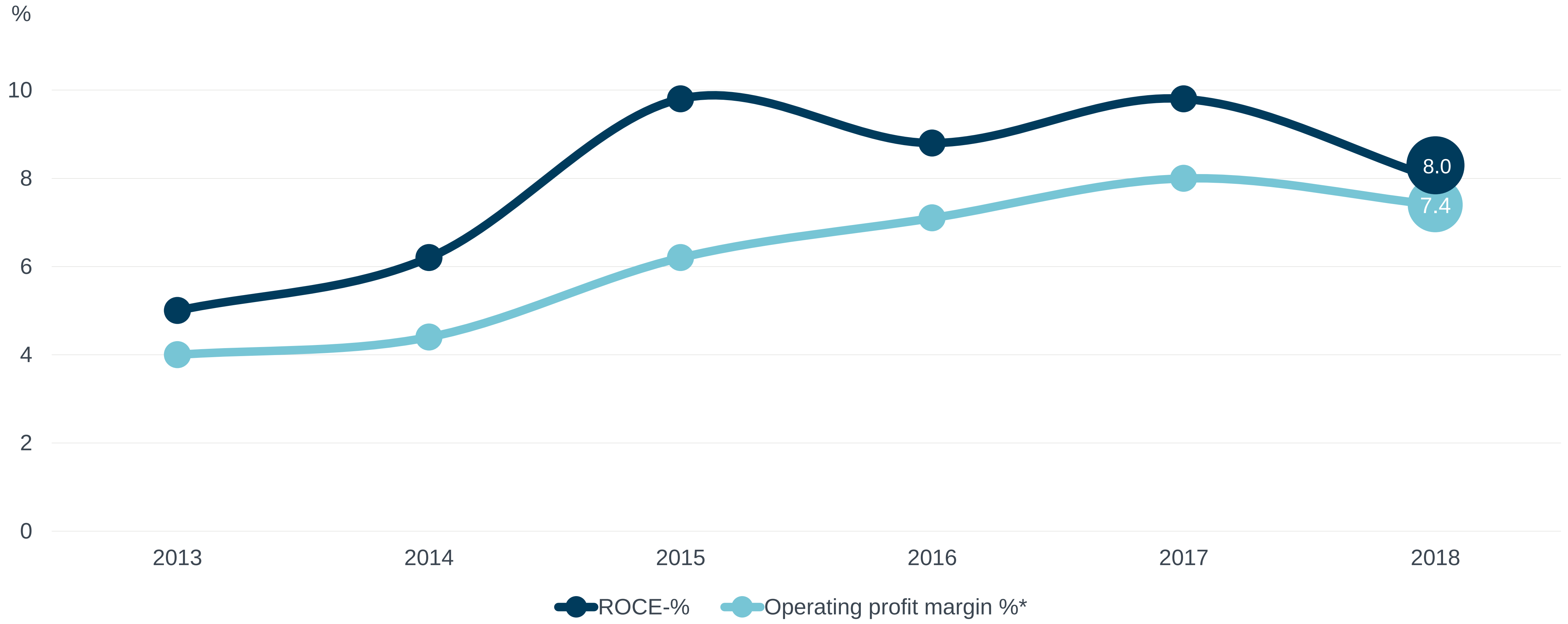
*Excluding restructuring costs

Cash flow from operations declined in 2018 due to increase in working capital



ROCE declined compared to 2017

ROCE excluding restructuring costs 10% in 2018



ROCE (return on capital employed), annualised *) Excluding restructuring costs

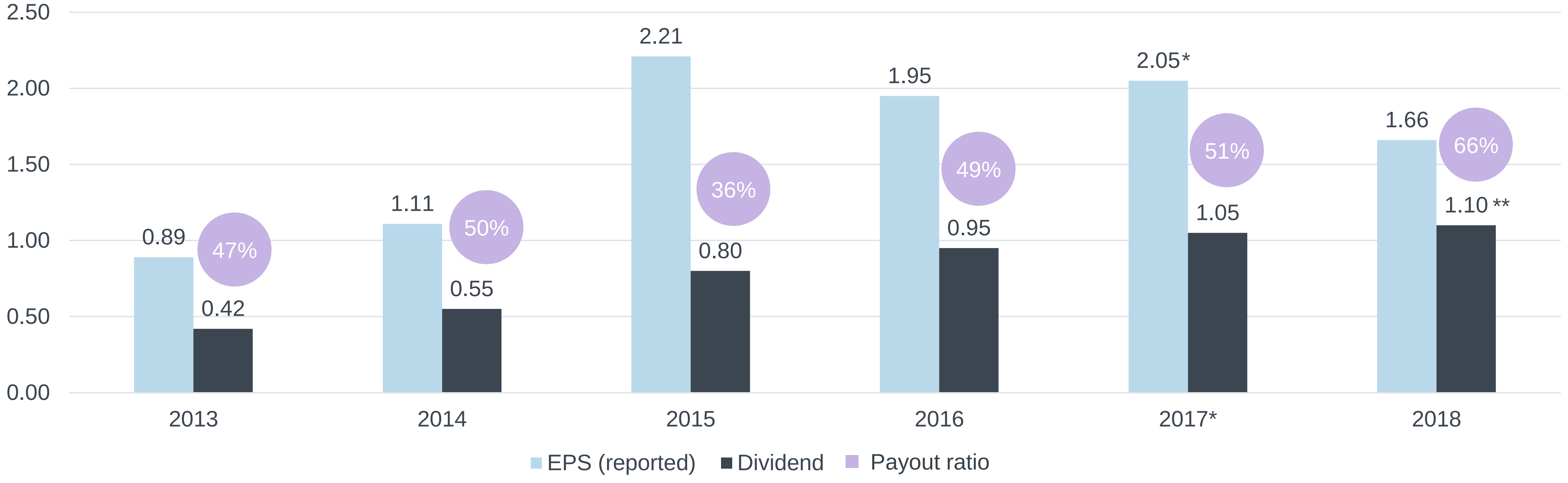
Year 2017 figures have been restated according to IFRS 15

Proposal to increase the dividend

EUR 1.10 dividend per B share for 2018**

Dividend to be paid in two EUR 0.55 instalments**

Calculated from EPS excl. restructuring costs, payout ratio for 2018 is 47%



* 2017 EPS figure has been restated according to IFRS 15
** Board proposal to AGM

Outlook for 2019

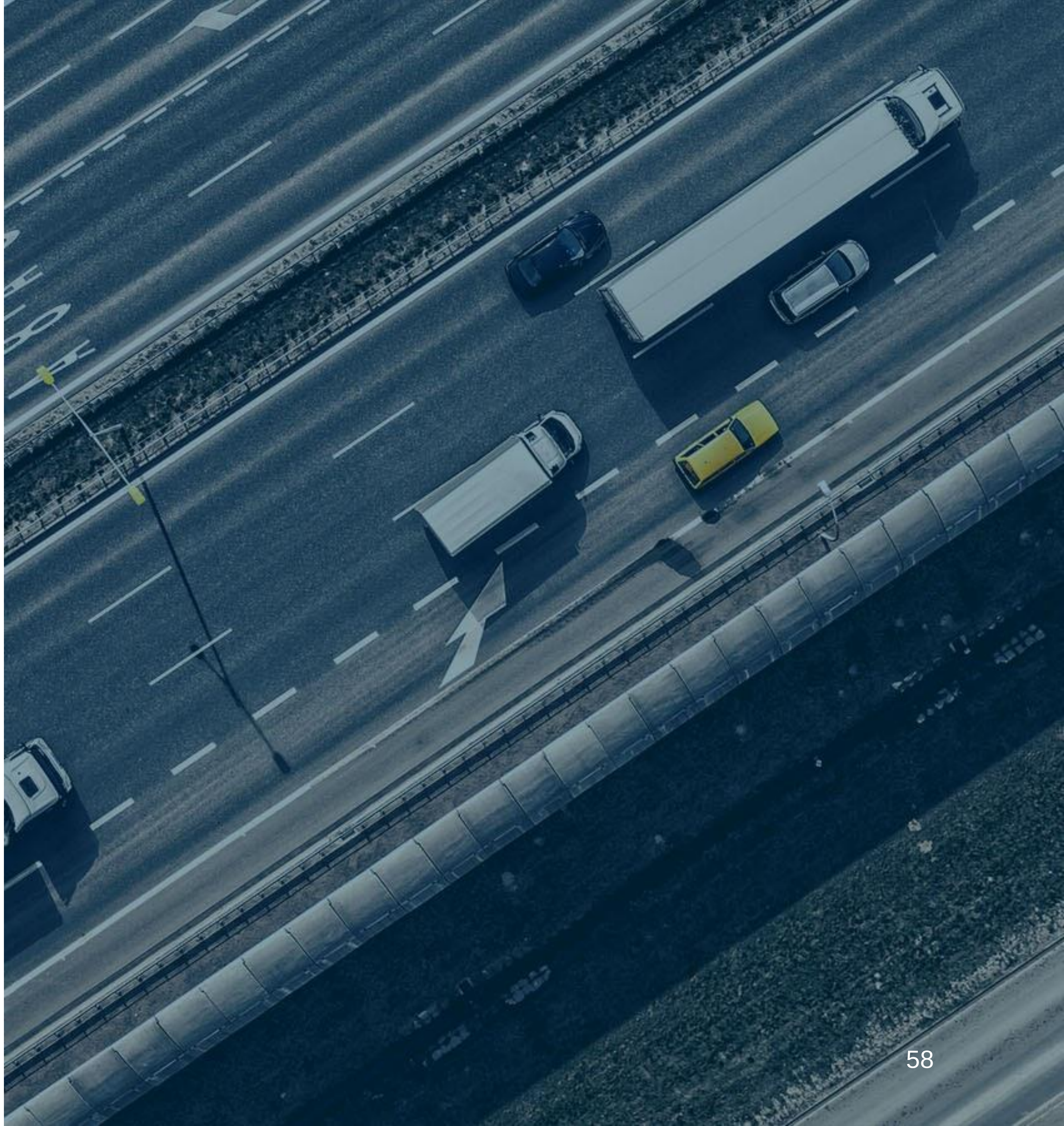
Cargotec expects its comparable operating profit for 2019 to improve from 2018 (EUR 242.1 million).

New alternative performance measure – comparable operating profit

Cargotec uses and presents alternative performance measures (APMs) to better convey underlying business performance and to enhance comparability from period to period. Starting from 1 January 2019, Cargotec replaces the alternative performance measure of "operating profit excluding restructuring costs" with "comparable operating profit" for measuring business performance in the financial reporting. Comparable operating profit does not include items significantly affecting comparability. In addition to restructuring costs, as a rule these items include capital gains and losses, M&A related expenses and profits, impairments and reversals of impairments of assets, insurance benefits and expenses related to legal proceedings. Cargotec's comparable operating profit for 2018 is EUR 242.1 million (2017: 258.6).

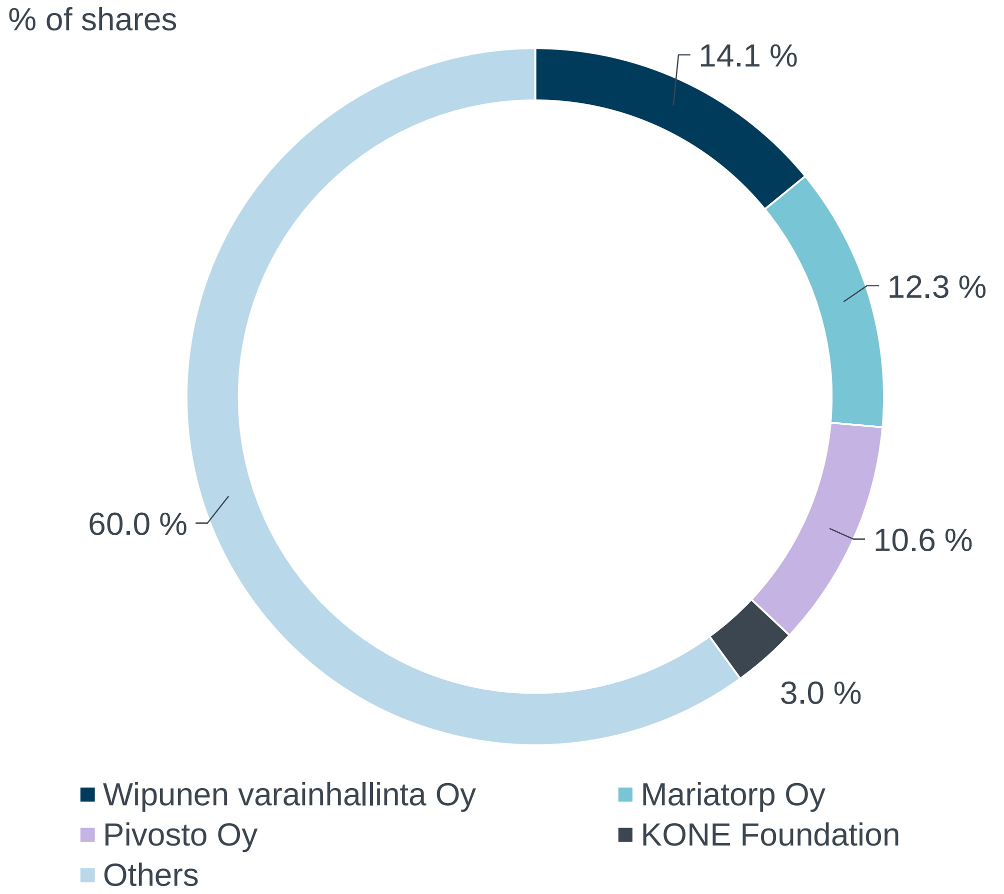
Appendix

1. Largest shareholders and financials
2. Sustainability
3. Kalmar
4. Hiab
5. MacGregor



Largest shareholders 31 January 2018

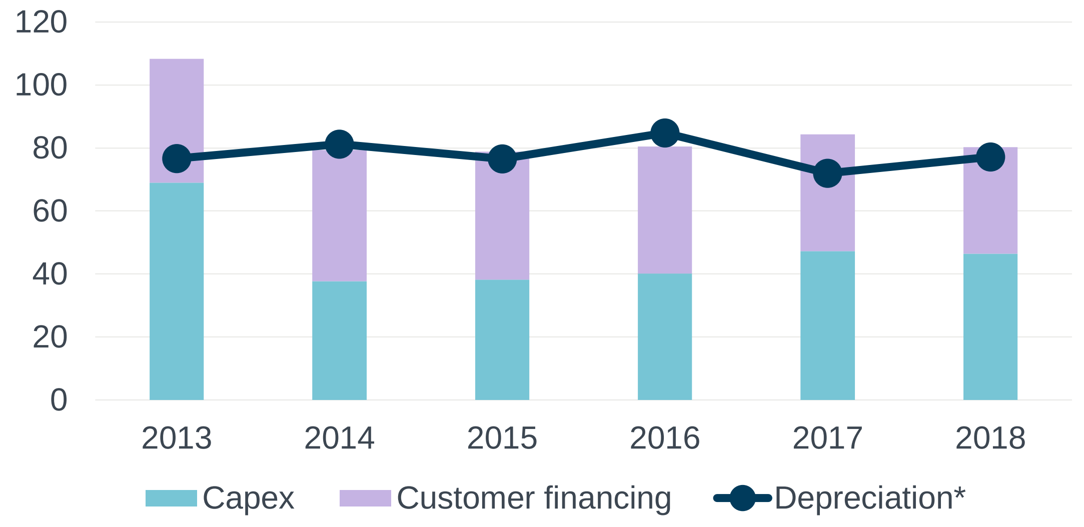
		% of shares	% of votes
1.	Wipunen varainhallinta Oy	14.1	23.7
2.	Mariatorp Oy	12.3	22.9
3.	Pivosto Oy	10.6	22.2
4.	KONE Foundation	3.0	5.5
5.	Varma Mutual Pension Insurance Company	2.6	1.1
6.	Ilmarinen Mutual Pension Insurance Company	1.8	0.8
7.	The State Pension Fund	1.3	0.6
8.	Cargotec Oyj	0.7	0.3
9.	Herlin Heikki Juho Kustaa	0.6	0.3
10.	Mandatum Life Insurance Company Ltd.	0.6	0.3
Nominee registered and non-Finnish holders		**27.3**	
Total number of shareholders		**22,910**	



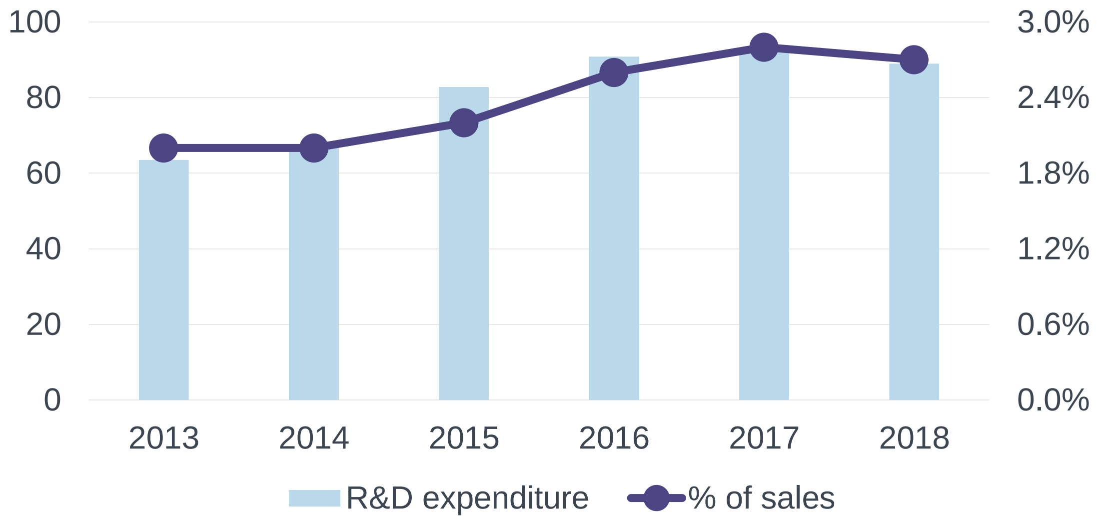
Wipunen varainhallinta Oy is a company controlled by Ilkka Herlin, Mariatorp Oy a company controlled by Niklas Herlin's estate and Pivosto Oy a company controlled by Ilona Herlin.

Capex and R&D

Capital expenditure



Research and development



Main capex investments:

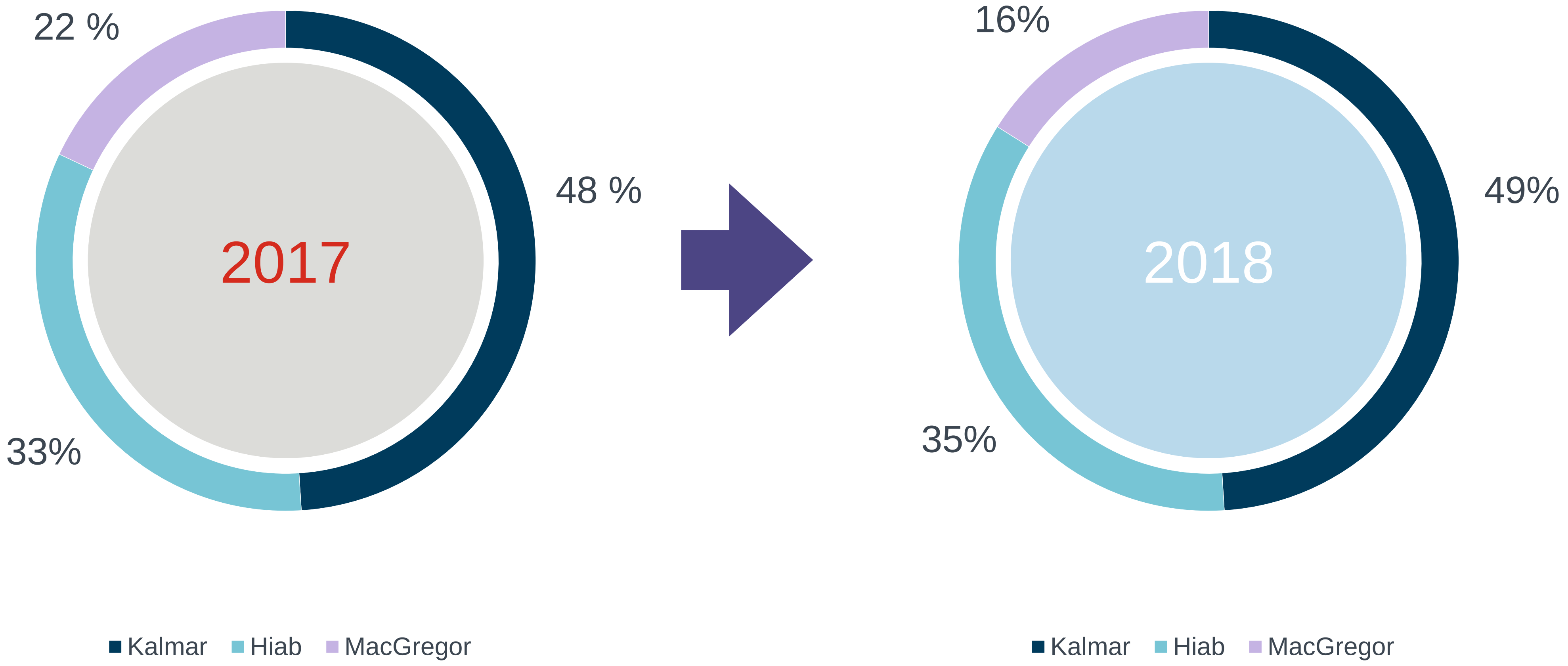
- Kalmar innovation center in Ljungby, Sweden
- Investments in multi-assembly units in Kalmar and Hiab
- Intangible assets, such as global systems to improve efficiency in operational activities and support functions

R&D investments focused on

- Digitalisation
- Competitiveness and cost efficiency of products

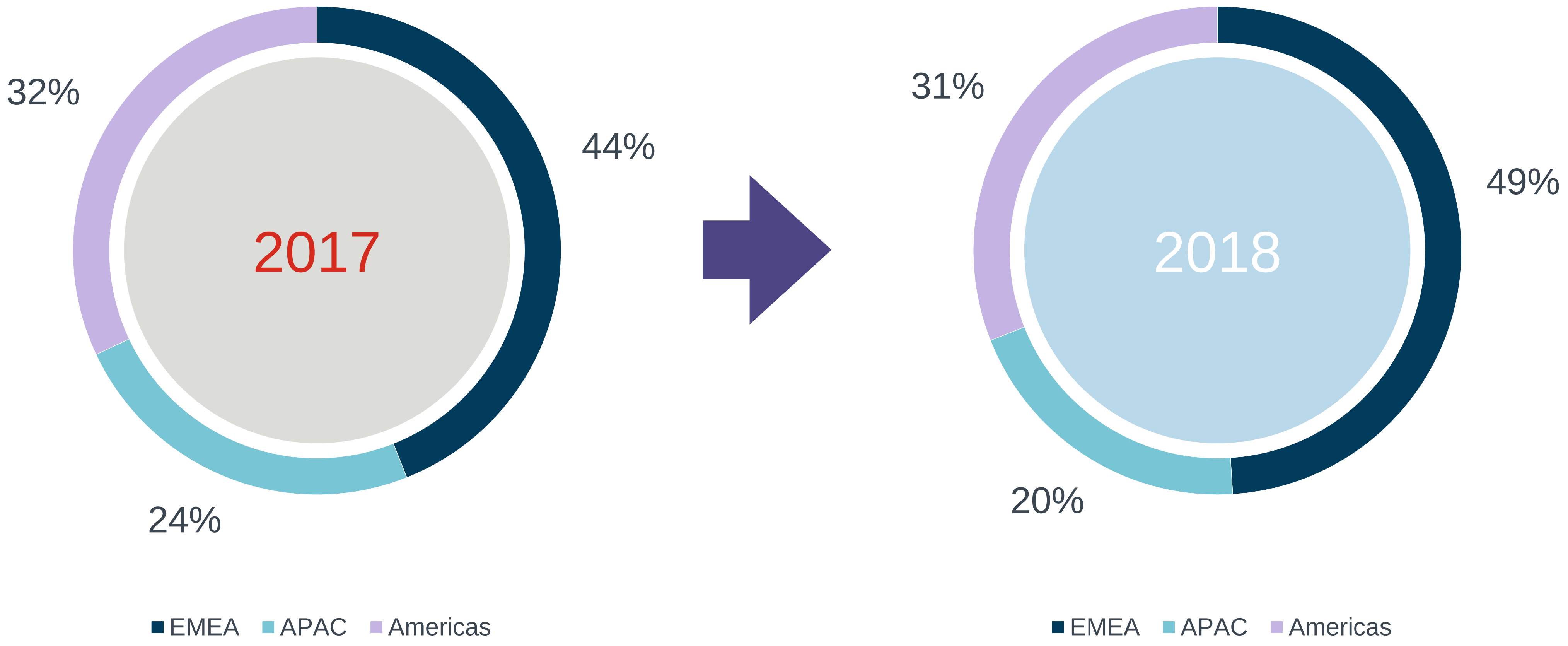
*) Including amortisations and impairments

Hiab’s share increasing in sales mix



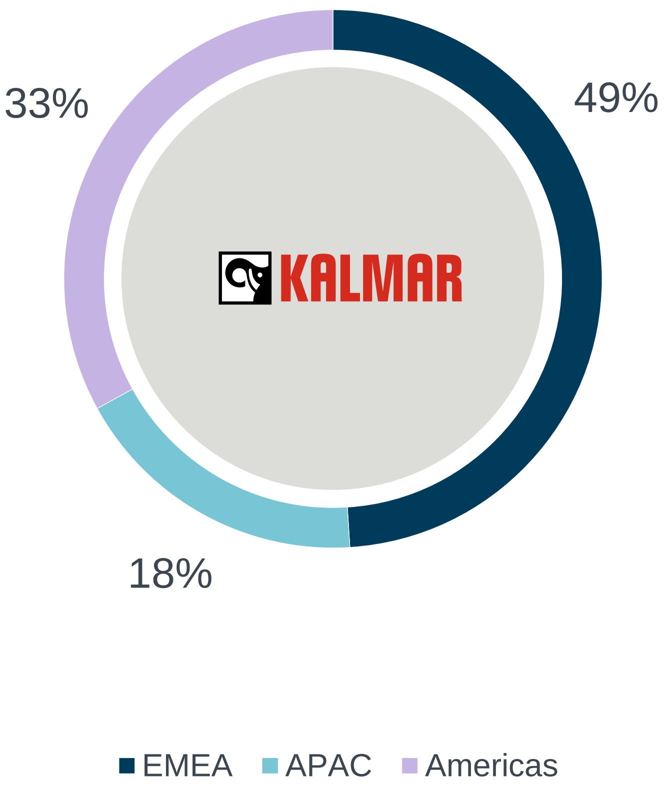
Year 2017 figures have been restated according to IFRS 15

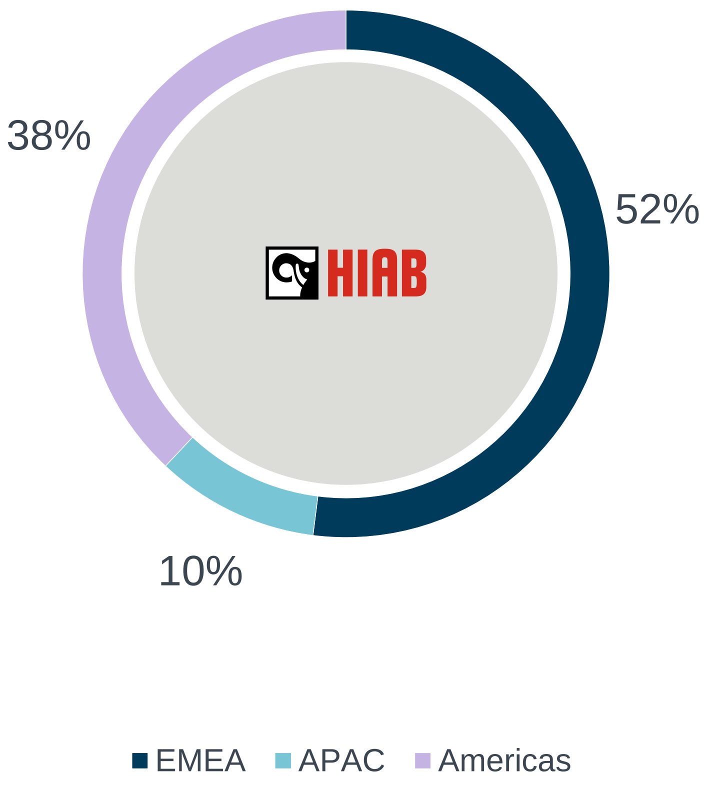
Well diversified geographical sales mix

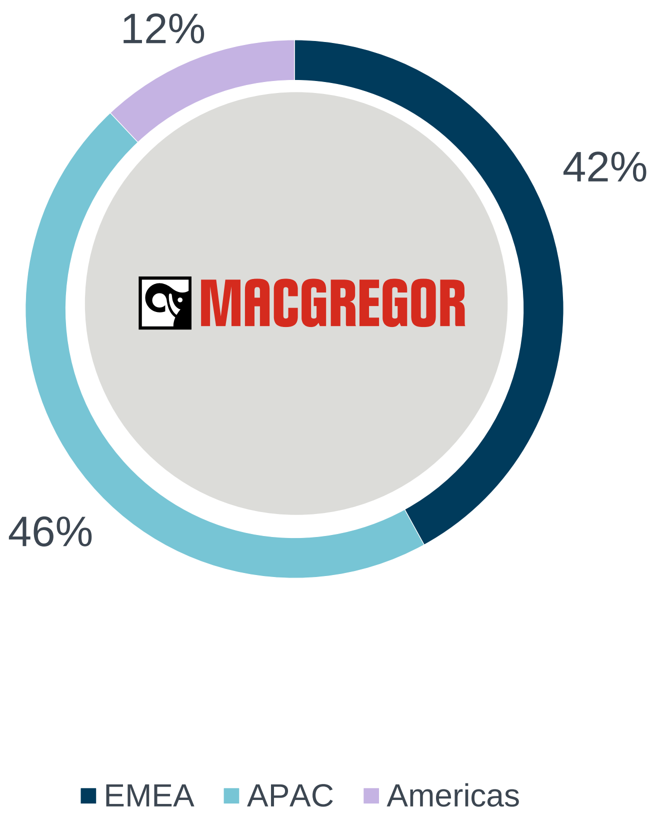


Year 2017 figures have been restated according to IFRS 15

Sales by geographical segment by business area 2018







Year 2017 figures have been restated according to IFRS 15

Cargotec's R&D and assembly sites

EMEA

- Arendal, Norway (MacGregor R&D)
- Averøy, Norway (Macgregor prod + R&D)
- Kristiansand, Norway (MacGregor R&D)
- Dundalk, Ireland (Hiab prod. + R&D)
- Witney, UK (Hiab prod.)
- Whitstable, UK (MacGregor prod.)
- Zaragoza, Spain (Hiab prod.)
- Uetersen, Germany (MacGregor prod. + WS + R&D)
- Schwerin, Germany (MacGregor prod.)
- Stargard Szczecinski, Poland (Kalmar + Hiab prod.)
- Bispgården, Sweden (Hiab prod.)
- Lidhult, Sweden (Kalmar R&D)
- Bjuv, Sweden (Kalmar prod.)
- Örnsköldsvik, Sweden (MacGregor WS + WH + R&D)
- Hudiksvall, Sweden (Hiab R&D)
- Helsinki, Finland (HQ)
- Kaarina, Finland (MacGregor R&D)
- Raisio, Finland (Hiab prod.)
- Tampere, Finland (Kalmar WS + R&D)

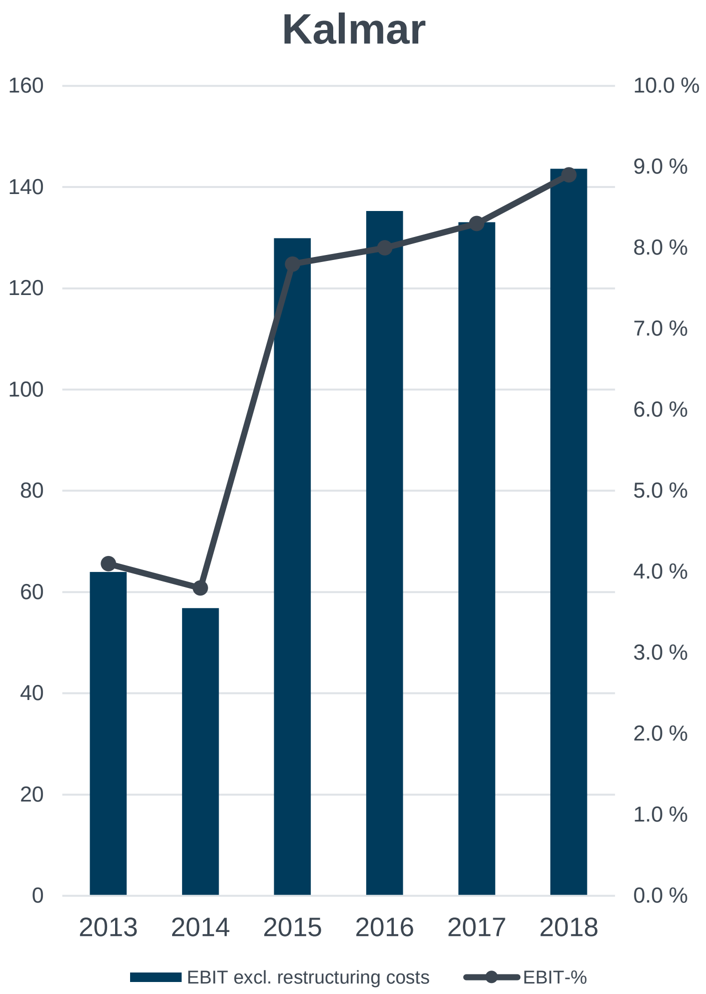
APAC

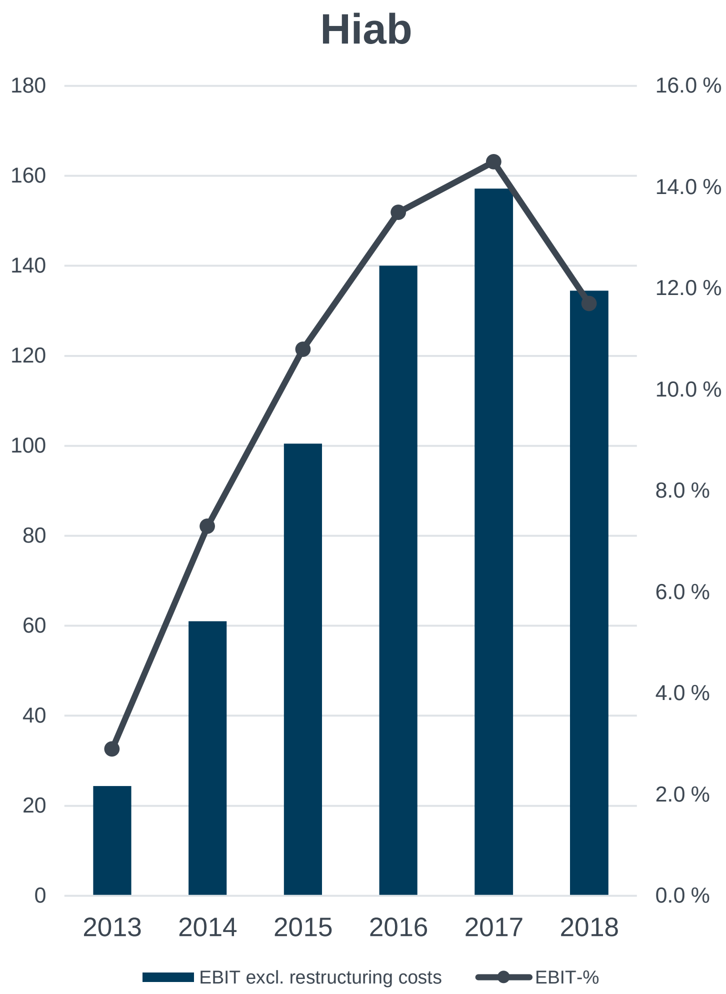
- Chungbuk, South Korea (Hiab prod.)
- Tianjin, China (MacGregor prod.)
- Bangalore, India (Kalmar prod. + R&D)
- Chennai, India (Navis–Kalmar R&D)
- Ipoh, Malaysia (Bromma prod.)
- Shanghai, China (Kalmar prod. + WH)
- Busan, South Korea (MacGregor prod.)
- Singapore, (R&D)

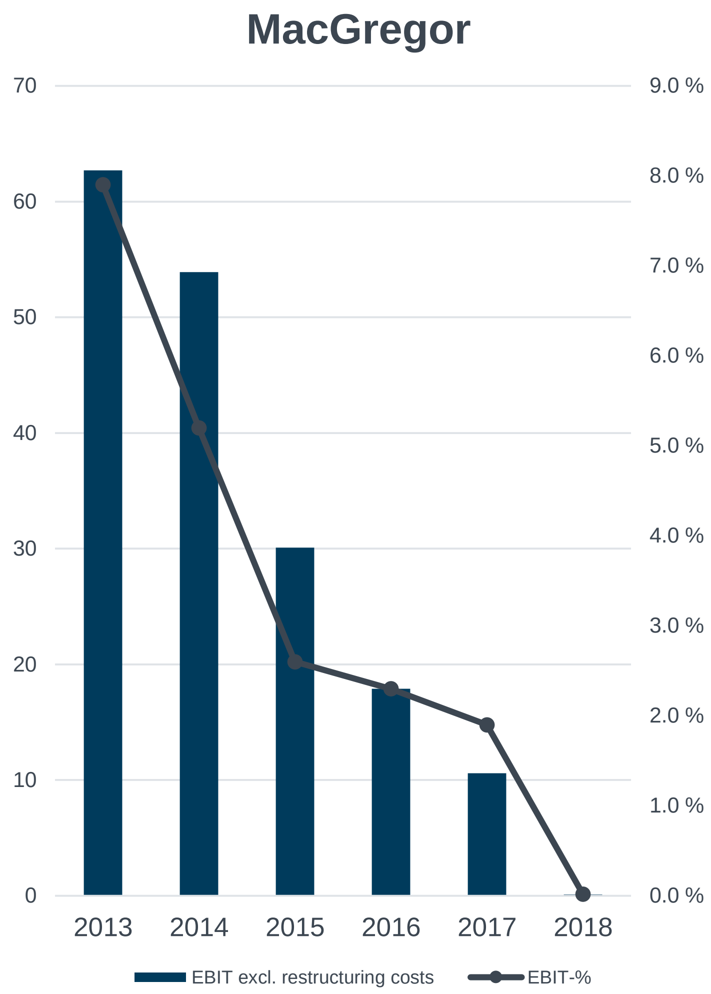
Americas

- Ottawa, Kansas (Kalmar prod.)
- Oakland, California (Kalmar R&D)
- Cibolo, Texas (Kalmar prod.)
- Tallmadge, Ohio (Hiab prod.)

Operating profit excl. restructuring costs development

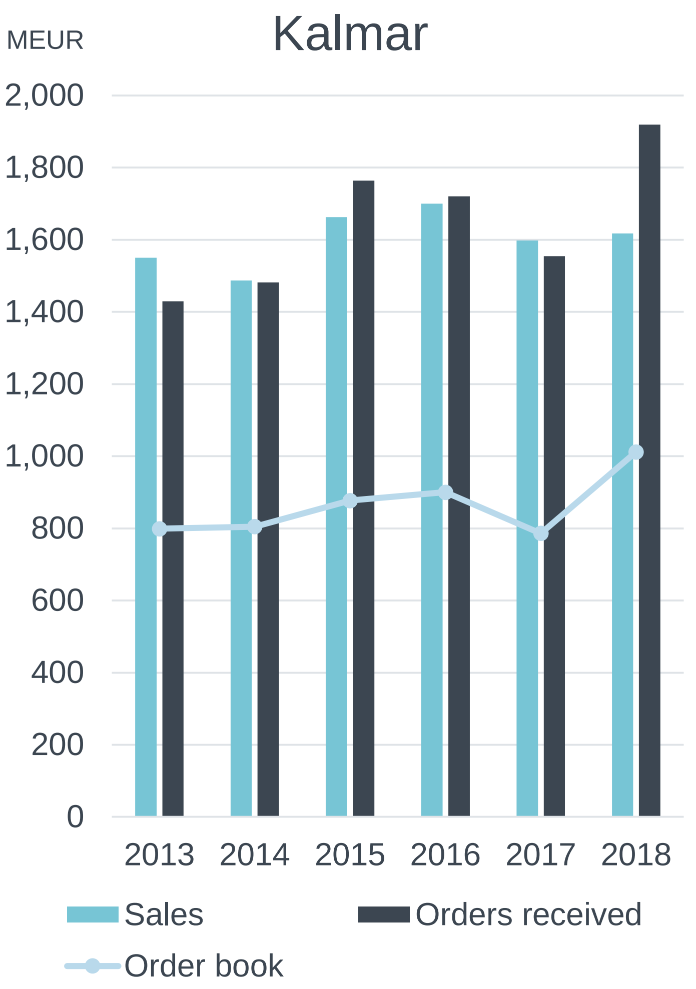


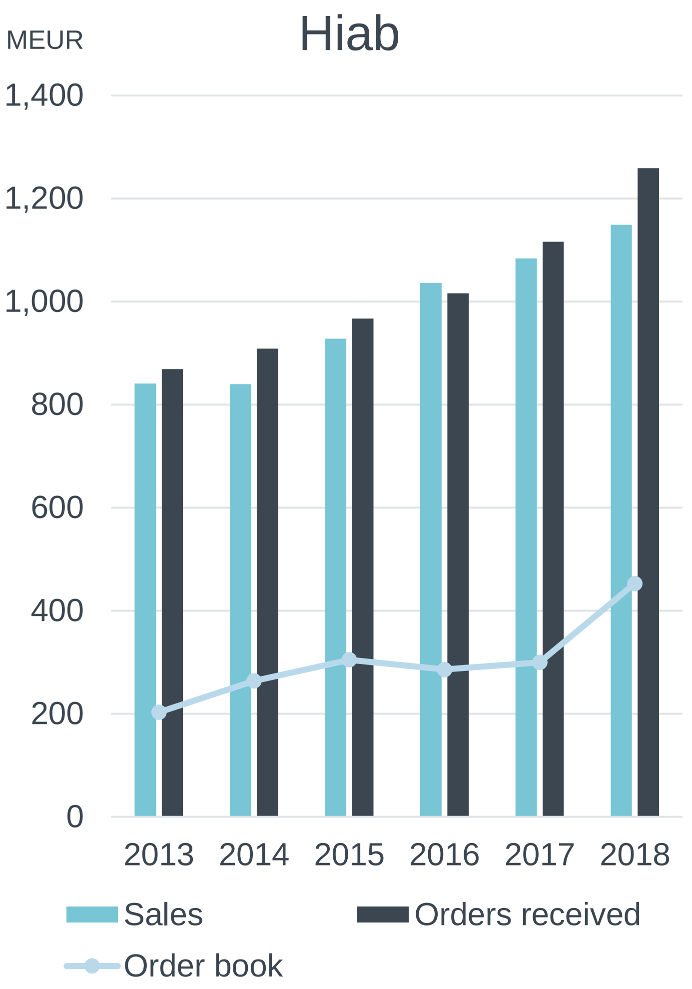


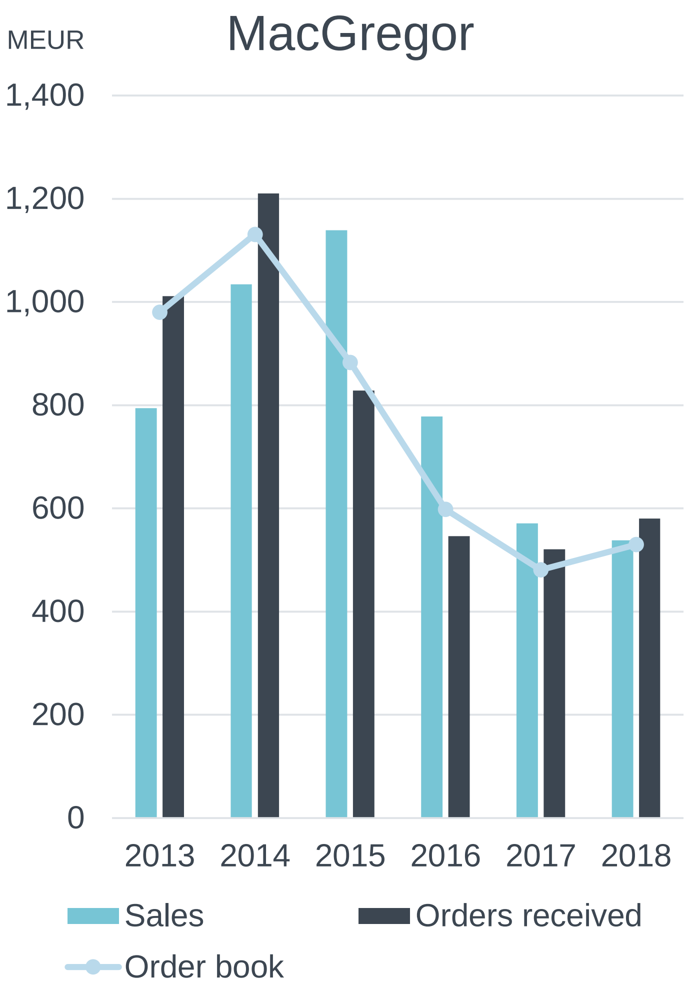


Year 2017 figures have been restated according to IFRS 15

Sales and orders received development

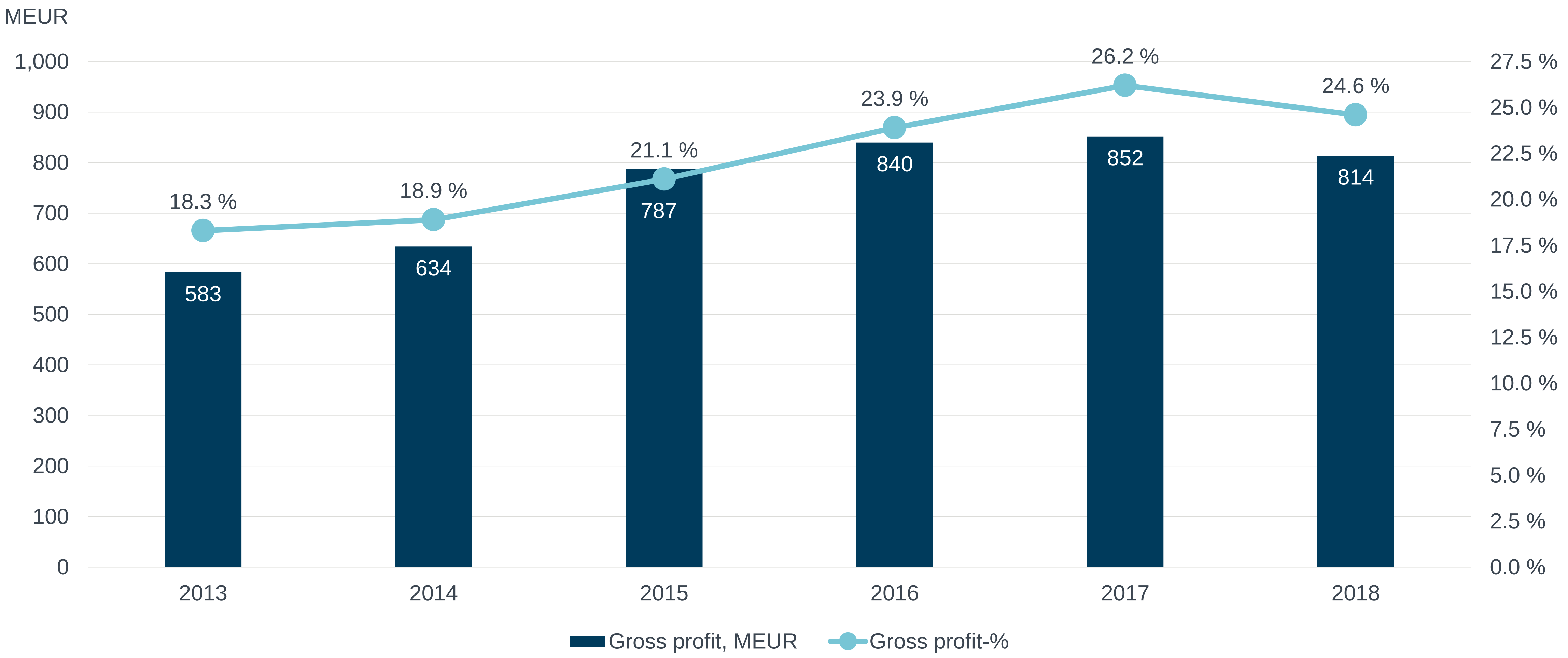






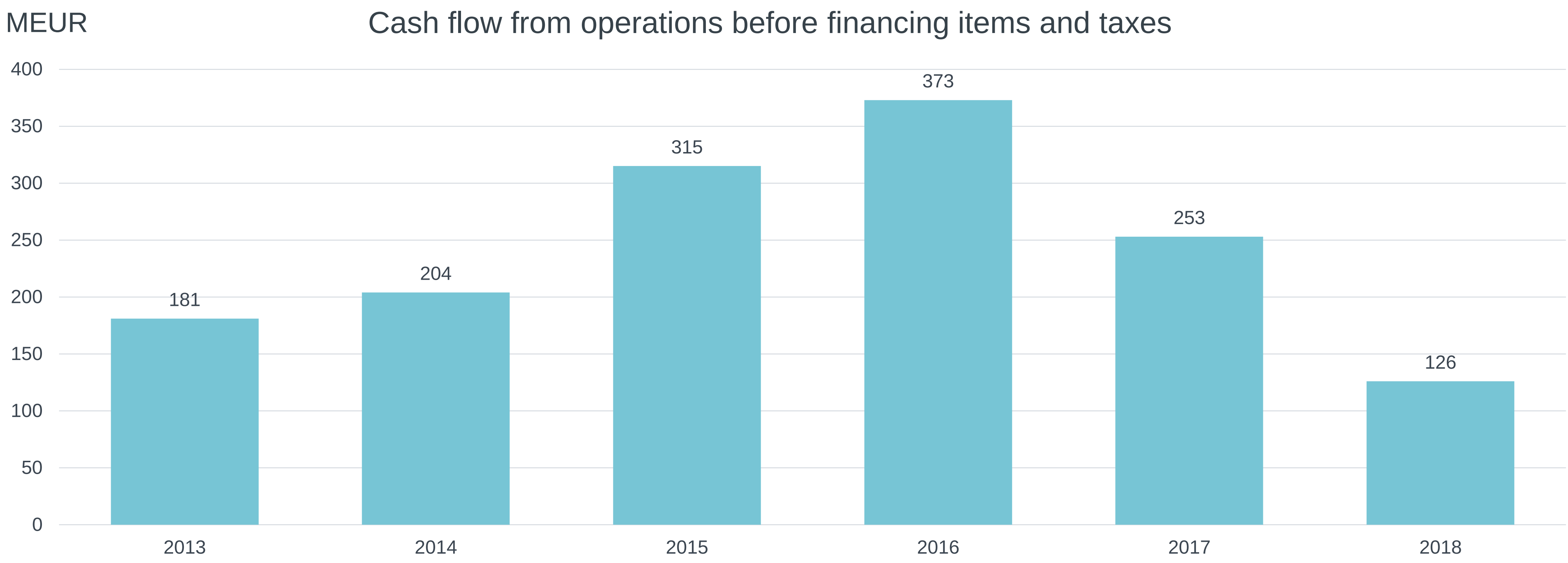
Year 2017 figures have been restated according to IFRS 15

Gross profit development



Year 2017 figures have been restated according to IFRS 15

Cash flow from operations declined in 2018 due to increase in working capital



CARGOTEC

Income statement Q4 2018

MEUR	Q4/18	Q4/17	2018	2017
Sales	**909.8**	**886.2**	**3,303.5**	**3,249.8**
Cost of goods sold	-694.0	-655.0	-2,489.3	-2,397.7
Gross profit	**215.8**	**231.2**	**814.2**	**852.1**
Gross profit, %	*23.7%*	*26.1%*	*24.6%*	*26.2%*
Other operating income	14.7	8.2	44.8	35.8
Selling and marketing expenses	-61.2	-56.5	-234.4	-221.8
Research and development expenses	-24.2	-27.5	-94.7	-98.2
Administration expenses	-64.3	-73.5	-252.9	-273.6
Restructuring costs	-12.5	-17.2	-53.8	-36.5
Other operating expenses	-9.0	-9.8	-35.4	-36.7
Costs and expenses	-156.5	-176.3	-626.5	-631.0
Share of associated companies' and joint ventures' net income	1.7	-0.2	2.3	0.9
Operating profit	**60.9**	**54.7**	**190.0**	**222.1**
Operating profit, %	*6.7%*	*6.2%*	*5.8%*	*6.8%*
Financing income and expenses	-8.7	-7.7	-28.9	-32.9
Income before taxes	**52.2**	**47.0**	**161.1**	**189.2**
Income before taxes, %	*5.7%*	*5.3%*	*4.9%*	*5.8%*
Income taxes	-18.1	-19.3	-53.1	-56.5
Net income for the period	**34.1**	**27.7**	**108.0**	**132.7**
Net income for the period, %	*3.8%*	*3.1%*	*3.3%*	*4.1%*
Net income for the period attributable to:				
Equity holders of the parent	33.9	27.1	107.0	132.4
Non-controlling interest	0.2	0.6	1.1	0.2
Total	**34.1**	**27.7**	**108.0**	**132.7**
Earnings per share for profit attributable to the equity holders of the parent:				
Earnings per share, EUR	0.53	0.42	1.66	2.05
Diluted earnings per share, EUR	0.52	0.42	1.65	2.05

Balance sheet 31 December 2018

ASSETS, MEUR	31 Dec 2018	31 Dec 2017
Non-current assets		
Goodwill	970.9	986.7
Other intangible assets	278.6	260.8
Property, plant and equipment	308.7	310.8
Investments in associated companies and joint ventures	99.8	109.8
Share investments	0.3	0.2
Loans receivable and other interest-bearing assets*	36.0	5.0
Deferred tax assets	137.3	150.0
Derivative assets	-	6.1
Other non-interest-bearing assets	9.5	8.5
Total non-current assets	**1,841.1**	**1,837.9**
Current assets		
Inventories	688.8	623.3
Loans receivable and other interest-bearing assets*	1.8	2.5
Income tax receivables	56.0	36.4
Derivative assets	17.4	13.3
Accounts receivable and other non-interest-bearing assets	822.5	746.8
Cash and cash equivalents*	256.3	309.1
Total current assets	**1,842.8**	**1,731.4**
Total assets	**3,683.9**	**3,569.3**

EQUITY AND LIABILITIES, MEUR	31 Dec 2018	31 Dec 2017
Equity attributable to the equity holders of the parent		
Share capital	64.3	64.3
Share premium account	98.0	98.0
Translation differences	-44.2	-31.2
Fair value reserves	-13.5	2.1
Reserve for invested non-restricted equity	58.5	69.0
Retained earnings	1,262.5	1,220.6
Total equity attributable to the equity holders of the parent	**1,425.6**	**1,422.8**
Non-controlling interest	3.0	2.3
Total equity	**1,428.5**	**1,425.1**
Non-current liabilities		
Interest-bearing liabilities*	717.1	673.8
Deferred tax liabilities	28.1	12.7
Pension obligations	92.3	87.5
Provisions	10.7	17.1
Other non-interest-bearing liabilities	58.6	61.5
Total non-current liabilities	**906.8**	**852.6**
Current liabilities		
Current portion of interest-bearing liabilities*	168.4	83.8
Other interest-bearing liabilities*	44.5	37.6
Provisions	86.7	103.5
Advances received**	190.3	194.1
Income tax payables	39.6	49.1
Derivative liabilities	5.8	6.4
Accounts payable and other non-interest-bearing liabilities**	813.5	817.1
Total current liabilities	**1,348.6**	**1,291.7**
Total equity and liabilities	**3,683.9**	**3,569.3**

Figures have been restated according to IFRS 15

Cash flow statement 2018

MEUR	2018	2017
Net cash flow from operating activities		
Net income for the financial year	108.0	132.7
Depreciation, amortisation and impairment	77.2	72.0
Financing items	28.9	32.9
Taxes	53.1	56.5
Change in receivables	-54.8	0.1
Change in payables	-49.6	-38.7
Change in inventories	-54.3	-4.9
Change in net working capital	-158.7	-43.6
Other adjustments	17.3	2.9
Cash flow from operations before financing items and taxes	**125.8**	**253.5**
Interest received	3.1	4.8
Interest paid	-18.6	-20.1
Dividends received	14.0	5.5
Other financing items	-23.0	14.6
Income taxes paid	-61.0	-77.5
Net cash flow from operating activities	**40.2**	**180.9**
Net cash flow from investing activities		
Acquisitions of businesses, net of cash acquired	-70.7	-14.4
Disposals of businesses, net of cash sold	-15.5	-1.2
Investments in associated companies and joint ventures	-0.5	-4.7
Investments in fixed assets	-71.5	-84.3
Disposals of fixed assets	19.1	13.7
Cash flow from investing activities, other items	1.8	1.3
Net cash flow from investing activities	**-137.3**	**-89.7**
Net cash flow from financing activities		
Treasury shares acquired	-9.4	-
Acquisition of non-controlling interests	-	-0.4
Proceeds from long-term borrowings	199.5	253.2
Repayments of long-term borrowings	-83.7	-243.1
Proceeds from short-term borrowings	3.4	7.6
Repayments of short-term borrowings	-3.9	-17.7
Profit distribution	-68.0	-62.2
Net cash flow from financing activities	**37.7**	**-62.6**
Change in cash and cash equivalents	**-59.3**	**28.6**
Cash and cash equivalents, and bank overdrafts at the beginning of period	284.7	260.8
Effect of exchange rate changes	0.1	-4.6
Cash and cash equivalents, and bank overdrafts at the end of period	**225.5**	**284.7**
Bank overdrafts at the end of period	30.8	24.4
Cash and cash equivalents at the end of period	**256.3**	**309.1**

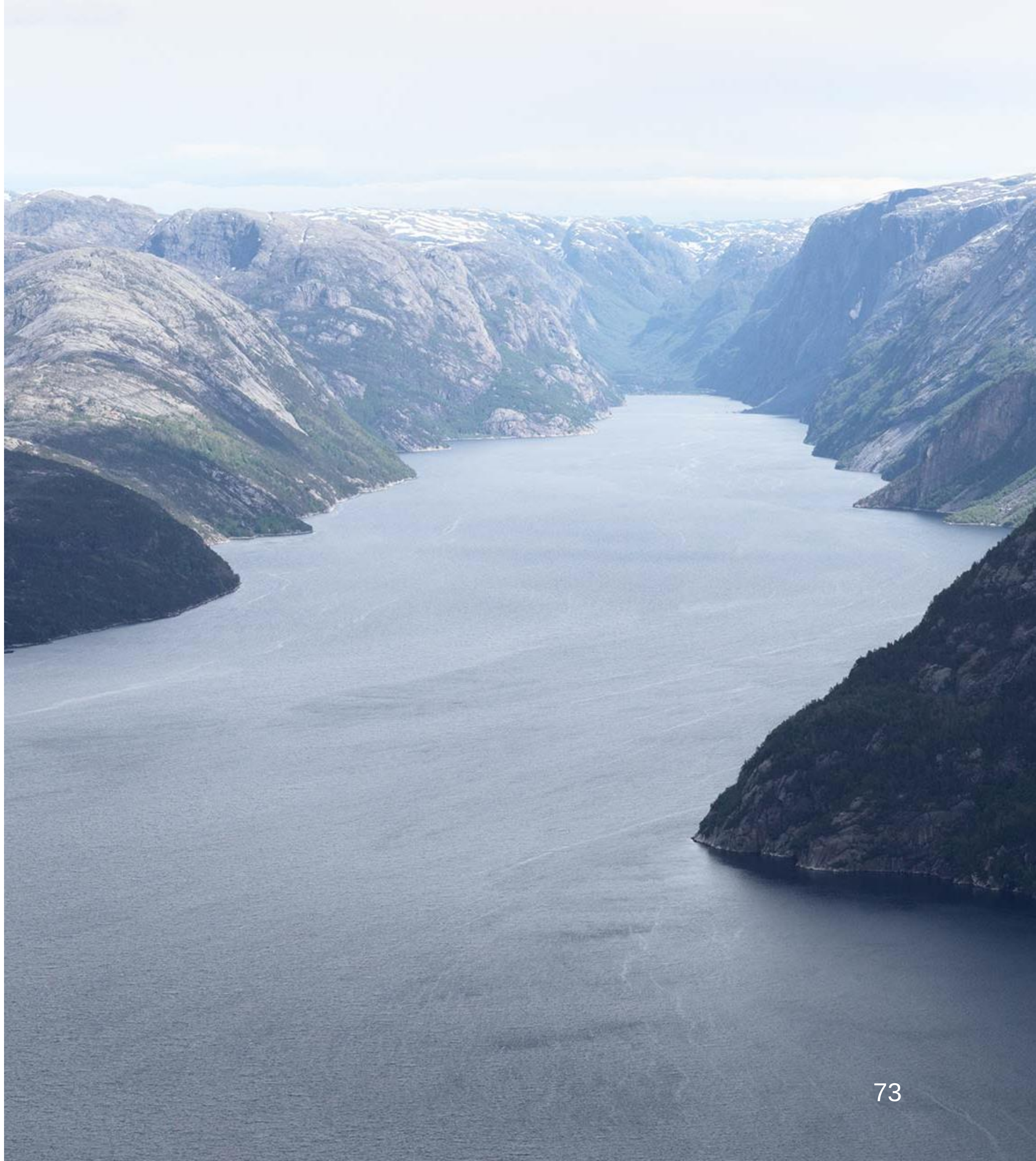
Sustainability

Sustainability is a great business opportunity

We serve an industry, which produces the majority of emissions as well as GDP in the world
- Inefficient industry with potential to improve

Our vision to be the leader in intelligent cargo handling also drives sustainability
- Increasing efficiency and life-time solutions

We are in a position to be the global frontrunner, setting the sustainability standards for the whole industry
- We are ready to shape the industry to one that is more sustainable



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Sea Freight Transport is by far the most sustainable transport mode in terms of emissions

Compared to transportation of goods

- → by trains, sea freight emits ~2-3 times less emissions
- → by trucks, sea freight emits ~3-4 times less emissions
- → by air cargo, sea freight emits ~14 times less emissions

Sustainability is our competitive advantage

Sales account for around 21% of the total revenue in 2018:
Significant R&D and digitalisation investments drive the growth of offering for eco-efficiency

Systems efficiency

- Visibility to identify inefficient use of resources and fuel
- Software and design system

Efficiency for environmental industries

- Offering to support the operations in environmental industries
- Cargotec solutions for environmental industries

Emission efficiency

- Technology to enable fuel and emission efficient offering
- Products with features to decrease fuel usage and avoidance of maritime hydraulic oil emissions

Resources efficiency

- Service enabling the extended usage of products or new applications
- Product conversions and modernizations

Key to more sustainable cargo handling business is solution development

Waste in cargo handling business due to inefficiencies ~17 billion euros

19 mil CO_2 in shipping industry annually
For moving empty containers

~2.5 mil barrels (1.8 mil CO_2 equivalent tonnes)
of fuel savings enabled by Cargotec port equipment solutions during past 6 to 10 years

~31 900 CO_2 eqv. tonnes

of emissions from Cargotec factories annually

Cargotec sustainability managed with clear policies, processes and KPIs on varying areas

- Cargotec is a supporter of UN Global Compact and other major international sustainability initiatives
- We have a clear governance on sustainability issues with Board of Directors overview on the subject
- Safety is our key priority and we have clear improvement program to further decrease our current IIFR rate of 6.1
- Human rights supply chain management and energy on the agenda in 2018

SUSTAINABLE DEVELOPMENT GOALS IPCC INTERGOVERNMENTAL PANEL ON climate change WORLD ECONOMIC FORUM PARIS2015 COP21·CMP11

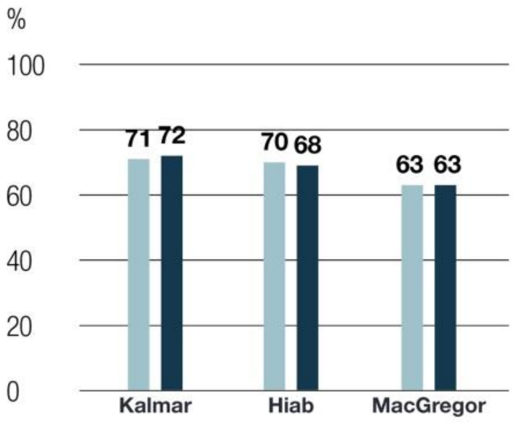
CARGOTEC

Performance highlights 2017

82% of employees conducted the code of conduct e-learning tool

Permanent Code of Conduct panel and case investigation process

EMPLOYEE ENGAGEMENT INDEX

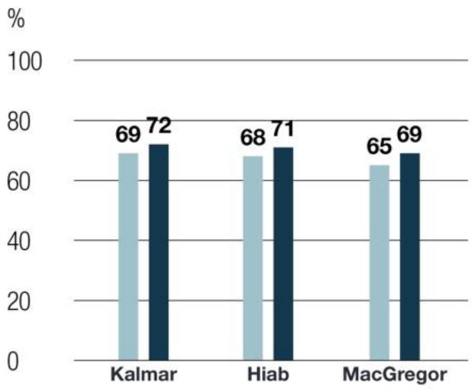


2017
2016

Supplier code of conduct sent to all strategic suppliers

Offering for eco-efficiency 18% of total sales

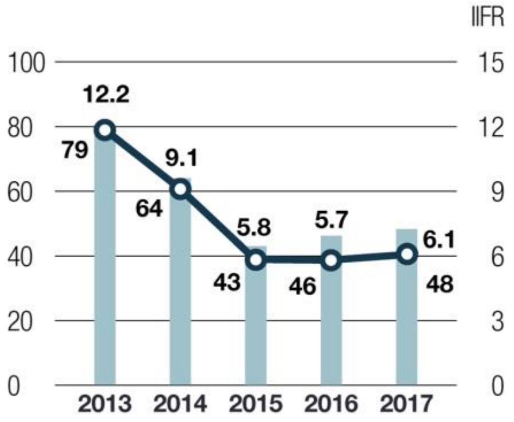
LEADERSHIP INDEX*



2017
2016

*Employee view on managers' performance and leadership skills

INDUSTRIAL INJURY FREQUENCY RATE*



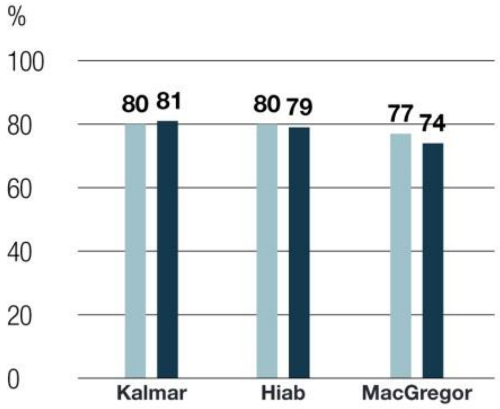
Cargotec IIFR**

Number of lost time injuries

*IIFR and number of injuries cover Cargotec production sites

**Number of injuries per million hours worked

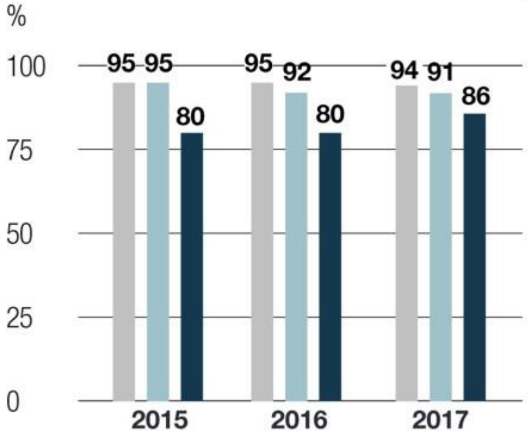
SOCIAL RESPONSIBILITY INDEX*



2017
2016

*Employee view about the company social responsibility

CERTIFICATION COVERAGE*

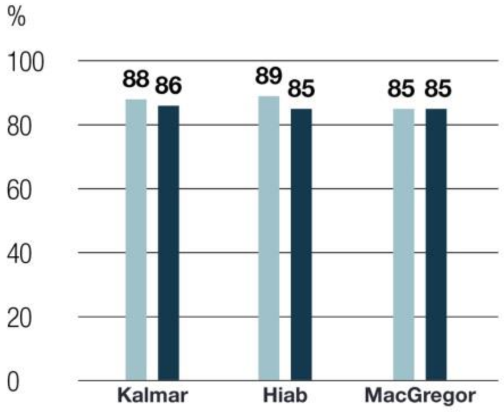


OHSAS18001
ISO14001
ISO9001

*Share of certified sites' sales volume of the total sales volume

**Number of injuries per million hours worked

COMPASS* COMPLETION RATE



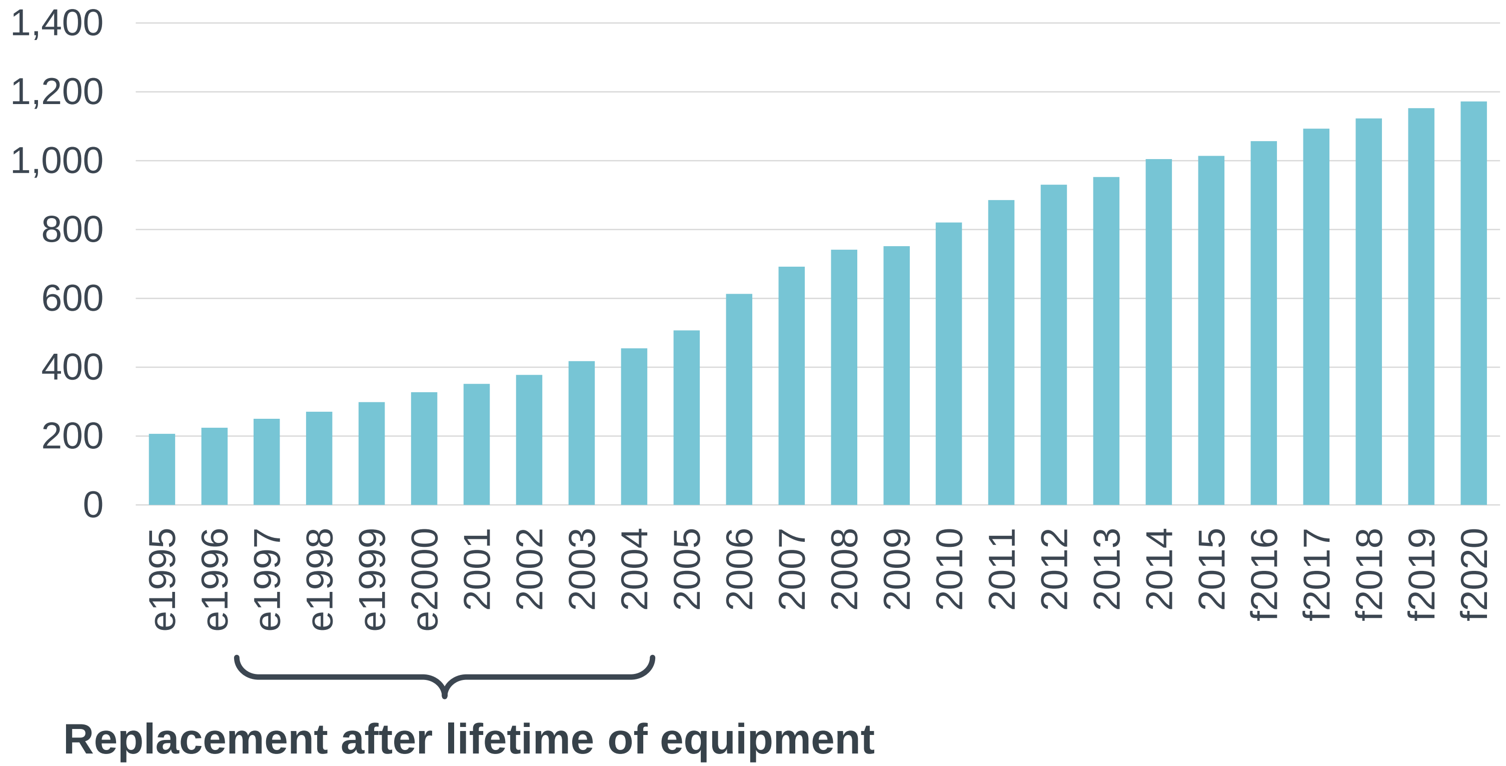
2017
2016

*Employee engagement survey

Kalmar appendix

The current replacement market size for key terminal equipment is EUR 1 billion annually and the market is expected to double in the next decade

Total Capacity MTEU



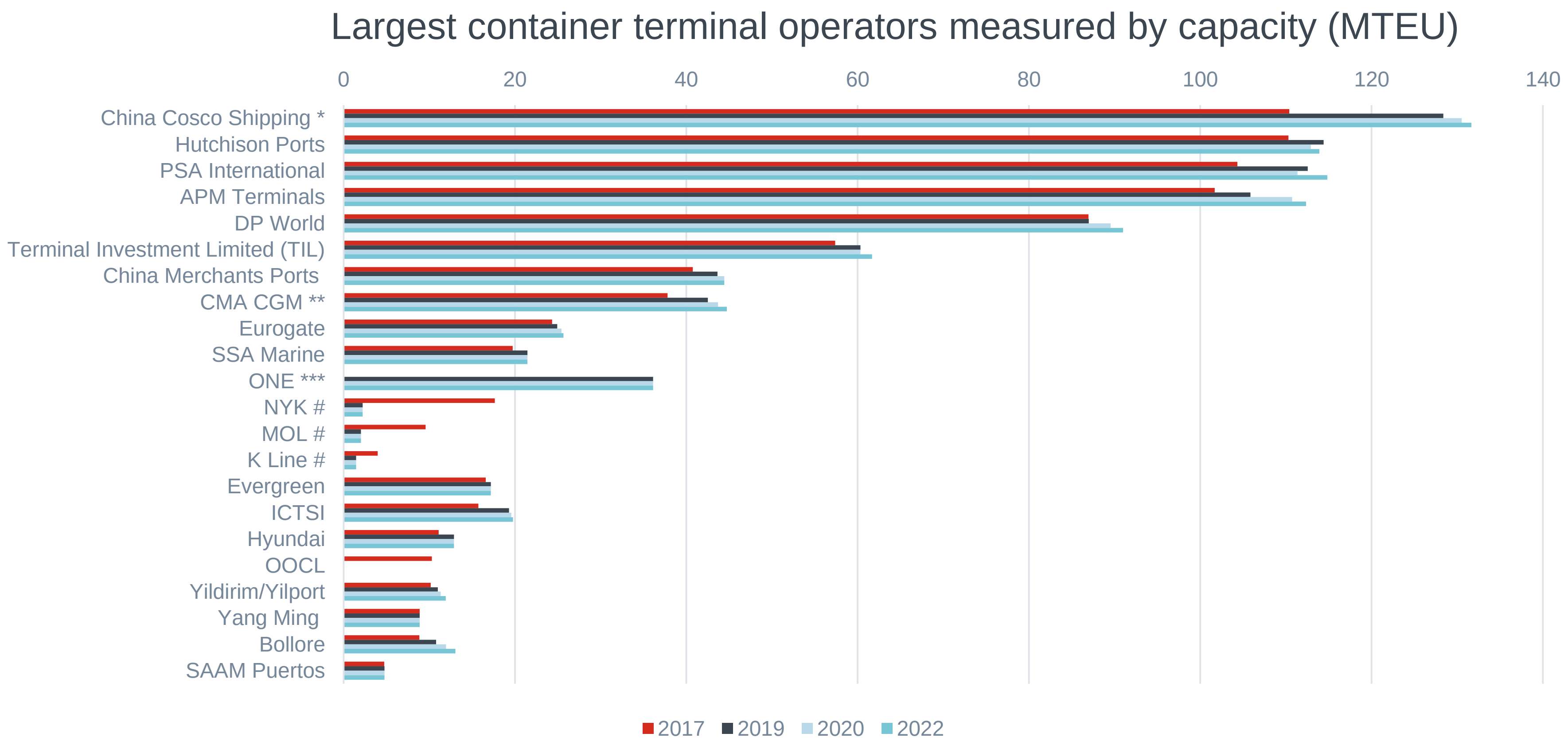
The replacement market will grow in coming years, as the container terminal capacity has expanded significantly during the last two decades.

Average lifetime of type of equipment:

- STS - 25 yrs
- RTG -15 yrs
- SC - 8-10 yrs
- RS/ECH/TT – 8 yrs

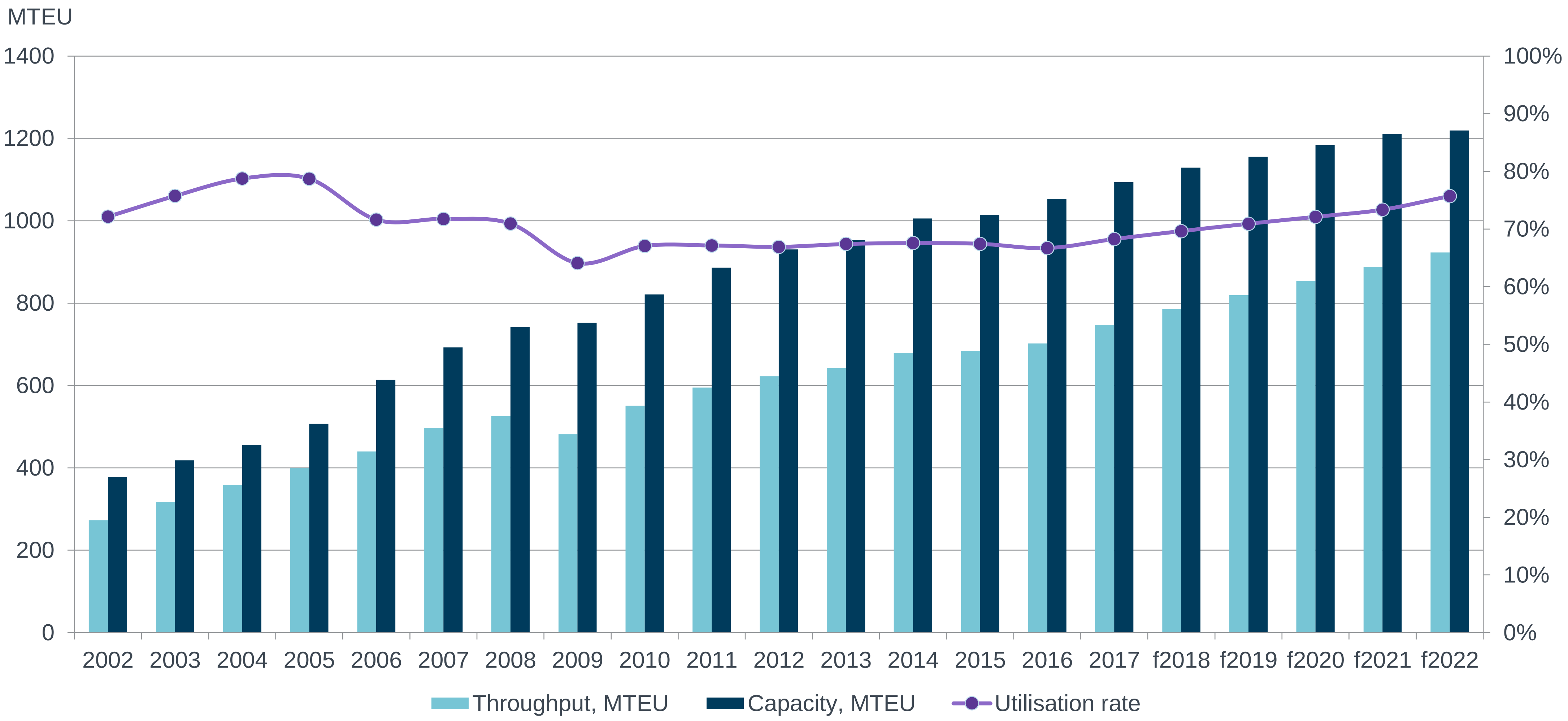
Source: Drewry reports: Global Container Terminal Operators 2001-2016 Note: 1995-2000 capacity is estimation based on the assumption that the utilisation rate has been between 70-72% in that period. 2016-2020 forecast based on Drewry's Global container terminal operators report, published in August 2016

Global container terminal operators – Most capacity expected to be added by Cosco

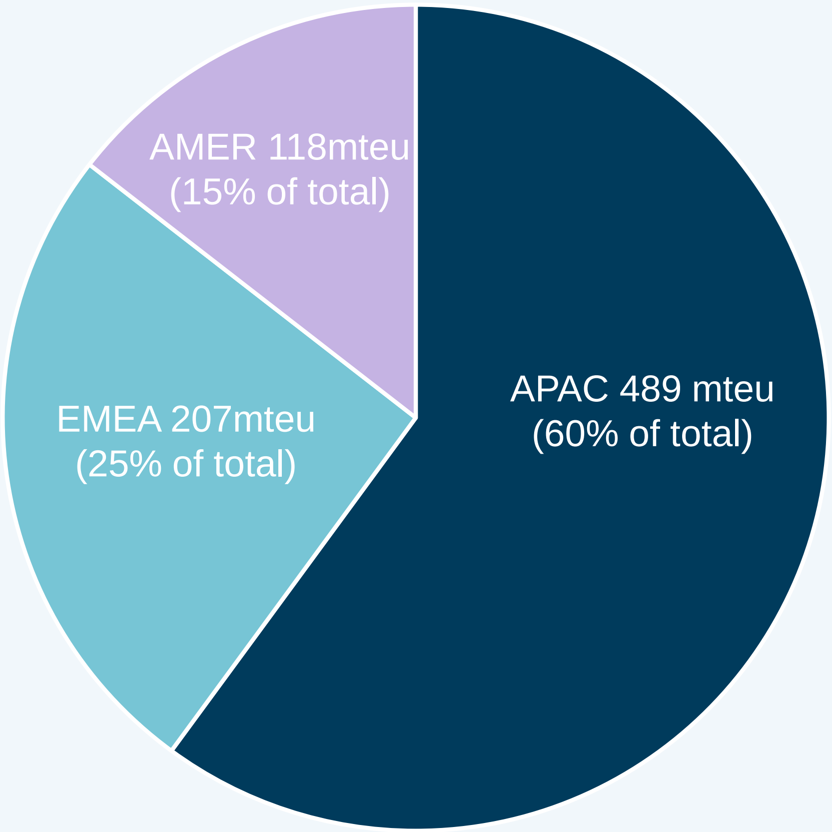


Source: Drewry
* Cosco figure does not include OOCL terminals in 2017 and 2018 as acquisition not finalised. Chinese and Taiwanese terminals included from 2019 onwards, Long Beach excluded
** CMA CGM includes APL terminals
*** International terminals of NYK, K Line and MOL combined as part of ONE merger
# Japenese terminals only from 2019 onwards
Figures include total capacity for all terminals in which shareholding held (regardless of size of shareholding), i.e. includes double counting

Global container throughput and capacity development



59% of global container throughput is expected to take place in APAC in 2018



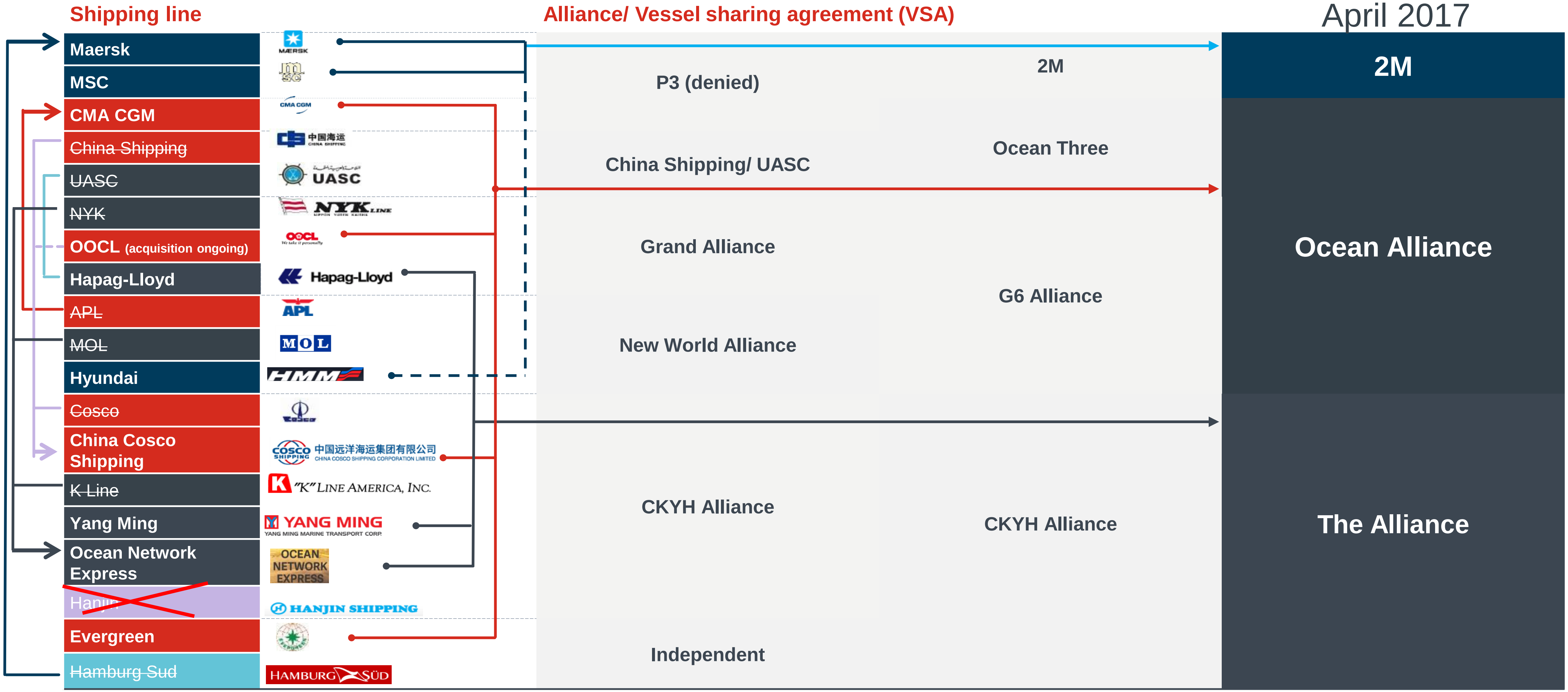
Global container throughput expected to grow 4.1% in 2019

- APAC +5.1% (+24 mteu)
- EMEA +2.0% (+4 mteu)
- AMER +4.4% (+4 mteu)

→ 75% of growth will come from APAC

Source: Drewry: Container forecaster Q4 2018

Three alliances controlling about 80% of global container fleet capacity



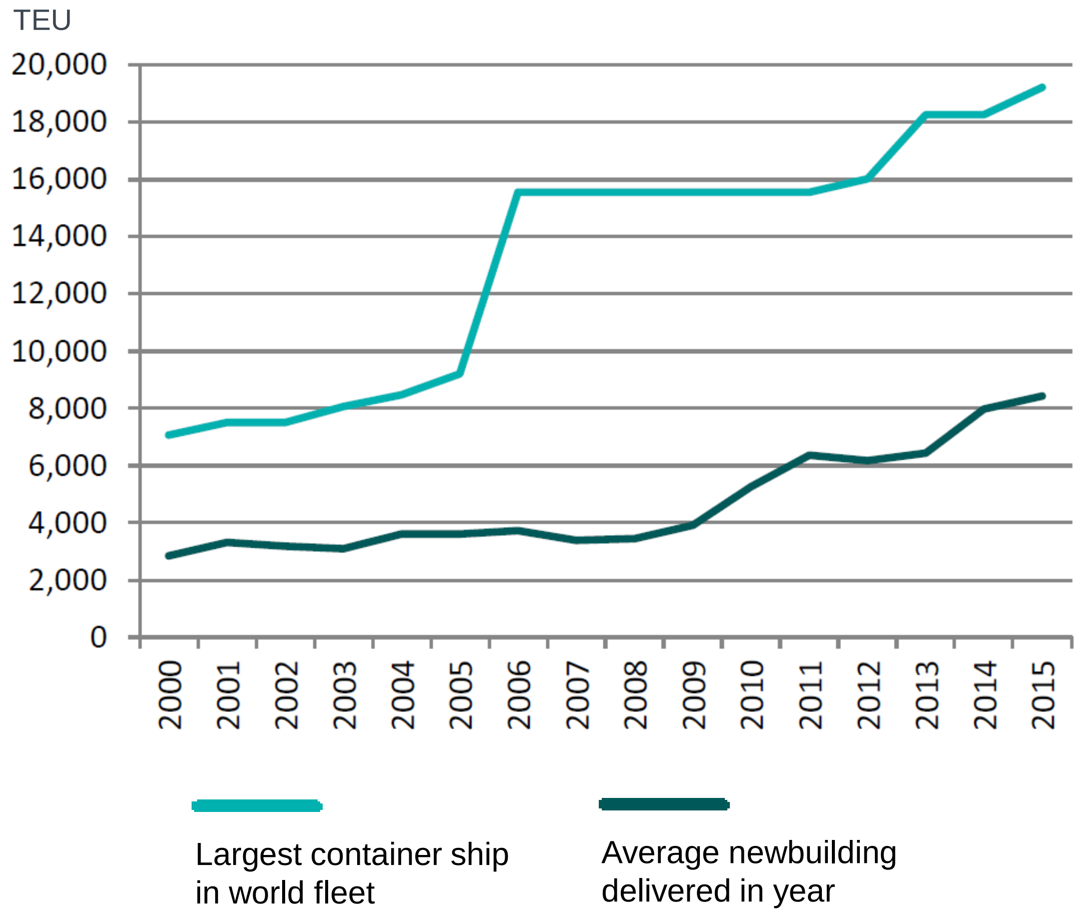
Total: 17
(9 after further consolidations)

- The arrows indicate changes, confirmed or planned, through M&A or JV over the last 18 months. Hanjin bankrupt. Hyundai isn't currently officially part of any alliance, but formed a cooperative relationship with 2M.
- Ocean Network Express (ONE) launch April 2018.
- COSCO Shipping's planned acquisition of OOCL expected to completed by the end of June
- Analyse excludes Zim, PIL and Wan Hai

Sources: Drewry, Alphaliner, Cargotec

Ship sizes increasing dramatically

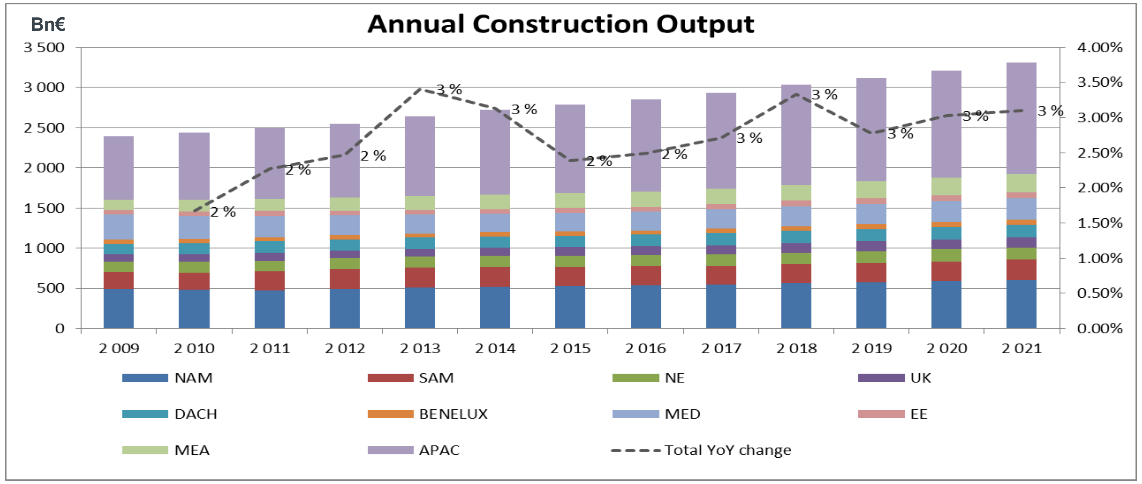
- The largest containership in the fleet has nearly tripled since 2000
- The average size of new builds doubles between 2009 and 2014



Source: Drewry November 2015

Hiab appendix

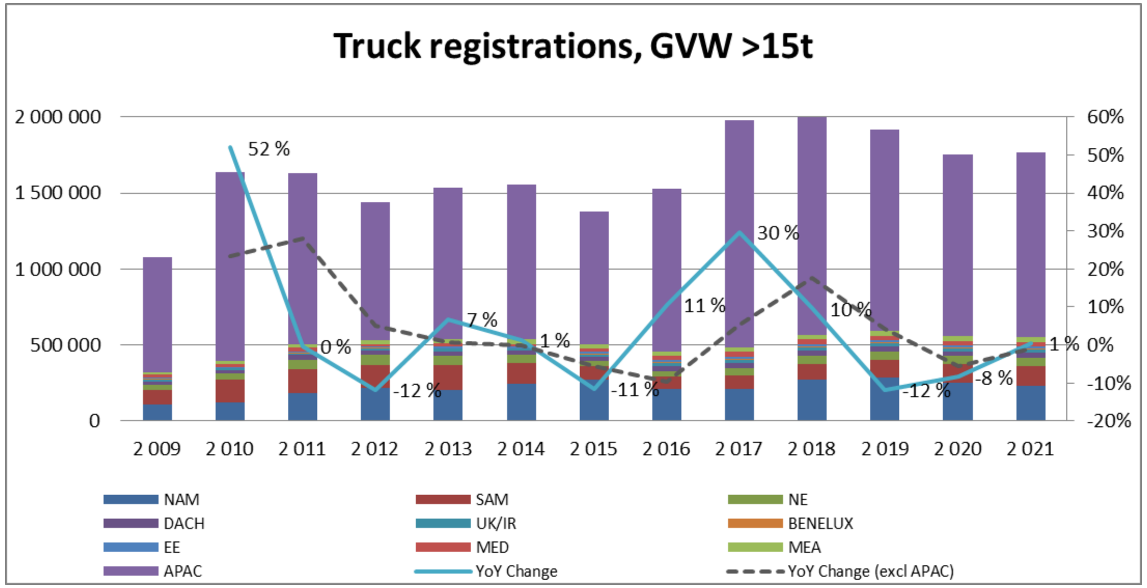
Construction output forecast



Changes vs last Forecast						YoY changes					
	2017	2018	2019	2020	2021		2017	2018	2019	2020	2021
NAM	-5.5%	-5.6%	-5.6%	-5.7%	-5.6%	NAM	1.3%	3.1%	2.1%	2.4%	2.3%
SAM	-2.3%	-1.3%	-2.1%	-2.2%	-2.3%	SAM	-2.5%	1.8%	1.0%	2.7%	3.0%
NE	-0.4%	1.3%	2.0%	2.2%	2.4%	NE	3.3%	2.1%	2.9%	1.8%	1.9%
UK	0.1%	0.7%	2.1%	2.7%	3.2%	UK	7.5%	1.2%	2.7%	2.0%	1.9%
DACH	0.5%	0.1%	-0.2%	-0.2%	-0.1%	DACH	2.9%	2.2%	2.1%	1.6%	1.2%
BENELUX	-1.3%	-2.3%	-2.2%	-1.9%	-1.9%	BENELUX	3.2%	4.3%	2.1%	1.9%	1.6%
MED	1.6%	1.6%	1.4%	1.3%	1.3%	MED	3.3%	2.9%	2.4%	2.4%	2.3%
EE	-1.0%	0.6%	0.9%	0.9%	0.8%	EE	6.2%	10.4%	3.7%	3.1%	2.9%
MEA	-1.7%	-2.4%	-2.9%	-3.1%	-3.0%	MEA	1.7%	2.6%	3.1%	3.6%	4.1%
APAC	0.1%	-0.3%	-0.7%	-0.8%	-0.9%	APAC	3.7%	4.0%	3.5%	3.9%	4.0%
Total	-1.2%	-1.3%	-1.5%	-1.5%	-1.5%	Total	2.7%	3.3%	2.8%	3.0%	3.1%

Source: Oxford construction output, December 2018 (All Output series are measured in Billions, 2010 Prices), Forecast Dec 2018 compared to Sep 2018

Global truck volumes



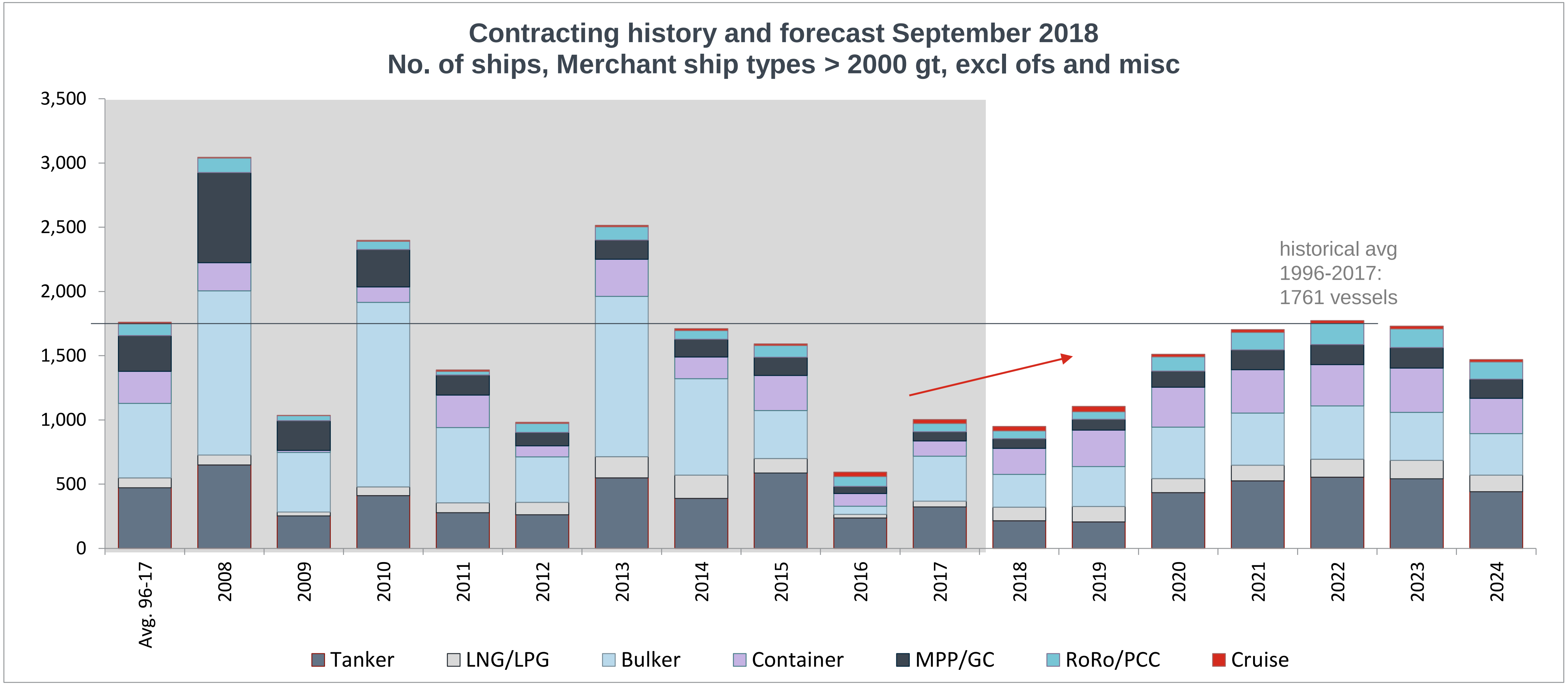
Changes vs last Forecast	2 017	2 018	2 019	2 020	2 021	YoY changes (vs. prev. year)	2 017	2 018	2 019	2 020	2 021
NAM	0.0%	4.7%	3.9%	5.5%	2.3%	NAM	0.6%	27.2%	5.5%	-13.1%	-7.1%
SAM	-0.2%	-1.7%	3.7%	10.5%	11.4%	SAM	9.5%	22.1%	11.9%	4.4%	4.5%
NE	0.0%	-0.2%	0.0%	-1.5%	0.0%	NE	27.4%	3.6%	3.1%	3.9%	5.2%
DACH	0.0%	3.2%	0.8%	0.7%	0.6%	DACH	1.8%	7.3%	-7.0%	-9.0%	1.5%
UK/IR	10.7%	4.8%	3.5%	0.6%	-0.4%	UK/IR	0.3%	-11.6%	-6.6%	3.6%	4.8%
BENELUX	0.0%	3.6%	2.5%	1.0%	-0.2%	BENELUX	9.6%	5.4%	-10.0%	-2.0%	3.5%
EE	0.0%	8.7%	7.3%	4.8%	3.4%	EE	-0.8%	31.7%	-0.7%	2.2%	2.0%
MED	-0.1%	0.5%	-0.8%	-0.3%	-0.3%	MED	20.3%	4.4%	-5.8%	-7.0%	5.9%
MEA	6.9%	5.4%	4.5%	4.7%	5.1%	MEA	-2.4%	1.6%	3.4%	6.6%	3.4%
APAC	-0.3%	7.5%	12.1%	2.8%	2.9%	APAC	40.0%	7.1%	-17.4%	-9.6%	1.1%
Total	0.0%	6.2%	9.2%	3.5%	3.2%	Total	29.7%	9.7%	-11.8%	-8.3%	0.5%

Source: IHS Truck registration (Feb 2019, previous forecast Nov 2018)

MacGregor appendix

Merchant ships: Contracting forecast by shiptype (no of ships)

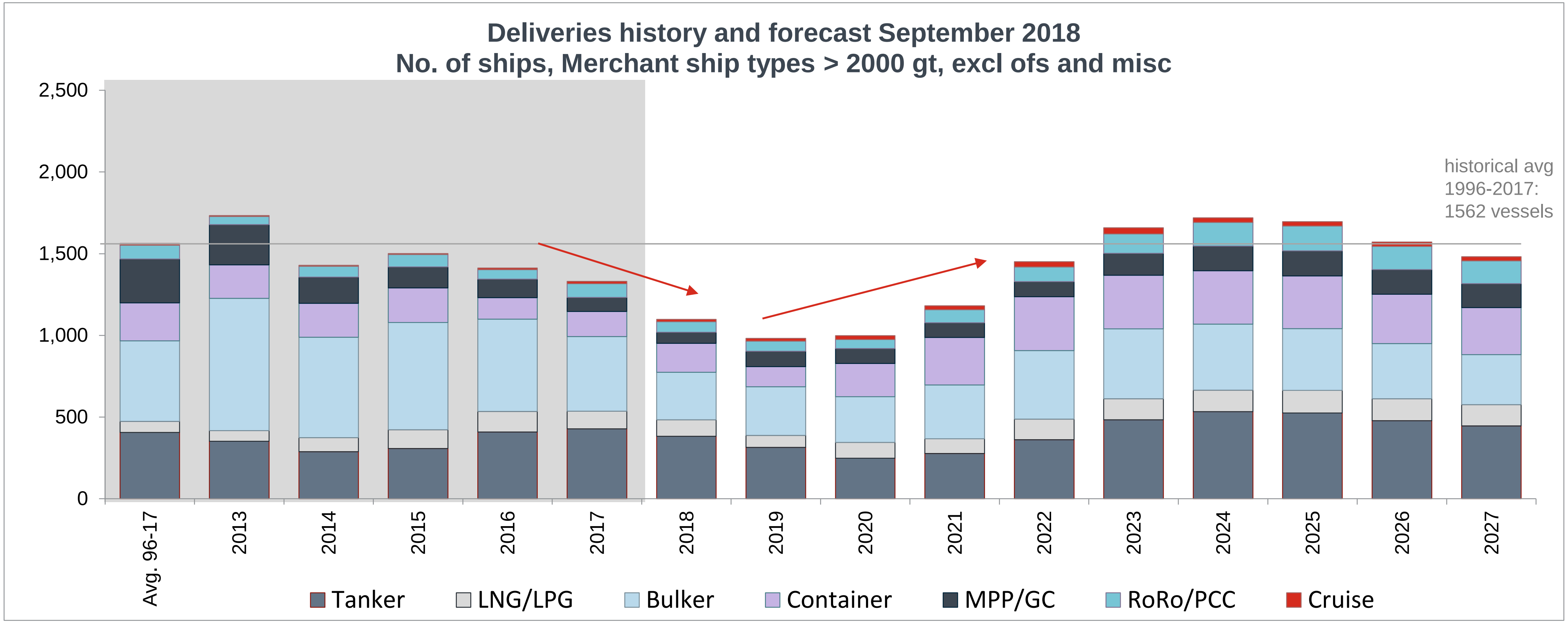
Merchant ship types > 2000 gt, base case



Source: Clarksons September 2018

Merchant ships: Deliveries forecast by shiptype (no of ships)

Merchant ship types > 2000 gt, base case



Source: Clarksons September 2018

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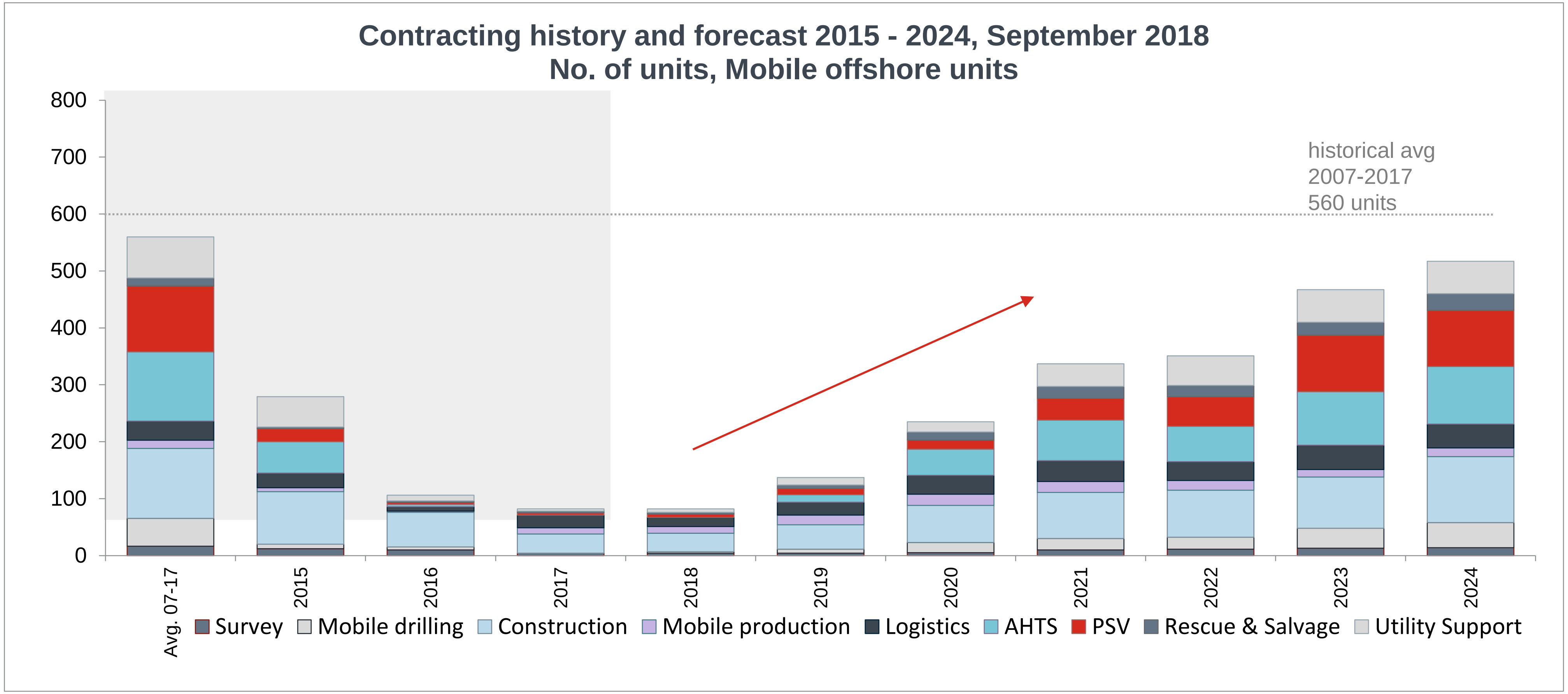
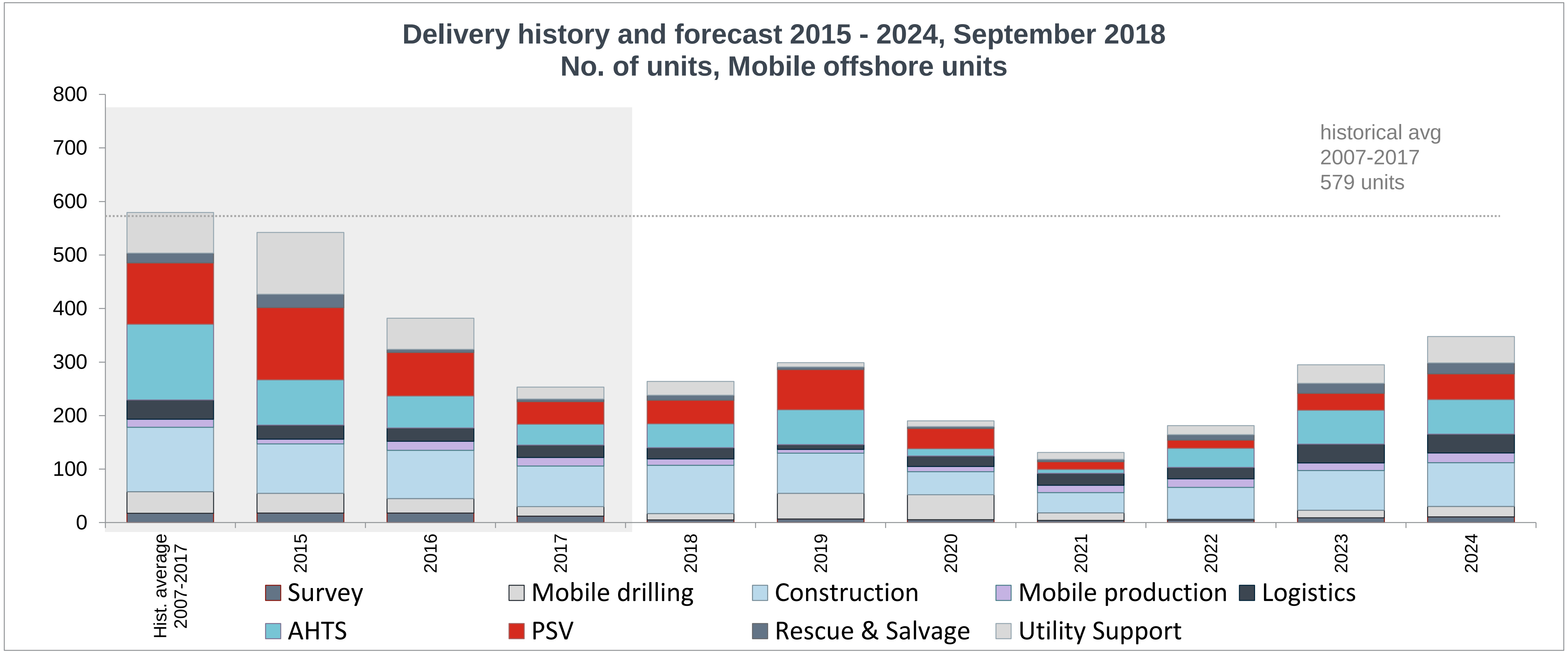
Offshore mobile units: Contracting forecast by shiptype (number of units)



Source: Clarksons September 2018

Offshore mobile units: Deliveries forecast by shiptype (no of units)

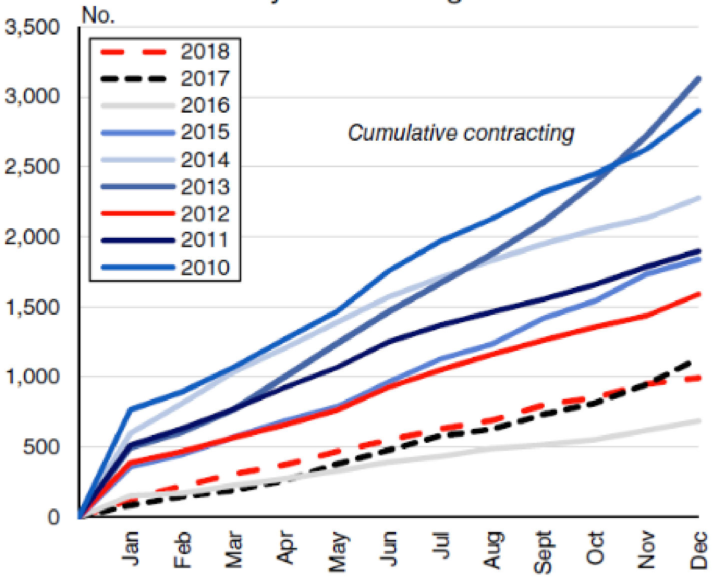


Source: Clarksons September 2018

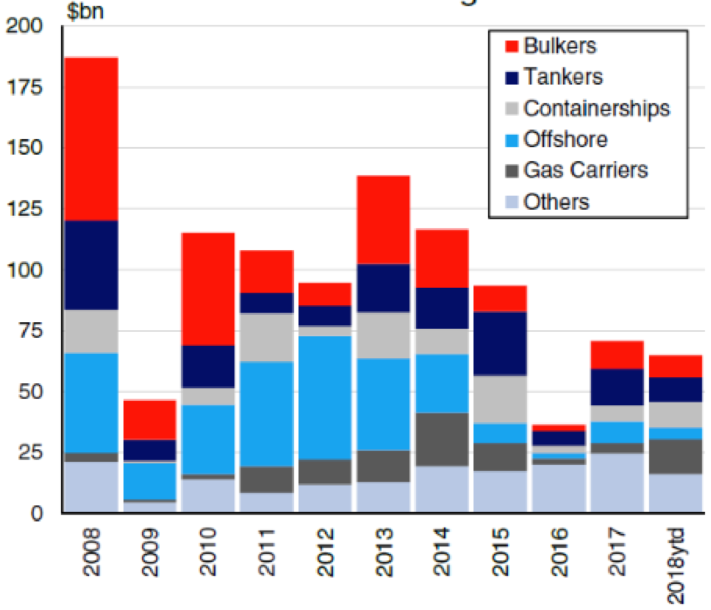
Shipbuilding – contracting
ships >2000 gt/dwt

Global Contracting Activity (1st January 2019)	No.				$bn				m. CGT			
	2016	2017	2018	%y-o-y*	2016	2017	2018	%y-o-y*	2016	2017	2018	%y-o-y*
TOTAL (>2,000 Dwt/GT**)	**685**	**1,132**	**992**	*-12%*	**36.4**	**70.8**	**64.9**	*-8%*	**13.5**	**28.3**	**28.8**	**2%**
Vessel Type												
Bulkers	63	377	279	*-26%*	2.5	11.5	9.1	*-21%*	1.7	8.3	6.3	*-24%*
Tankers	234	332	206	*-38%*	6.3	15.1	9.8	*-35%*	3.7	8.2	5.2	*-37%*
Containerships	99	140	190	*36%*	2.8	6.5	10.6	*63%*	2.0	4.0	5.9	*47%*
Gas Carriers	29	45	117	*160%*	2.4	4.4	14.3	*227%*	0.9	1.8	6.6	*276%*
Offshore	68	46	46	*0%*	2.2	8.7	4.8	*-45%*	0.6	0.9	0.9	*0%*
Others	192	192	154	*-20%*	20.1	24.6	16.2	*-34%*	4.6	5.1	4.0	*-22%*
Builder Country/Region												
China	282	568	437	*-23%*	7.9	20.3	18.4	*-9%*	4.6	11.8	9.2	*-22%*
South Korea	77	202	267	*32%*	4.4	18.1	26.5	*46%*	2.3	7.6	12.9	*69%*
Japan	134	157	172	*10%*	3.8	5.4	5.9	*10%*	2.3	3.1	3.6	*17%*
Europe	118	93	72	*-23%*	18.8	22.8	12.4	*-46%*	3.6	3.9	2.3	*-40%*
Other	74	112	44	*-61%*	1.5	4.2	1.7	*-60%*	0.7	1.9	0.8	*-56%*

Monthly Contracting Volumes**



Estimated Newbuilding Investment



*Year-to-date contracting, annualised.
**Total includes those ship-shaped offshore units below 2,000 Dwt/GT

Source: Clarksons January 2019

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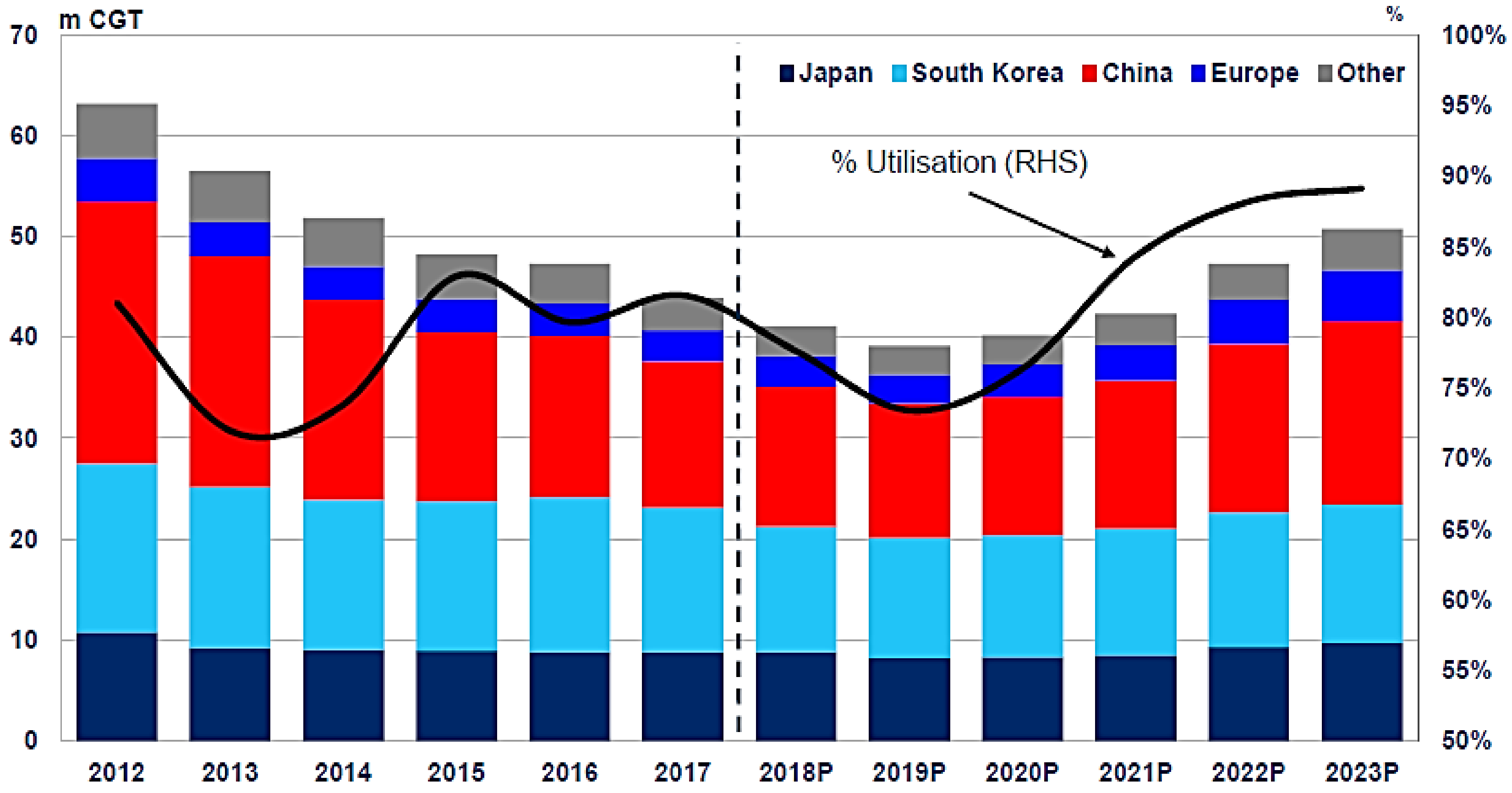
Shipbuilding capacity and utilisation scenario

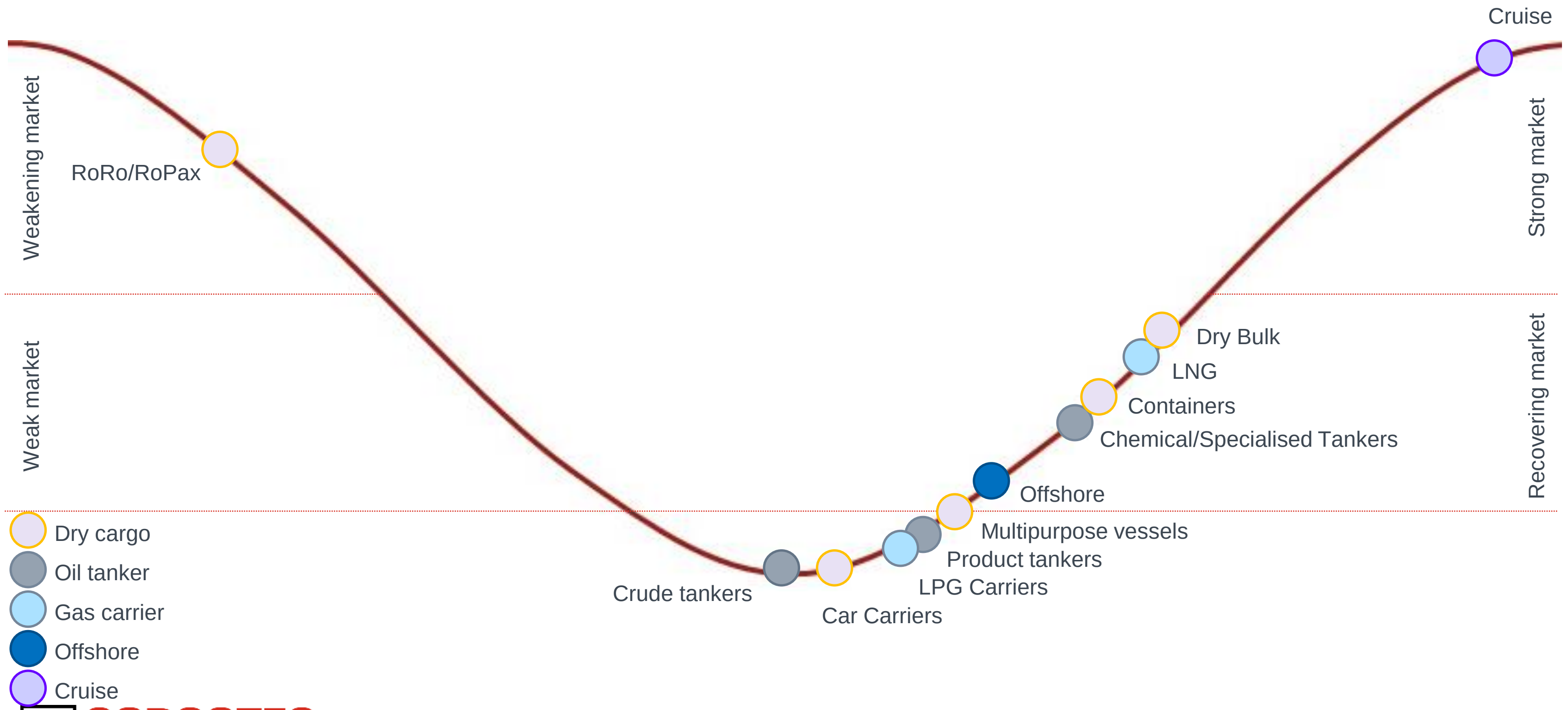


Source: Clarksons Research September 2018

Markets recovering slowly

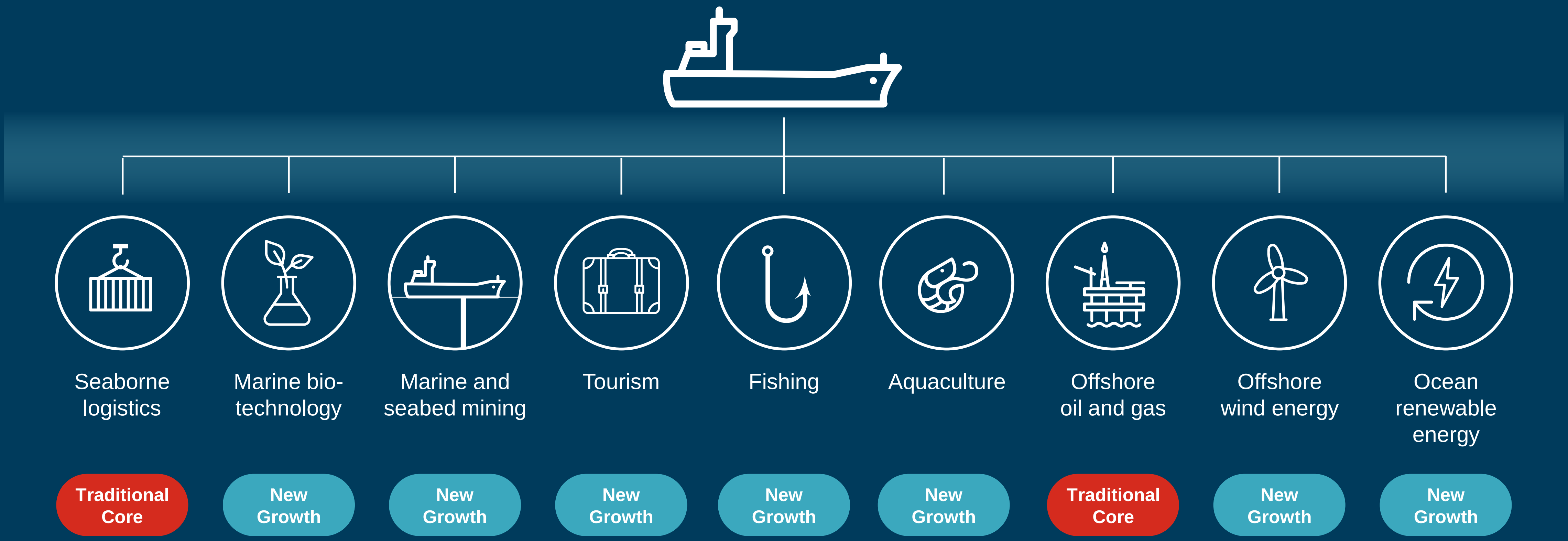
Fragile early recovery in container and bulk shipping in risk due to possible trade war impact on global trade
Offshore shipping recovery still to take some more time and further restructuring on way to stable recovery

Shipping cycle positions; freight/earnings cycles
indicative, timeline of each cycle not defined and varies



Source: internal & Clarksons September 2018

We are capturing ”blue growth” opportunities



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.