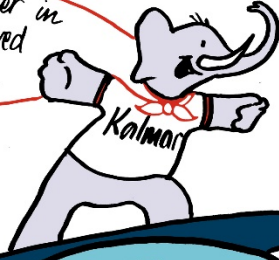


Why invest in Cargotec?

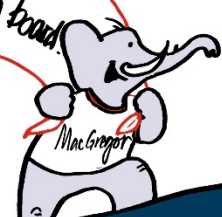
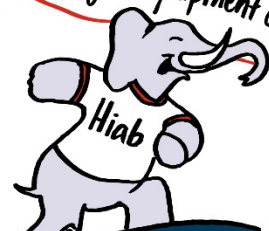


♥ Our target:
To become the leader in intelligent cargo handling

Every 4th container in the WORLD is moved by Kalmar solution.



Every other ship in the world has MacGregor equipment on board.



♥♥ We have strong brands and a loyal global customer base

♥ Several favorable megatrends support our growth prospects

- DIGITALISATION
- GLOBALISATION
- TRADE GROWTH
- URBANISATION
- GROWING MIDDLE CLASS

CONTAINER TRAFFIC
PORT AUTOMATION

MARKET POSITION
#1, #2
IN MAJOR SEGMENTS

CONSTRUCTION ACTIVITY

MARKET POSITION
#1, #2
IN MAJOR SEGMENTS

SHIP BUILDING

MARKET POSITION
#1, #2
IN MAJOR SEGMENTS



● Transformation from equipment provider into a leader in intelligent cargo handling

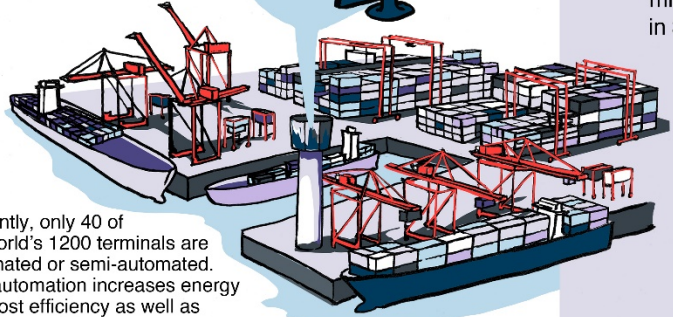


● Unique position to benefit from the growth prospects in port automation and software



● Growing services and software business increase stability of our business

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

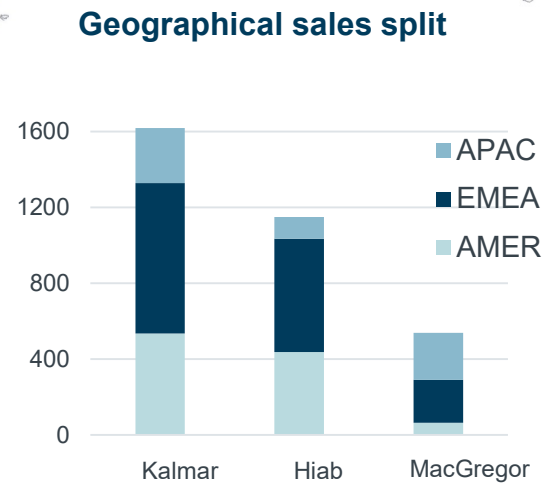
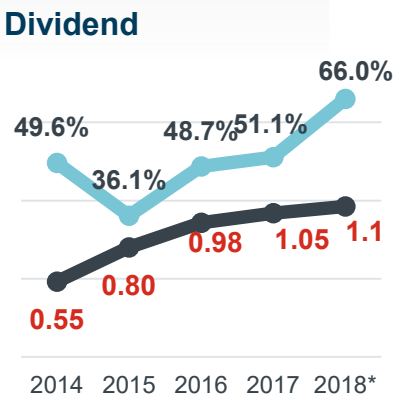
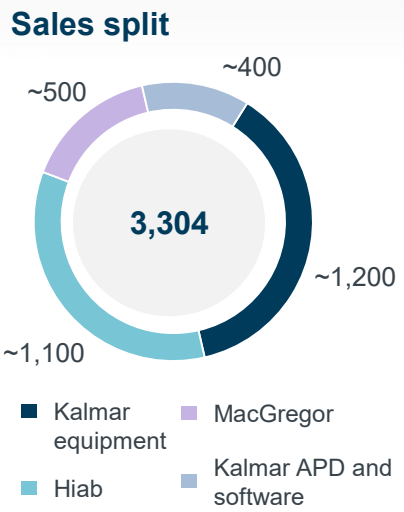
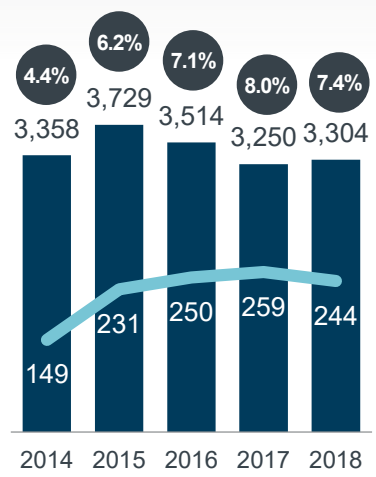
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Targets announced in September 2017

CARGOTEC KEY FIGURES 2018



Sales	Operating profit*	Orders received	Employees	Service and software sales
MEUR 3,304	MEUR 244, 7.4% of sales	MEUR 3,756	11,987	MEUR 1,079, 33% of total



2017 figures have been restated according to IFRS 15 and calculated by using the new definitions for the equipment, service and software businesses announced in March 2018. * Board proposal **Excluding restructuring costs

Cargotec's vision is to become the leader in intelligent cargo handling by focusing on four must-win battles

Win through customer centricity

Advance in services

Accelerate digitalisation

Productivity for growth