

CEO Mika Vehviläinen

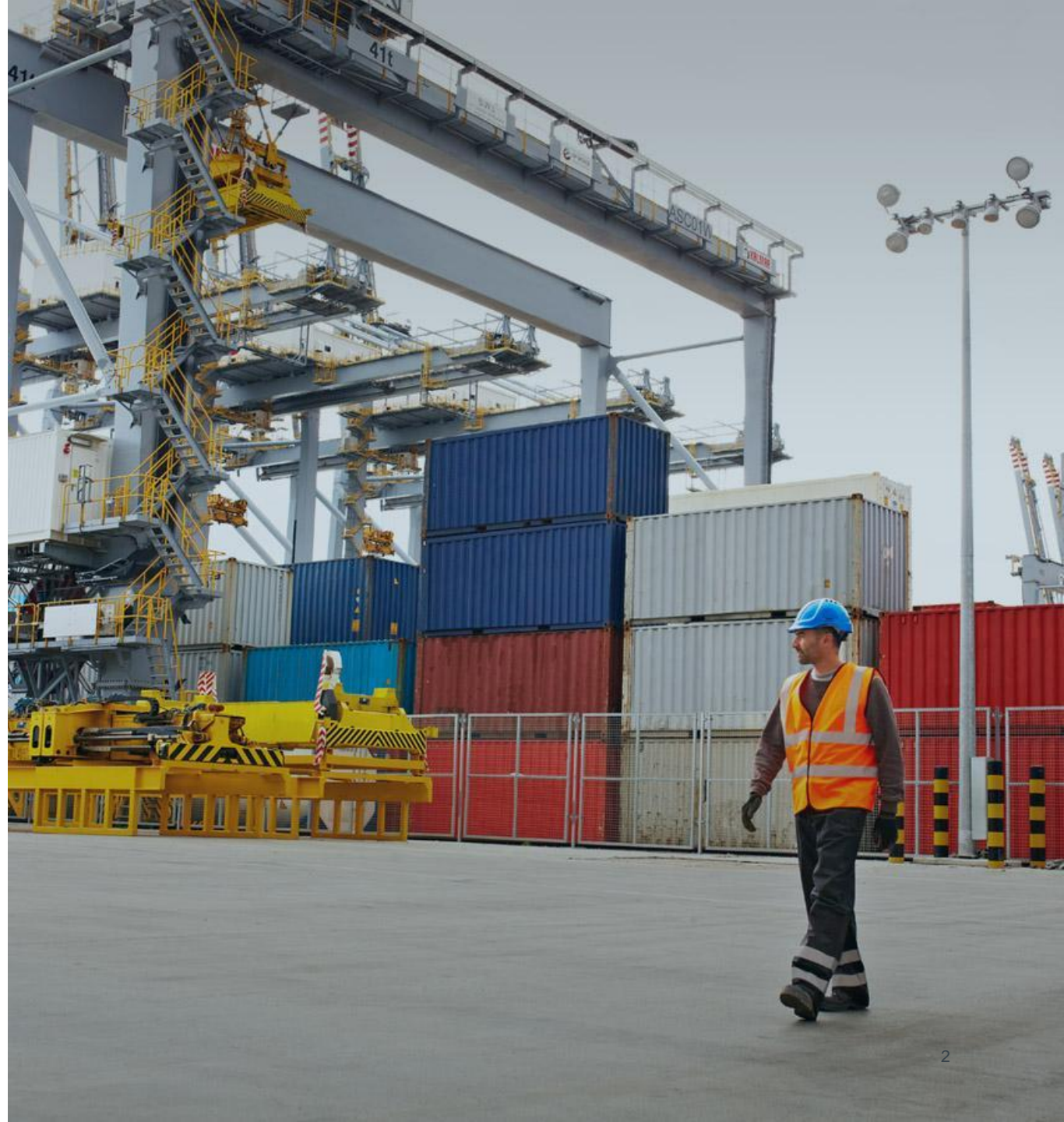
Annual General Meeting 2022

17 March 2022

Safe harbour statement

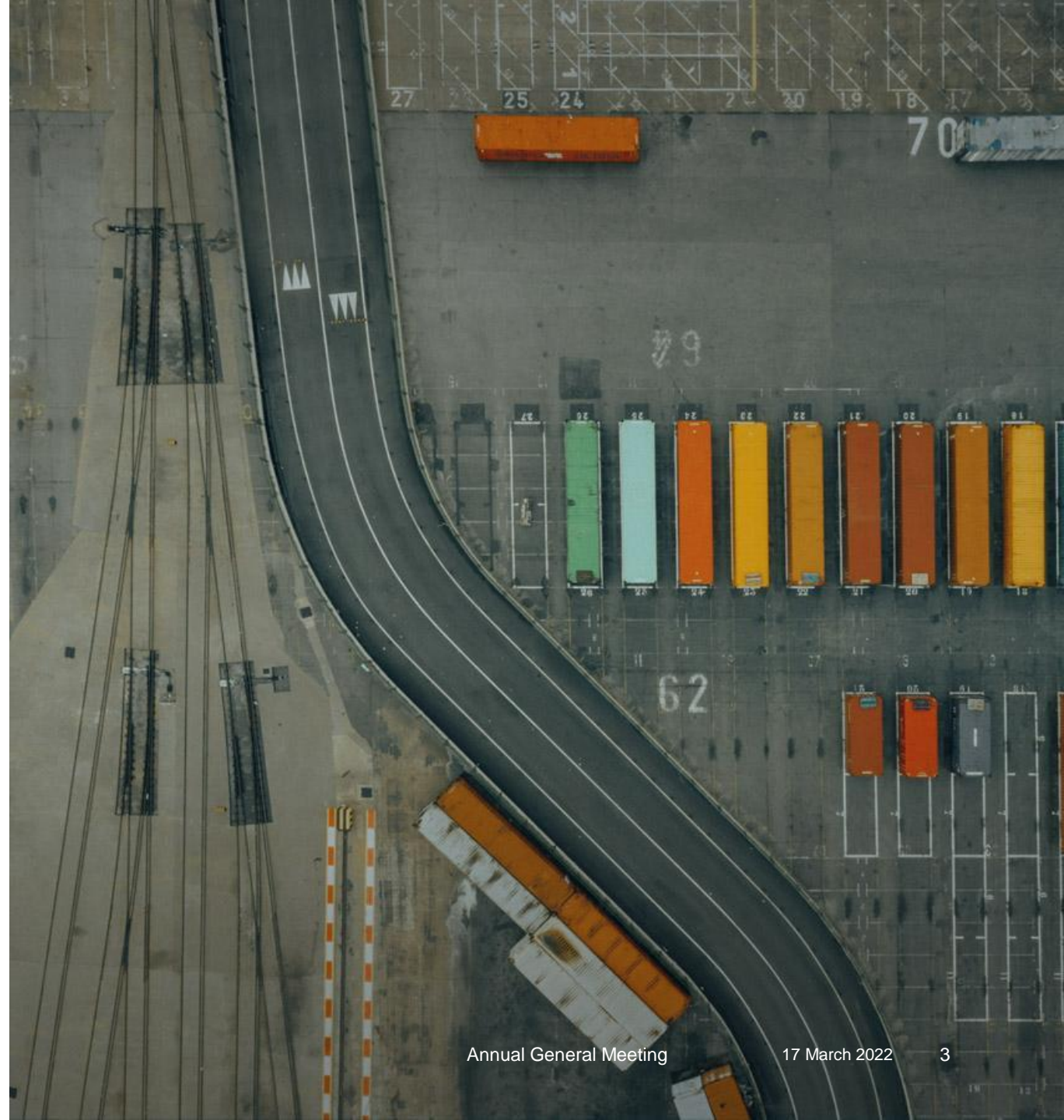
Disclaimer

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.



Contents

- 2021 highlights
- Market environment
- 2021 Financials
- Strategy and sustainability
- Dividend and outlook



Highlights of 2021

What went well

- Refined strategy launched with **sustainability** and **profitable growth** as breakthrough objectives
- **Electric offering** available in all product categories
- Strong market in all businesses led to **record high orders received**
- Record year for **service** business
- Great year for **Hiab**

Challenges we faced

- **Covid-19** continued to pose challenges
- **Supply chain challenges** limited sales and profitability growth
- Material and logistic **cost inflation** started putting pressure on margins
- Cost overruns related to new product developments in **offshore wind energy** projects dented MacGregor's result
- Only one **port automation** order received

Strong demand throughout the year, supply chain challenges continued in H2

Orders received increased by 42%

- Clear improvement in most businesses & product categories
- Service orders increased by 18%

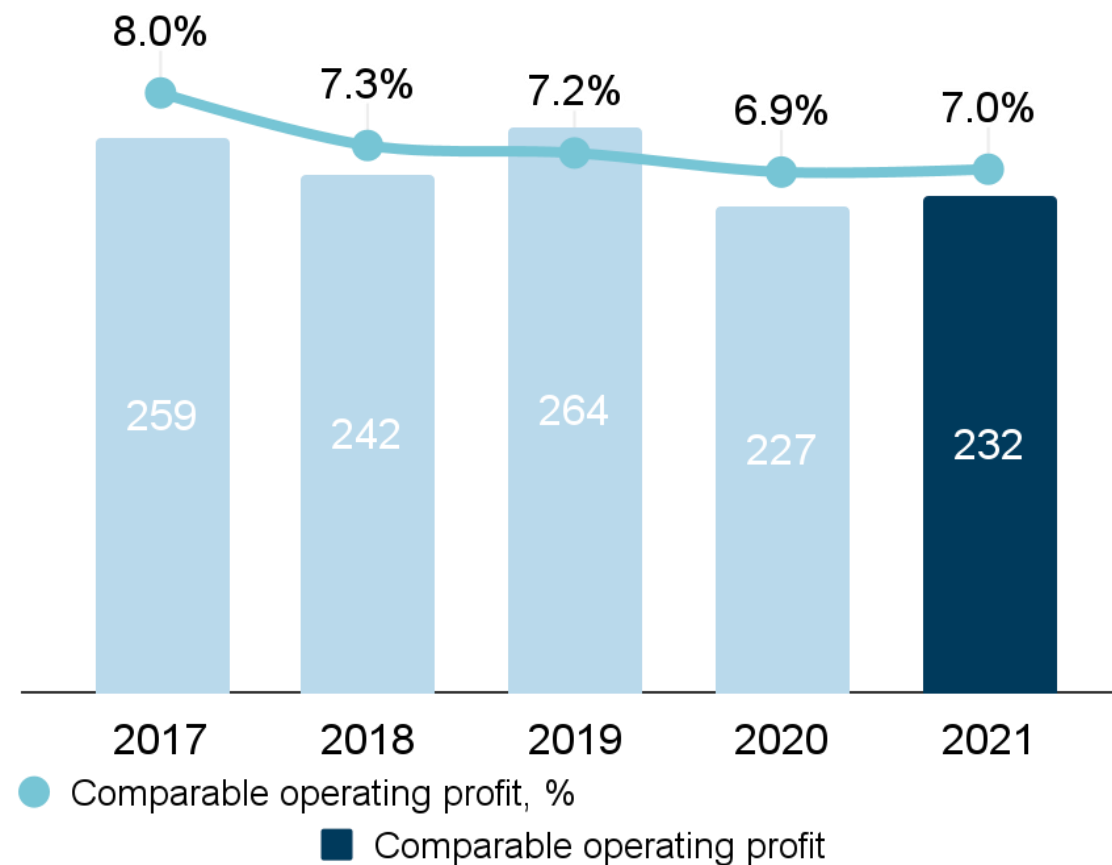
Sales increased by 2%

- Service sales increased by 7%
- Share of service and software 35%
- Share of eco portfolio 19%

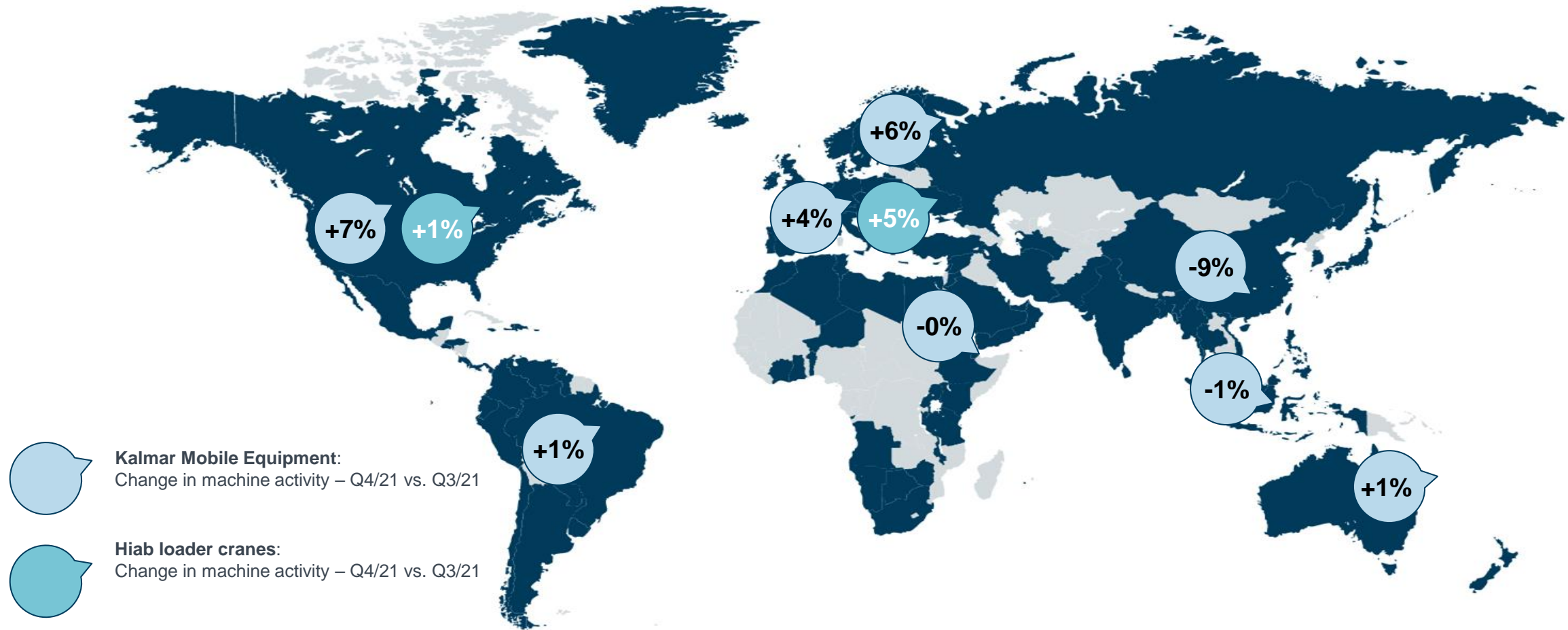
Comparable operating profit

Increased by 2%

- Kalmar -5% to 120 MEUR
- Hiab +29% to 166 MEUR
- MacGregor <-100% to -15 MEUR

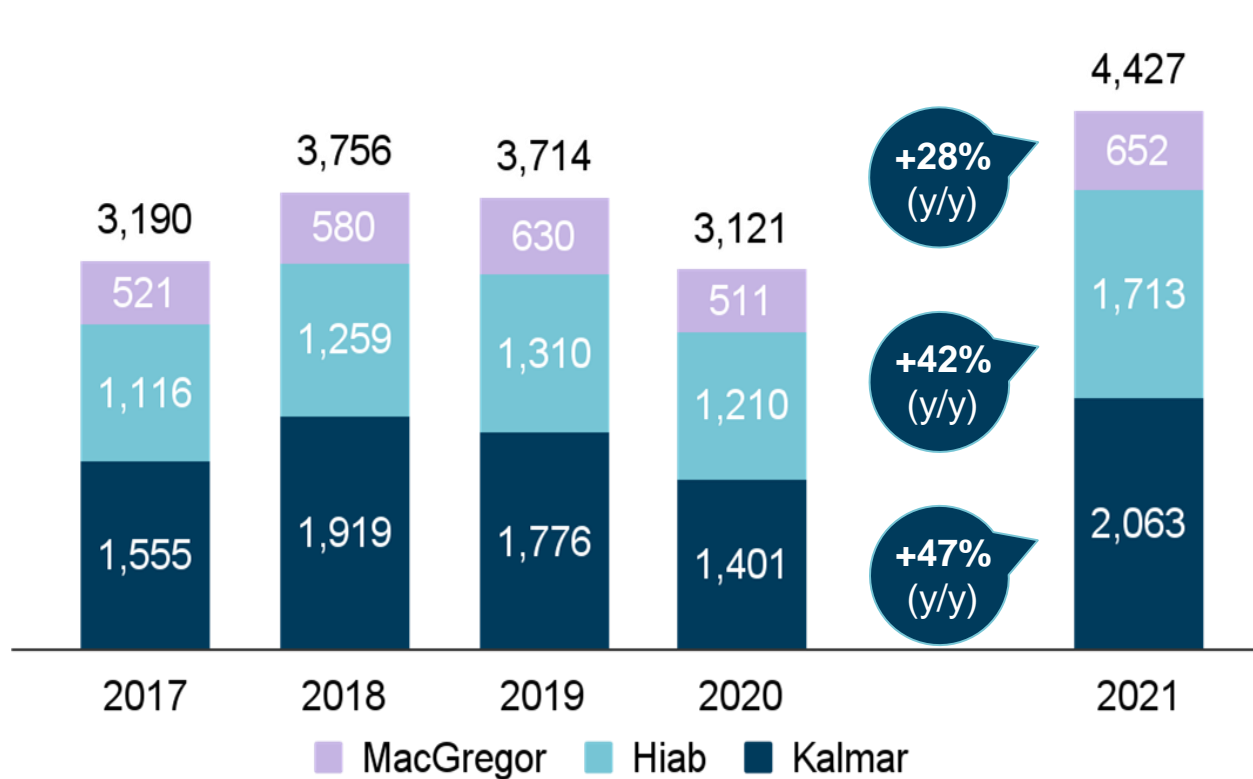


Equipment utilisation at a high level in the main market areas

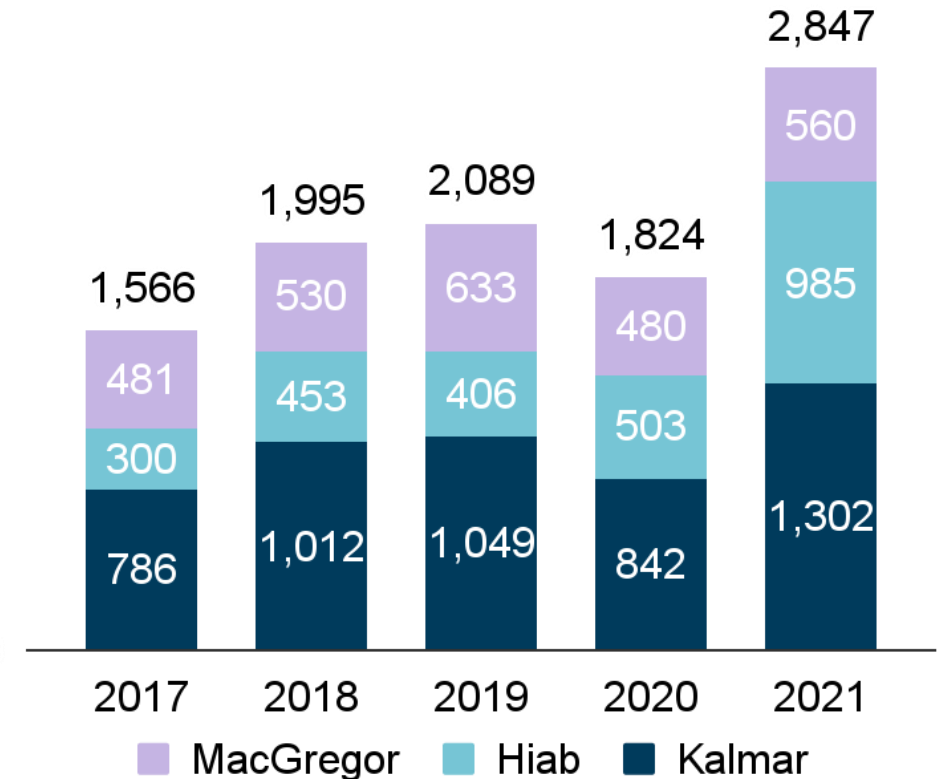


Record high orders in 2021 driven by Kalmar mobile equipment and Hiab

Orders received
MEUR



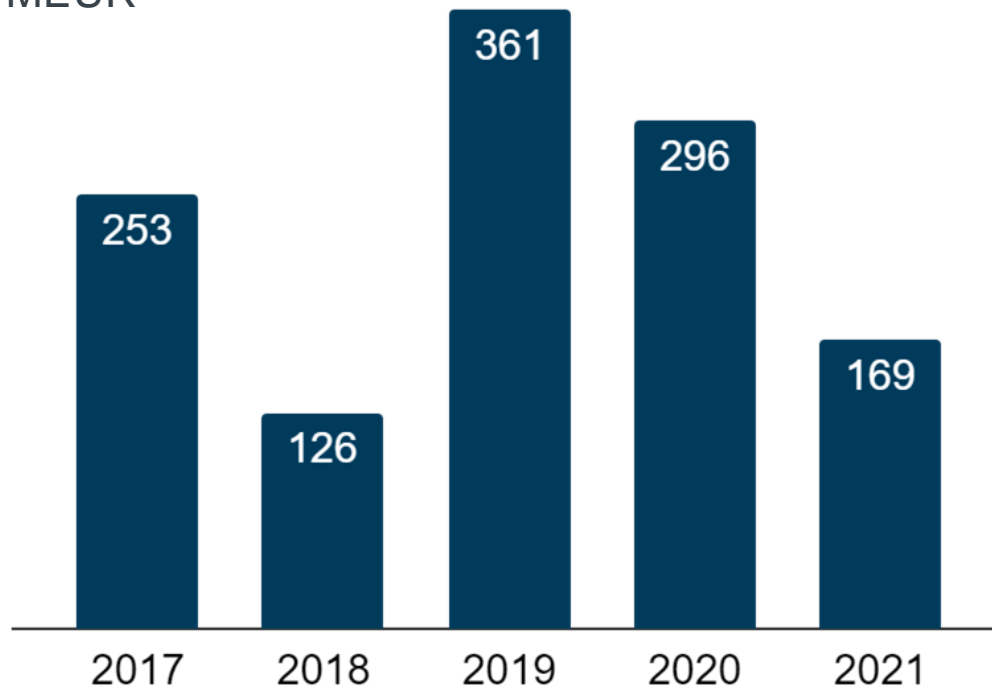
Order book
MEUR



Strong balance sheet, cash flow affected by increased inventories

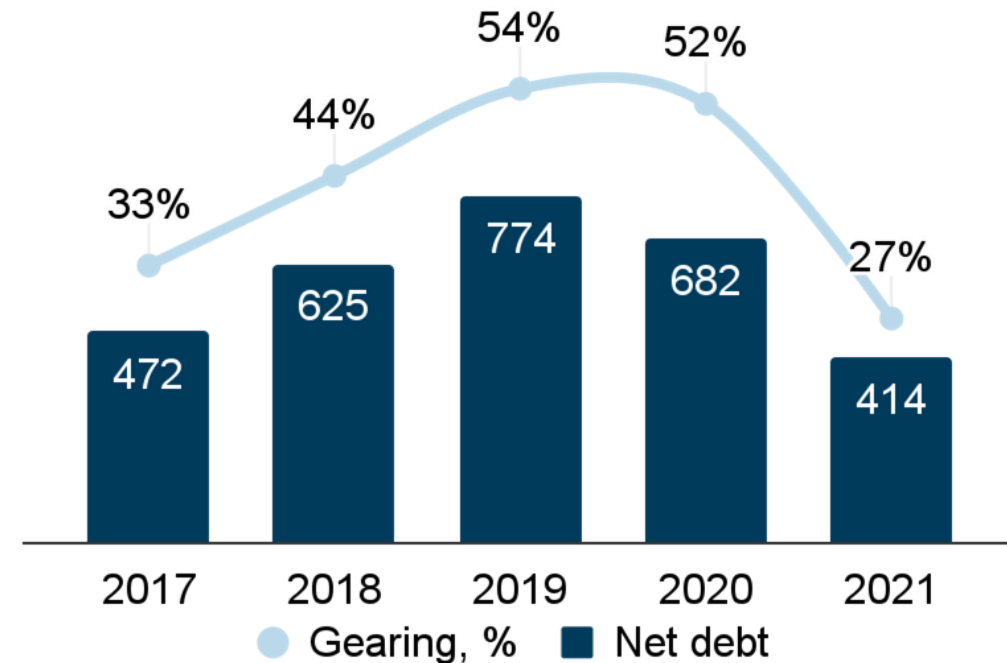
Cash flow from operations*

MEUR



Net debt & gearing

MEUR



Key figures – Gain from sale of Navis business had significant impact on operating profit

	2021	2020	Change
Orders received, MEUR	4,427	3,121	42%
Order book, MEUR	2,847	1,824	56%
Sales, MEUR	3,315	3,263	2%
Comparable operating profit, MEUR	232	227	2%
Comparable operating profit, %	7.0%	6.9%	10bps
Items affecting comparability, MEUR	124	-156	>100%
Operating profit, MEUR	356	70	>100%
Operating profit, %	10.7%	2.2%	850bps
Net income, MEUR	247	8	>100%
Earnings per share, EUR	3.82	0.13	>100%
Earnings per share, EUR*	2.37	1.61	47%
ROCE, %**	14.5%	2.8%	1170bps



Strategy and sustainability

Megatrends support our long term growth prospects

Global growth & economic development

Need for transportation is growing, In densely populated cities, load handling solutions must be quiet, safe and low in emissions

Sustainability

Customers face increasing pressure to address climate change which presents great opportunities for us to innovate new solutions that tackle the customers' challenges

Digitalisation

We are supporting our customers to optimise their operations, improve productivity and safety and reduce inefficiencies and emissions with software, automation and intelligent solutions

Our refined strategy was published in April

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

Concrete actions in the areas where we want to win

Grow in core and adjacent businesses & markets

Hiab acquired Galfab, a US based demountables manufacturer



Solve customer challenges in climate change and sustainability

Kalmar launched three new 100% electric solutions



Invest in industry innovation and transformation

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



Expand lifecycle services

Record year in services, important lifecycle services contracts won

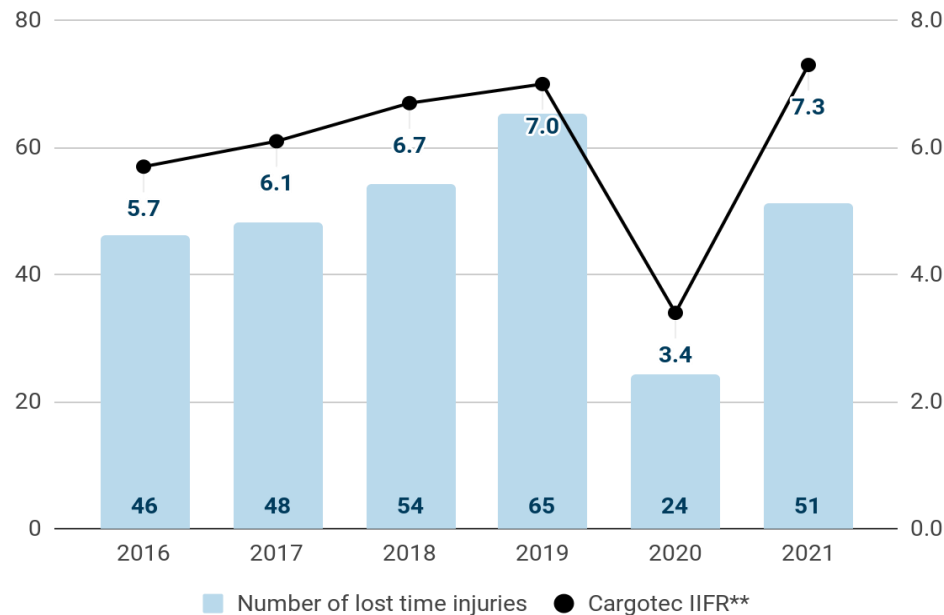


We create value for all stakeholder by being a 1.5 degree company

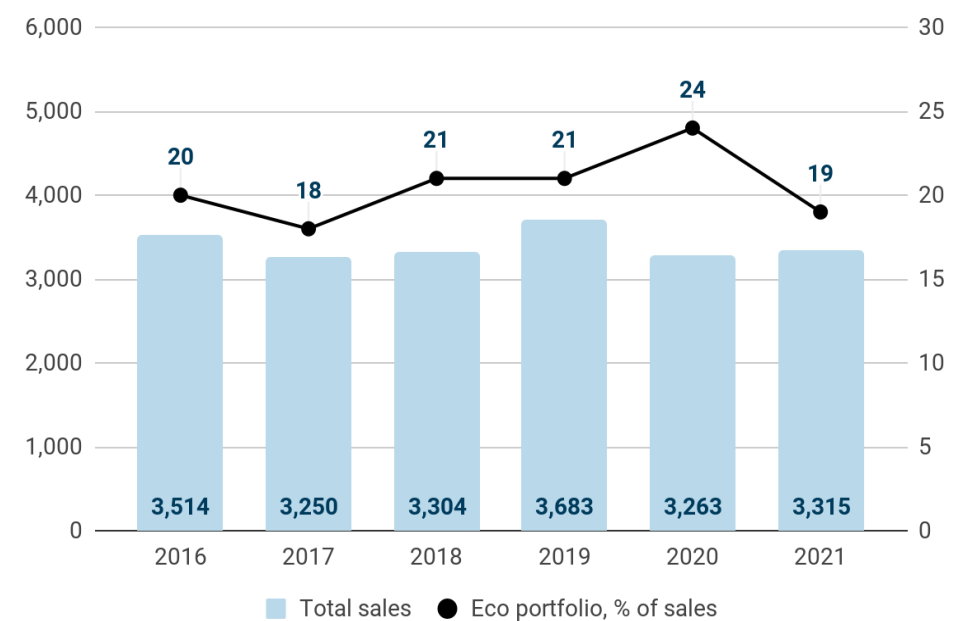


Employee favorability increased, while safety performance was a disappointment

Industrial injury frequency rate*



Eco portfolio MEUR

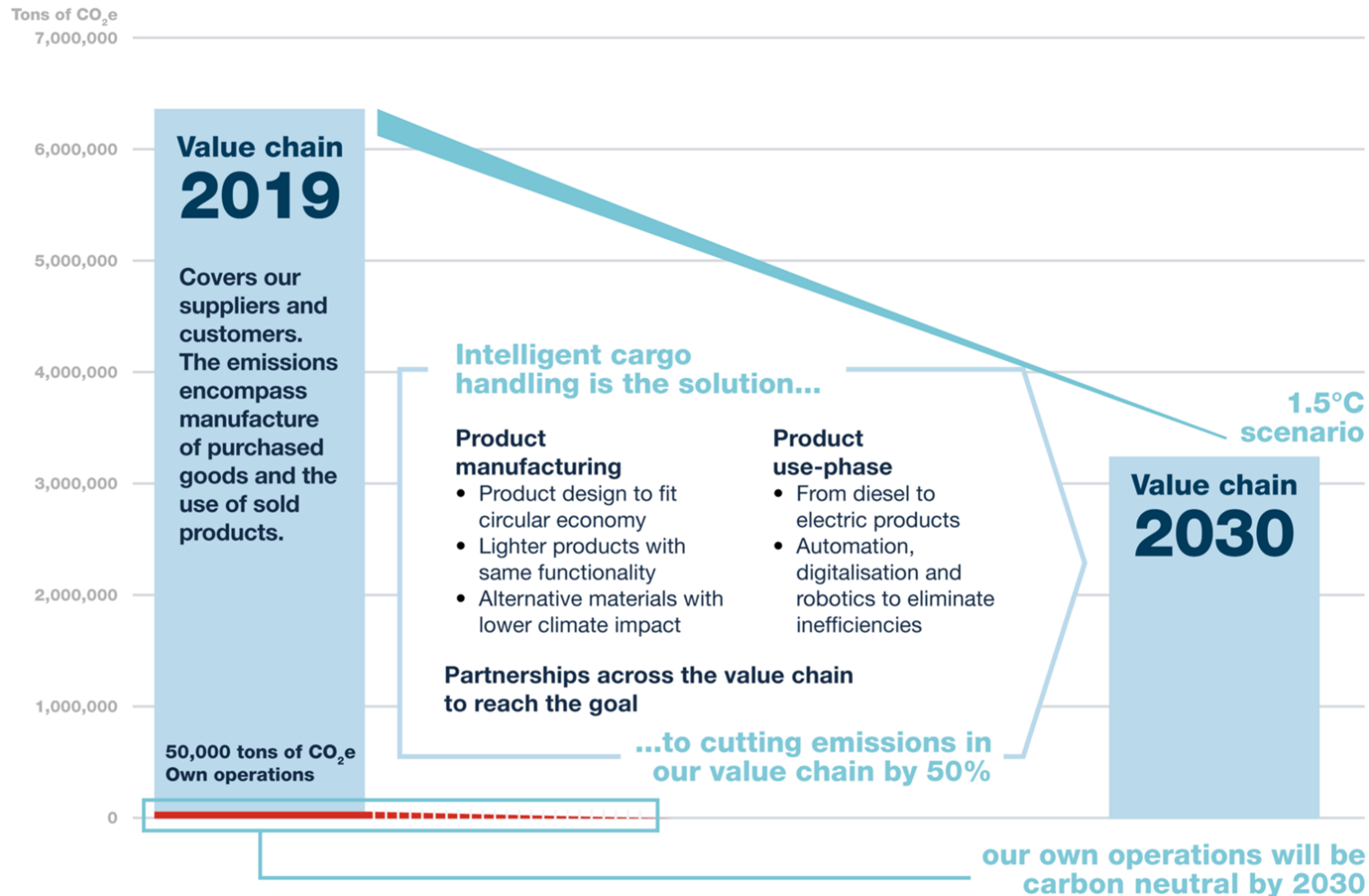


Compass Employee Engagement survey

Overall favourability of all answers in 2021 improved***

75%

Cargotec is committed to the 1.5 degree climate goal and aims to reduce its CO₂e emission by 50% by 2030

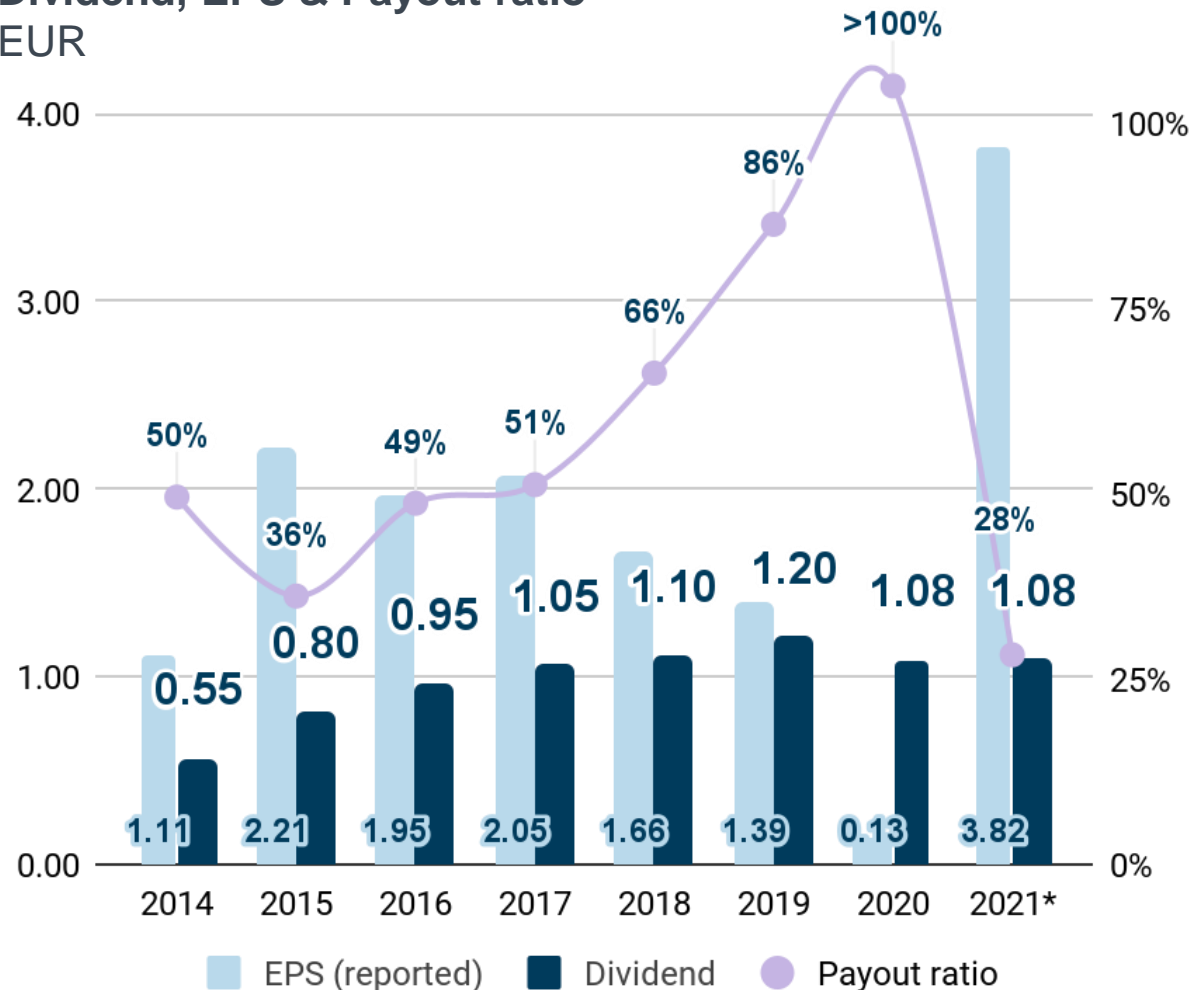


Dividend and Outlook



Dividend proposal of 1.08 EUR in 2021

Dividend, EPS & Payout ratio
EUR



- Maximum of EUR 70 million profit distribution in the Combination agreement
- Cargotec's Board of Director's proposes to the AGM to be held on 17 March 2022:
 - Dividend of 1.08 per class B share
 - Record date 21 March 2022
 - Payment date 28 March 2022
- 2021 EPS includes gain from Navis disposal
 - Calculated from EPS excl. items affecting comparability, payout ratio for 2021 is 46%

Outlook for 2022

Cargotec estimates 2022 comparable operating profit to improve compared to 2021 (EUR 232 million)





1.5

DEGREE COMPANY

Let's reduce CO₂ emissions at least 50 percent by 2030.
This is critical for limiting global warming to 1.5 degrees.

