



27 April 2022

Improved profitability despite supply chain challenges

Cargotec's January–March 2022 interim report
Mika Vehviläinen, CEO • Mikko Puolakka, CFO

- New strategy focusing on sustainability and higher financial performance
- Excellent progress in services and in Hiab continued
- Uncertainty on deliveries due to component availability continues

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.

Contents

- Q1/22 highlights
- Market environment
- Group level development
- Refocusing for higher financial performance
- Business areas
- Financials and outlook



Highlights of Q1/22 – Improved profitability despite supply chain challenges

Orders received increased by 2%

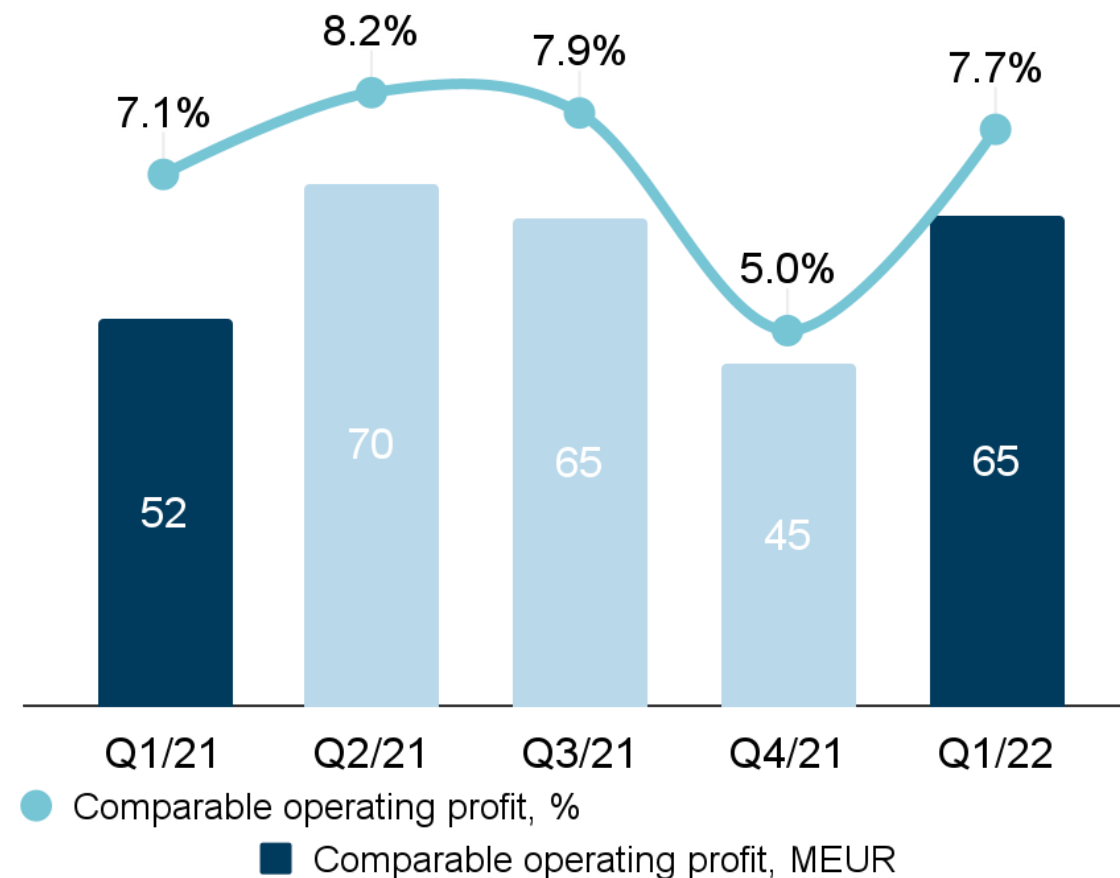
- Driven by core businesses

Sales increased by 17%

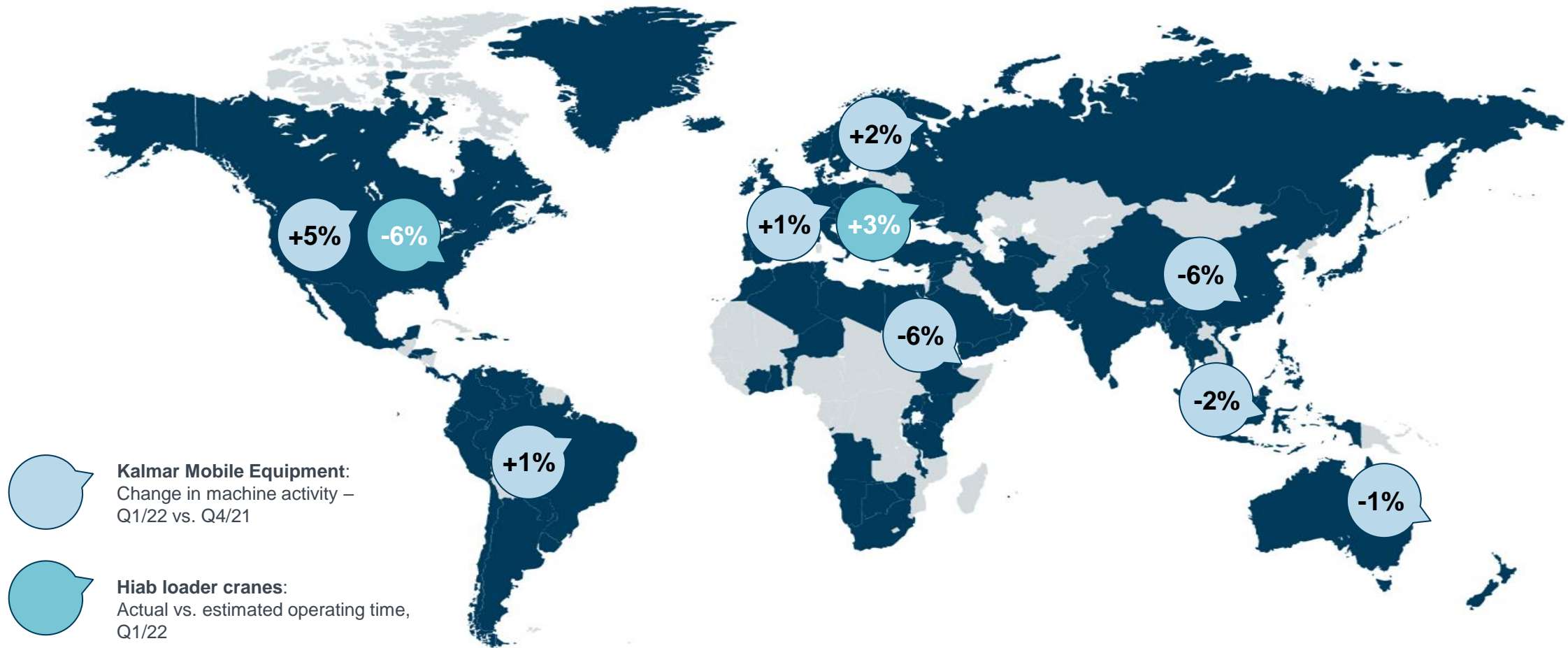
- Clear improvement in all business areas
- Service sales increased by 12%
- Eco portfolio sales increased by 38 % to 24 % of total sales

Comparable operating profit
increased by 26%

- Kalmar +8 MEUR
- Hiab +10 MEUR
- MacGregor -3 MEUR

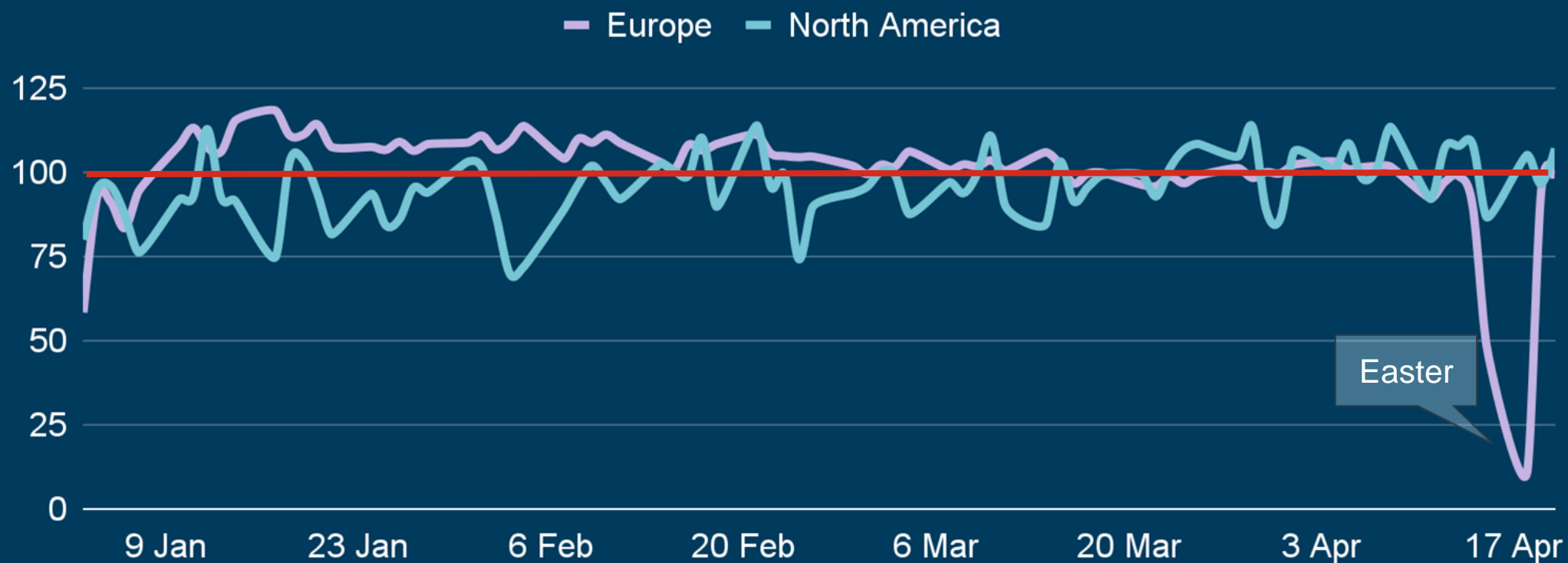


Equipment utilisation remains at a high level in the main market areas



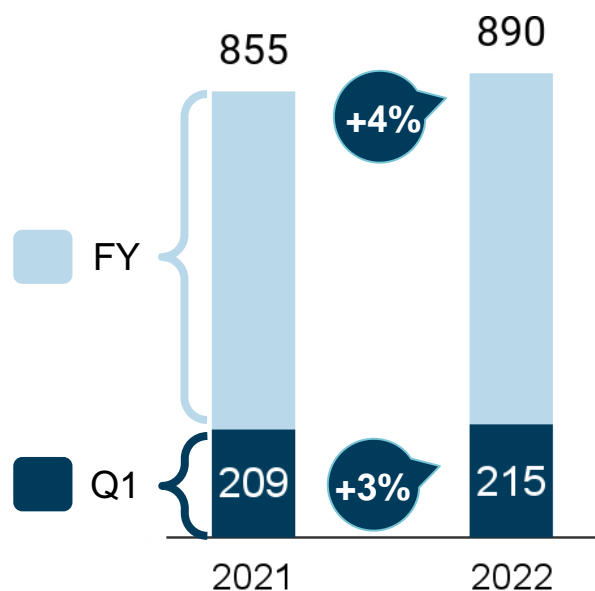
Loader crane data shows that utilisation remains at a high level

Hiab's connected loader crane average operating time vs. expected



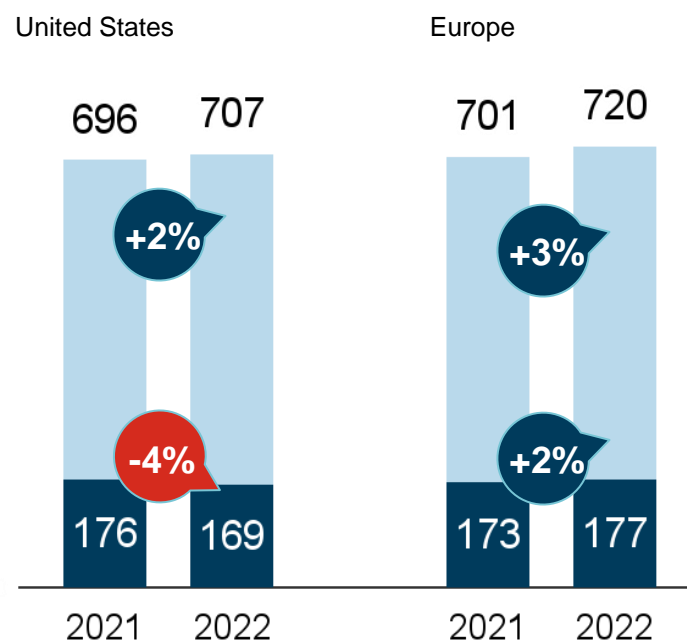
Market environment - Growth is estimated to continue - increased economic uncertainty

Global container throughput¹ –
Key driver for Kalmar



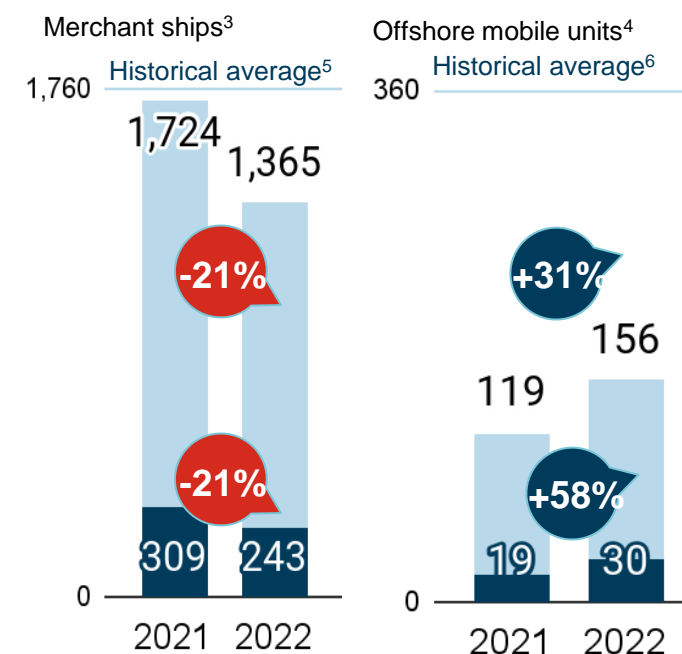
- Growth continues

Construction output² –
Key driver for Hiab



- Modest growth expected for 2022

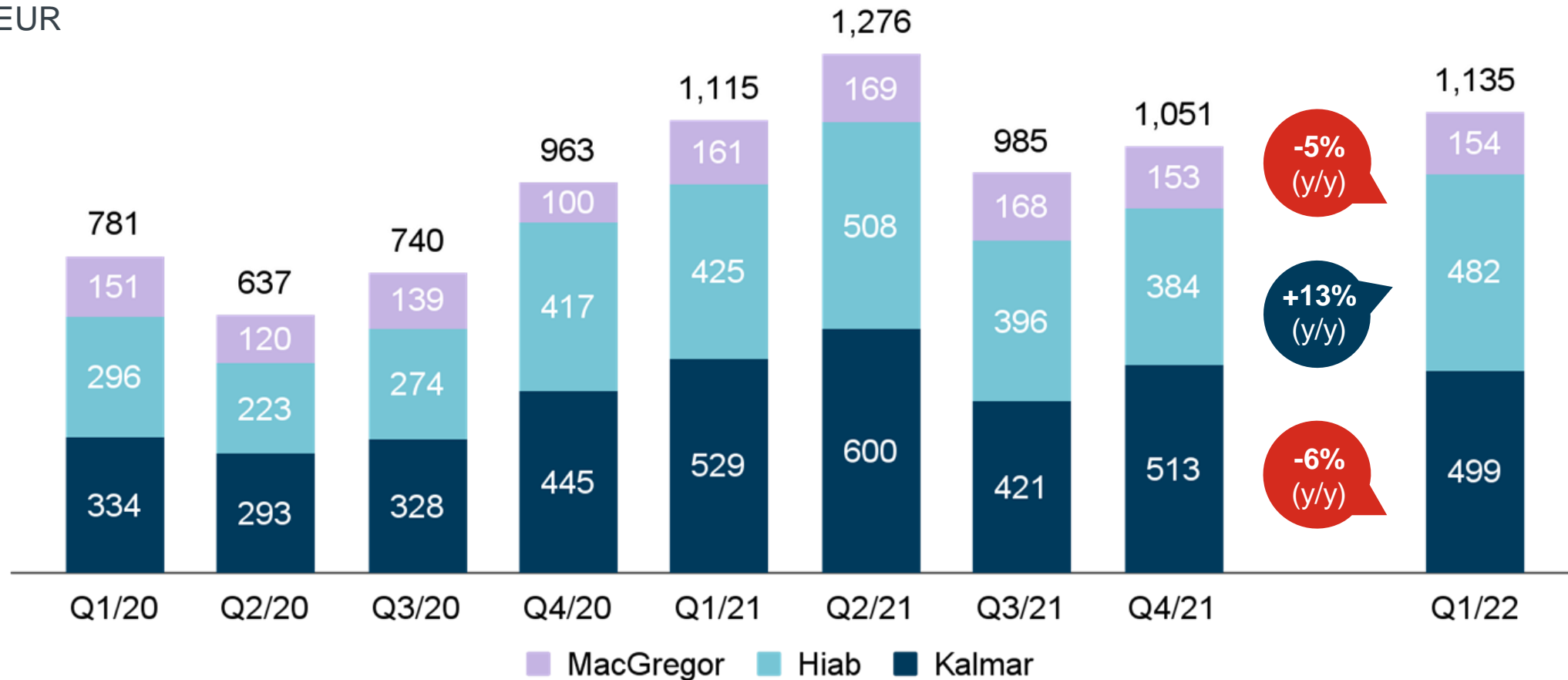
Long term contracting –
Key driver for MacGregor



- Positive market outlook despite decline in merchant vessel contracting

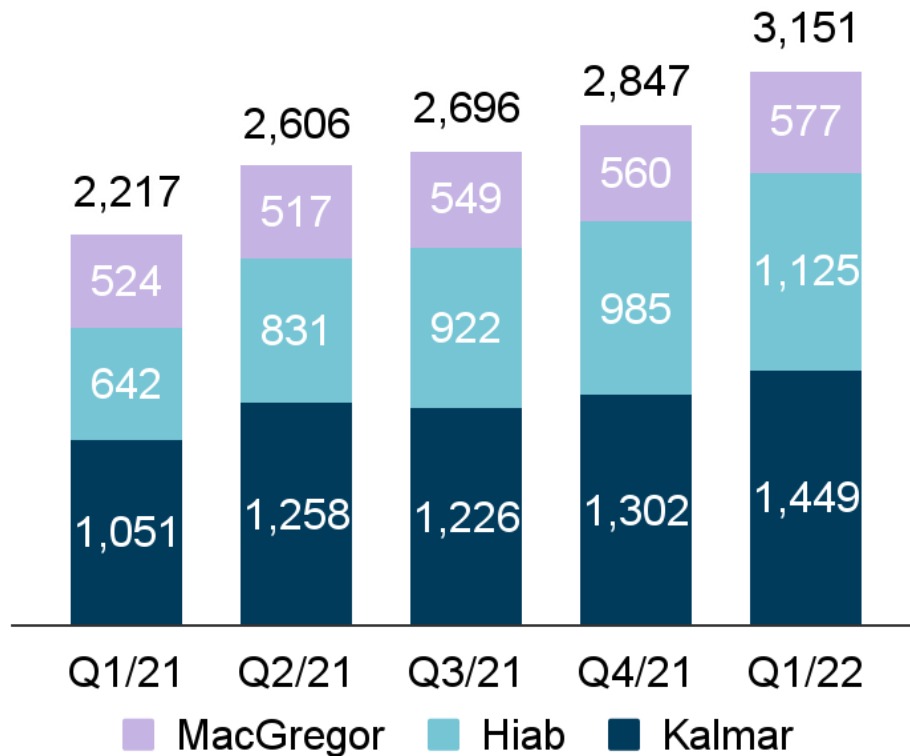
Orders received continued to improve in Hiab and in Kalmar's core business

Orders received
MEUR

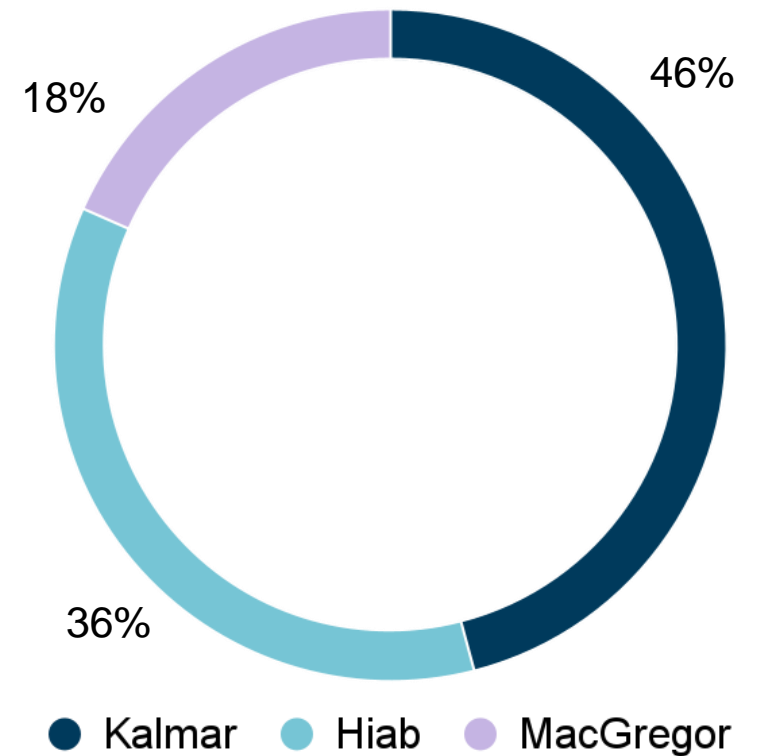


Order book extends beyond 2022

Order book
MEUR

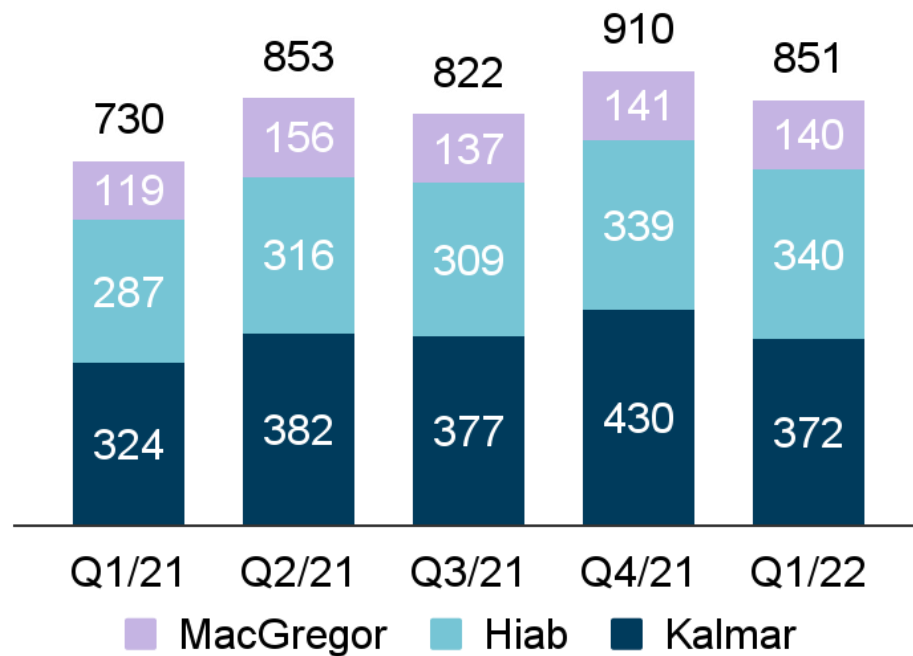


Order book by reporting
segment, 31 March 2022

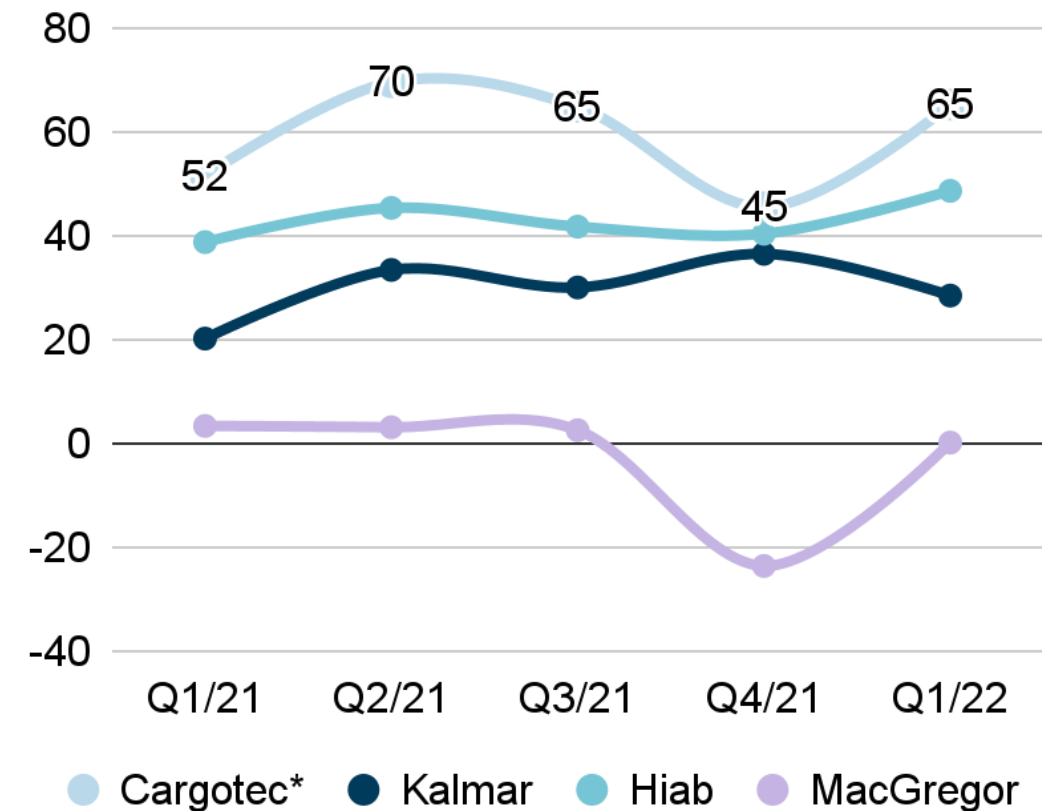


Sales and comparable operating profit improved driven by the core businesses

Sales MEUR



Comparable operating profit MEUR



*) Including Corporate admin and support

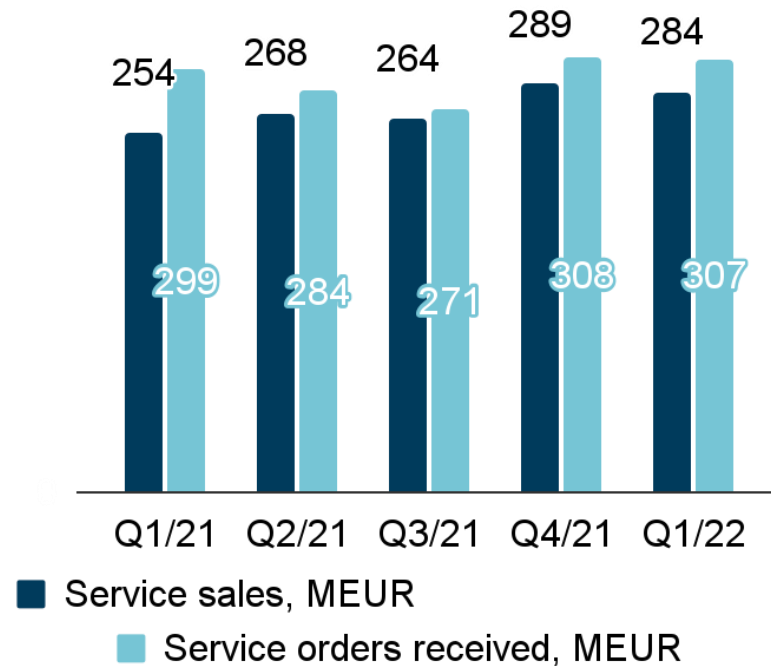
Services business at record level


Service orders received +2%

Service sales +12%

- Kalmar +10%
- Hiab +10%
- MacGregor +17%

Service share 33% of total sales





Refocusing for higher financial performance through sustainability and growth in profitable core businesses

Our strategic direction remains the same...

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

...but we plan to further focus our business

ACCELERATE **HIAB**
GROWTH

FOCUS **KALMAR**
TOWARDS MOBILE
SOLUTIONS

EVALUATE
STRATEGIC
OPTIONS FOR
MACGREGOR

Kalmar ROBOTIC portfolio

We will support our customers with
lifecycle services as well as
market leading equipment and technology



Going forward – planned actions within next 12 months

Strategic evaluation of MacGregor business

On going

Plan to exit heavy cranes business in Kalmar

On going

Review of operational model to support refocused group

On going

Capital allocation priorities:

Accelerating
M&A
pipeline

Continuing R&D
investments in
Electrification, Robotics
and Digitalisation

Maintaining strong focus
on Mission Climate
actions

Concrete actions in the areas where we want to win

Grow in core and adjacent businesses & markets

Eco sales grew by 38% to 24% of total sales



Solve customer challenges in climate change and sustainability

The world's first orders for fully electric reachstackers received



Invest in industry innovation and transformation

Moffett E5 NX, third electric truckmounted forklift model introduced



Expand lifecycle services

Record order for electric truckmounted forklifts with a 5-year service agreement received



A full-page background image showing a worker in an orange and blue uniform cleaning a red Cargotec truck with a high-pressure water spray. The truck is parked at a port terminal, with a large gantry crane visible in the background. The worker is holding a high-pressure water spray gun, and a large plume of water is being directed at the truck's tire. The truck has the number '12' and the Cargotec logo on its side. The gantry crane in the background has the text 'm TERMINAL SC VALENCIA' on it. The scene is set outdoors under a clear blue sky.

Business areas

Kalmar Q1 – Core equipment and services improved

Strong demand continued

- Increase in core equipment and services
- First orders on world's first electric reachstackers

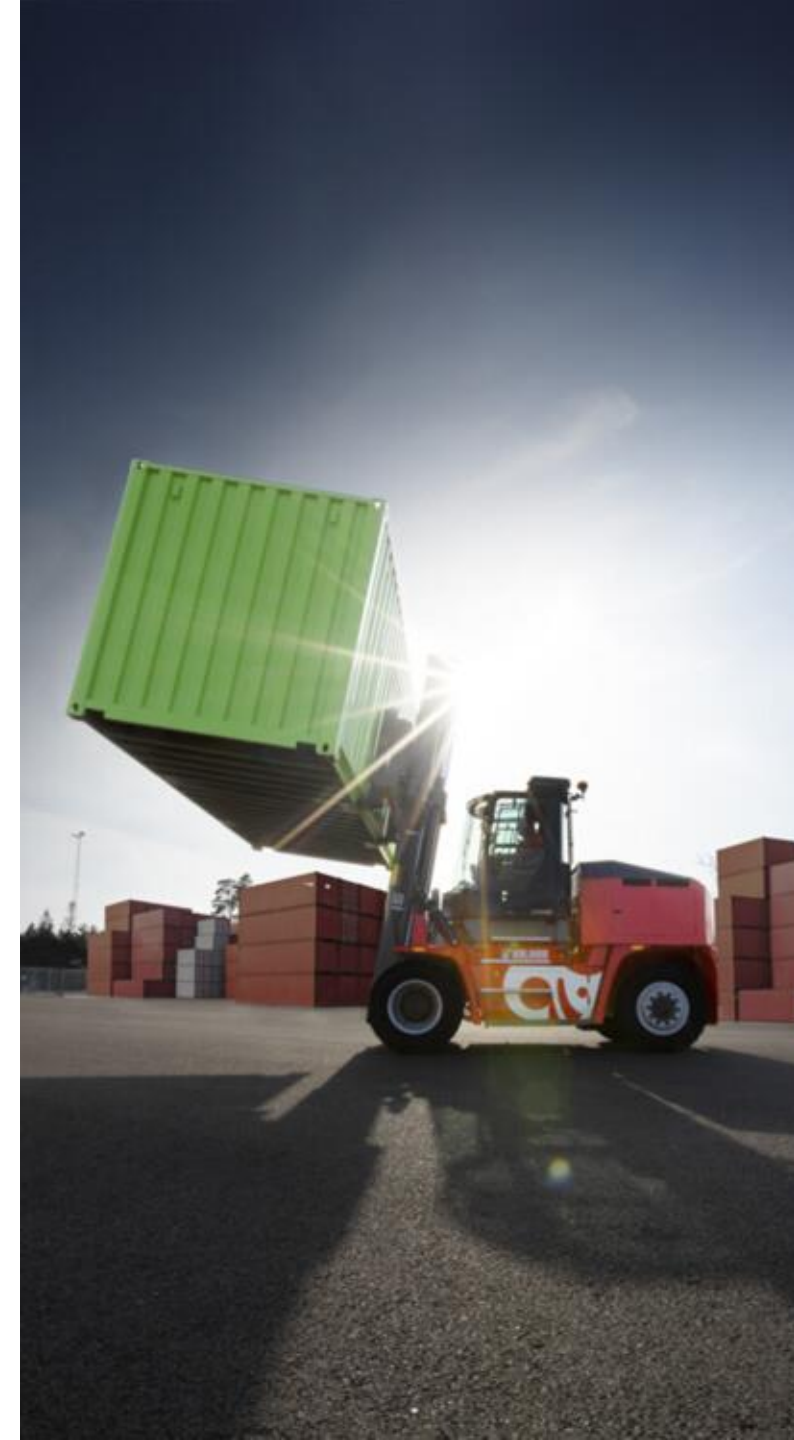
Sales increased by 15%

- Increase in core equipment
- Service sales +10%
- Negative impact from supply chain challenges

Comparable operating profit increased

- Higher mobile equipment sales

MEUR	Q1/22	Q1/21	Change
Orders received	499	529	-6%
Order book	1,449	1,051	38%
Sales	372	324	15%
Service sales, %	33%	35%	-200bps
Comparable operating profit	28	20	41%
Comparable operating profit margin	7.7%	6.2%	140bps



Hiab Q1 – Strong start to the year

Strong demand continued

- Second highest quarter in Hiab's history
- Large one-time orders
- Record order for electric truck mounted forklifts received

Sales increased by 18%

- Service sales +10%
- Supply chain and truck chassis availability challenges continued

Comparable operating profit increased

- Higher sales

MEUR	Q1/22	Q1/21	Change
Orders received	482	425	13%
Order book	1,125	642	75%
Sales	340	287	18%
Service sales, %	27%	30%	-300bps
Comparable operating profit	49	39	25%
Comparable operating profit margin	14.3%	13.5%	80bps



MacGregor Q1 - Order book continued to increase

Orders received decreased

- Increase in merchant vessels
- Decrease in services and in offshore sector

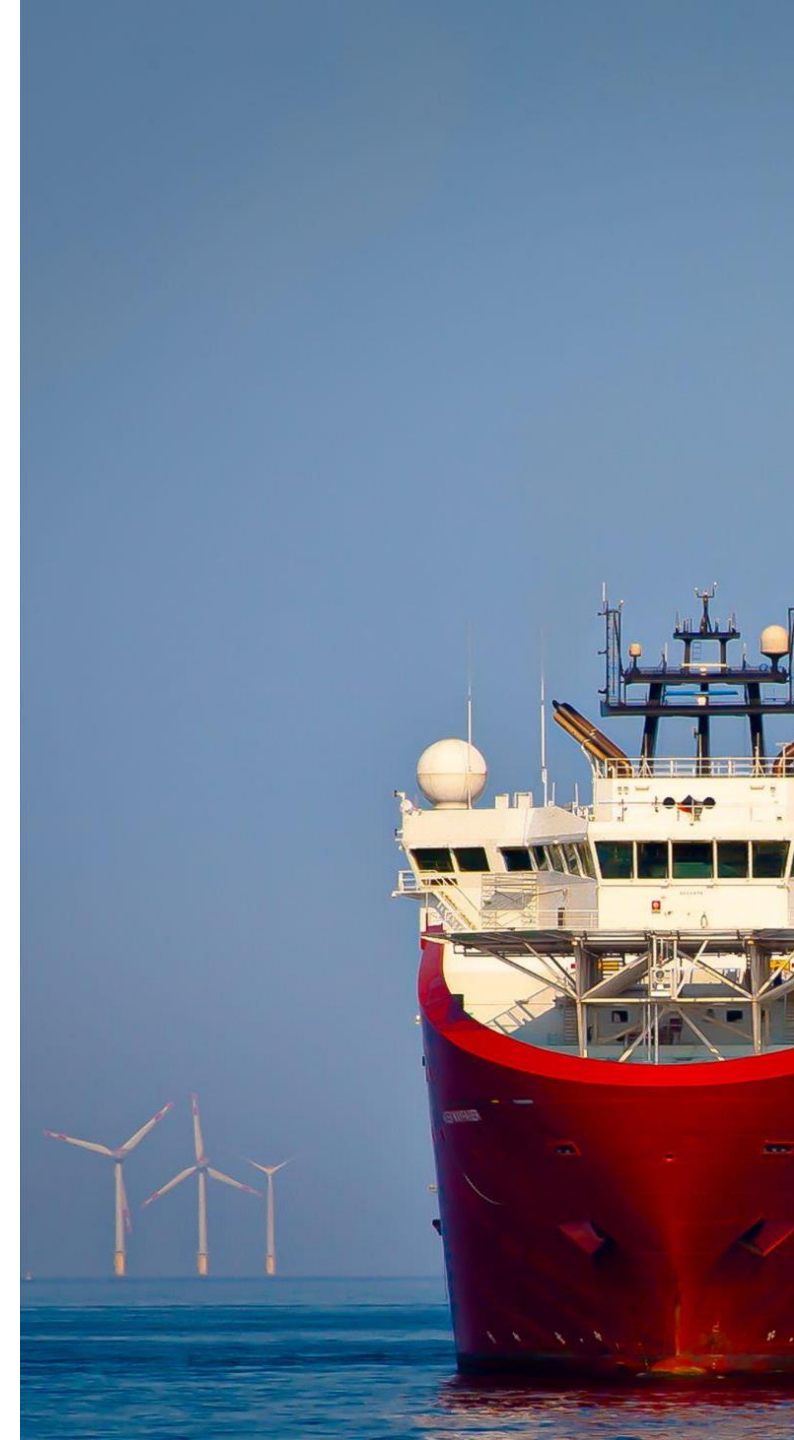
Sales increased

- Increase in services and in merchant vessels
- Decrease in offshore sector

Comparable operating profit decreased

- Improved result in merchant vessels
- Weak profitability in the offshore projects

MEUR	Q1/22	Q1/21	Change
Orders received	154	161	-5%
Order book	577	524	10%
Sales	140	119	18%
Service sales, %	48%	48%	0bps
Comparable operating profit	0	3	-96%
Comparable operating profit margin	0.1%	2.8%	-270bps





Financials and outlook

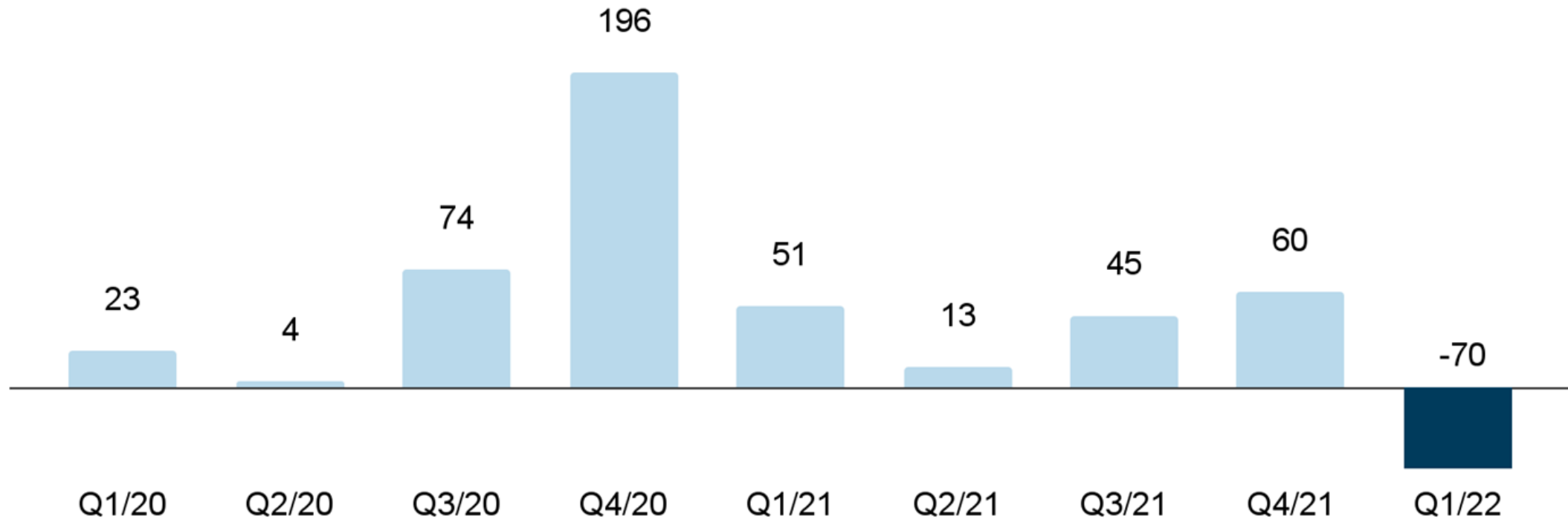
Key figures – Impairment provision related to business in Russia had a -10 MEUR impact on operating profit

	Q1/22	Q1/21	Change
Orders received, MEUR	1,135	1,115	2%
Order book, MEUR	3,151	2,217	42%
Sales, MEUR	851	730	17%
Comparable operating profit, MEUR	65	52	26%
Comparable operating profit, %	7.7%	7.1%	60bps
Items affecting comparability, MEUR	-28	-27	-3%
Operating profit, MEUR	37	25	53%
Operating profit, %	4.4%	3.4%	100bps
Net income, MEUR	21	10	>100%
Earnings per share, EUR	0.33	0.15	>100%
Earnings per share, EUR*	0.63	0.42	51%
ROCE, %**	15.3%	2.9%	1240bps

Cash flow affected by increased inventories

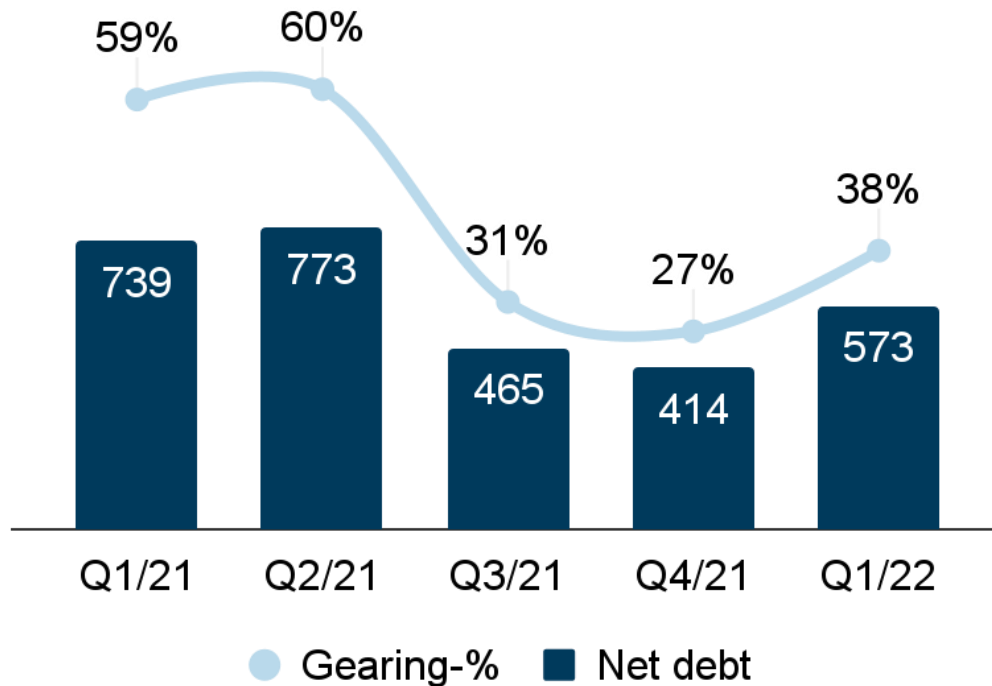
Cash flow from operations before financing items and taxes

MEUR

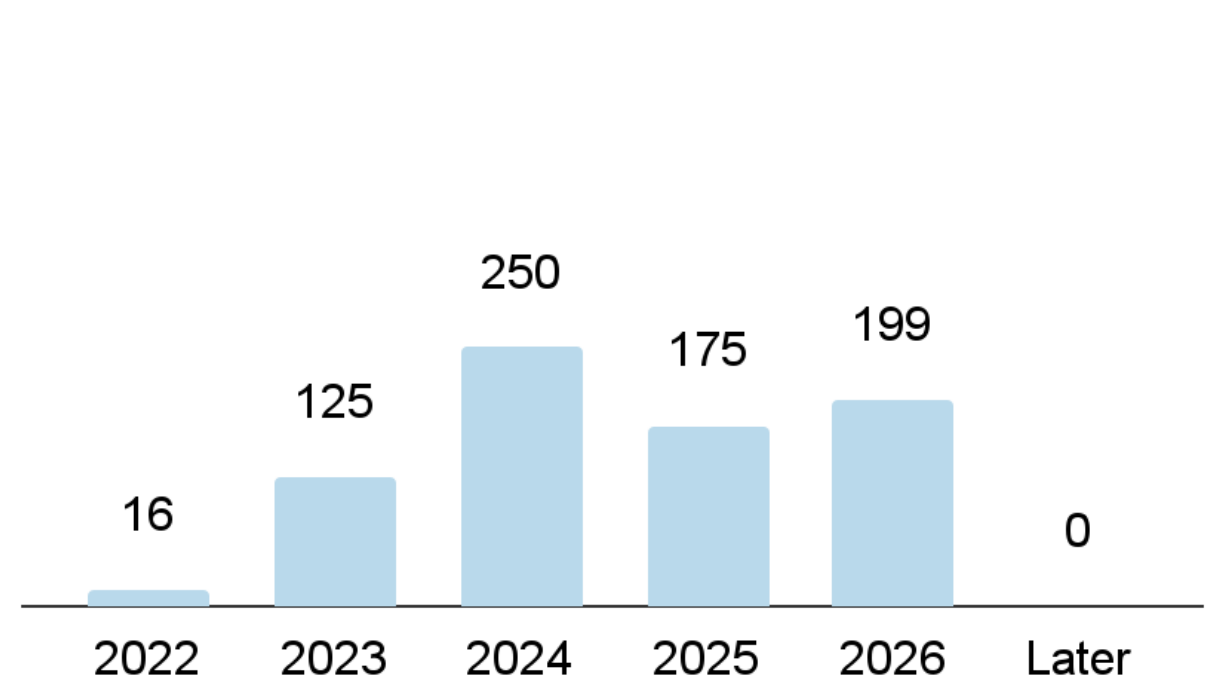


Net debt affected by inventory build-up and dividend payment

Net debt & gearing
MEUR



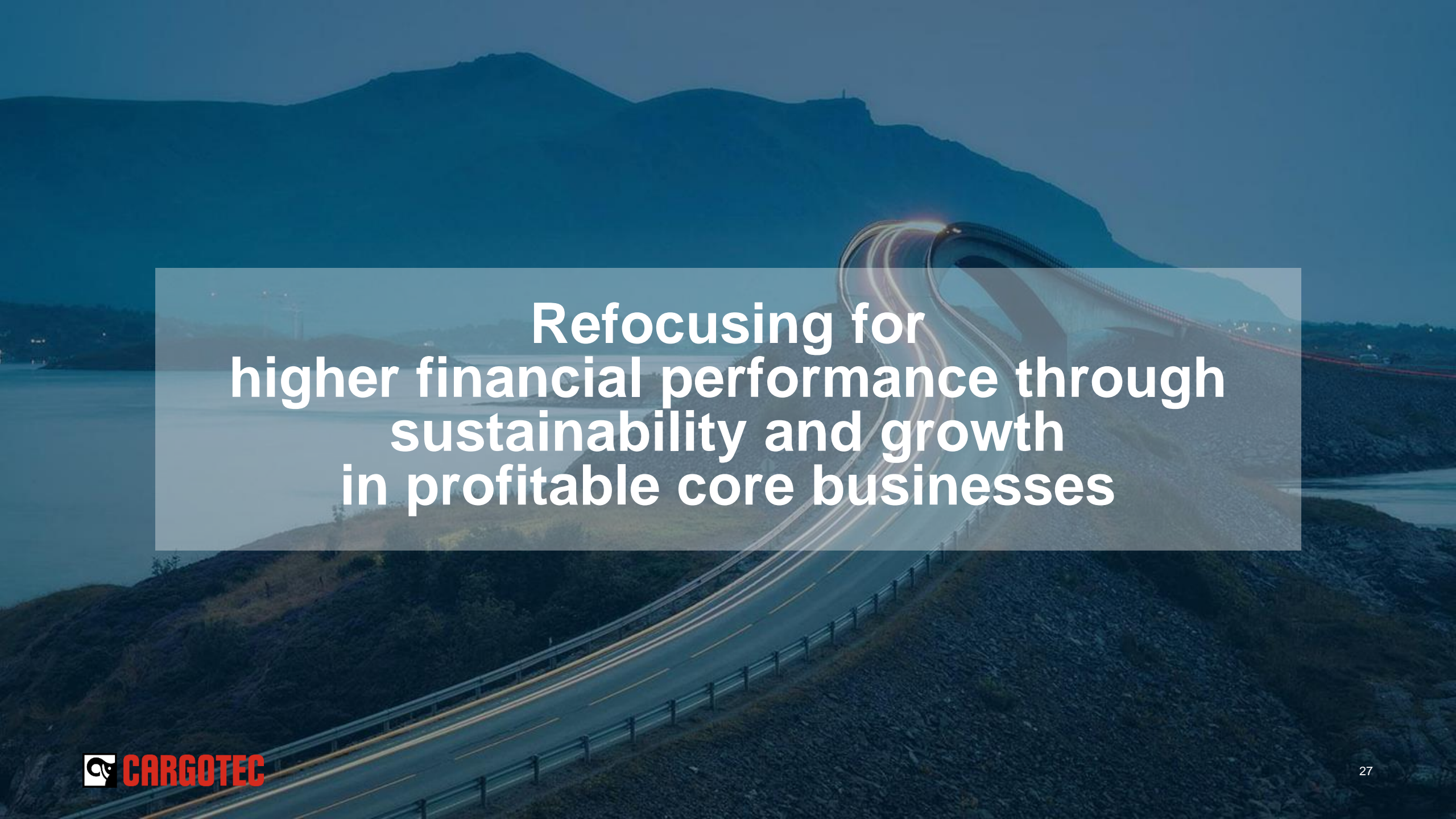
Maturity profile, 31 March 2022



Outlook for 2022

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





**Refocusing for
higher financial performance through
sustainability and growth
in profitable core businesses**

