

Cargotec Q2/2022 pre-silent call

Becoming the global leader in sustainable cargo flow

CFO Mikko Puolakka

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 Q1/22 – Improved profitability despite supply chain challenges

Orders received increased by 2%

- Driven by core businesses

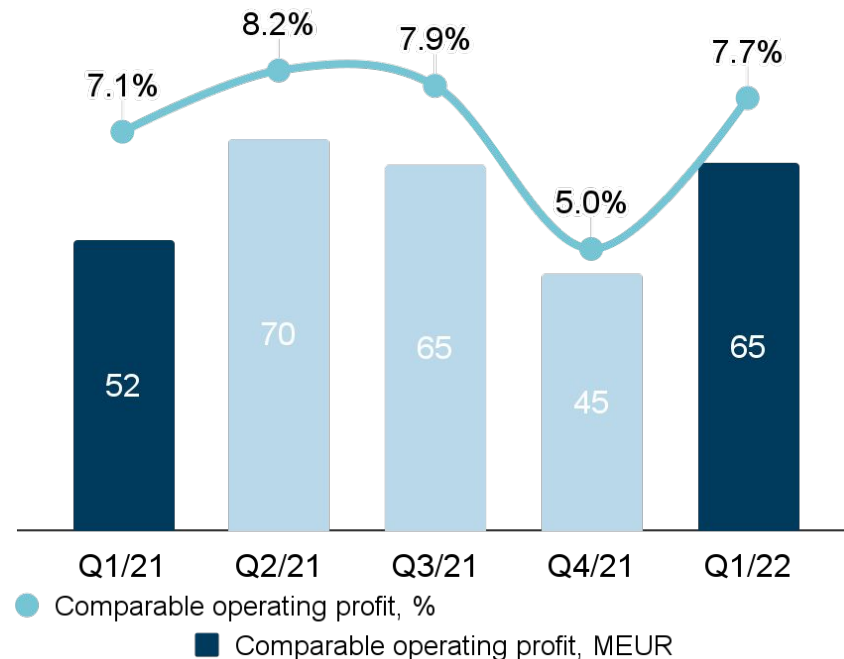
Sales increased by 17%

- 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

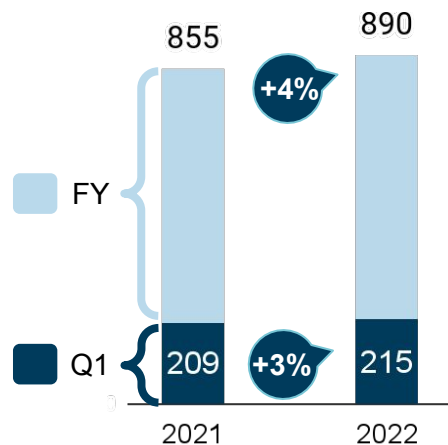
increased by 26%

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



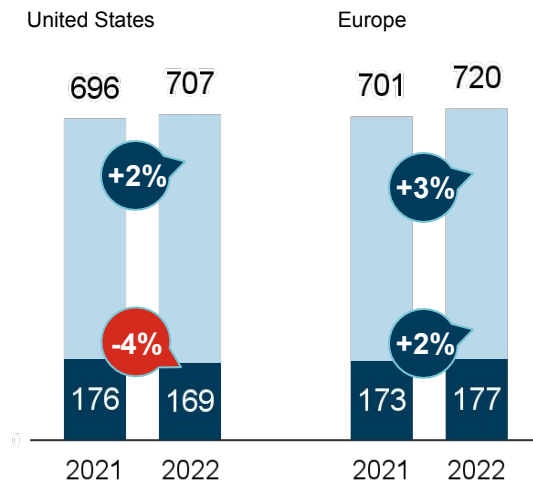
Market environment - Growth is estimated to continue - increased economic uncertainty

Global container throughput¹ – Key driver for Kalmar



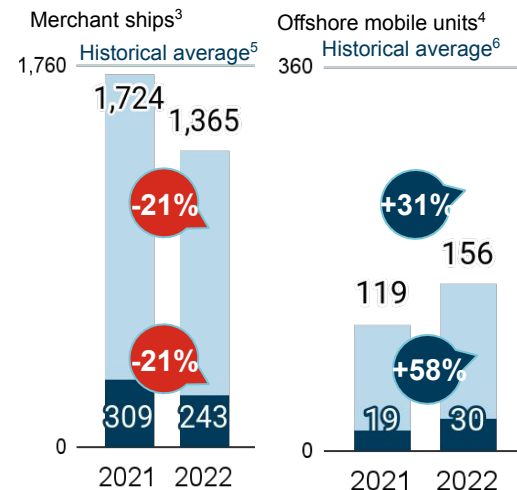
- Growth continues

Construction output² – Key driver for Hiab



- Modest growth expected for 2022

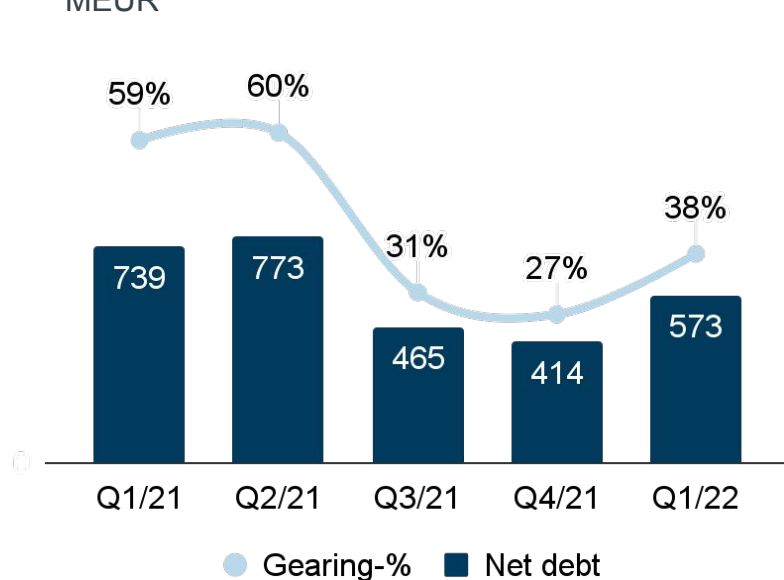
Long term contracting – Key driver for MacGregor



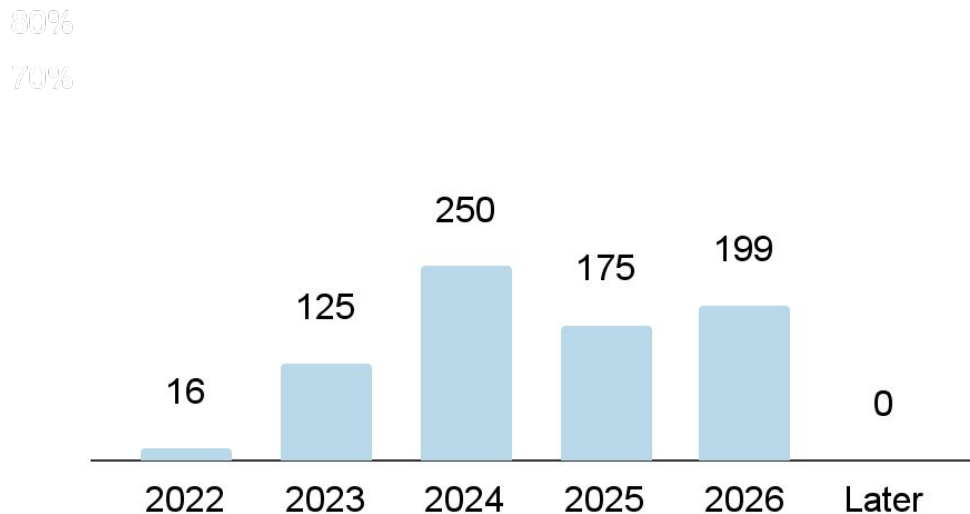
- Positive market outlook despite decline in merchant vessel contracting

Net debt affected by inventory build-up and dividend payment

Net debt & gearing
MEUR



Maturity profile, 31 March 2022



Our strategic direction

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

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

Strategic development during Q2

Planning of new Kalmar continues –
Michel van Roozendaal selected to lead planning



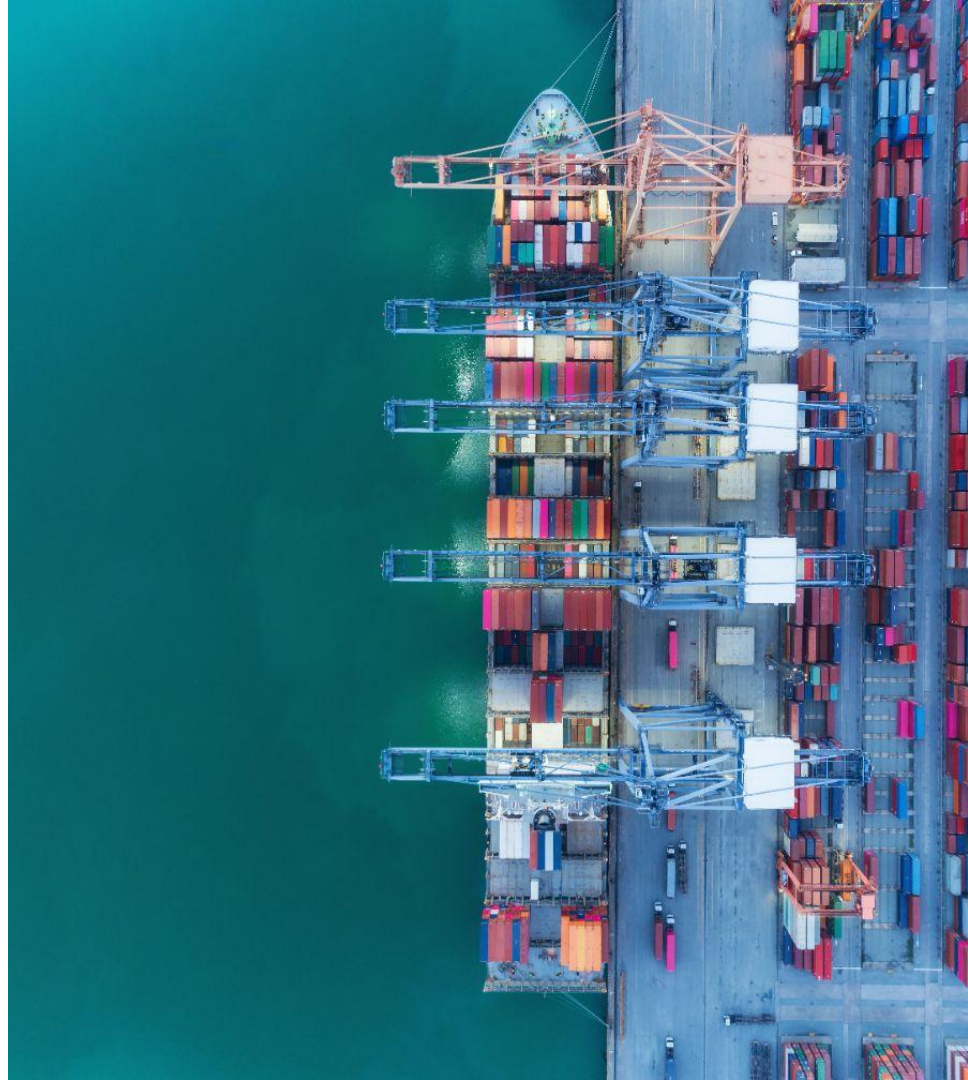
Kalmar invests in upgrading and expanding its
manufacturing plant in Kansas, USA



Orders announced in Q2

RoRo equipment packages for three
pro-ecological low-emission RoPax ferries

MacGregor, 24 May



Outlook for 2022

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



