

Disclaimer

This presentation provides estimates on future prospects involving risk and uncertainty factors, and other factors as a result of which the performance, operation or achievements of Cargotec may substantially deviate from the estimates. Forward-looking statements relating to future prospects are subject to risks, uncertainties and assumptions, the implementation of which depends on the future business environment and other circumstances, such as the development of the coronavirus pandemic.

This presentation is to discuss Cargotec's Q2 2021 results. Securities laws in the United States and in other jurisdictions restrict Cargotec from discussing or disclosing information with respect to the contemplated merger with Konecranes Plc. Information regarding the contemplated merger can be found at www.sustainablematerialflow.com. Until the completion of the merger Cargotec and Konecranes will carry out their respective businesses as separate and independent companies. The information contained in this presentation concerns only Cargotec.

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28 July 2021

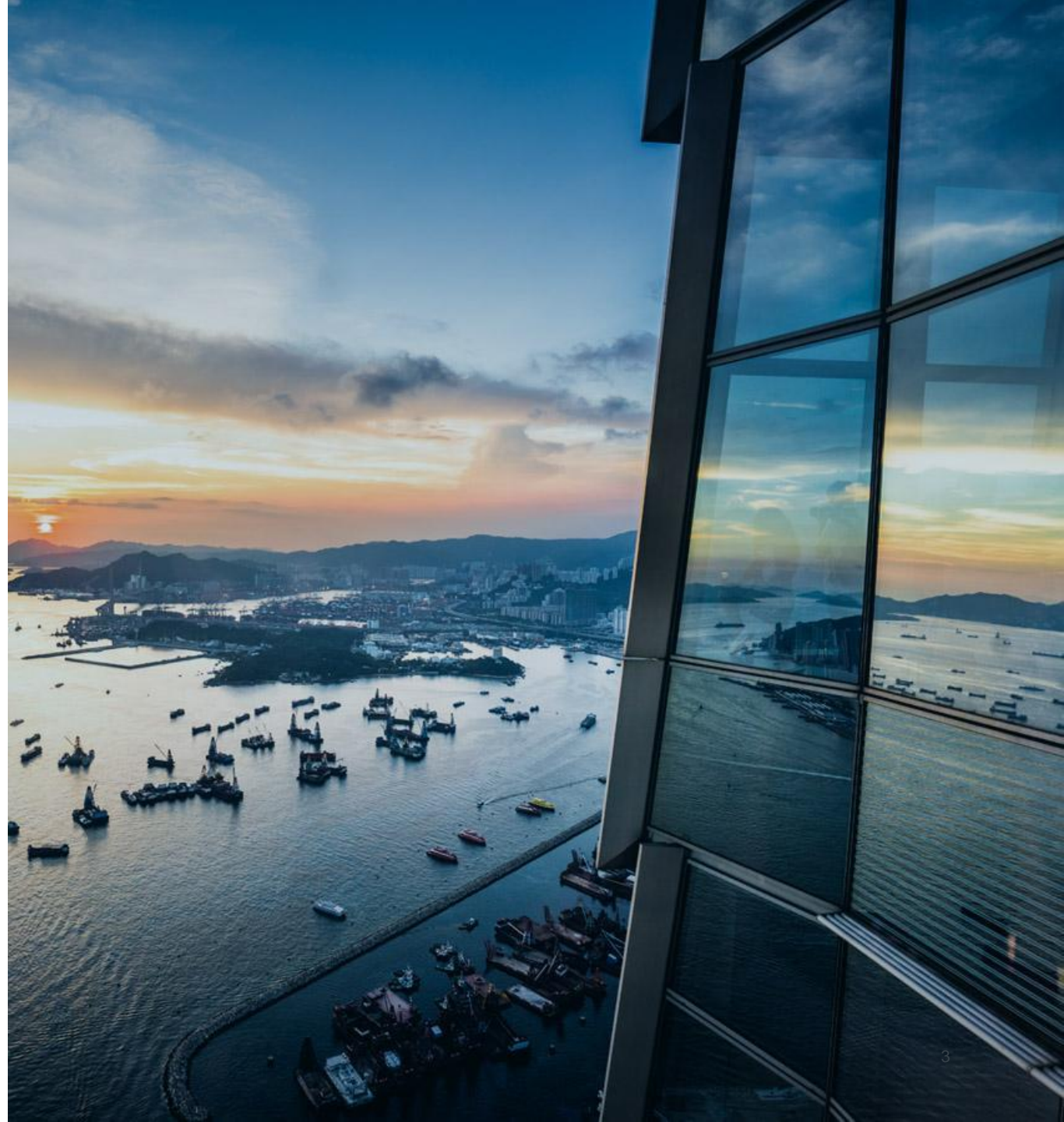
Record-high orders

Cargotec's January–June 2021 half year report
Mika Vehviläinen, CEO • Mikko Puolakka, CFO

- Orders increased by 101%
- Service orders increased by 27%
- Excellent quarter for Hiab
- Profitability improved
- Global logistics and supply chain challenges affected delivery times

Contents

- Q2/21 Highlights
- Market environment
- Group level development
- Business areas
- Financials and outlook



Highlights of Q2 2021 – Comparable operating profit improved driven by strong Hiab performance

Orders received doubled

- Strong demand continued in Hiab and Kalmar's mobile equipment
- Improvement in Kalmar Automation & Projects and MacGregor

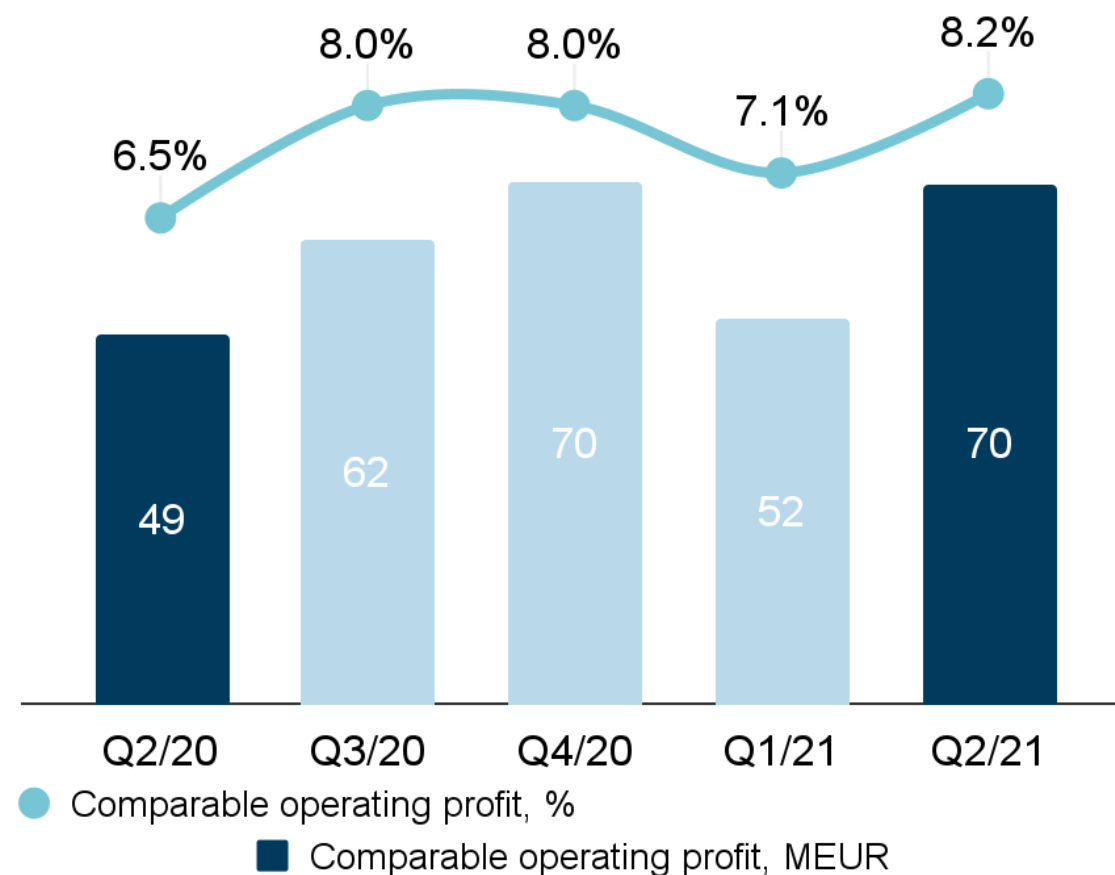
Sales increased by 13%

- Service sales increased in all businesses
- Share of eco portfolio 20%

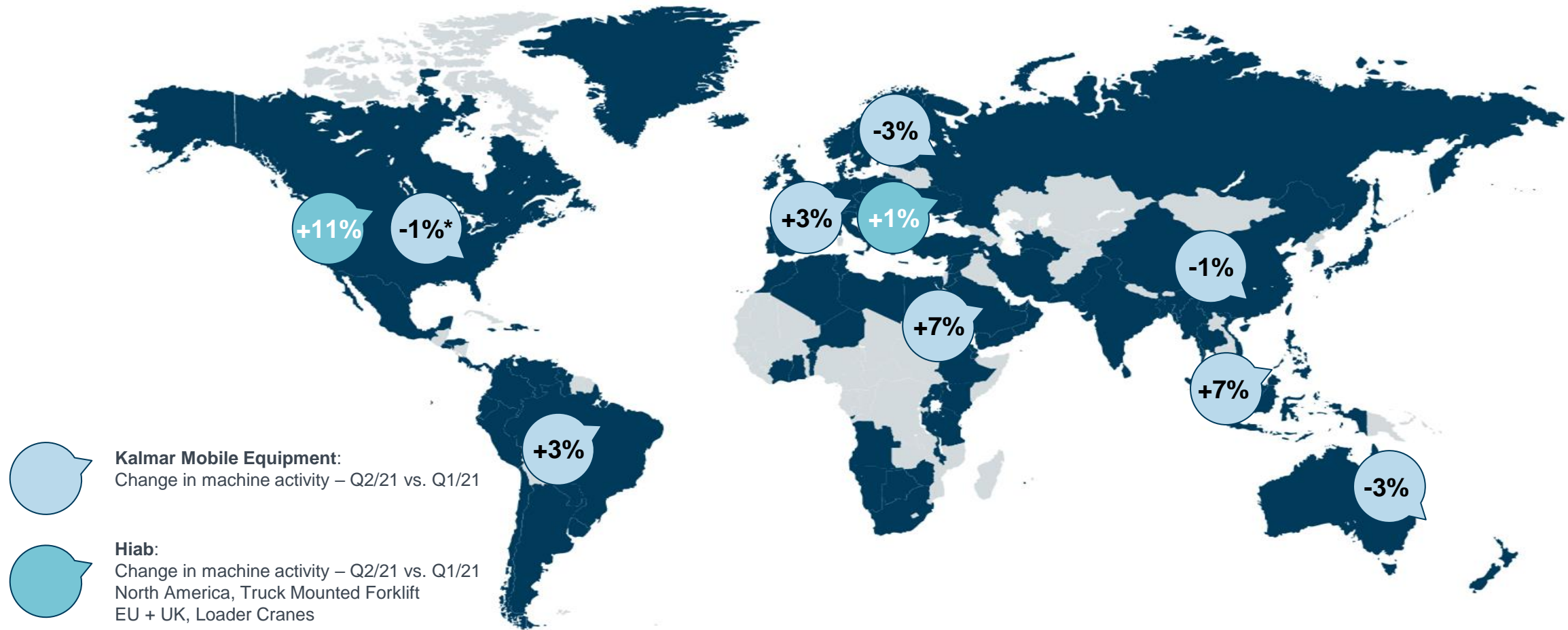
Comparable operating profit

Increased by 41%

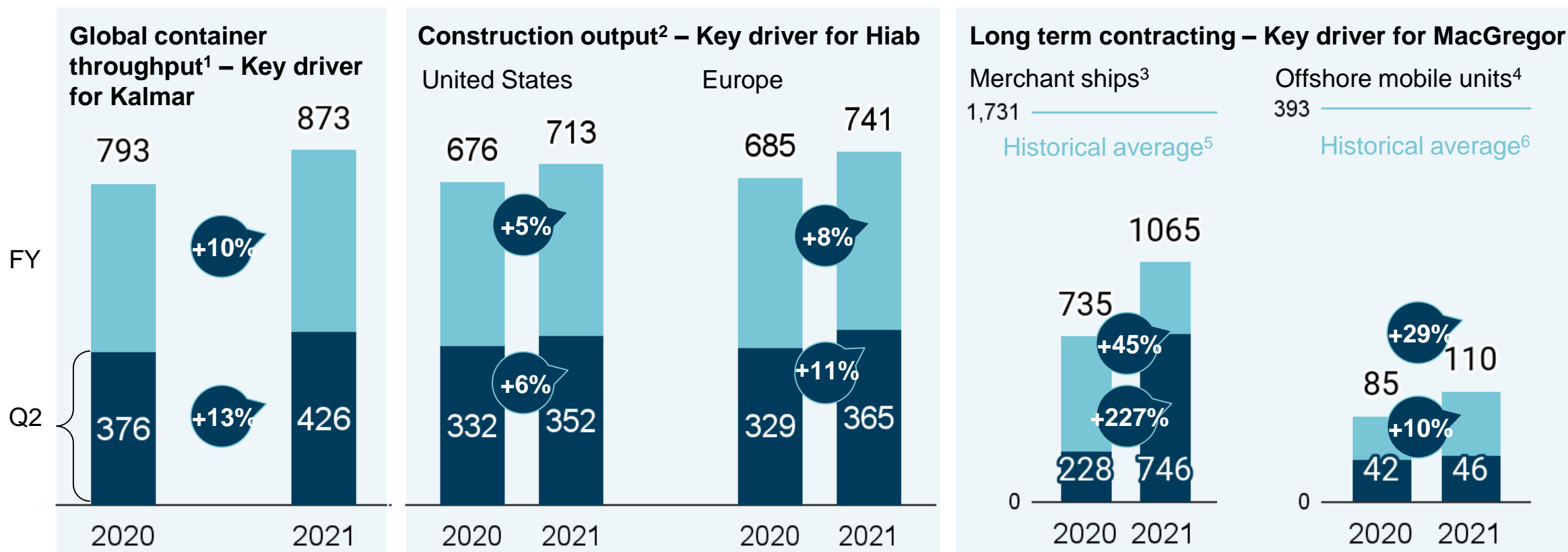
- Kalmar +1 MEUR
- Hiab +20 MEUR
- MacGregor +4 MEUR



Equipment running hours stabilising



Market environment - Strong growth in all demand drivers



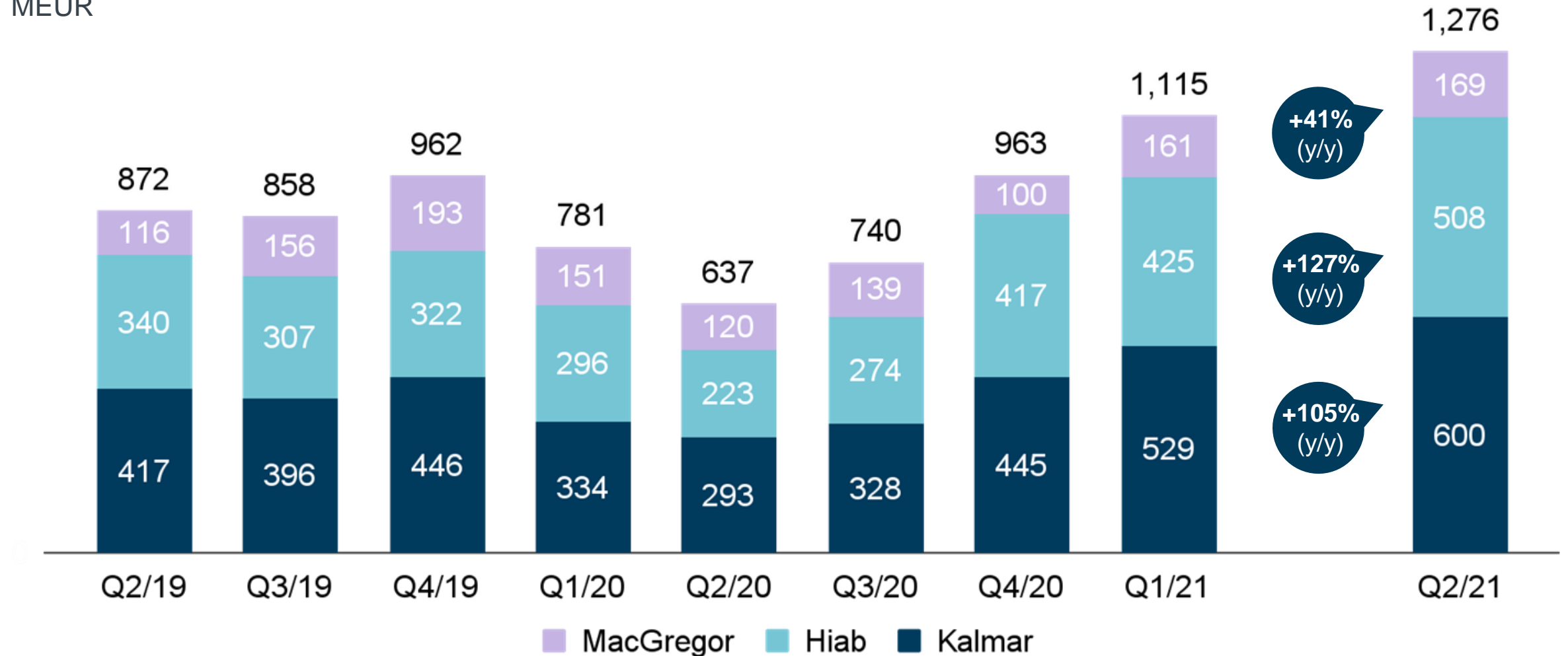
▪ Strong growth continues

▪ Growth in both US and in Europe

- Merchant ship market recovering
- Offshore market still at a low level
- Rapid growth in offshore wind

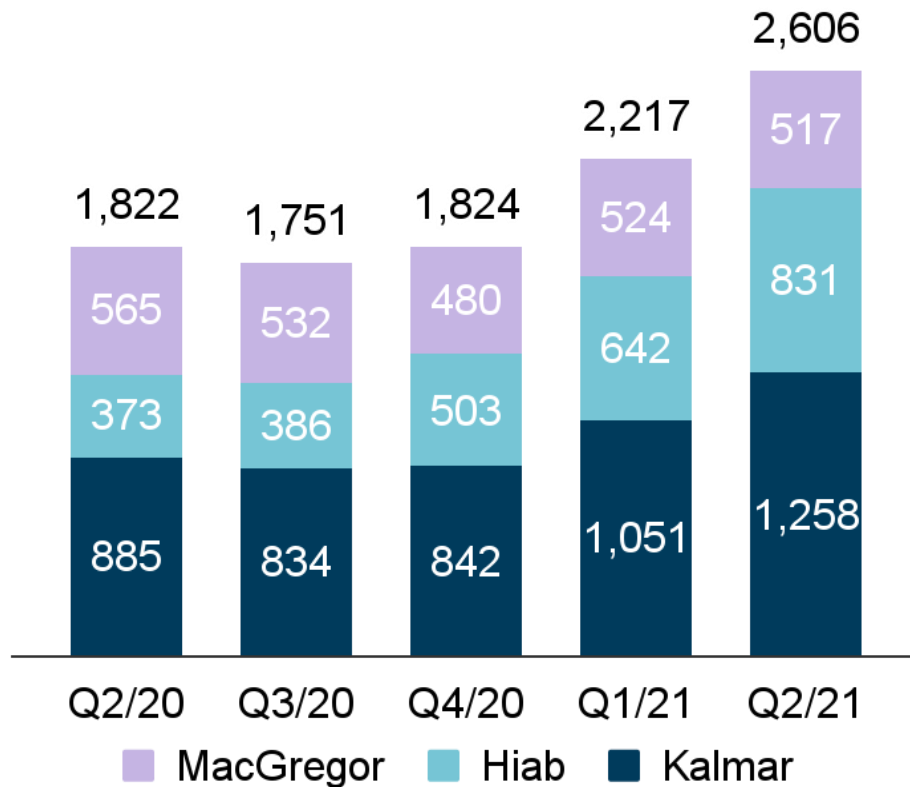
Record-breaking quarter in orders received in Kalmar and Hiab

MEUR

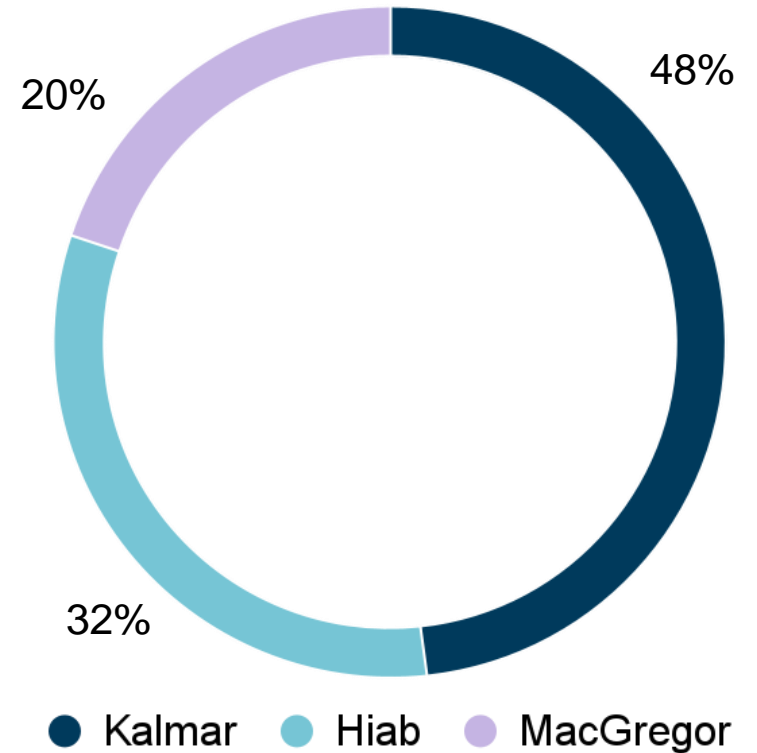


Strong order book in our most profitable segments

Order book
MEUR

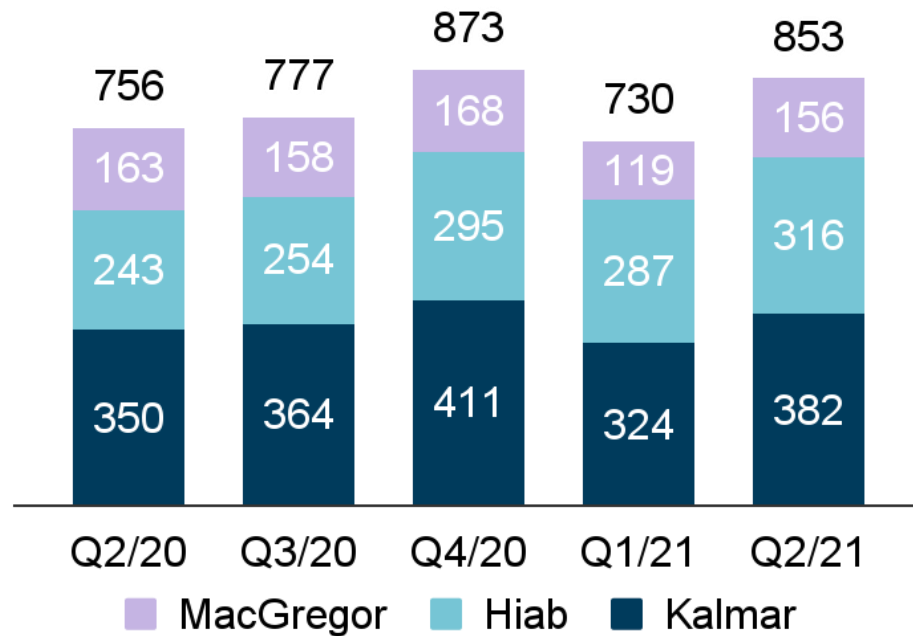


Order book by reporting
segment, 30 June 2021

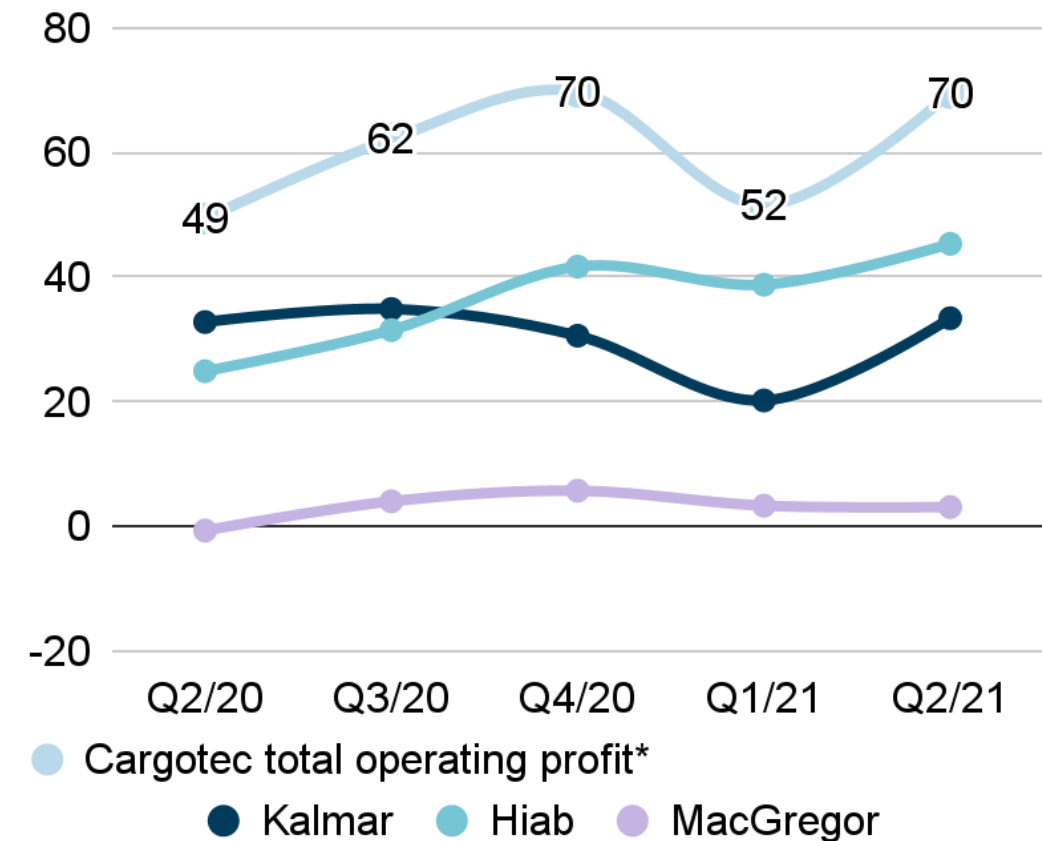


Sales and comparable operating profit improved

Sales MEUR



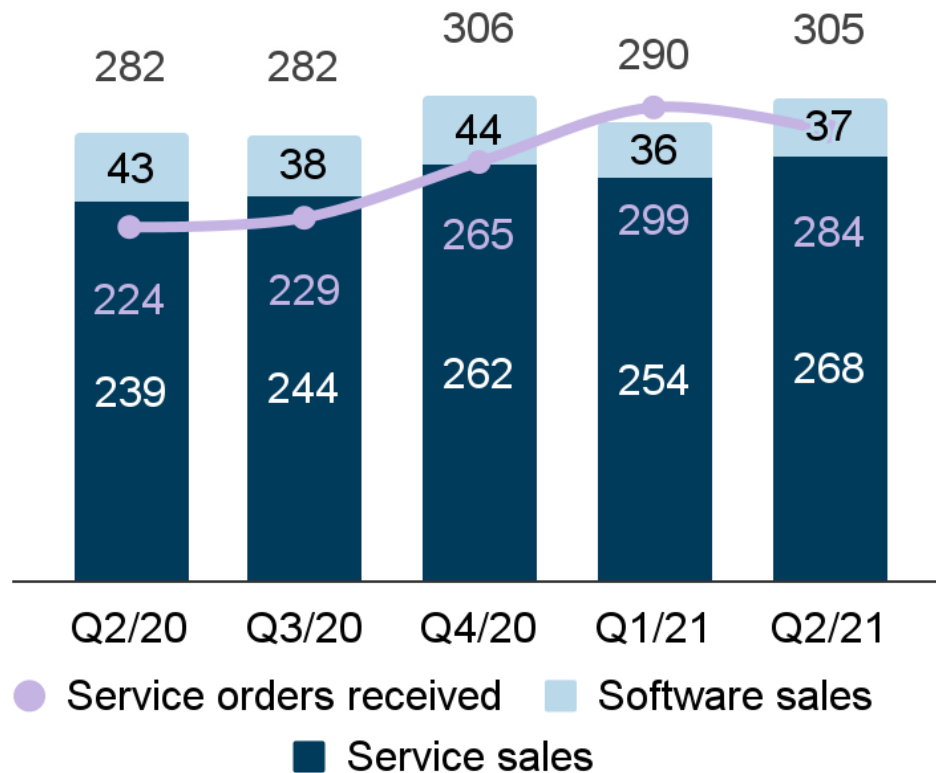
Comparable operating profit MEUR



Service sales increased in all business areas

Service and software* sales

MEUR



*Software sales defined as strategic business unit Navis and automation software

Service orders received +27%

Software orders received +26%

Service sales +12%

- Kalmar +5%
- Hiab +25%
- MacGregor +10%

Software sales -15%

Service and software 36% of total sales

We continue determined execution of our strategy

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



Electric Empty
Container Handler



Electric
Reachstacker



Electric Heavy
Forklift

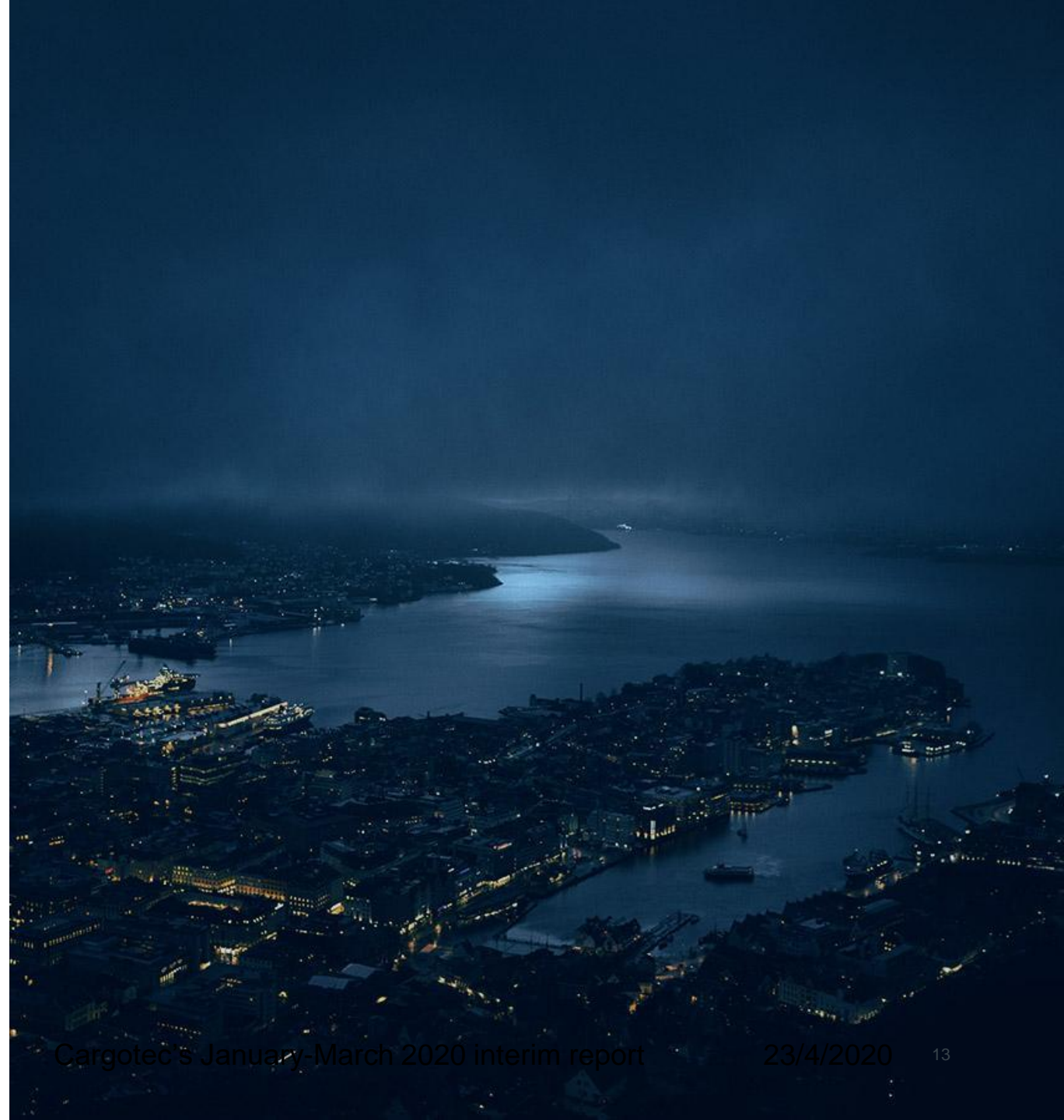


Next Generation
Electric Terminal
Tractor

2021: Kalmar introduces a fully **electric** portfolio.

Business areas

Cargotec's January–June 2021 half
year report



Kalmar Q2 – Strong demand in mobile equipment

Strong orders received driven by Mobile Equipment

Sales increased by 9%

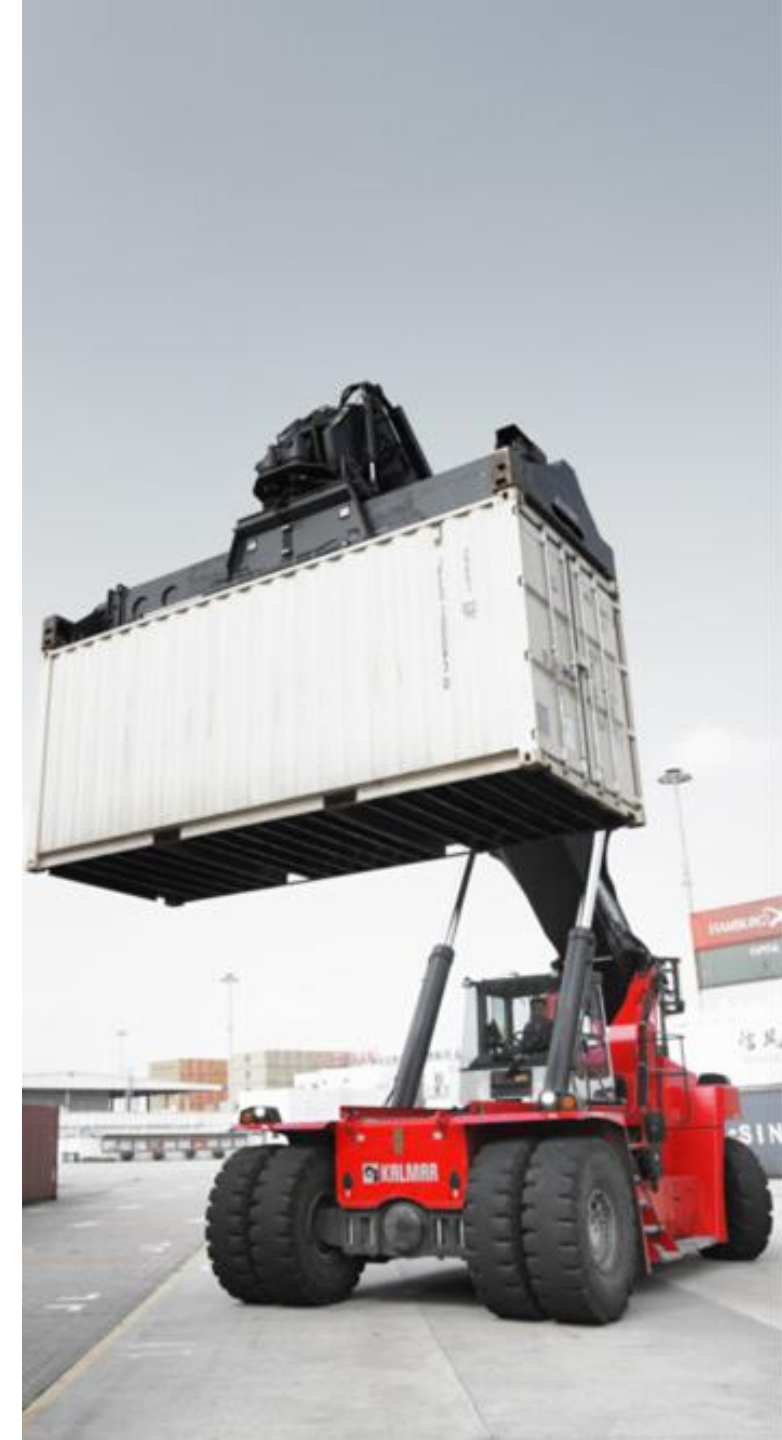
- Increase in Mobile Equipment and services
- Decrease in Automation & Projects and in software

Comparable operating profit stable

- Higher sales
- Lower Navis result
- Additional costs due to supply chain challenges
- Higher freight and component costs
- Accelerated R&D investments

MEUR	Q2/21	Q2/20	Change
Orders received	600	293	105%
Order book	1,258	885	42%
Sales	382	350	9%
Comparable operating profit	33	33	2%
Comparable operating profit margin	8.8%	9.4%	-60bps

On 1 July, sale of Navis to Accel-KKR for EV MEUR 380 completed



Hiab Q2 – Excellent quarter

Orders received and order book surged across all product categories and regions

Sales increased by 30%

- Service sales +25%

Comparable operating profit increased

- Higher sales

MEUR	Q2/21	Q2/20	Change
Orders received	508	223	127%
Order book	831	373	123%
Sales	316	243	30%
Comparable operating profit	45	25	82%
Comparable operating profit margin	14.4%	10.3%	410bps



MacGregor Q2 - Positive development in the container ship market

Orders received increased in merchant vessels, offshore vessels and services

Sales decreased by 4%

- Service sales +10%

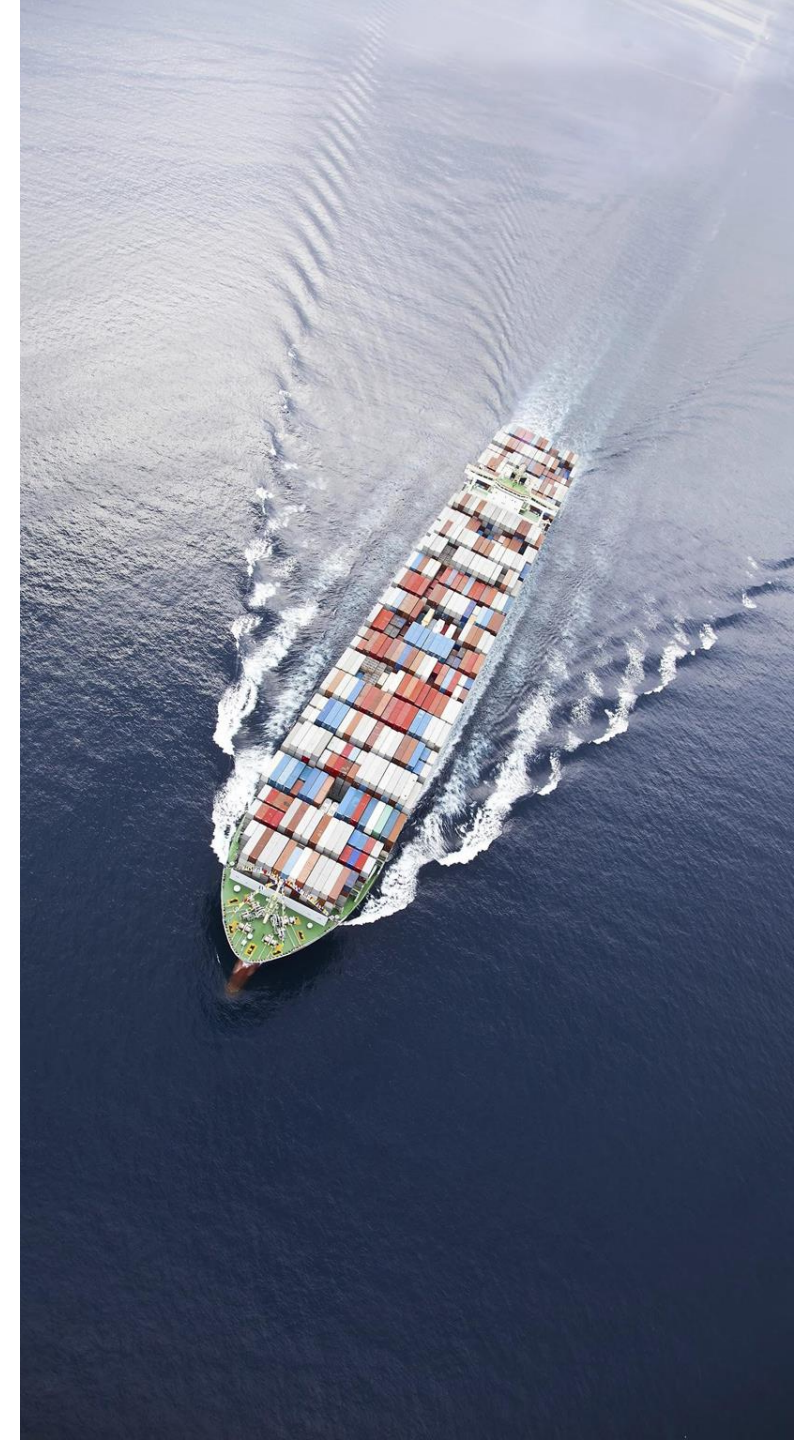
Comparable operating profit increased

- Higher share of services
- Cost saving actions

Productivity improvements ongoing

- 13 MEUR cost savings target for 2021 on track

MEUR	Q2/21	Q2/20	Change
Orders received	169	120	41%
Order book	517	565	-9%
Sales	156	163	-4%
Comparable operating profit	3	-1	>100%
Comparable operating profit margin	2.0%	-0.4%	240bps



Financials and outlook

Cargotec's January–June 2021 half
year report

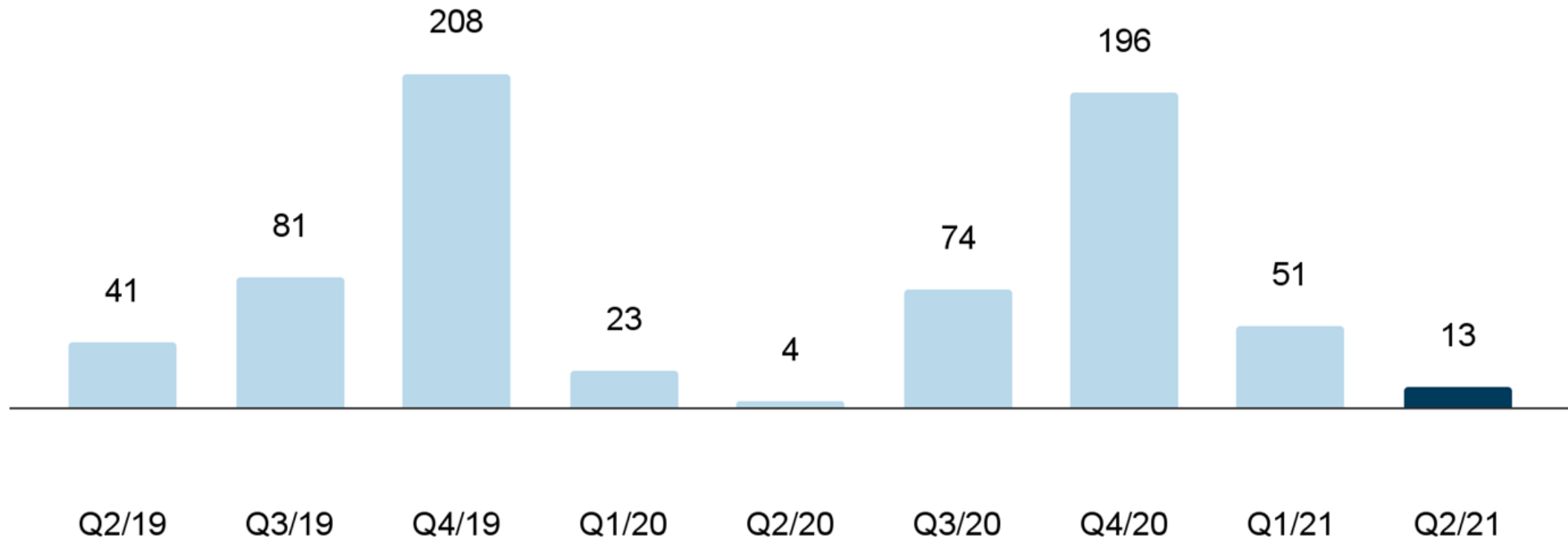


Key figures – Operating profit improved significantly

	Q2/21	Q2/20	Change	Q1-Q2/21	Q1-Q2/20	Change
Orders received, MEUR	1,276	637	>100%	2,392	1,417	69%
Order book, MEUR	2,606	1,822	43%	2,606	1,822	43%
Sales, MEUR	853	756	13%	1,583	1,614	-2%
Comparable operating profit, MEUR	70	49	41%	121	95	28%
Comparable operating profit, %	8.2%	6.5%	170bps	7.7%	5.9%	180bps
Items affecting comparability, MEUR	-25	-69	64%	-52	-88	41%
Operating profit, MEUR	45	-20	>100%	69	7	>100%
Operating profit, %	5.2%	-2.6%	780bps	4.4%	0.4%	390bps
Net income, MEUR	26	-37	>100%	35	-25	>100%
Earnings per share, EUR	0.40	-0.56	>100%	0.55	-0.39	>100%
Earnings per share, EUR*	0.67	-0.30	>100%	1.09	0.07	>100%
ROCE, %**	5.3%	3.4%	190bps	5.3%	3.4%	190bps

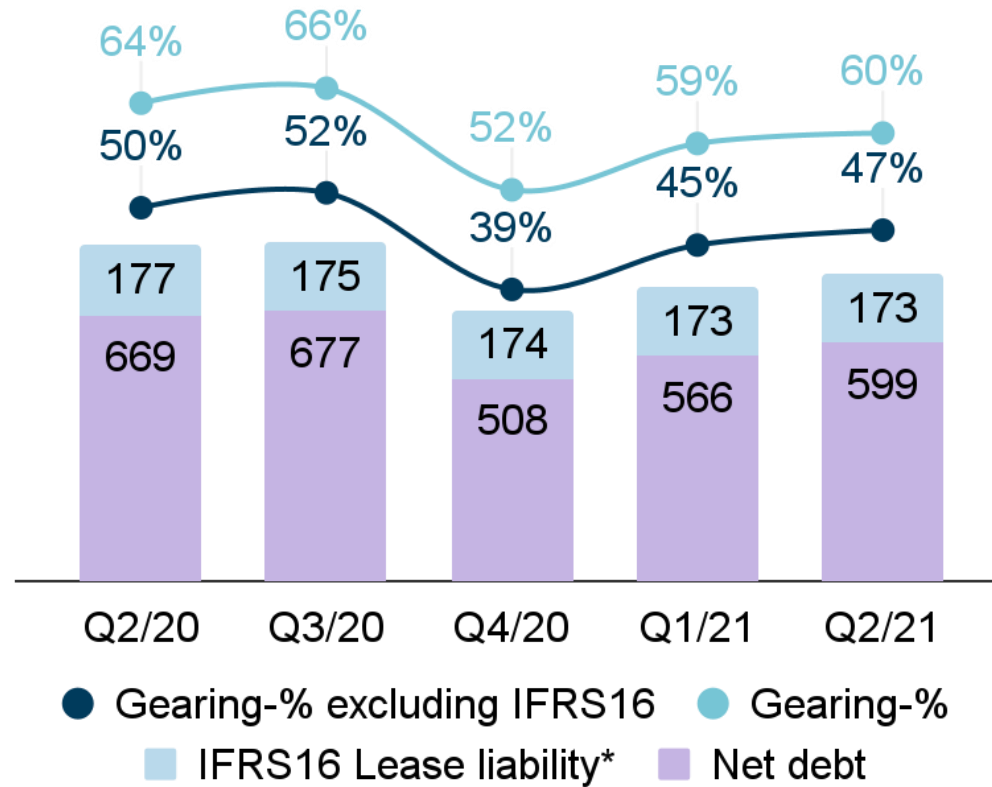
Increasing volumes affected cash flow

Cash flow from operations before financing items and taxes
MEUR

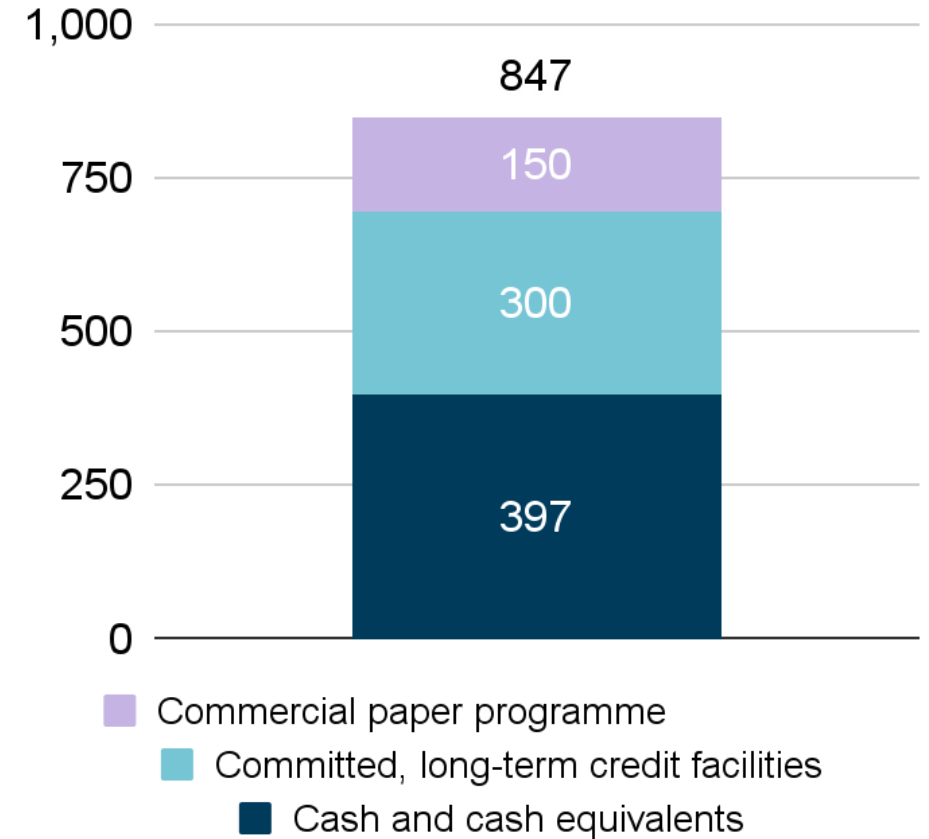


Strong financial position and liquidity

Net debt & gearing
MEUR



Total liquidity, 30 June 2021



*Cargotec adopted the IFRS 16 standard on 1 Jan 2019.

Outlook for 2021

Cargotec estimates 2021 comparable operating profit to improve compared to 2020 (EUR 227* million)

*The comparable operating profit has been specified from EUR 228 million to EUR 227 million. Additional information about the comparable operating profit definition is presented in the stock exchange release published on 29 March 2021.





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.

