

**Cargotec  
Capital  
Markets  
Day**

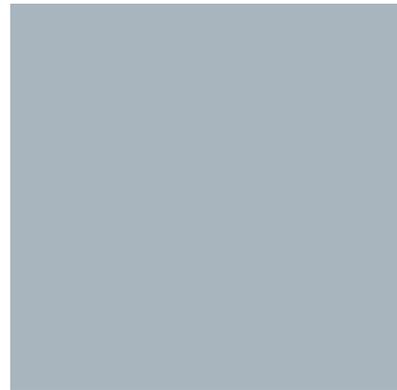
2013

# Cargotec Capital Markets Day

2013



2 December  
2013

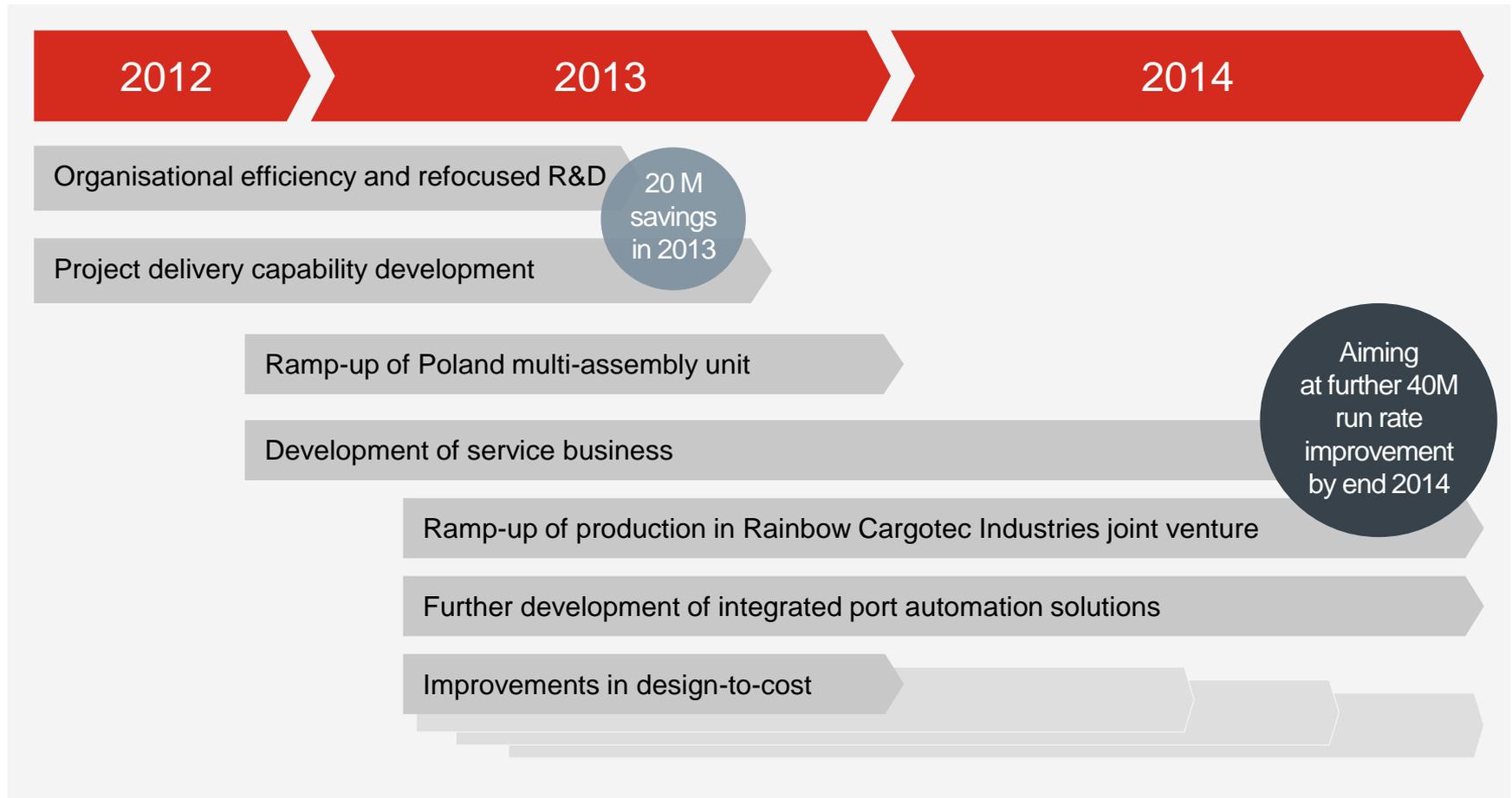


**Kalmar is well positioned to grow profitably**

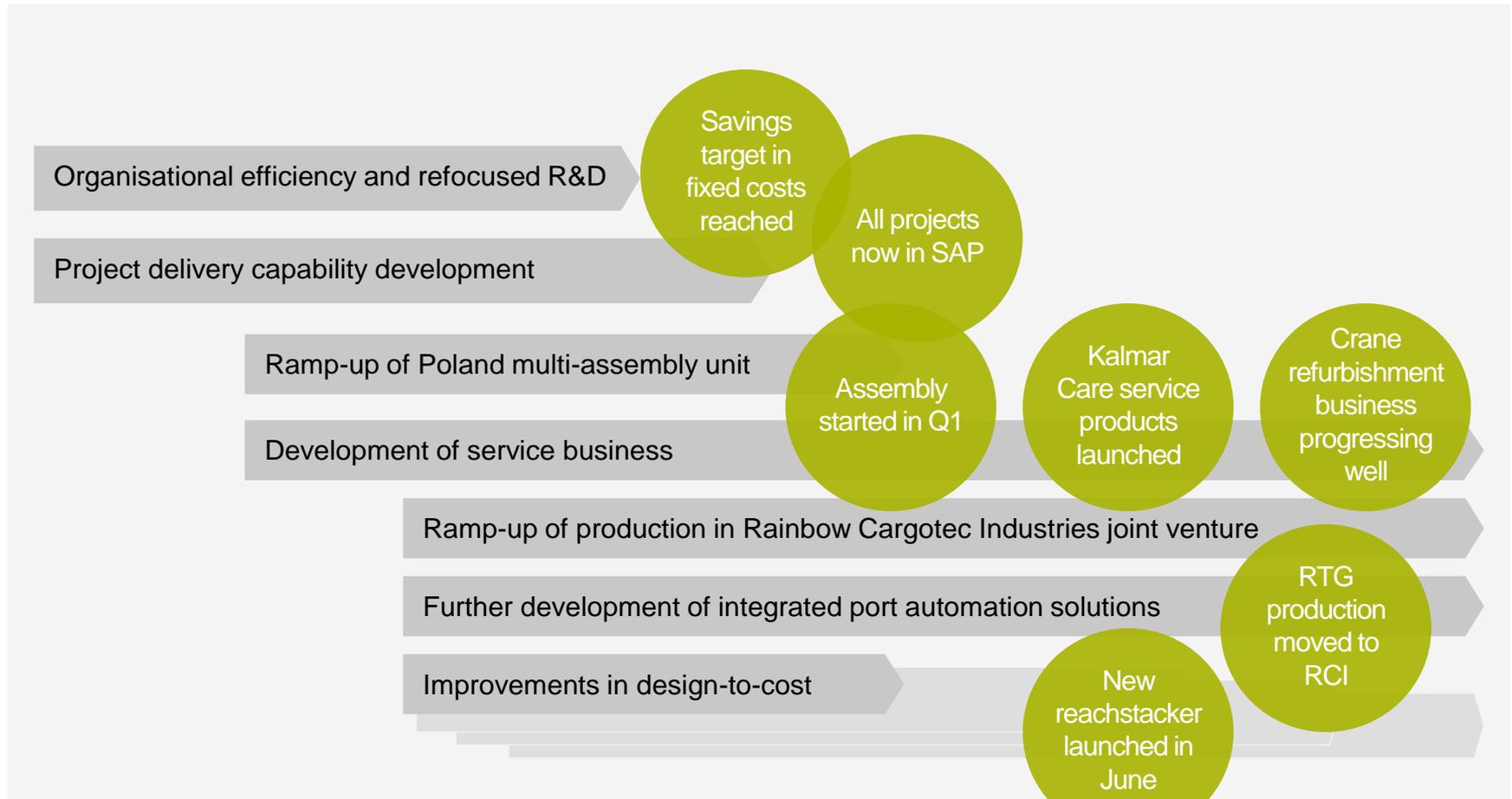
**Olli Isotalo**  
President, Kalmar

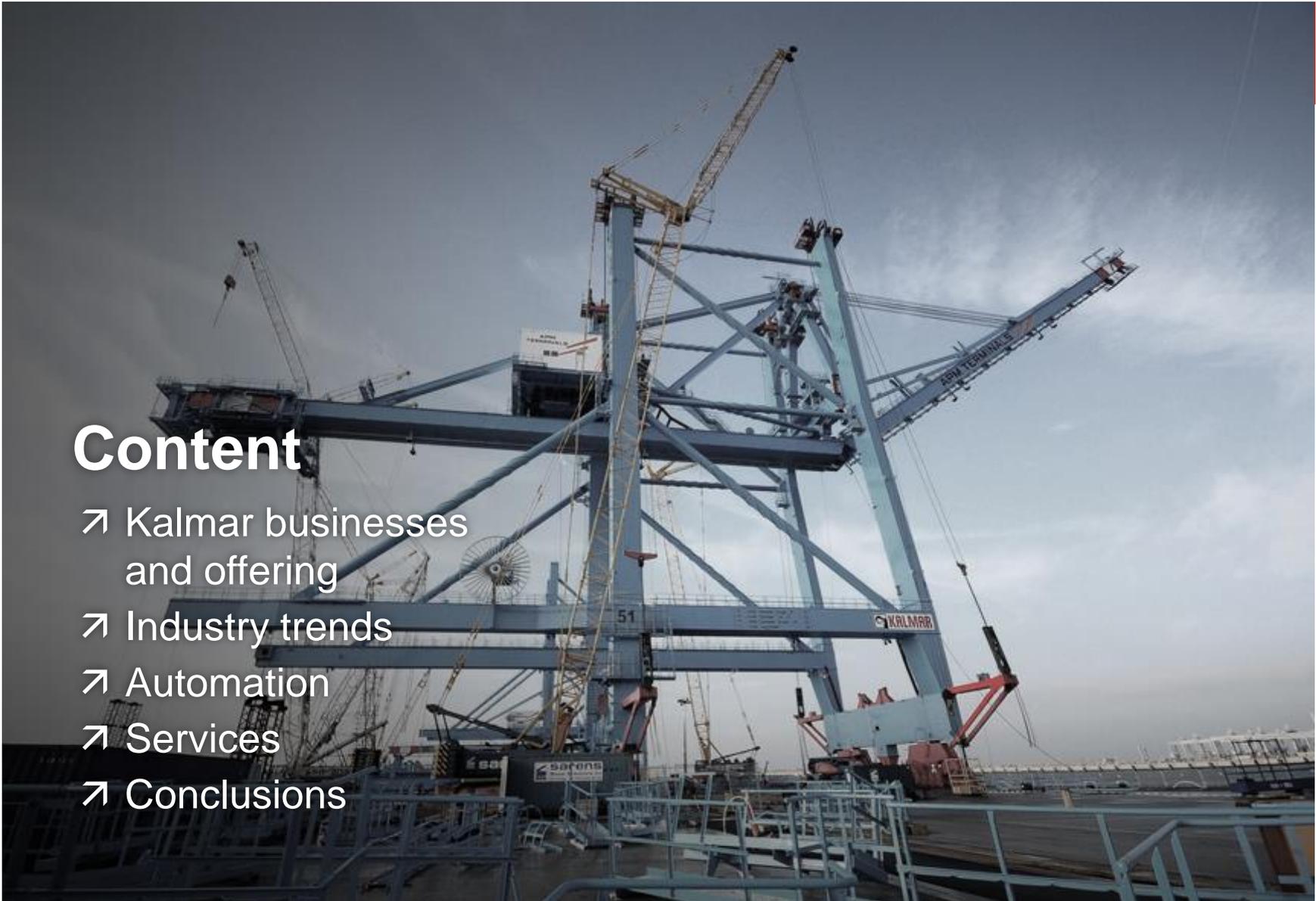


# Kalmar improvement initiatives



# Kalmar improvement initiatives

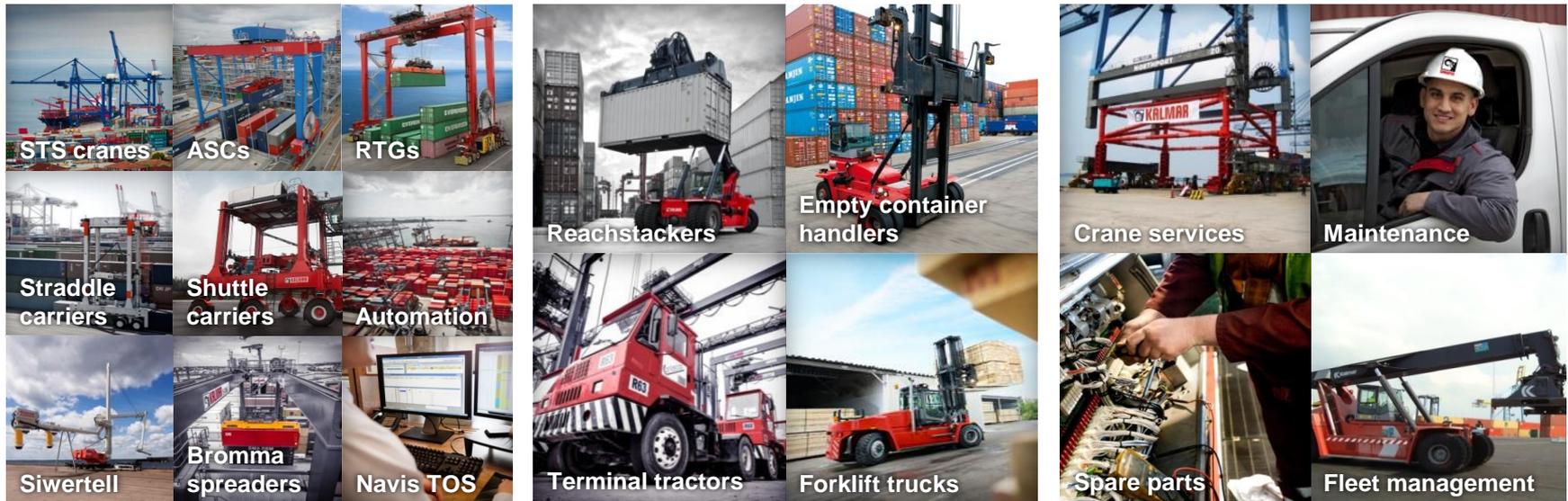




# Content

- Kalmar businesses and offering
- Industry trends
- Automation
- Services
- Conclusions

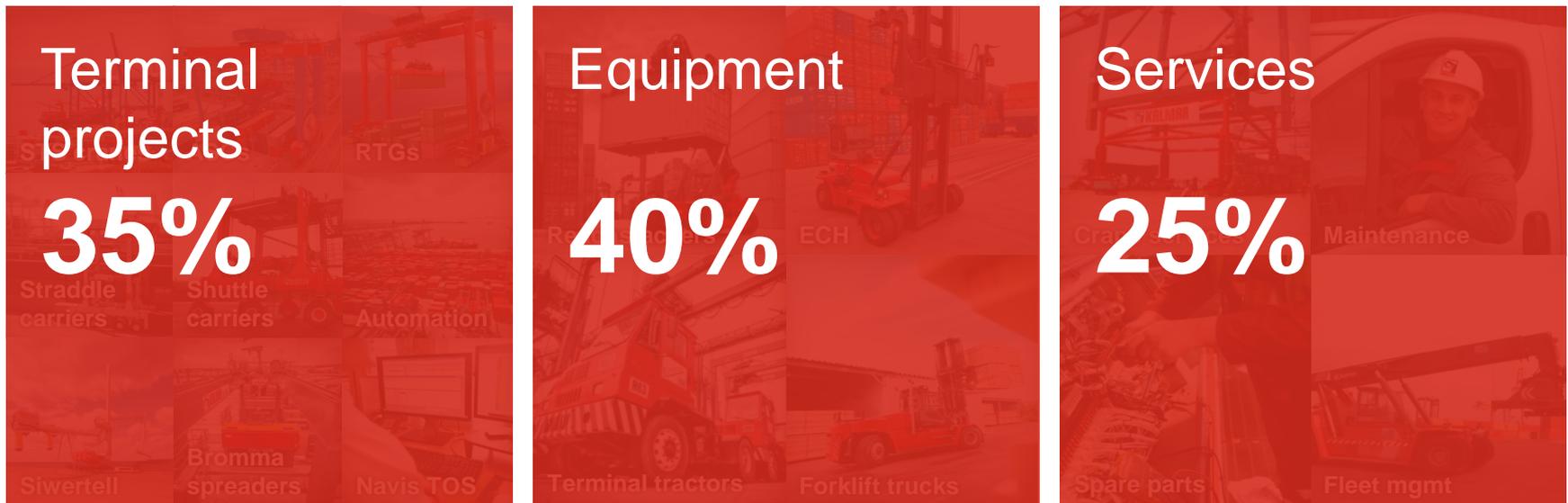
# Kalmar businesses and offering



# Kalmar businesses and offering

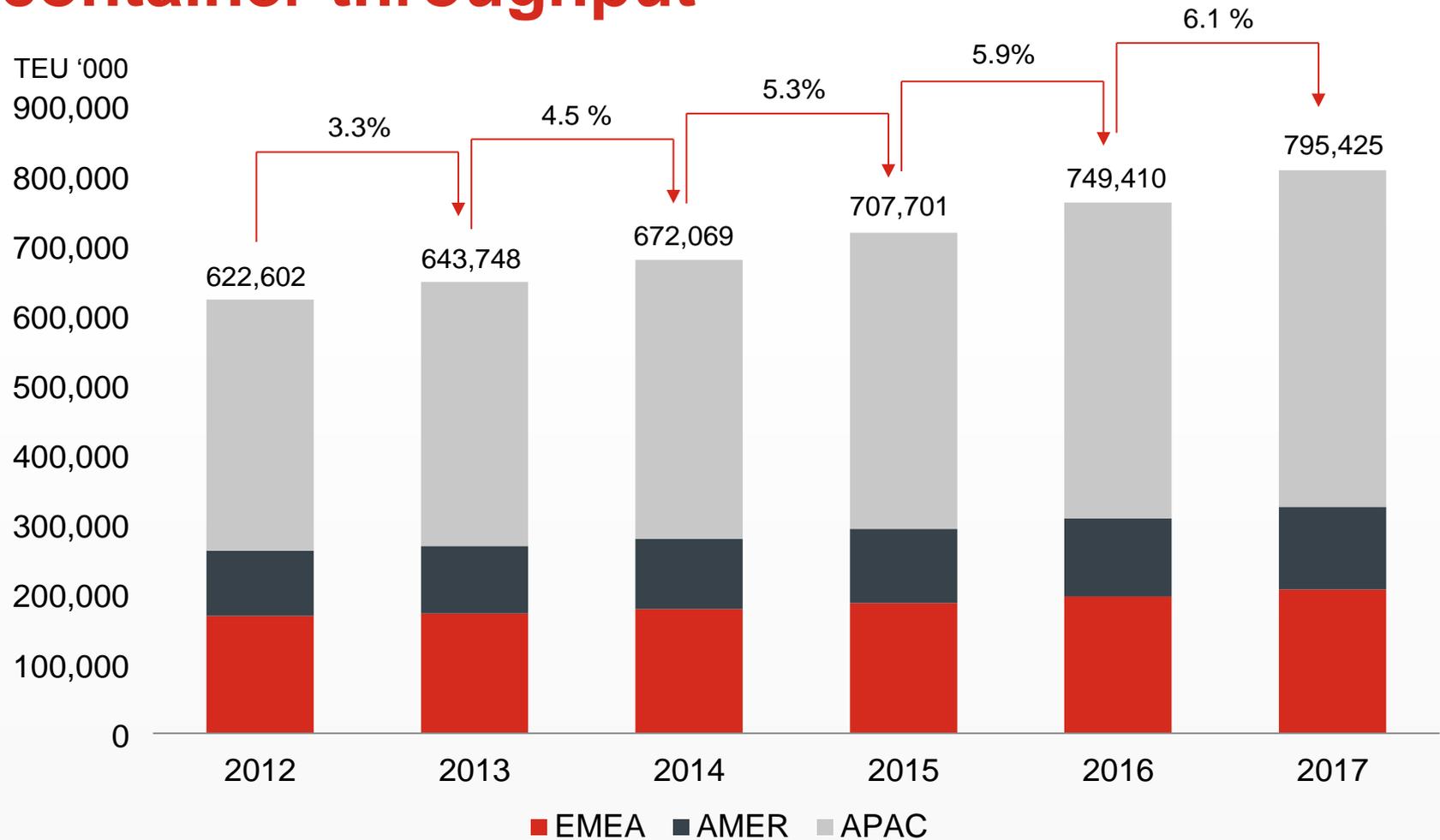
Cargotec  
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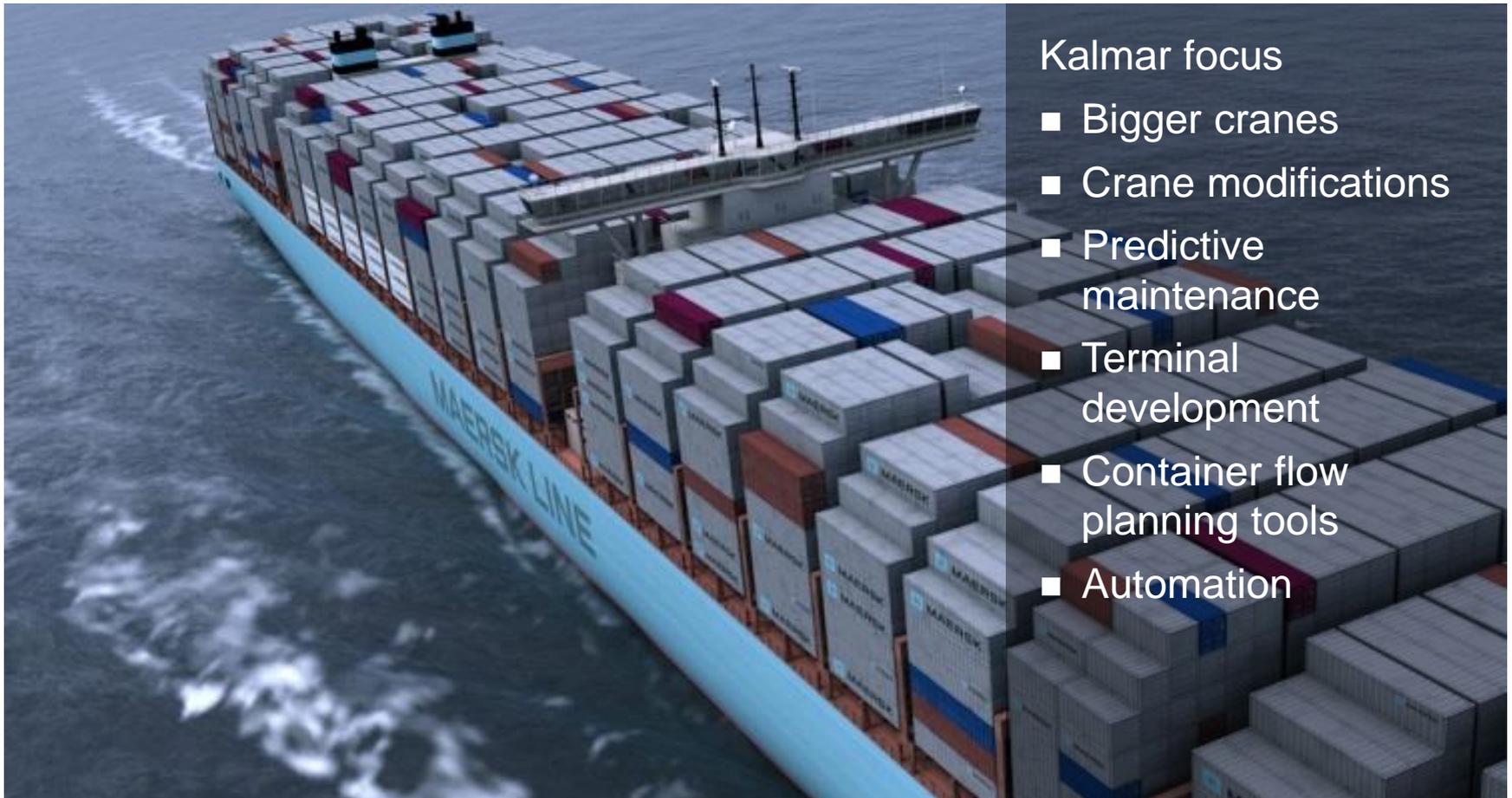
# Industry trends

# We are in a growing business – global container throughput



Source: Drewry 2013

# Ships are becoming bigger



## Kalmar focus

- Bigger cranes
- Crane modifications
- Predictive maintenance
- Terminal development
- Container flow planning tools
- Automation

# Availability and cost of labor

## Kalmar focus

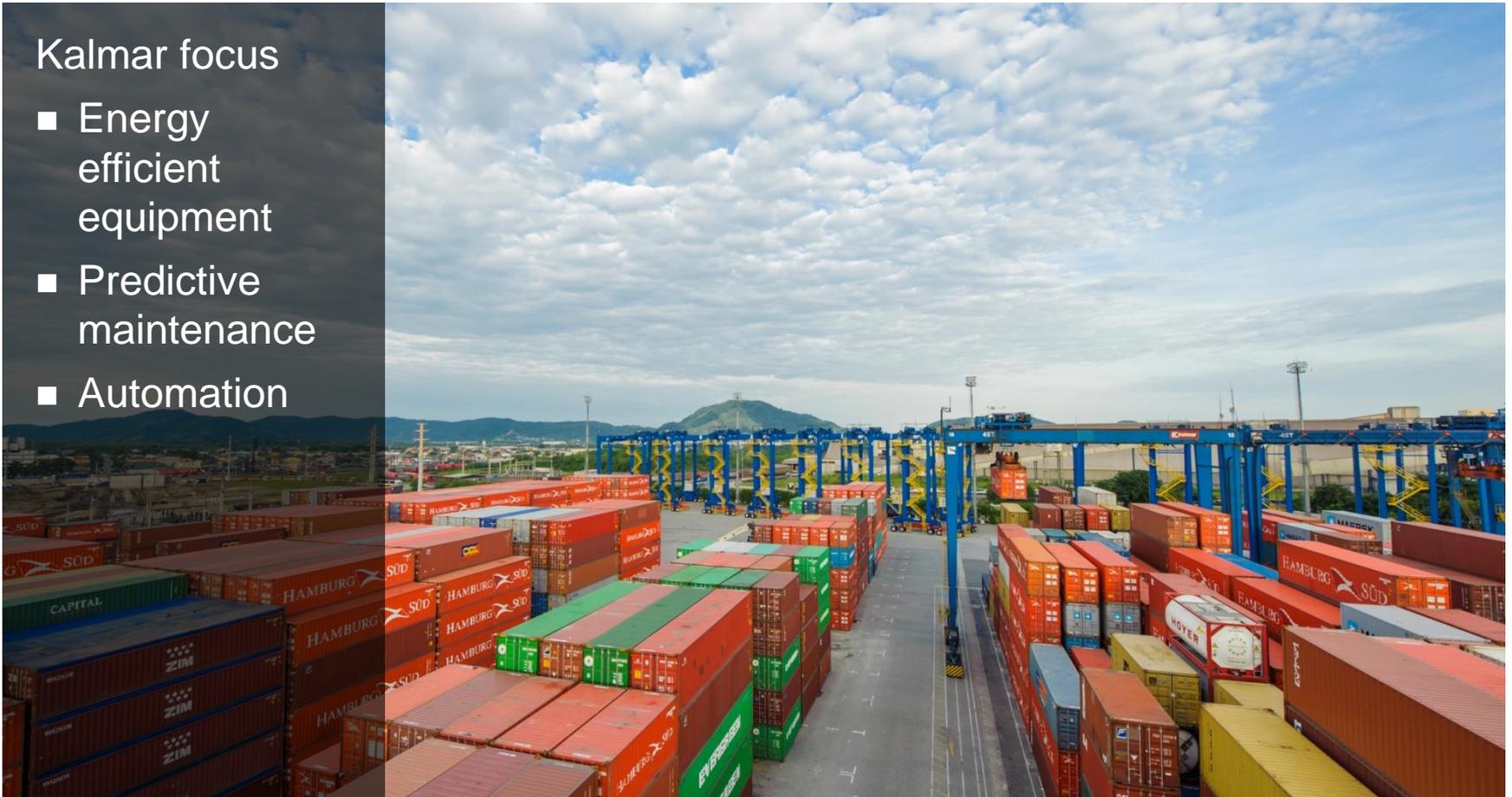
- More productive products
- Automation



# Sustainability is an integral part of port operations

## Kalmar focus

- Energy efficient equipment
- Predictive maintenance
- Automation



# Safety



## Kalmar focus

- Automation
- Predictive maintenance

# Industry consolidation

## Impact on Kalmar:

- Creates temporary imbalances in the market
- Need for bigger cranes
- Sets a new level for operational efficiency
- Requires another level of container flow planning
- Accelerates the cascading effect

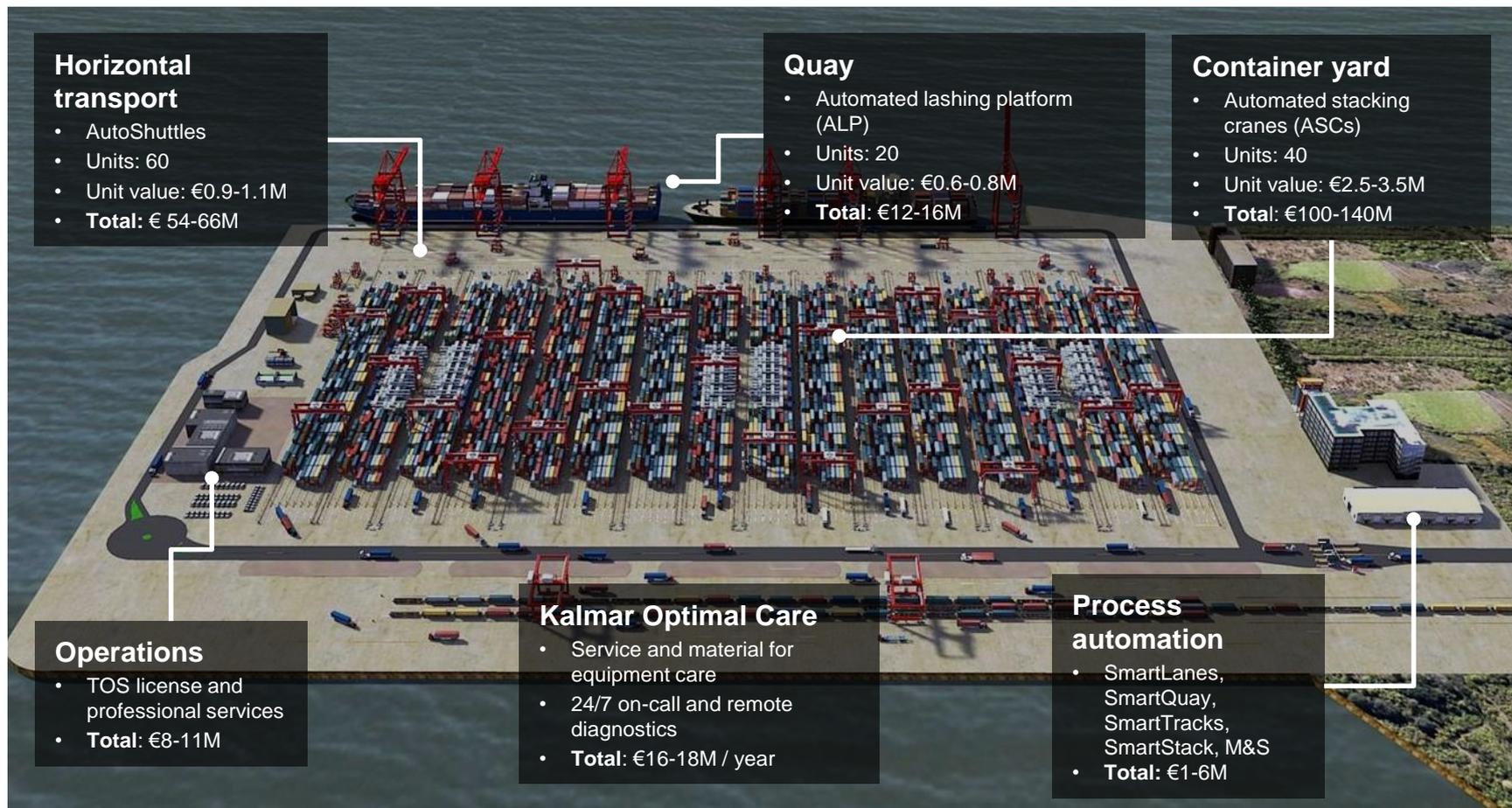


**Automation: Kalmar has all  
ingredients in-house.**

# Example of an automated terminal project

TERMINAL CAPACITY: 3 MILLION TEU / YEAR

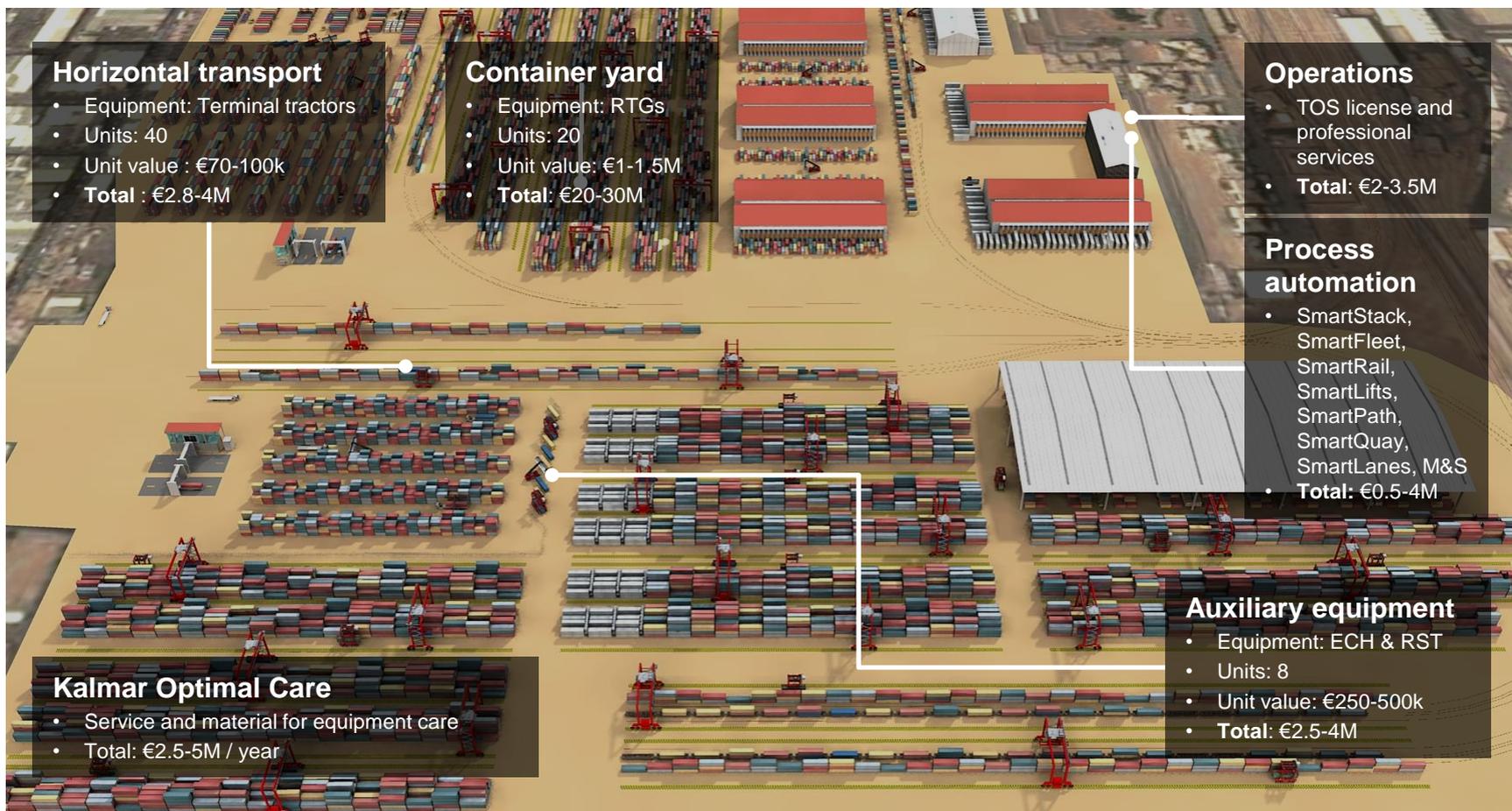
TOTAL KALMAR SCOPE APPROX. EUR 190-260 MILLION



# Example of a manual RTG terminal project

TERMINAL CAPACITY: 1 MILLION TEU / YEAR

TOTAL KALMAR SCOPE APPROX. EUR 30-50 MILLION



## Horizontal transport

- Equipment: Terminal tractors
- Units: 40
- Unit value : €70-100k
- Total : €2.8-4M

## Container yard

- Equipment: RTGs
- Units: 20
- Unit value: €1-1.5M
- Total: €20-30M

## Operations

- TOS license and professional services
- Total: €2-3.5M

## Process automation

- SmartStack, SmartFleet, SmartRail, SmartLifts, SmartPath, SmartQuay, SmartLanes, M&S
- Total: €0.5-4M

## Auxiliary equipment

- Equipment: ECH & RST
- Units: 8
- Unit value: €250-500k
- Total: €2.5-4M

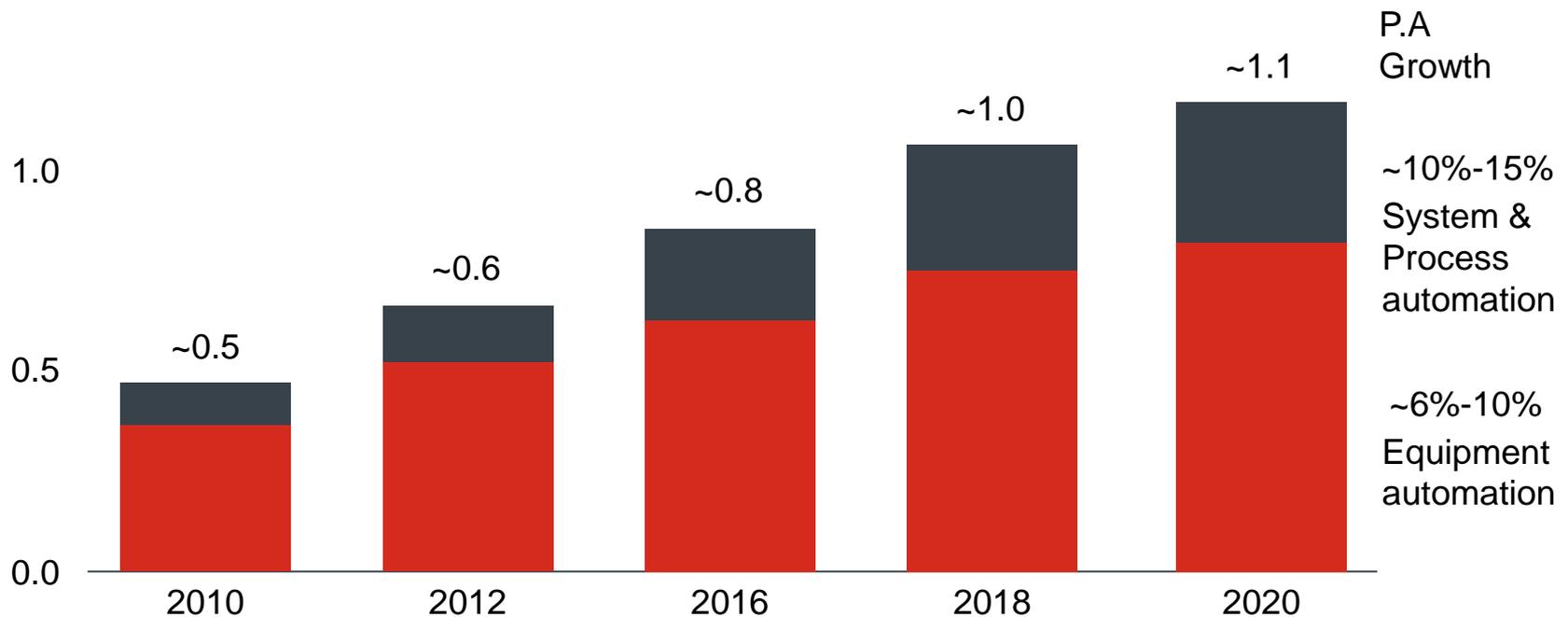
## Kalmar Optimal Care

- Service and material for equipment care
- Total: €2.5-5M / year

# Strong future growth expected for automation solutions (TOS 200 MEUR excluded)

Global automation market  
(equipment, system and process)

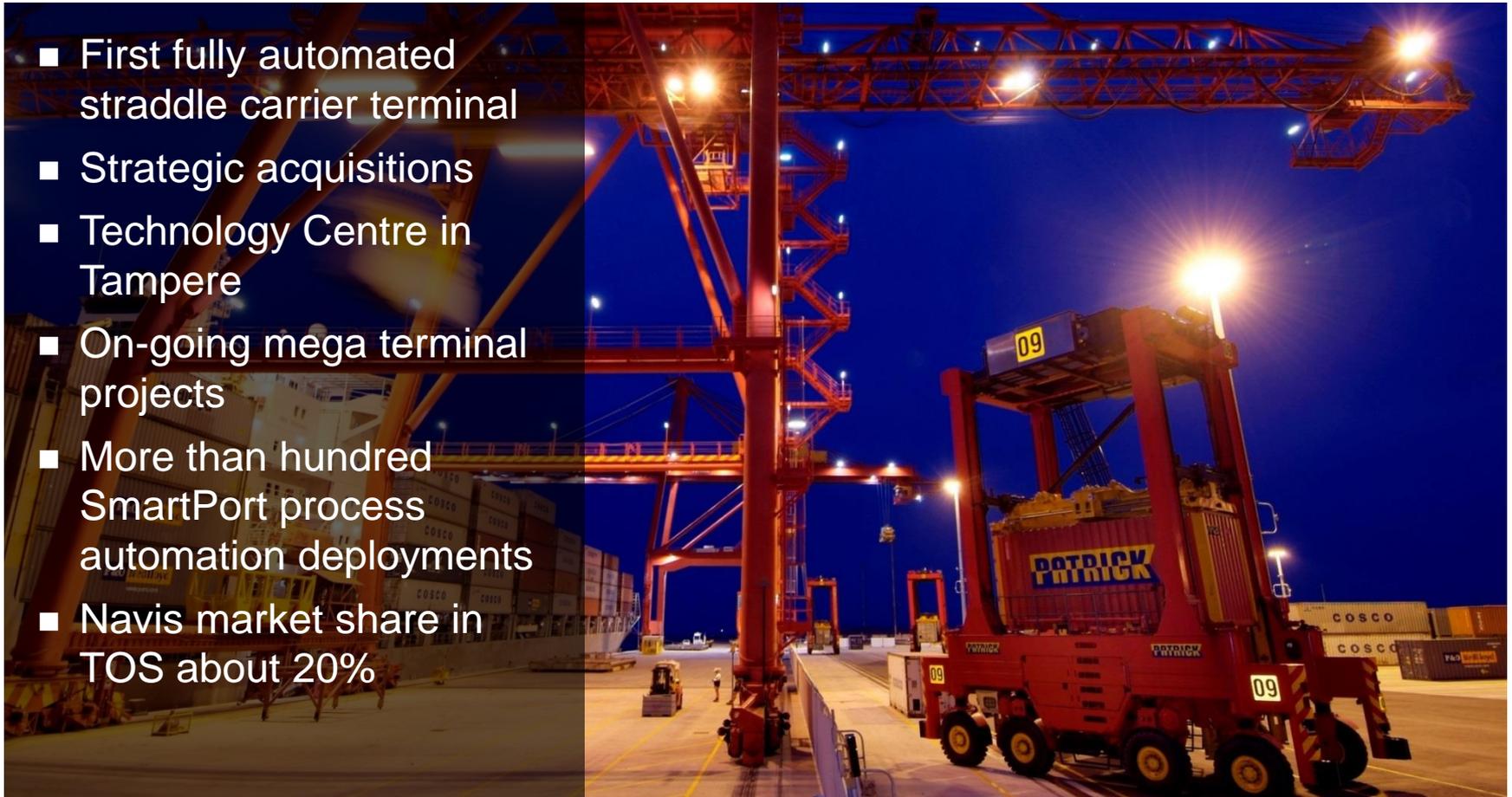
€1.5B



Note: Equipment and system includes yard and horizontal equipment and related system; Process automation includes RFID, OCR, etc.  
Source: Drewry, PEMA, Company websites

# Kalmar has a leading position in port automation

- First fully automated straddle carrier terminal
- Strategic acquisitions
- Technology Centre in Tampere
- On-going mega terminal projects
- More than hundred SmartPort process automation deployments
- Navis market share in TOS about 20%



**Services: Back to peer growth.**

# Modular services products to support growth



Note: Other includes TOS and automation Source: Drewry, Kalmar internal data

# Crane refurbishment boom already on-going

- Global network of competences
- Best of the industry know-how
- Brand neutrality
- Mareiport acquisition



# Conclusions

- Short-term actions to improve profitability will continue to bear further fruit in 2014
- Kalmar's underlying profitability is healthy and improving
- Macro indicators and industry trends support growth
- Kalmar is well equipped to respond to the industry trends and grow profitably
  - Good products as foundation
  - Unique automation offering
  - Strong focus on services



**KALMAR**