

CARGOTEC

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Cargotec Capital Markets Day 2011, Helsinki



Marine – Ship type and size make a difference



Content

- Marine market outlook
- Ship types
- Key issues in financials
- Growth



Market Outlook

Challenges:

- Overcapacity in shipping continues
- Change in ownership geography
- Squeezed ship prices
- Short-term contracting levels



Market outlook

Benefits:

- Long-term growth
- Korea is gaining market share – Marine well positioned
- Increasing owners market – beneficial to solution sales
- ECO ships coming – we are the market leader in electrical products
- Growth in offshore support/construction vessel types
- RoRo/car carrier outlook more positive than Clarkson expects?
- Cancellations on low level
- Market share gains in the last years
- Ships are bigger
- Growth in ship types having large MacGregor content

Ship type and size make a difference

Bulk carrier, cape 180,000 dwt

Vessel particulars

- Length 300 m
- Breadth 45 m
- Average price 50 MUSD

MacGregor equipment

- Hatch covers
- 18 rolling panels à 35 tons each
- Max. value 1.7 MUSD
= 3.5% of ship's value



Ship type and size make a difference

Bulk carrier, handymax 51,000 dwt

Vessel particulars

- Length 188 m
- Breadth 31 m
- Average price 26 MUSD

MacGregor equipment

- Cargo cranes (4 x 30t),
folding hatch covers
- Max. value 2.2 MUSD
= 9% of ship's value



Ship type and size make a difference

Container carrier, post-panamax 13,000 TEU

Vessel particulars

- Length 370 m
- Breadth 50 m
- Average price 130 MUSD

MacGregor equipment

- Hatch covers, lashing bridges, fixed container fittings and container lashing systems
- 80 panels / 2,700 tons / 10,800 m²
- Max. value 10 MUSD = 8% of ship's value

TEU = 20' equivalent unit (length of a standard container)



Ship type and size makes a difference

Container carrier, feeder 1,350 TEU

Vessel particulars

- Length 160 m
- Breadth 25 m
- Average price 23 MUSD

MacGregor equipment

- Cargo cranes (2 x 45t), hatch covers, (lashing bridges), fixed container fittings and lashing systems
- Max. value 2.3 MUSD = 10% of ship's value



Ship type and size makes a difference

RoRo vessel, PCTC 8,000 unit

Vessel particulars

- Length 225 m
- Breadth 32 m
- Carrying capacity 8,000 CEU
(CEU = car equivalent units)
- Average price 100 MUSD

MacGregor equipment

- Hoistable access ramps, car decks, ramp covers and doors
- Hoistable car decks abt. 20,000 m²
- Max. value design and complete fabrication, abt. 3,000 tonnes:
15 MUSD = 15% of the ship's value



Ship type and size makes a difference

Offshore compact semi submersible vessel

Vessel particulars

- Length 85 m
- Breadth 32 m
- Average price 110 MUSD

MacGregor equipment

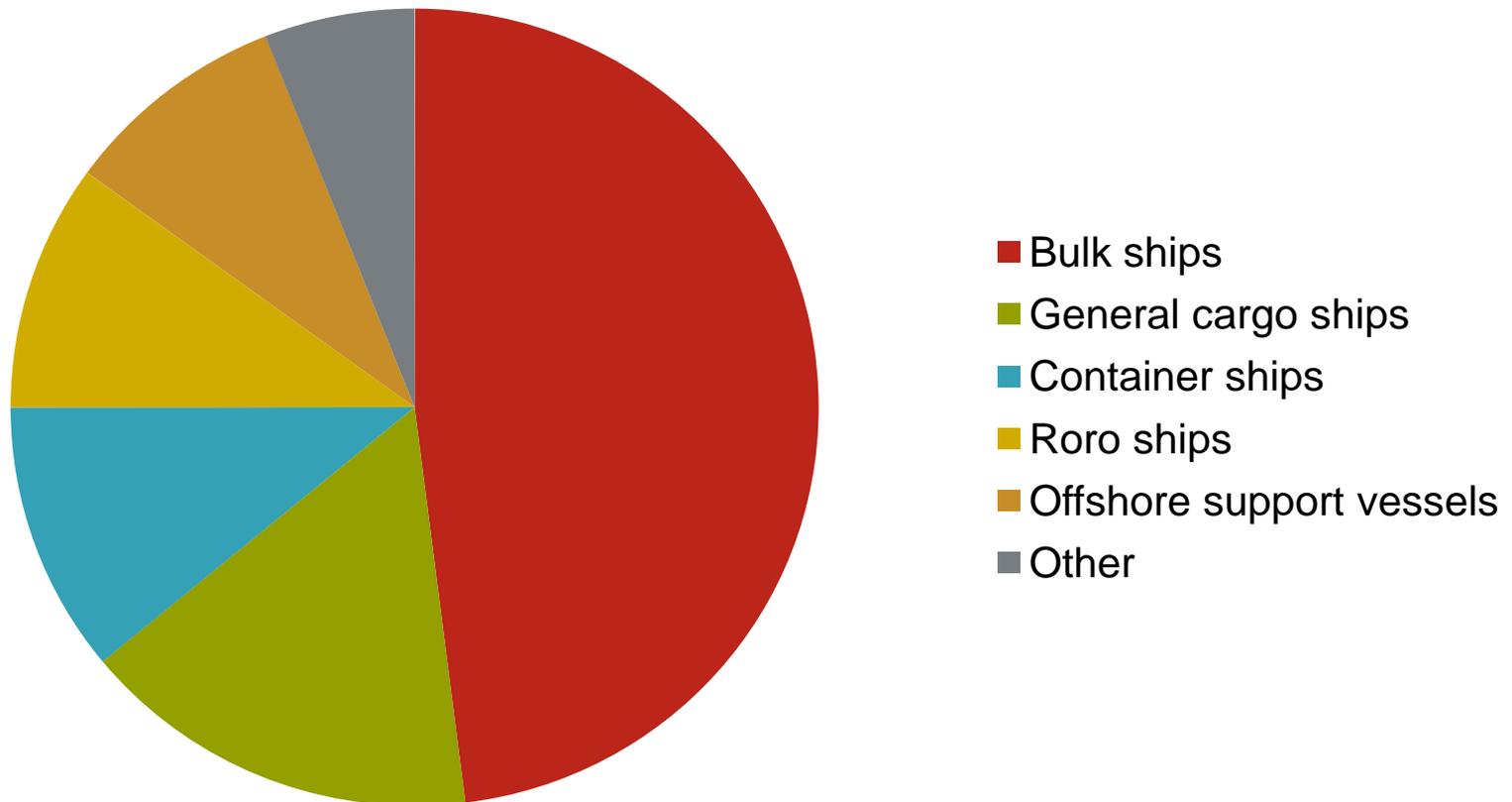
- 150t AHC crane,
el-hydr offshore service crane,
module handling system,
ROV handling system,
winch systems,
moonpool system and
integrated deck skid systems
- Max. value 25 MUSD = 23% of ship's value



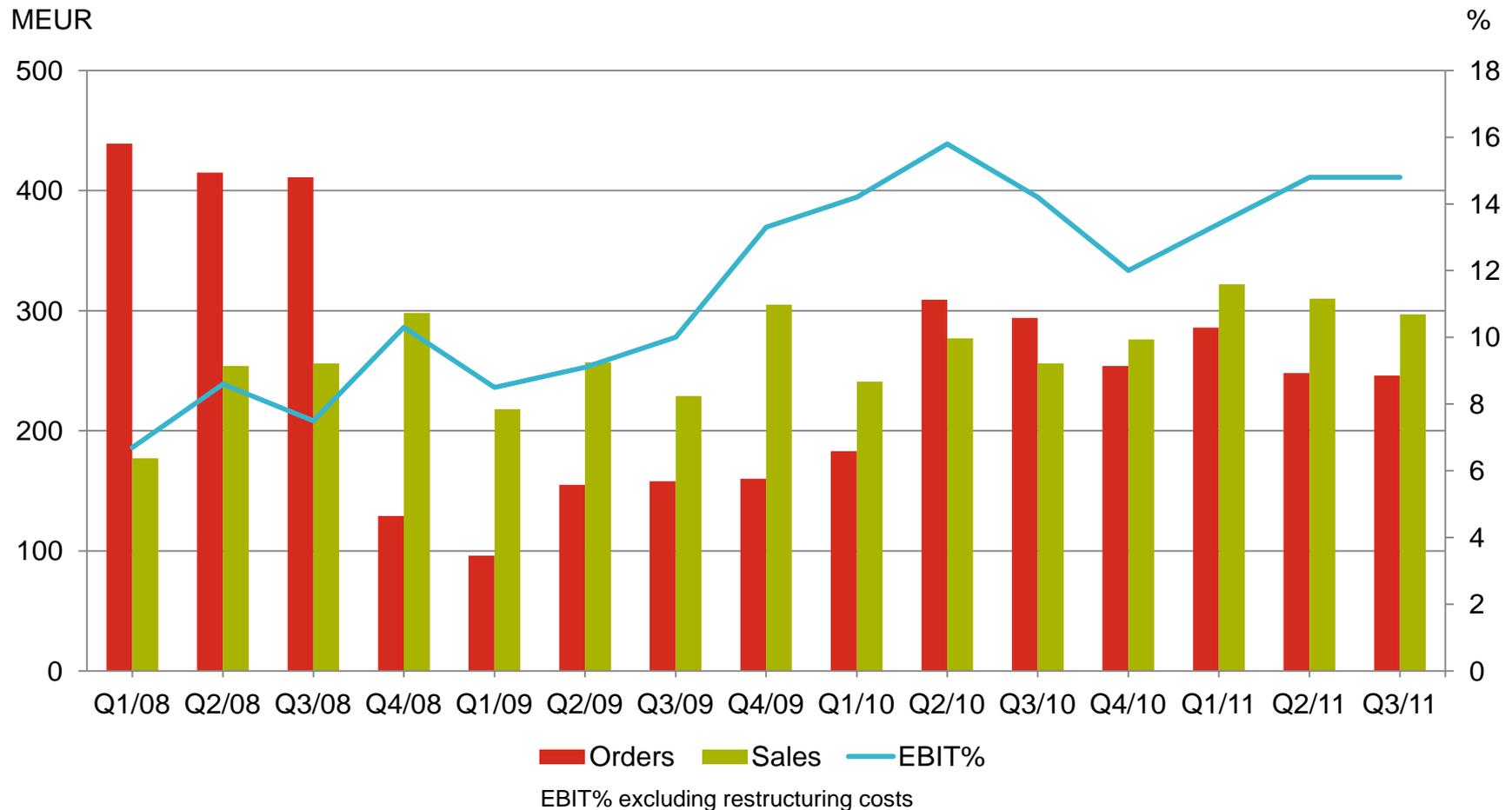
Key issues in financials



Close to half of Marine order book on 30 Sep 2011 was bulk ship related



Key issues in financials



Marine's business model – built-in flexibility

Concept focused on **design, engineering and service**



Reasonable margins
Focus on core competencies

Cash positive
Low fixed cost

High flexibility

Growth



Two dimensional growth



Focus areas

- Two dimensional growth
- Strengthen solution sales
- Grow in offshore services
- Geographical focus in China and Brazil
- Leverage the Rainbow-Cargotec Industries in offshore
- Strong and focused R&D



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