

January–June 2014 interim report

18 July 2014

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Highlights of Q2

- Orders grew 19% y-o-y and totalled EUR 993 (833) million
 - With fixed currencies orders grew 24%
- Sales declined 4% y-o-y to EUR 804 (836) million
 - With fixed currencies sales were flat
- Operating profit excluding restructuring costs was EUR 4.7 (37.5) million or 0.6 (4.5)% of sales
- Operating profit was EUR -6.0 (32.9) million
- Cash flow from operations increased to EUR 24.4 (-12.4) million
- Separate listing of MacGregor reverted

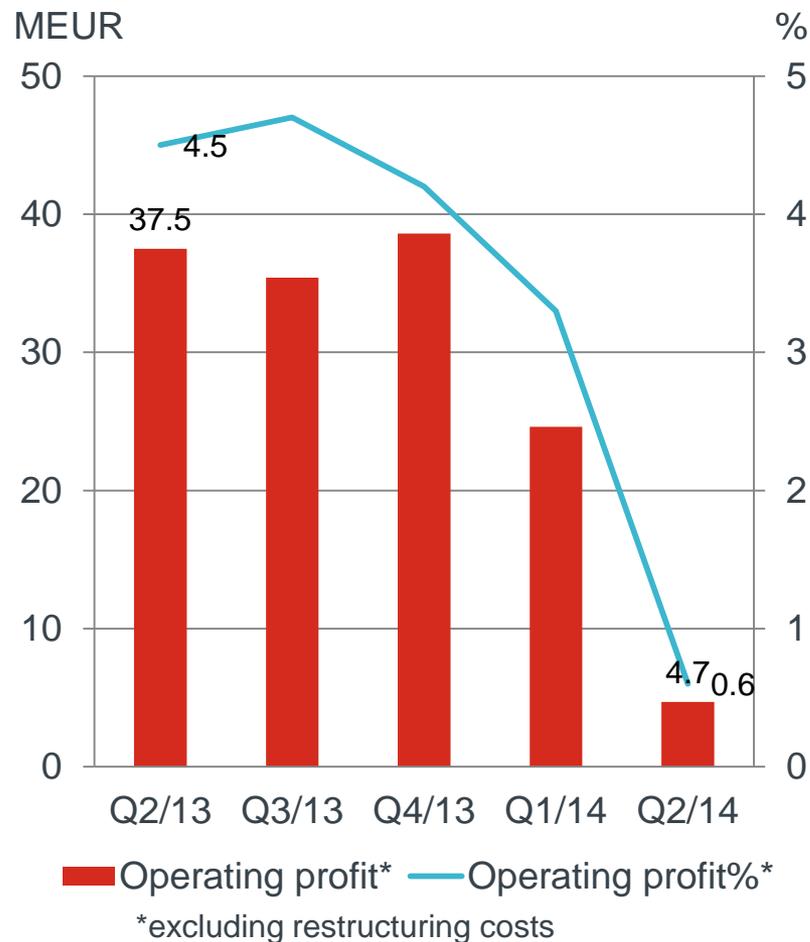
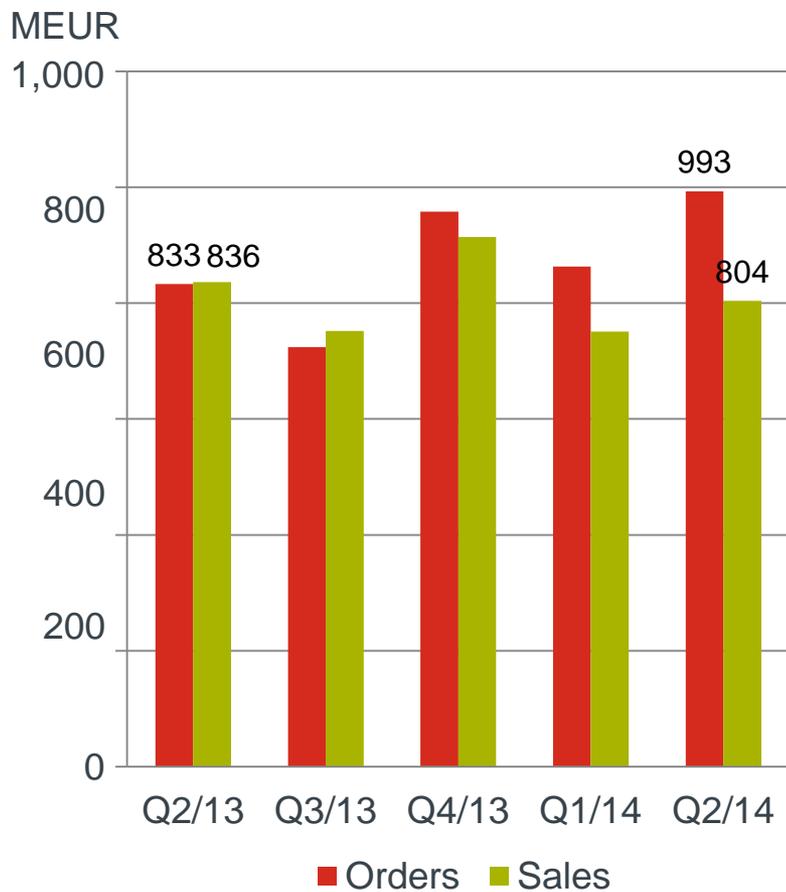


January–June key figures

	Q2/14	Q2/13	Change	Q1-Q2/14	Q1-Q2/13	Change	2013
Orders received, MEUR	993	833	19%	1,856	1,624	14%	3,307
Order book, MEUR	2,285	2,147	6%	2,285	2,147	6%	1,980
Sales, MEUR	804	836	-4%	1,555	1,515	3%	3,181
Operating profit, MEUR*	4.7	37.5	-87%	29.3	52.5	-44%	126.5
Operating profit margin, %*	0.6	4.5		1.9	3.5		4.0
Cash flow from operations, MEUR	24.4	-12.4		56.9	8.8		180.9
Interest-bearing net debt, MEUR	847	567		847	567		578
Earnings per share, EUR	-0.15	0.36		0.05	0.46		0.89

*excluding restructuring costs

Performance development



MacGregor Q2 – healthy orders and profitability improved q-o-q

- Order intake grew 19% y-o-y to EUR 338 (284) million
 - Contribution of acquired businesses EUR 81 million

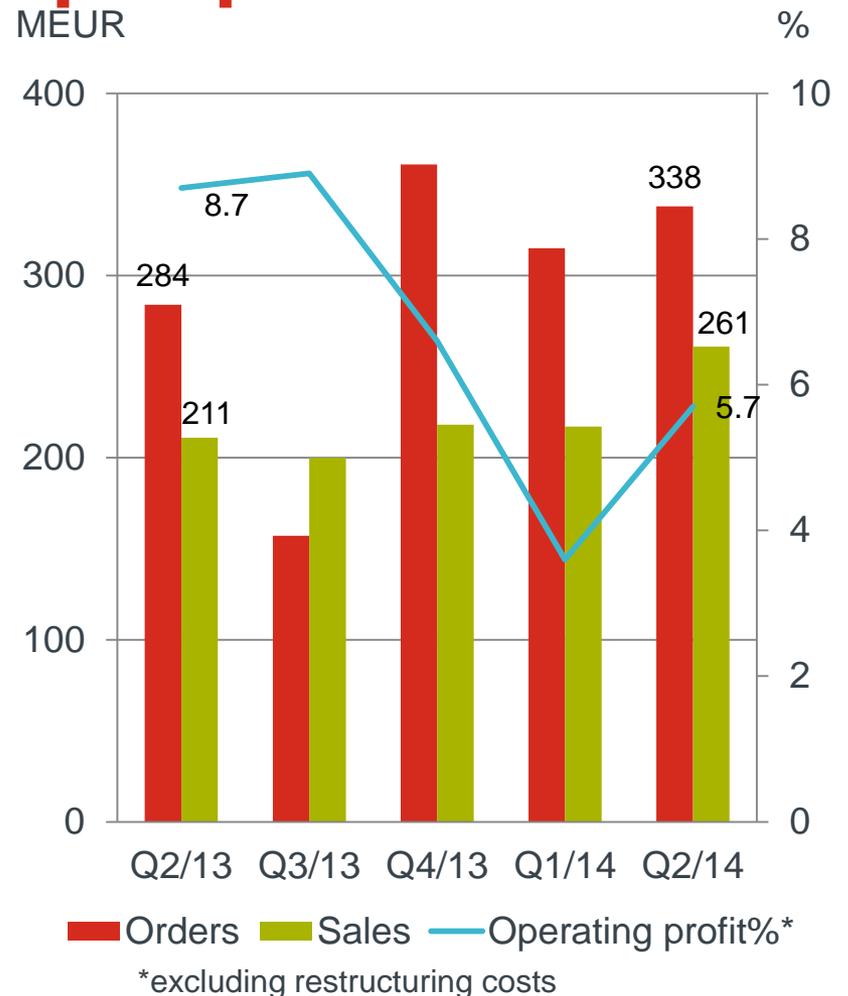
- Due to the recovery in new ship orders, market for marine cargo handling equipment for merchant ships was healthy, even if supply and demand are not yet in balance in shipping

- Offshore cargo handling market was brisk, supported by need for equipment meeting deep-sea requirements, although in the short-term, decision-making is impacted by the emphasis on return on capital

- Services showed some signs of recovery

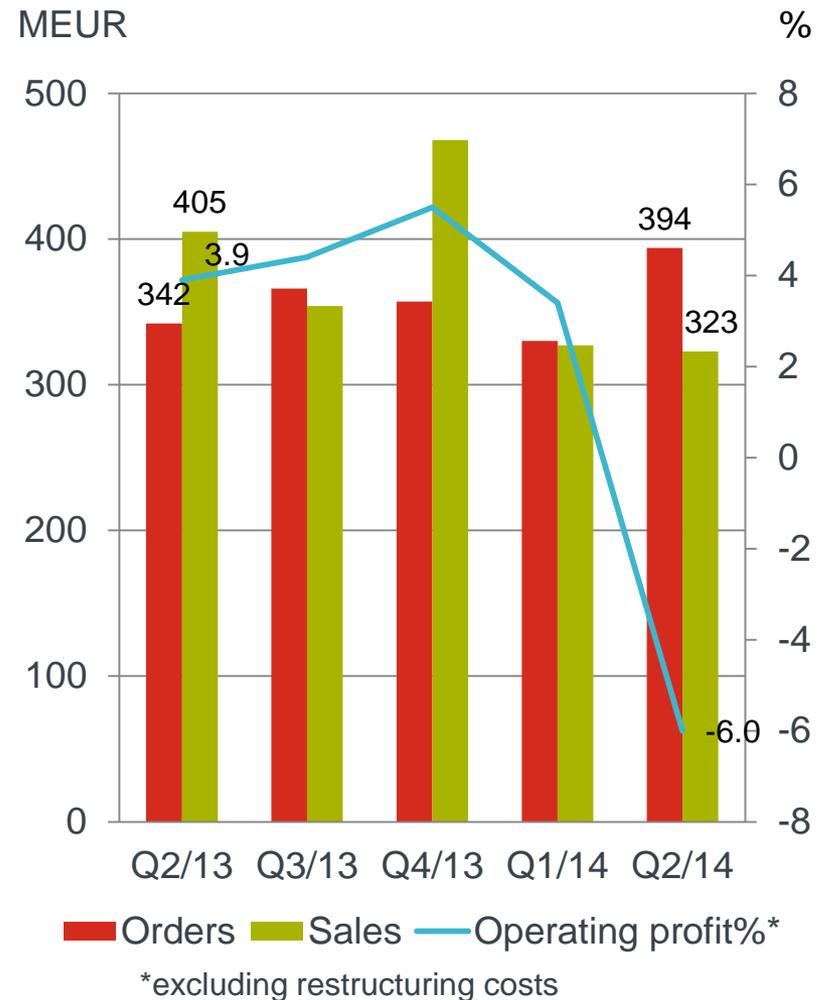
- Sales grew 23% y-o-y to EUR 260 (211) million
 - Contribution of acquired businesses EUR 62 million

- Profitability 5.7% (excluding restructuring)
 - Low delivery volume for merchant ships in particular
 - PPA depreciation and amortisation EUR 2.4 million (approx. EUR 10 million annually)



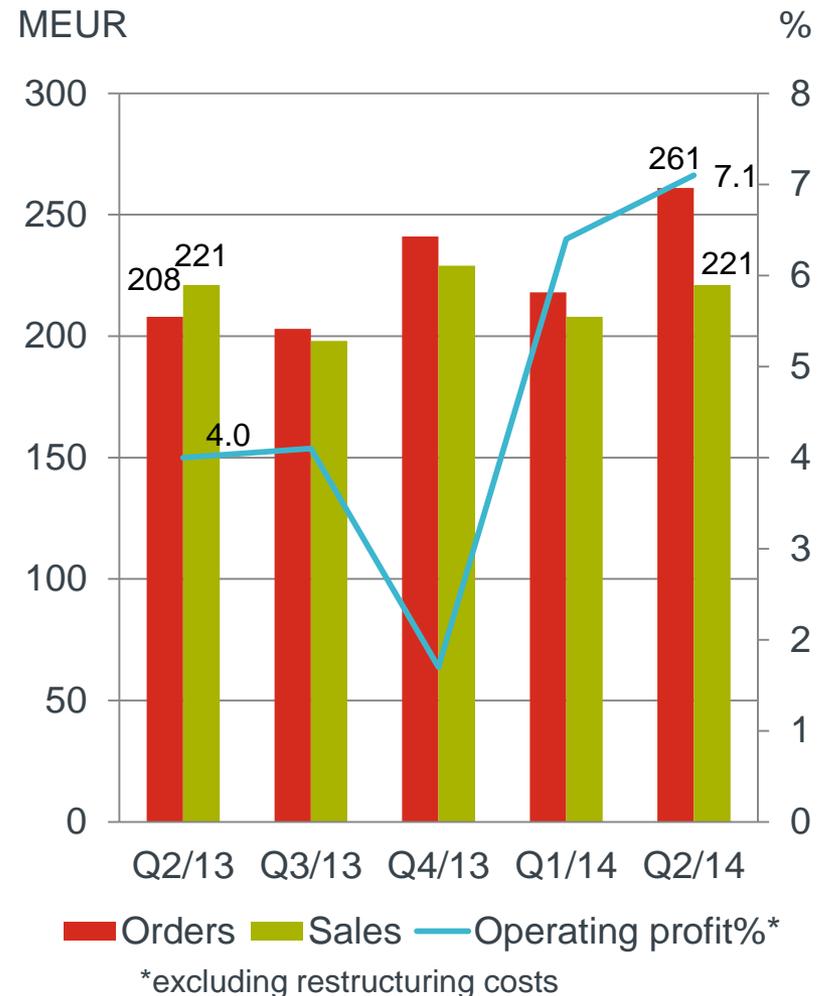
Kalmar Q2 – strong orders in mobile equipment

- In general, demand for mobile equipment and automation solutions was healthy
- In Europe and the Americas, demand was healthy, while in Asia it remained satisfactory due to hesitancy among customers
- Demand for services was healthy
- Order intake grew 15% y-o-y to EUR 394 (342) million
- Sales declined 20% y-o-y to EUR 323 (405) million
- Profitability excluding restructuring costs was -6.0%
 - Additional costs of EUR 39 million mainly in one ship-to-shore crane project dating to 2012 (Q2 2013: 10 MEUR)
 - Profitability excluding restructuring costs and project overruns 6.0%
- Profit improvement programme proceeding according to plan

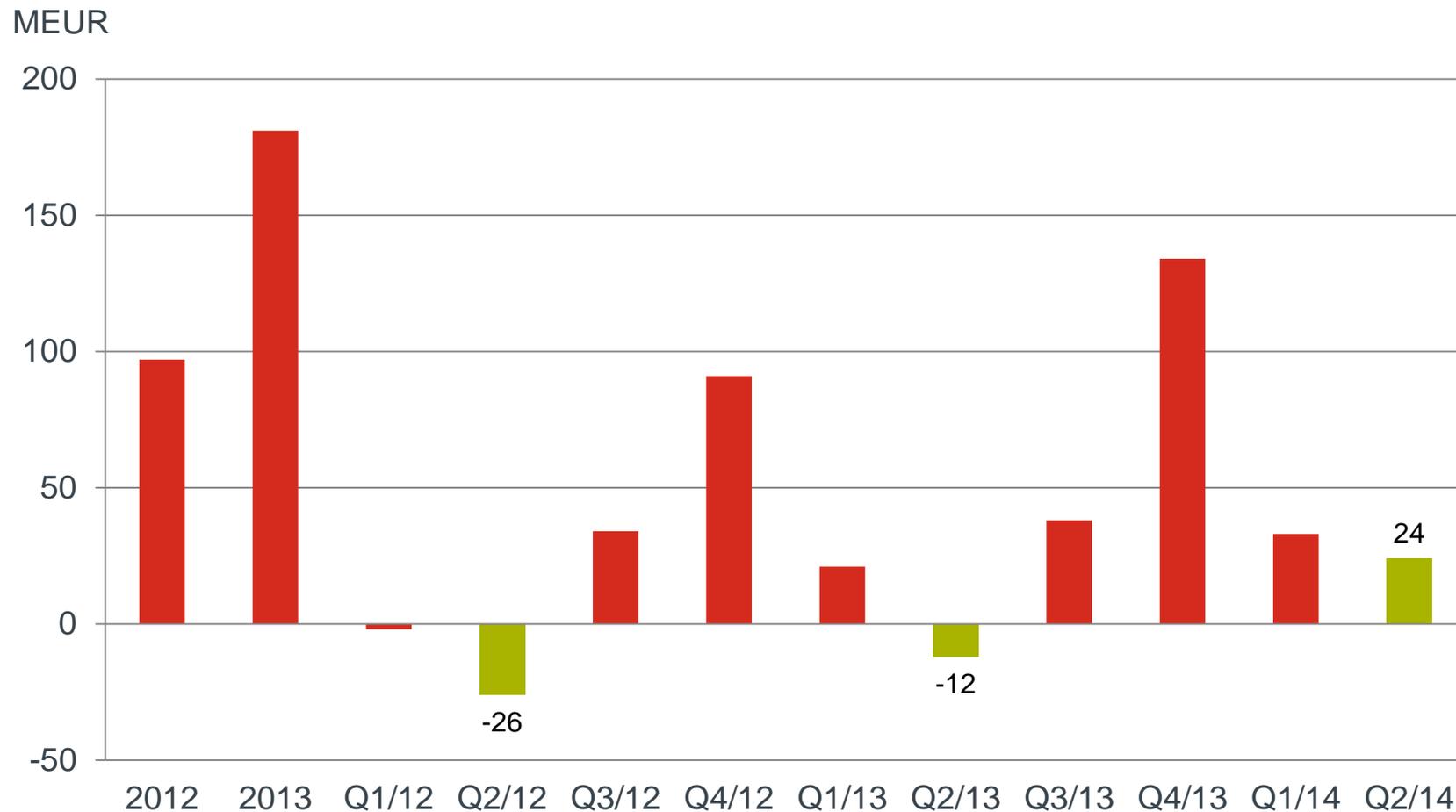


Hiab Q2 – further improvement in profitability

- Demand for load handling equipment was stable. Demand was highest for truck-mounted forklifts and tail lifts
- Demand for services was healthy
- Orders grew 26% y-o-y to EUR 261 (208) million
- Sales were at comparison period's level at EUR 221 (221) million
- Profitability excluding restructuring costs was 7.1%
 - Main drivers for improvement pricing realisation, product cost reductions and lower operating expenses
- Profit improvement programme proceeding ahead of schedule

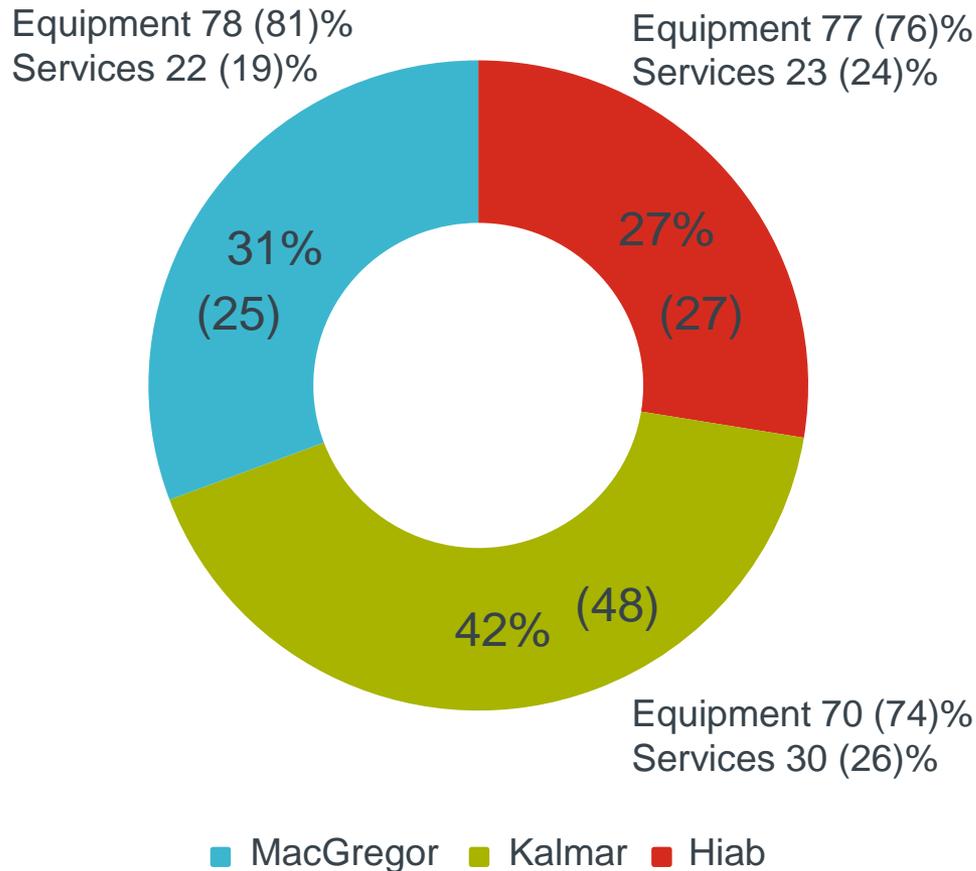


Cash flow from operations strengthened

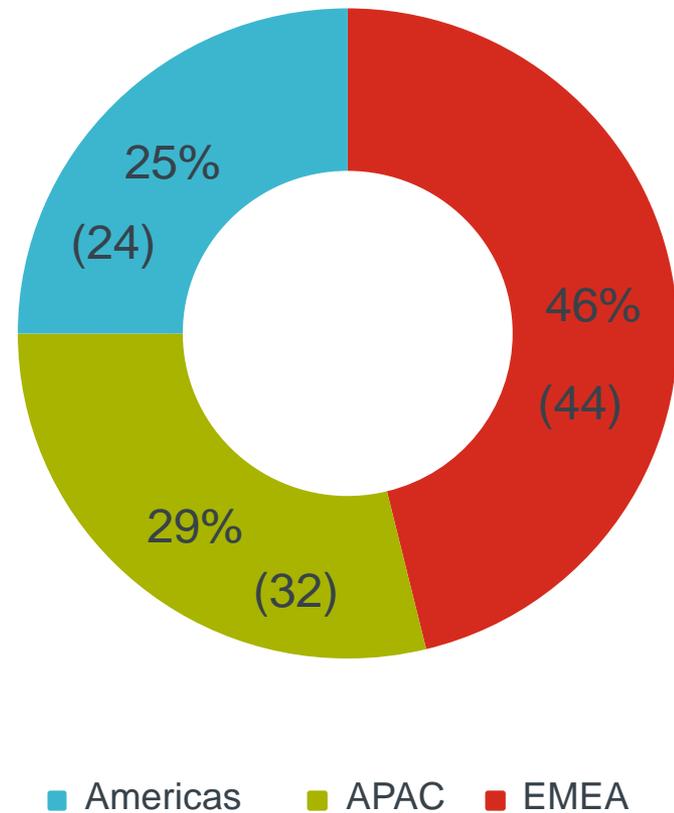


Acquisitions increased MacGregor's share in portfolio

Sales by reporting segment 1-6/2014, %



Sales by geographical segment 1-6/2014, %



Outlook unchanged

- Cargotec's 2014 sales are expected to grow from 2013.
- Operating profit excluding restructuring costs for 2014 is expected to improve from 2013.



Cargotec's must-win battles

- Turning Hiab's high business potential into profitability
- Building the MacGregor growth platform with the successful integration of acquisitions
- Ensuring Kalmar's competitiveness and profitability in mobile equipment
- Profitable future growth in services in Kalmar and MacGregor
- Building Kalmar as a sustainable leader in container handling automation



