CARGOTEC

January–March 2013 interim report, 26 April

Mika Vehviläinen, President and CEO

Eeva Sipilä, Executive Vice President, CFO

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Highlights of Q1

- New President and CEO started 1 March 2013
- Order intake grew 7% y-o-y to EUR 791 (737) million
- Sales declined 14% y-o-y to EUR 679 (793) million
- Operating profit excluding restructuring costs was EUR 15.0 (37.5) million or 2.2 (4.7)% of sales
- Operating profit was EUR 13.1 (37.5) million
- Cash flow from operations was EUR 21.2 (-2.2) million

January–March key figures

	Q1 2013	Q1 2012	Change	2012
Orders received, MEUR	791	737	7%	3,058
Order book, MEUR	2,203	2,342	-6%	2,021
Sales, MEUR	679	793	-14%	3,327
Operating profit, MEUR*	15.0	37.5	-60%	157.5
Operating profit margin, %*	2.2	4.7		4.7
Cash flow from operations, MEUR	21.2	-2.2		97.1
Interest-bearing net debt, MEUR	506	389		478
Earnings per share, EUR	0.10	0.42		1.45

*excluding restructuring costs

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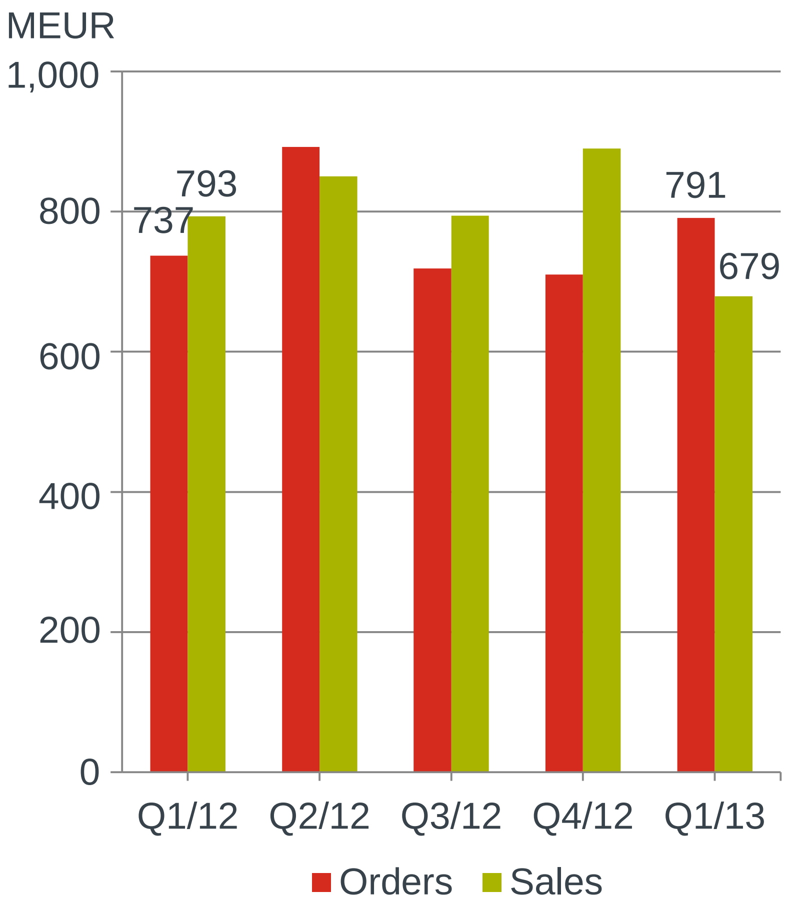
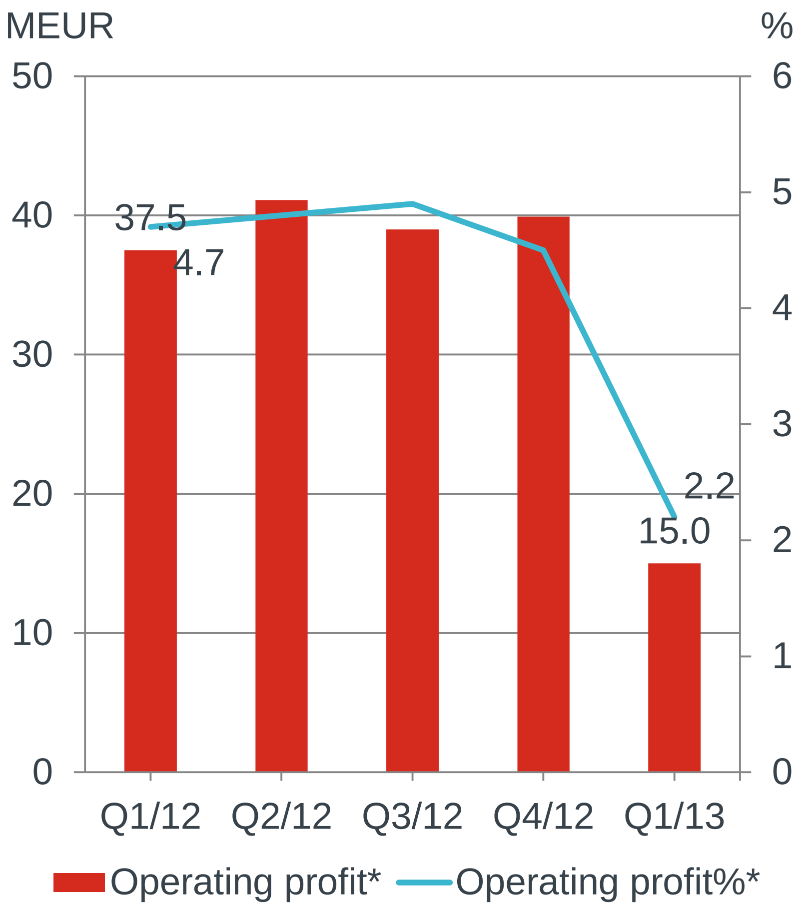
Performance development

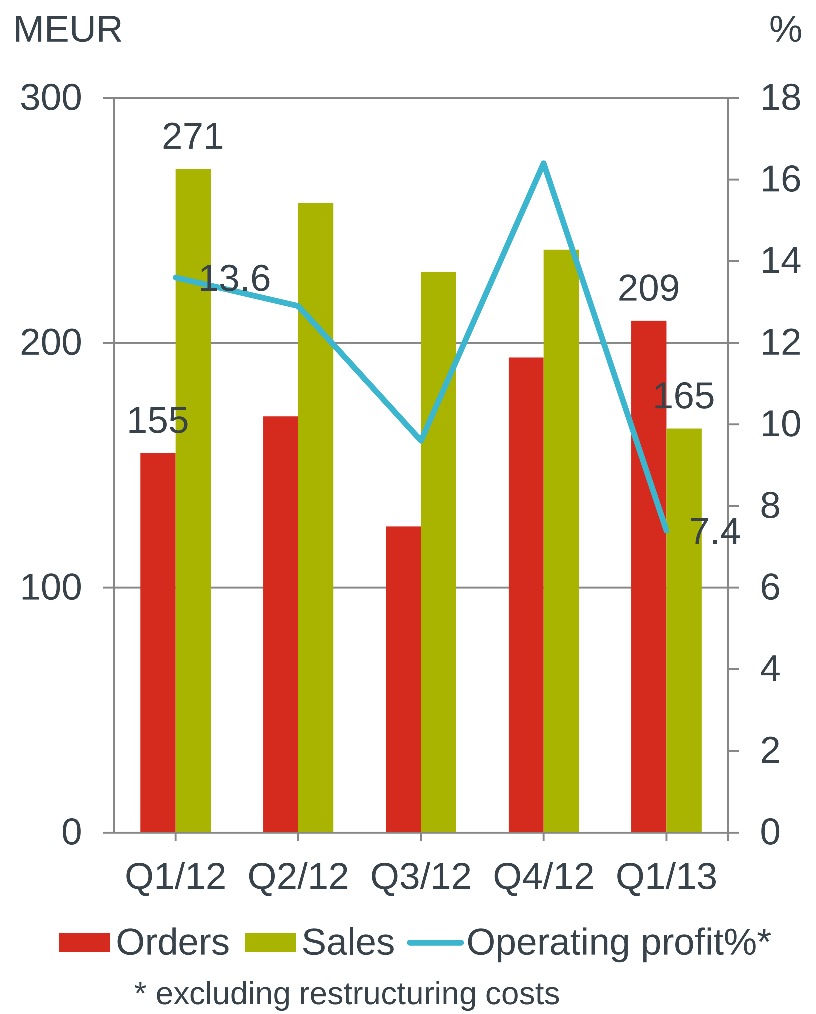




* excluding restructuring costs

MacGregor Q1 – low sales weakened profitability

- Order intake grew 35% to EUR 209 (155) million
- Demand for marine cargo handling equipment for RoRo, general cargo and offshore support vessels was strong.
- Sales declined 39% to EUR 165 (271) million due to low deliveries as customers delayed receipt of deliveries.
- Low sales weakened profitability to 7.4% (excluding restructuring)



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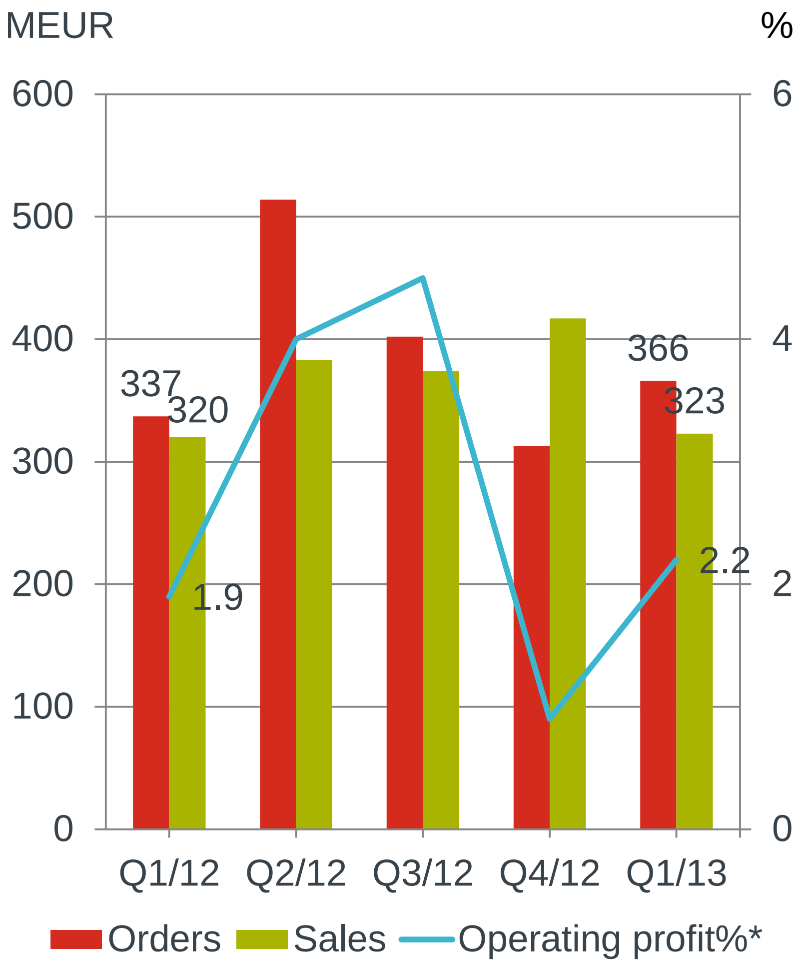
Kalmar Q1 – expected start for the year

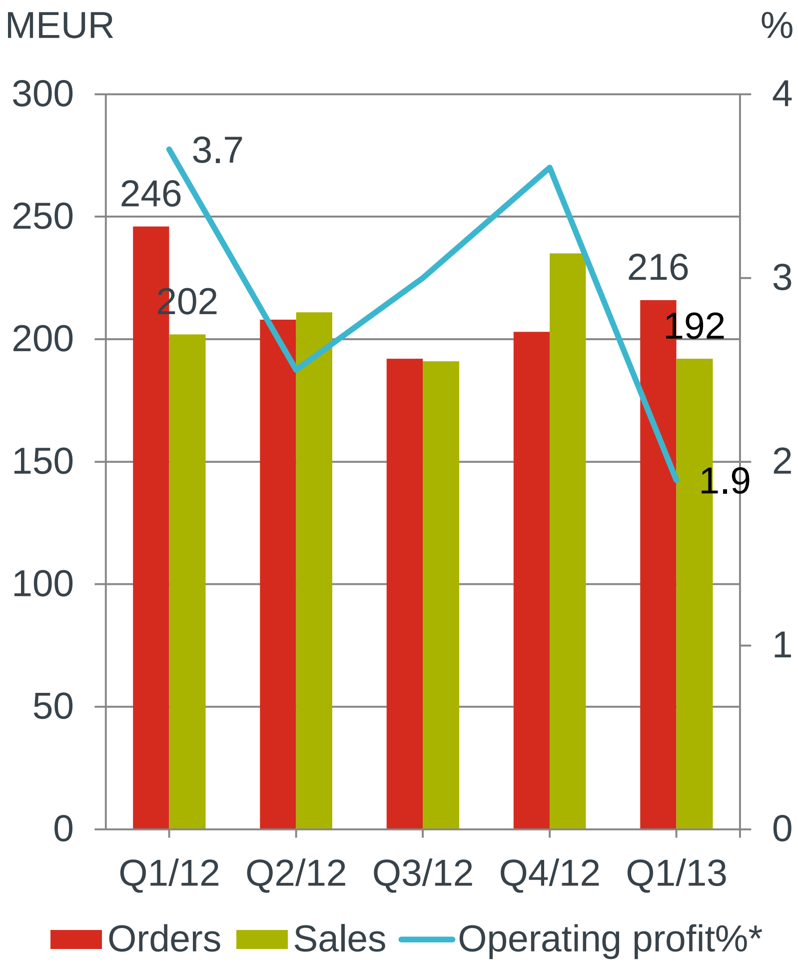
- Demand for smaller container handling equipment and automation solutions was healthy.
- Order intake grew 9% to EUR 366 (337) million.
- Sales were at comparison period's level, EUR 323 (320) million
- Profitability excluding restructuring costs was 2.2%
  - Additional costs of EUR 5 million in projects



* excluding restructuring costs

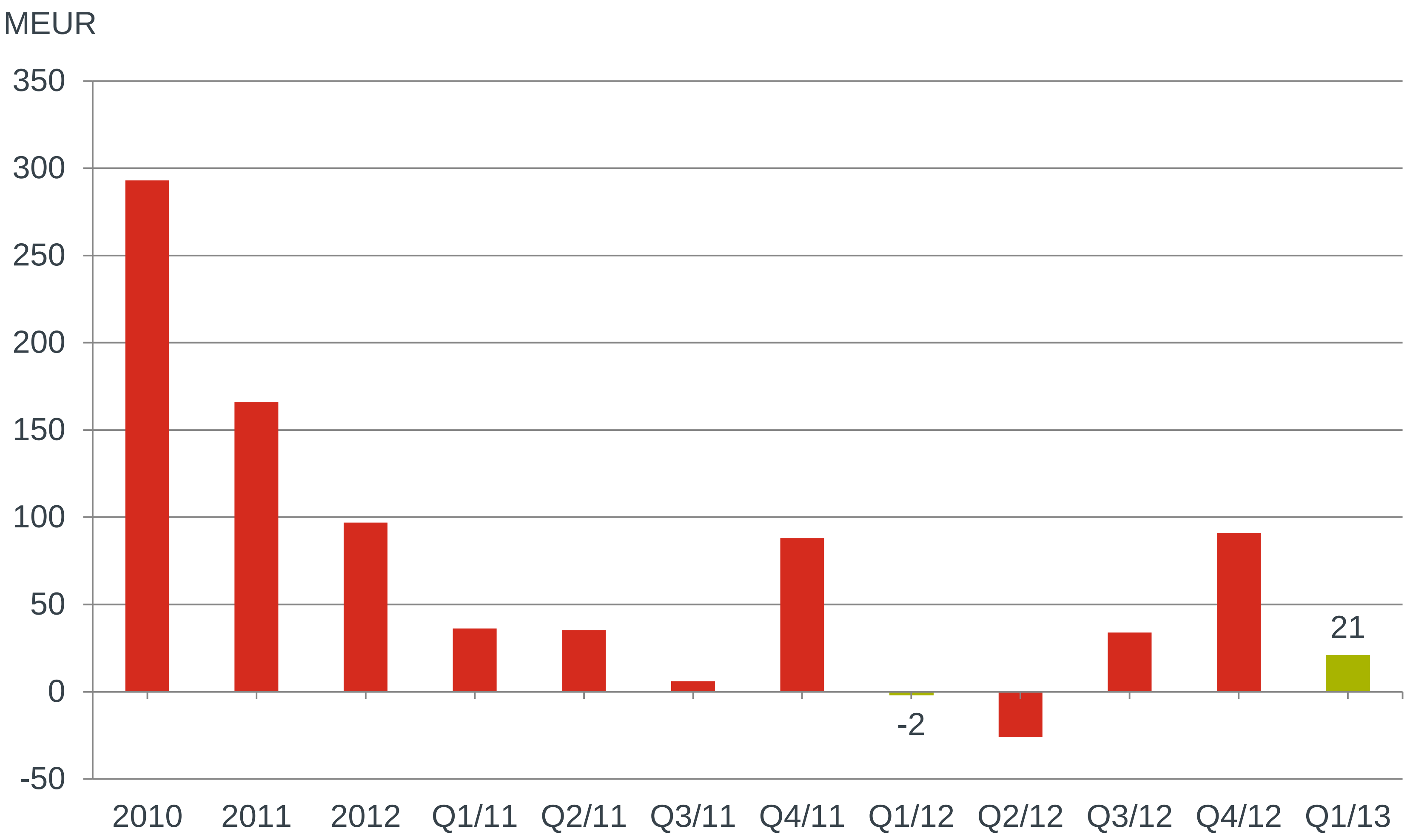
Hiab Q1 – variations in demand within Europe

- Market environment variations by country characterised the load handling markets within Europe. Demand was healthy in the US.
- Orders declined 12% from a high comparison period to EUR 216 (246) million
- Sales declined 5% y-o-y
- Profitability excluding restructuring costs was 1.9%
  - Low sales
  - Overcapacity and the associated costs due to the prolongation of the cooperation negotiations in Hudiksvall, Sweden



* excluding restructuring costs

Cash flow from operations positive although inventories grew



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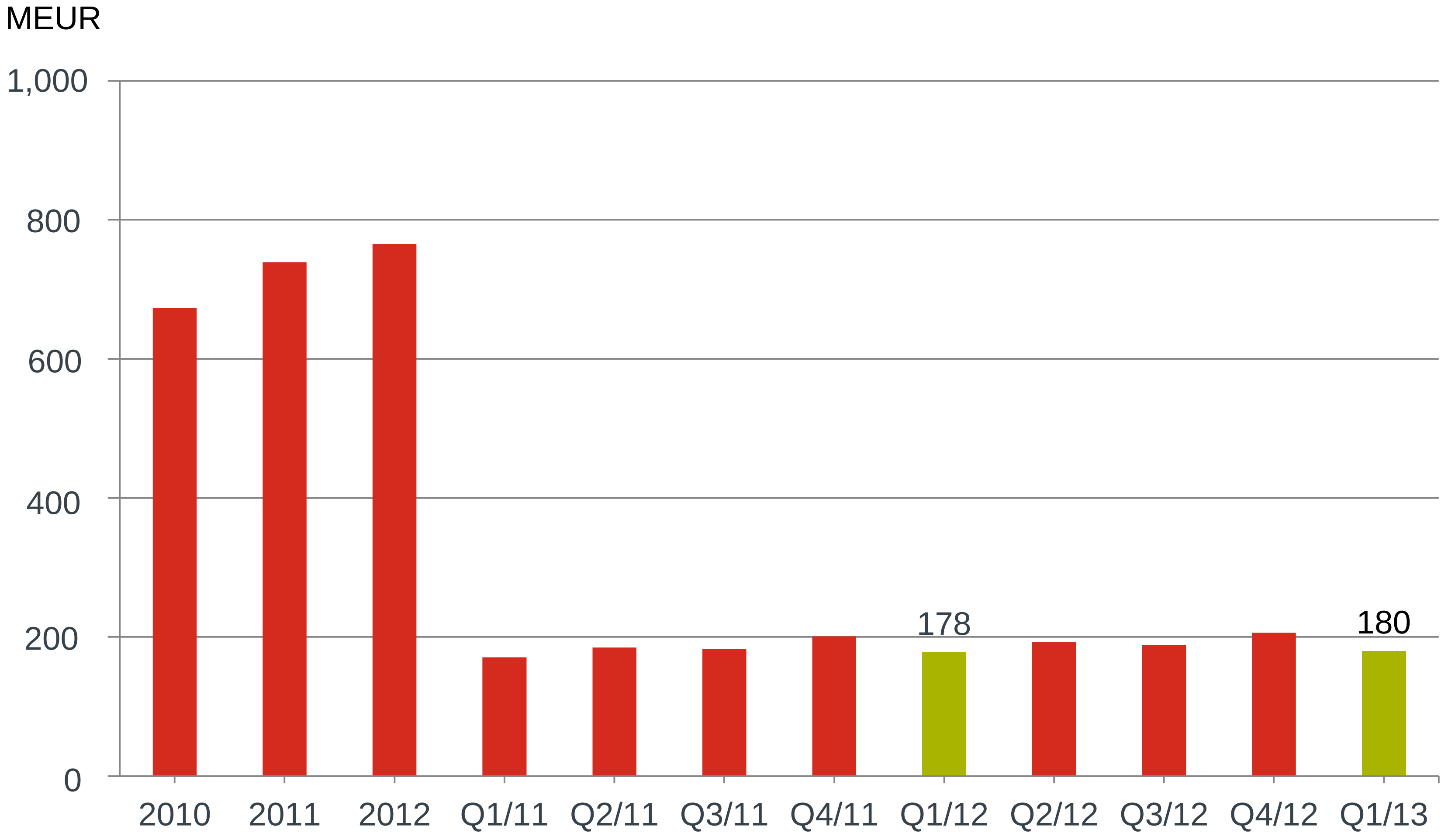
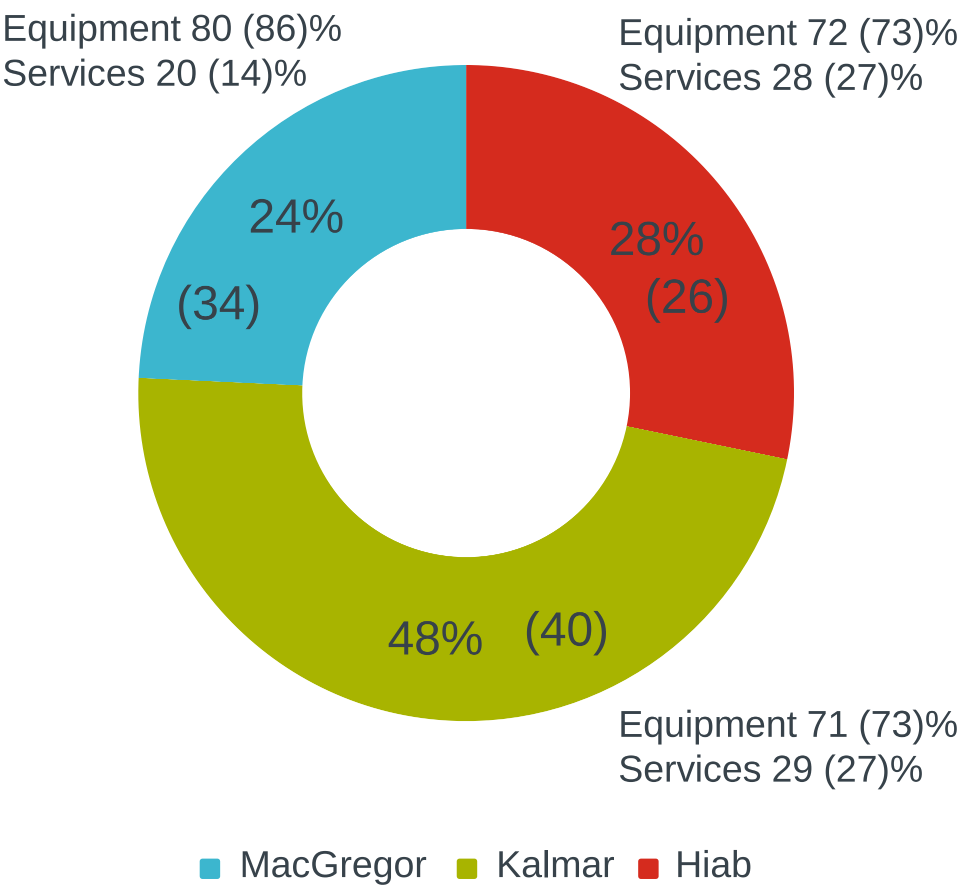
Sales in services unchanged

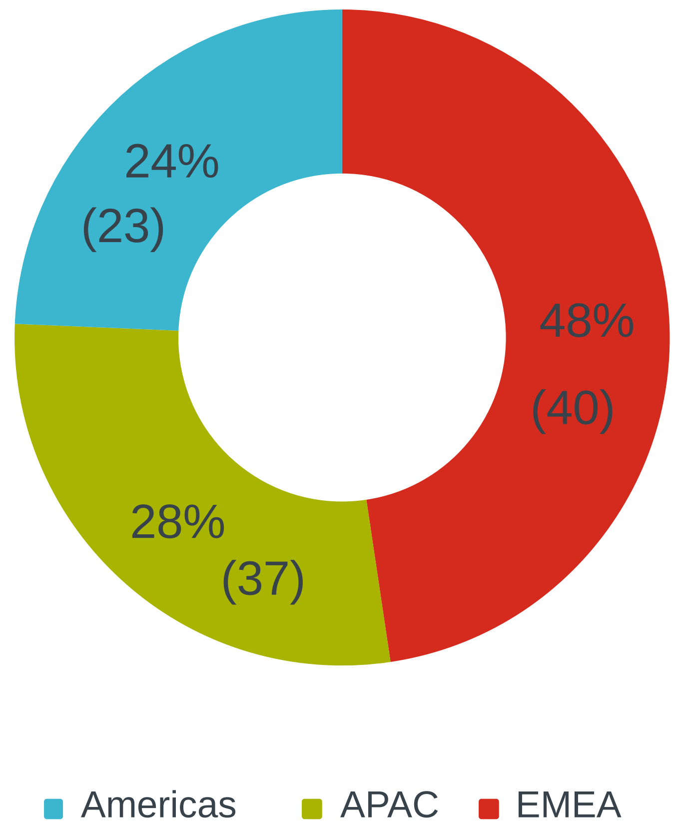


Kalmar and EMEA roughly half of the sales

Sales by reporting segment Q1 2013, %



Sales by geographical segment Q1 2013, %



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Outlook unchanged

- Cargotec's sales are expected to be slightly below 2012 and operating profit excluding restructuring costs to be at 2012 level.

- Positive impact of efficiency improvement measures implemented will be weighted on the second half of the year.

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Focus in 2013

- Cost structure
- Portfolio
- Deliveries
- Margin

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