

## January–March 2015 interim report

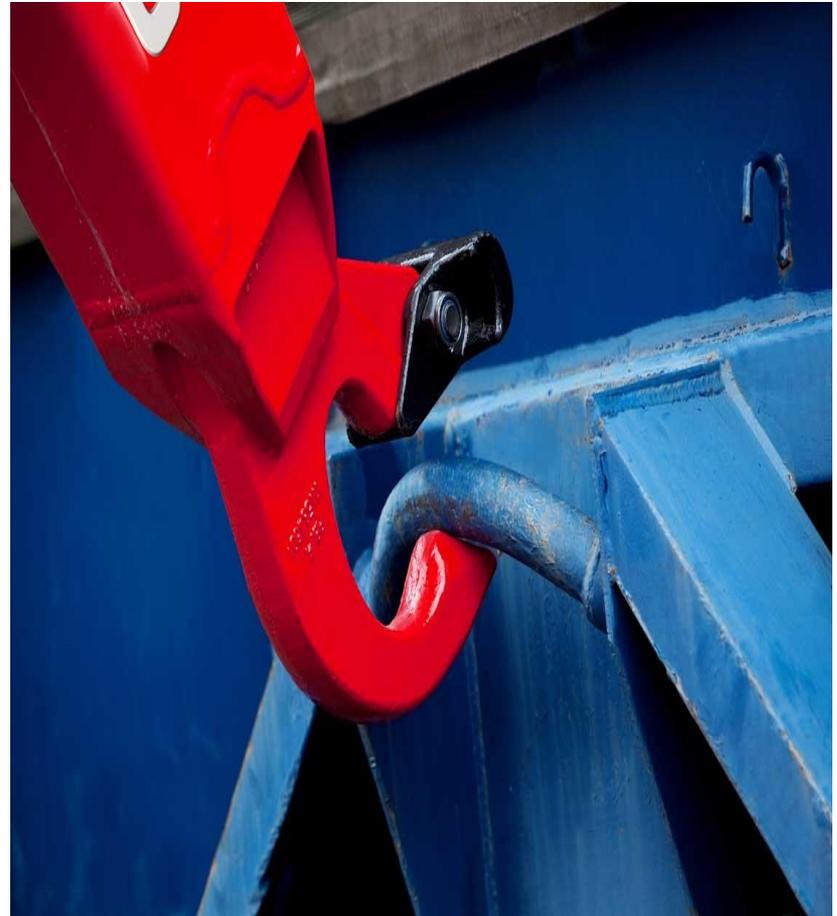
28 April 2015

Mika Vehviläinen, President and CEO

Eeva Sipilä, Executive Vice President, CFO

# Highlights of January–March

- Orders grew 9% y-o-y and totalled EUR 939 (863) million
  - With fixed currencies orders grew 2%
- Order book strengthened 12% from 2014 year-end to EUR 2,469 million
- Sales grew 18% y-o-y to EUR 889 (751) million
  - With fixed currencies sales grew 10%
- Operating profit excluding restructuring costs was EUR 52.3 (24.6) million or 5.9 (3.3)% of sales
- Operating profit was EUR 51.3 (23.8) million
- Cash flow from operations was EUR 51.6 (32.5) million
- Savings measures initiated in MacGregor



# Market environment in January–March

- Market for marine cargo handling equipment rather weak in early 2015
  - Demand for cargo handling solutions for bulk carriers low, activity level in container ship sector picking up
  - Offshore cargo handling equipment market remained healthy, but uncertainty increasing
- Demand for container handling equipment and services saw positive development on all continents
- Market for load handling equipment continued its strong growth in the US, and varied significantly between countries in Europe
  - Early signs of market picking up in Europe



# January–March key figures

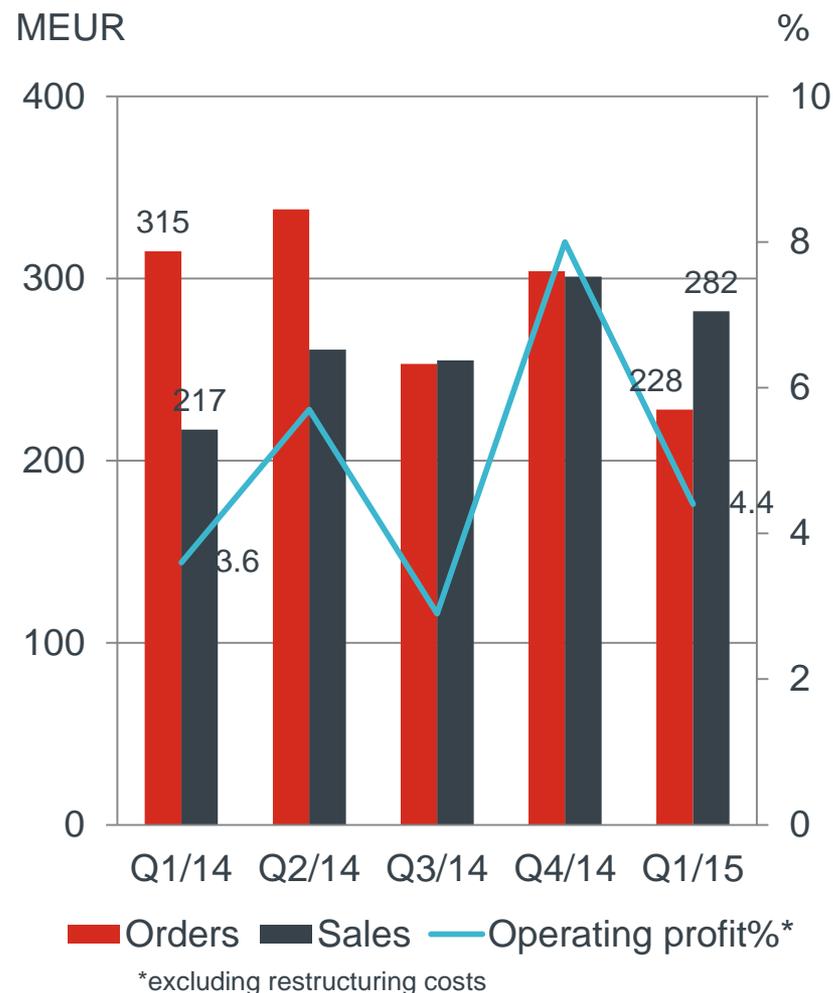
	1–3/15	1–3/14	Change	2014
Orders received, MEUR	939	863	9%	3,599
Order book, MEUR	2,469	2,111	17%	2,200
Sales, MEUR	889	751	18%	3,358
Operating profit, MEUR*	52.3	24.6	112%	149.3
Operating profit margin, %*	5.9	3.3		4.4
Cash flow from operations, MEUR	51.6	32.5		204.3
Interest-bearing net debt, MEUR	789	824		719
Earnings per share, EUR	0.56	0.20		1.11



\*excluding restructuring costs

# MacGregor Q1 – offshore orders still on good level

- Order intake declined 28% y-o-y to EUR 228 (315) million
- Order book grew 10% from 2014 year-end
- Sales grew 30% y-o-y to EUR 282 (217) million
- Profitability excluding restructuring costs was 4.4%
- Savings measures initiated



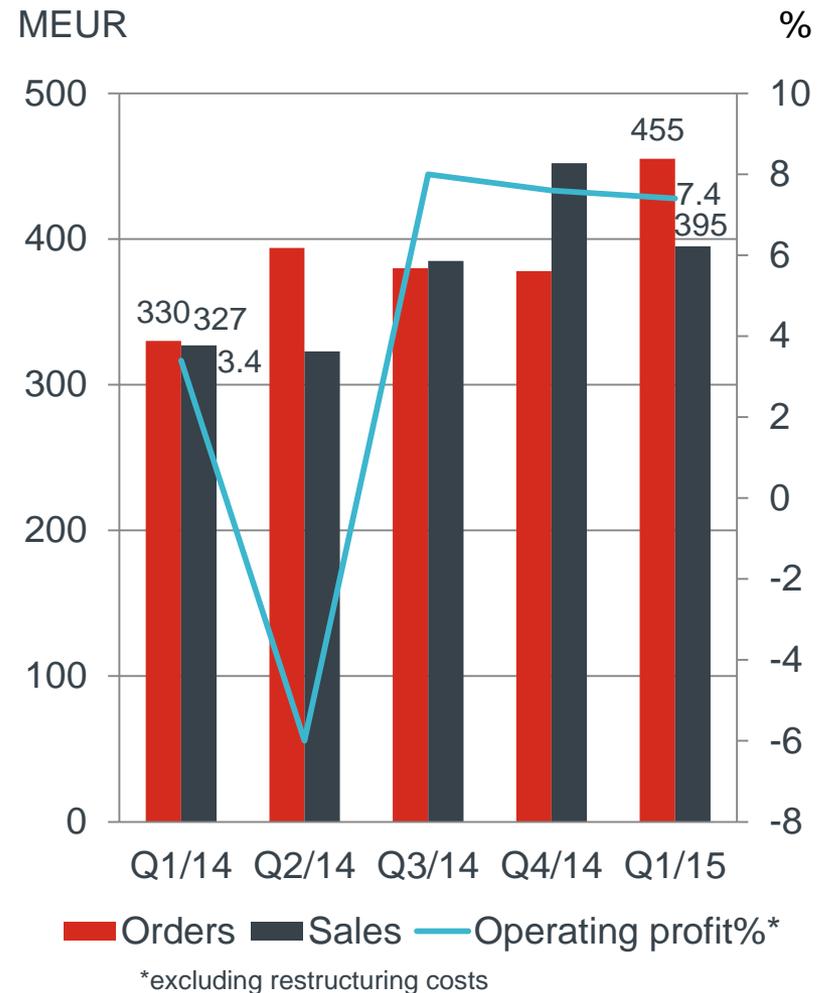
# MacGregor savings measures

- Weakened market situation
  - Low oil price
  - Low number of merchant ship orders
- Strong focus on earlier announced development programmes continues
  - Sales, services and design-to-cost
- Estimated reduction of 220 employees globally
- EUR 20 million targeted annual savings
- Estimated restructuring cost of EUR 5 million



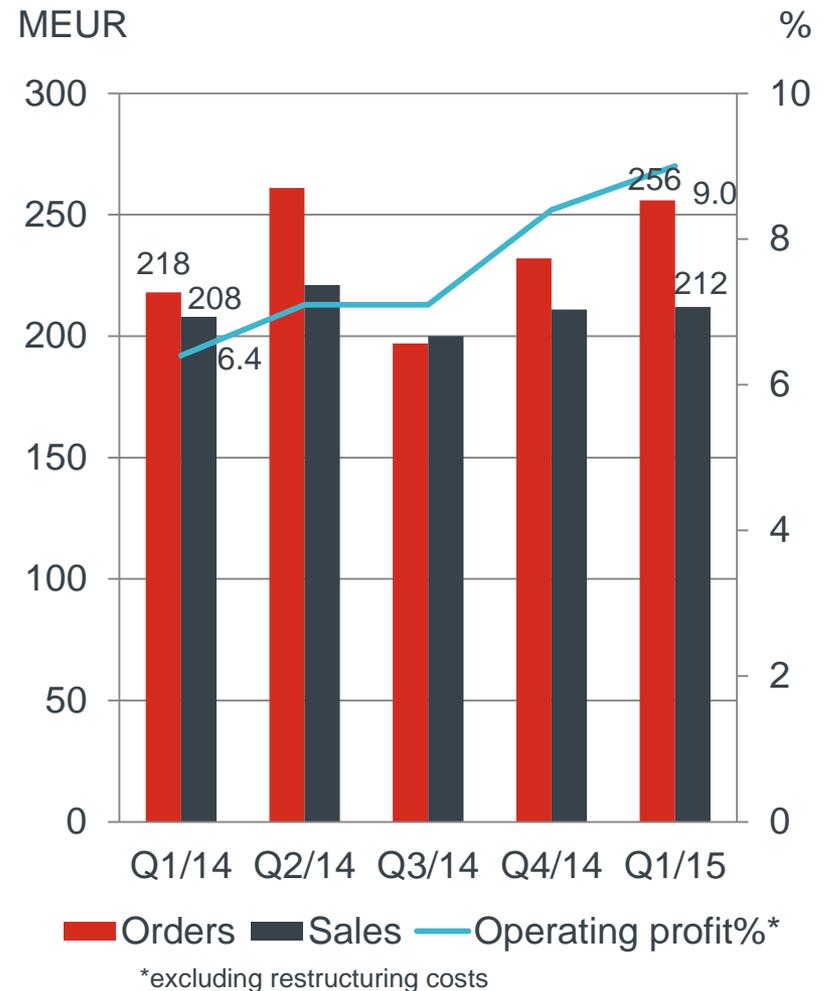
# Kalmar Q1 – strong start for the year

- Order intake increased 38% y-o-y to EUR 455 (330) million
- Order book strengthened 12% from 2014 year-end
- Sales grew 21% y-o-y to EUR 395 (327) million
- Profitability excluding restructuring costs was 7.4%

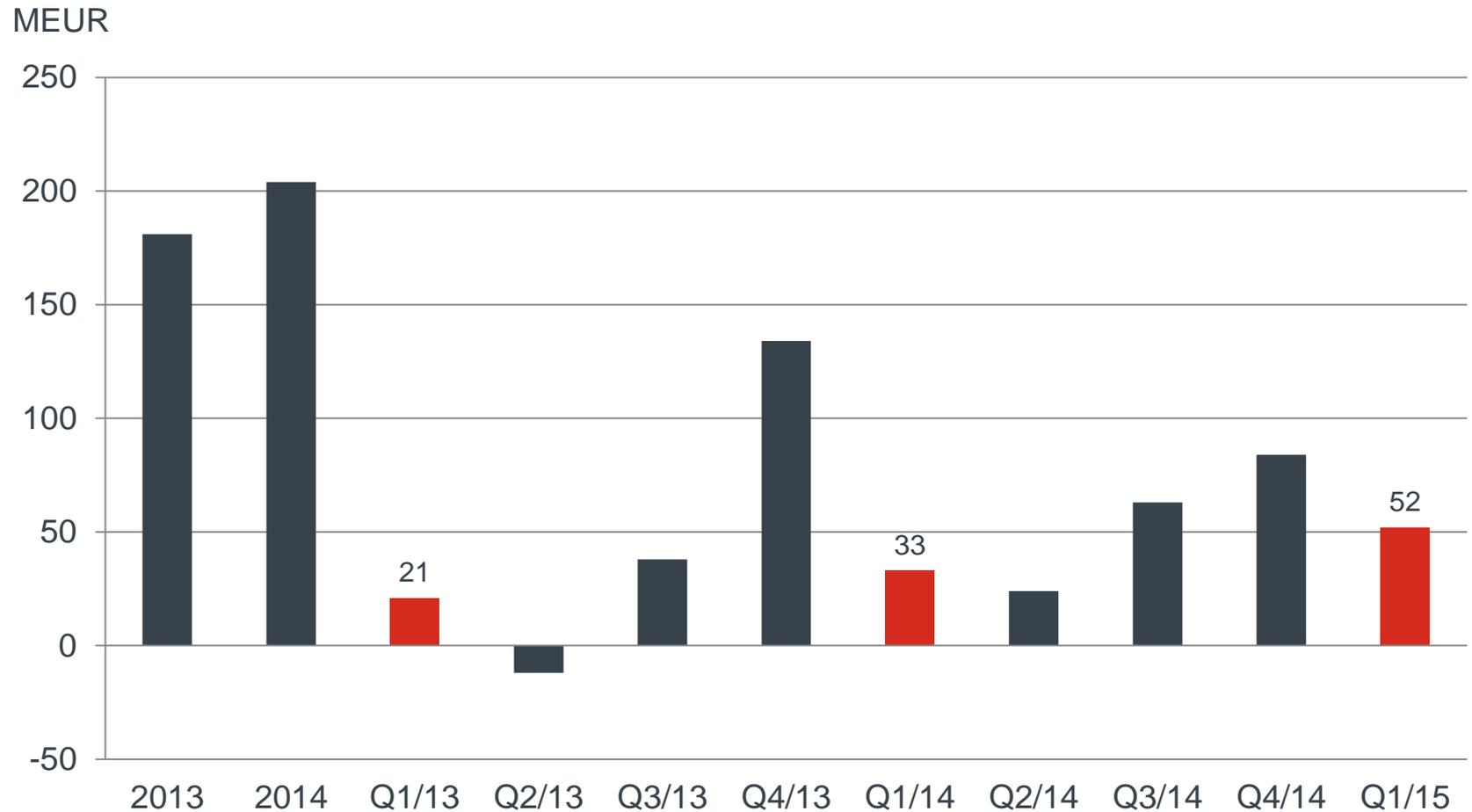


# Hiab Q1 – profitability improved further

- Orders grew 17% y-o-y to EUR 256 (218) million
- Order book strengthened 22% from 2014 year-end
- Sales were at comparison period's level at EUR 212 (208) million
- Profitability excluding restructuring costs was 9.0%

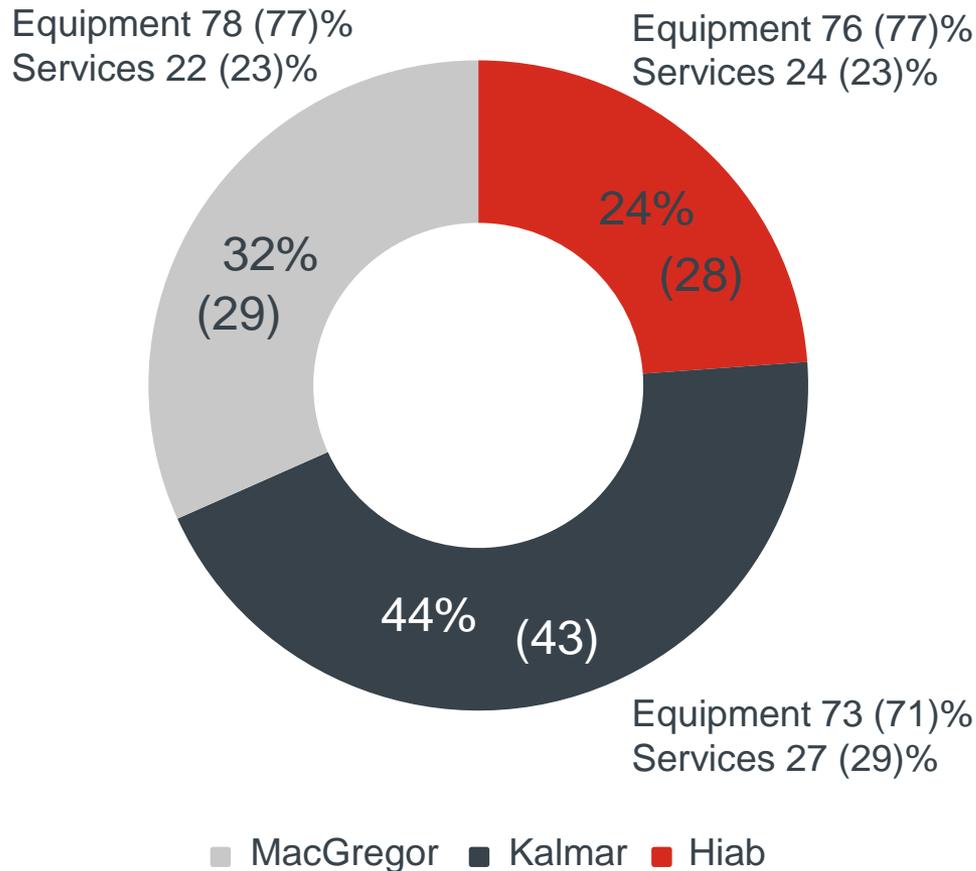


# Cash flow from operations healthy

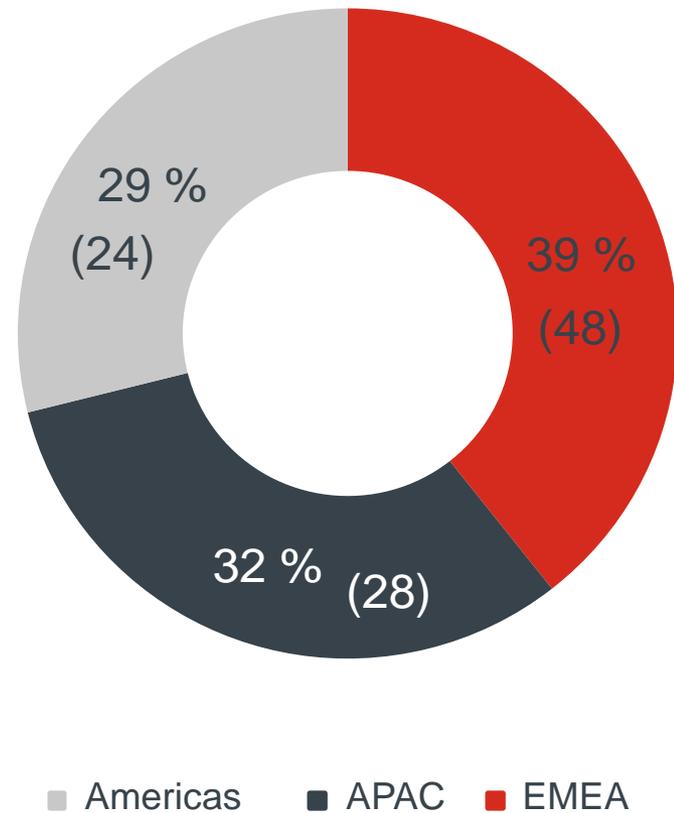


# More balanced geographical mix in sales

Sales by reporting segment 1-3/2015, %

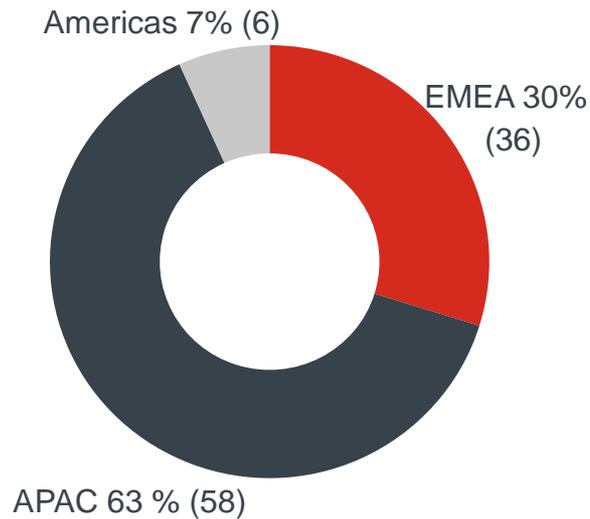


Sales by geographical segment 1-3/2015, %

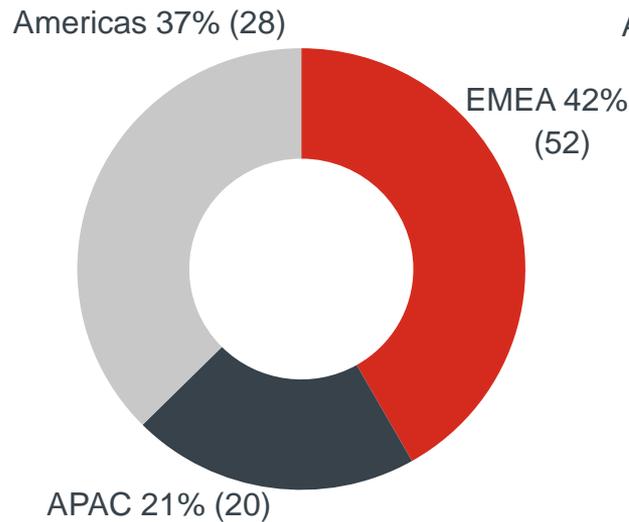


# Sales by geographical segment by business area

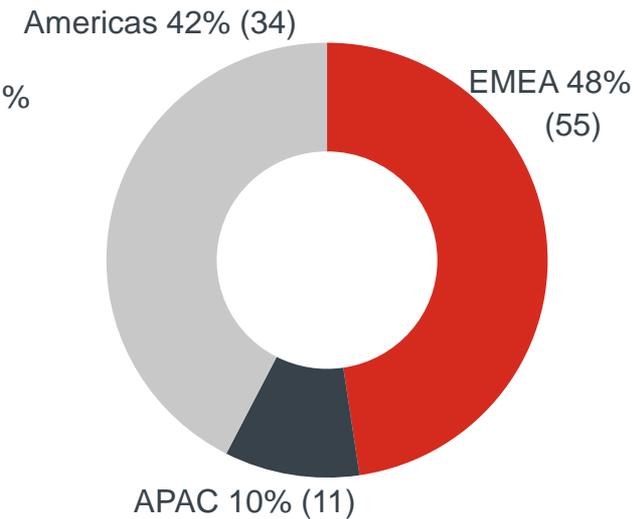
## MacGregor



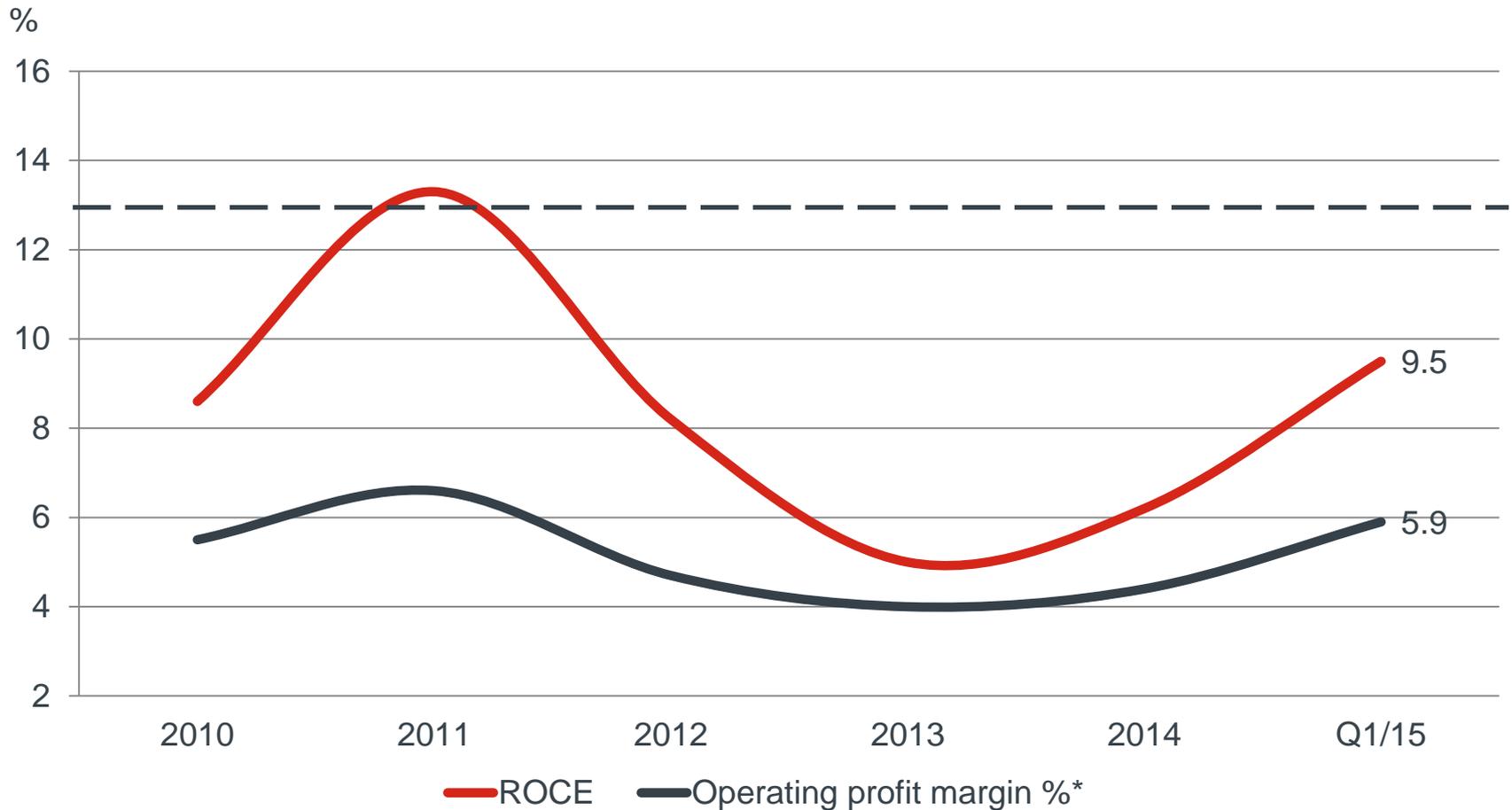
## Kalmar



## Hiab



# Return on capital (ROCE) improved towards the >13% target level



ROCE, annualised  
\* excluding restructuring costs

# Outlook

- Cargotec's 2015 sales are expected to grow from 2014 (3,358 MEUR).
- Operating profit excluding restructuring costs for 2015 is expected to improve from 2014 (149.3 MEUR).



