CARGOTEC

President and CEO Mikael Mäkinen

27 October 2010

Interim Report January–September 2010

HIAB · KALMAR · MACGREGOR

Strategy and financial targets

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Next corporate theme

Late 80s/ early 90s	-1997	1997-2002	2002-2004	2004-2007	2007-2010	2010-2015	2015-
From “lime stone” to engineering	More engineering	One Partek	Kone	Cargotec	One Cargotec	Customer focus globally	Customer Solutions
			Excellence in purchasing Outsourcing Growth in services	Creation of stand-alone company Listing to stock exchange	Support, Supply and Services centralised Hiab and Kalmar merged Capacity scaled to demand	Regions Key accounts Segment development Footprint, outsourcing	Segment based Knowledge based solutions

Strategic focus areas 2011–2015

Customers and customer segments
- Improve knowledge of customer needs
- Invest in attractive segments
- Decide which segments to keep and which to divest

Service
- Spare parts logistics
- Regional distribution centres
- Growing up in the value chain towards more preventive maintenance
- Support customers' operations outsourcing

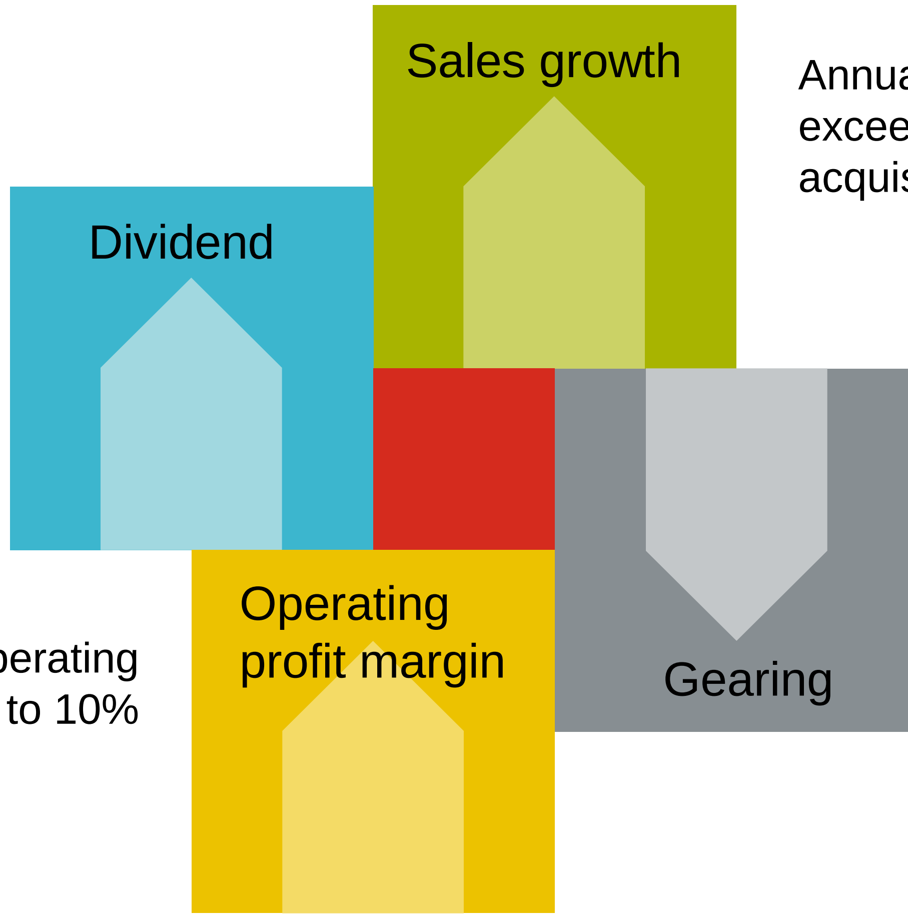
Emerging markets
- Position in Chinese market
- Develop other growth markets (India, Brazil, Russia and Africa)
- Acquisitions, partnerships, organic growth

Internal clarity
- Common processes
- Harmonisation of information systems
- Further development of I&T organisation

Customer segmentation - priorities

Invest	• Grow business through customer focus • Acquisitions • Prioritise R&D to expand offering • Account management • Grow market share/defend position	• Develop new business models • Growing market • High Services potential
Harvest & Consider	• Product sales approach • Basic services • Standard business models • Standard offering • Cash cow	• Review annually possibilities to Green or Red • Scan potential M&A targets
Divest	• Prepare for divesture • No R&D • Maximise short term profits • Organise for carve-out • Focused growth strategy	• Do not matrix with the rest • Allow independent distribution

Financial targets



Annual sales growth exceeding 10% (incl. acquisitions)

Dividend 30–50% of earnings per share

Raising the operating profit margin to 10%

Gearing below 50% (over the cycle)

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January–September 2010 financials

Highlights of January–September 2010 report

- Market recovery continued in all segments
- Q3 order intake 56% up y-o-y
- Q3 sales grew 14% y-o-y, seasonality visible in Q3 figures when comparing with Q2
- Industrial & Terminal's profitability improving
- Marine's profitability still strong
- Cash flow continued healthy

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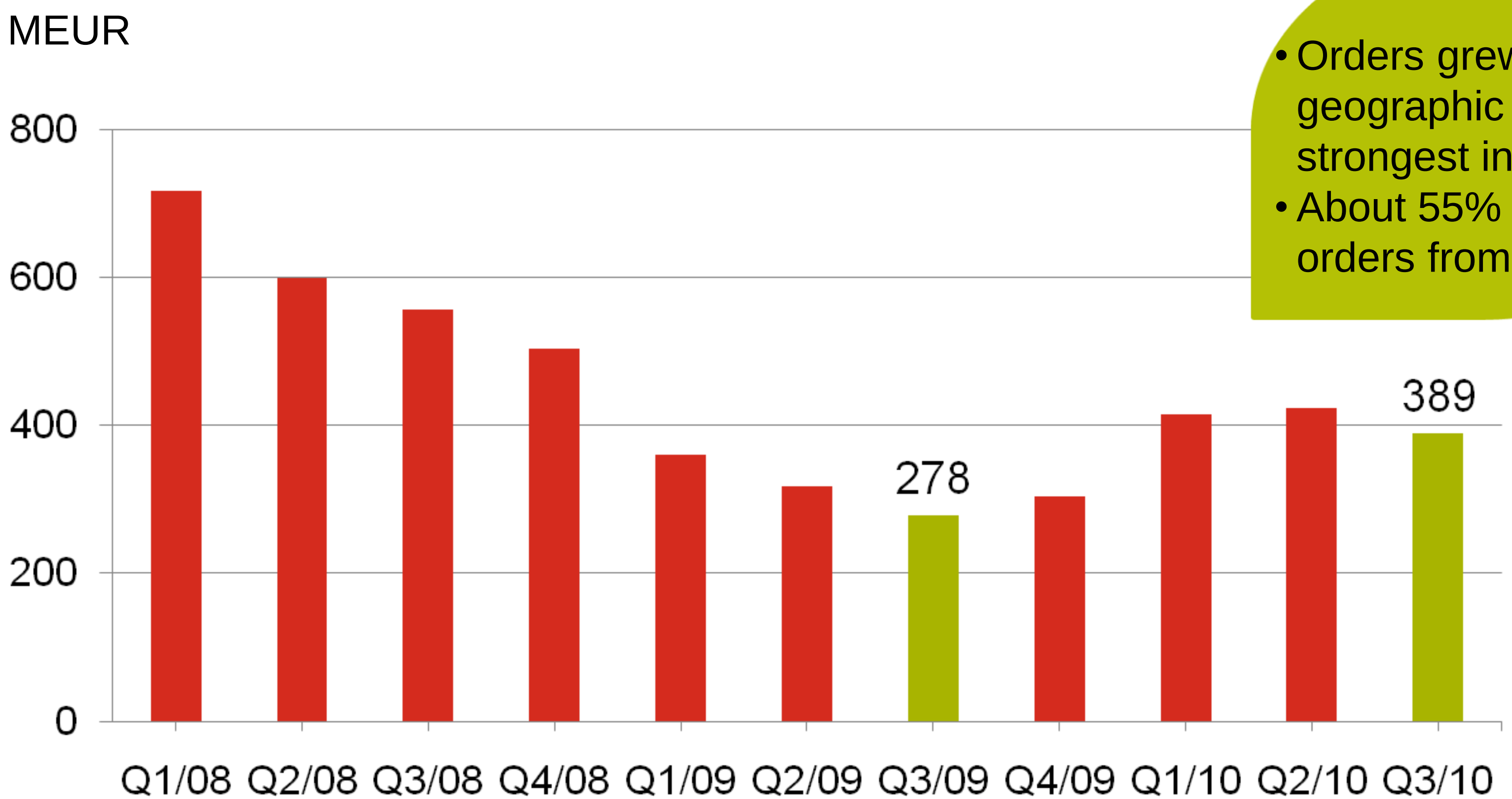
Market environment in January–September 2010

- The load handling equipment markets have developed positively over the year. However, recovery is uneven, varying geographically and by customer segment. The Americas have seen the most powerful recovery.
- The recovery in demand for container handling equipment in ports remained sluggish. Positive development in large equipment continued in Q3 after starting from low levels, while project demand still remained rather modest.
- The market for marine cargo handling equipment has continued favourable, being clearly more active than expected at the beginning of the year. In particular, demand for equipment for bulk vessels grew. Demand for container ship equipment is showing signs of recovery after a couple of inactive years.
- Due to improvements in customer capacity utilisation rates, the service markets saw a clear improvement after a quiet start to the year. The recovery in demand for spare parts sales extended to other service areas.

Key figures in January–September 2010

	Q3 10	Q3 09	Change	1-9/10	1-9/09	Change	2009
Orders received, MEUR	683	437	56%	2,013	1,364	48%	1,828
Order book, MEUR	2,395	2,371	1%	2,395	2,371	1%	2,149
Sales, MEUR	635	559	14%	1,828	1,912	-4%	2,581
Operating profit excl. restructuring, MEUR	42.8	11.6		97.4	29.6		61.3
Operating profit margin excl. restructuring, %	6.7	2.1		5.3	1.5		2.4
Operating profit, MEUR	42.2	-3.3		92.9	-7.1		0.3
Cash flow from operations, MEUR	66.4	91.9		193.4	198.7		289.7
Interest-bearing net debt, MEUR	264	400		264	400		335
Earnings per share, EUR	0.38	-0.02		0.82	-0.13		0.05

Q3: Industrial & Terminal's order intake grew 40% y-o-y



- Orders grew in all geographic areas, strongest in APAC
- About 55% of orders from EMEA

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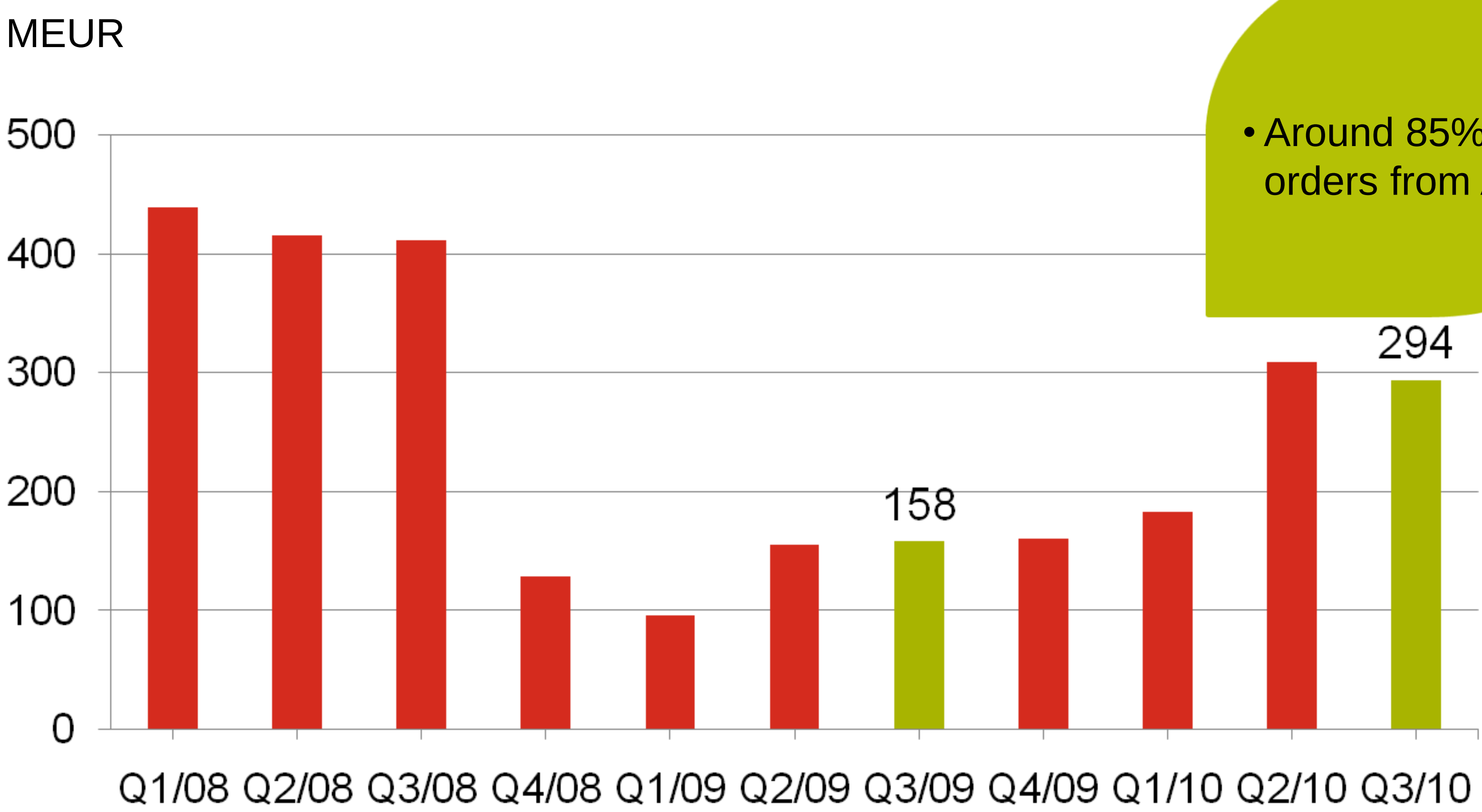
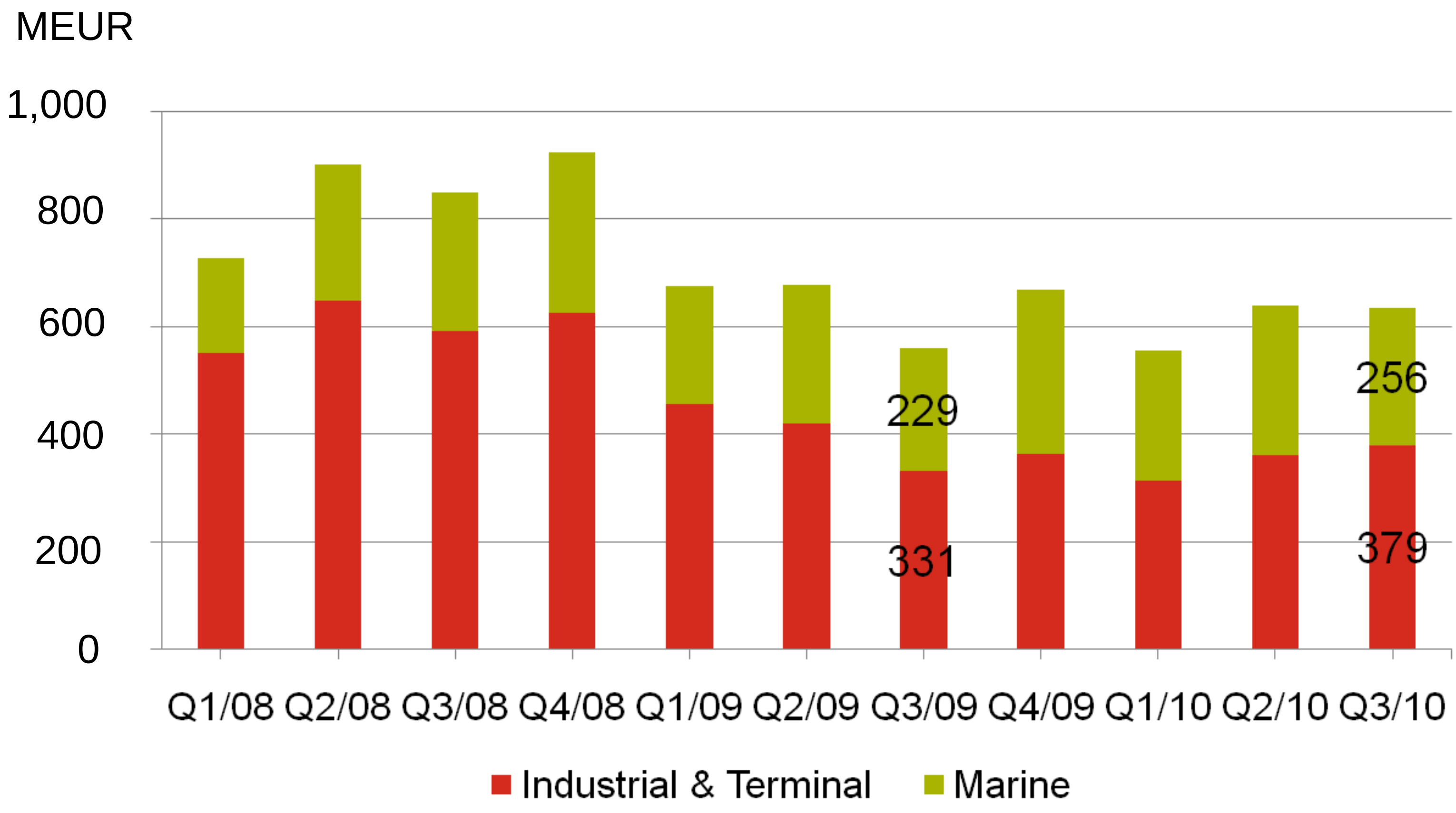
Q3: Marine's order intake again strong



- Around 85% of orders from APAC

Q3: Industrial & Terminal sales grew 15% and Marine 12% y-o-y



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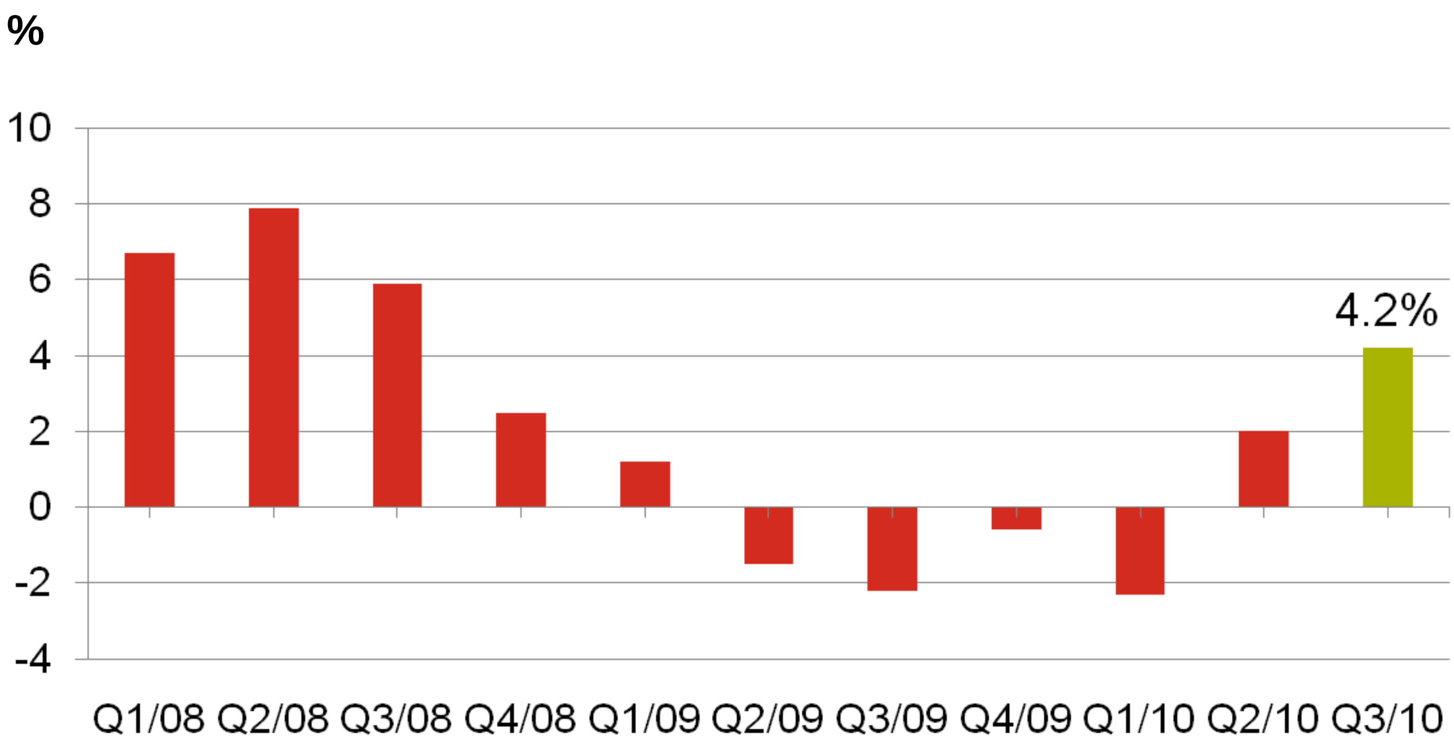
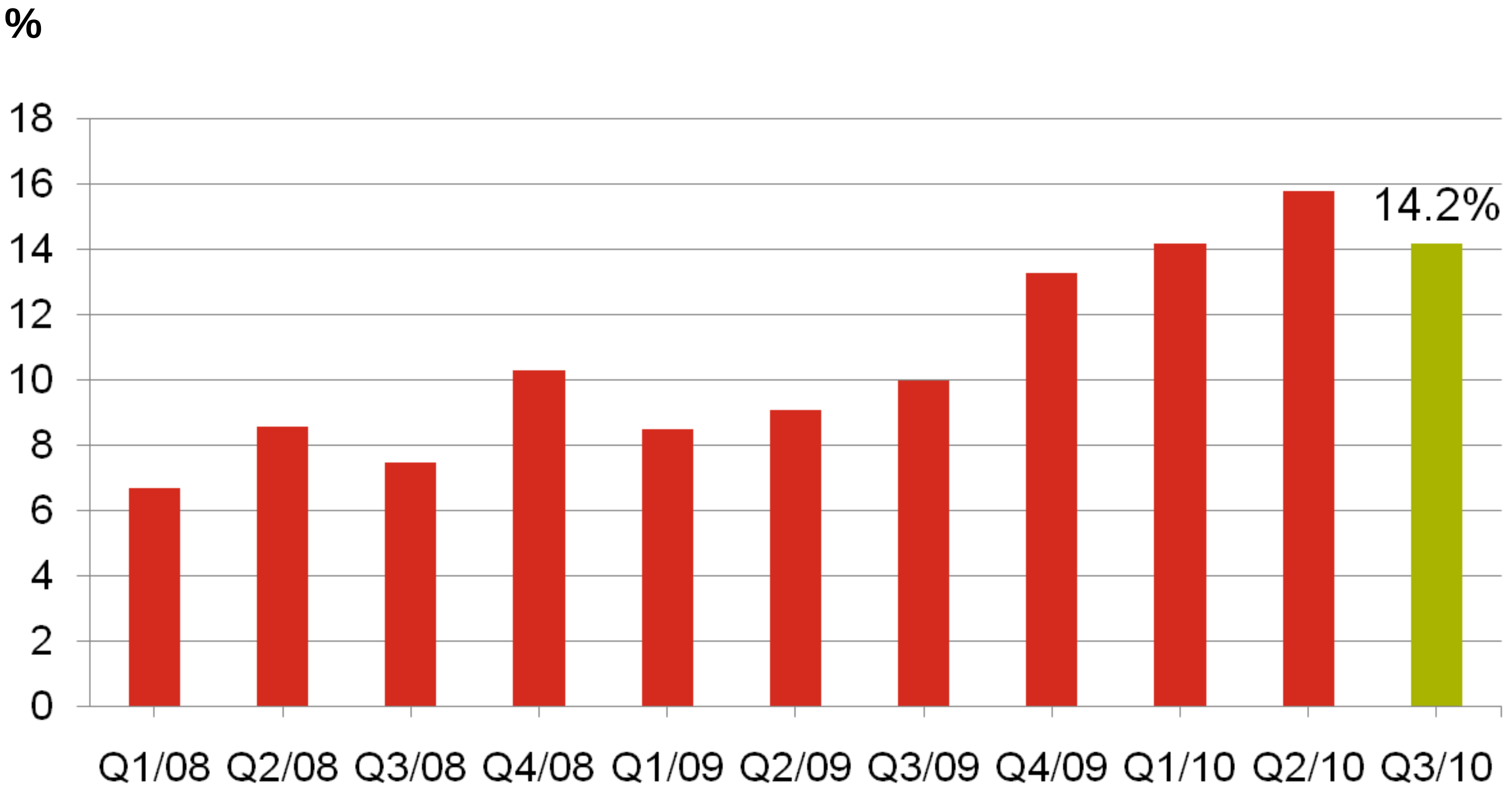
Q3: Operating margin for Industrial & Terminal improving



EBIT% excluding restructuring costs

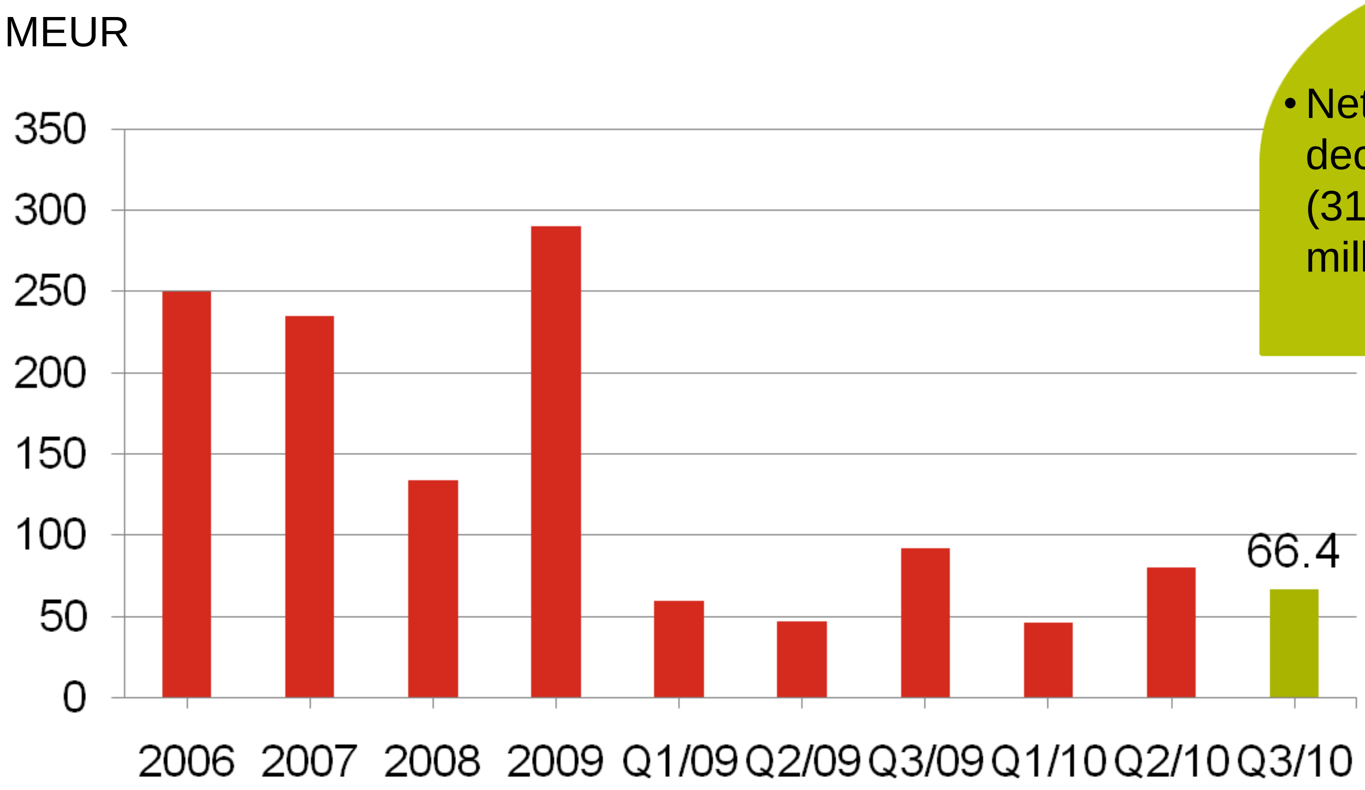
Q3: Marine’s profitability still strong but turning down as expected



EBIT% excluding restructuring costs

Gross profit development

Cash flow from operations remained healthy



- Net working capital decreased to EUR 89 (31 Dec 2009: 123) million

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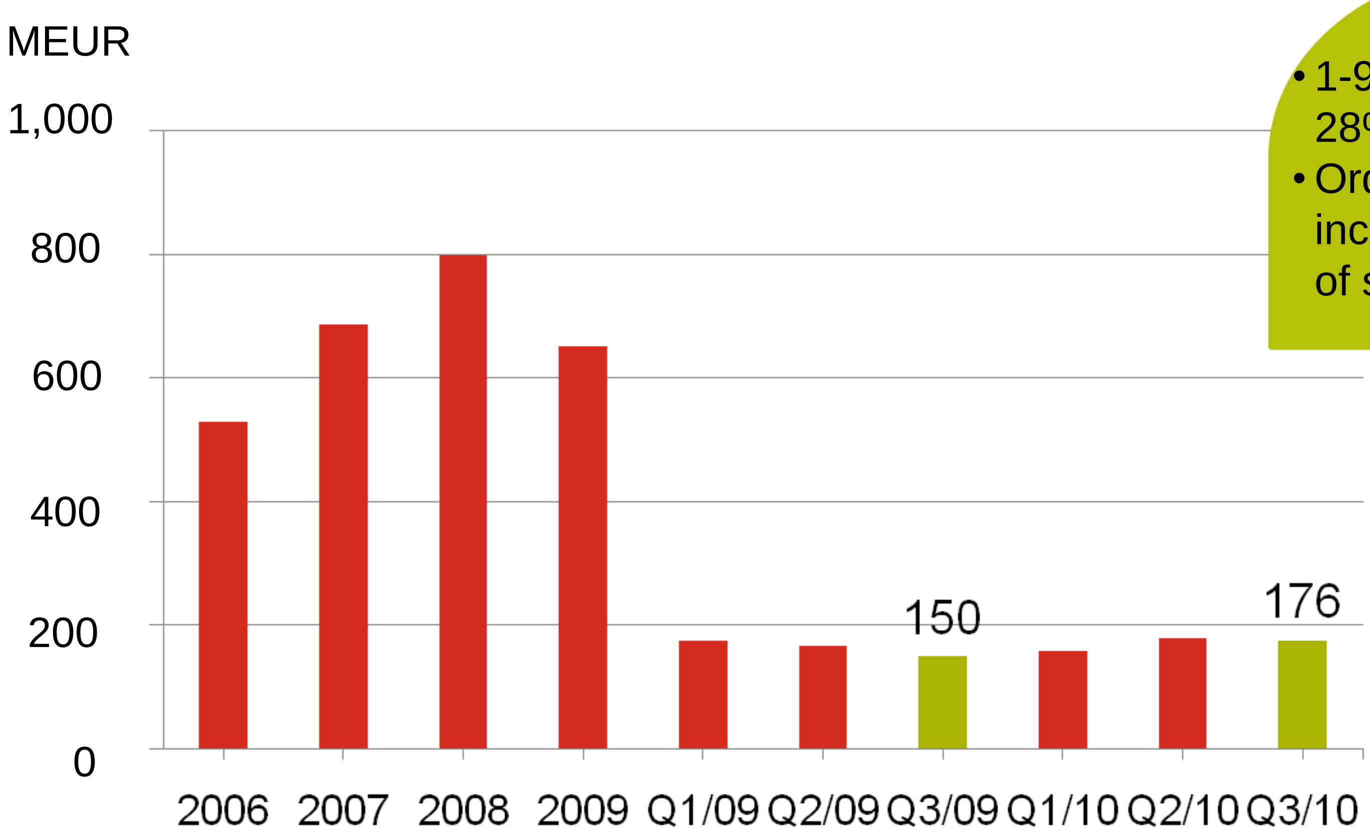
Services sales turned to slight growth



- 1-9/2010: Service 28% of total sales
- Orders received increased in all areas of service business

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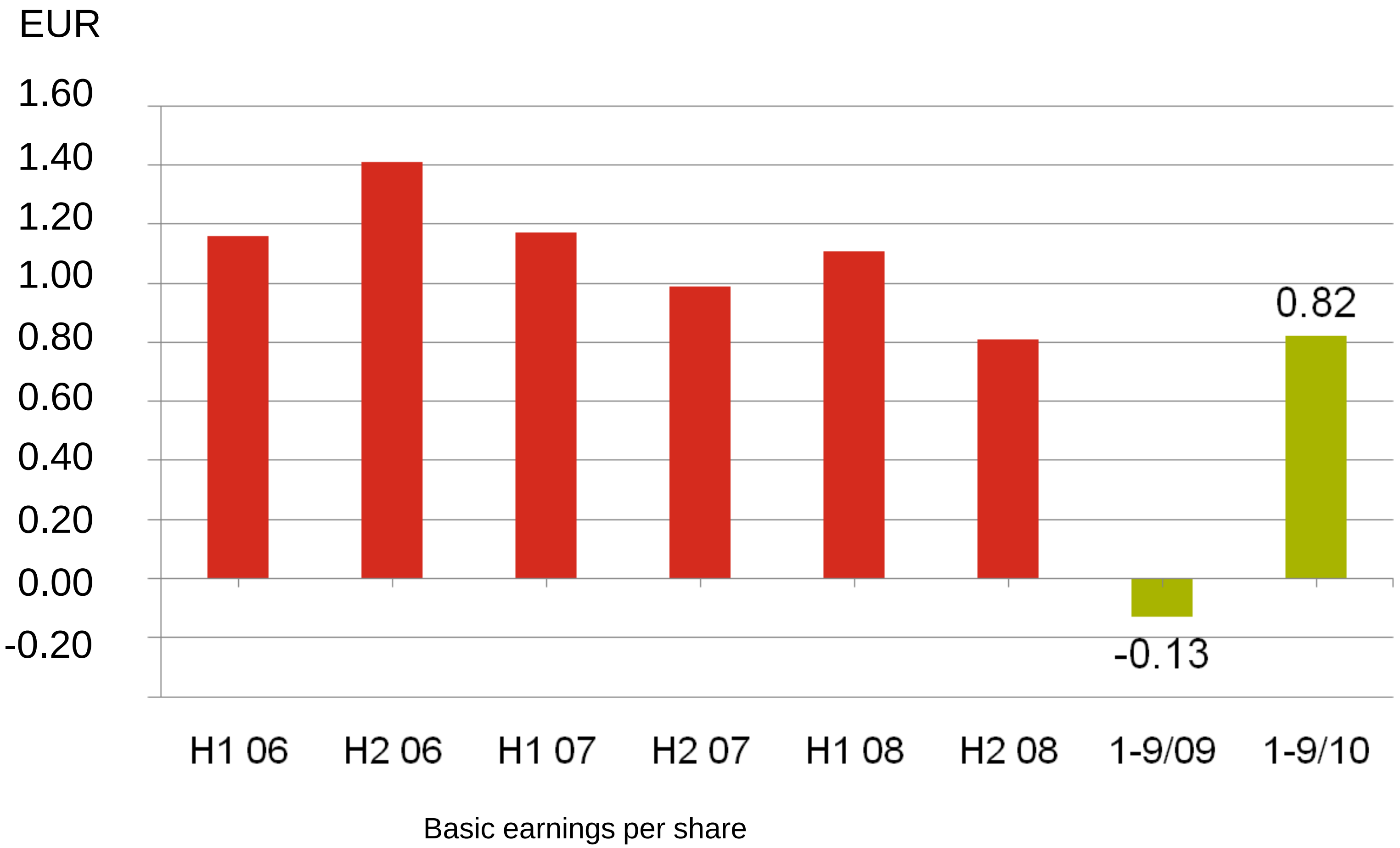
Clear improvement in earnings per share



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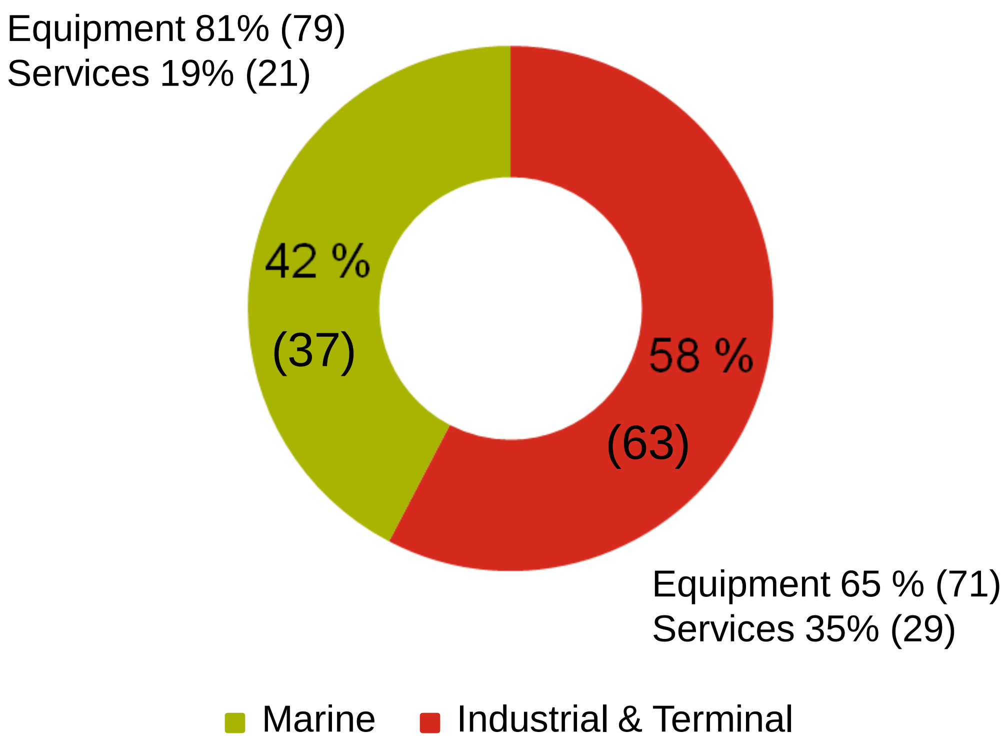
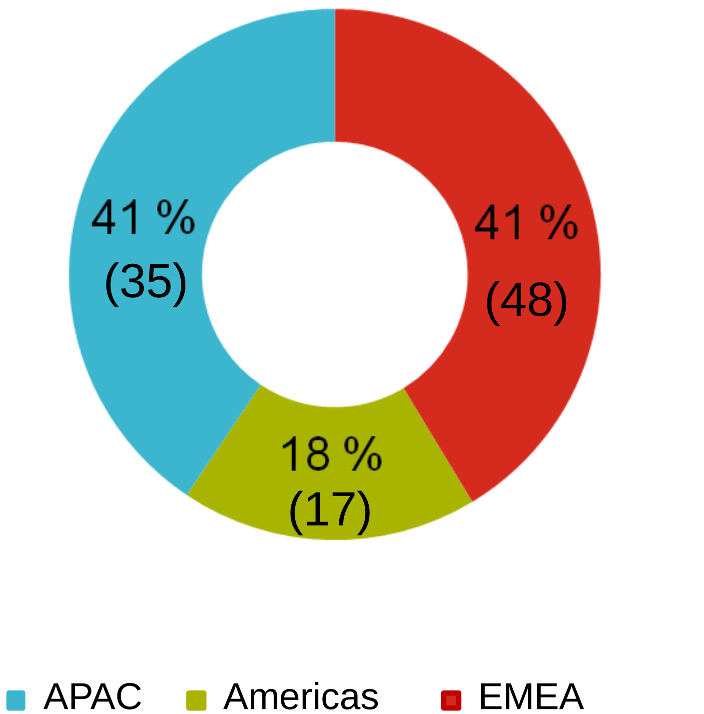
EMEA and APAC equal in size by sales

Sales by reporting segment 1-9/2010, %



Sales by geographical segment 1-9/2010, %



Cargotec's key priorities in 2010

- Preparing for growth strategy
- Focused research & development
- Service concept development
- Ensuring accomplishment of efficiency targets

Outlook

- Cargotec continues to estimate 2010 sales to be on 2009 level for both Industrial & Terminal and Marine segments.
- Operating profit for 2010 is expected to be in the range of EUR 120–130 million including one-time restructuring costs.
- The recovery in the market environment and the resulting growth in order volumes support growth in Industrial. The sales of Terminal are expected to fall short of 2009 levels due to the slower recovery of these markets, as second half orders will not have an effect on full-year sales due to delivery times.
- Based on the healthy nine-month development, strong order book and new orders received still to be delivered during 2010, sales in Marine will reach year 2009 level.

we keep cargo on the move™