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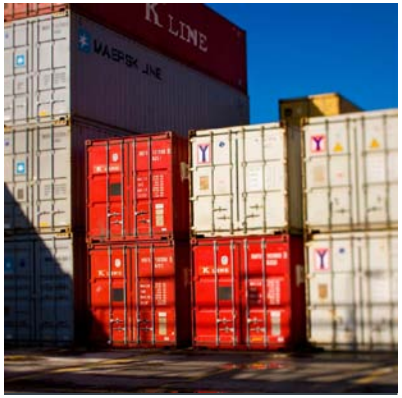

January–September 2012 interim report

Eeva Sipilä, Executive Vice President, CFO, 25 October 2012

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Highlights of Q3

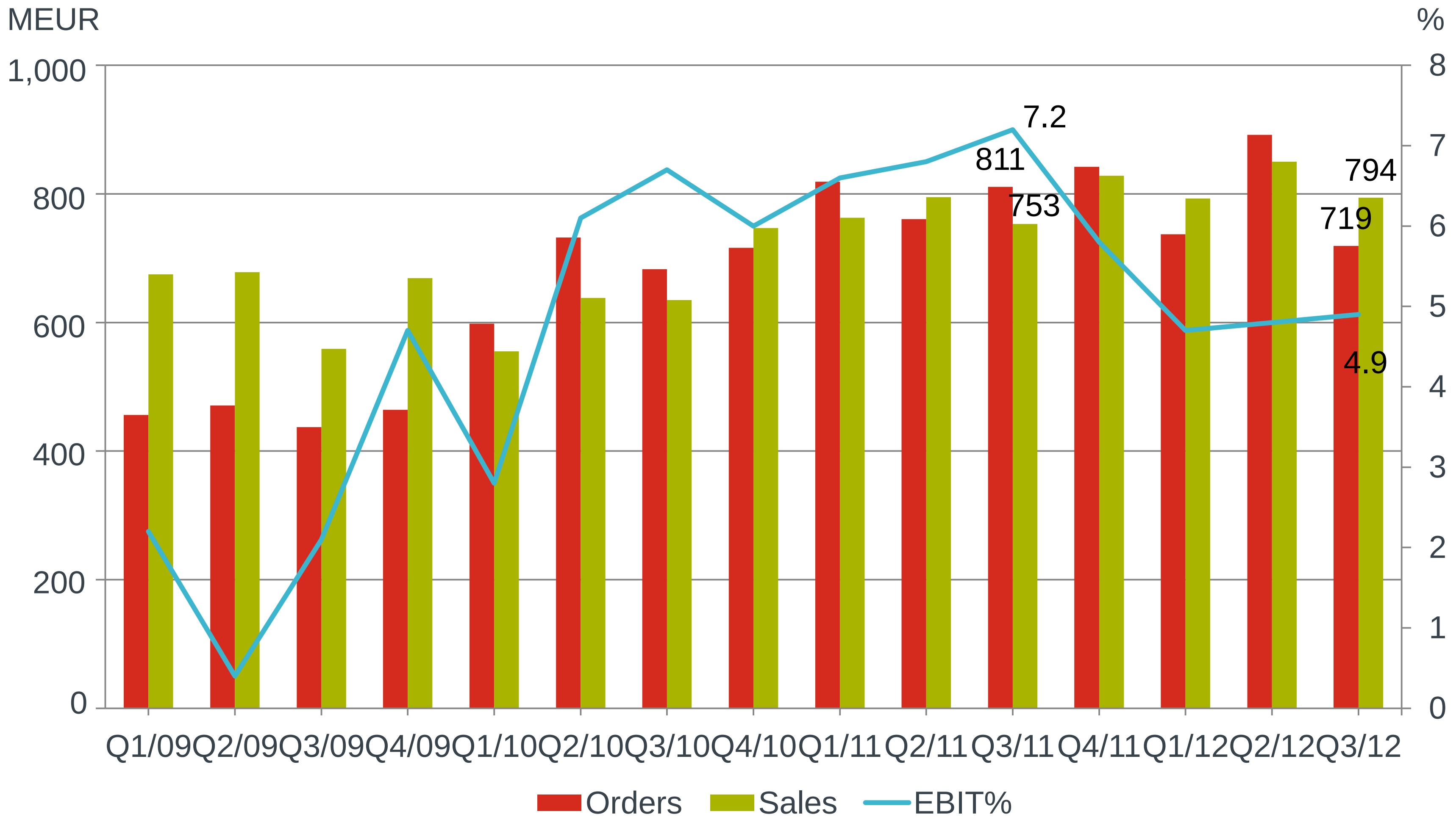
- Order intake decreased 11% y-o-y to EUR 719 (811) million
- Sales grew 5% y-o-y to EUR 794 (753) million
- Operating profit margin was 4.9%
  - Focus on improving profitability, restructuring measures launched
- Cash flow from operations positive totalling EUR 34.2 (6.4) million
- New outlook guides for approximately 5% operating profit margin excluding non-recurring cost for 2012

January–September key figures

	Q3 12	Q3 11	Change	Q1-Q3/12	Q1-Q3/11	Change	2011
Orders received, MEUR	719	811	-11%	2,348	2,391	-2%	3,233
Order book, MEUR	2,312	2,349	-2%	2,312	2,349	-2%	2,426
Sales, MEUR	794	753	5%	2,437	2,310	5%	3,139
Operating profit, MEUR*	39.0	54.4	-28%	117.7	159.1	-26%	207.0
Operating profit margin, %*	4.9	7.2		4.8	6.9		6.6
Cash flow from operations, MEUR	34.2	6.4		6.4	78.0		166.3
Interest-bearing net debt, MEUR	485	362		485	362		299
Earnings per share, EUR	0.41	0.58		1.31	1.86		2.42

*excluding restructuring

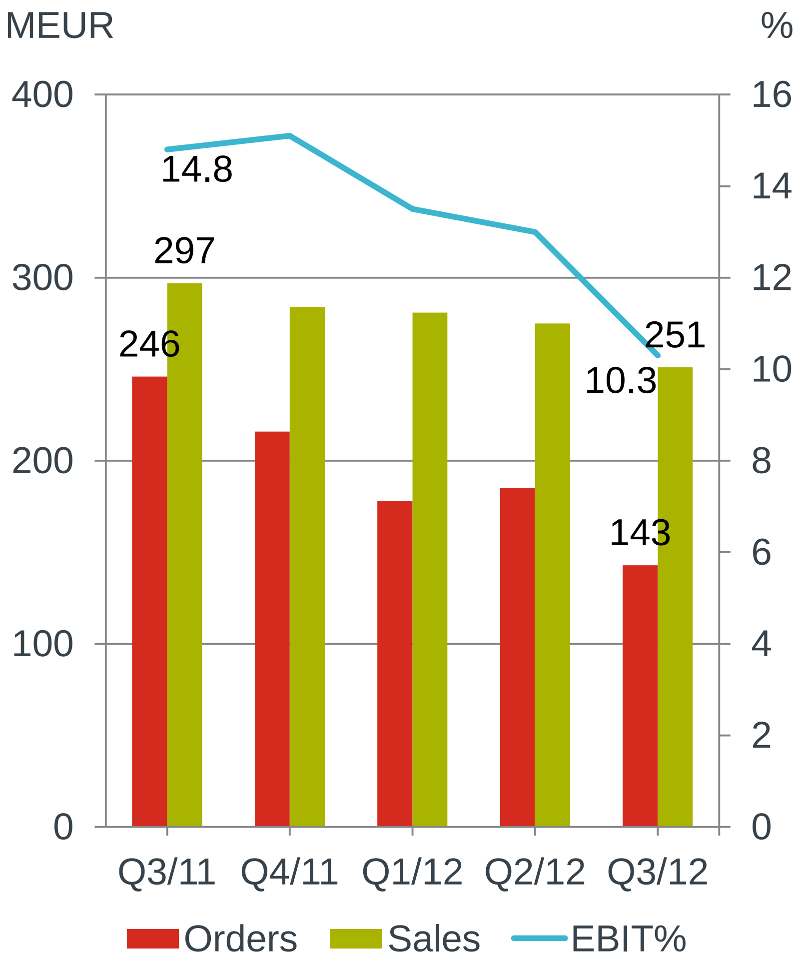
Performance development



EBIT% excluding restructuring

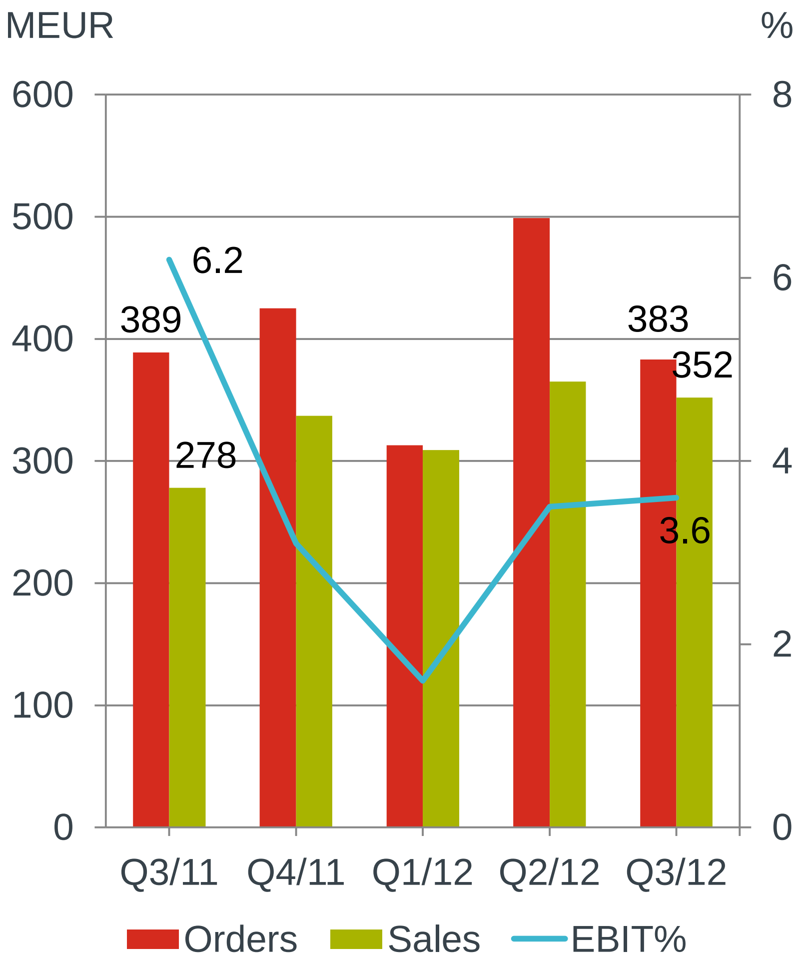
Marine Q3 – challenging market environment

- Profitability at healthy level
- Low ship ordering reflected in demand for marine cargo handling equipment.
- Demand for marine cargo handling equipment for offshore support vessels remained healthy.
- Sales declined 16 percent from the comparison period.
- Delivery postponements over the year-end
- Services sales grew slightly



Terminals Q3 – two major port equipment orders from Australia

- Demand for large projects and automation solutions remained brisk.
- Orders at the level of the comparison period
- Sales grew 27% y-o-y.
- Profitability was 3.6%
  - Cost overruns on large deliveries
  - Low relative share of services
  - Investment in port automation technology
- Focus on profitability and project execution



EBIT% excluding restructuring

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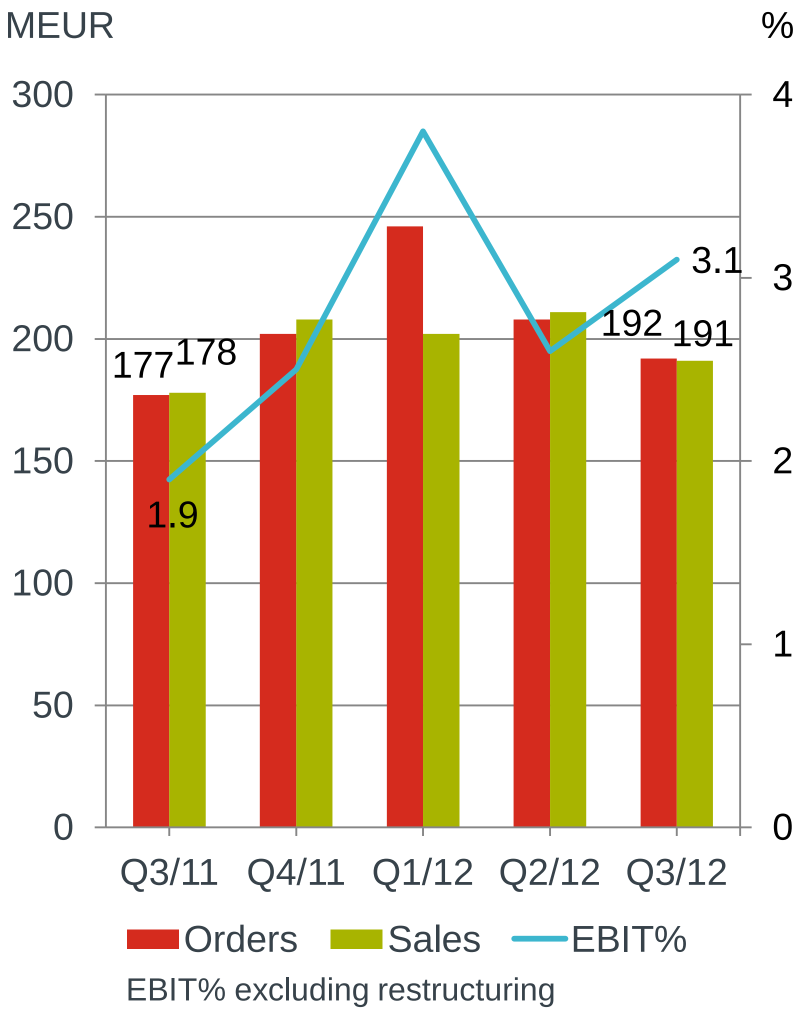
Load Handling Q3 – profitability rebounded from Q2

- Demand for load handling equipment in Europe weakened following the general economic uncertainty, and remained strong in the US.
- Orders grew 8% y-o-y.
- Sales grew 7% y-o-y.
- Profitability was 3.1% rebounding from Q2 as expected.
- Focus on profitability



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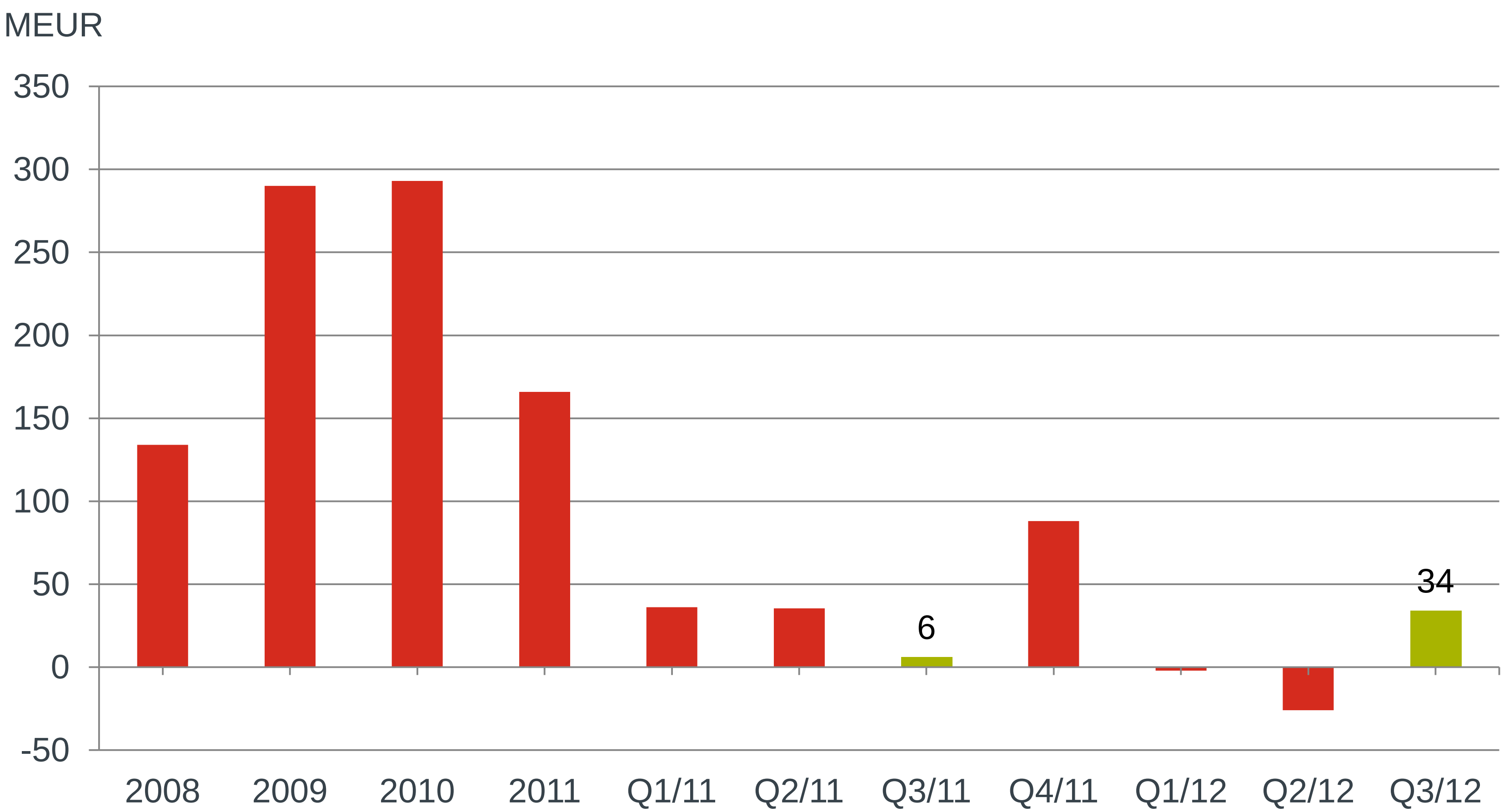
Cash flow from operations positive



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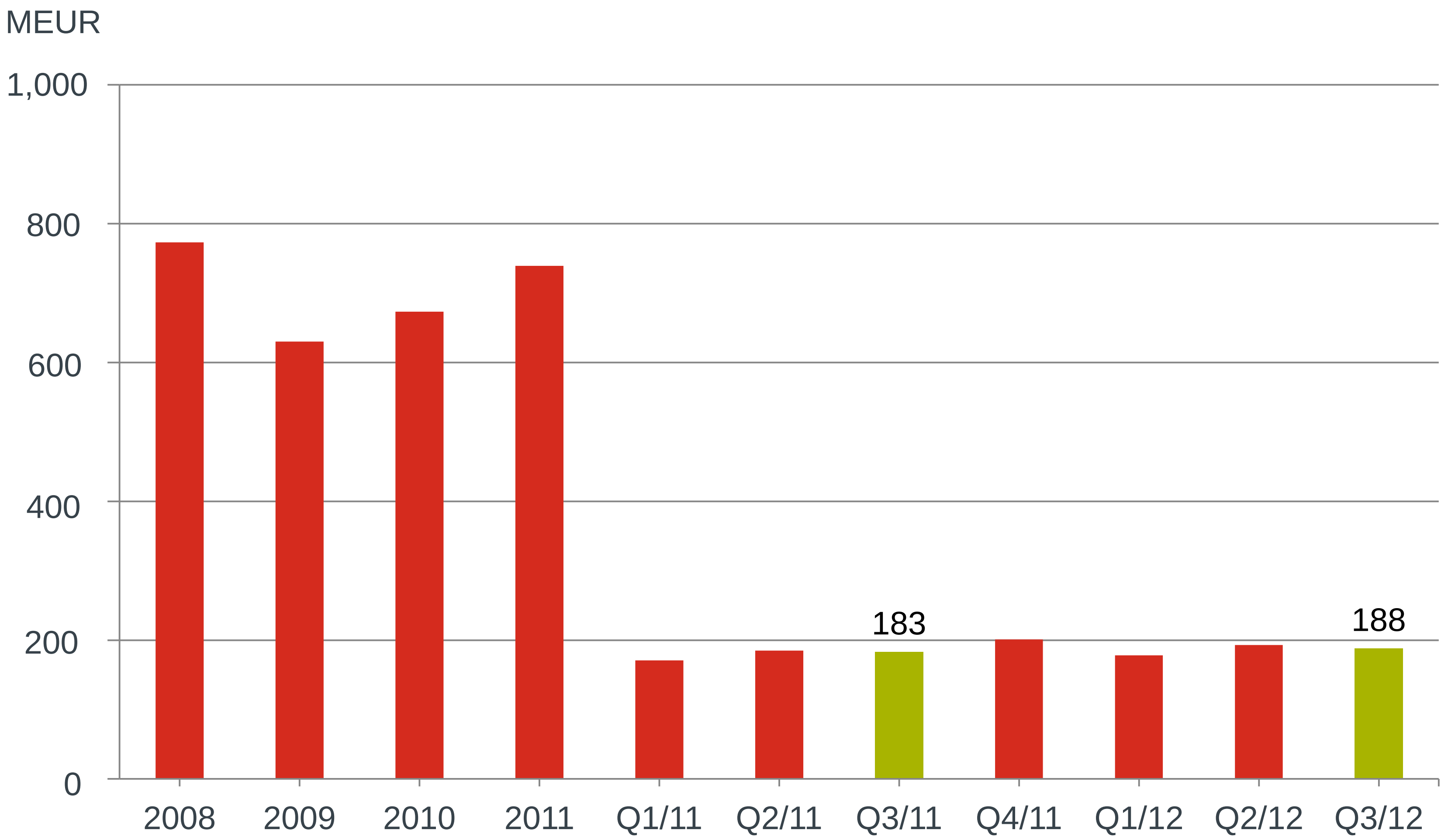
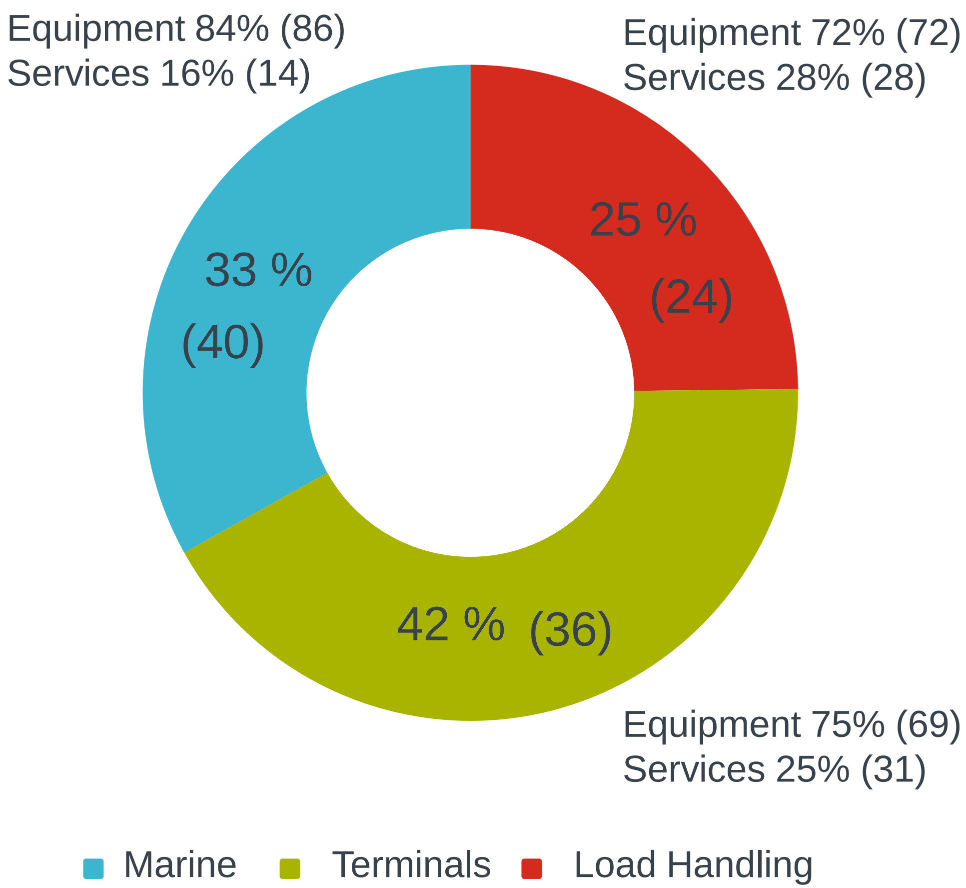
Services sales grew 3% y-o-y

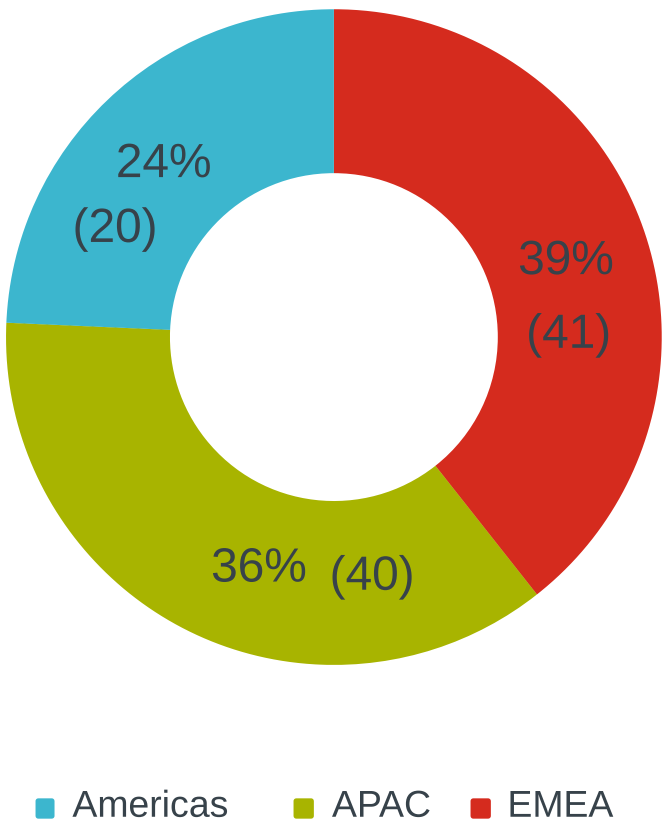


Balanced geographical split in sales

Sales by reporting segment 1-9/2012, %



Sales by geographical segment 1-9/2012, %



Cargotec's ongoing actions

- Interim President and CEO
- New more business-focused structure
- Employee cooperation negotiations
  - Could result in a reduction of around 245 man-years globally
- Centralisation of reachstacker and empty container handler production from Lidhult, Sweden, to Stargard Szczecinski, Poland
  - Could result in a reduction of around 130 employees
- Business areas will be named after their industry leading brand names MacGregor, Kalmar and Hiab

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Outlook

- Cargotec's operating profit margin for 2012 is expected to be approximately 5 percent excluding non-recurring costs.
- Sales are expected to grow from 2011.

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