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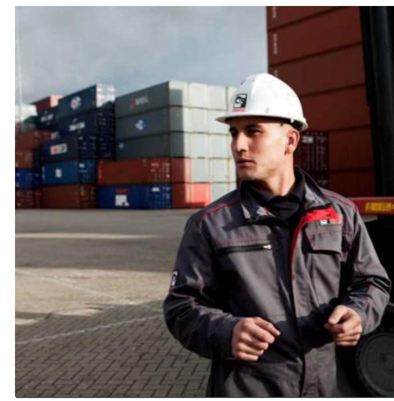

January–September 2013 interim report

24 October 2013

Mika Vehviläinen, President and CEO

Eeva Sipilä, Executive Vice President, CFO

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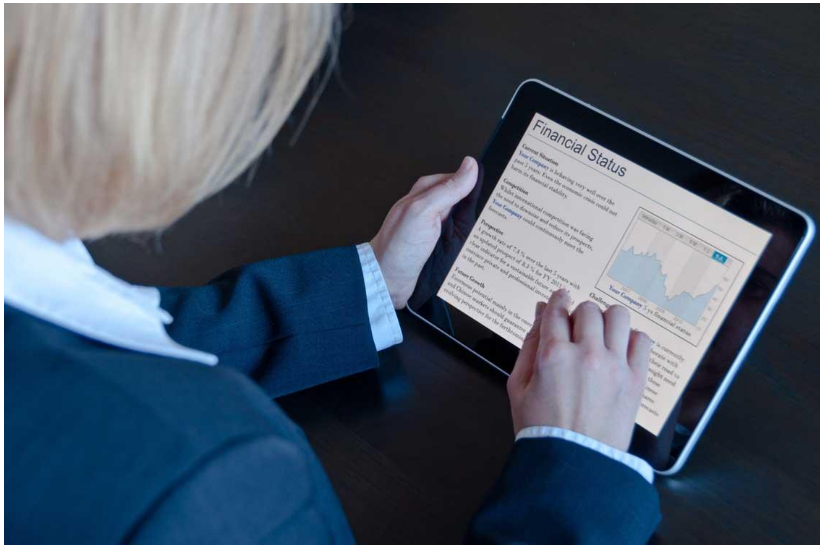
Highlights of Q3

- Order intake at comparison period's level, EUR 724 (719) million
- Sales at EUR 752 (794) million, down 5% y-o-y
- Operating profit excluding restructuring costs was EUR 35.4 (39.0) million or 4.7 (4.9)% of sales, slight improvement over Q2
- Operating profit was EUR 31.2 (38.5) million
- Cash flow from operations increased to EUR 38.2 (34.2) million
- MacGregor listing delayed



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January–September key figures

	Q3/13	Q3/12	Change	Q1-Q3/13	Q1-Q3/12	Change	2012
Orders received, MEUR	724	719	1%	2,348	2,348	0%	3,058
Order book, MEUR	2,048	2,312	-11%	2,048	2,312	-11%	2,021
Sales, MEUR	752	794	-5%	2,267	2,437	-7%	3,327
Operating profit, MEUR*	35.4	39.0		87.9	117.6		157.5
Operating profit margin, %*	4.7	4.9		3.9	4.8		4.7
Cash flow from operations, MEUR	38.2	34.2		47.0	6.4		97.1
Interest-bearing net debt, MEUR	577	485		577	485		478
Earnings per share, EUR	0.31	0.41		0.77	1.30		1.45

* excluding restructuring costs

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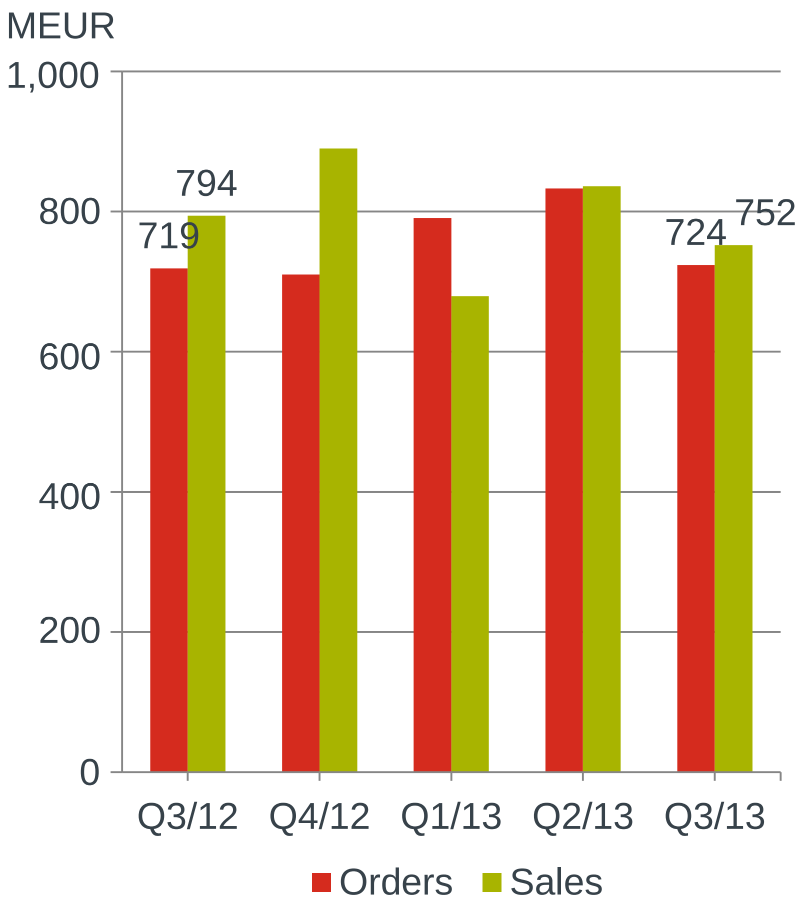
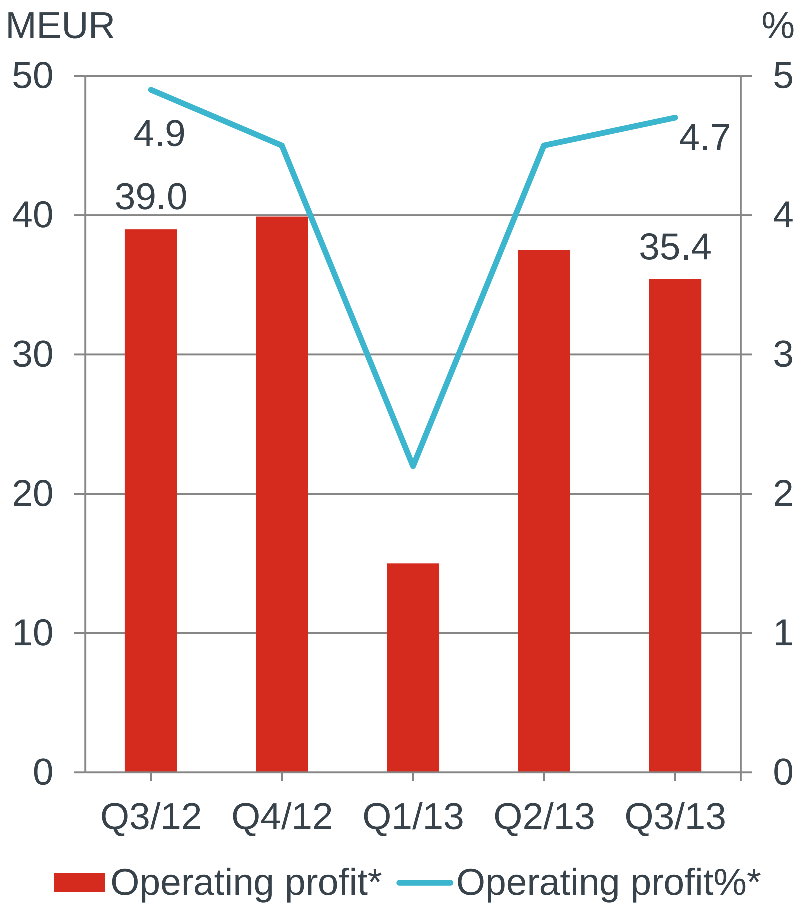
Performance development

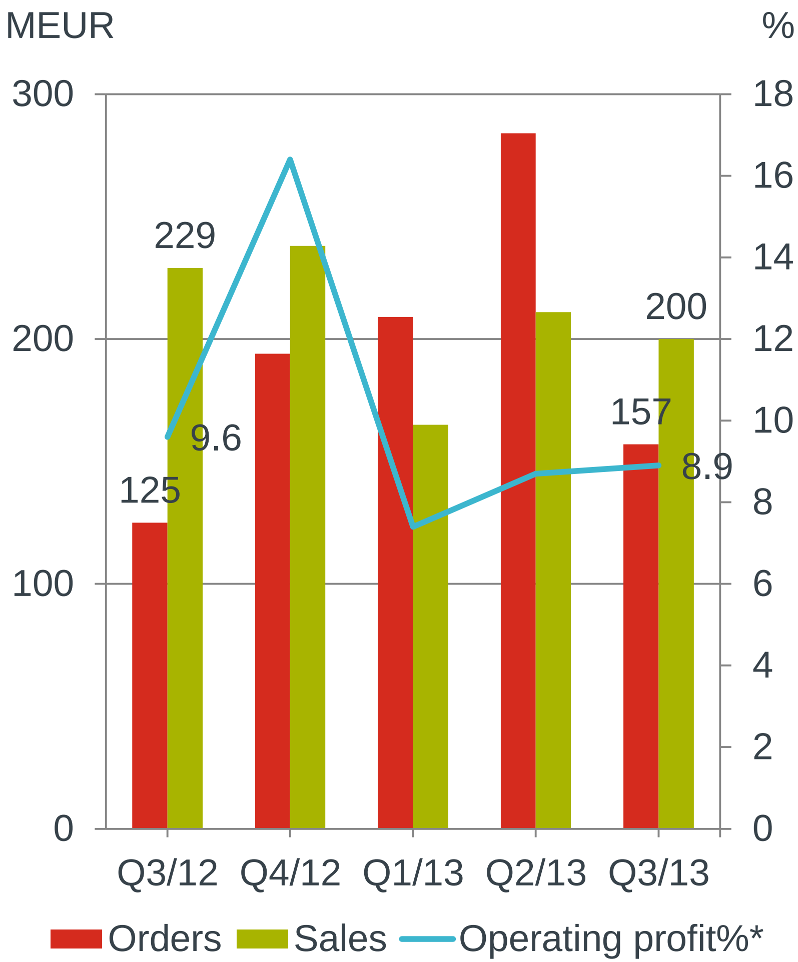




* excluding restructuring costs

MacGregor Q3 – delays in deliveries continued

- Merchant ship market continued to recover and offshore market remained active
  - Impact will first be seen in order intake during upcoming quarters while recovery in deliveries is expected from 2015 onwards
- Order intake grew 25% y-o-y to EUR 157 (125) million
- Sales declined 12% y-o-y to EUR 200 (229) million due to low deliveries as customers delayed receipt of deliveries
- Profitability of 8.9% (excluding restructuring) reflects low sales



* excluding restructuring costs

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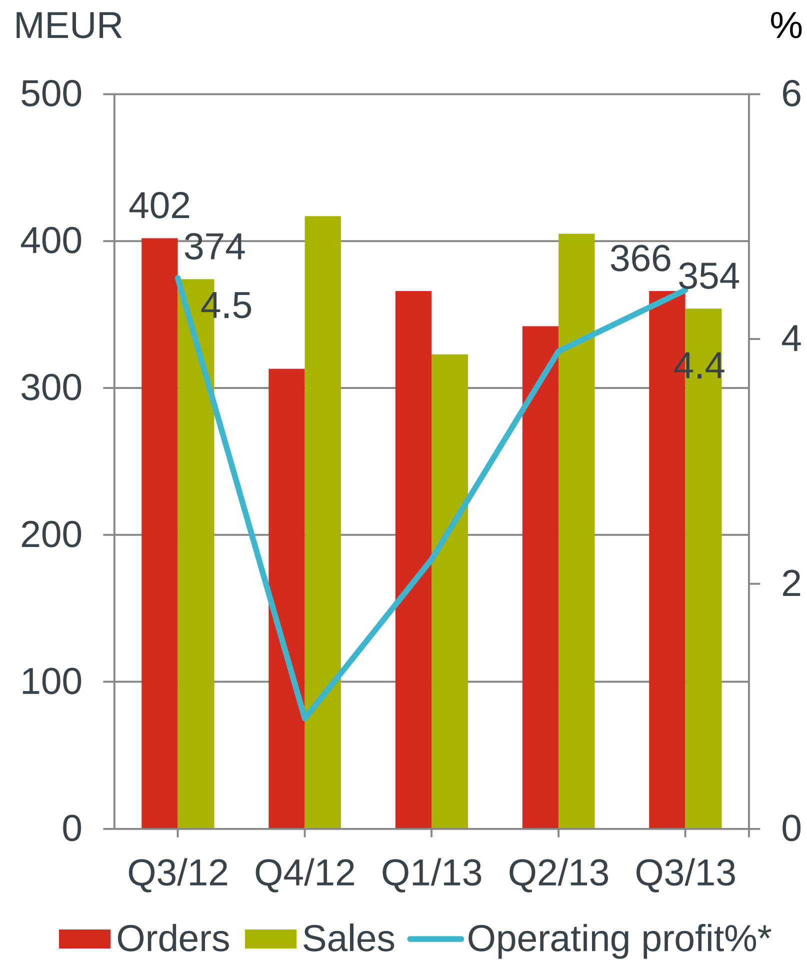
Kalmar Q3 – profitability continued to improve despite cost overruns in projects

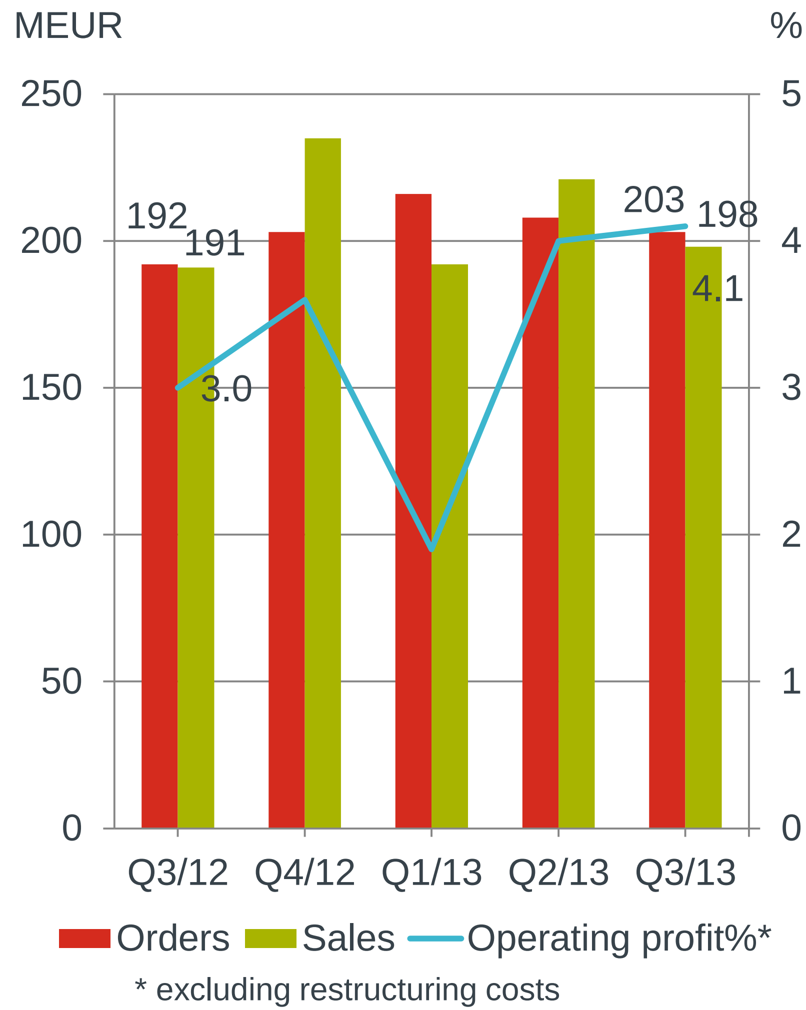
- Demand for smaller container handling equipment and automation solutions was healthy, while demand for larger equipment picked up slightly but was still modest
- Order intake fell 9% y-o-y to EUR 366 (402) million
- Sales declined 5% y-o-y to EUR 354 (374) million
- Profitability excluding restructuring costs was 4.4%
  - Additional costs of EUR 9 million in projects (1-9/2013: 23 MEUR)
- Q3 order book includes EUR 120 million of problem projects



* excluding restructuring costs

Hiab Q3 – orders and sales grew y-o-y

- The load handling equipment and services market was characterised by variations within European countries. Demand was generally healthy in the US
- Orders grew 6% y-o-y and totalled EUR 203 (192) million
- Sales grew 4% y-o-y to EUR 198 (191) million
- Profitability excluding restructuring costs was 4.1%



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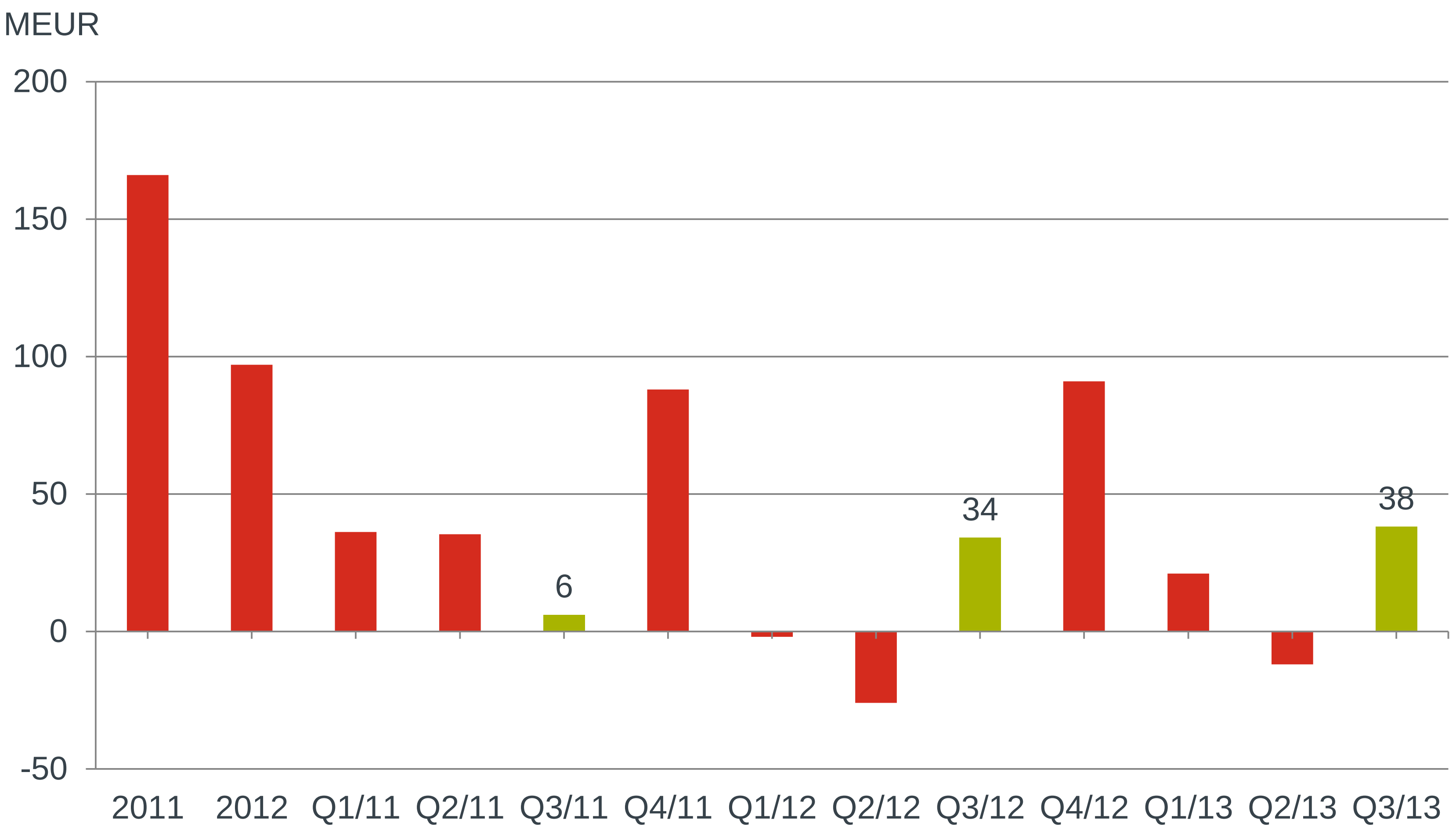
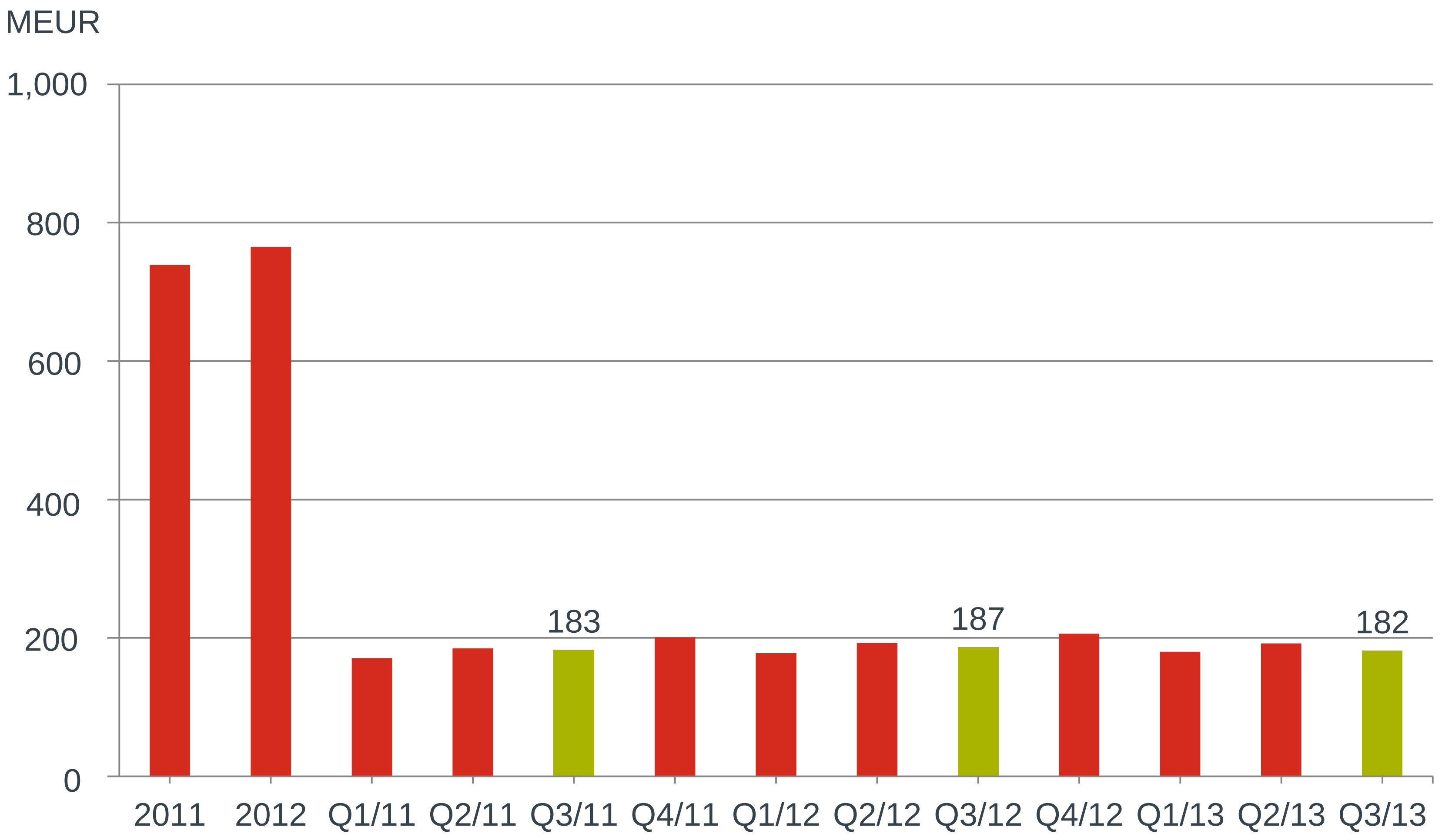
Cash flow from operations strengthened

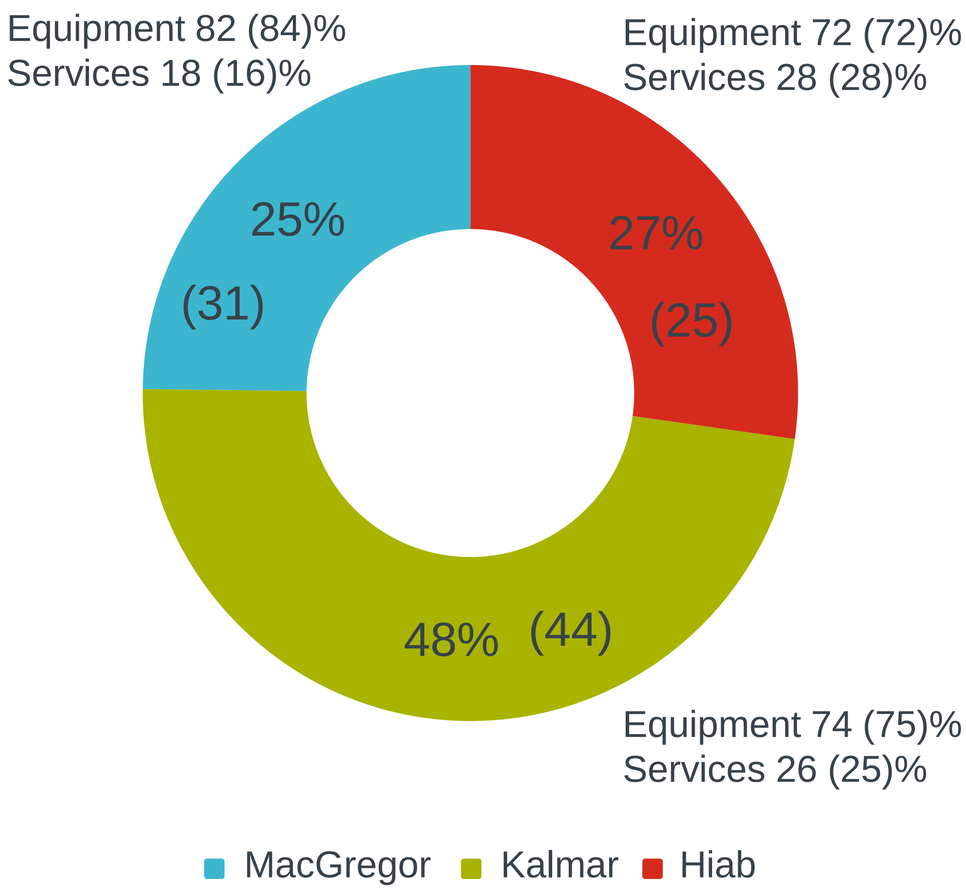


Sales in services unchanged

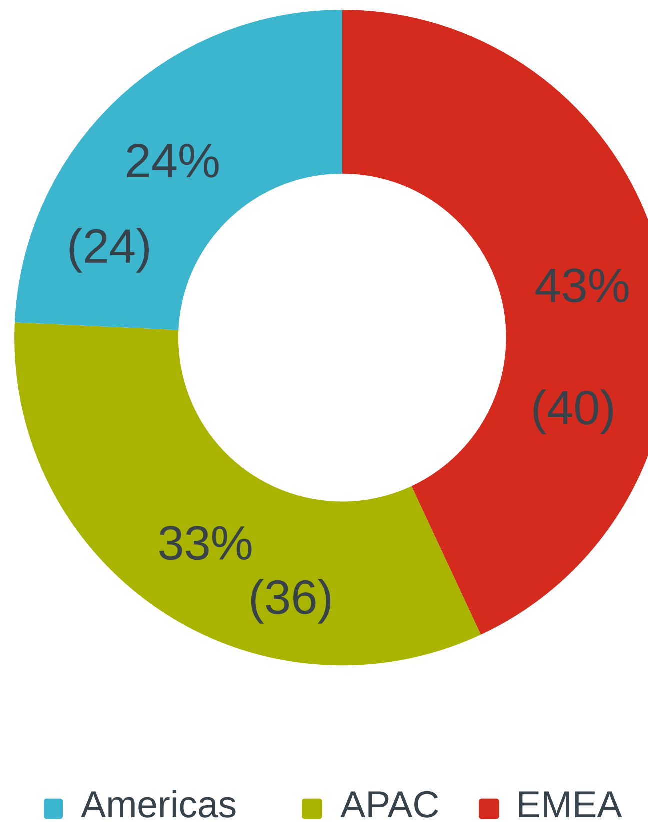


Sales by reporting and geographical segment

Sales by reporting segment 1-9/2013, %



Sales by geographical segment 1-9/2013, %



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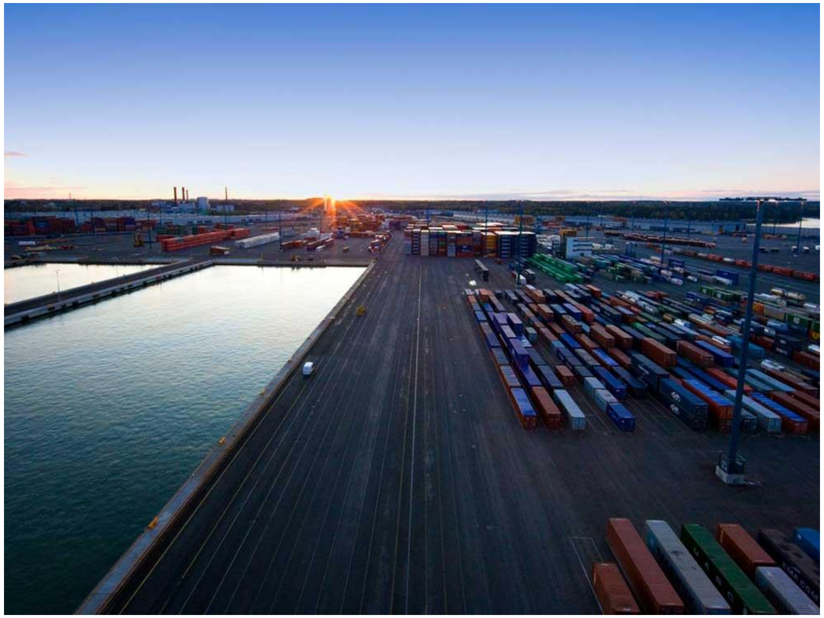
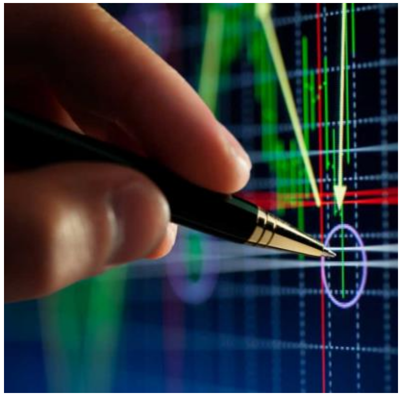
Outlook

- The sales and operating profit excluding restructuring costs for 2013 are expected to fall short of 2012.



Driving for better performance

Actions taken in Q3



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Cargotec road map

2013	2014	2015

Phase 1
Reconfirm and execute key improvement initiatives

Phase 2
Drive 'on par' performance

Phase 3
Drive superior performance and competences in focused portfolio

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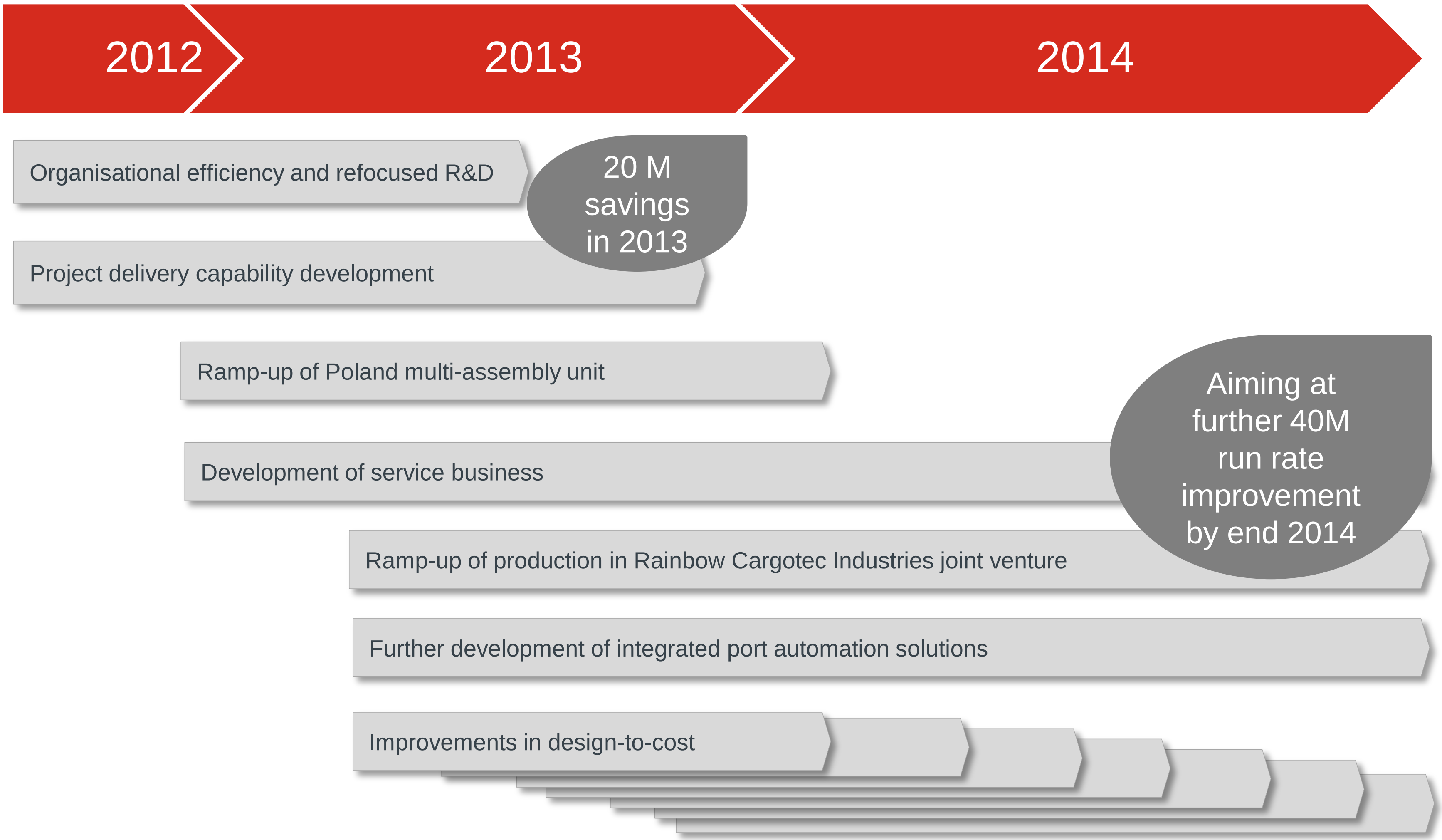
Kalmar improvement initiatives



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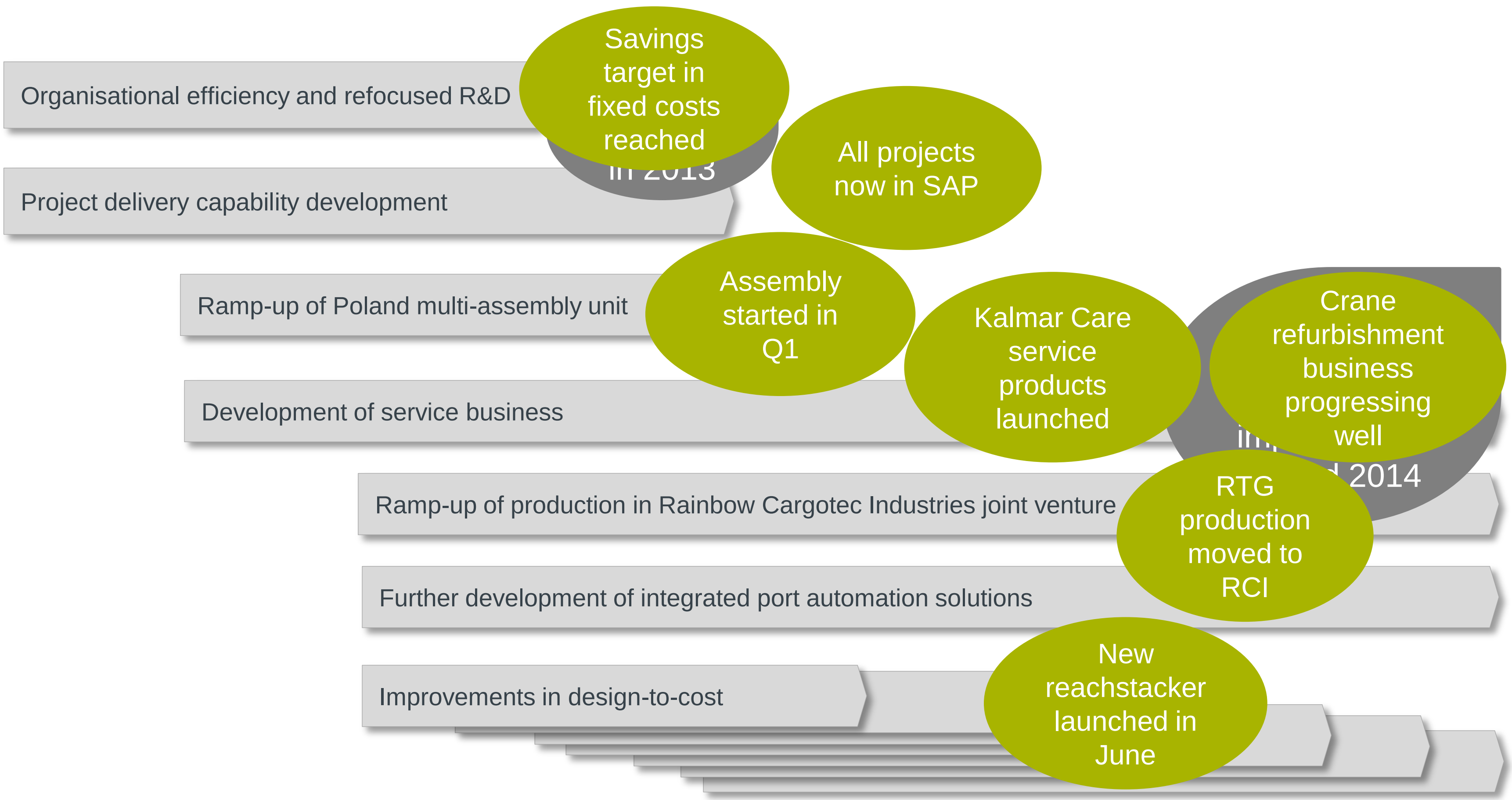
Kalmar improvement initiatives



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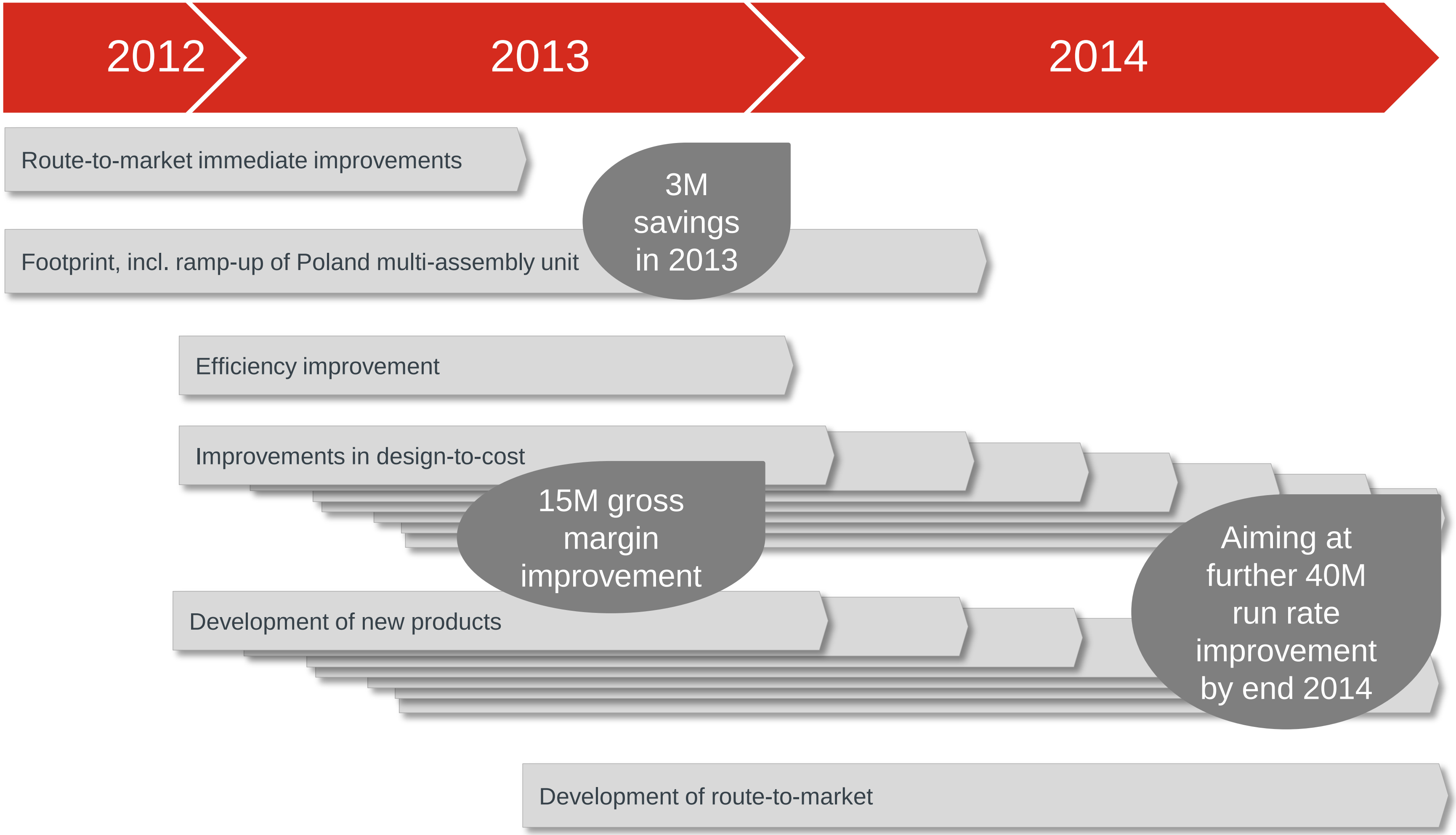
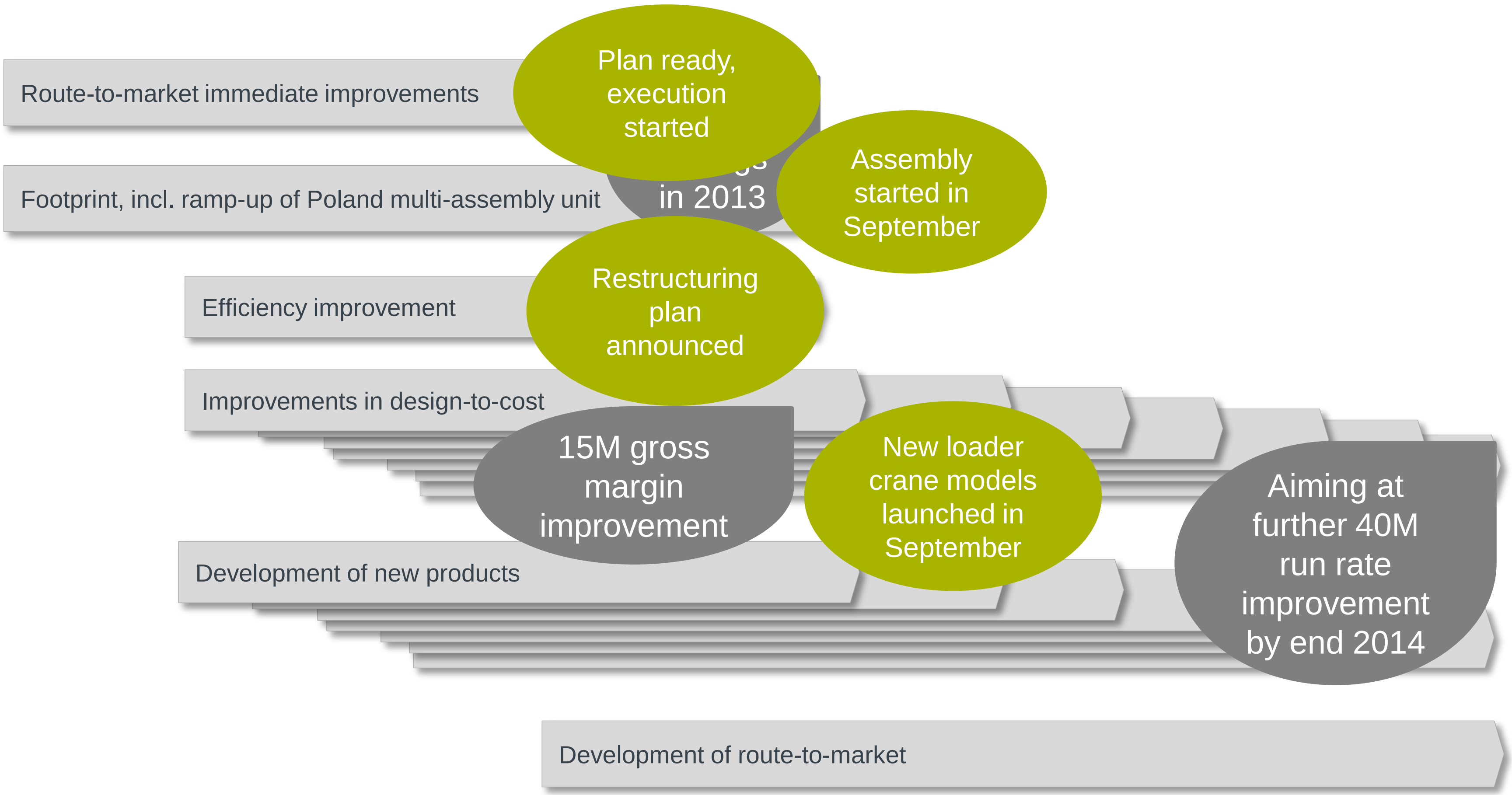
Hiab improvement initiatives



Hiab improvement initiatives



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MacGregor improvement initiatives

2012	2013	2014

- Development of offshore footprint
- Organisational and operational efficiency
- 4M savings in 2013
- Development of service business
- Organic growth in offshore
- Growth through acquisitions
- Listing preparations

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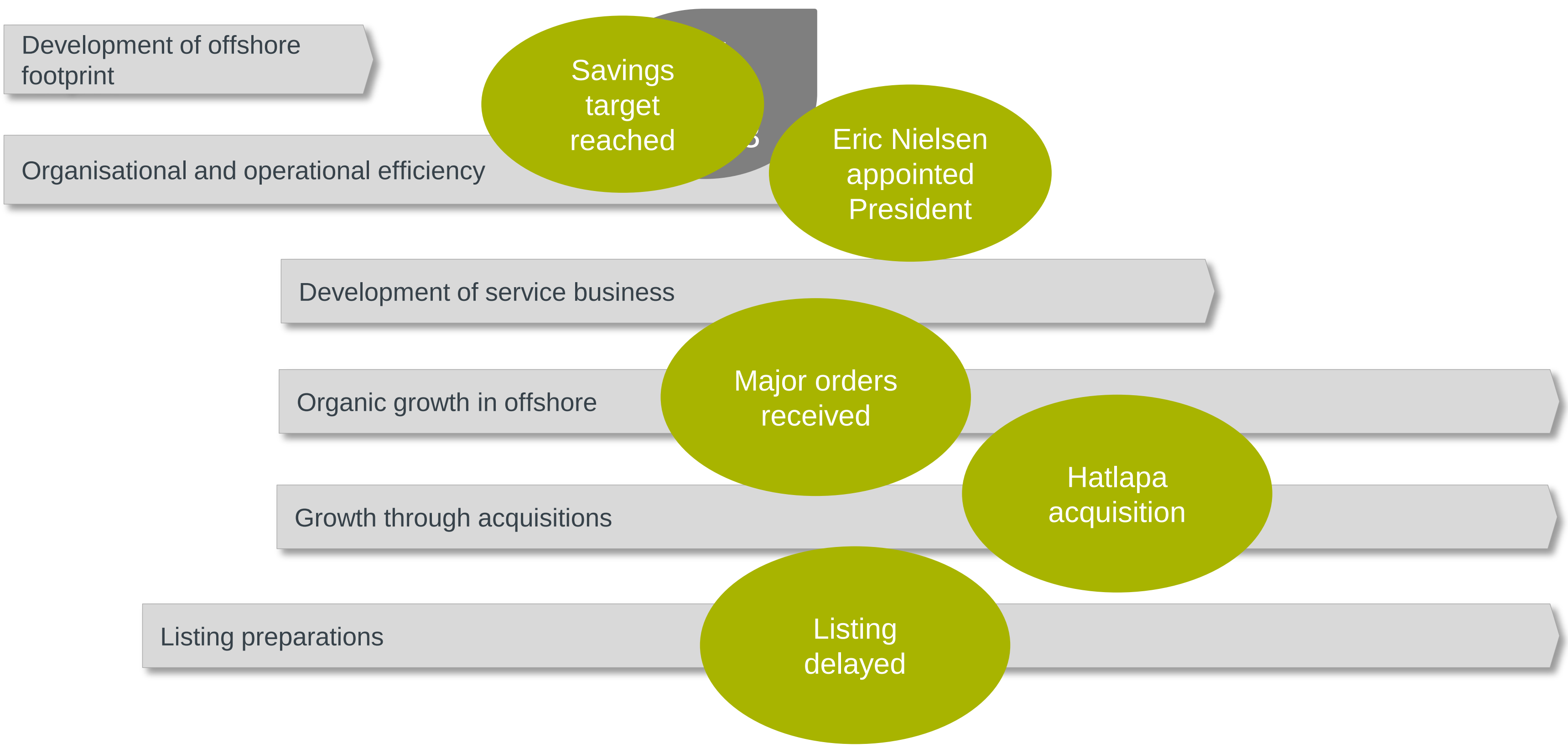
MacGregor improvement initiatives



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