CARGOTEC

January–September 2014 interim report

23 October 2014

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Highlights of Q3

- Orders grew 15% y-o-y and totalled EUR 829 (724) million
  - With fixed currencies orders grew 17%
- Sales grew 12% y-o-y to EUR 840 (752) million
  - With fixed currencies sales grew 14%
- Operating profit excluding restructuring costs was EUR 48.4 (35.4) million or 5.8 (4.7)% of sales
- Operating profit was EUR 45.8 (31.2) million
- Cash flow from operations increased to EUR 63.4 (38.2) million
- Reorganisation launched in MacGregor

January–September key figures

	Q3/14	Q3/13	Change	Q1-Q3/14	Q1-Q3/13	Change	2013
Orders received, MEUR	829	724	15%	2,685	2,348	14%	3,307
Order book, MEUR	2,327	2,048	14%	2,327	2,048	14%	1,980
Sales, MEUR	840	752	12%	2,395	2,267	6%	3,181
Operating profit, MEUR*	48.4	35.4	37%	77.8	87.9	-12%	126.5
Operating profit margin, %*	5.8	4.7		3.2	3.9		4.0
Cash flow from operations, MEUR	63.4	38.2		120.3	47.0		180.9
Interest-bearing net debt, MEUR	835	577		835	577		578
Earnings per share, EUR	0.43	0.31		0.48	0.77		0.89

*excluding restructuring costs

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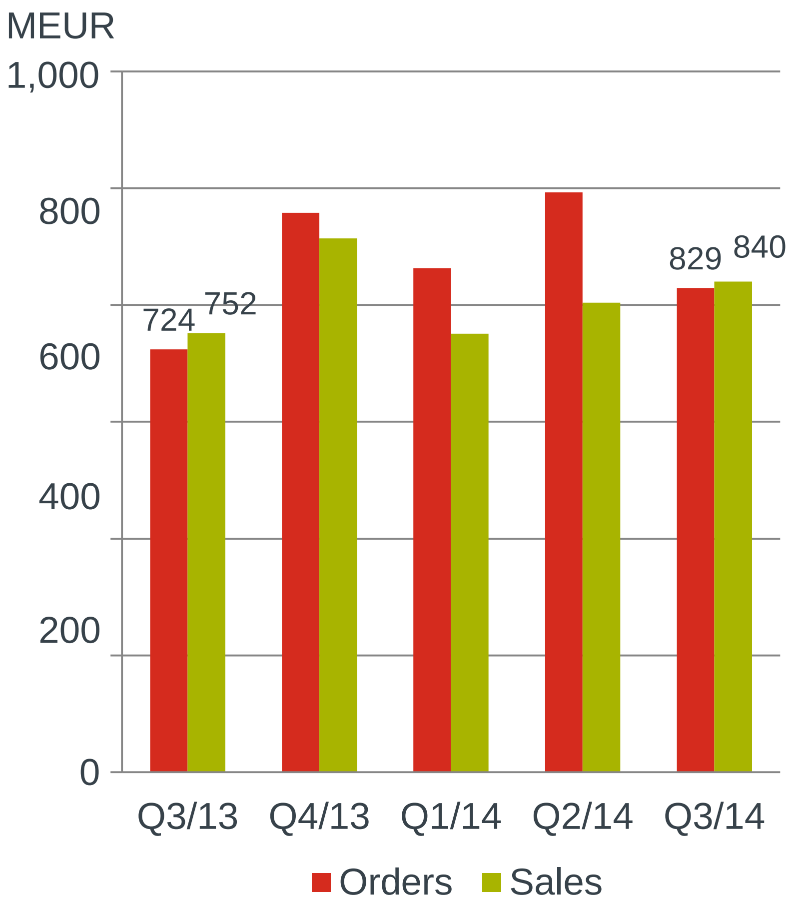
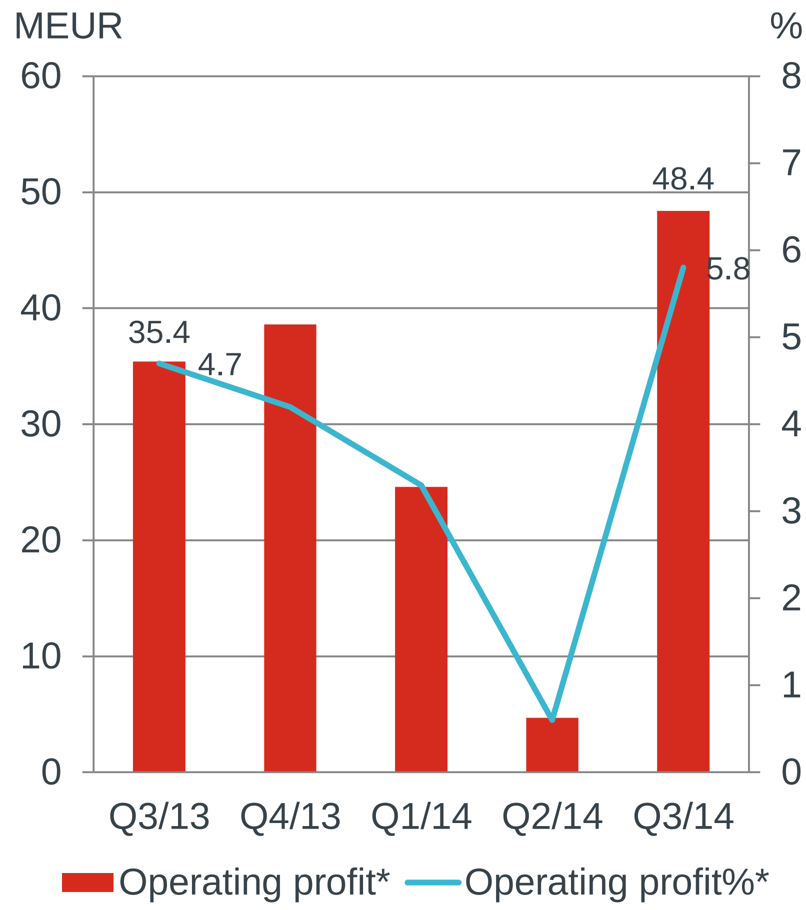
Performance development

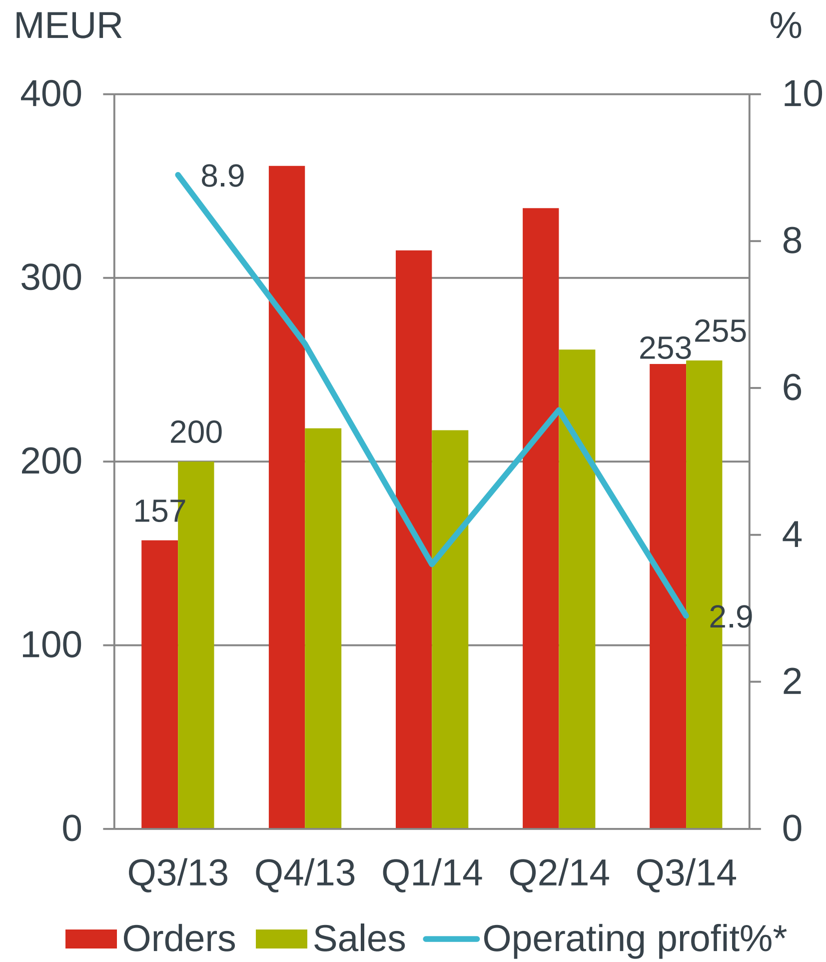




*excluding restructuring costs

MacGregor Q3 – lower than average profitability in certain deliveries

- Order intake grew 61% y-o-y to EUR 253 (157) million
  - Contribution of acquired businesses EUR 73 million
- Market for marine cargo handling equipment remained stable
- Offshore cargo handling equipment market remained stable. Uncertainty in market, but deep-sea production and related lifting equipment market is still expected to grow faster than the overall offshore market
- Demand for services was satisfactory
- Sales grew 28% y-o-y to EUR 255 (200) million
  - Contribution of acquired businesses EUR 61 million
- Profitability excluding restructuring costs was 2.9%
  - Clearly lower-than-average profitability in certain deliveries
  - PPA depreciation and amortisation EUR 2.7 million (approx. EUR 10 million annually)



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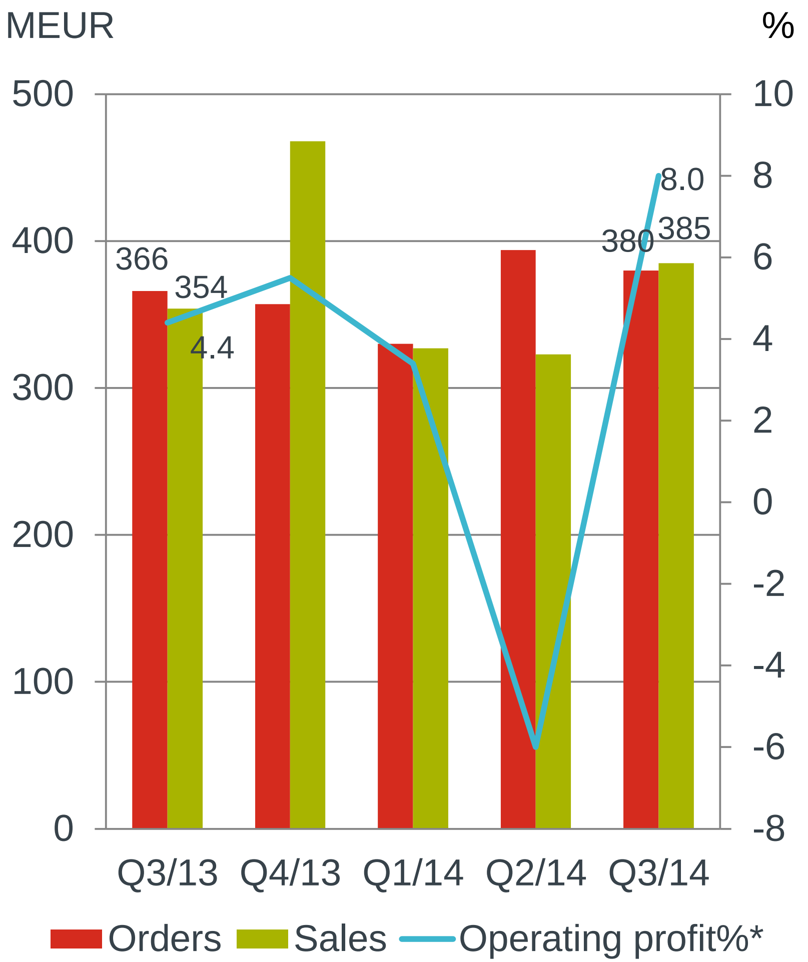
Kalmar Q3 – clear progress in profit improvement

- Demand for mobile equipment and automation solutions remained stable, while demand for large port projects rose slightly
- Demand was healthy in Europe and North America, whereas it was satisfactory in Asia and South America
- Demand for services was healthy
- Order intake grew 4% y-o-y to EUR 380 (366) million
- Sales grew 9% y-o-y to EUR 385 (354) million
- Profitability excluding restructuring costs was 8.0%
  - Additional costs of EUR 3 million to finalise delivers of the projects sold in 2012 (Q3 2013: 9 MEUR)
- Profit improvement programme proceeding according to plan



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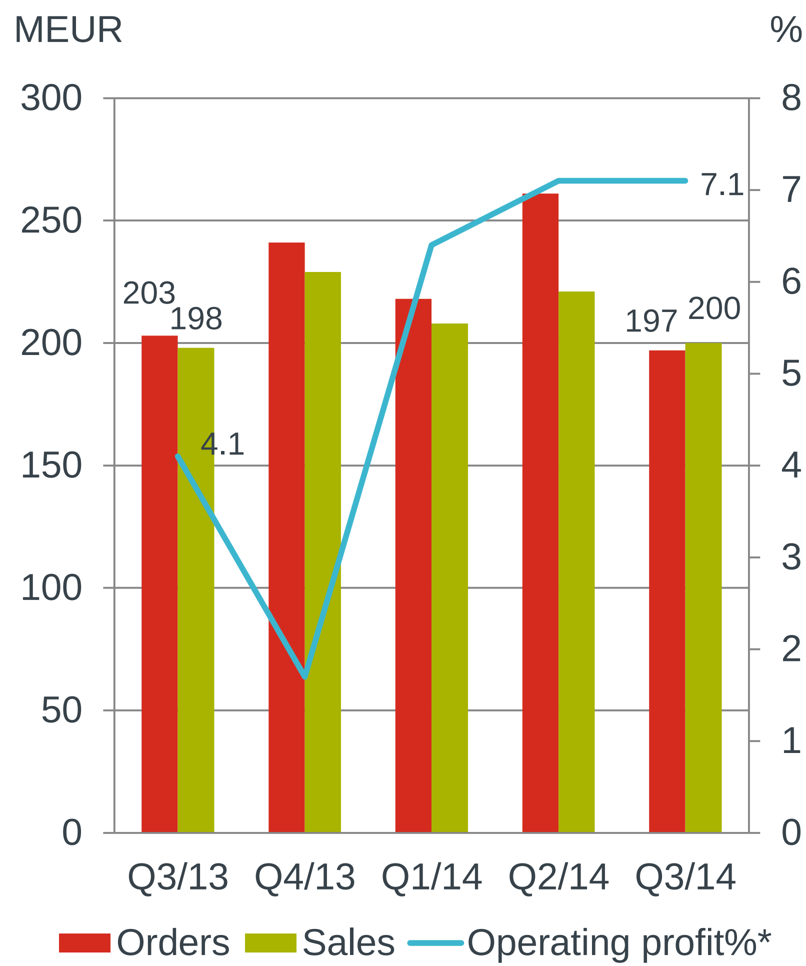
Hiab Q3 – steady profitability

- Demand for load handling equipment has been two-fold throughout the year
  - Strong demand in USA while demand in Europe was satisfactory
- Demand for services was healthy
- Orders declined 3% y-o-y to EUR 197 (203) million
- Sales were at comparison period's level at EUR 200 (198) million
- Profitability excluding restructuring costs was 7.1%
- Profit improvement programme proceeding ahead of schedule



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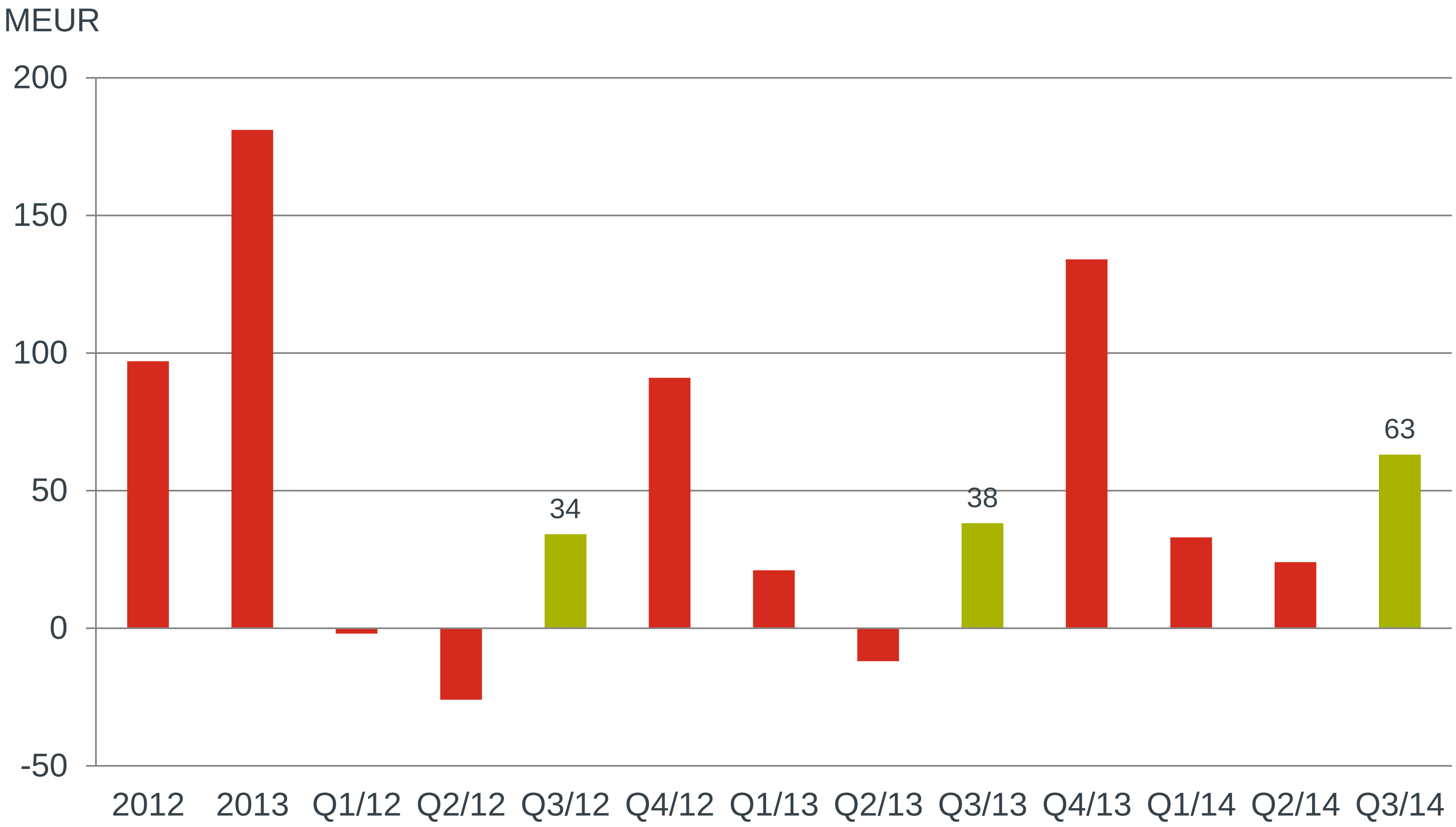
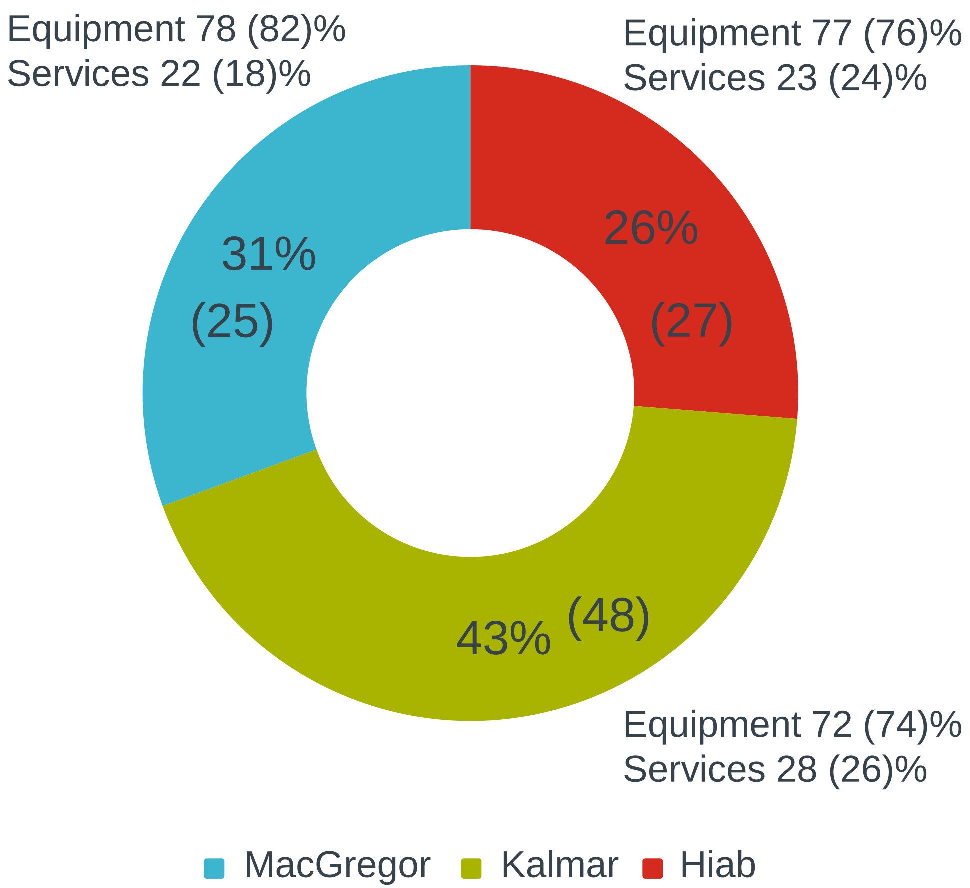
Cash flow from operations strengthened

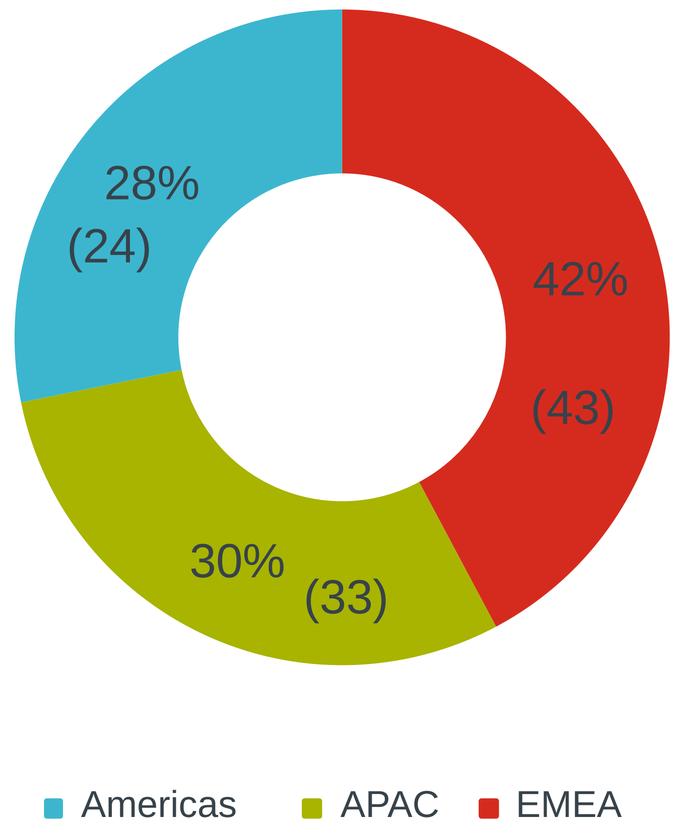


Acquisitions increased MacGregor's share in portfolio

Sales by reporting segment 1-9/2014, %



Sales by geographical segment 1-9/2014, %



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Measures initiated to improve MacGregor's performance

- New customer-oriented organisation with seven divisions
  - Growth by increasing cross-selling and solution-selling capabilities for the most attractive ship types and customer segments
  - Service business growth through tighter cooperation between the six new product divisions and the Global Lifecycle Support division
  - Better exploitation of the underlying improvement potential in cross-divisional marketing, sales, sourcing, engineering and R&D
  - Faster decisions which are made closer to the customers

- Changes driven through dedicated programme structures

Outlook unchanged

- Cargotec's 2014 sales are expected to grow from 2013.
- Operating profit excluding restructuring costs for 2014 is expected to improve from 2013.

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