



2006 Financial Statements Review

President and CEO Mikael Mäkinen

January 30, 2007

Key financials for 2006

- Orders received grew significantly and reached MEUR 2,910 (pro forma 2005: 2,385). Q4 order intake was MEUR 716
- Net sales grew by 10% and totaled MEUR 2,597 (2 358)
- Operating income from operations rose markedly to MEUR 221.7 (179.4), representing 8.5 (7.6)% of net sales
- Operating income including MEUR 17.8 capital gain recorded in July from the divestment of property totaled MEUR 239.5 (MEUR 194.8 incl. MEUR 15.4 milj. capital gain from Consolis)
- Board's dividend proposal to AGM on Feb 26, 2007 is EUR 1.00 per class B and EUR 0.99 per class A share

Strategic development during 2006

- Cargotec's vision and strategic priorities were defined during autumn
 - Cargotec's strategy is based on profitable growth in developing and consolidating markets
 - Focus is on expanding the business especially in Asia Pacific and Americas
 - Within services the target is a leading position
 - Utilization of know-how and scale benefits in technology development and global network
 - More investment in personnel development
- Executive Board was strengthened
- Global sales and service network was expanded
- Hiab and Kalmar invested in increasing flexibility of operations in production units

Acquisitions during 2006

- Tail lift manufacturer **AMA** in Poland
- Port services company **ECC** in U.S. East Coast and Gulf
- **BMH Marine** dry bulk handling equipment on ships and at port terminals
- Service company **Grampian Hydraulics** for support vessels
- Kalmar distributor and service company **ANE** in South Africa
- Distribution and service company **Catracom** in Belgium



➔ Total 2006 effect on sales approx. MEUR 50 and on personnel 465

- Distribution and service company **Kalmar España** in Spain*
- Container handling equipment and service company **CVS Ferrari** in Italy*



Cargotec

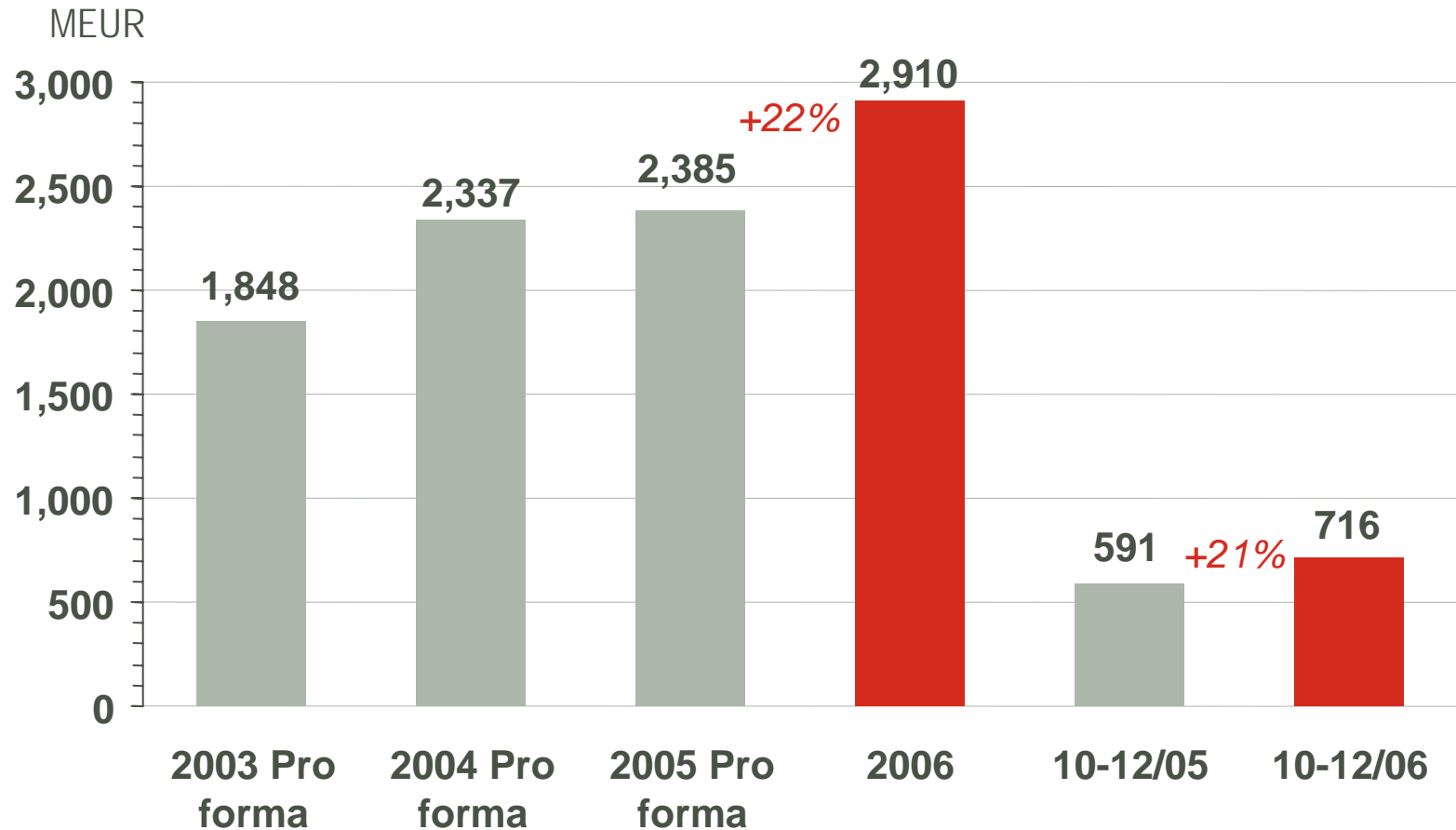
Business environment was favourable...

- Global economy and world trade developed strongly
- Container traffic volumes continued to grow
- Shipbuilding on high level at ship yards
- Demand for load handling equipment strong despite levelling off in U.S. building materials supply
- Healthy demand for services

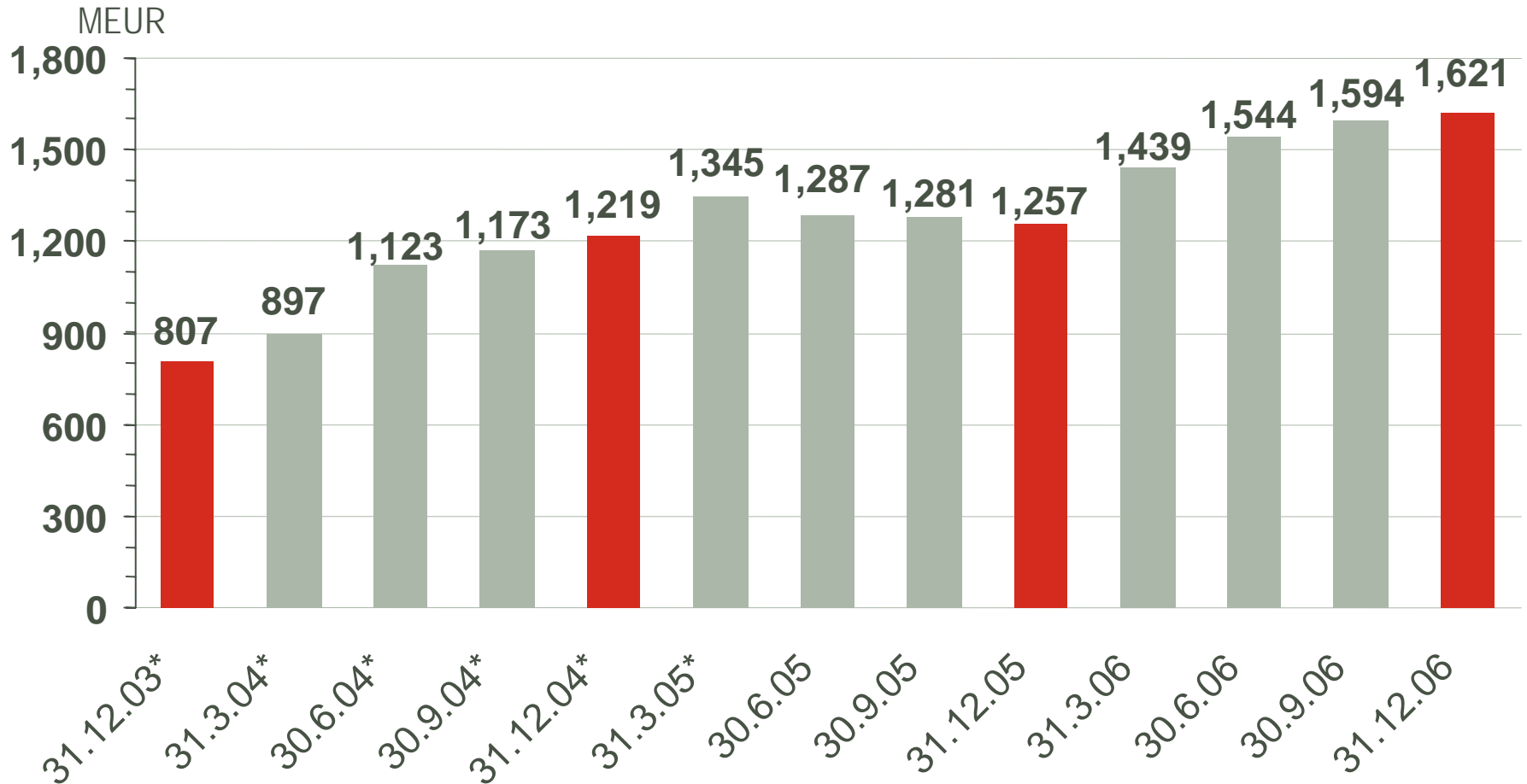
... influencing Cargotec's orders received

- Hiab
 - Demand for load handling equipment was buoyant, especially for loader cranes in Europe
- Kalmar
 - Record demand for reach stackers, while markets for yard cranes, straddle carriers and terminal tractors were also very good
 - Healthy demand for heavy industrial handling equipment
- MacGREGOR
 - Markets for hatch covers, ship cranes and cargo securing equipment buoyant
 - High demand for RoRo systems
 - Bulk handling equipment markets strong

Growth in orders received continued in Q4

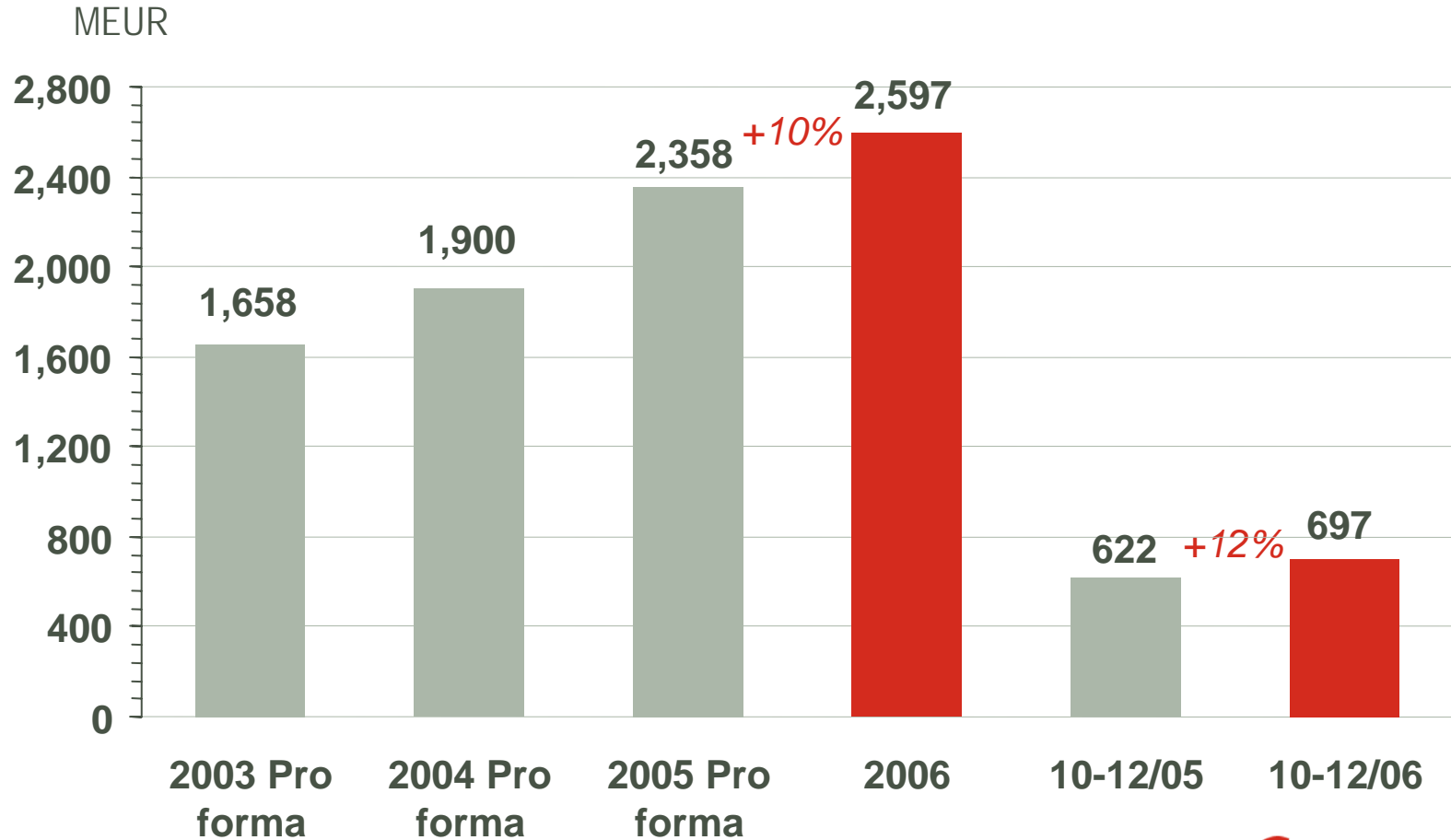


Order book at record level

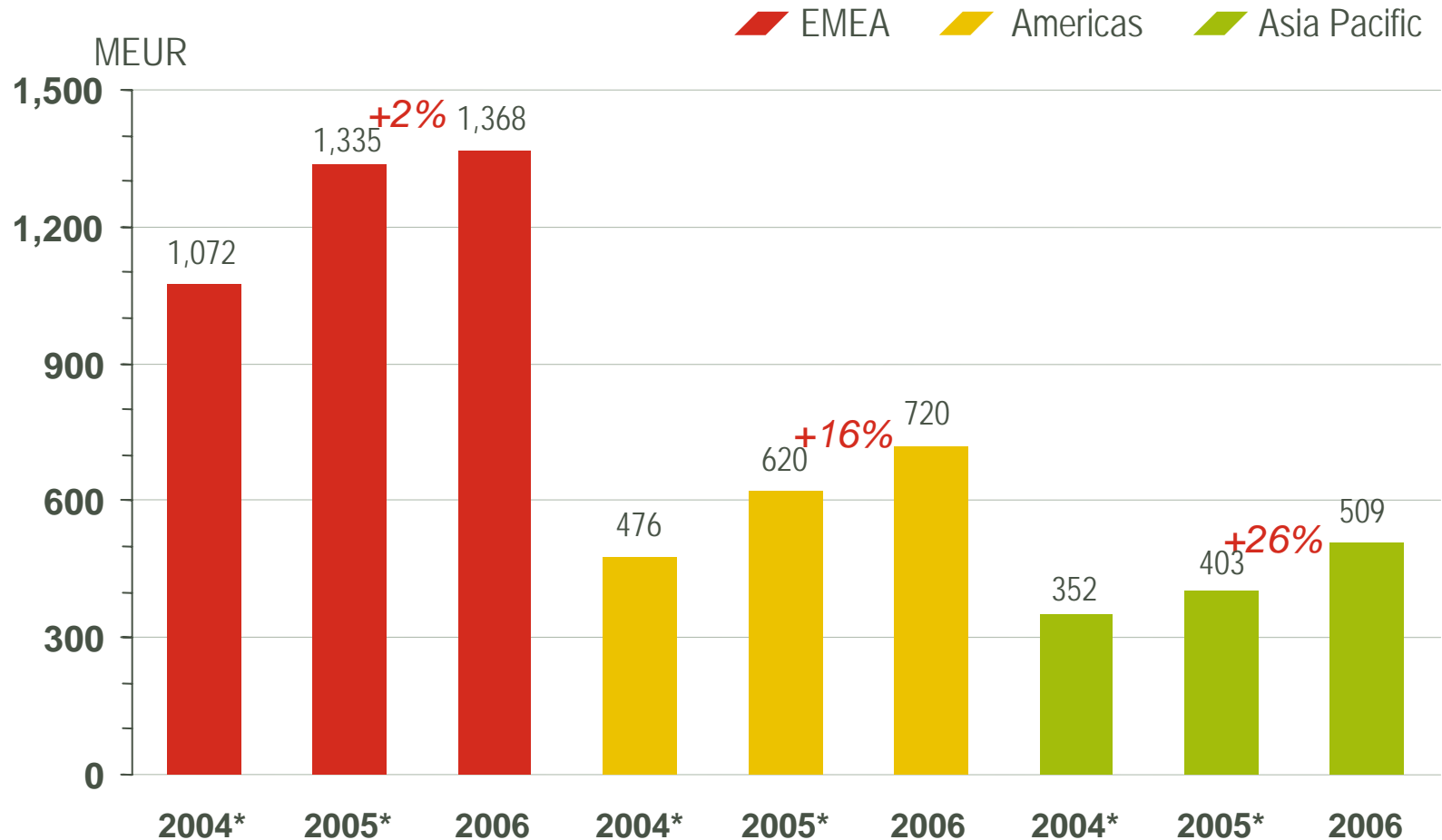


*Pro forma

Net sales growth continued - Q4 sales record high

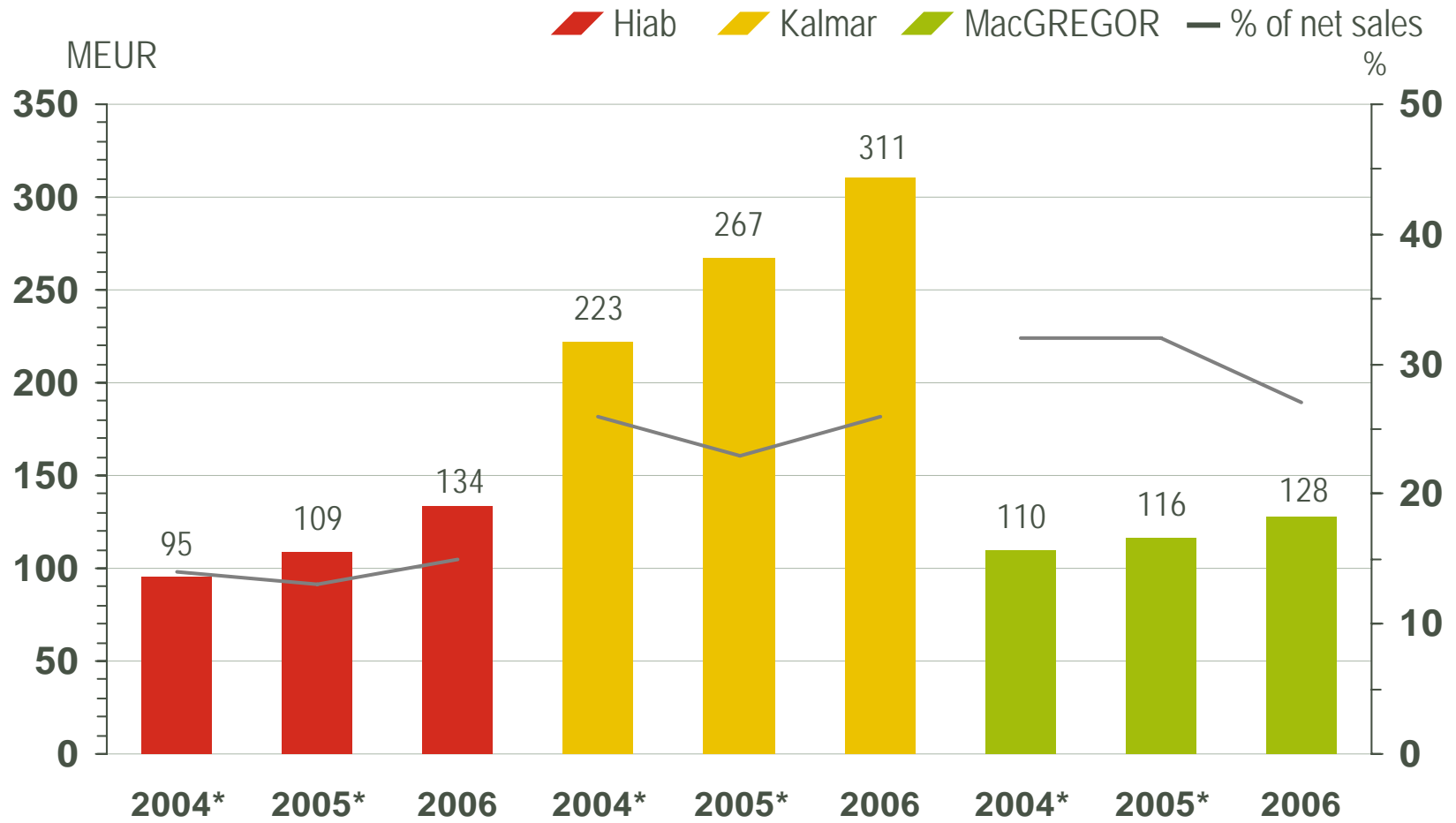


Geographical development of net sales



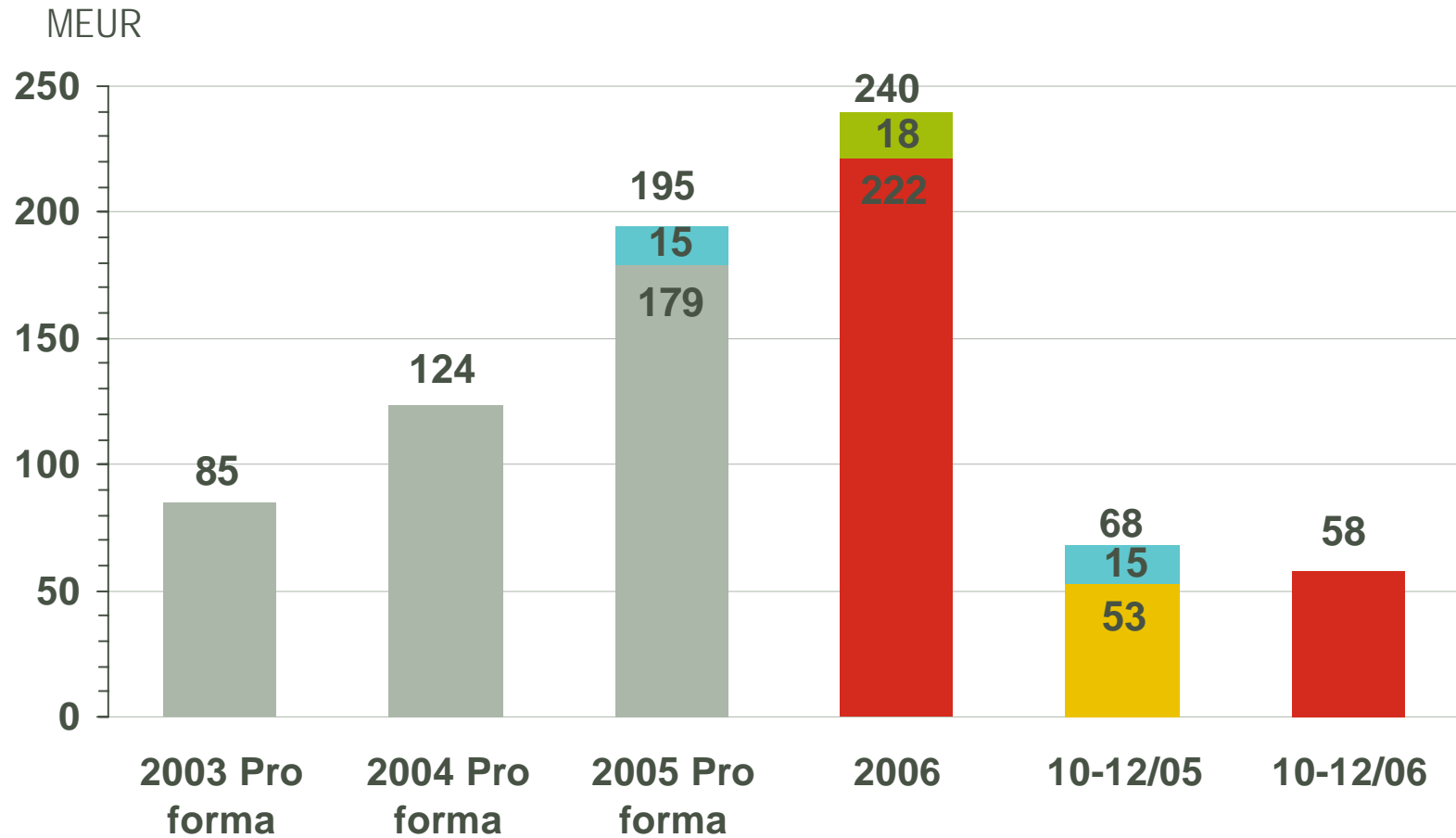
*Pro forma



Services grew by 16% y-on-y representing 22% of net sales



*Pro forma

Operating income improved markedly



 Capital gain on property
 Capital gain on Consolis

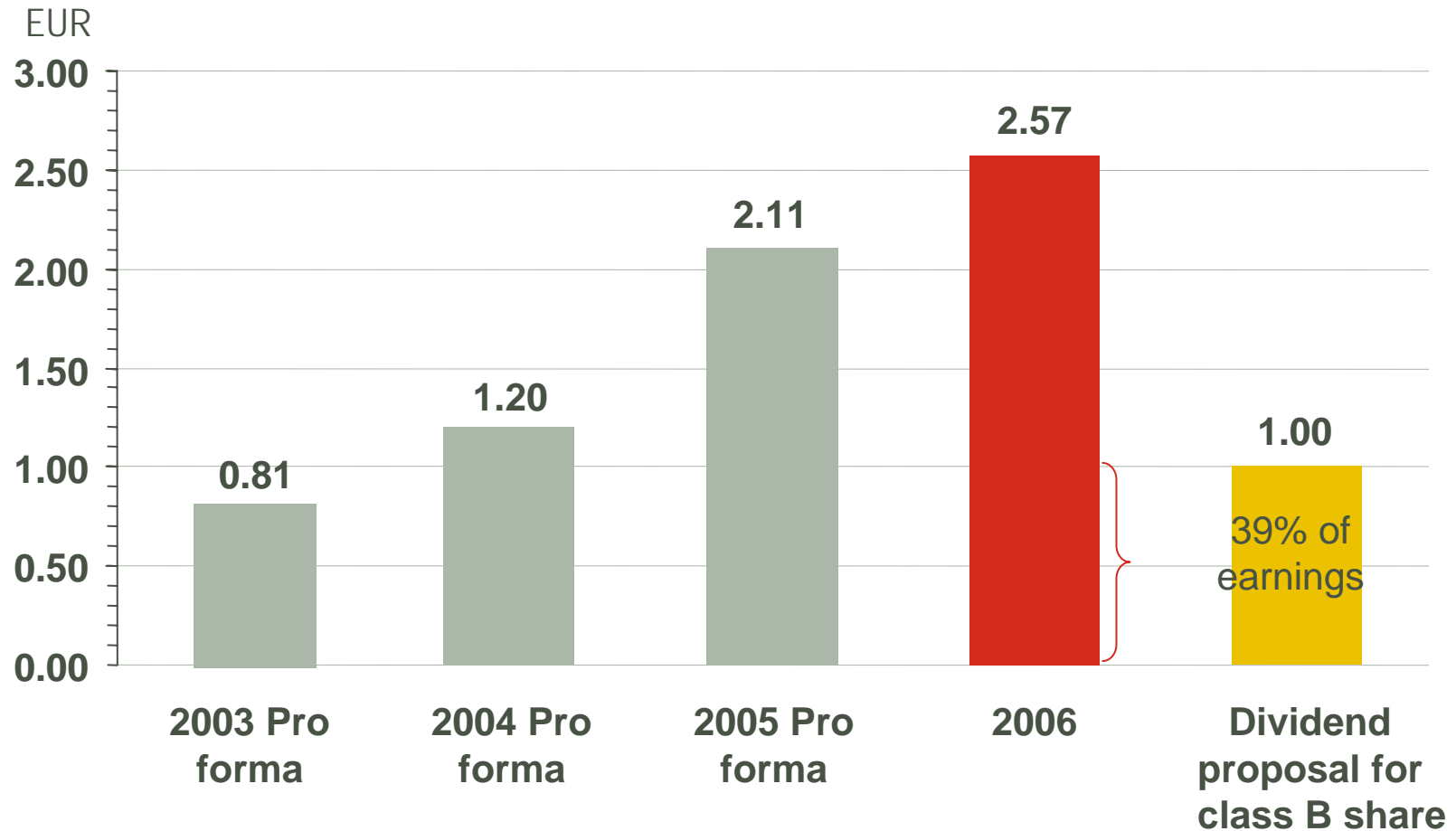
Cargotec

Operating income from operations by business area

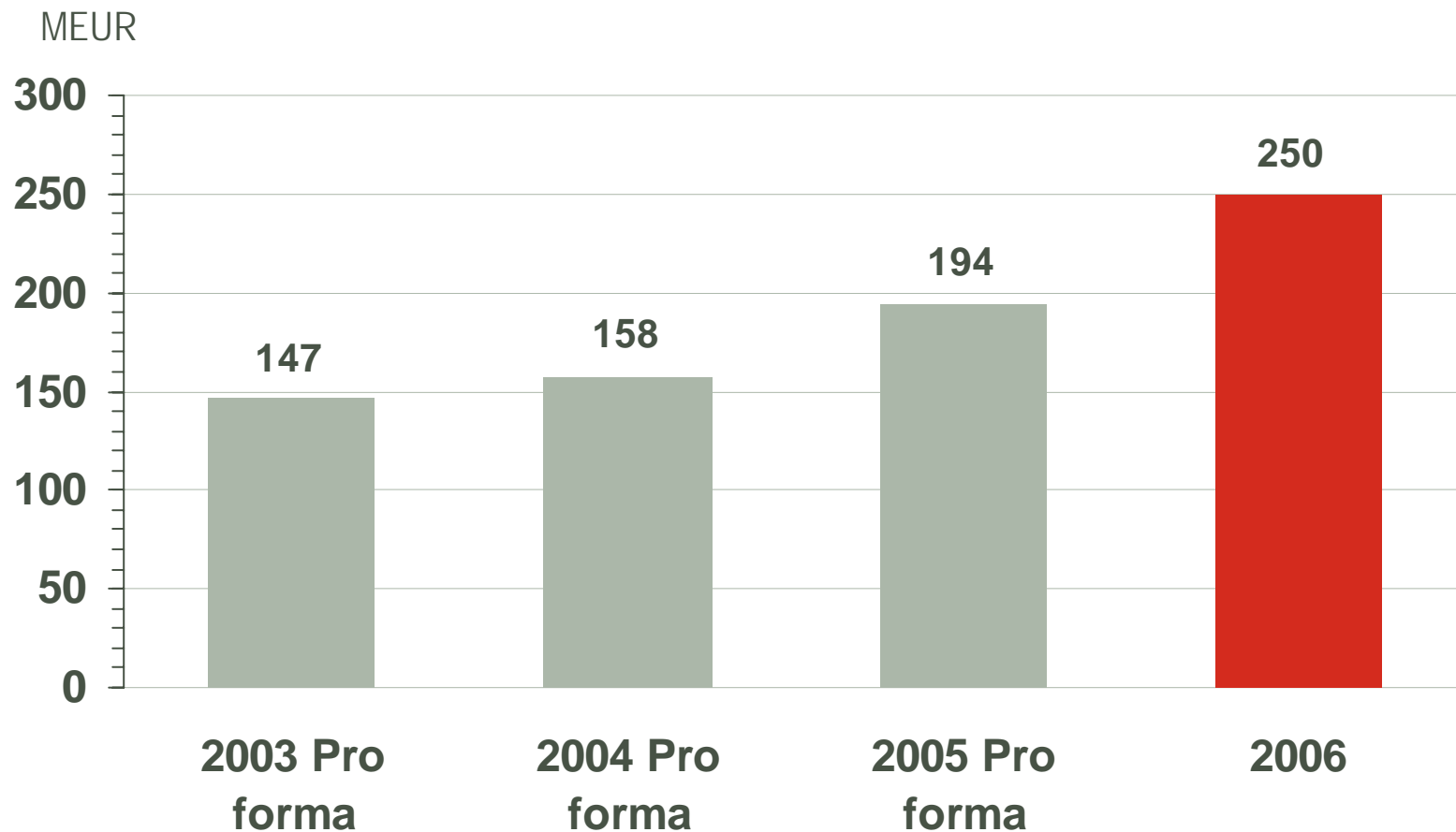
MEUR	10-12/2006	10-12/2005	2006	Pro forma 2005	Pro forma 2004
Hiab %	22.7 9.5%	20.1 8.7%	86.0 9.4%	66.6 7.9%	44.6 6.4%
Kalmar %	28.2 8.8%	27.0 9.4%	111.7 9.3%	97.6 8.5%	66.4 7.7%
MacGREGOR %	9.7 7.0%	8.5* 8.2%*	35.9 7.5%	27.5 7.5%	20.9 6.2%
Cargotec total %	57.7 8.3%	52.7* 8.5%*	221.7 8.5%	179.4 7.6%	123.9 6.5%

*Excluding impact of the final accounting of MacGREGOR acquisition

Earnings per share (basic)



Cash flow from operating activities before financial items and taxes



Key figures

		2006	Pro forma 2005	Pro forma 2004
Earnings per share	EUR	2.57	2.11	1.20
Equity per share	EUR	13.72	11.93	10.17
Interest-bearing net debt	MEUR	107.5	120.5	281.4
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Total equity/total assets	%	47.6	46.2	42.2
Gearing	%	12.3	15.7	43.0
Return on equity	%	20.2	19.2	12.6
Return on capital employed	%	23.1	20.9	12.9

New financial targets published on Jan 17, 2007



Annual net sales growth exceeding 10 percent (incl. acquisitions)



Raising the operating income margin to 10 percent



Gearing below 50%



Dividend 30-50% of earnings per share

Strategy implementation continues in 2007

Focus areas are:

- Development and expansion of services
- R&D investments
- Personnel development
- Improving efficiency of sourcing
- Continued growth of global network

Acquisitions have continued:

- Service company **Tagros** in Slovenia
- **Berger** sales and distribution network in Eastern Europe*
- Sales and service company **Truck och Maskin i Örnköldsvik** in Northern Sweden**
- Increased equity stake in distribution and service company **BG Crane** in Australia

*Requires completion of due diligence

** Requires competition authority approval

Outlook

- Cargotec's market outlook for 2007 is positive.
- The high market activity and strong order book in all business areas give a good start for the year.
- Completed and targeted acquisitions will support further sales growth.
- Operating income from operations in 2007 is expected to continue to increase although the operating margin development will be slightly affected by planned investments in future growth.