

CARGOTEC

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Cargotec Capital Markets Day, 21 September 2010, Stargard Szczeciński, Poland



Multi-assembly unit (MAU) Stargard



Poland macro economy indicators

Population
in Production age

38.2 Mln
64.50%

	Actual	Forecast	Forecast
	2009	2010	2011
GDP [PKB]	3.3%	3.2%	3.7%
Inflation	3.5%	2.5%	3.0%
Unemployment rate	11.9%	12.3%	10.8%
Gross real income increment	2.1%	2.5%	4.5%
Average EUR exchange rate	4.33	4.00	3.80

National Bank of Poland

Szczecin – Human Capital

Labour Market	Szczecin	Poland
Population	406,000	38,200,000
Number of students as for 10,000 citizens	1,463	492
Unemployment rate (%) June 2010	8.9	11.6

Source: National Statistics Office, June 2010

Source: Local Labour Office, June 2010

22 universities, including:

- University of Szczecin
- Westpomerania University of Technology
- Maritime University
- Higher School of European Integration
- Westpomerania School of Business

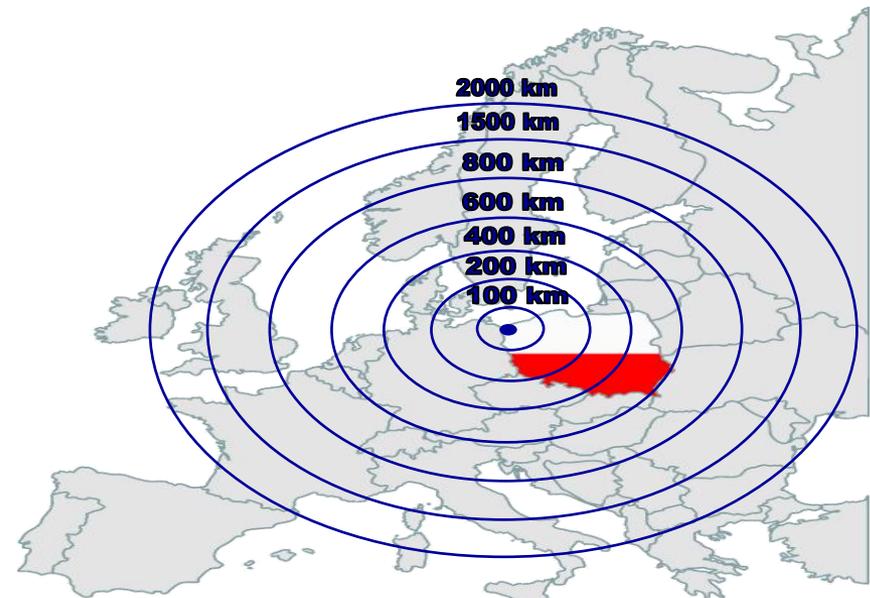


Stargard Szczeciński – Human Capital

Labour Market	Stargard Szczeciński - city	Stargard Szczeciński – county (%)
Population	70,000	120,000
Unemployment rate (%)	8.0%	18.4%

Source: National Statistics Office, June 2010
 Source: Local Labour Office, June 2010

- Excellent localisation, good connection
- Good educated population in productive age



Business environment in Stargard Szczeciński

Investor	Country	Business line
Bridgestone	Japan	Truck and buses tires production
Klippan Safety Polska	Sweden	Vehicle safety komponents
Backer OBR	Sweden	Heaters and for industrial and household devices
Spass Candles Poland	Belgium	Candles production
Ehrle Polska	Germany	High pressure machines
Grizzly Medical	Sweden	Medical equipment production
BS Vognen Polska	Denmark	Containers and agricultural machines
S.I.B.I	France	Prefabricated concrete elements

Project in brief

- Planning of the MAU in Stargard Szczeciński started in April 2008
- Building Permit Decision legally valid on the 20th of June 2009
- Production in rented premises in the same region started during 2009 (spreaders and medium range terminal tractors)
- Production start in own premises on the new MAU in July 2010
- Energy-efficiency: carbon neutral heating, state of the art waste treatment, energy saving

MAU Stargard – May 2009



MAU Stargard Southern side – February 2010



MAU Stargard Eastern side – February 2010



MAU Stargard – June 2010



Temporary Production in Goleniów



Production in Stargard



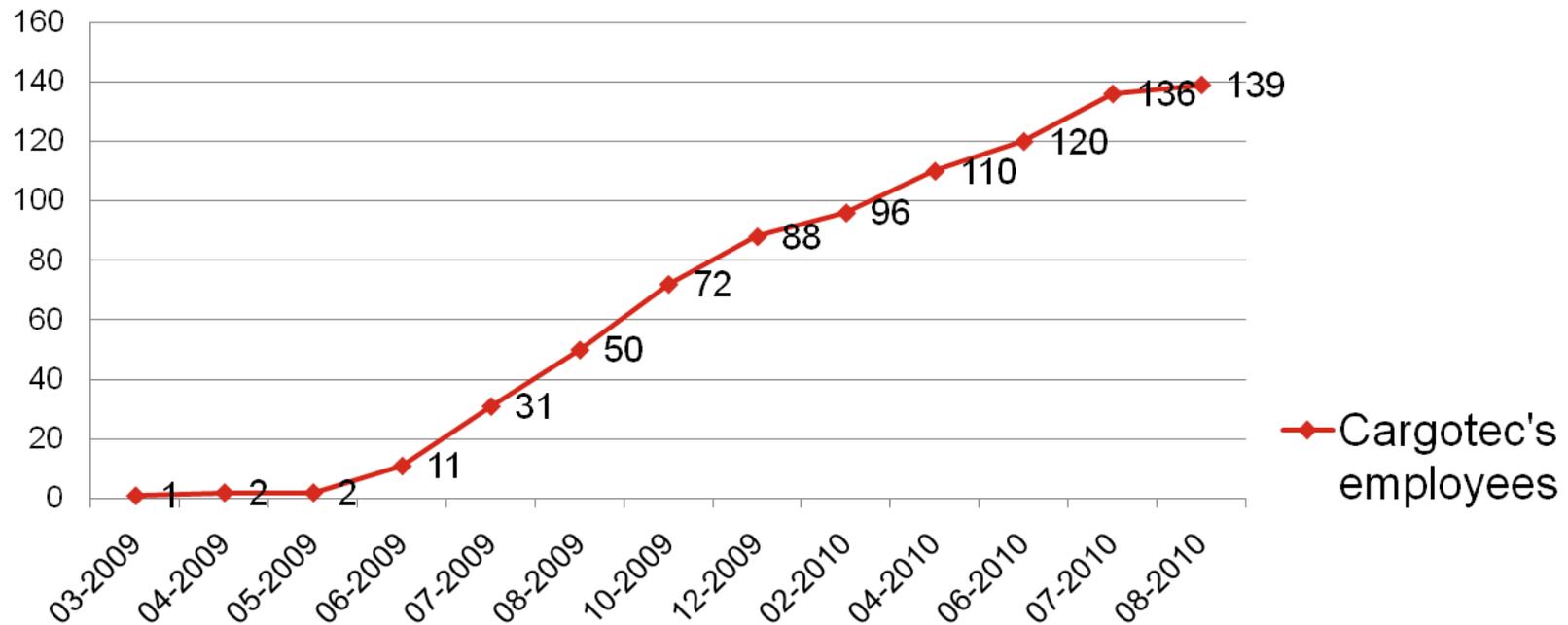
Products assembled starting from September 2009

- 2009: ~ 340
 - Loader cranes and spreaders
- 2010 so far: ~1,000
 - Loader cranes, spreaders, terminal tractors



Employment for August 2010

Cargotec's employees



MAU Stargard – main achievements

- MAU Stargard building project done according to time plan and below budget.
- All key people are employed , current employment MAU is 136 employees
- 25 suppliers reduced, 15 new suppliers in EE implemented, 820 initial samples from new suppliers approved
- Production Projects activities are according to plan.
- Move of the factory Goleniów to Stargard done in weeks 27-28 as planned.
- Good quality of delivered products.
- ERP system is installed (in 3 months!) and working.
- Integrated Management System pre-audit passed in June certification planned in November
- Positive response in Cargotec Compass (employee survey)
- Good support from Cargotec organisation

we keep cargo on the move™