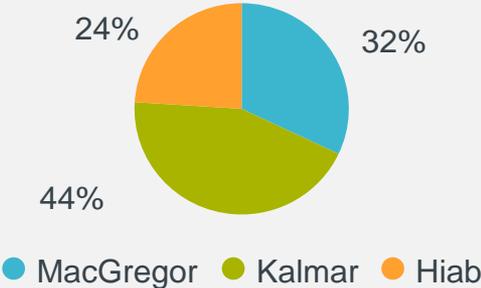


Handelsbanken Nordic Mid/Small Seminar – Stockholm 3 June 2015

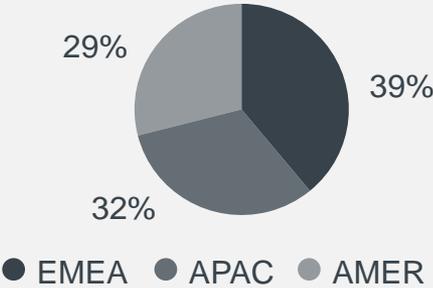
Mika Vehviläinen, President and CEO

Cargotec's business basics

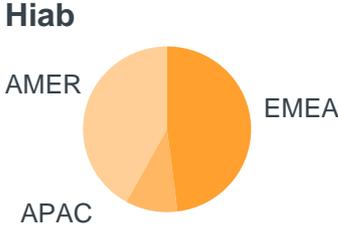
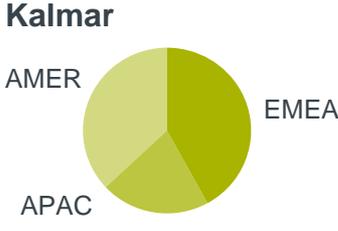
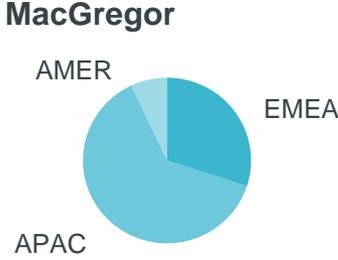
Cargotec sales split in 1-3/2015



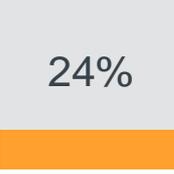
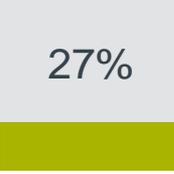
Cargotec geographical split of sales in 1-3/2015



Geographical split of sales in 1-3/2015



Services share of sales in 1-3/2015



Order to delivery lead time

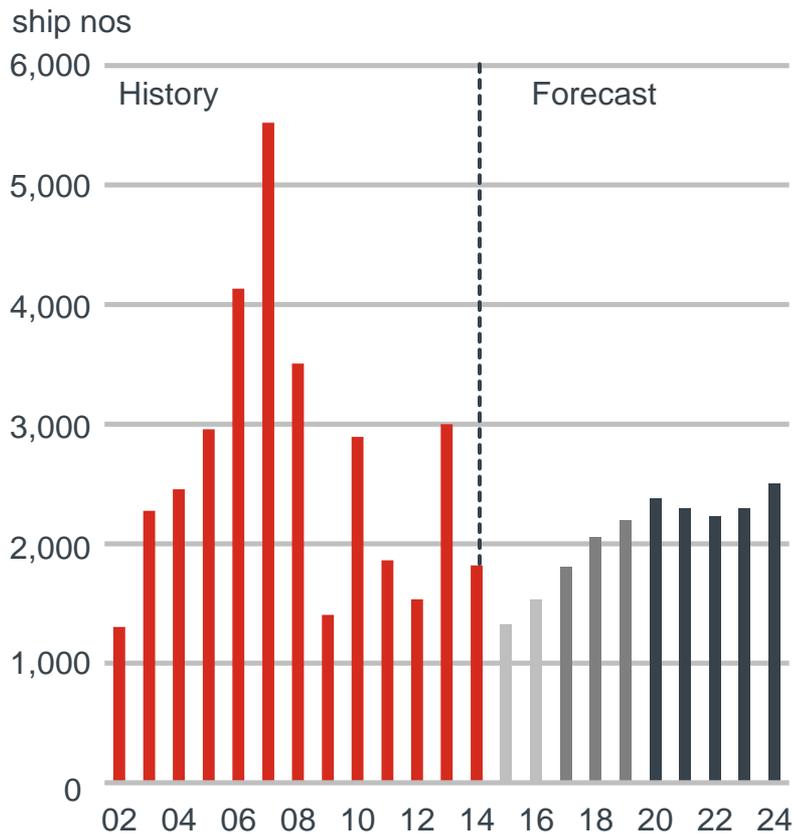
12-24 months

6-9 months

2-4 months

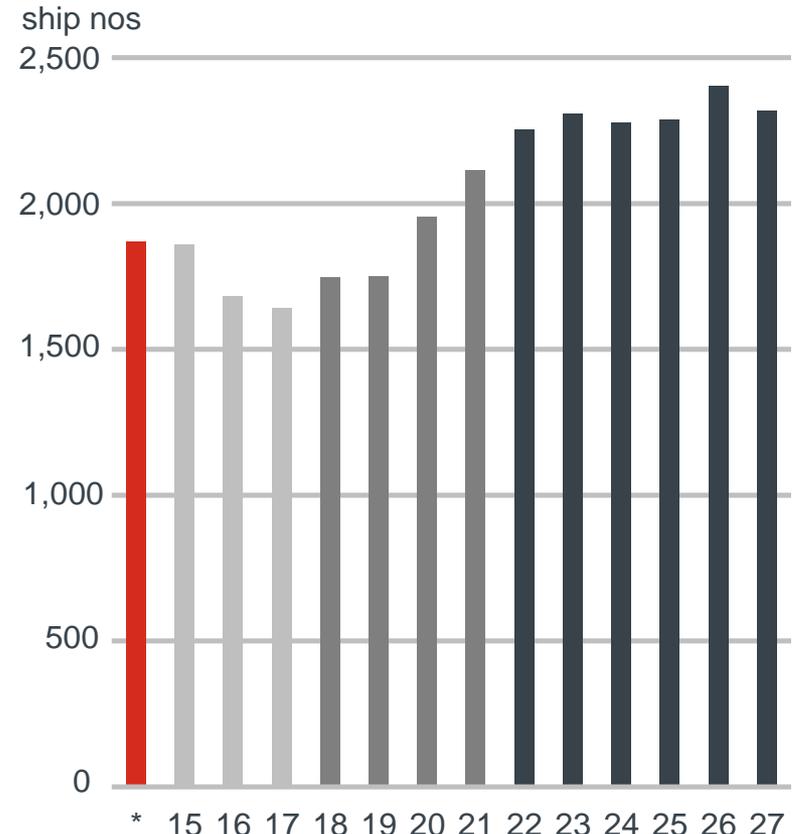
Contracting forecast reflects imbalance in the ship market

Long-term contracting 2002–2024



Source: Clarkson Newbuilding Market Forecast, April 2015

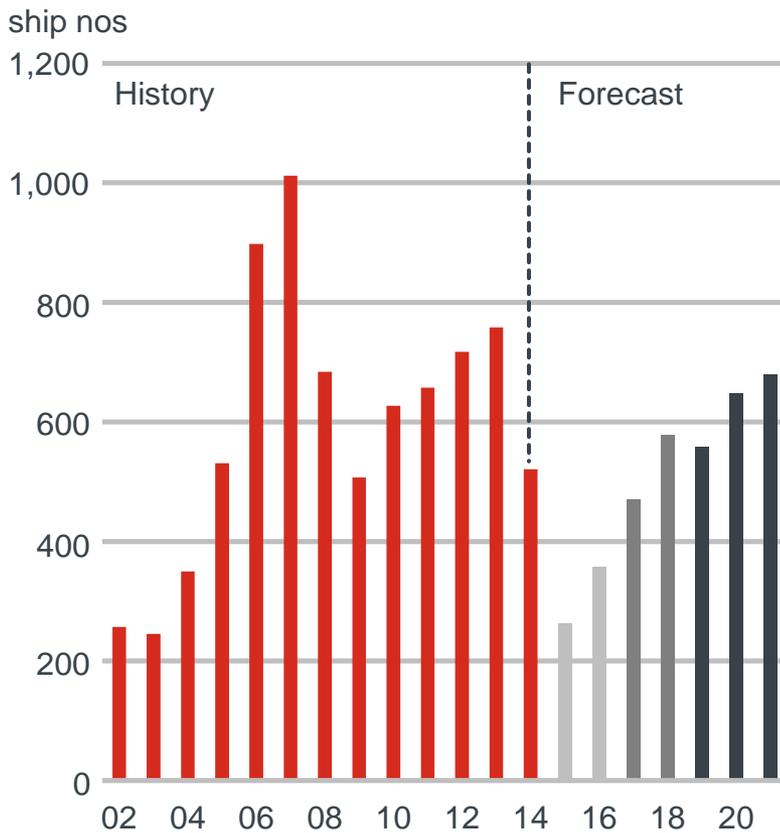
Long-term deliveries 1996–2027



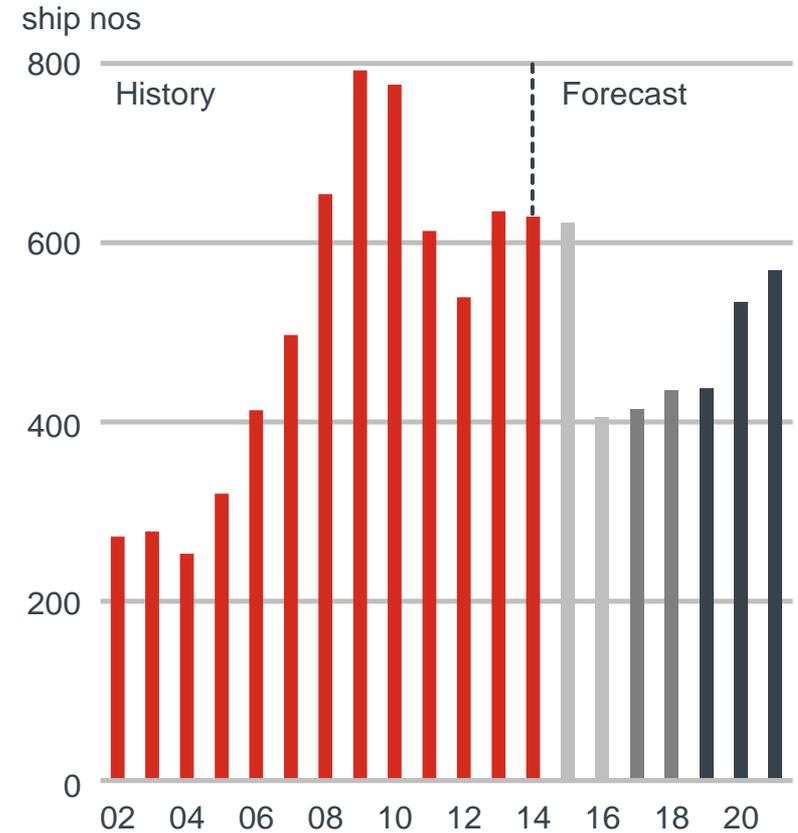
* 1996 – 2014 average

Mobile offshore unit contracting and delivery forecast

Long-term contracting 2002–2021

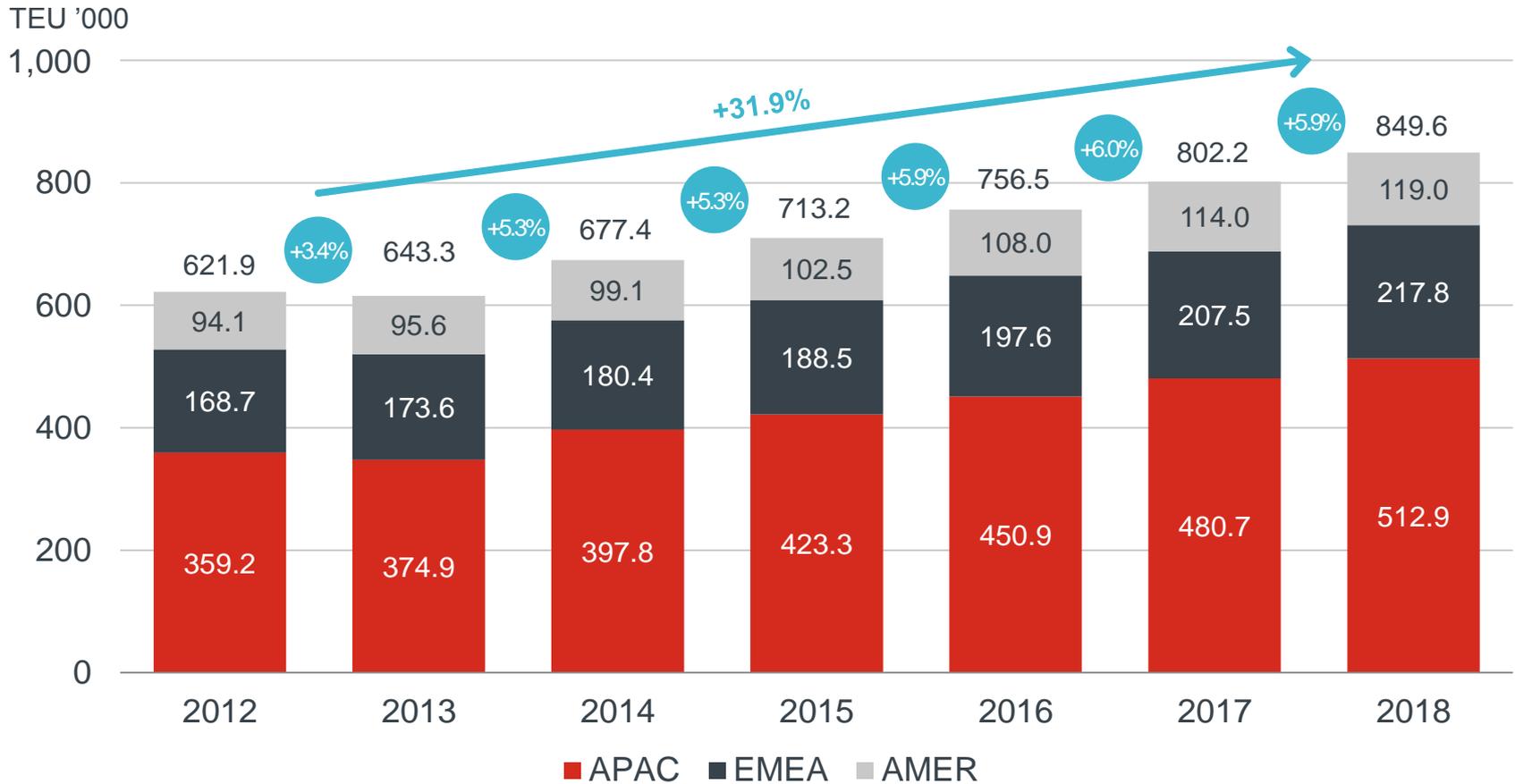


Long-term deliveries 2002–2021



Source: Clarkson Offshore Newbuilding Market Forecast, April 2015

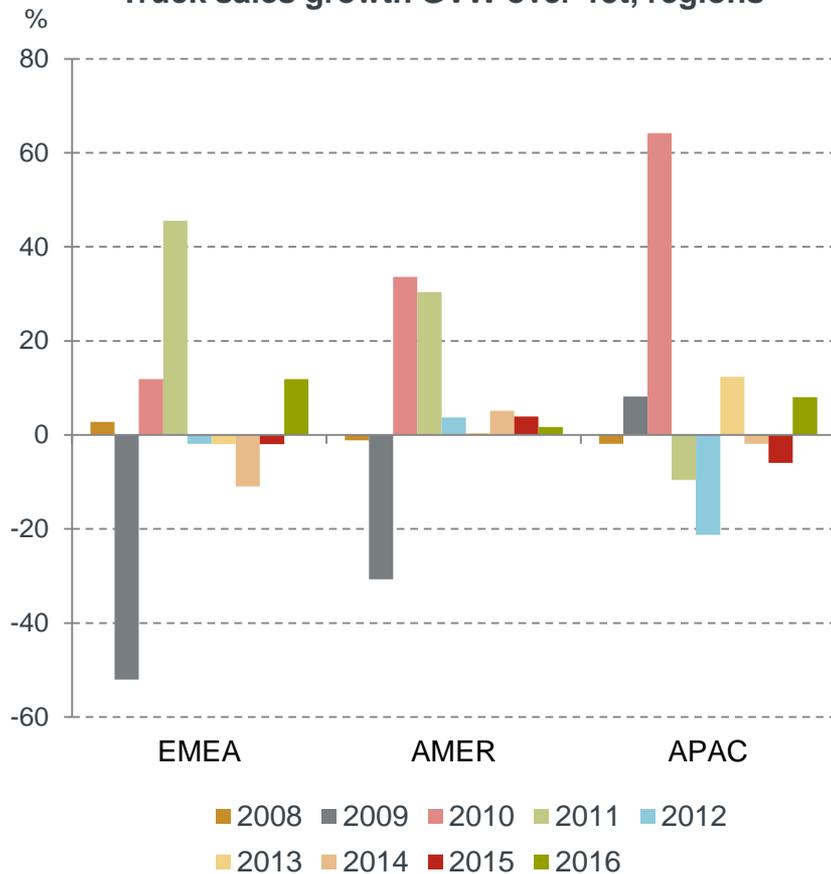
Container throughput forecast illustrates that Kalmar is in a growth business



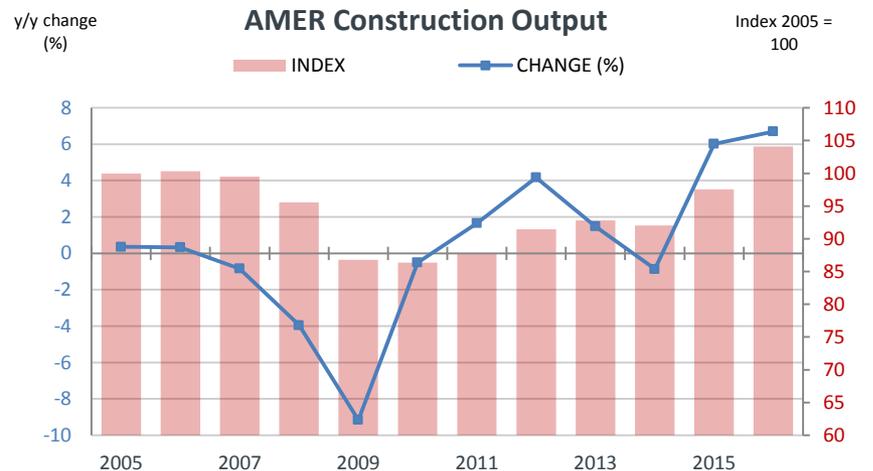
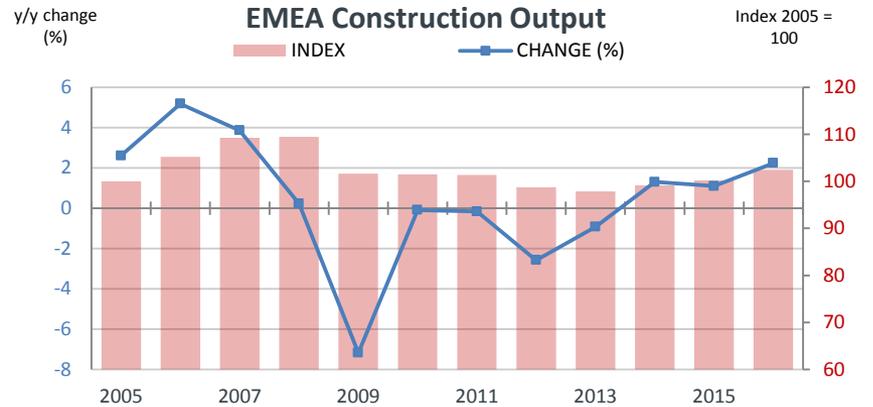
Source: Drewry: Container forecaster Q3 2014 and Q1 2015, Base case, April 2015

Two-fold market environment for Hiab

Truck sales growth GVW over 15t, regions



Source: IHS Global Insight Q1-Q2/2015 forecast



Cargotec's must wins 2015–

- Driving Hiab to best in class profitability and capital return
- Driving MacGregor profitability over the cycle through better effectiveness
- Safeguarding competitiveness in mobile equipment in Kalmar
- Driving services offering development and growth in MacGregor and Kalmar
- Driving growth in automation in Kalmar



Cargotec financial targets for 2016

Operating profit margin
(EBIT)

>8%

Return on capital
employed
(ROCE pre-tax)

>13%

Gearing

<50%

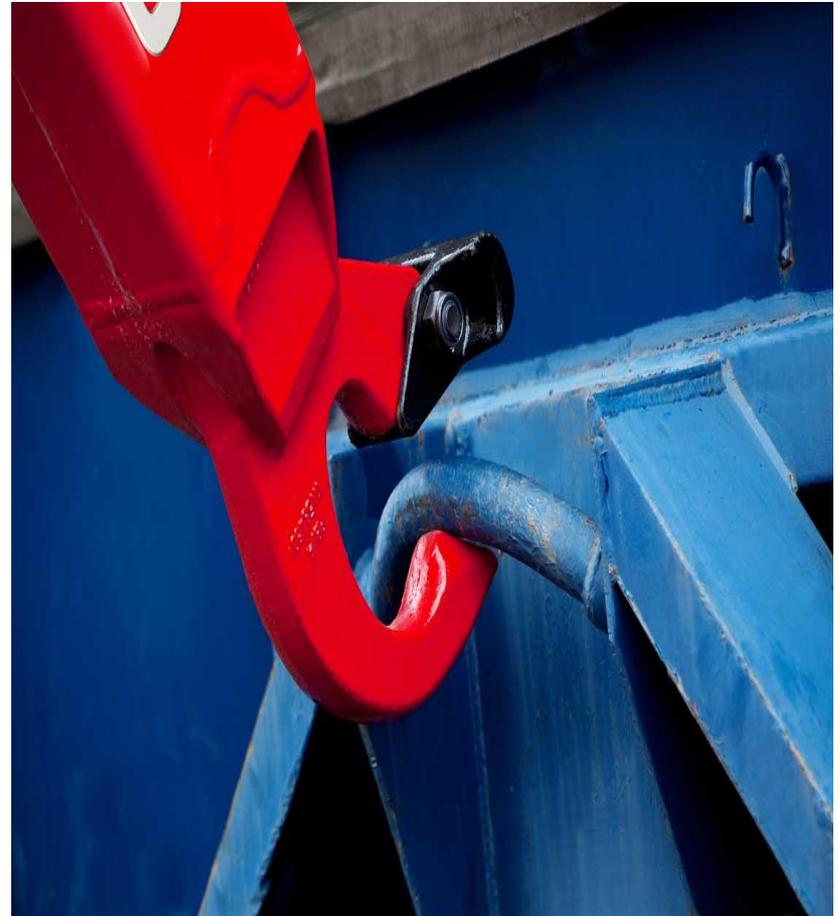
Dividend

**30-
50%**
of earnings per share



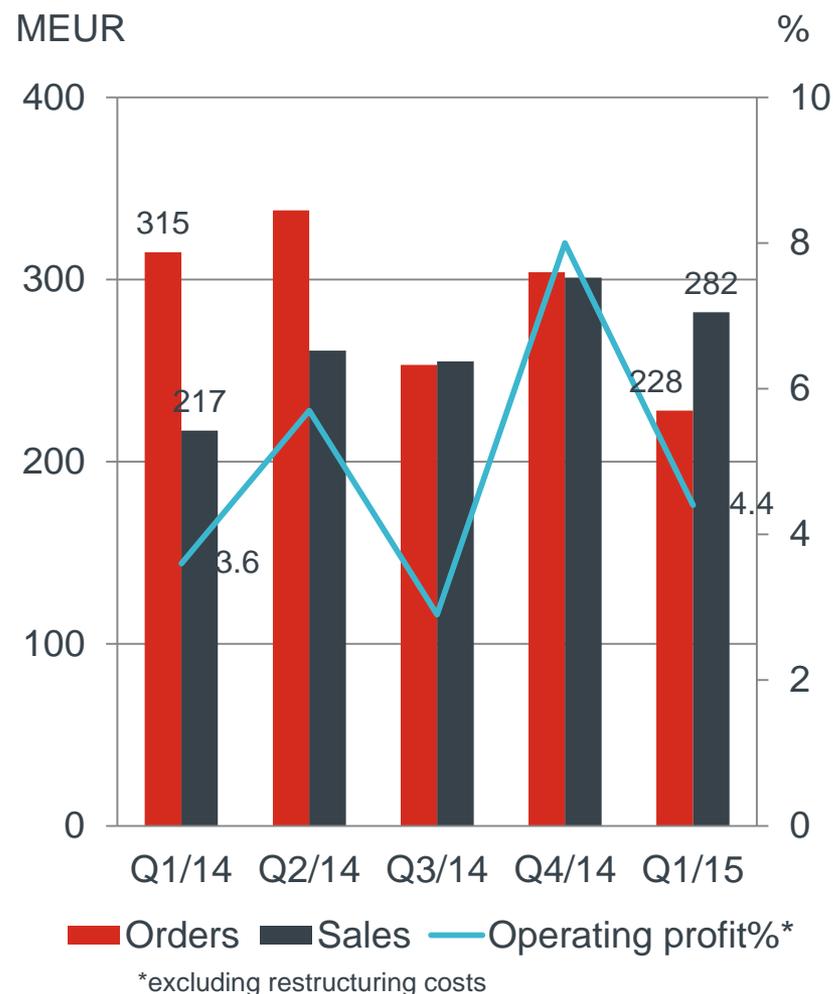
Highlights of January–March

- Orders grew 9% y-o-y and totalled EUR 939 (863) million
 - With fixed currencies orders grew 2%
- Order book strengthened 12% from 2014 year-end to EUR 2,469 million
- Sales grew 18% y-o-y to EUR 889 (751) million
 - With fixed currencies sales grew 10%
- Operating profit excluding restructuring costs was EUR 52.3 (24.6) million or 5.9 (3.3)% of sales
- Operating profit was EUR 51.3 (23.8) million
- Cash flow from operations was EUR 51.6 (32.5) million
- Savings measures initiated in MacGregor



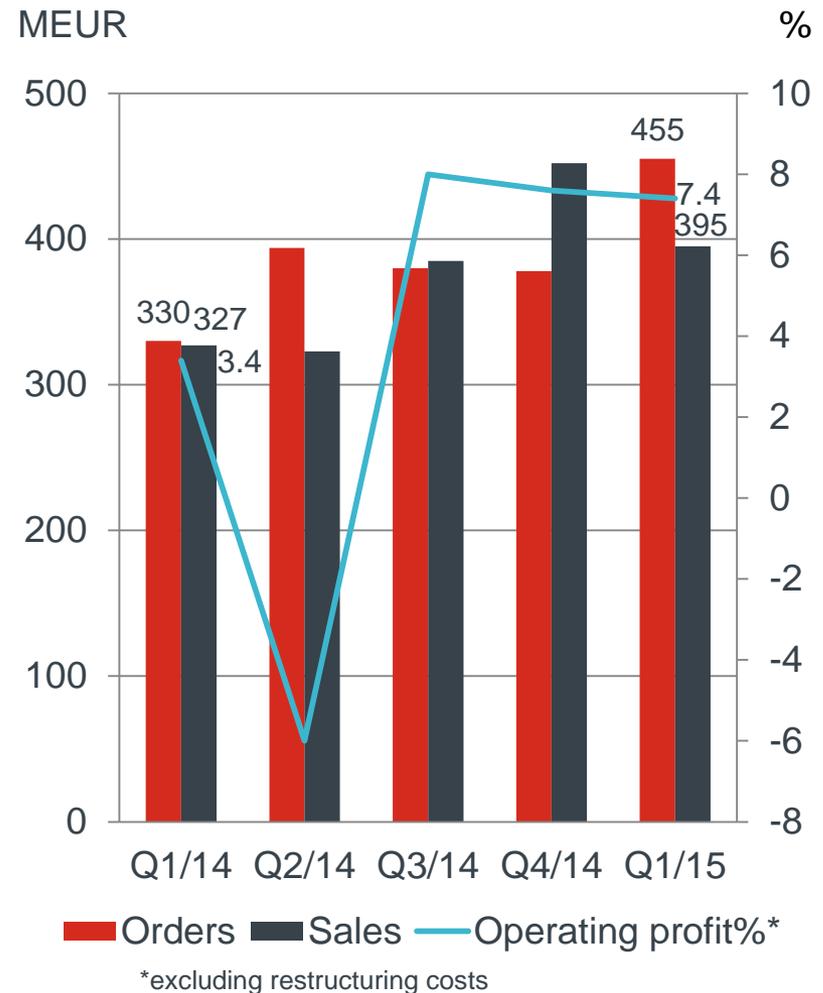
MacGregor Q1 – offshore orders still on good level

- Order intake declined 28% y-o-y to EUR 228 (315) million
- Order book grew 10% from 2014 year-end
- Sales grew 30% y-o-y to EUR 282 (217) million
- Profitability excluding restructuring costs was 4.4%
- Savings measures initiated



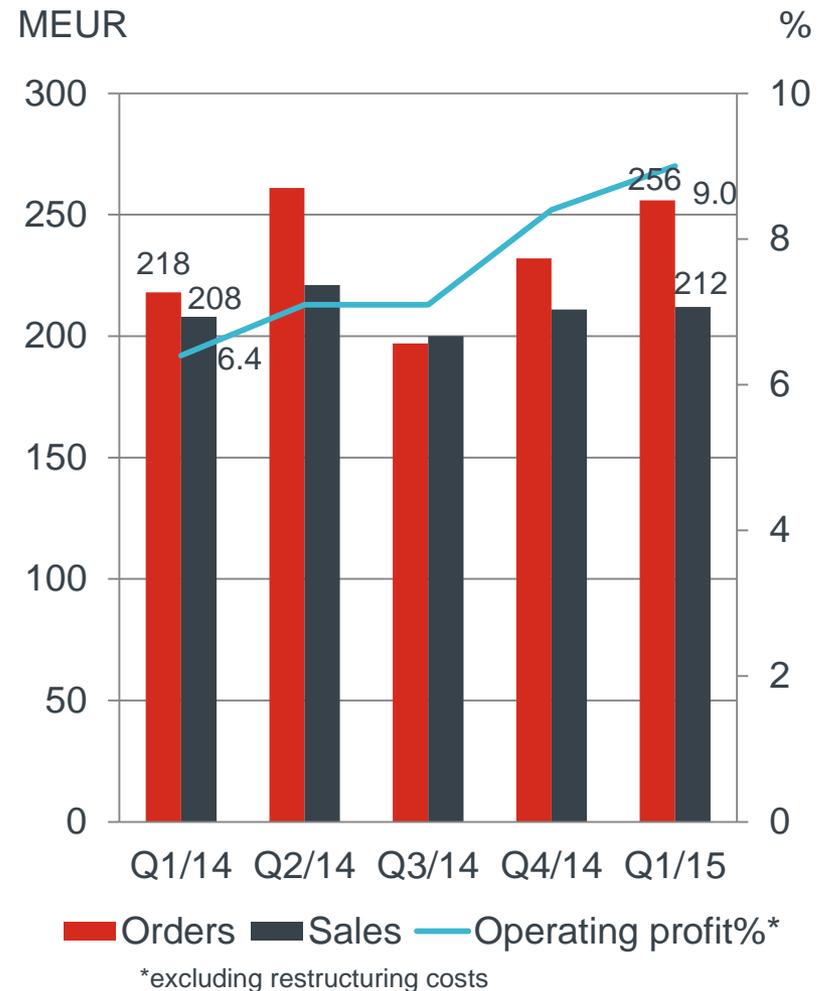
Kalmar Q1 – strong start for the year

- Order intake increased 38% y-o-y to EUR 455 (330) million
- Order book strengthened 12% from 2014 year-end
- Sales grew 21% y-o-y to EUR 395 (327) million
- Profitability excluding restructuring costs was 7.4%



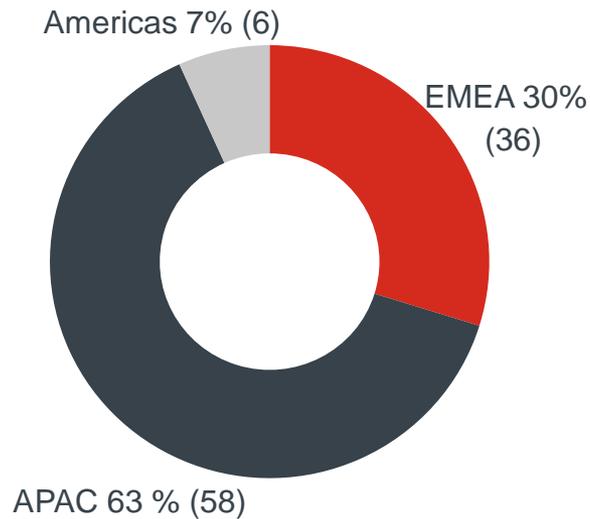
Hiab Q1 – profitability improved further

- Orders grew 17% y-o-y to EUR 256 (218) million
- Order book strengthened 22% from 2014 year-end
- Sales were at comparison period's level at EUR 212 (208) million
- Profitability excluding restructuring costs was 9.0%

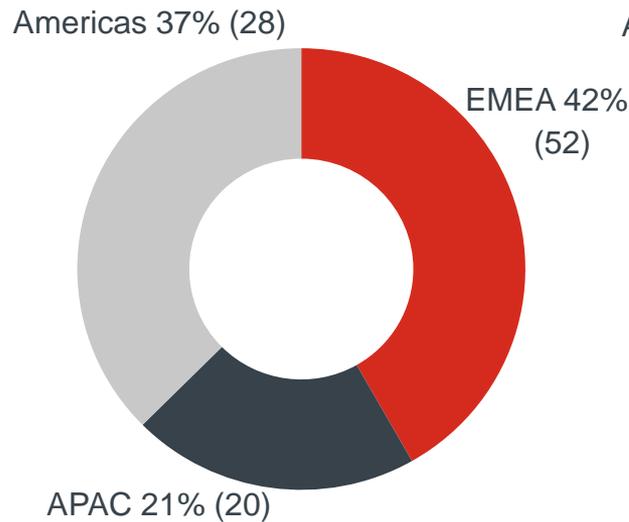


Sales by geographical segment by business area

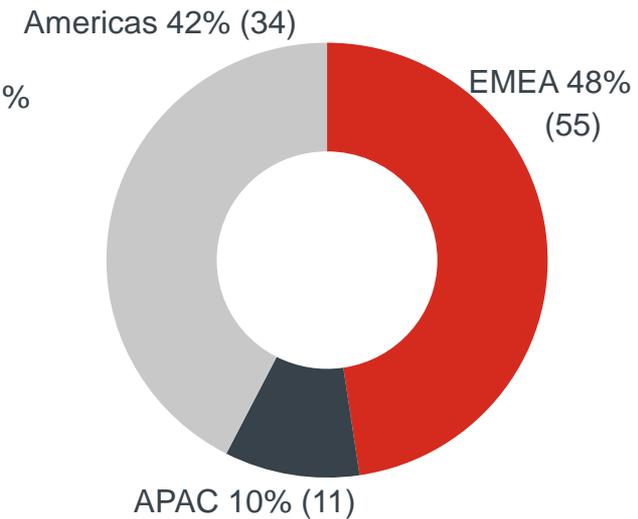
MacGregor



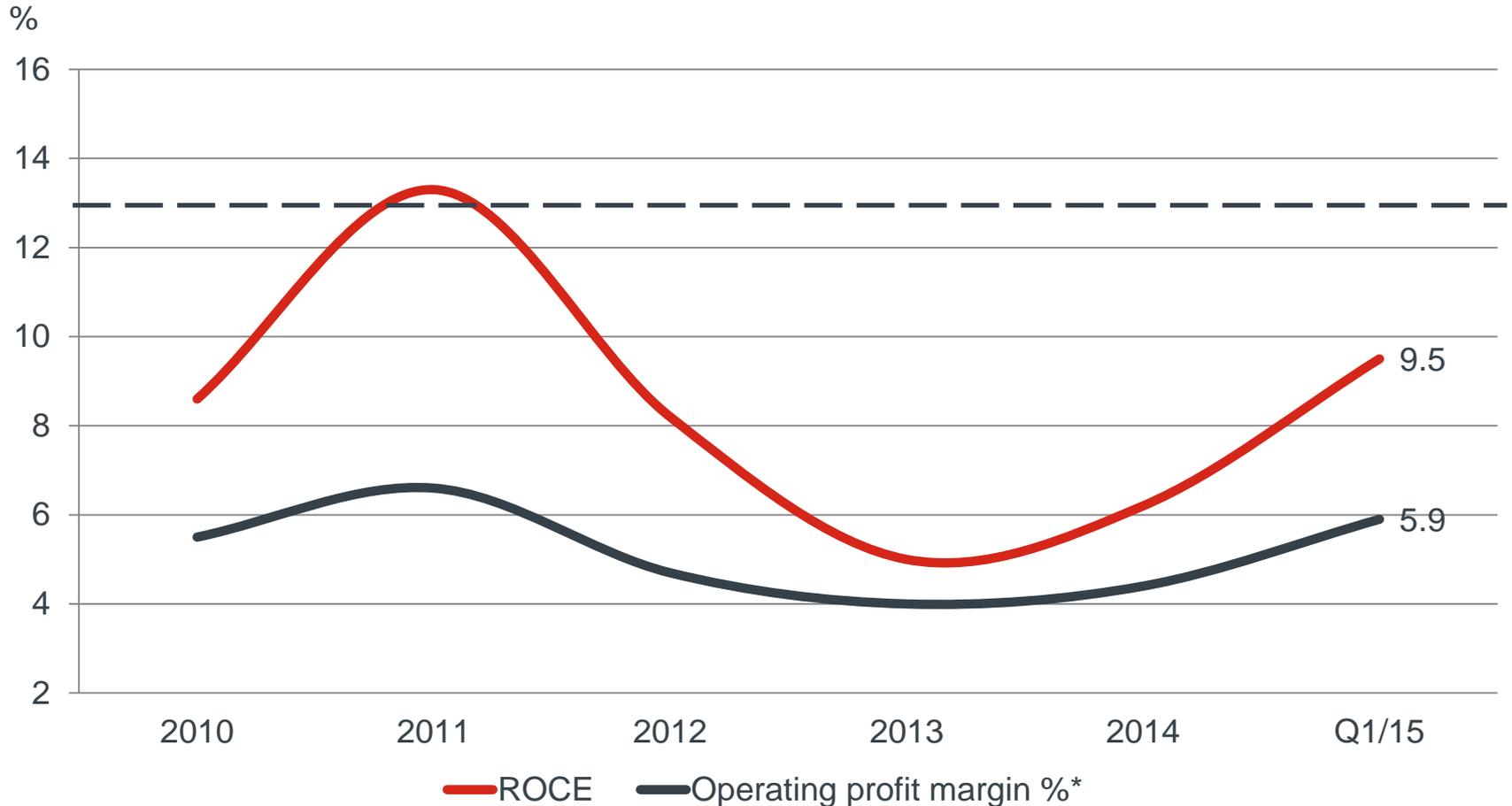
Kalmar



Hiab



Return on capital (ROCE) improved towards the >13% target level



ROCE, annualised
* excluding restructuring costs

Outlook

- Cargotec's 2015 sales are expected to grow from 2014 (3,358 MEUR).
- Operating profit excluding restructuring costs for 2015 is expected to improve from 2014 (149.3 MEUR).



