



January – March 2006 Interim Report

President and CEO Carl-Gustaf Bergström

April 24, 2006

## Key issues during Q1/2006

- Market situation continued good
- Record order intake of EUR 805 (Q1/05 pro forma: 645) million
- Net sales grew by 12% and amounted to EUR 614 (550) million
- Operating income rose to EUR 51.0 (36.7) million representing 8.3 (6.7)% of net sales
- Order book on March 31, 2006 was EUR 1,439 (Dec 31, 2005: 1,257) million
- Acquisitions complementing the business: ECC and AMA

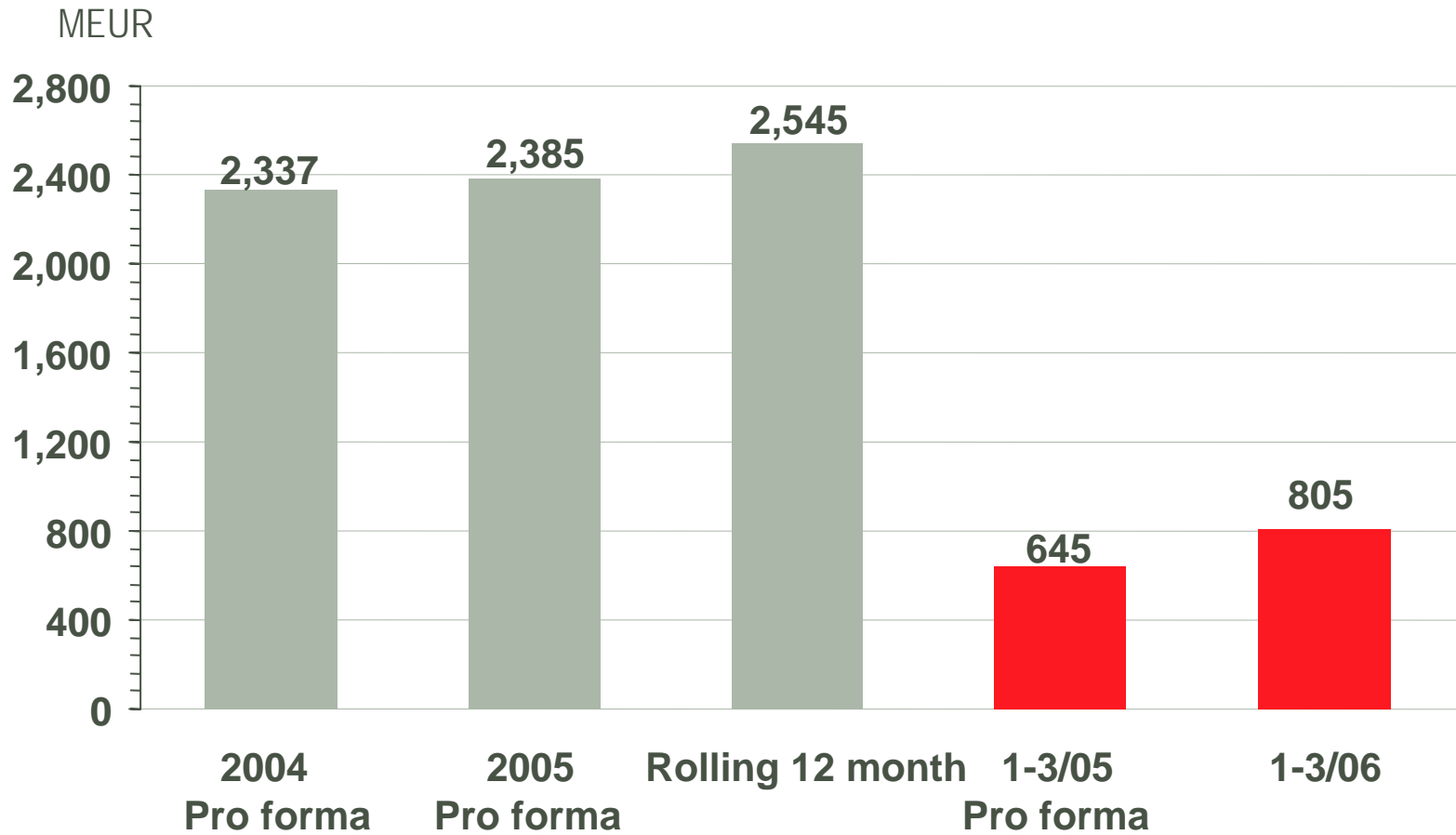
## Market situation continued good (1/2)

- Hiab's load handling equipment markets continued strong in North America and in Europe.
- The markets were also supported by the continuing positive trend in new truck sales, which is estimated to be partly due to customers preparing for increases in truck prices caused by the introduction of new emission standards towards the end of the year.
- Demand for Kalmar's container handling equipment was strong, especially in Europe and South Africa where several port expansion projects were decided on.
- The demand for heavy industrial handling equipment continued to be good.

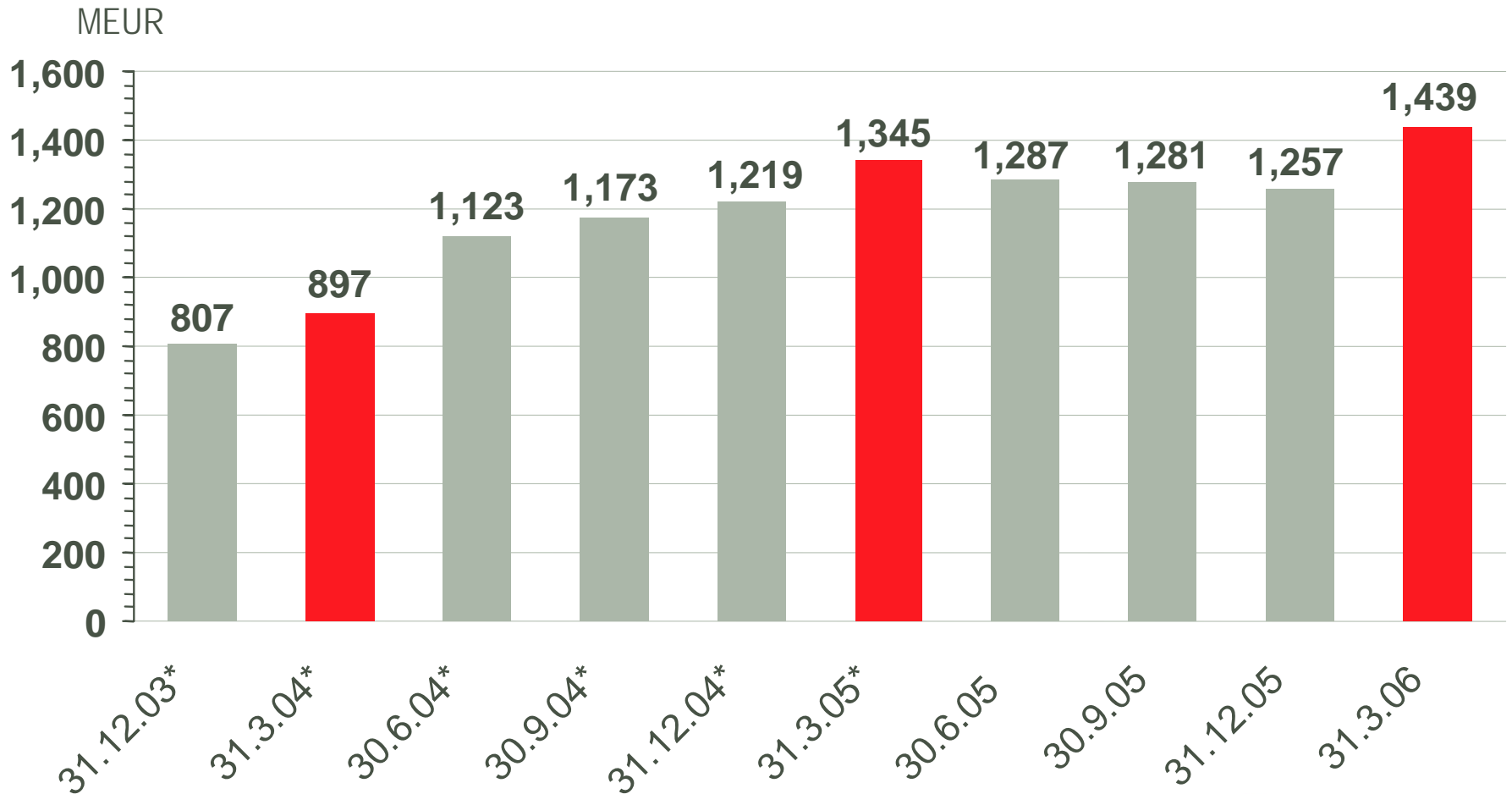
## Market situation continued good (2/2)

- Markets for MacGREGOR's products remained extremely strong. It is fueled by shipbuilders' record-high order backlogs, which increase the need for MacGREGOR's marine cargo flow solutions onboard.
- Demand for service was high in all three business areas.

# Orders received

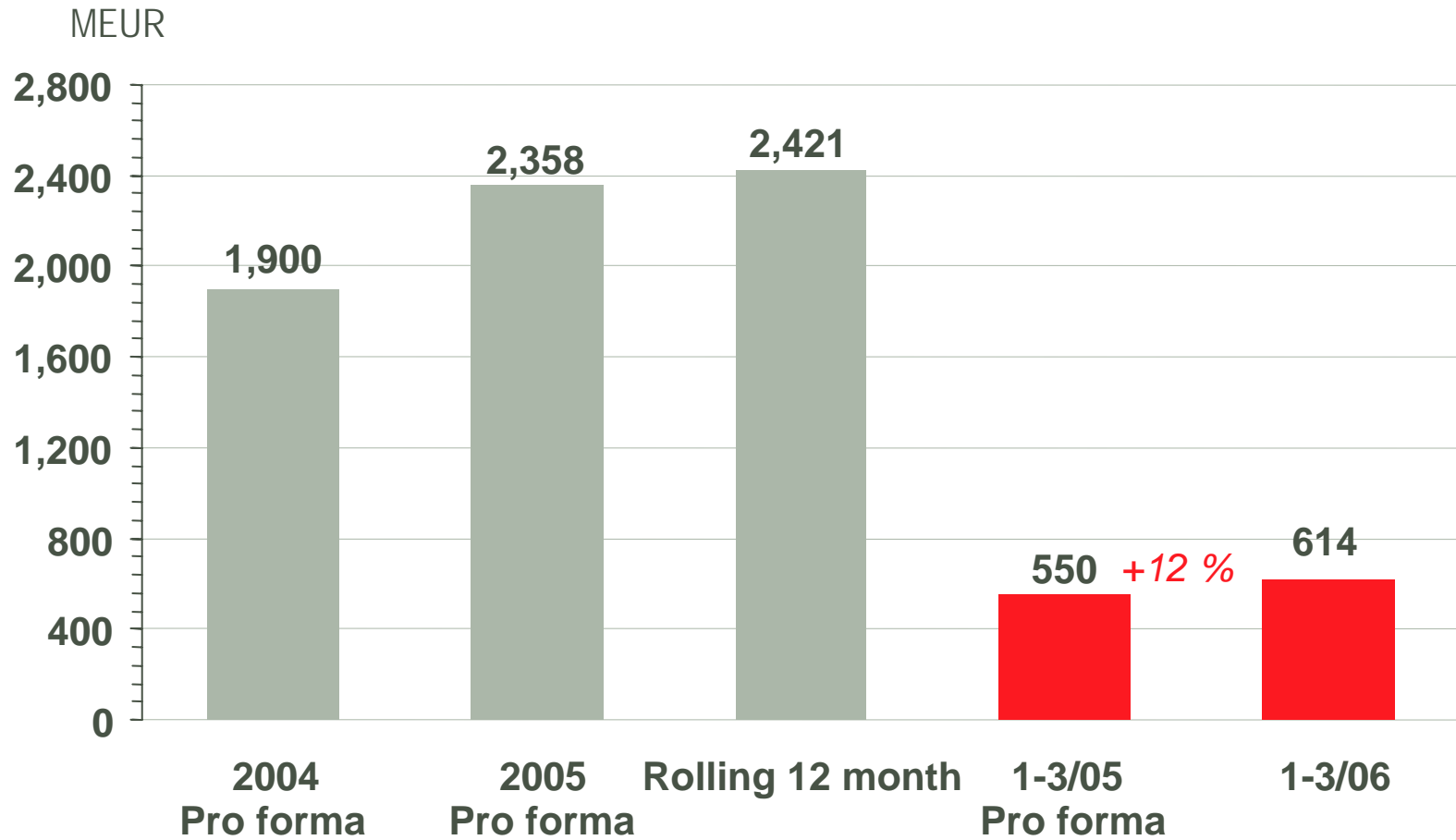


# Order book

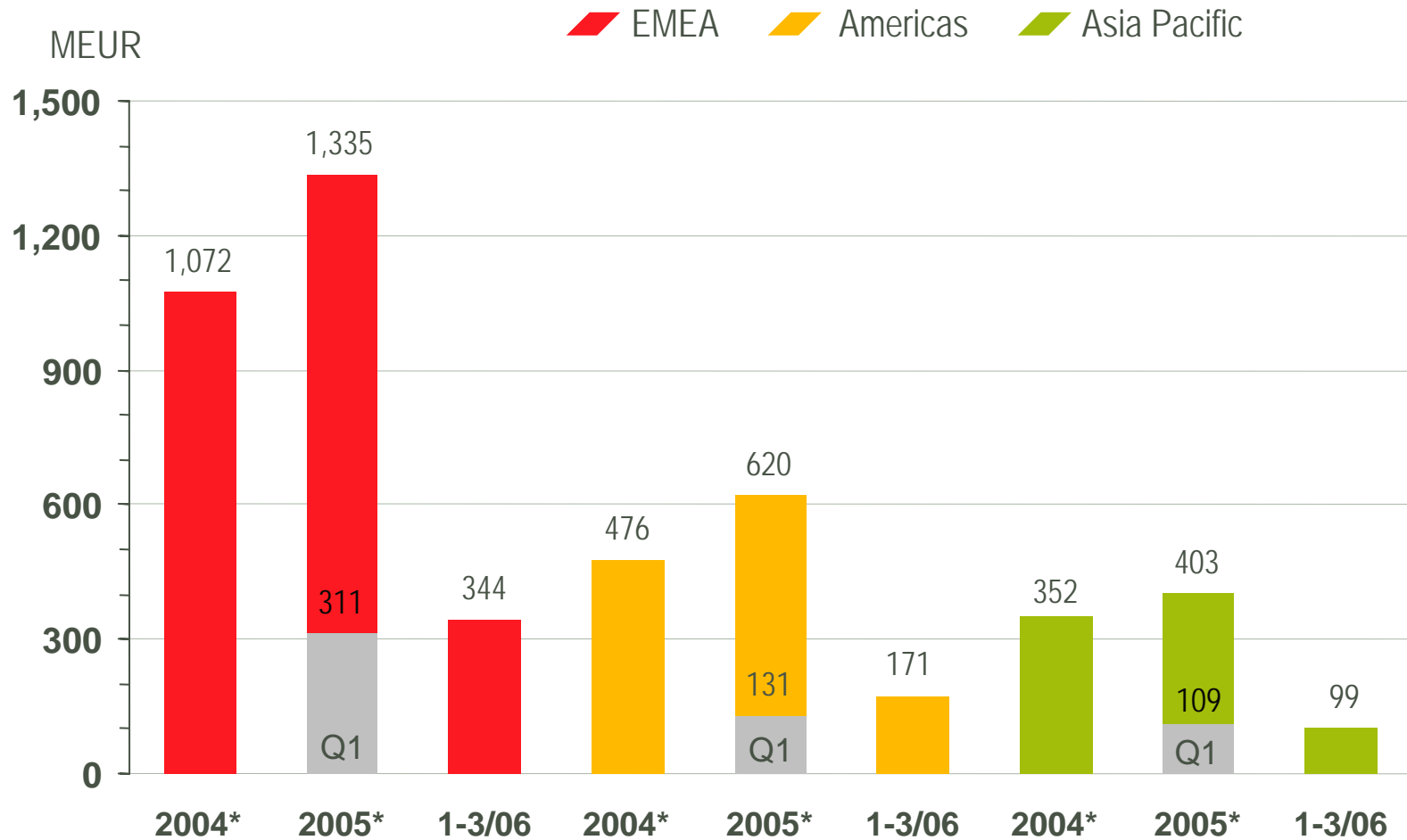


\*Pro forma

# Net sales



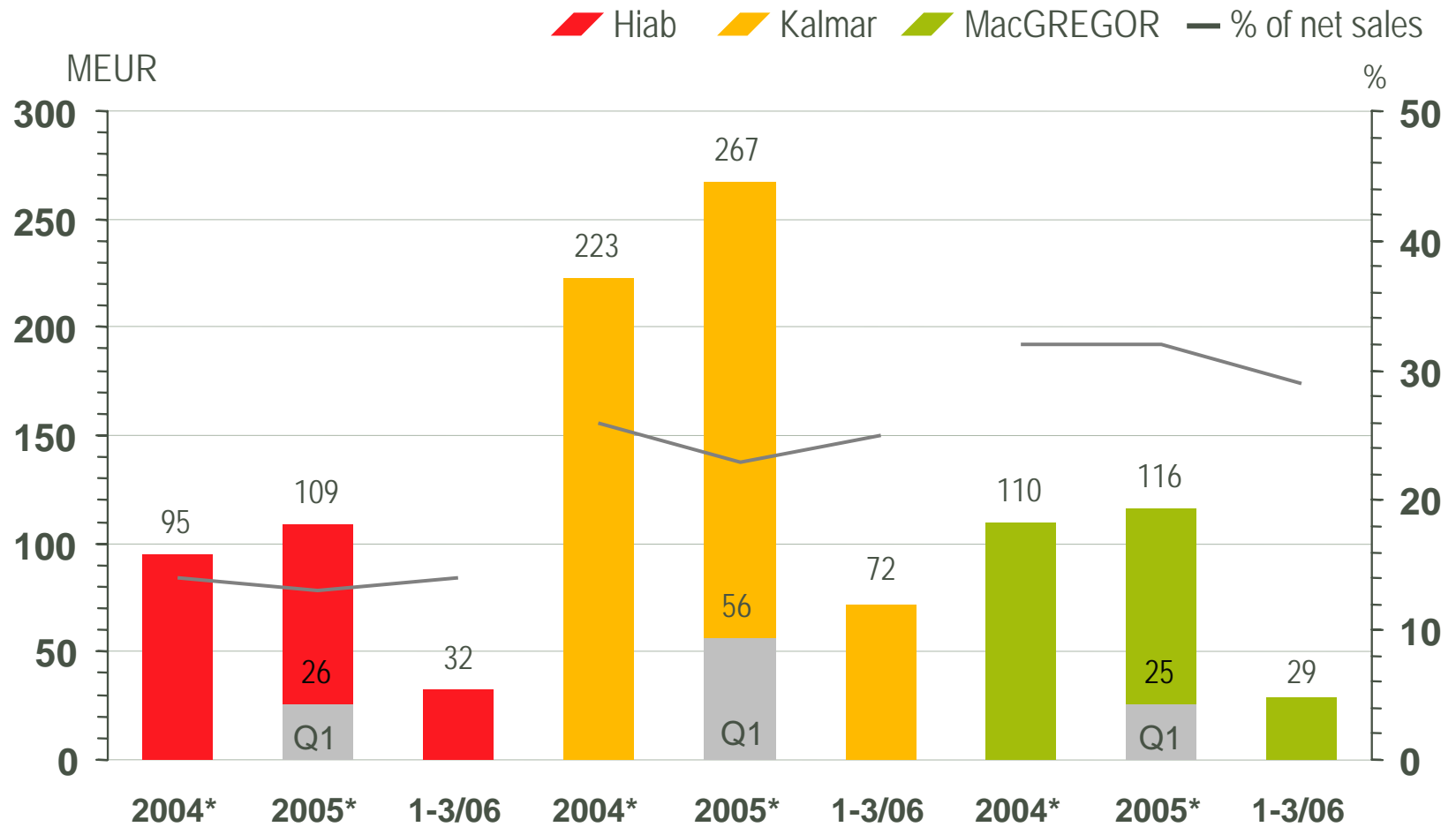
# Geographical net sales development



\*Pro forma



# Service business growth continued



\*Pro forma

# Acquisition of East Coast Cranes (ECC)

- Over 100 employees and net sales of close to USD 25 million (2005).
- Container crane and port service company working in US East Coast and Gulf ports, project-based business in various ports on the US West Coast, Caribbean and in Latin America.

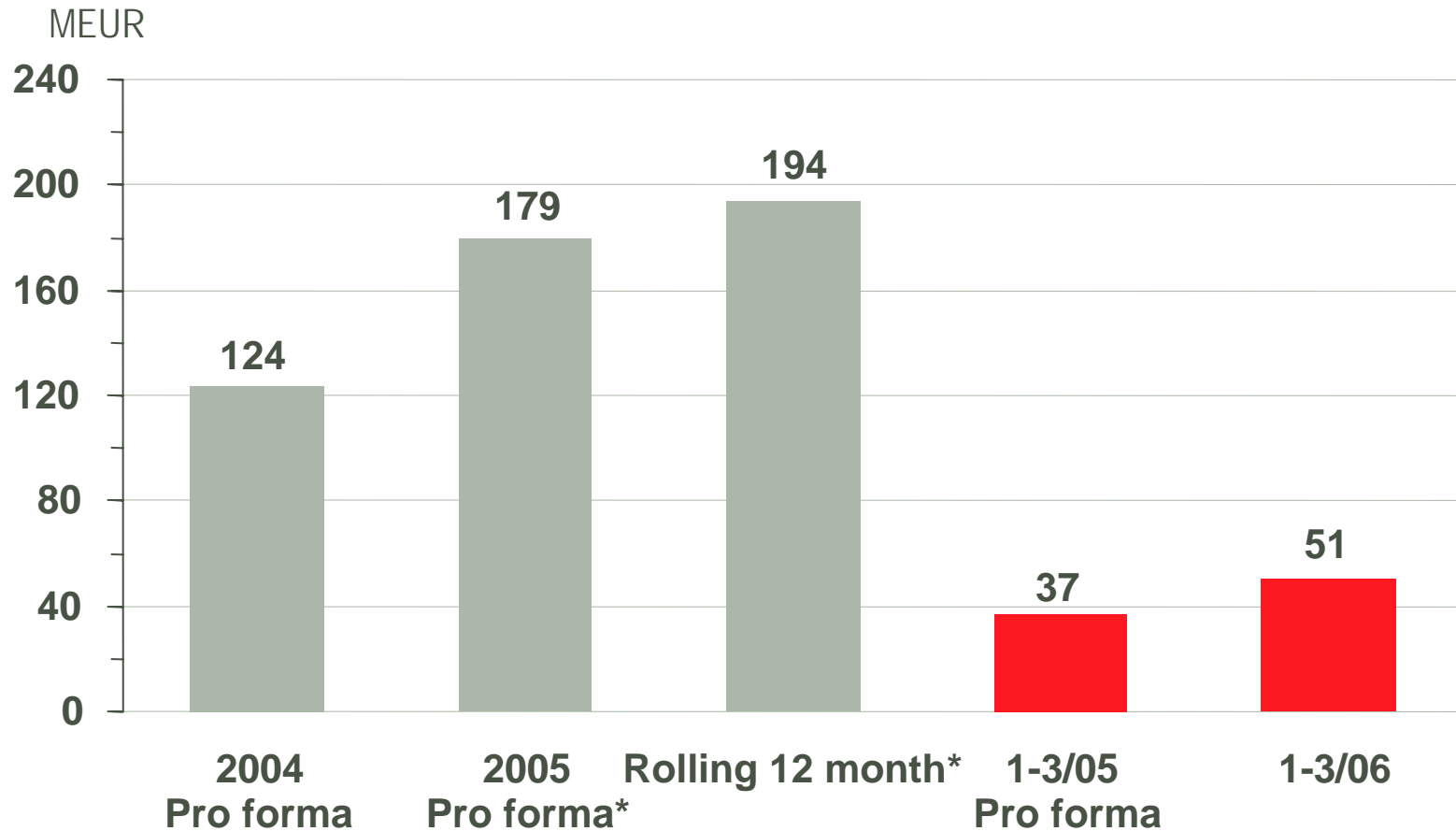


# Acquisition of AMA



- Tail lift manufacturer AMA consists of manufacturing company AMA Polska Sp.z.o.o based in Poland and sales company Stama B.V. in Holland
- AMA is currently investing in a new tail lift production facility in Oborniki near Poznan, Poland.
- 55 employees and net sales of approximately EUR 4 million (2005).

# Operating income



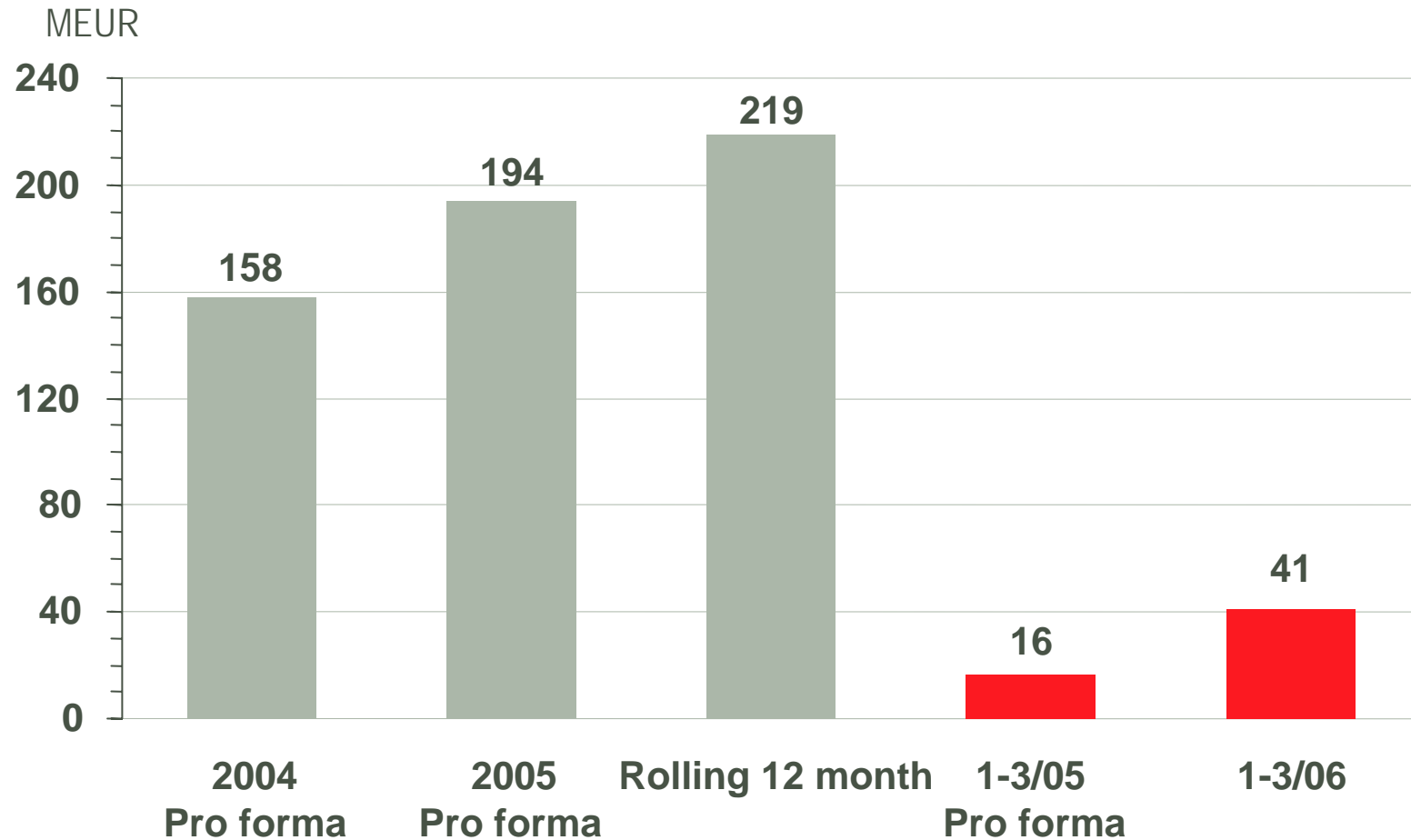
\*Excluding EUR 15.4 million capital gain on sale of Consolis

## Operating income by business area

MEUR	1-3/2006	1-3/2005 Pro forma	Rolling 12 month	2005 Pro forma	2004 Pro forma
Hiab %	22.5 9.8%	14.2 7.2%	74.9 8.5%	66.6 7.9%	44.6 6.4%
Kalmar %	25.0 8.8%	20.7 7.8%	101.9 8.7%	97.6 8.5%	66.4 7.7%
MacGREGOR %	6.2 6.1%	4.5 5.1%	29.2 7.7%	27.5 7.5%	20.9 6.2%
<b>Cargotec total %</b>	<b>51.0 8.3%</b>	<b>36.7 6.7%</b>	<b>193.7* 8.0%*</b>	<b>179.4* 7.6%*</b>	<b>123.9 6.5%</b>

\*Excluding EUR 15.4 million capital gain on sale of Consolis

# Cash flow from operations



# Key figures

		1-3/2006	2005 Pro forma	2004 Pro forma
Basic earnings per share	EUR	0.53	1.90*	1.20
Equity per share	EUR	11.84	11.93	10.17
Interest-bearing net debt	MEUR	154.9	120.5	281.4
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Total equity / total assets	%	45.9	46.2	42.2
Gearing	%	20.3	15.7	43.0
Return on equity	%	17.8	19.2	12.6
Return on capital employed	%	19.4	20.9	12.9

\*Excluding EUR 15.4 million capital gain on sale of Consolis

# Outlook

- Cargotec's market situation is expected to remain good.
- Order intake is expected to continue strong during the second quarter of 2006 even if it is not expected to reach the very high first quarter level.
- Cargotec's growth is supported by the growth in orders received as well as acquisitions complementing the business.
- Year 2006 net sales are estimated to grow by close to 10 percent while the target is to reach an 8 percent operating margin.