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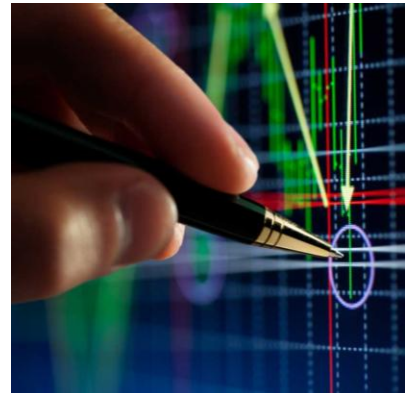

Financial statements review 2012

Eeva Sipilä, Executive Vice President, CFO, 12 February 2013

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Highlights of Q4

- Order intake decreased 16% y-o-y to EUR 710 (842) million
- Sales grew 7% y-o-y to EUR 890 (828) million
- EUR 25.7 million was booked in restructuring costs
- Operating profit margin excluding restructuring costs was 4.4%
- Cash flow from operations at previous year’s level totalling EUR 90.6 (88.3) million

Restructuring costs in 2012

Cargotec	MacGregor	Kalmar	Hiab	Corporate
MEUR 26.2	MEUR 3.2	MEUR 9.9	MEUR 10.4	MEUR 2.8
Of which MEUR 19 cash flow impact	• Restructuring measures in selfunloader, services and offshore businesses	• Adjusting operations to improve profitability • Centralising the assembly of reachstackers and empty container handlers from Lidhult, Sweden, to Poland • Transfer of production in China	• Restructuring sales and distribution network in various countries globally • Restructuring and capacity adjustment measures in Hudiksvall, Sweden	• Adjusting operations to the new business-driven operating model

Measures taken are estimated to result in approximately EUR 30 million cost savings for 2013.

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January–December key figures

	Q4 2012	Q4 2011	Change	Q1-Q4/2012	Q1-Q4/2011	Change
Orders received, MEUR	710	842	-16%	3,058	3,233	-5%
Order book, MEUR	2,021	2,426	-17%	2,021	2,426	-17%
Sales, MEUR	890	828	7%	3,327	3,139	6%
Operating profit, MEUR*	39.5	48.0	-18%	157.2	207.0	-24%
Operating profit margin, %*	4.4	5.8		4.7	6.6	
Cash flow from operations, MEUR	90.6	88.3		97.1	166.3	
Interest-bearing net debt, MEUR	478	299		478	299	
Earnings per share, EUR	0.14	0.56		1.45	2.42	

*excluding restructuring costs

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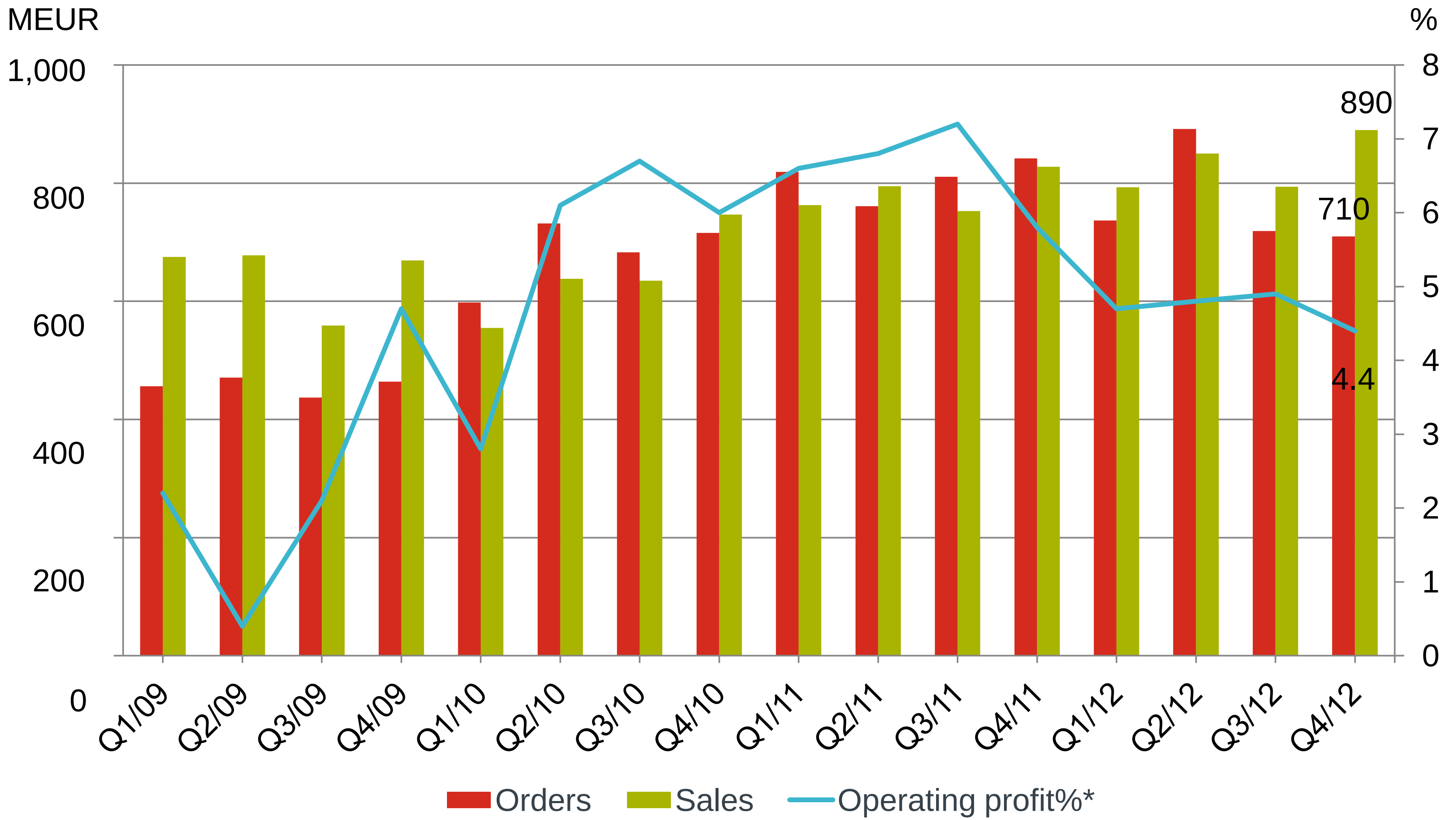
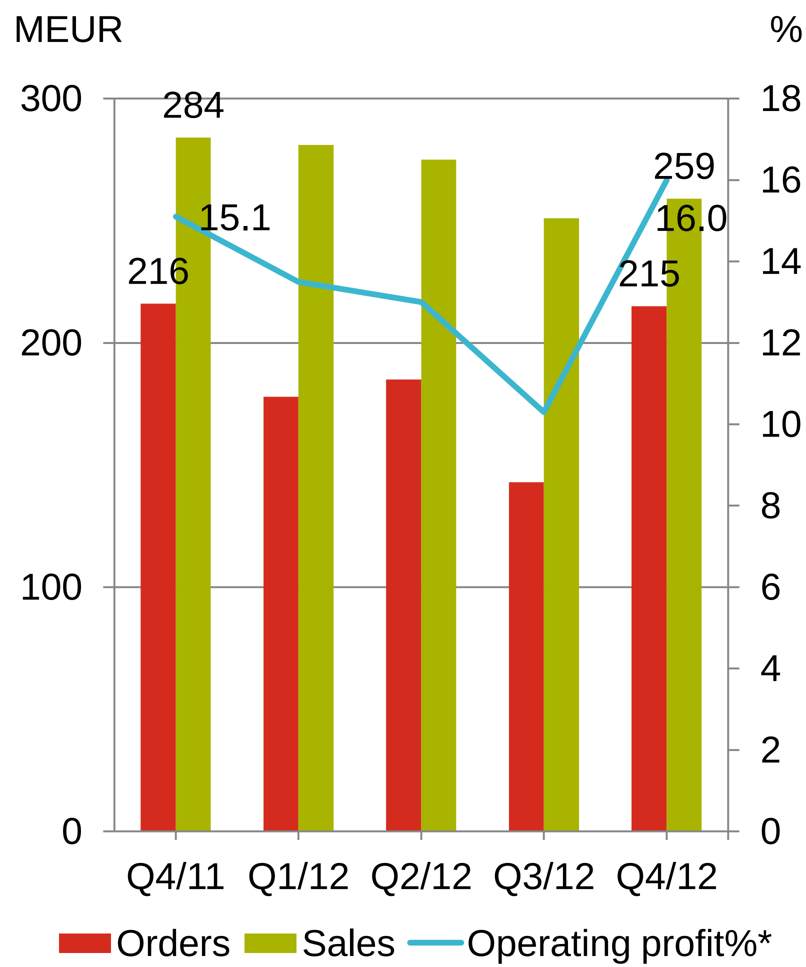
Performance development



* excluding restructuring costs

MacGregor Q4 – margin remained strong

- Profitability at strong level
- EBIT includes EUR 7 million capital gain from a sale of property in Singapore
- Demand for marine cargo handling equipment for offshore support vessels, RoRo vessels and bulk terminals remained healthy
- Sales declined 9 percent from the comparison period



* excluding restructuring costs and including capital gain

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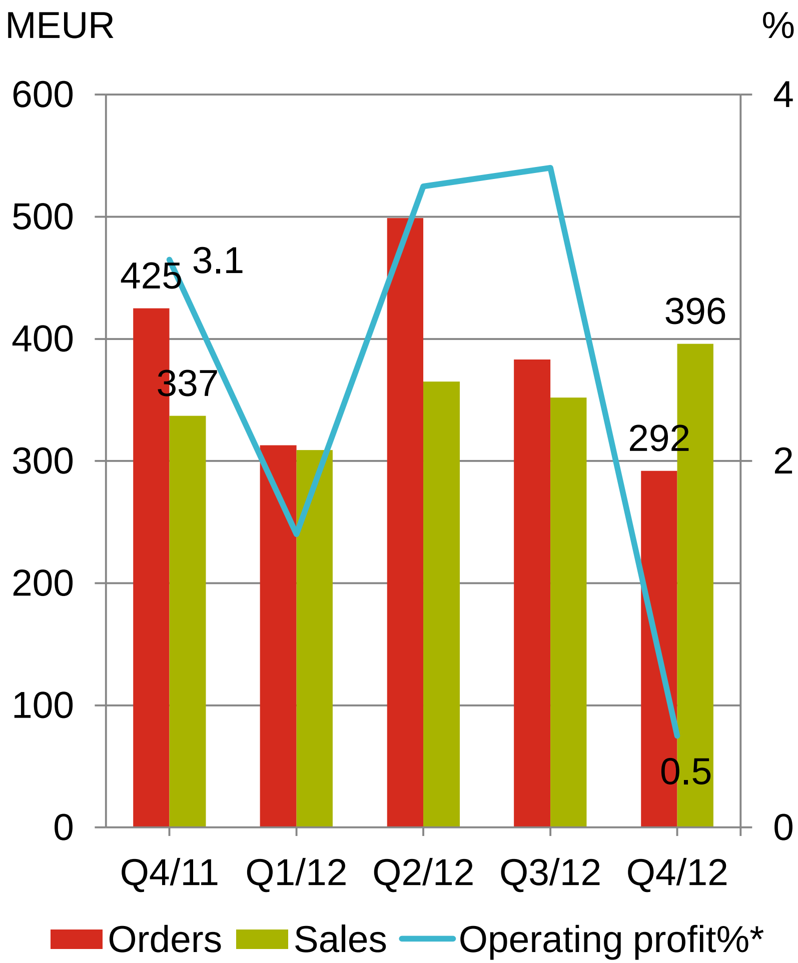
Kalmar Q4 – profitability hampered by cost overruns on large projects

- Demand for container handling equipment remained brisk albeit no big project orders were booked
- Sales grew 18% y-o-y
- Profitability excluding restructuring costs was 0.5%
  - Cost overruns on large projects
  - Low relative share of services
  - Investment in port automation technology
- Focus on profitability and project execution



* excluding restructuring costs

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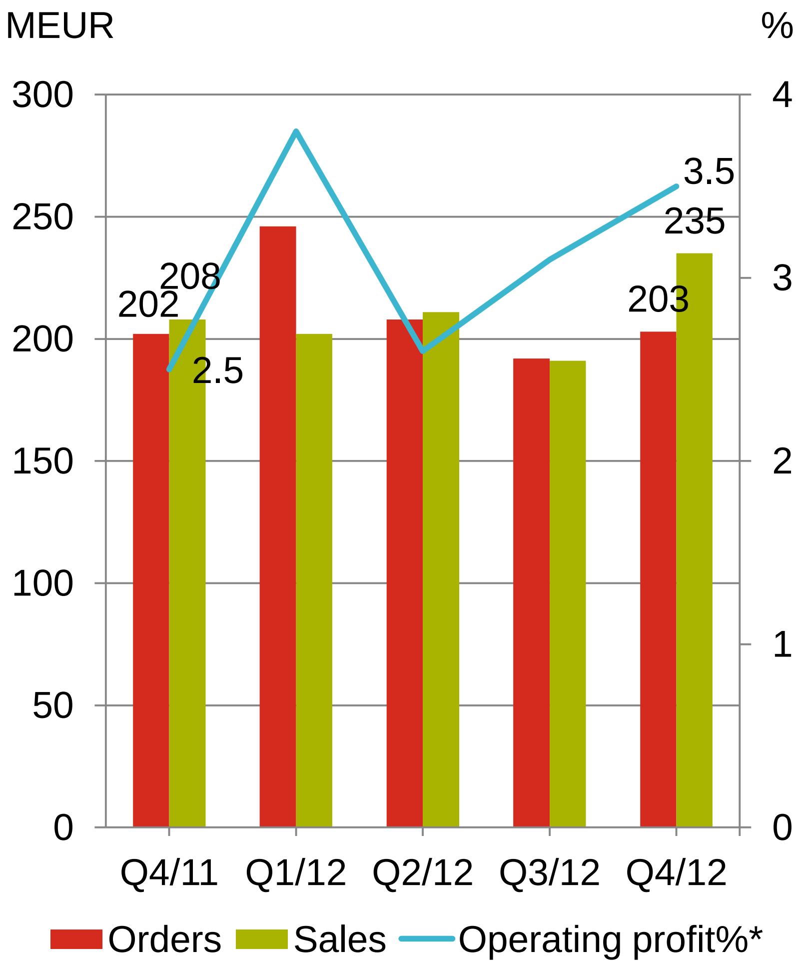
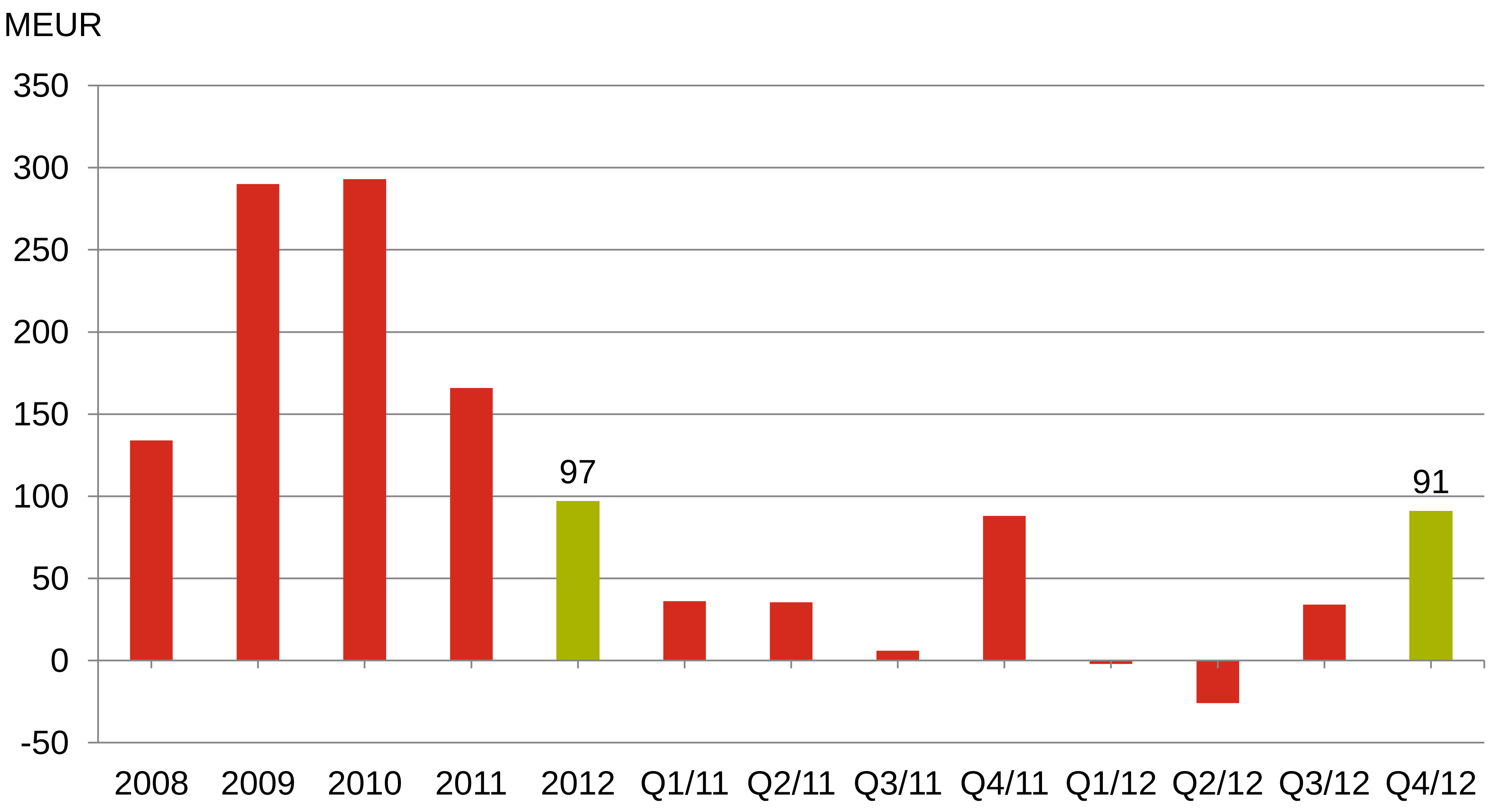
Hiab Q4 – order intake and sales remained healthy

- Demand for load handling equipment was healthy – strong in Americas, softer in Europe
- Orders at previous year's level
- Sales grew 13% y-o-y
- Profitability excluding restructuring costs was 3.5%
- Focus on profitability

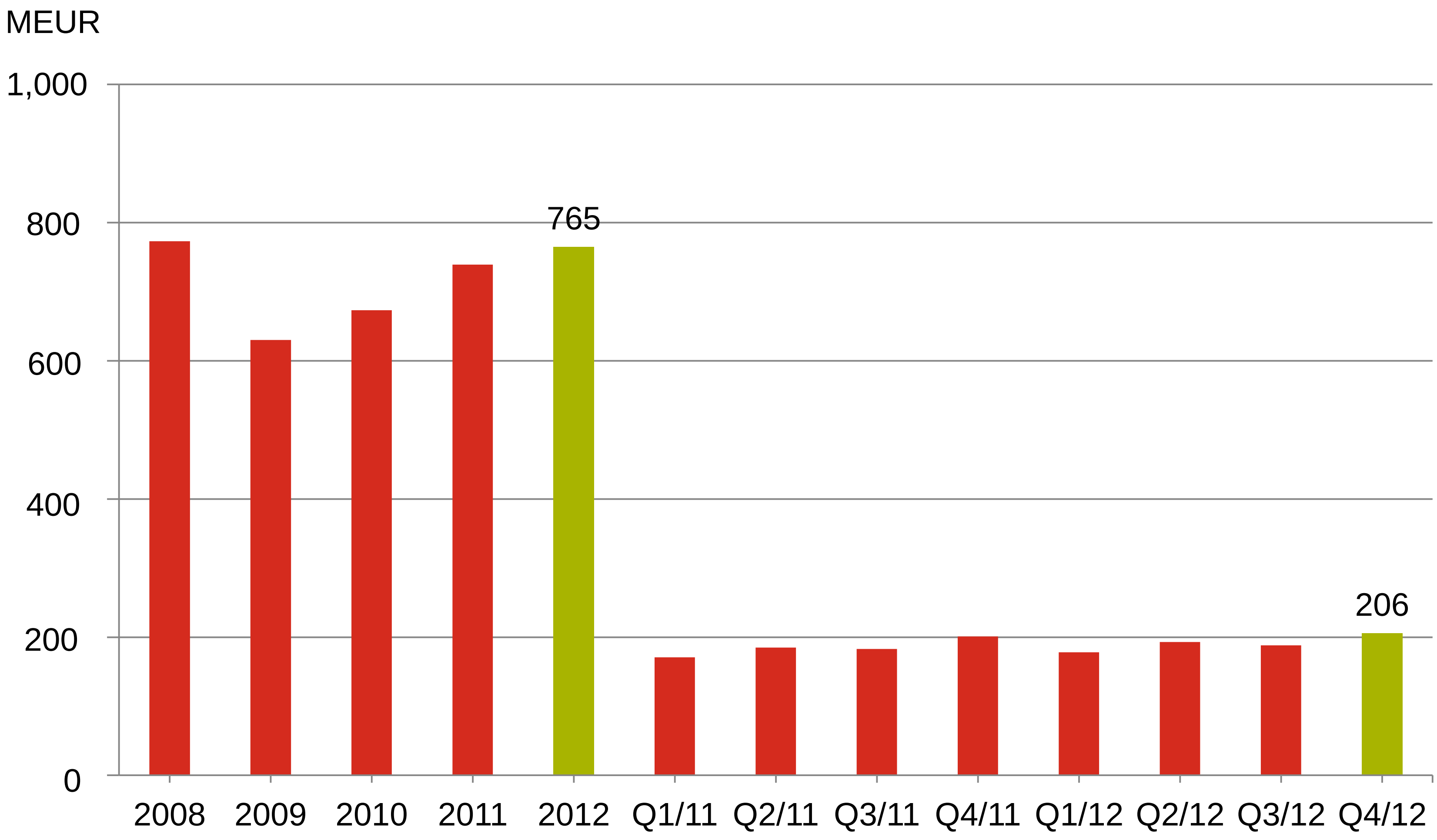


* excluding restructuring costs

Strongest quarter for cash flow from operations

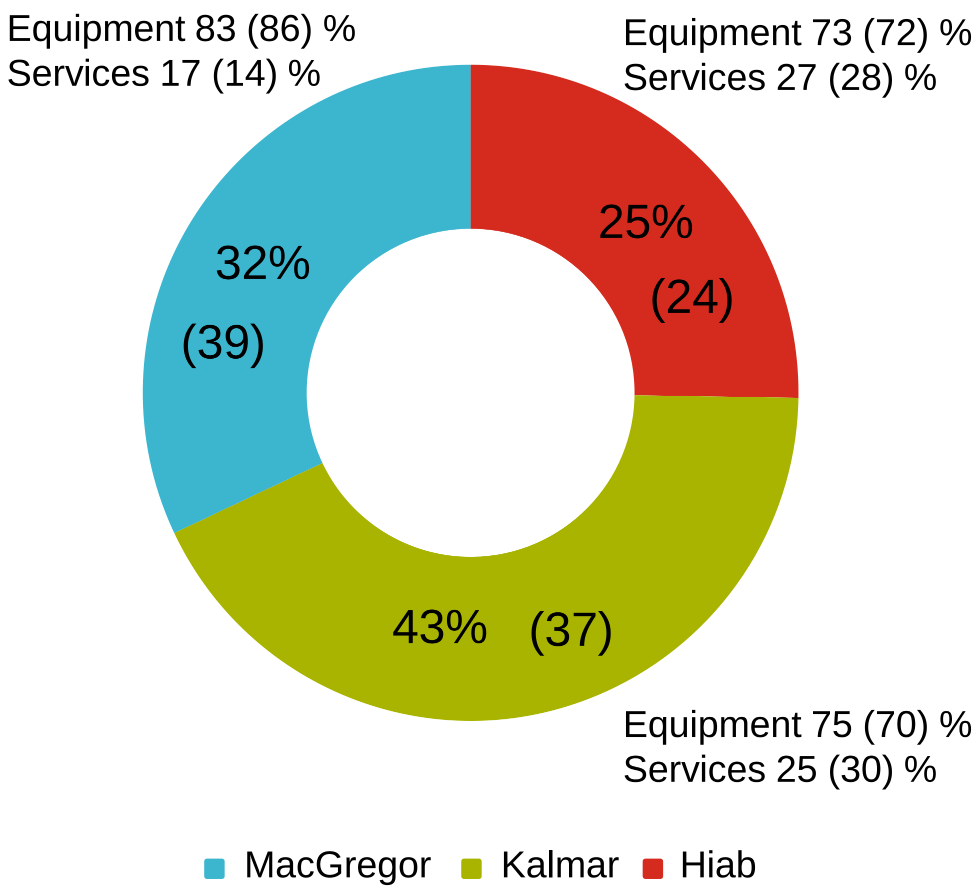


Services sales grew 3% in 2012

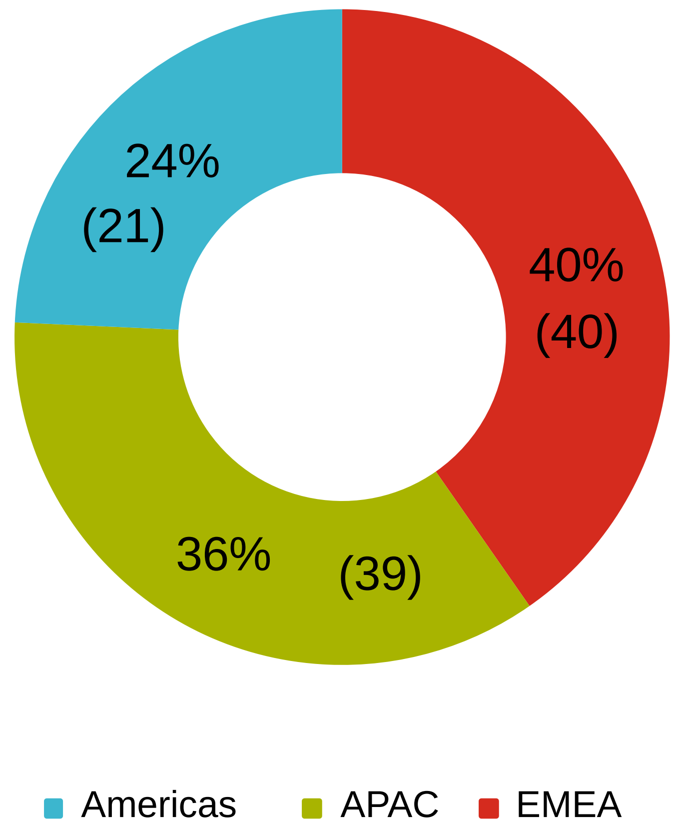


Balanced geographical split in sales

Sales by reporting segment 2012, %



Sales by geographical segment 2012, %



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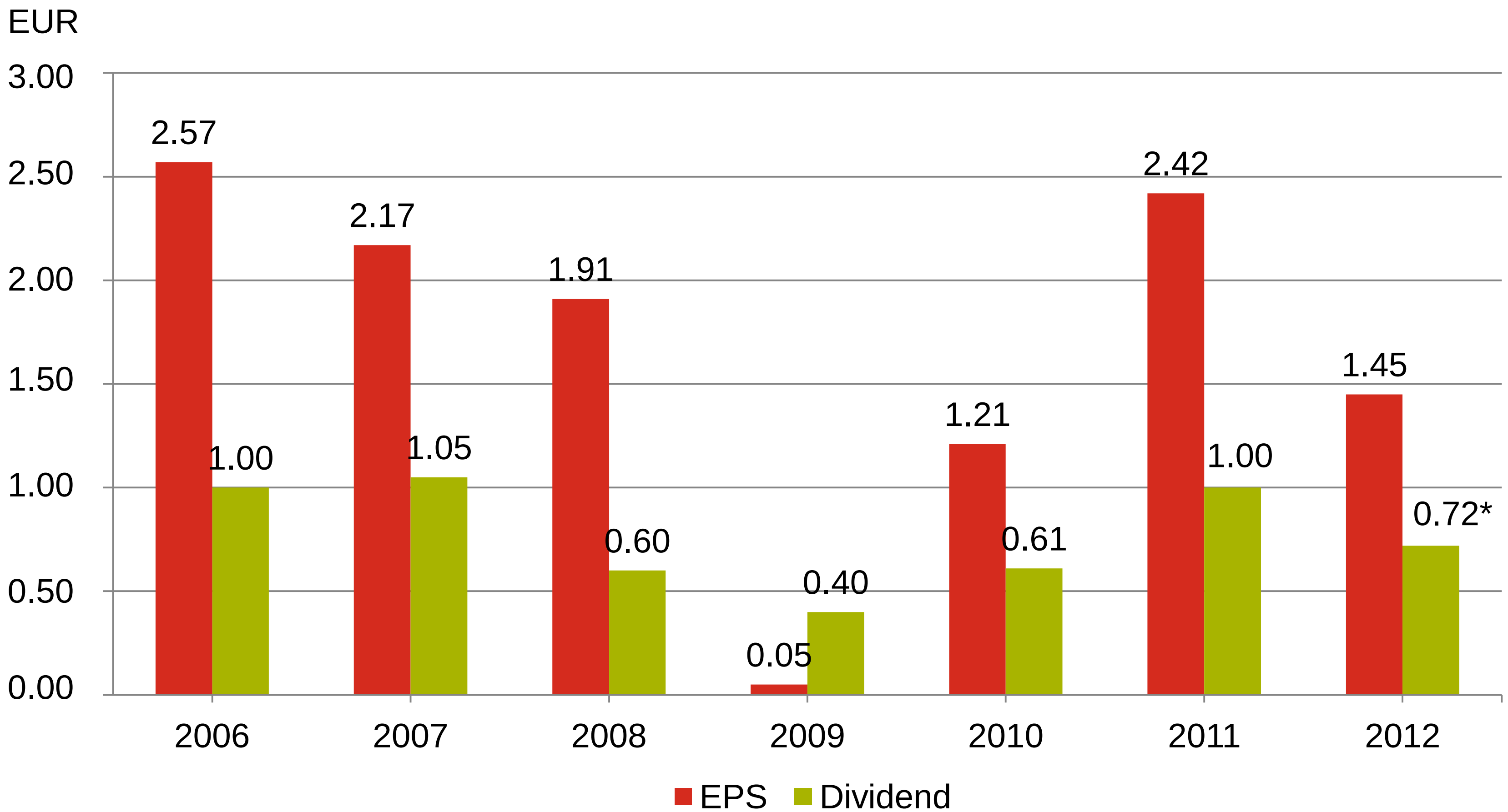
Earnings per share and dividend (B share)



* Dividend proposal by the Board of Directors

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New President and CEO

- Mr Mika Vehviläinen was appointed as new President and CEO 27 January 2013
- New President and CEO will start at Cargotec on 1 March 2013
- Mr Vehviläinen is currently the President and CEO of Finnair Plc
- Previously he has held senior leadership positions at Nokia Siemens Networks and Nokia

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Outlook

- Cargotec’s sales are expected to be slightly below 2012 and operating profit excluding restructuring costs to be at 2012 level.
- Positive impact of efficiency improvement measures implemented will be weighted on the second half of the year.

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