

Cargotec Q3 pre-silent call 4 October 2021

Becoming the global leader in sustainable cargo flow

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Disclaimer

This presentation provides estimates on future prospects involving risk and uncertainty factors, and other factors as a result of which the performance, operation or achievements of Cargotec may substantially deviate from the estimates. Forward-looking statements relating to future prospects are subject to risks, uncertainties and assumptions, the implementation of which depends on the future business environment and other circumstances, such as the development of the coronavirus pandemic.

This presentation is to discuss Cargotec's Q2 2021 results and information disclosed in press and stock exchange releases during Q3 2021. Securities laws in the United States and in other jurisdictions restrict Cargotec from discussing or disclosing information with respect to the contemplated merger with Konecranes Plc. Information regarding the contemplated merger can be found at www.sustainablematerialflow.com. Until the completion of the merger Cargotec and Konecranes will carry out their respective businesses as separate and independent companies. The information contained in this presentation concerns only Cargotec.

The merger and the merger consideration securities have not been and will not be registered under the U.S. Securities Act, and may not be offered, sold or delivered within or into the United States, except pursuant to an applicable exemption of, or in a transaction not subject to, the U.S. Securities Act.



Highlights of Q2 2021 – Comparable operating profit improved driven by strong Hiab performance

Orders received doubled

- Strong demand continued in Hiab and Kalmar's mobile equipment
- Improvement in Kalmar Automation & Projects and MacGregor

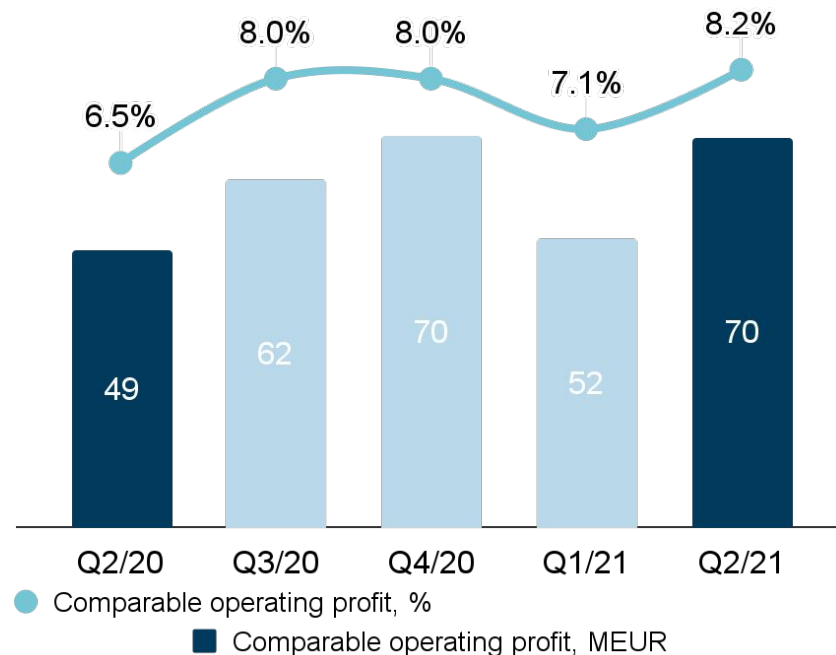
Sales increased by 13%

- Service sales increased in all businesses
- Share of eco portfolio 20%

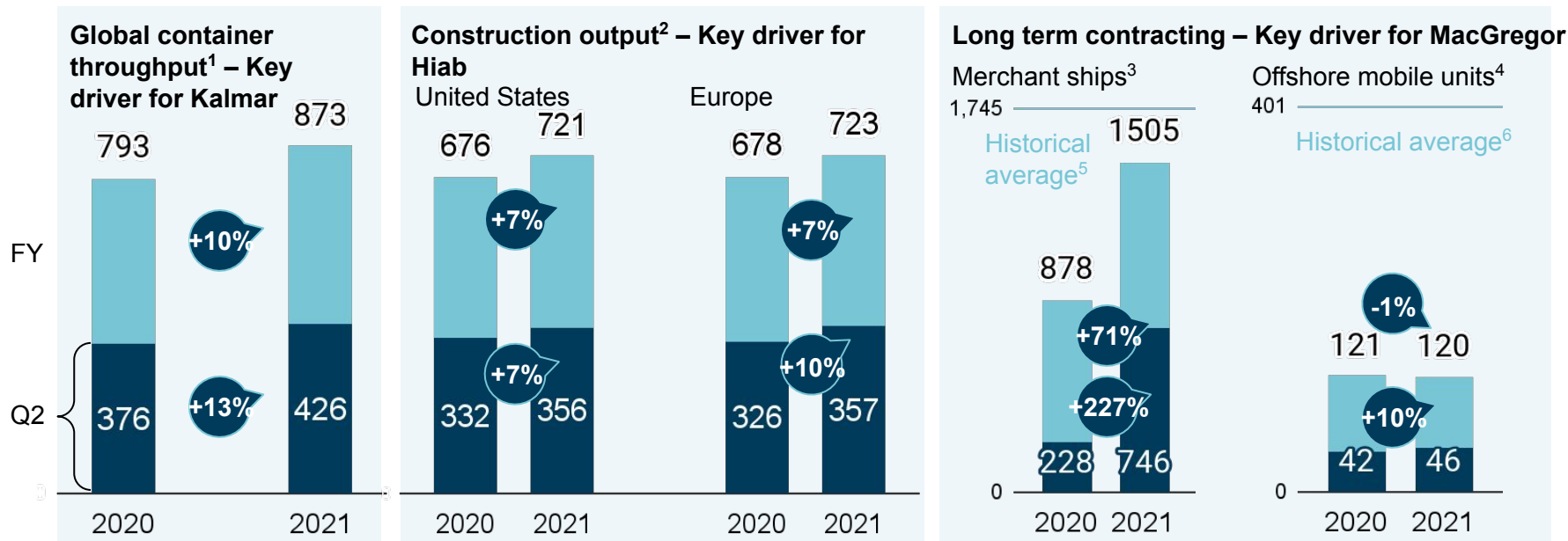
Comparable operating profit

Increased by 41%

- Kalmar +1 MEUR
- Hiab +20 MEUR
- MacGregor +4 MEUR



In addition to high demand, unprecedented speed of recovery is putting challenges to global supply chains



▪ Strong growth continues

▪ Growth in both US and in Europe

- Merchant ship market recovering driven by container vessels
- Offshore market still at a low level
- Rapid growth in offshore wind

We continue determined execution of our strategy

PURPOSE

SMARTER CARGO FLOW FOR A BETTER EVERYDAY

VISION

Global Leader in Sustainable Cargo Flow

BREAKTHROUGH OBJECTIVES

Sustainability

Profitable Growth

CONCRETE TARGET

Reduce 1 million tonnes of CO₂ equivalent by 2024

WHERE TO WIN

Grow in core and adjacent businesses & markets

Solve customer challenges in climate change and sustainability

Invest in industry innovation and transformation

Expand lifecycle services

HOW WE MEASURE

Financial performance

Absolute CO2 reduction

Share of sales of eco-offering

Leadership index

Customer satisfaction scores

Announcements in Q3 supporting our strategy

Navis disposal completed on 1 July

- EV EUR 380 million
- Approximately EUR 240 million positive impact on operating profit
- The proceeds enable further investments in M&A and R&D in electrification, digitalisation and automation

Cargotec and SSAB to introduce fossil-free steel to cargo handling industry



Hiab acquires Galfab



Hiab is gearing up to respond to increased demand

Investments in truck mounted forklift manufacturing

- Expand manufacturing to the Streetsboro, Ohio, US
- Increase the capacity at the multi-assembly unit in Dundalk, Ireland

Three large orders in the USA

Hiab, 4 October

- MOFFETT truck mounted forklifts worth EUR 7.5 million
- Heavy range HIAB loader cranes for EUR 3.7 million
- Light range HIAB loader cranes for EUR 1.7 million



Eco and replacement type of orders announced in Q3 by Kalmar

15 medium electric forklift trucks

Kalmar, 16 Sept



18 hybrid shuttle carriers

Kalmar, 26 Aug



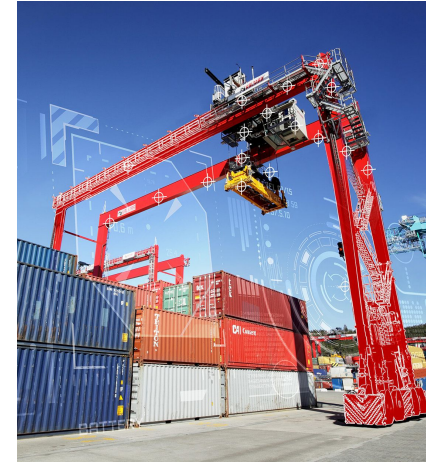
12 diesel-electric straddle carriers

Kalmar, 28 July



Two zero emission RTGs, two empty container handlers and a reachstacker

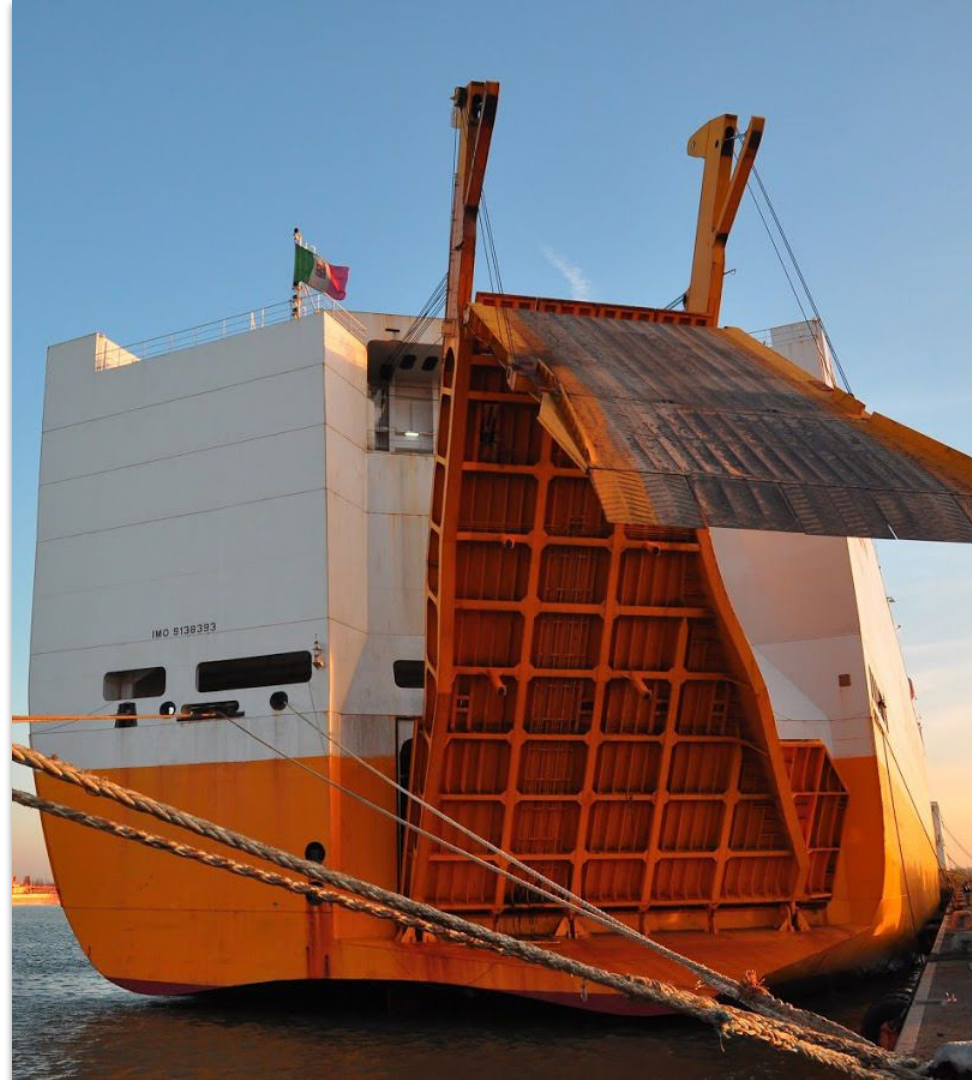
Kalmar, 29 Sept



MacGregor received RoRo orders from Asia

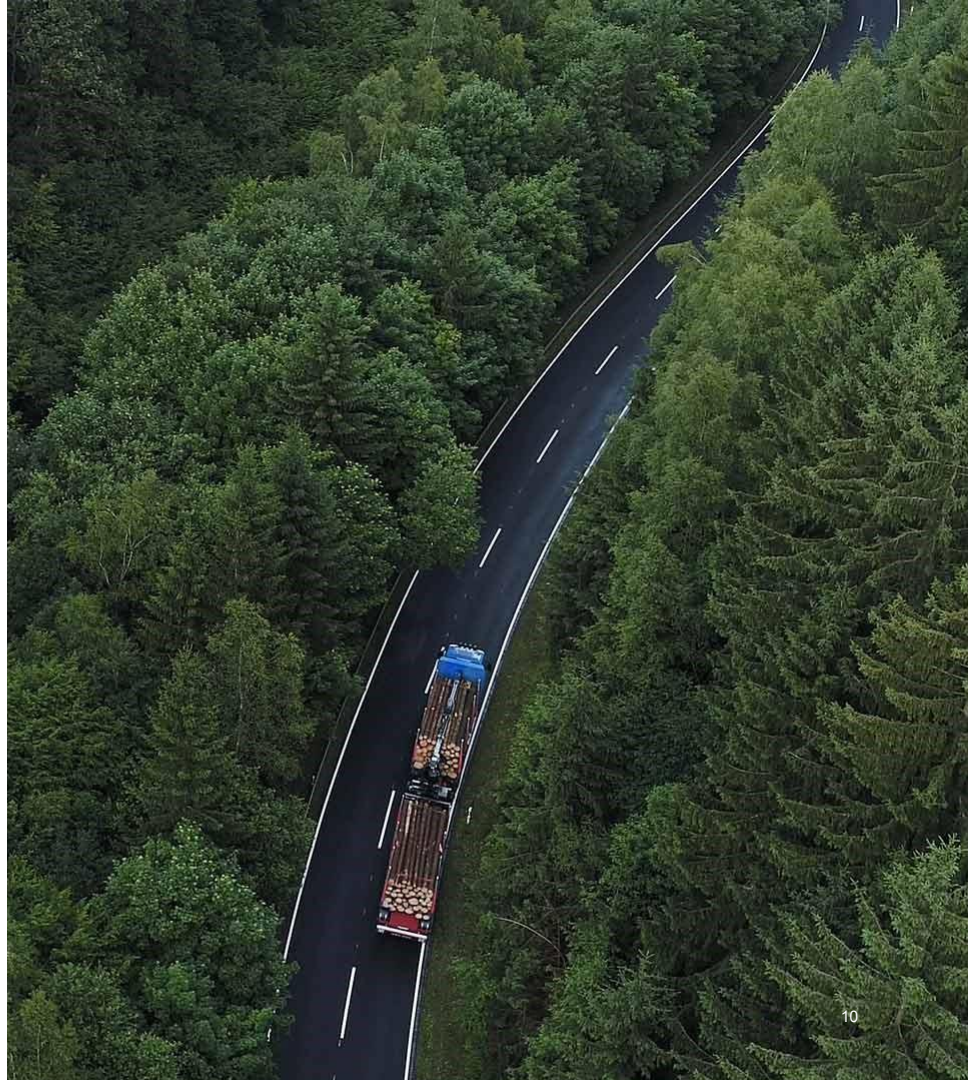
EUR 31 million RoRo orders for 8 vessels
MacGregor, 4 October

- EUR 22 million booked in Q3 and EUR 9 million in Q2.
- Deliveries planned to commence during the second quarter of 2022 and completed during the third quarter of 2023.
- Scope of supply includes quarter and side ramps, hoistable car decks and rampway doors



Konecranes merger related releases in Q3

- 2 July
EC commences phase II review
- 6 August
Mika Vehviläinen selected as president and CEO of the Future Company
- 10 August
State Administration for Market Regulation approved the merger in China



Outlook for 2021

Cargotec estimates 2021 comparable operating profit to improve compared to 2020 (EUR 227* million)

*The comparable operating profit has been specified from EUR 228 million to EUR 227 million. Additional information about the comparable operating profit definition is presented in the stock exchange release published on 29 March 2021.

