

Cargotec Q3/2022 pre-silent call

# Becoming the global leader in sustainable cargo flow

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# Disclaimer

Although forward-looking statements contained in this presentation are based upon what management of the company believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. These statements are not guarantees of future performance and undue reliance should not be placed on them. The company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws.

All the discussion topics presented during the session and in the attached material are still in the planning phase. The final impact on the personnel, for example on the duties of the existing employees, will be specified only after the legal requirements of each affected function/ country have been fulfilled in full, including possible informing and/or negotiation obligations in each function / country.

# Highlights of Q2/22 – All-time high comparable operating profit and margin

**Orders received** increased by 9%

- Strong orders in all businesses
- MacGregor orders +78%

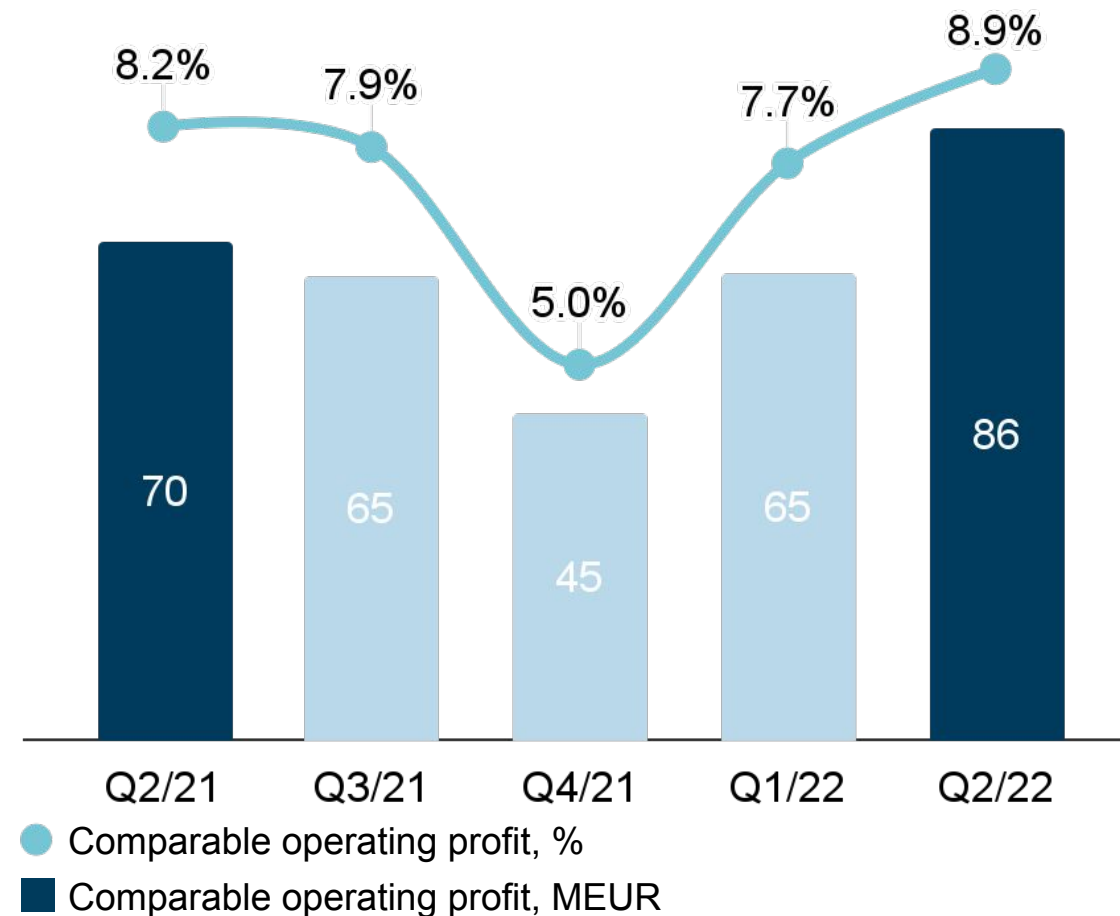
**Sales** increased by 12%

- Driven by core businesses
- Service sales increased by 13%
- Eco portfolio sales increased by 25% to 23% of total sales

**Comparable operating profit**

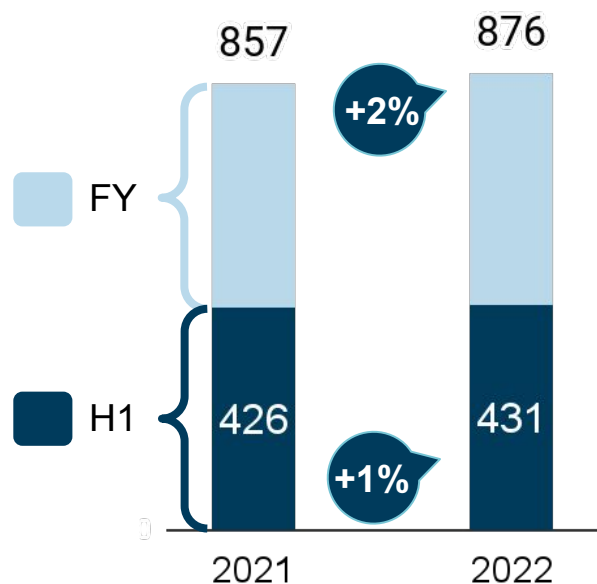
increased by 23%

- Kalmar +8 MEUR
- Hiab +18 MEUR
- MacGregor -10 MEUR



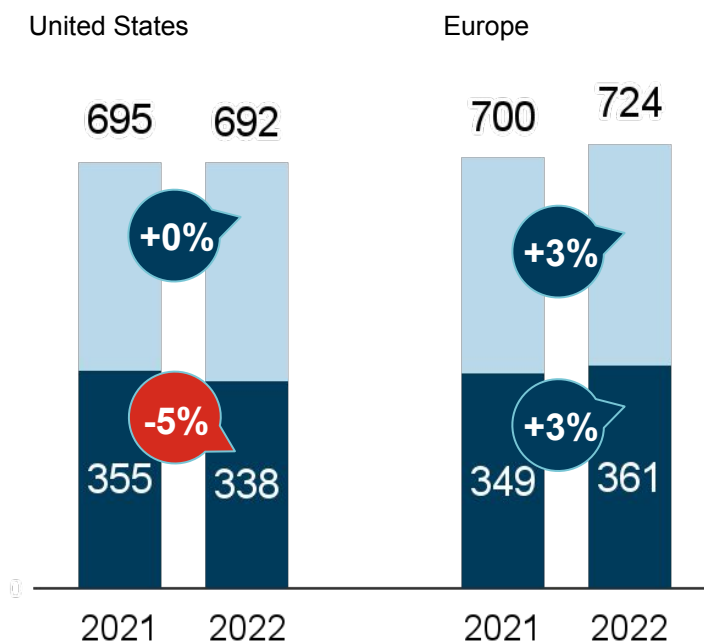
# Market environment - slower growth, economic uncertainty increasing

Global container throughput<sup>1</sup> –  
Key driver for Kalmar



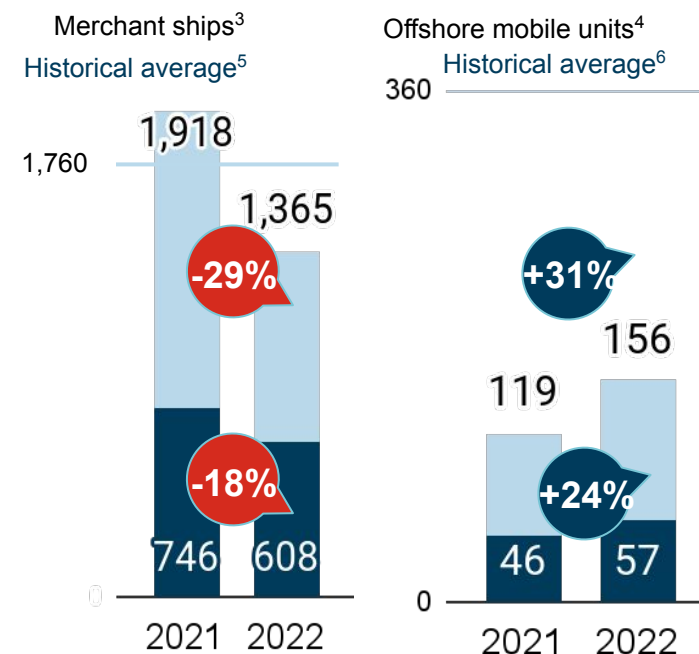
- Modest growth continues

Construction output<sup>2</sup> –  
Key driver for Hiab



- Modest growth expected for 2022

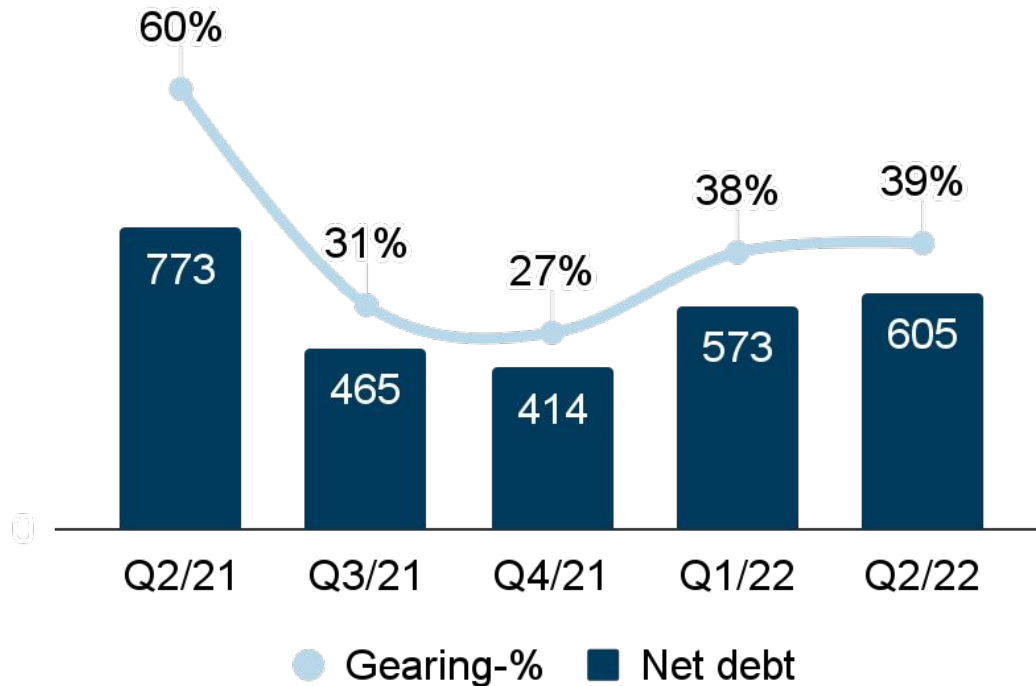
Long term contracting –  
Key driver for MacGregor



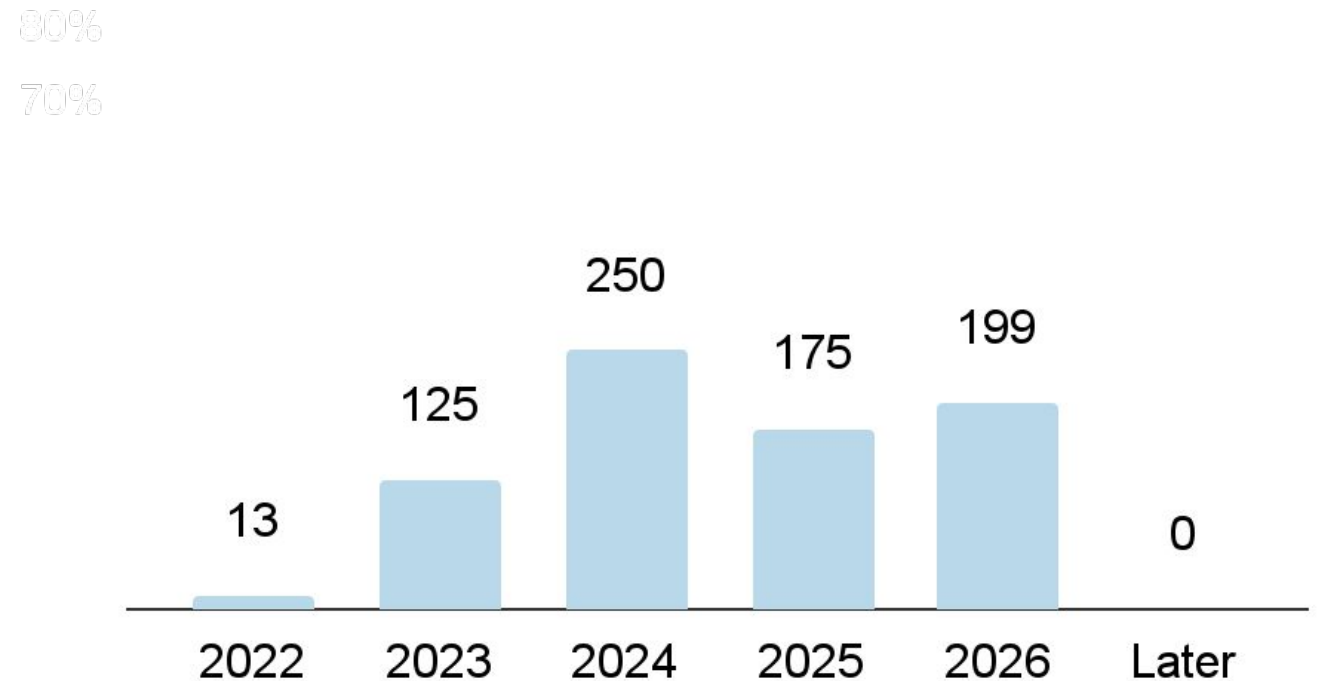
- Positive market outlook despite decline in merchant vessel contracting

# Strong balance sheet and balanced maturity profile

Net debt & gearing  
MEUR



Maturity profile, 30 June 2022



# Our vision is to become the global leader in sustainable cargo flow

## 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 CO<sub>2</sub> 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

# Planned strategic actions proceeding

Strategic evaluation of MacGregor business

On going

Plan to exit heavy cranes business in Kalmar

Agreement signed

Review of operational model to support refocused group

On going

Capital allocation priorities:

Accelerating  
M&A  
pipeline

Continuing R&D  
investments in  
Electrification, Robotics  
and Digitalisation

Maintaining strong focus  
on Mission Climate  
actions

# Market leading technology and services driving growth

**Grow in core and adjacent businesses & markets**

Hiab launches RAIL series — a full range of railway loader cranes



**Solve customer challenges in climate change and sustainability**

+500 Kalmar hybrid straddle- and shuttle carriers ordered



**Invest in industry innovation and transformation**

World's first hooklift made from fossil-free steel



**Expand lifecycle services**

Hiab launched HiPerform, a new total service solution for optimised performance



# Most significant orders announced in Q3

**Container lashing systems for 12 container vessels**

MacGregor, 21 Sep



**Super heavy rail loader cranes and 5 years ProCare service agreements**

Hiab, 16 Sep



**11 Hybrid shuttle carriers**

Kalmar, 22 Aug



**27 Kalmar mobile equipment solutions, including 20 Eco Reachstackers**

Kalmar, 4 Aug



# Outlook for 2022 unchanged

Cargotec estimates  
2022 comparable  
operating profit  
to improve  
compared to 2021  
(EUR 232 million)





# CAPITAL MARKETS DAY 2022

15 November, 2022

Helsinki, Finland

[cargotec.com/cmd22](https://cargotec.com/cmd22)

