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Speakers:	Mika Vehviläinen, CEO Mikko Puolakka, CFO
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Hanna-Maria Heikkinen: Welcome to this news conference regarding Cargotec's Q3 2020 results. I kindly ask you to pay special attention to the disclaimer. This call is to discuss Cargotec's Q3 2020 results. 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. Information regarding the contemplated merger can be found at 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 US Securities Act, and may not offered, sold, or delivered within or into United States except pursuant to the applicable amount of or in transaction not subject to the US Securities Act.

Then moving to actual Q3 report, Mika will start with group level development. And after that, our CFO Mikko Puolakka will continue with business areas and finances. Please, Mika.

Mika Vehviläinen: Thank you, Hanna. Good afternoon from my behalf as well, and thank you for joining the Cargotec Q3 presentation. Overall, I'm satisfied with our performance in quarter three considering the market

situation. The recovery in our businesses continued throughout Q3, and especially demand in Hiab and in Kalmar mobile equipment developed well throughout the quarter.

The services have stayed stable throughout this crisis, and are actually down only 4% year on year – year to date. And that decline is primarily coming from Kalmar Crane Upgrade projects and Hiab installations. The core services have actually fared very well throughout this crisis.

Our relative operating margin stayed actually at the same level as last year. This is primarily thanks to the savings, primarily the temporary savings that we have put in place. And those temporary saving are now more and more moving towards the permanent savings as we move towards Q4.

Also the good margin development in all of our businesses continued and this is thanks to the sourcing activities we have been able to do throughout 2019 and 2020 as well as the pricing efforts we have done in all of our businesses. Also the stability of our core services, maintenance, spare parts has helped maintain the profitability at a good level.

This also shows that we are able to manage the company throughout the crises without sacrificing too much of our profitability. I'm also very happy to see MacGregor back in black numbers, and the great effort that has been done by the MacGregor team heading towards the profitable business again.

Despite the many savings we have done to ensure our profitability, it's good to note that we have continued to invest into our R&D, and our R&D expenses are up again year on year in driving our eco-efficient product portfolio, electrification, robotics, and automation.

It's also good to note that despite the decline in many of our product areas, our eco-efficient product portfolio has actually grown more than 8% this year. As I said, the relative operating profit stayed at last year's level. And we have seen a good profitability development continuing throughout this year.

The coronavirus pandemic impact was clearly less significant already for us during the Q3. The temporary savings have continued throughout Q3 and it may -- to a large extent will continue also throughout Q4. And also we are moving from more temporary savings to more permanent cost savings in many of our businesses.

Also behind the good result is the continuous productivity improvements we are doing in all of our businesses. And our headcount has declined so far year to date with more than 800 persons. We see a good demand recovery happening especially in Hiab and in Kalmar mobile equipment.

Customers are still clearly cautious about larger investments such as the port automation. And our delivery situation is back to almost normal situation with no major issues with our component suppliers, nor our own manufacturing units. In terms of the activity today obviously we have a very large number of connected equipment that gives us a real time online visibility on the activities in the different sectors of the logistics.

The activity increase has continued throughout the Q3. And in many areas, we are today close to the pre-COVID crisis. The red balloon here shows that Kalmar mobile equipment activity level and the blue, the Hiab mobile – Hiab crane activity and truck activity in these areas. And as you can see that development has continued, we are still overall somewhat short from the pre-COVID crisis at last year's levels. But that varies from one sector to another, and one country to another. In some areas, we are already over the activity levels that we had pre-COVID, and in certain areas we are still well below those activities. So quite a lot of variation in that activity level, but the overall direction is clearly up in all of these areas.

In terms of the market environment, obviously Q3 was still a difficult one in many areas. But the number of containers handled and the container flow was still obviously down in Q3. But this is expected to increase already in Q4. And the estimates are that the next year container traffic volumes will grow roughly seven percentage points.

Obviously also construction activity has been down, but it is now -- we are seeing signs of turning. And for except in the US, the housing market index in September was at a record high level. In Europe, the construction activities are a fairly mixed bag today with a large variation between different countries.

The market environment in MacGregor continued to be a difficult one. And we have seen almost a record low number of new ships ordered so far. However, the market is expected to start to recover with Clarkson estimating about 900 ship orders next year which is still well below our normal year level.

The orders received have bottomed out during the Q2, and especially good development we have seen in Hiab especially towards the September which was a strong order month as well as in Kalmar mobile equipment. And the recovery, we have also started to see clearly in US especially during the September where we had a good order intake happening both in Kalmar as well as in Hiab also in the US market.

And also it's good to note that Hiab order backlog has now actually turned back to growth. In Kalmar, the mobile equipment order intake has developed well. But we have seen postponements in the larger investments primarily around the port automation. However, the backlog and the pipeline in port automation is solid. We have not seen any cancellations on those ones. But we have seen slowdown and postponements in some of those decisions with the buildup in the pipeline happening as we speak. And in MacGregor, obviously the low market situation has caused the backlog to go down, but we still have more than one-year delivery of equipment in the backlog in MacGregor as well.

As said, the operating profit trend has been good. We have seen clear absolute operating profit improvement quarter on quarter this year. And we've been able to maintain a comparable operating profit margin at the same level as last year.

The service business has been very resilient throughout this one. And even though we have seen some decline in there, in Kalmar that decline has almost solely come from the larger crane upgrade projects. And the core services have actually maintained their good level in there as well. Also in Hiab, the service decline has primarily come from the installation and ancillaries which are related to the new equipment and truck deliveries as well. And the core services have maintained a good level in there. We have seen a decline in MacGregor services. And this is primarily related to the access for the ships and the capability to maintain them as well as the low level of the dry-docking activities there as well.

However, overall the services and software have maintained a good level. We saw some decline in software sales. This was primarily related to large license deals in Navis, and the timing of them where we actually saw a number of relatively large deals in Q3 last year. And this year, we didn't land any, but we saw good opportunities to actually close some of the licensing agreements throughout the Q4 this year. With that one, I'd like to hand over to Mikko Puolakka who will cover the business areas.

Mikko Puolakka: Thank you, Mika and also good afternoon from my side to all of you on the lines. Let's go first to Kalmar mobile – Kalmar where the mobile equipment was nicely supporting the overall Kalmar financial performance. Kalmar orders were down by 17% year-on-year. This was mostly coming from automation and projects division where customers were holding back bigger investment decisions. As Mika mentioned, no order cancellations, but the customer is cautious in making big investment decisions.

Now looking at Kalmar orders further, so in mobile equipment we saw actually a very small decline in the orders. And actually, the mobile equipment orders were improving nicely from the low quarter two levels. Kalmar sales were down by 14%. The automation and project division sales grew very much supported by the orders which we have won in 2019, and which we are now delivering. The sales in mobile equipment, services and software declined, but also like a bit like in orders also in those businesses, sales decline was clearly smaller in quarter three compared to quarter two. So also there an improvement is visible.

The Kalmar absolute comparable operating profit declined very much driven by the sales decline of EUR 60 million. And then we had some costs related to the Kalmar automation and project division operating model reorganization. But when we look at comparable operating profit margin in Kalmar it was almost 9%, and very much supported by the strong mobile equipment performance in quarter three, and then also the continuous productivity improvements what we have done in Kalmar as well as the cost reductions.

Then looking at Hiab, also there order decline, but again very similarly to Kalmar the order decline in quarter three was much smaller what we experienced in the second quarter. In the second quarter, the orders went down by some 30%, now 11%.

Sales were declining 17%, but also here in Hiab's case, the decline was clearly smaller than what we saw in the second quarter year-on-year comparison. Hiab delivered a strong comparable operating profit despite the EUR 53 million sales decline, only EUR 3 million decline in the comparable operating profit.

And also the comparable operating profit margin clearly increasing from last year's levels to 12.2%. The comparable operating profit margin improvement is very much coming from the continuous productivity improvements also in Hiab as well as cost reductions. And currently, we have approximately 480 persons smaller headcount in Hiab compared to last year's situation.

Then looking at MacGregor where the heavy actions what we have done in TTS integration as well as overall MacGregor restructuring are bearing fruit. Markets like Mika showed earlier are already still weak. Customers are optimizing their cash which is very much visible in the orders as well as in sales.

The bright spot in MacGregor is clearly the comparable operating profit which is now 2% – EUR 2 million for the third of quarter. And also, they're very much coming from the heavy actions, restructuring, TTS integration. We have approximately 340 persons smaller headcount in MacGregor compared to the situation 12 months ago.

The TTS integration, and the restructuring is progressing actually better than what we anticipated in the beginning of the year. And due to this, we have increased the savings target for this year from the original EUR 15 million to EUR 20 million. And out of this EUR 20 million, we have now already so far delivered EUR 14 million in the first nine months.

A few words about our key figures. Our sales, total sales EUR 777 million for the third quarter, this is EUR 124 million lower than a year ago. This kind of sales decrease has led to approximately EUR 40 million lower gross profit. To kind of offset this gross profit sales decline, we have then reduced our SG&A costs by EUR 24 million. And this has enabled us to maintain the comparable operating profit more or less on the same level compared to last year's quarter three at 7.3%. We had EUR 11 million of items affecting comparability. These are mainly related to the previously mentioned restructuring programs in MacGregor, in Hiab, and in Kalmar.

Our net income despite EUR 124 million sales decline, net income was almost on last year's level of EUR 27 million and earnings per share was EUR 0.41 per share. Cash flow was strong in quarter three, very much supported by the good performance both in Hiab as well as in Kalmar especially in the mobile equipment. And in addition to that, we have been able to reduce the net working capital from the quarter two levels especially in inventories as well as in receivables.

Our financial position is strong and liquidity is on a good level. Our gearing was 66%. This is 12% units higher than at the end of last year. Roughly 9% of this increase is coming from the dividend payments what we have done during this year. And the liquidity is at EUR 830 million, so very strong for the current situation. No major changes in our debt portfolio. If we look at our debt -- outstanding debt maturities, we don't have any major debt repayments coming up in the next 18 months' time.

And then our outlook if we consider the current market environment as well as the supply situation, we expect that the second half comparable operating profit increases from the first half when it was EUR 82.9 million. I'll now hand over to Hanna-Maria.

Hanna-Maria Heikkinen: Thank you, Mikko, and thank you Mika for the presentation. Now there is a possibility to ask questions. And as a gentle reminder, this event is not to discuss the merger with Konecranes. Handing over to the operator please.

Operator: Thank you. Ladies and gentlemen, just a quick reminder to ask a question please press star one on your telephone keypad. We will now take our first question. Please go ahead.

Antti Kansanen: Hi, this is Antti from SEB. Thanks for taking my questions. Firstly on kind of the demand trends you're seeing in Hiab and Kalmar mobile -- sorry there is a bit of an echo in the room. So bear with me.

Could you comment on kind of the demand improvement, where you ended up end of Q3, start of Q3, and how should one think about the near-term demand considering kind of the seasonality, the recent virus outbreaks? And is this driven by robust underlying demand or some kind of a pent-up after a quite weak spring time? Thanks. Just a bit more color on the demand recovery.

Mika Vehviläinen: Sure, so maybe I will start and Mikko if you have anything to add on that one. So starting with Hiab, we saw kind of a month-on-month improvement, actually the same trend that we saw in Q2 continue throughout the Q3 as well. And actually then it's accelerated to what's then, so September was already a strong month for us.

No large individual orders, so it comes from the fairly normal activity. The difference between the previous months and then towards the end of the quarter was that we saw the US activity starting to pick up actually surprisingly, a little bit surprisingly well as towards the end of the quarter as well. So we see both the European

and US markets actually showing now good signs of demand, whether it's a bounce back from Q2. And obviously, it's hard to point out specifically where it comes from.

But if I look at the Hiab equipment activity levels for example in the main markets, they actually are surprisingly strong in many of the US markets, for example truck activity index is actually at the same level or in some cases up from that. And my guess or what we look into today is that the construction activity has really picked on that. But now, obviously, the low interest rates and stimulus packages etc., are partly – probably driving that one as well.

In Kalmar mobile equipment, we've actually seen a solid demand there as well in terminals. E-commerce and logistics obviously has been pretty hot throughout the quarter as well. And again, the same thing as in Hiab, we have seen a strength in demand towards – throughout the quarter in US markets where for example the terminal tractor activity was at a very low level on Q2. It has started to pick up again on Q3. And we have seen destocking happening by the dealers, and new orders coming in on that one.

Antti Kansanen: Okay, thanks. And maybe a follow-up on the Kalmar mobile side. Could you remind about the situation regarding the electrification of your product portfolio, kind of where you stand today, and how do you think this will evolve going forward when you will be selling mostly electric equipment on that side?

Mika Vehviläinen: It has gone well. And we haven't slowed down. As I said, we further accelerated still our R&D investments. And we have announced that all of Kalmar mobile equipment will be available next year if I remember correctly on electric format as well.

The major demand we see today is around the forklift trucks. Those who are operating maybe in the warehouse and logistic yard environment as well increasingly so in the terminal tractor side, and really led by probably key customers where the efforts saw the focus on sustainability is pretty high, partly also driven by

the regulation where the in port areas for example the diesel engine usage seems to be banned in many of the areas as well.

So I think obviously we will see diesel engines in many of the developing countries in some other areas where the lack of grid will be a key issue for years to come. But we have seen the pick up on – and the demand actually continuing strong and strengthening continuously in the electric vehicle side.

Mikko Puolakka: I would perhaps add there that if we look at the overall Cargotec level, our eco-efficient or the share of eco-efficient sales has increased from last year's 20% to 24% now.

Antti Kansanen: Okay, thanks. And then lastly from me. Looking at the backlog decline and duration in the more project heavy divisions, Kalmar and MacGregor, how should we think about it? When we are getting bigger issues regarding workload and kind of the length of the backlog?

And then maybe will the upcoming merger with Konecranes have any impact on what type of savings programs or restructuring are you prepared or planning to do with Kalmar projects if that demand doesn't come back in the next few quarters?

Mika Vehviläinen: When I look at the backlog on that, well, – and let me start with the MacGregor. There obviously the backlog is down, but it's good to remember that when you look at the MacGregor revenue so much of that one is now services.

So effectively, let's say, simplifying that the MacGregor revenue would be at EUR 600 million level on an annual basis, EUR 250 million of that one is services today. So that leaves you an equipment revenue of roughly EUR 350 million. So today, the backlog extends well into the 2022. So there is no short-term issues regarding that one. We do expect that ship order recovery starts throughout the next year. We have seen

record low levels today. And the Clarkson estimates now that it should go up to roughly 900 vessels next year really driven by just simply by the replacement cycle.

One additional point on the ship market, one positive thing that we actually have seen throughout this year is that the shipping lines have been I would say extraordinarily profitable this year. And it's good always when your customers are making money as well. So hopefully that gives some encouragement on that area as well.

Regarding then the Kalmar, obviously the mobile equipment we see now that demand returning and well, so I'm not worried about that one. For the larger automation projects, we have a backlog and the revenues that are extending to the mid-2021. We do need to start to see some of these orders finally realizing by summer next year if we want to maintain roughly the current revenue levels. There is a very solid backlog in there. And these projects we've been entertaining for quite a while have not gone anywhere. But very clearly the customer decision making has been disappointingly slow on that area.

Operator: We will now take our next question. Please go ahead. Your line is now open.

Artem Tokarenko: Good afternoon. Thank you very much for taking my questions. It's Artem from Credit Suisse. My first question is around your comments on cost savings, and maybe moving more of the temporary cost savings to permanent buckets.

Could you maybe give us some color, how much of the temporary savings you did in Q3, and how much you expect for Q4? And out of the temporary savings this year, how much do you think would be retained next year?

Mikko Puolakka: First of all, we have made roughly EUR 10 million per month with the temporary cost savings. The main months have been July and August. We have lifted some of the reduced work time savings

now in September. There are still some personnel groups which are having the shorter work time. So I would estimate that in quarter three, more than EUR 20 million are coming from the temporary cost savings.

What comes to the more kind of permanent savings, we have done already during the last 12 months' time a continuous product improvement. And as mentioned already during my part in the presentation in Kalmar we have roughly 220 persons lower headcount compared to 12 months ago. The situation in Hiab is almost 480, and in MacGregor 340. So we have been continuously doing productivity improvement. No kind of major restructuring program, but here and there improving the operations which has been then contributing to this relative comparable operating profit levels in our three businesses.

Artem Tokarenko: Thank you. Just to confirm for Q4, do you still expect the savings to remain at EUR 20 million[?] per quarter?

Mikko Puolakka: Some of the temporary cost savings we are converting into permanent cost savings. We continue some temporary savings. For example, our travelling activity is almost zero at the moment. We are minimizing our external services usage. We have used in the past also external persons to kind of compensate workload or kind of additional – cover the additional workload. Now when the volumes are lower, we are doing that work by ourselves. So some of these savings continue also in quarter four, but we don't disclose the exact amount for that.

Artem Tokarenko: Sure, thank you very much. And the last question is about Kalmar margins. Could you maybe talk a little bit about the impact of the reorganization of supply chains on margins, and whether it was a one-off impact in Q3 or whether we should expect any further headwind in the future?

Mika Vehviläinen: So as Mikko was saying that first of all, the mobile equipment business margin was at a very good level in there. When we are reorganizing the supply chains, some of that is one-off type of cost. Some of that is caused by the COVID situation.

And a practical example on that one for example is that some of the project implementation was estimated to be done by – partly by visiting Chinese personnel from our joint venture operations. And now due to the COVID situation, we actually have to compensate for that labor with hiring local subcontracting in places like US and Australia. And that obviously has increased the cost. And while those travel restrictions are in place, some of the project costs are higher than we initially estimated. So some of that will linger into the Q4 as well.

But the good news from my point of view is that if you look at our profitability development, so far we have done that against a negative mix or the proportional part of the MacGregor, Kalmar project business has actually increased as a part of our revenue.

And the revenue in Hiab mobile equipment declined faster throughout Q2 and partly Q3. And what we now see in order development is actually a faster rebound of the Hiab where the order backlog is already higher, and a good recovery of order intake in mobile equipment. So we actually see that mix now turning back to more favorable for us.

Artem Tokarenko: But just would it be possible to quantify the impact of those incrementacosts?

Mika Vehviläinen: Not in detail, no.

Artem Tokarenko: Okay, thank you very much. Thank you.

Mika Vehviläinen: Thank you.

Operator: We will now take our next question. Please go ahead. The line is now open.

Magnus Kruber: Hi, Mika and Mikko. It's Magnus here from UBS. Just a couple of follow-ups from me. If we could look at the growth progression in Hiab specifically, did you grow orders in September at all in any region?

Mika Vehviläinen: Yeah, actually the September order intake in Hiab was stronger even year on year. So we had a better order intake in 2020 September than we had in 2019 September.

Magnus Kruber: Got it. Thank you. So would you favor us with a number there? Was it 5% higher or 10%?

Mika Vehviläinen: Yeah, it's a very healthy growth, good growth. But it's been fairly steady growth as well, I mean all the way from April as the slow point we have seen steady month-on-month improvement even throughout the holiday season, and obviously then September being a kind of back to normal you saw a higher number. But the number was even higher than it was a year ago, so good strong development there.

Magnus Kruber: Excellent, thank you so much. And I mean with volumes coming back also, I think faster than anticipated under terminal throughputs globally I think you commented on a 7% growth in 2021. What do you expect on the quotation activity? Have you seen any pickup there or is it still reduced on that side as well?

Mika Vehviläinen: On the larger terminal project, the backlog is solid in a way that we have not seen anything disappearing on that one. But obviously the disappointment for us is that some of the projects that are already be on the quotation phase have not been – we haven't been just able to close them[?]. Some reasons are quite practical due to the COVID and travel bans. Some of them are careful decision-making process from the customers' side. But that's not – there is – if I look at the existing deals that are on the table at the moment and I look at the prospects going into 2021 that there is still a solid prospect list on those fronts available.

Magnus Kruber: Okay, got it. And another follow-up on the Kalmar and the mix. Did you say you expect the mix to] improve into Q4?

Mika Vehviläinen: Not necessarily into Q4, but moving in this – if this development continues, we should expect to see the mobile equipment ratio to increase moving into the 2021.

Magnus Kruber: Okay, got it. And would it be possible to quantify the impact you had in Q3 specifically?

Mika Vehviläinen: No.

Mikko Puolakka: No, no.

Mika Vehviläinen: No. I'm not sure I would be able to even if I know.

Magnus Kruber: Well, I can try. Okay. Thank you so much.

Operator: We will now move to our next question. Please go ahead.

Erkki Vesola: Hi, it's Erkki from InderesMy questions have already been mostly answered. But anyway, coming back to your guidance, it's relatively loose. Given only EUR 26 million of EBIT in Q4 to reach the lower end of the guidance. Why is that, and where do you see the biggest risks now in Q4 absolute operating profit]?

Mika Vehviläinen: Yeah, I mean this was a consideration from us. And we see – at this stage, we see things actually moving along quite well. But obviously the COVID situation is quite unpredictable. And I could see risk for example with a cluster of infections in one of our manufacturing facilities that could stop production potentially up to two weeks or so. And that could impact then. And well, we have taken those risks into

consideration in a sense that we wanted to give you guidance that we are comfortable on even in the case of certain negative surprises.

We have not seen any of that well happening at the moment, and the underlying trend is quite strong. But obviously there are still risks available due to the COVID situation within the Q4. And those risks I think are primarily related to sudden interruptions in the supply chain.

Erkki Vesola: Okay, thank you. And then coming back to Q4 gross margins, so the Kalmar question was already covered. But how about Hiab, will the improving Hiab demand, will they show in Q4 gross margin?

Mika Vehviläinen: Not necessarily, I mean it's good to remember that regarding the Q4 – Q2, and Q3 the beginning order intake was slower. And obviously now we have seen September coming back quite stronger. So and that will have a certain impact on the Q4 there as well.

Erkki Vesola: Okay, thanks so much.

Operator: We will now take our next question. Please go ahead.

Aurelio Calderon Tejedor: Hi, hello. It's Aurelio from Morgan Stanley. Thanks for taking those questions. I've got a couple if I may please. And so the first one is more kind of bigger picture. And now that we've seen MacGregor turn into black again, what do we need in terms of sales? Do you see the business doing let's say 5% margins? I think if I remember well you mentioned that you would need north of a 1 billion of sales, so you're going to see 10% margins back in that business. I guess, what's next from here?

Mika Vehviläinen: I think next from here obviously, first of all, the savings activities and productivity activities we have seen are flowing through. So some of that is fully visible only next year. So that certainly helps us even in the relatively low situation. So even with the low ship order activity, I'm still pretty comfortable with the

MacGregor situation primarily driven right now by the cost-saving activities. And if we now assume, and I think that that's almost clear that the ship orders can only go one way which is up from here. And nobody knows the speed of the recovery, and the scale of the recovery but we are able to manage that one.

What we have said in the past is that with roughly EUR 1 billion of revenues, we should be in the double-digit operating margin situation. I have -- my view on that one has not changed. But the speed of the recovery obviously is a question mark, but we are in a much more comfortable situation now that we are back in the black numbers. And we can manage then the business and the cost levels depending on the demand.

Aurelio Calderon Tejedor: Okay, thank you very much. And I guess the second question is around some of the different dynamics that you have seen in construction. I think you mentioned that September was already quite strong in the US. And we've been getting I would say mixed messages from the US especially where the resi side is very, very strong, but we are starting to see a sharp deceleration in non-resi. I guess do you see any impact from that or any risk from that or are you more heavily skewed toward resi?

Mika Vehviläinen: We are more heavily skewed towards the residential buildings than the commercial side on that one. Typically, the applications of Hiab are more applicable for the residential build out on that one.

Aurelio Calderon Tejedor: Great, thank you.

Operator: We will now take our next question. Please go ahead.

Johan Eliason: Hi, this is Johan at Kepler Cheuvreux. I think we -- well you promised last when we spoke the last time and an update on the Navis divestment now in the quarter, I might have missed it. But could you give us what's happening with the Navis divestment? So are you still having interest, and what price levels are we talking about?

Mika Vehviläinen: What we said, I think the 1st October if I remember correctly, we issued a separate release saying that we have restarted the process with Navis. So we are now in the middle of looking at the different options for the business as well. And that process is ongoing as we speak.

Then depending and what the conclusions of that process are, and where we end up, we will then update you when we have more information there. The interest towards the Navis overall from the market has been exceptionally high.

Johan Eliason: Okay. Thanks very much.

Operator: As a reminder to ask a question, please press the star one on your telephone keypad. We will now move to our next question. Please go ahead.

Artem Tokarenko: So thank you very much for taking my follow up. Just on FX, I think with the recent devaluation of dollar, could you maybe give us some comfort on the effect on Hiab so shall be rates say, where they are at the moment, that Hiab will not see any material negative FX transactional revaluations on EBIT?

Mikko Puolakka: I mean of course we don't have the crystal ball of how the US dollar euro develops. But so far during these first nine months or in quarter three, the US dollar euro impact on Hiab results was I would say single millions, one to two million at the maximum. So no major impact from there.

Artem Tokarenko: Okay, thank you. And my second question was about TTS savings. Could I just check please the 20 million target for this year, is this just acceleration of the overall program or that's an increase to the overall targets over the next three years?

Mikko Puolakka: The overall target stays as it is, but we have been able to execute the savings in a faster speed than originally anticipated.

Arterm Tokarenka: Okay, okay. Thank you. And my last question, I guess you mentioned, [inaudible] so with the ports business I guess my question is could you maybe talk a little bit about where the overlaps with the Konecranes are, and whether the market should be concerned about transparent type issues?

Hanna-Maria Heikkinen: Like I said earlier in this call, we cannot discuss any topics related to the merger with Konecranes. So we cannot answer this question.

Artem Tokarenko: Okay, no worries. Thank you very much. Thank you.

Hanna-Maria Heikkinen: Thank you.

Operator: As a final reminder to ask a question please press star one on your telephone keypad. We will now take our next question. Please go ahead.

Tomi Railo: Hi, this is Tomi from DNB. Unfortunately, my line was cut off. So I have to come back to the guidance comments which I missed unfortunately. So was there something specifically weak you are guiding for the fourth quarter as you were just referring to the second half being above the first half, just a little bit of clarity on that please?

Mika Vehviläinen: I mean what I said is that we just wanted to kind of be comfortable that there are risks obviously related to Q4 that are primarily around potential disruptions in the supply chain. Let's say that we would for example have an infection cluster in one of our manufacturing units or one of our key suppliers would have a similar situation. And that would – and we wanted to really give a guidance that we would feel comfortable we would be able to take some of these hits. There are – and none of that is visible at the moment. Actually the development has been solid so far. But obviously with the continuously moving COVID situation, the risks are still there.

Tomi Railo: But, the guidance let's say, who knows what is the level of improvement. But are you – let's say trying to say that the fourth quarter could be below the third quarter level or is it more likely that it is flat or up compared to the third quarter?

Mika Vehviläinen: As we said, the second half is better. You can, so I'm sure you've already done the math regarding that one. And as I said, there are the risks related primarily on the supply chain side. We have not seen any of those risks in or we don't have any of those inside at the moment. And overall, the underlying development has been good, but you never know. I mean there are two months left here and much can happen as we have seen.

Mikko Puolakka: And for example, also in quarter three, we have been quite successfully been able to advance the projects or some of the commissioning persons have been able to travel. Should there be more kind of restrictions again for travel or entry to the country, that can also impact our top line. So that's why we have the guidance what we have given.

Mika Vehviläinen: Yeah, I mean we agree that it's a cautious guidance. But it's a high-risk environment at this stage. And we just wanted to make sure that the guidance would also cover the potential risks there.

Tomi Railo: Okay, thank you.

Operator: There are currently no further questions.

Hanna-Maria Heikkinen: Okay, then it's time to thank you for active discussion. Our financial statements review will be published on February 4th. So stay safe and healthy.

Mika Vehviläinen: Thank you.

Mikko Puolakka: Thank you.