

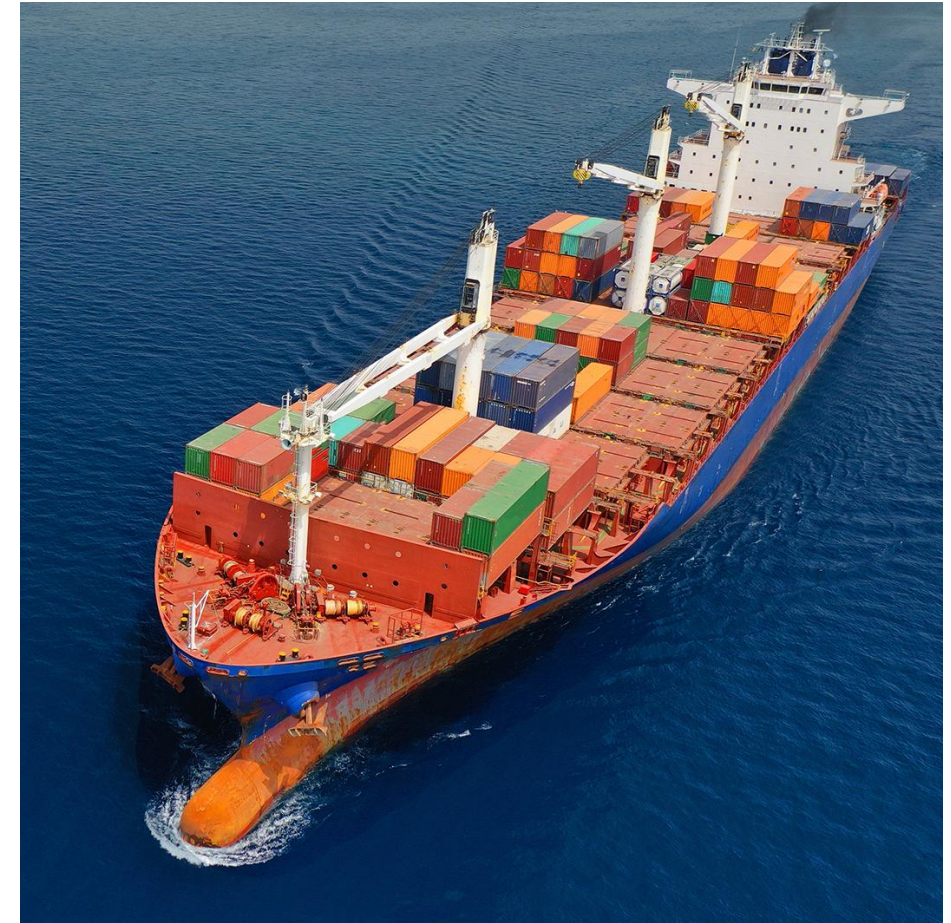


Becoming the leader in intelligent cargo handling

Disclaimer

This report 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.

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 Q3/2020 – Cost savings and productivity improvements enhanced profitability

Orders received decreased by 14%

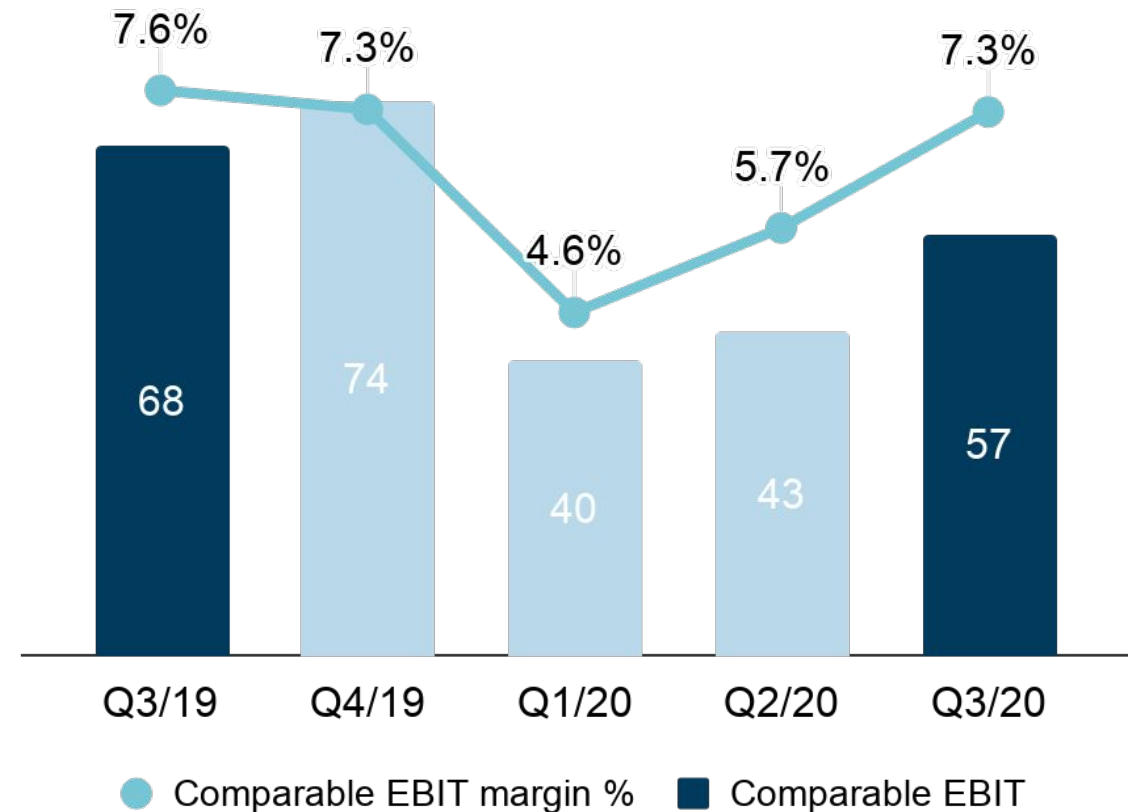
- +16% compared to Q2/2020

Sales decreased by 14%

- +3% compared to Q2/2020

Comparable operating profit decreased by 17%

- Kalmar -15 MEUR
- Hiab -3 MEUR
- MacGregor +7 MEUR
- +31% compared to Q2/2020



The coronavirus pandemic impact was less significant in Q3/2020

Safety of our personnel and customers top priority

From temporary to permanent productivity measures

- Cost savings resulted to savings of approximately 10 MEUR per month
- Same cost saving level expected to continue in Q4
- Internal headcount reduction of over 800 during Q1-Q3/2020

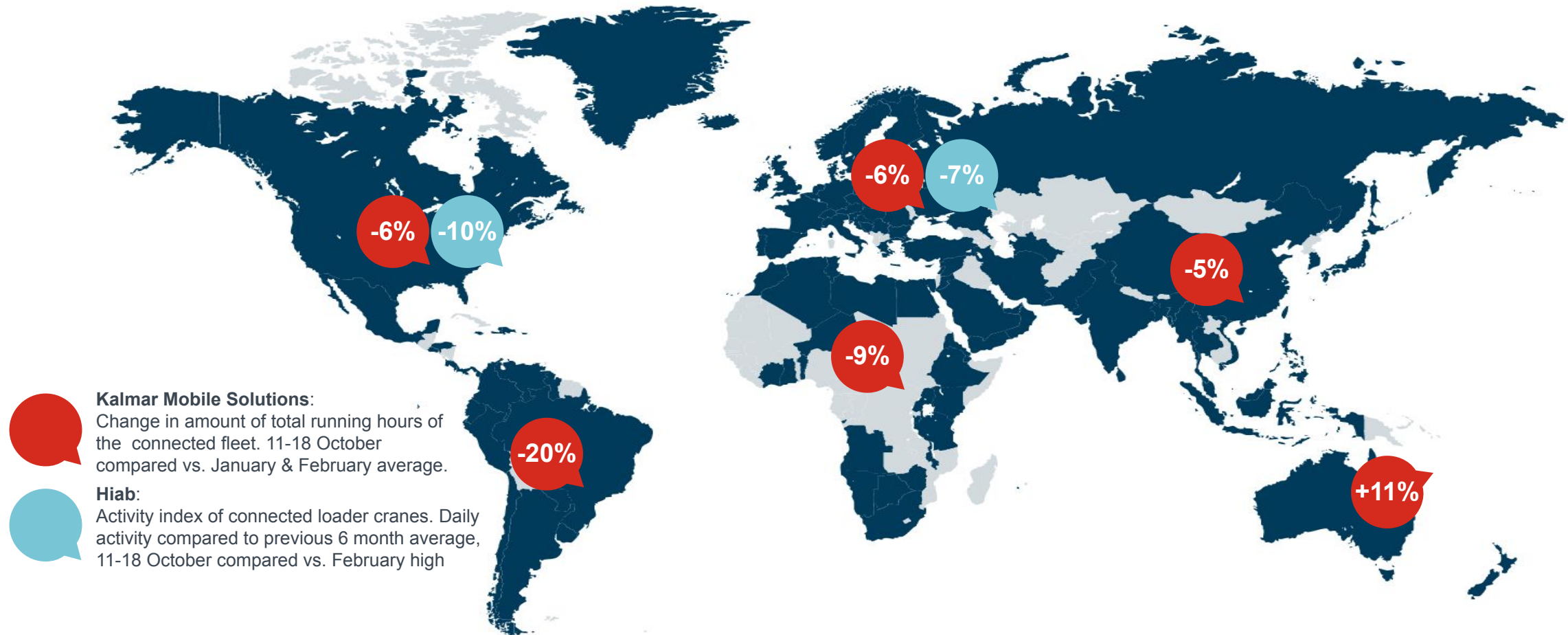
Demand recovering but not back to normal

- Uncertainty and restrictions set by authorities continued to delay decision making especially in larger investments
- No major order cancellations
- Services and software resilient

Our delivery capability back to normal



Gradual improvement in equipment running hours in US and Europe



Kalmar Mobile Solutions:

Change in amount of total running hours of the connected fleet. 11-18 October compared vs. January & February average.

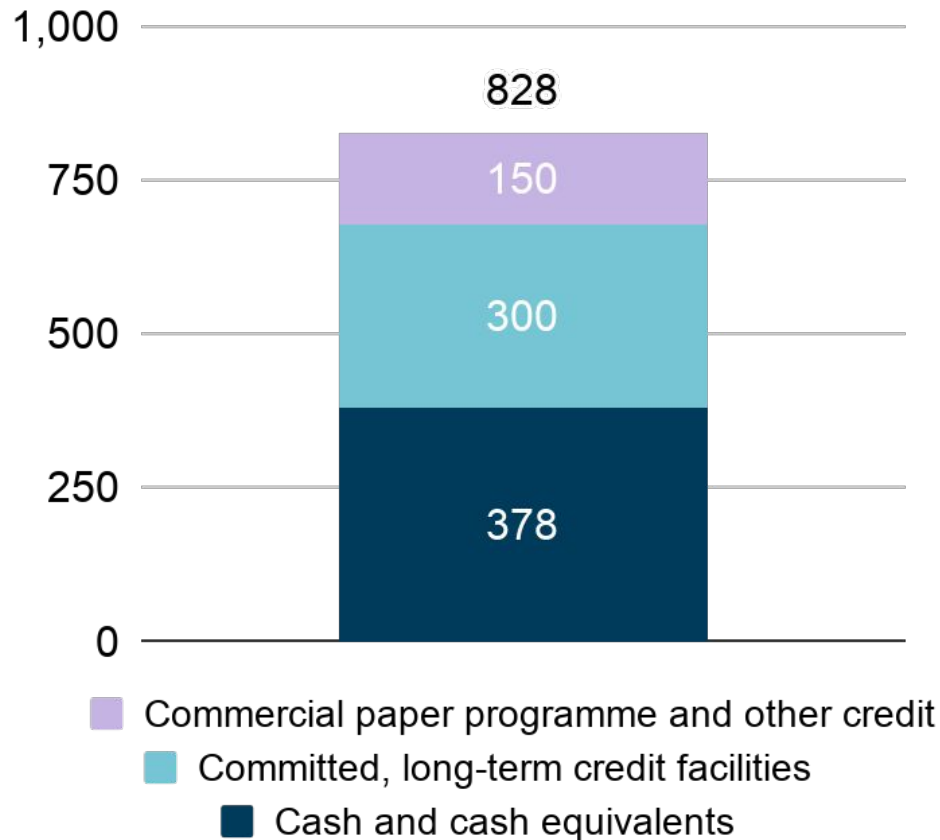


Hiab:

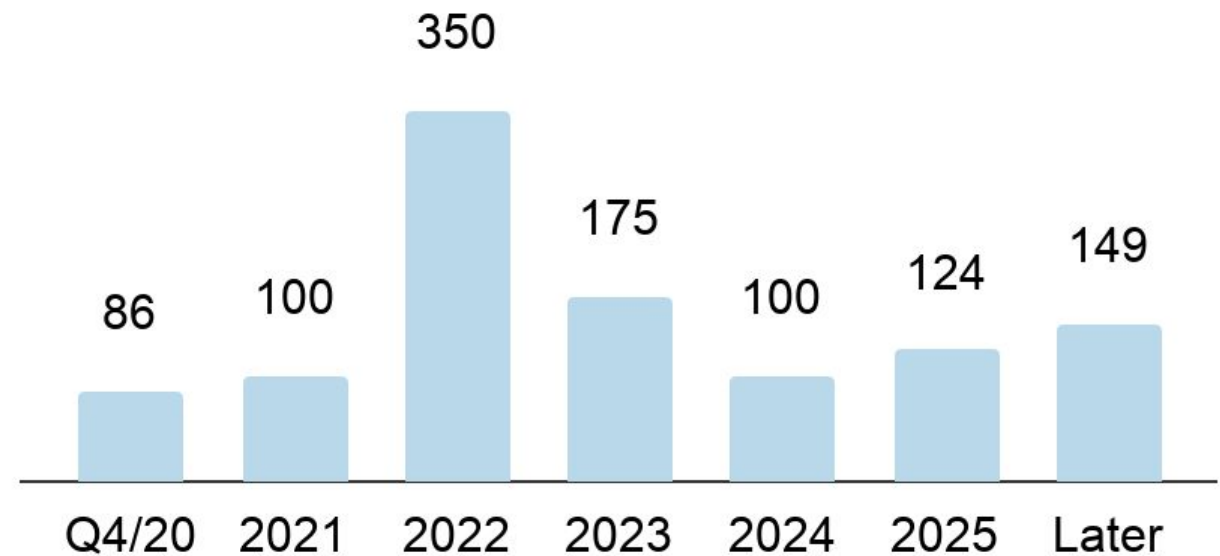
Activity index of connected loader cranes. Daily activity compared to previous 6 month average, 11-18 October compared vs. February high

Strong liquidity, balanced debt portfolio

Total liquidity, 30 September 2020



Repayment schedule of interest-bearing liabilities excluding finance lease
MEUR



Outlook for 2020

Cargotec estimates H2/2020 comparable operating profit to increase compared to H1/2020 (EUR 82.9 million).



