



Global Leader in Sustainable Cargo Flow

Investor Presentation – Q4/2023

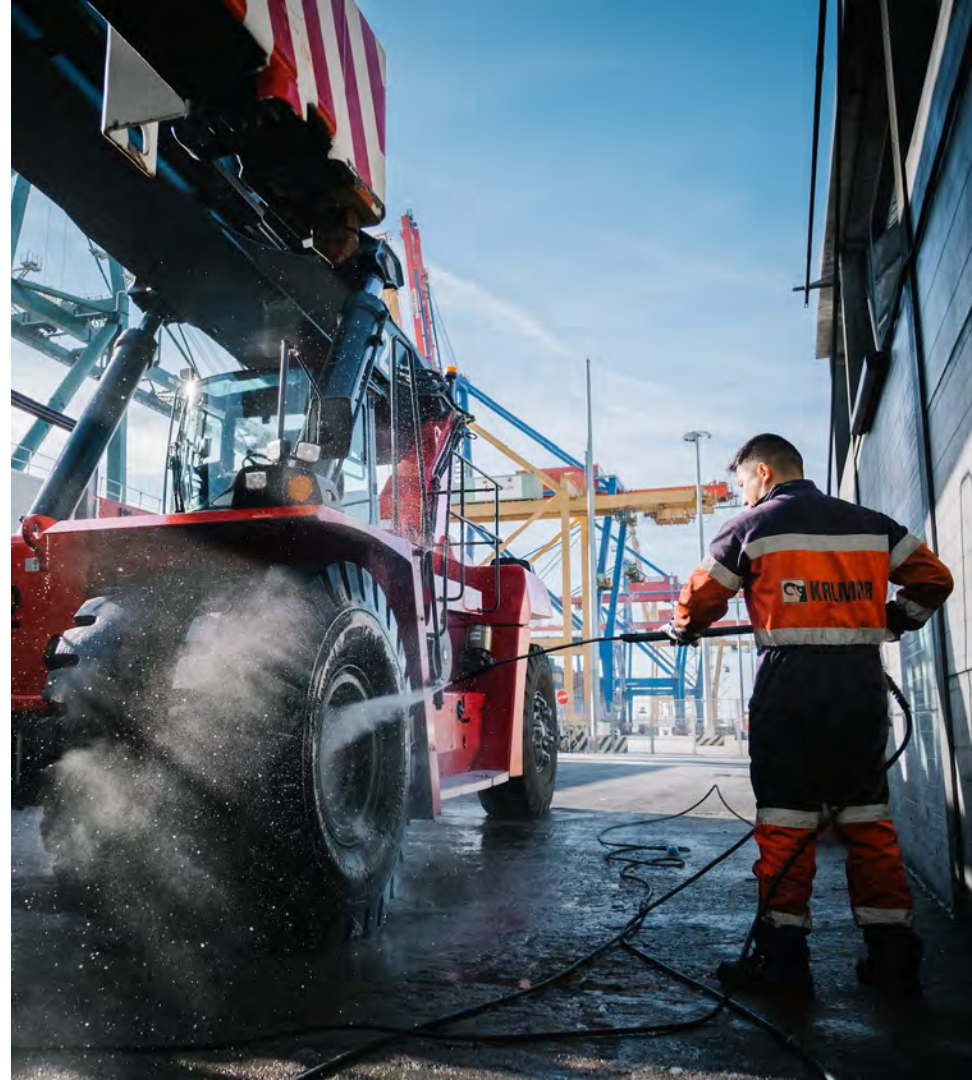
Disclaimer

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.

Content

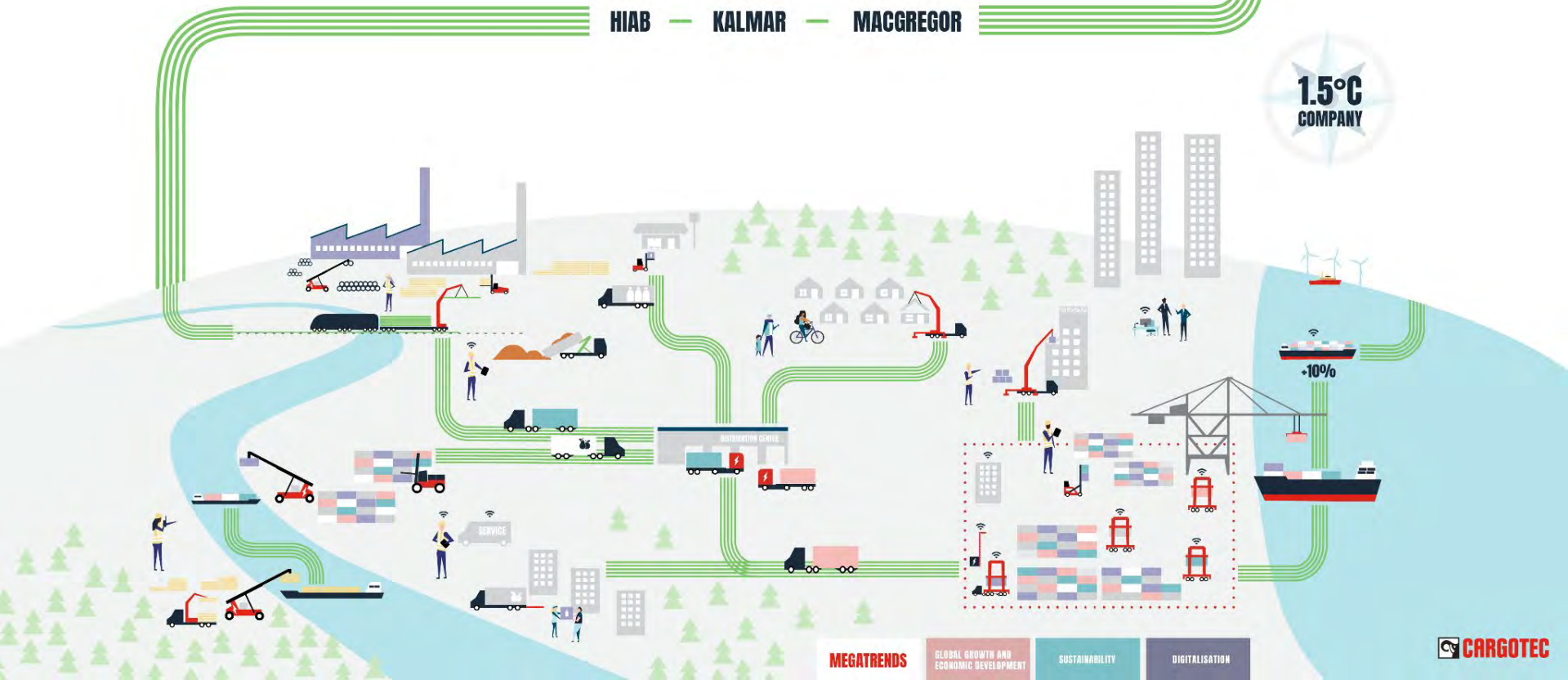
1. Global Leader in Sustainable Cargo Flow
2. Refocused strategy
3. Cargotec plans to separate Kalmar and Hiab
4. Business areas
 - Kalmar
 - Hiab
 - MacGregor
5. Recent development
6. Financials
7. Sustainability as a growth driver
8. Governance



GLOBAL LEADER IN SUSTAINABLE CARGO FLOW

HIAB — KALMAR — MACGREGOR

1.5°C
COMPANY



MEGATRENDS

GLOBAL GROWTH AND
ECONOMIC DEVELOPMENT

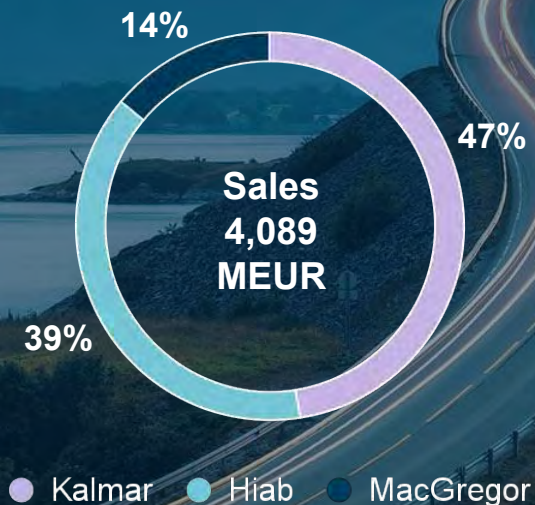
SUSTAINABILITY

DIGITALISATION

 CARGOTEC

Cargotec today based on 2022 figures

Sales: **EUR 4,089 million**
Comparable operating profit:
7.7% (EUR 316 million)
Service sales: **31%**



Sales: EUR **1,943** million
Comparable operating profit:
9.7% (EUR 189 million)

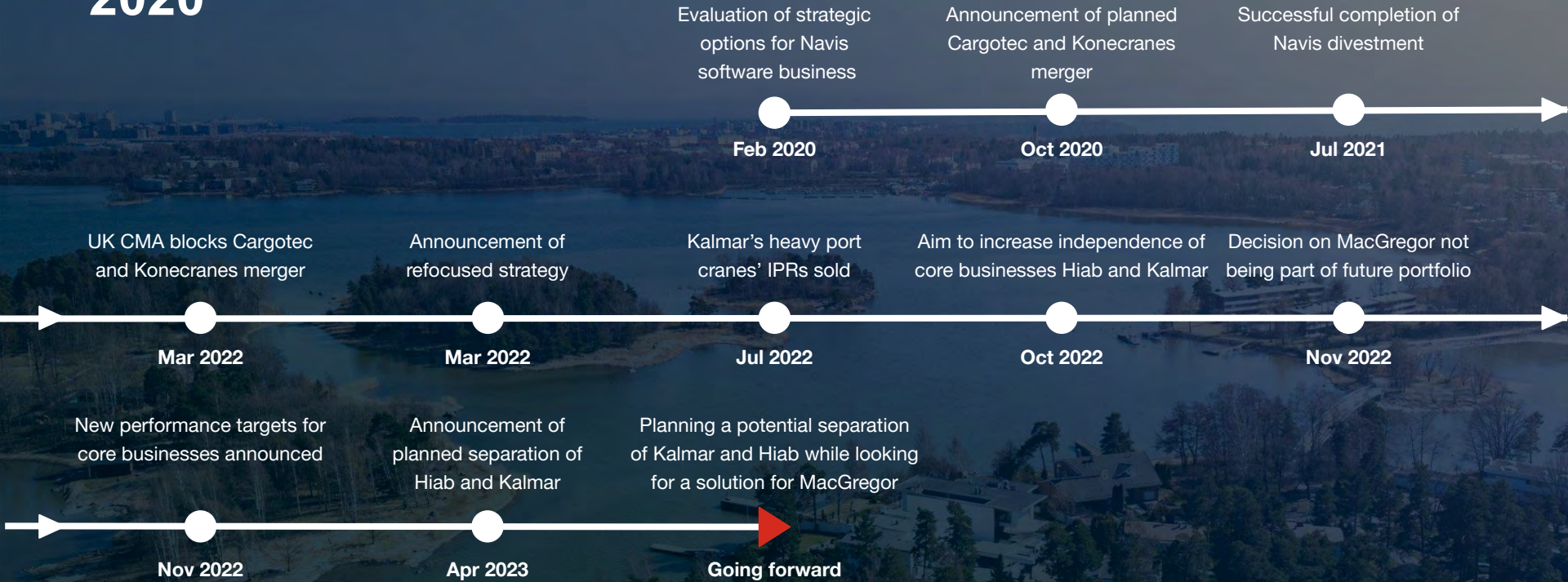


Sales: EUR **1,578** million
Comparable operating profit:
14.0% (EUR 221 million)



Sales: EUR **569** million
Comparable operating profit:
-8.3% (EUR -47 million)

Major strategic events in reshaping Cargotec since 2020



Kalmar ROBOTIC portfolio

On 30 March 2022, Cargotec announced that it refocuses for higher financial performance through sustainability and growth in profitable core businesses

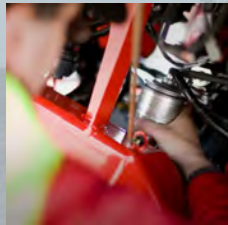


Our core businesses focus on high margin solutions and recurring business

Core Businesses



Equipment



Services



Mobile
Equipment



Shuttle &
Straddle carriers



Services and
automation

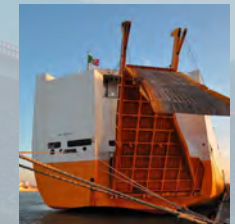


Bromma

Exit



Heavy cranes
+
end-to-end
automation
projects



Equipment



Services

Focus on core businesses will take Cargotec profitability to next level

CORE BUSINESS

- SALES
3.5b€
- COMPARABLE OP
384M€ (11.2%)
- SERVICE SALES
963M€ (28%)
- ECO PORTFOLIO share of total sales **25%¹⁾**

NON-CORE BUSINESS*

- SALES
0.6b€
- COMPARABLE OP
-68M€ (-10.5%)
- SERVICE SALES
301M€ (47%)
- ECO PORTFOLIO share of total sales **16%¹⁾**

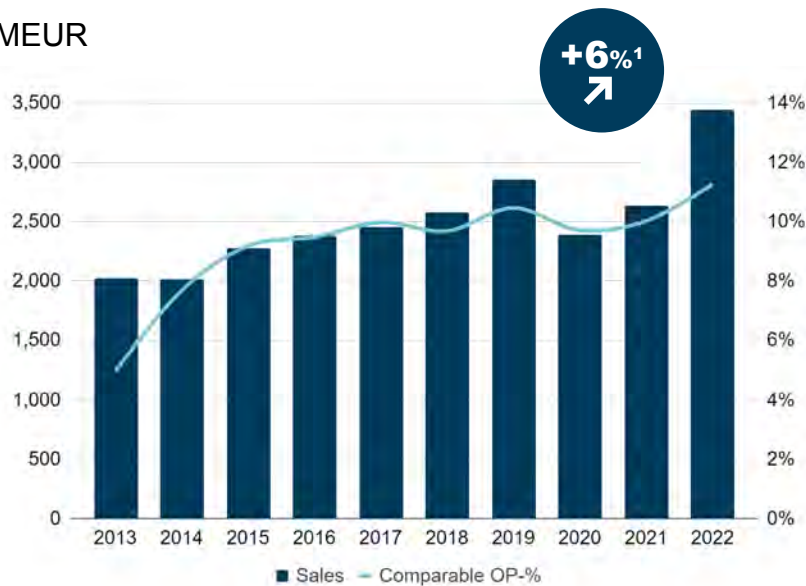
CARGOTEC TODAY

- SALES
4.1b€
- COMPARABLE OP
316M€ (7.7%)
- SERVICE SALES
1,264M€ (31%)
- ECO PORTFOLIO share of total sales **24%¹⁾**

Core businesses are growing with stable profitability...

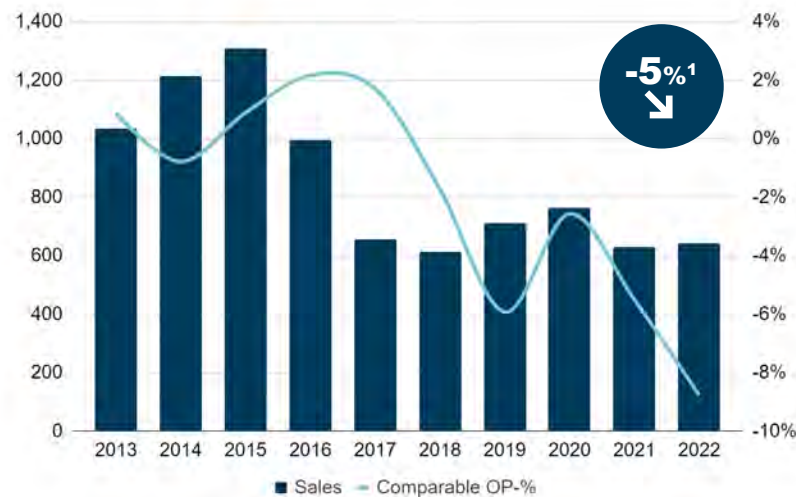
CORE BUSINESS

MEUR



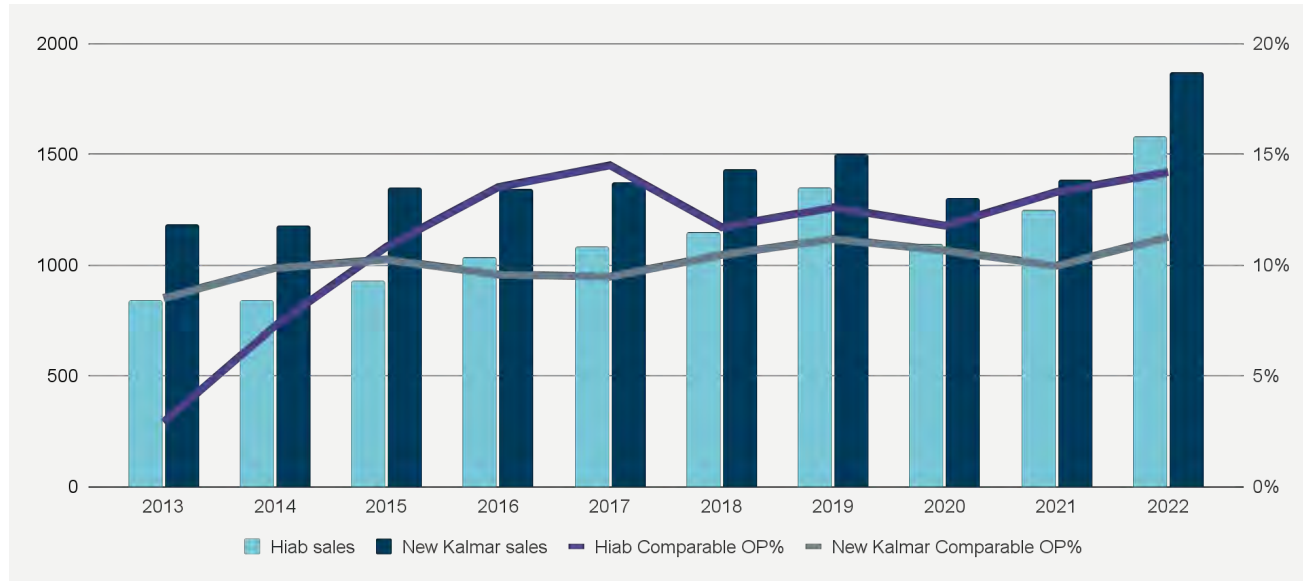
NON-CORE BUSINESS*

MEUR



...with both consistently delivering double digit profitability

MEUR

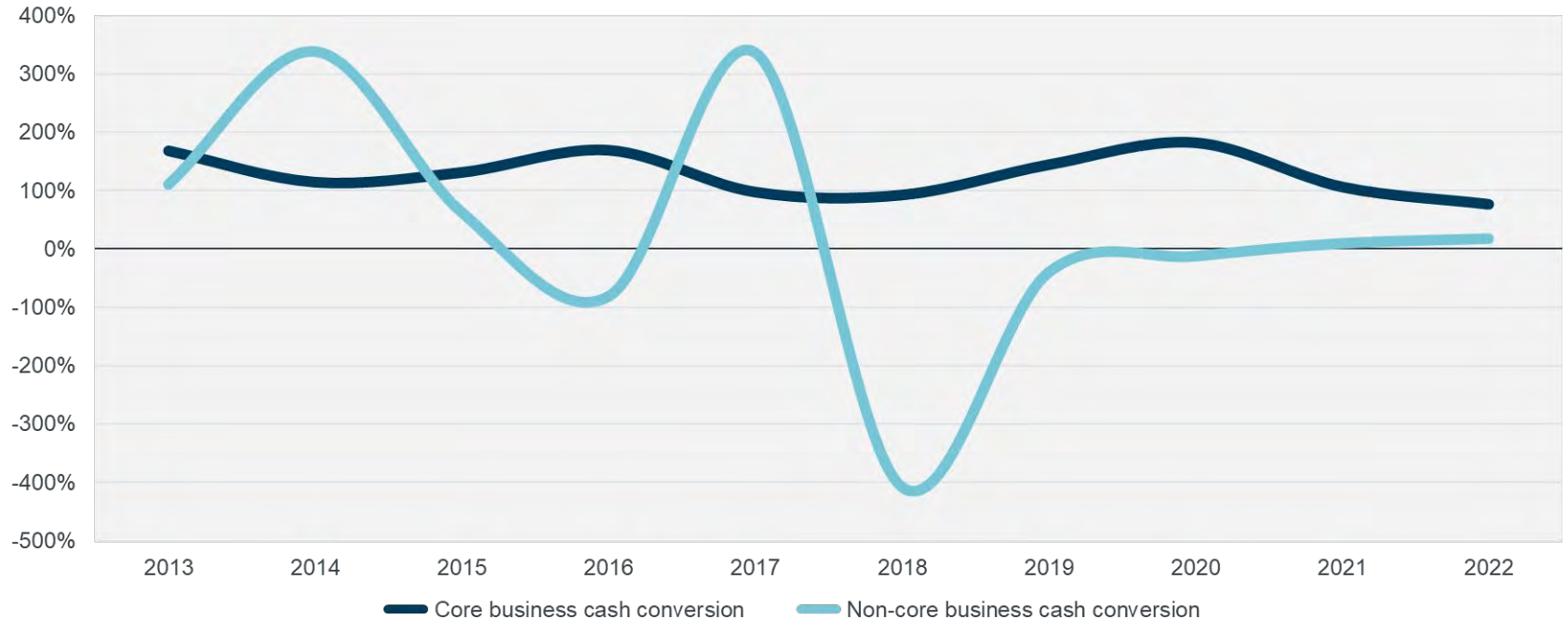


Sales CAGR
2013-2022

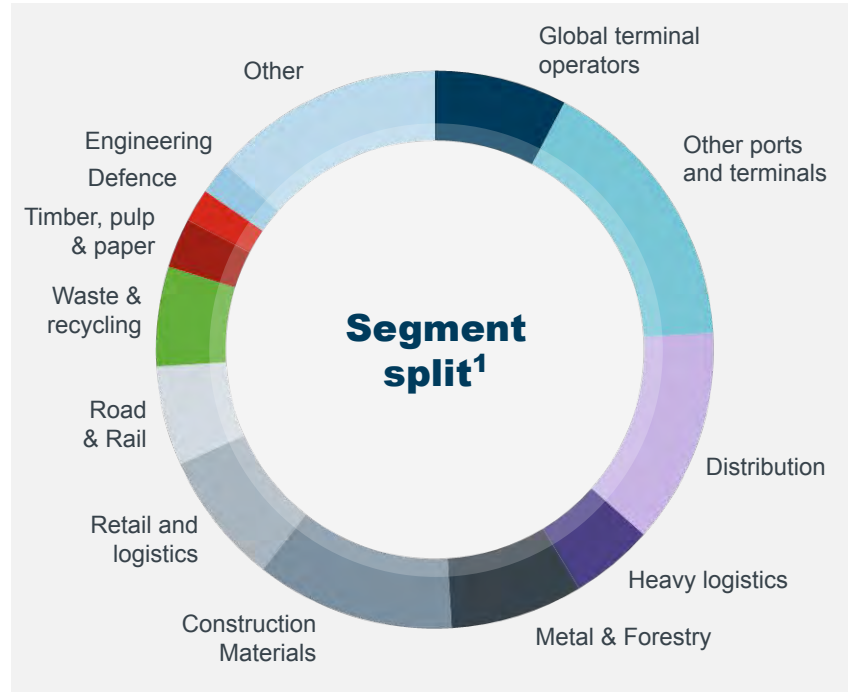
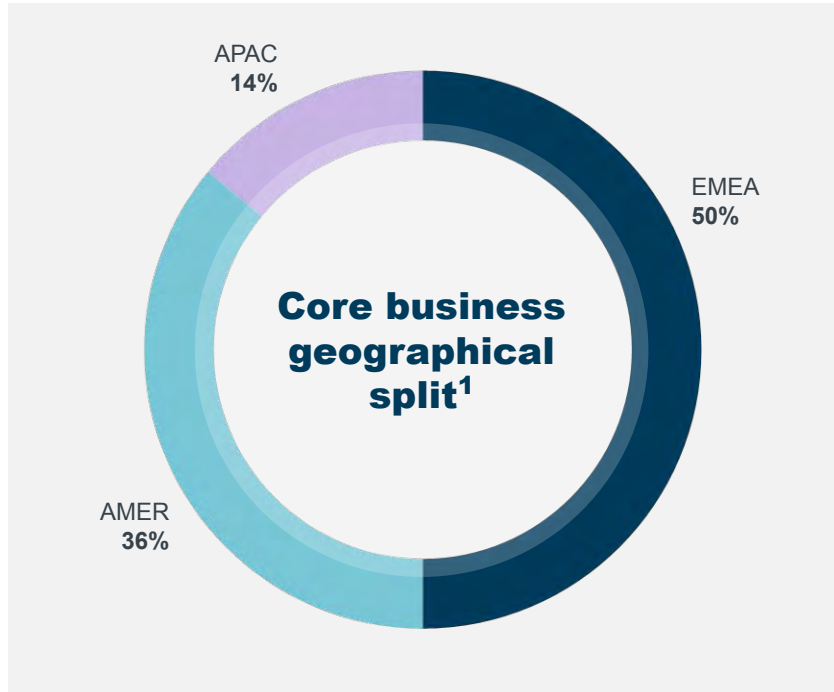
+5%
↗

+7%
↗

Solid cash conversion* in core businesses over the cycle



Well diversified core businesses are in attractive markets and segments



**We want to participate
in solving global
challenges together
with our customers**



By solving our
customers' sustainability
challenges, we will



Make the industry more **sustainable**



Grow faster
than the market



Significantly
improve our
profitability

Our strategy for profitable growth centers on sustainability



Investing in innovation to be sustainability leader



Driving **increasing recurring revenues**



Actively seeking **organic and inorganic growth**



Aiming for **highest ESG standards** in our industry

Strong market positions

Leading brands

Leadership & people

We will continue investing in innovation to be the sustainability leader in our industry



80 MEUR
of R&D
investments
annually¹

Focus on
electrification,
robotics and
digitalisation

Helping
customers with
**operator
shortage** and
**emission
reduction**

Accelerating eco
portfolio growth
>90%
Since 2017²

We drive increasing recurring revenues when we serve our customers



Fast growing and highly profitable service business

5%
CAGR¹

180 MEUR
COMPARABLE OPERATING PROFIT²

920 MEUR
SALES²

Accelerated growth from digitalisation and spare part capture rates

Focus on equipment businesses with short replacement cycle

New recurring revenue models

We have multiple organic and inorganic growth opportunities



GROWTH FOCUS	ORGANIC	M&A
Strengthening our portfolio and filling white spots in the offering	✓	✓
Eco portfolio	✓	✓
New services related to our core offerings	✓	
New applications for our products	✓	
Enter new developing markets	✓	✓
Seek to grow in adjacent segments		✓

PORTFOLIO CRITERIA

Market

Adjacent
to core
businesses

Growing

Niche

Business

Recurring
Equipment
business

High
technology

Service
potential

Attractive
market
position

**Capability to fill
the performance targets**

We aim for highest ESG standards in our industry
and we have solid foundation in place



E

ENVIRONMENTAL

**Our
promise**

1.5°
commitment

Proof

SSAB
collaboration



S

SOCIAL

Safe and inclusive
value chain

Kalmar AutoStrad Smart Safety

G

GOVERNANCE

Transparent and
ethical governance

Management remuneration tied
to sustainability performance

Cargotec's performance targets for its core businesses

Eco portfolio: double sales growth
compared to traditional products

Sales growth faster than market¹

Reduce CO₂ emissions in our value chain²

2025: **-25%**

2030: **-50%**

Comparable operating profit

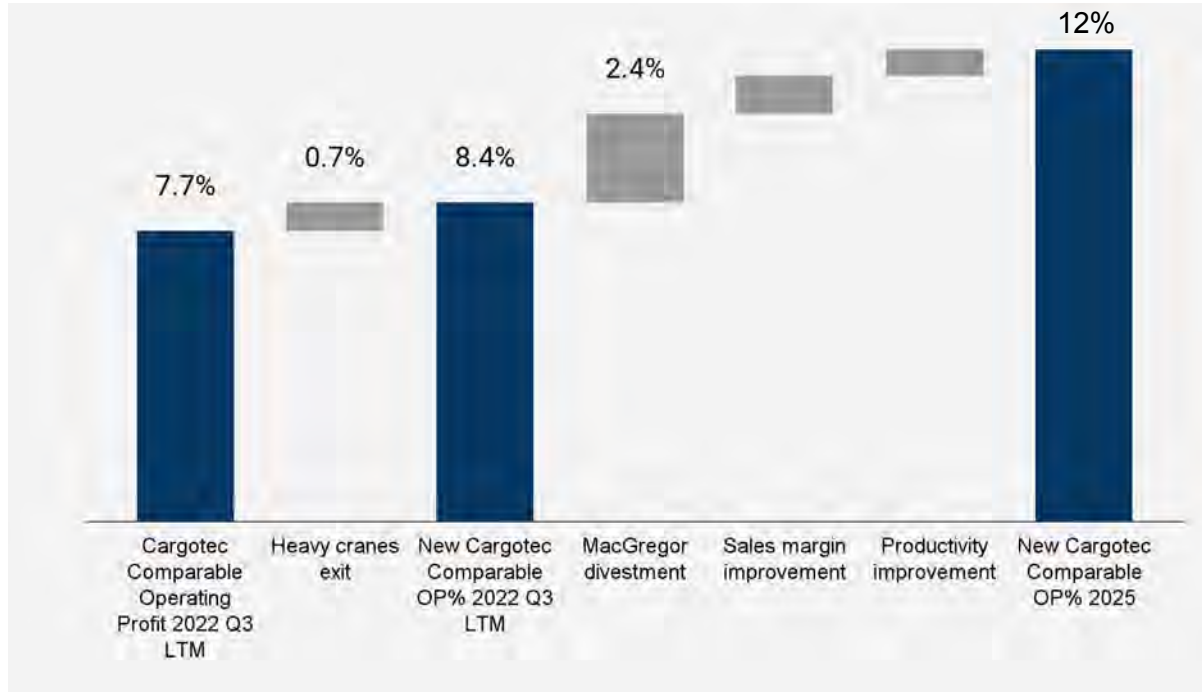
2025: **12%**

2030: **15%**

Growing dividend
30-50% EPS

Gearing below
50%

These are the key levers for higher performance up to 2025



Levers for higher profitability:

Sales margin improvement

- › Supply chain developments
- › Service growth (capture rates, digital solutions, eCommerce)
- › Eco portfolio sales growth

Productivity

- › Kalmar, Hiab and shared services operational excellence programs, investments in assembly operations

An investment in Cargotec is an investment in a more sustainable future

Growing by making customer's operations **more sustainable**

Business in diversified **attractive growth** segments and markets

Significant installed base for growing service business

Solid track record of delivering 5% annual growth and 10% EBIT

Dividend policy **30–50%**, growing annually

Safeguarding our profitability and emerging stronger

Continuous profitability improvements, continued R&D investment and service business growth

Scenario
planning
actions

Planned fixed cost saving actions to target **50 MEUR** annual savings in Cargotec group, Kalmar and Hiab*

Funding the growth journey

Solving customers' sustainability challenges with high quality and innovative solutions

Safeguard profitability

Above 10% comparable operating profit in core businesses

Emerge stronger and more resilient

Committed to sustainability and profitable growth

*subject to local legal requirements and works council consultations

In parallel with the planned new cost savings, we are executing MacGregor turnaround

Scenario planning actions

Planned fixed cost saving actions to target 50 MEUR annual savings in 2024*

- 10 MEUR in the group functions
- 20 MEUR in Kalmar
- 20 MEUR in Hiab
- 50% of the saving would be achieved from reduction of maximum of 350 roles globally
- Estimated one-off costs 20 MEUR
 - Costs would be booked above comparable operating profit
 - Booking of the costs is dependent on the timing and outcome of the personnel negotiations

MacGregor turnaround

Ongoing restructuring of MacGregor's offshore business to target 23 MEUR annual savings

- 14 MEUR to realise already in 2023, additional 9 MEUR in 2024
- Reduction of 280 roles in sequences
- Estimated restructuring costs approximately 20 MEUR in 2023

*subject to local legal requirements and works council consultations



Announced on 27 April 2023:

Cargotec plans to separate Kalmar and Hiab

Disclaimer

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The Information includes estimates relating to the benefits expected to arise from the planned partial demerger, which are based on a number of assumptions and judgments. The assumptions relating to the estimated benefits arising from the planned partial demerger are inherently uncertain and are subject to a wide variety of significant business, economic, regulatory and competitive risks and uncertainties that could cause the actual benefits arising from the planned partial demerger to differ materially from the estimates in this presentation. Further, there can be no certainty that the planned partial demerger will be completed in the manner and timeframe described in this presentation, or at all. 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.



“

Cargotec Board has decided to investigate and initiate a process to potentially separate its core businesses Kalmar and Hiab into two focused world-leading standalone listed companies to unlock shareholder value

Unlocking shareholder value

- » Cargotec is planning to separate Kalmar through a partial demerger
- » The separate listing of Kalmar on Nasdaq Helsinki is expected to take place in 2024
- » In parallel, Cargotec's focus remains to continue looking for a solution for MacGregor during 2024
- » If the planned actions are completed, there would be three separate businesses, Kalmar, Hiab and MacGregor (ref. to announcement in Nov. 2022)
- » The planned actions would be subject to shareholder approval and normal local legal requirements and works council consultations

“

The purpose of the planned partial demerger is to carry out the separation of Kalmar and Hiab and unlock shareholder value by allowing both businesses to pursue sustainable profitable growth opportunities independently.

Strategic rationale of the planned separation: Logical next step to capture full business potential

- 1 Unlocks the full potential** of Kalmar and Hiab with more distinctive strategies and investment stories
- 2 Increases attractiveness** and facilitates fair valuation of the businesses with currently limited cross-selling and operational synergies
- 3 Allows faster organic and inorganic growth** thanks to a more tailored capital allocation strategy and flexible access to external capital
- 4 Enhances Kalmar's and Hiab's business performance** through higher agility, decisiveness and stronger management focus
- 5 Simplifies structures and improves the governance** of the separate businesses and provides greater transparency and accountability

Limited overlap between the businesses – across end-markets, sales & distribution channels and technological focus



Technology forerunner in container handling and heavy logistics with strong market positions, geared to grow by making the industry electrified and more sustainable

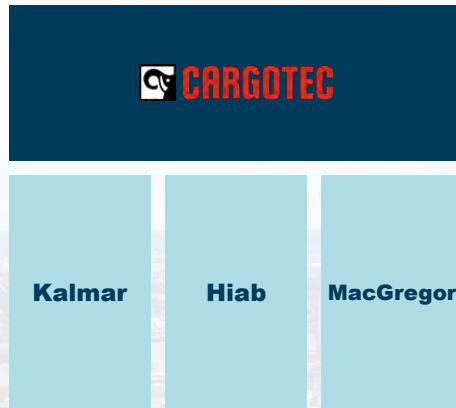


Industry pioneer in on-road load handling with a strong track record of profitable growth and attractive M&A potential



Plan is to create two standalone listed companies

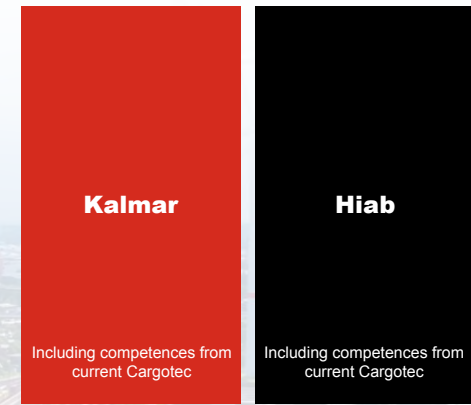
Today



Intended transition period 2023–2024

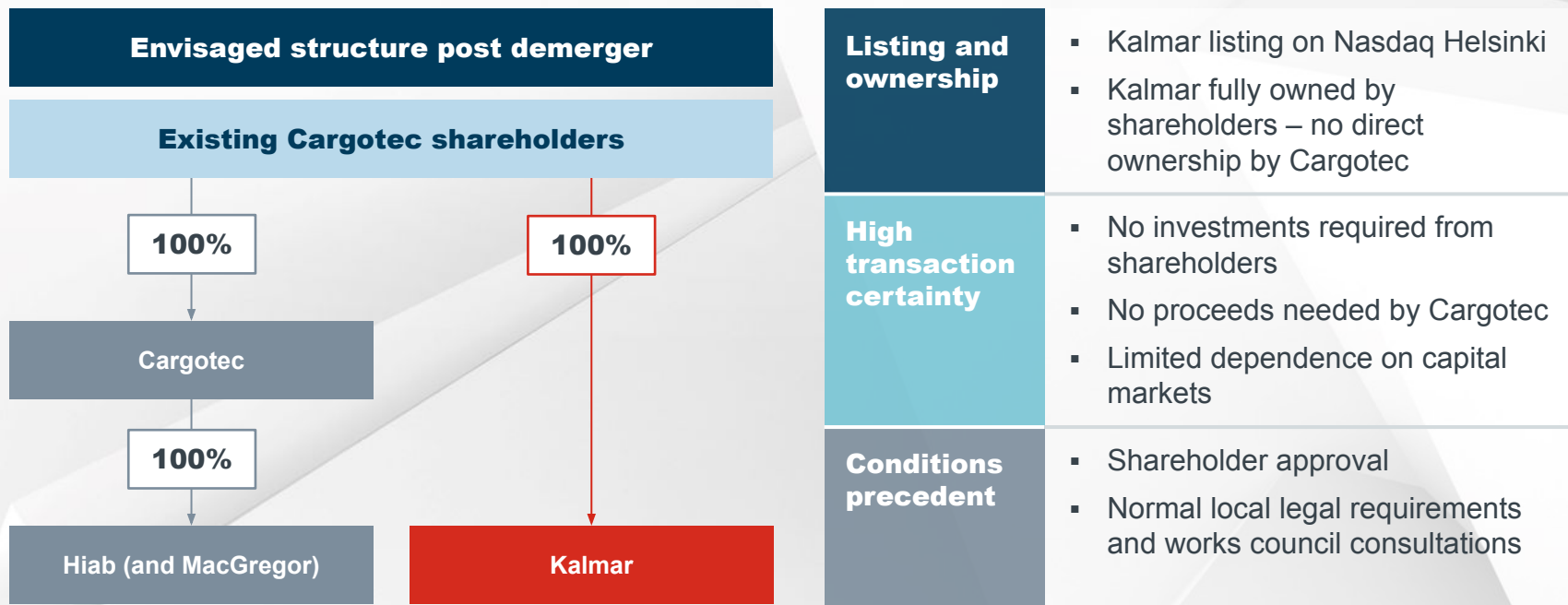


Targeted structure 2025+



Structure of the planned transaction

Post transaction (and MacGregor divestment) Kalmar and Hiab would be separate standalone businesses



Next Steps And Time Plan*

Provided the shareholders decide to proceed with the process

April 2023	<ul style="list-style-type: none">▪ Cargotec Board of Directors has decided to investigate and initiate a process to potentially separate its core businesses Kalmar and Hiab into two standalone companies
During 2023-24	<ul style="list-style-type: none">▪ Cargotec Board of Directors to approve the partial demerger plan▪ More information on the businesses and process provided▪ Shareholders meeting to resolve on the demerger
During 2024	<ul style="list-style-type: none">▪ Standalone Kalmar listing on Nasdaq Helsinki▪ Continued focus on looking for a solution for MacGregor
2025 onwards	<ul style="list-style-type: none">▪ Kalmar and Hiab separately listed companies

*subject to change

Announced leadership positions and proposed Board positions in potential standalone Kalmar



Jaakko Eskola

b. 1958
Chair of Cargotec's Board
Chair of Demerger Committee



Teresa Kemppe-Vasama

b. 1970
Member of Cargotec's Board
Member of Demerger Committee
Proposed member of
Kalmar's Board



Tapio Kolunsarka

b. 1975
Member of Cargotec's Board
Member of Demerger Committee
Proposed member of
Kalmar's Board



Sami Niiranen

b. 1972
President, Kalmar as of
May 2024 at the latest
Proposed President and CEO
of Kalmar



Sakari Ahdekivi

b. 1963
CFO, Kalmar

“

The purpose of the planned partial demerger is to carry out the separation of Kalmar and Hiab and unlock shareholder value by allowing both businesses to pursue sustainable profitable growth opportunities independently.



Appendix



Kalmar

Kalmar is in unique position to benefit from the growth prospects in electrification

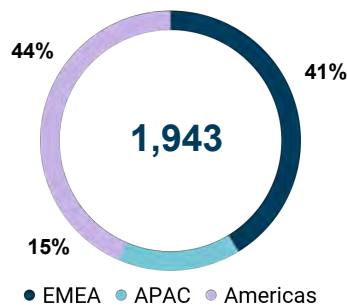
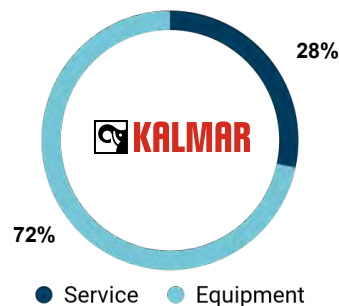
Kalmar is the global leader in sustainable cargo handling for ports, terminals, distribution centres and heavy industry.

Number of personnel
5,012

Sales
MEUR 1,943

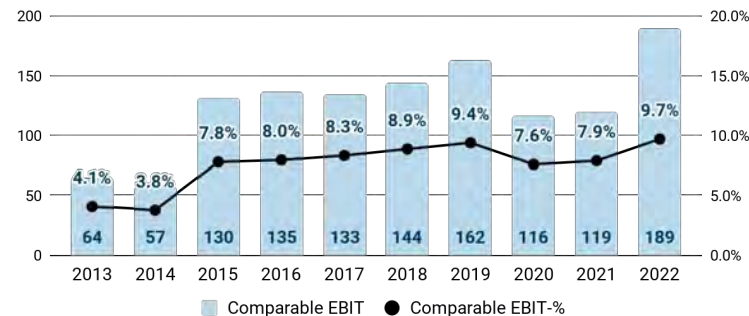
Service and software sales
(% of sales)

Geographical sales split



Development of historical financials

MEUR





Setting the standards
in counterbalanced
container handlers



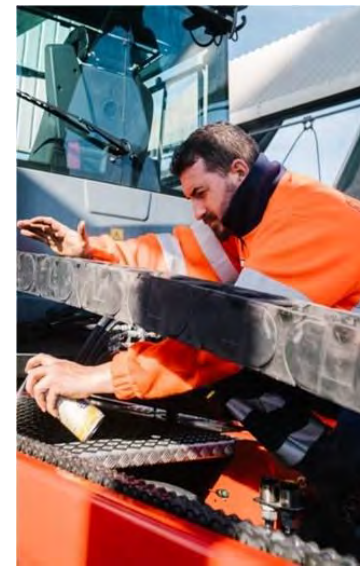
Most selling
terminal tractor
in North America



Market leader
in hybrid and electric
shuttle &
straddle carriers



Global leader
in Bromma
spreaders



Lifecycle services
and parts for all
customer segments

A leading brand in mobile equipment, horizontal transportation and services



Ports &
terminals



Distribution



Forestry



Metal



Heavy
logistics

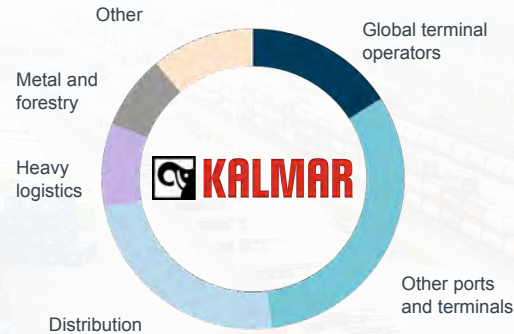
We are serving a large variety of customer segments around the world...

After exiting loss making heavy cranes business, Kalmar is well diversified and profitable...

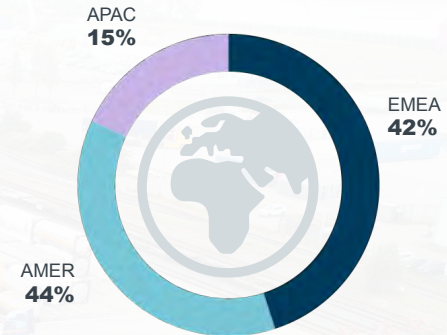
Services share of sales¹



Sales by customer segment, management estimate²



Geographical sales split¹



Sales¹
MEUR 1,868

Average sales growth³
5%

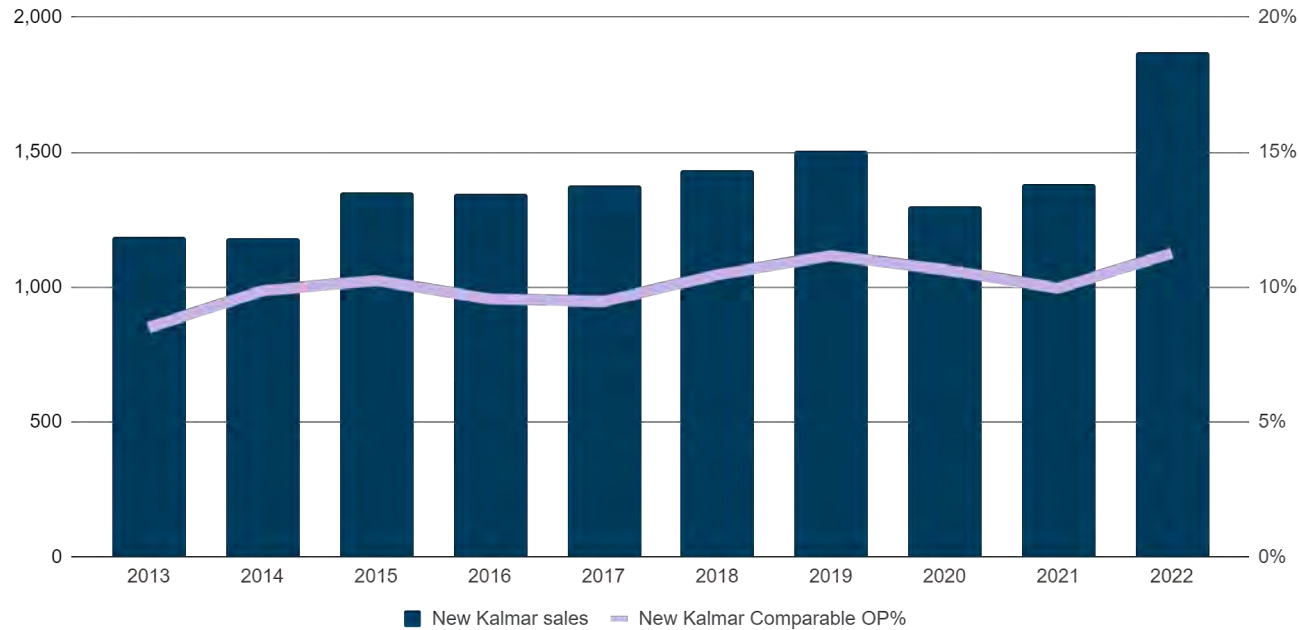
Comparable operating profit¹
MEUR 211 / 11.3%

Operating profit¹
MEUR 198 / 10.6%

Personnel
5,012

...with steady growth supported by a robust replacement market and segment diversification

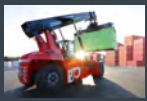





MEUR



Sales CAGR
2013-2022



..and have a leading market position in all core segments

	MARKET SIZE* (EUR million)	KEY SEGMENTS	GLOBAL POSITION & MEDIUM TERM MARKET TREND	KEY COMPETITORS
REACHSTACKERS AND ECH'S 	~900	Ports & Terminals, Heavy Logistics	#1 in Europe →	  KONECRANES
FORKLIFT TRUCKS 	~1,100	Heavy Logistics, Metal, Forestry, Ports & Terminals	#1 in Europe* →	  KONECRANES
TERMINAL TRACTORS 	~1,300	Distribution, Ports & Terminals	#1 in US →	 TICO
BROMMA SPREADERS 	~300	Ports & Terminals	#1 globally →	 ELME 
STRADDLE AND SHUTTLE CARRIERS 	~500	Ports & Terminals	#1 globally →	KONECRANES 
SERVICES 	Large	Ports & Terminals, Heavy Logistics, Metal, Forestry	>25% parts capture rate →	TVH  + Other equipment manufacturers

Kalmar is the only global heavy material handling
equipment supplier with a
fully electric portfolio!

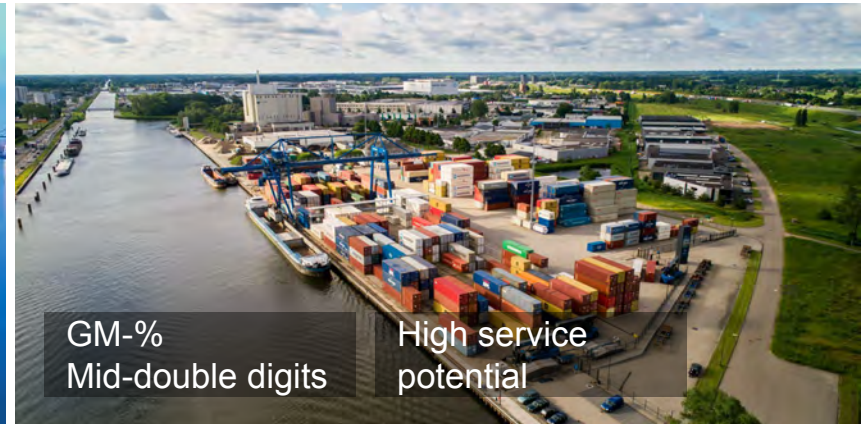


Kalmar's focus is shifting from large terminals to medium and small terminals

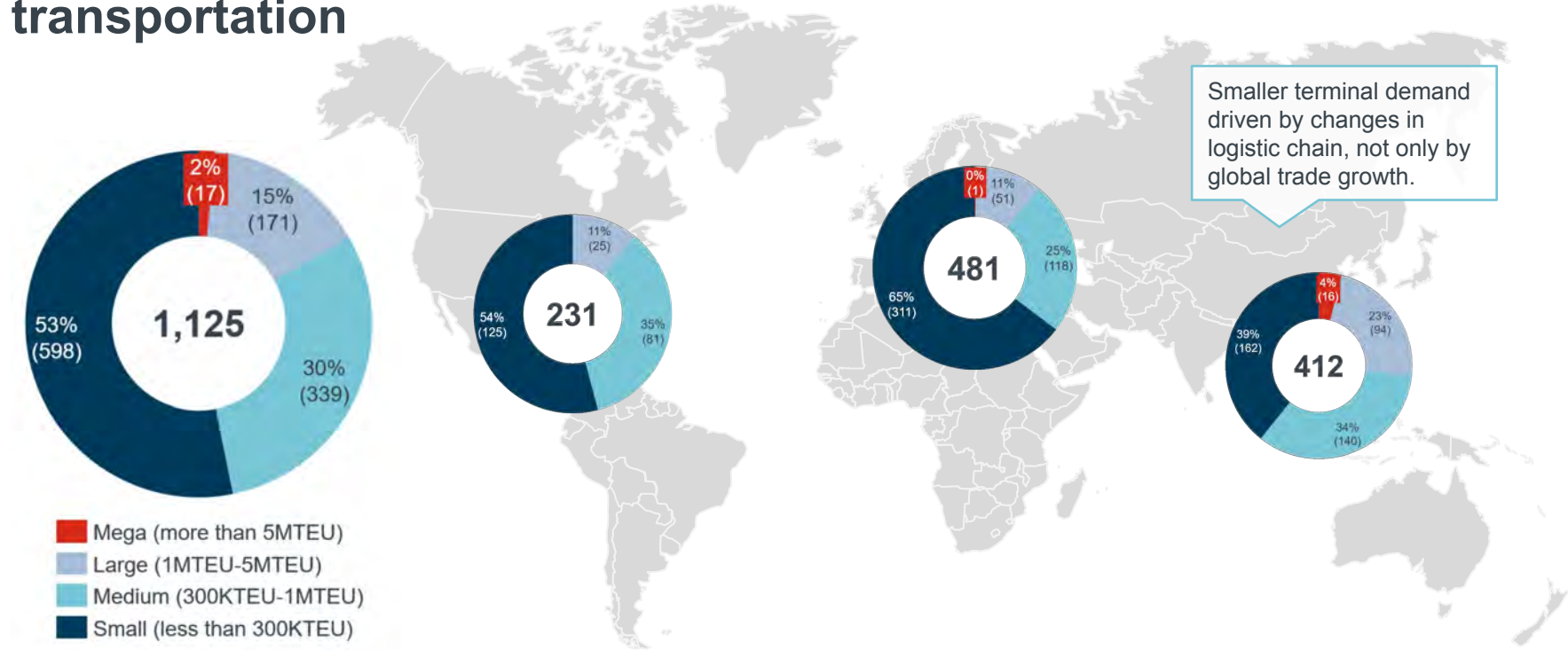
MEGA TERMINALS



MEDIUM AND SMALL TERMINALS



Over 80% of global sea terminals are small or medium sized, driving demand for mobile equipment and horizontal transportation



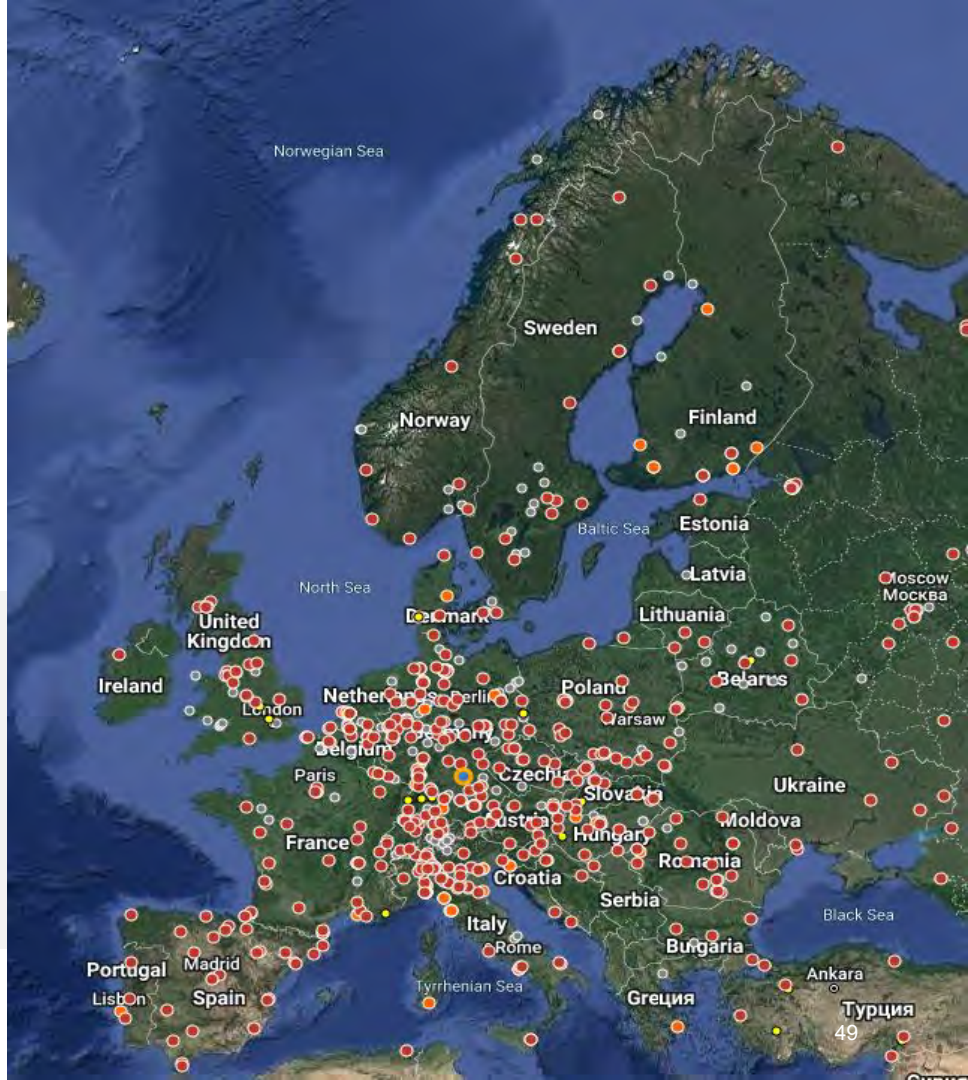
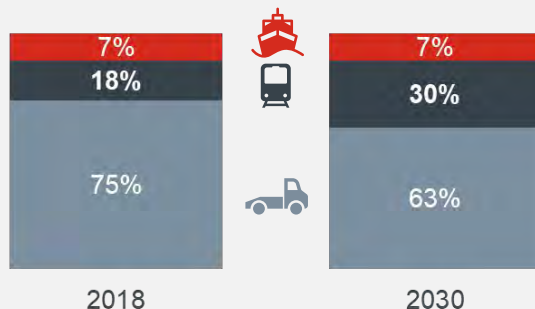
Most of

Europe's +500

intermodal terminals or depots
operate with Mobile Equipment

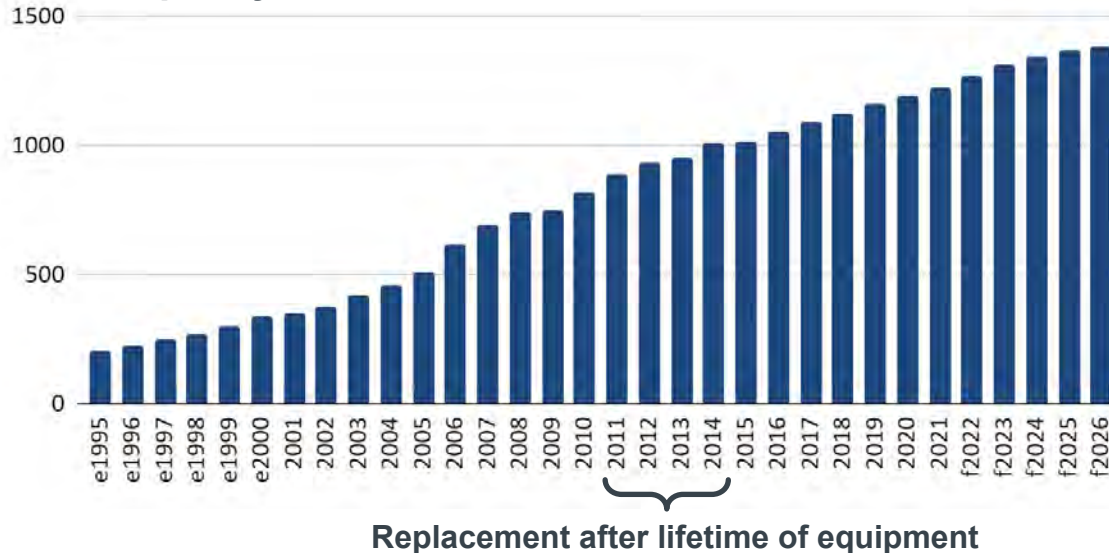
EU has ambition to increase share of rail freight from 18% to 30% by 2030. That would mean doubling the transport volumes on rail and higher utilisation of intermodal terminals and equipment

Land freight
modal share
2018-2030



The current replacement market size for the Kalmar equipment is EUR 2.5B€ annually and the market is expected to double in the next decade

Total Capacity MTEU

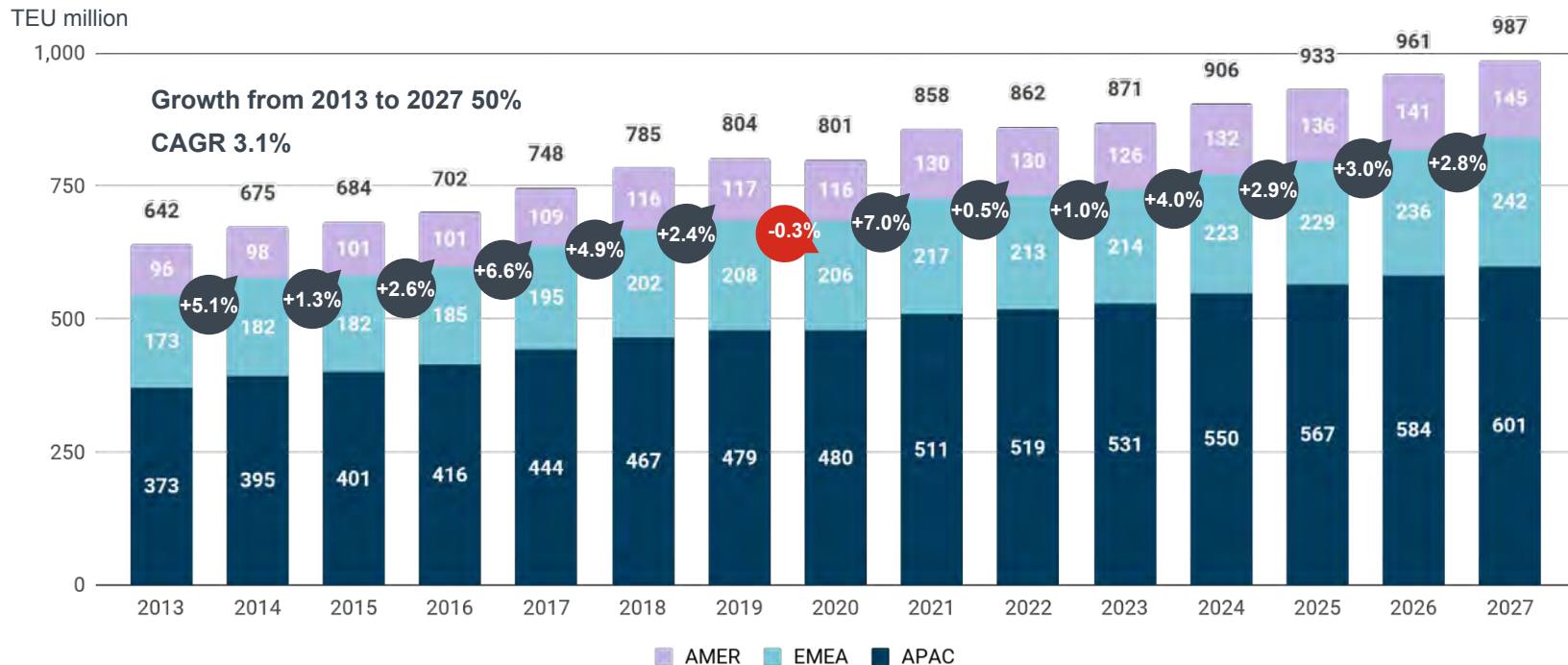


The replacement market will grow in coming years, as the container terminal capacity has expanded significantly during the last two decades.

Average lifetime of type of equipment:

- Straddle Carriers
 - Shuttle Carriers
 - Reachstackers
 - Empty Container Handlers
 - Terminal Tractors
- 8-10 years
- 8 years

Container throughput is estimated to continue to grow



We are seeing

STRONG

development in the Kalmar services

5 year parts
sales CAGR*:
5%

Service sales
are **1/3** of total
Kalmar
revenue

Service OP
growth is
twice that of
sales growth*

Number of
equipment
under service
contracts:
>3700

Share of parts
sold through
e-commerce:
45%

Enabled by 1,300 Kalmar technicians in 35+ countries worldwide &
an active installed base of >65,000 units globally.

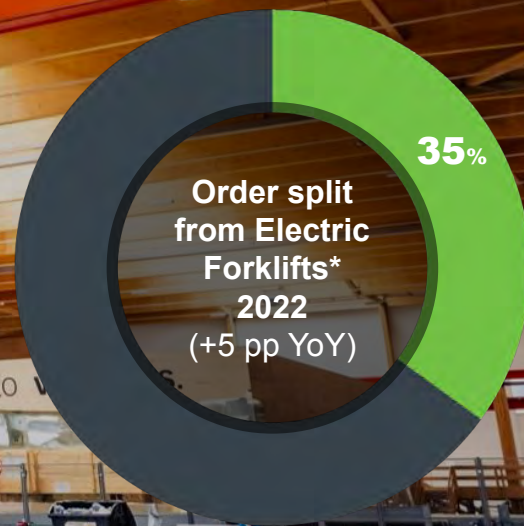
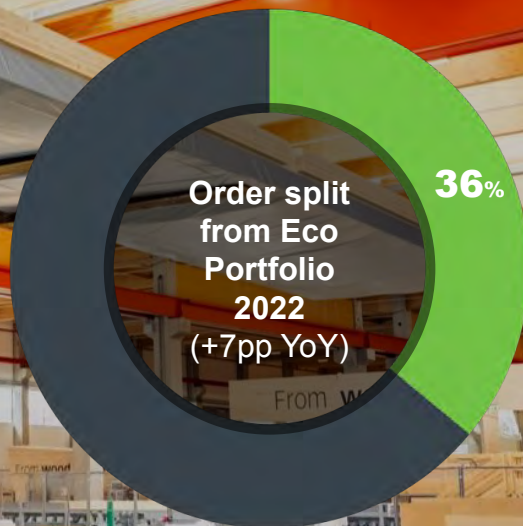
Spare Parts will continue to grow in an Electric Future

Share of electric units in Kalmar installed base



Share of electric units in Kalmar installed base will grow over the decade. Parts potential to stay relatively unaffected during the time frame due to installed base size growth and long mechanical lifetime of our machines.

Eco Portfolio orders are growing



Strong interest in the new

Kalmar Electric Reachstacker

“ The new Kalmar Electric Reachstacker will play a key role in helping us to achieve our target of zero emissions by 2030. Our investments in electrification, hybrid solutions and biodiesel will enable us to reduce our emissions by 56% in 2022.

Kurt A. Ommundsen, CEO Westport Norway

5 year total cost of ownership comparison

89%

Eco reachstacker

100%

Gloria reachstacker

77%

Electric
reachstacker (326
kWh battery)

No charger included

Projected market demand for electric equipment in the next few years



New Kalmar continues on the path of

PROFITABLE GROWTH

GROWING MARKETS

- Robust & growing equipment replacement market
- Increased customer demand for zero emission solutions

FASTER THAN MARKET GROWTH

- Portfolio aimed at growing small/medium sized terminals
- Eco portfolio growth twice that of the traditional products

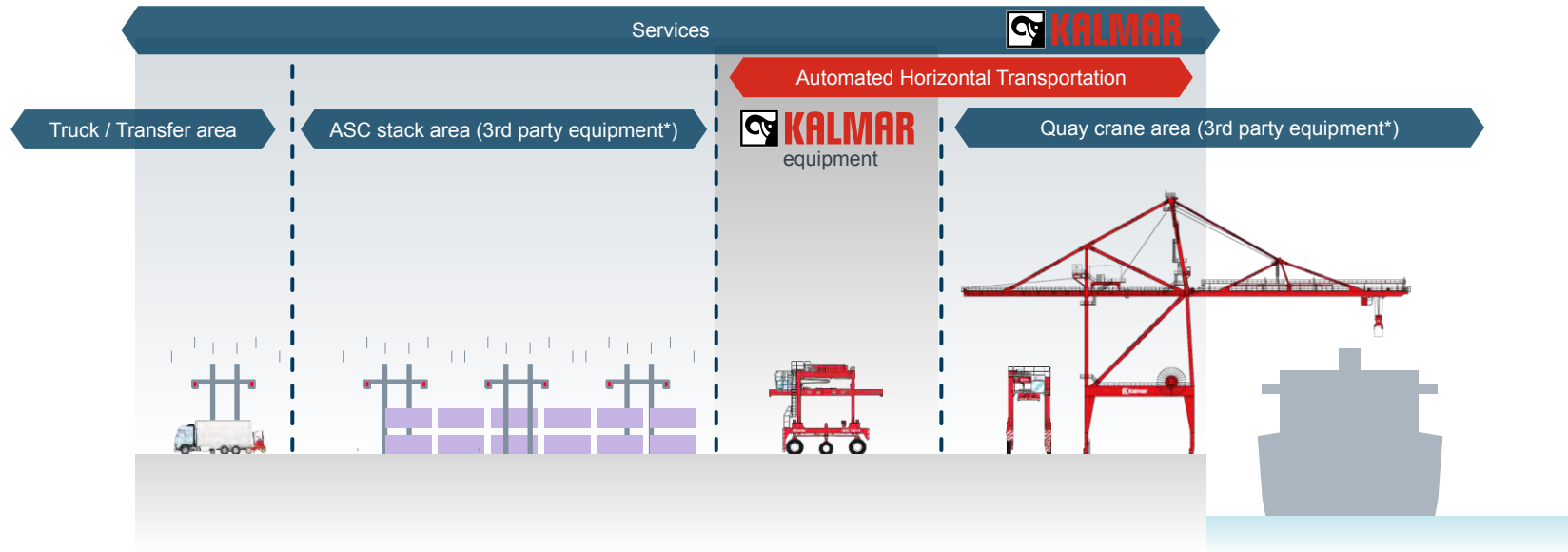
SALES MARGIN IMPROVEMENT

- Increasing service sales and operating margins
- Systematic spare parts capture rate increase

STEP CHANGE IN PRODUCTIVITY

- Operational performance transformation program
- Lean implementation across the organization

Kalmar provides automated horizontal transportation equipment and services for large ports



Hiab



Hiab is a global market leader in on-road load handling solutions

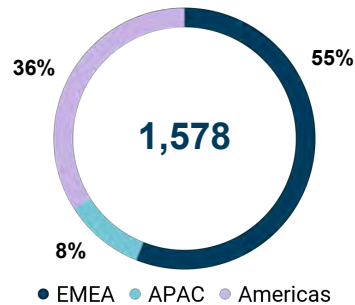
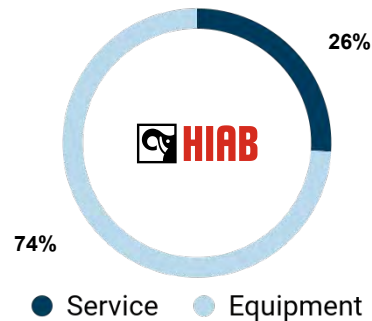
Hiab is the leading provider of smart and sustainable on-road load handling solutions with customers operating in logistics, construction and a variety of industries.

Number of personnel
3,778

Sales
MEUR 1,578

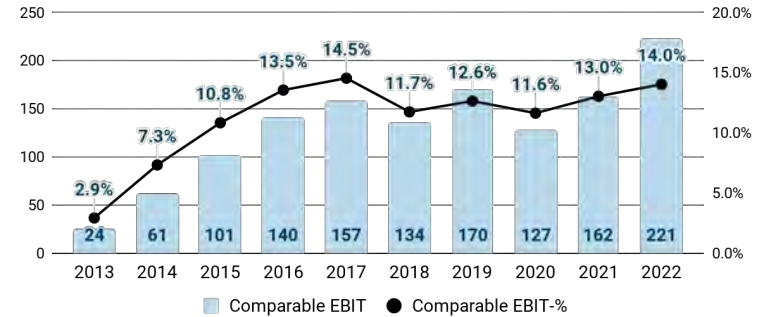
Service sales
(% of sales)

Geographical sales split



Development of historical financials

MEUR



HIAB IS A GLOBAL MARKET LEADER IN ON-ROAD LOAD HANDLING SOLUTIONS

Sales
MEUR 1,578

Average sales growth¹
7%

Comparable operating Profit
221 MEUR / 14.0%

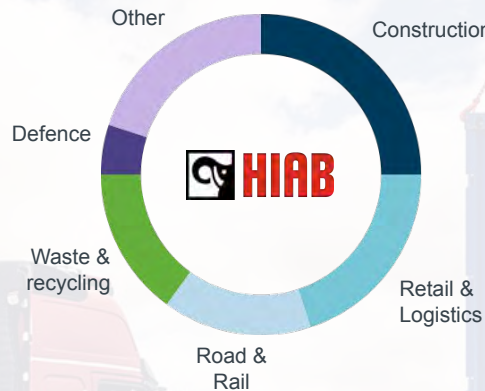
Operating profit
MEUR 217 / 13.8%

Personnel
3,778

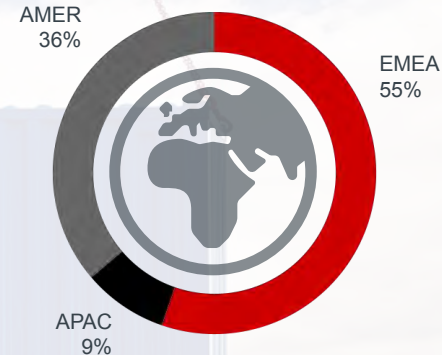
Services share of sales



Sales by customer segment, management estimate²



Geographical sales split



2022 figures

CAGR 2013-2022
2021 figures

MULTI-BRAND STRATEGY WITH MARKET SEGMENT LEADING BRANDS



DEMOUNTABLES

MULTILIFT
GALFAB



TRUCK MOUNTED FORKLIFTS

MOFFETT
PRINCETON



LOADER CRANES

HIAB
EFFER
ARGOS



FORESTRY & RECYCLING

LOGLIFT
JONSERED



TAIL LIFTS

WALTCO
DEL
ZEPRO



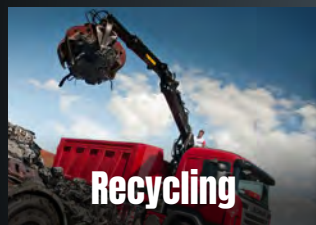
SERVICES

PROCARE
HIPERFORM

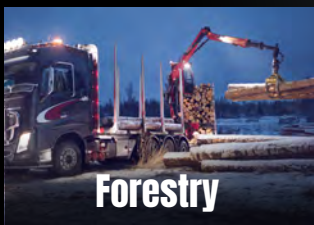
SERVING A LARGE VARIETY OF DIVERSE CUSTOMERS IN ESSENTIAL INDUSTRIES




SINGLE TRUCK OWNER




FLEETS




RENTAL

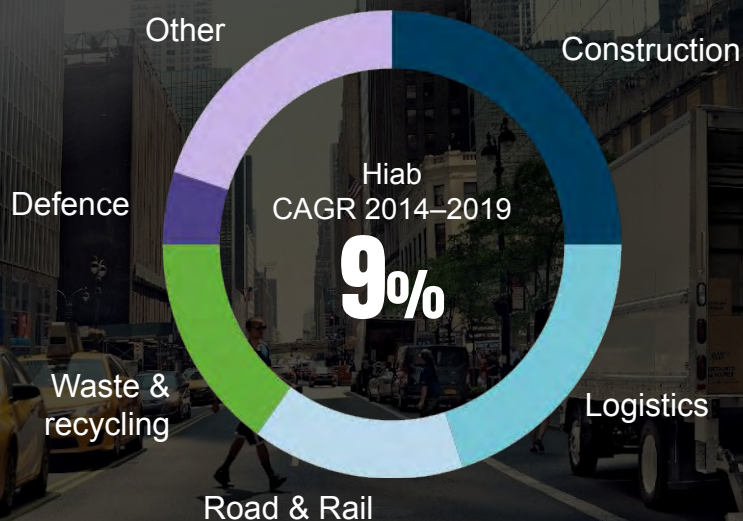


HIAB IS THE LEADER IN THE MARKETS WE OPERATE

	MARKET SIZE* (EUR million)	KEY SEGMENTS	GLOBAL MARKET POSITION	KEY COMPETITORS
DEMOUNTABLES	~770	Waste & recycling, Defence	#1 in World	 
FORESTRY & RECYCLING CRANES	~615	Forestry, Waste & recycling	#2 in world	 
LOADER CRANES	~1,700	Construction, Logistics	#1–2 in the world	 
TAIL LIFTS	~1,200	Retail, Last mile	#2 in US #1 in Nordics	  
TRUCK MOUNTED FORKLIFTS	~315	Last mile, Logistics, construction	#1 globally	
SERVICES	Hiab Installed base 170,000 units	All	>45% capture rate	

WE WILL CONTINUE TO GROW **IN ATTRACTIVE** **AND RESILIENT SEGMENTS**

**UNDERLYING MARKET 2014-2019 GREW BY 1%
WHILE HIAB SALES GREW 9%...**

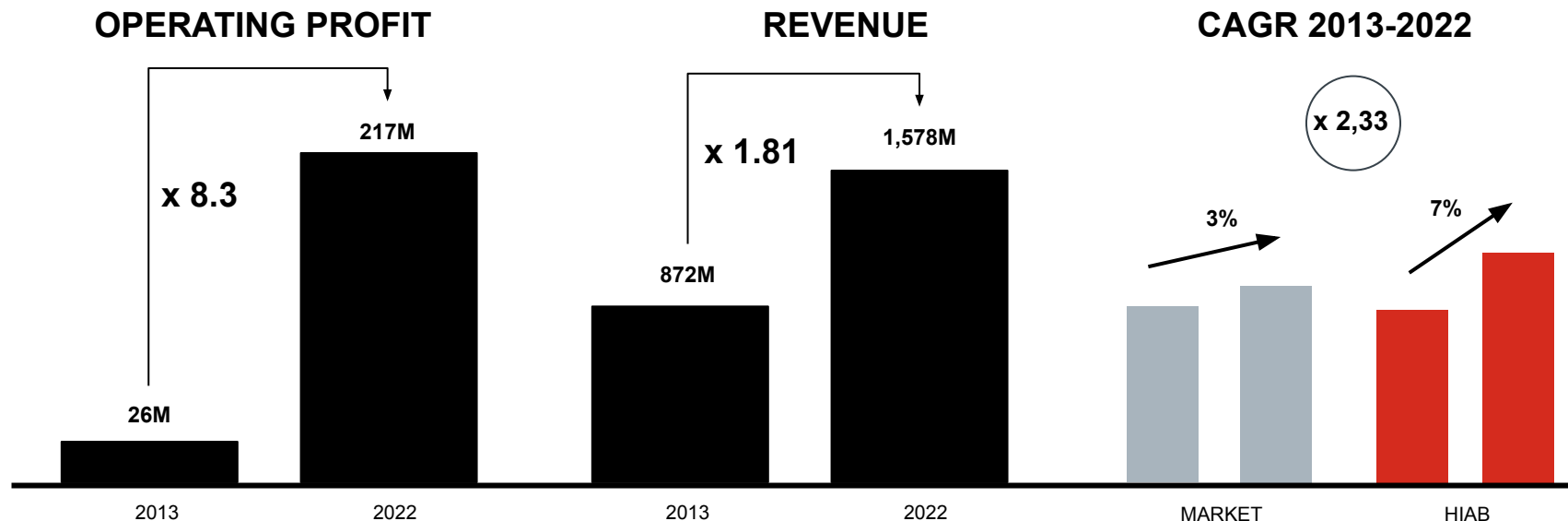


**WE WILL SELECT ATTRACTIVE MARKETS WHERE
WE CAN CLEARLY DIFFERENTIATE**

**UNDERLYING MARKET
CAGR 2022-2025**

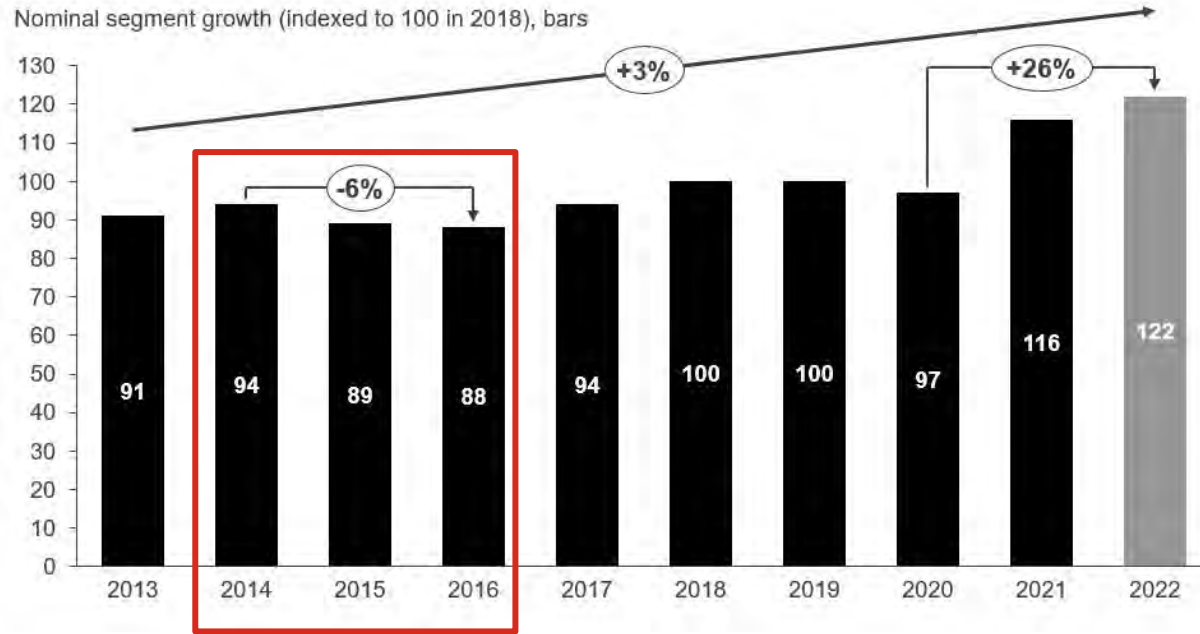
5%

TURNAROUND TO **RESILIENT PROFITABLE GROWTH**

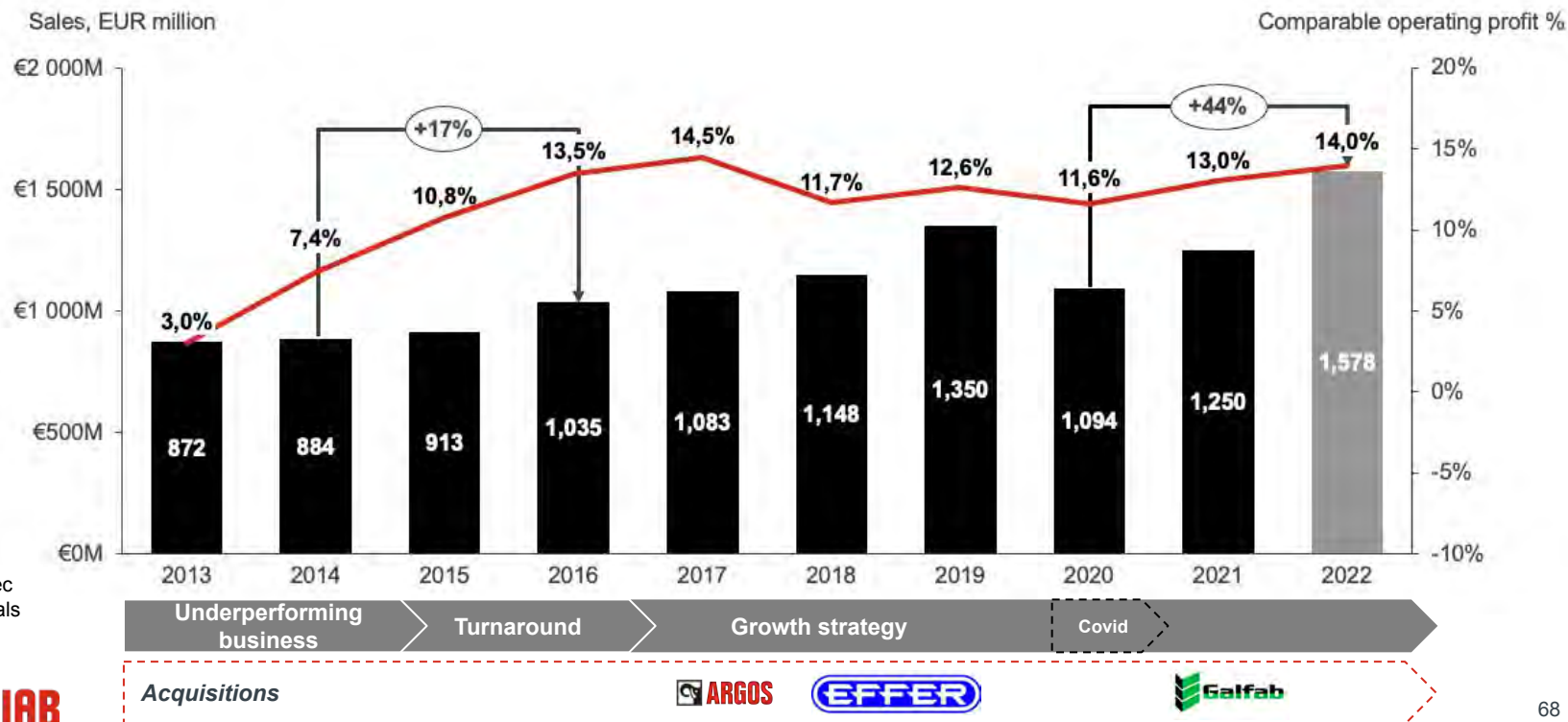


Resilient in COVID-19 period. Double digit returns in last 9 years. 13.8% OP 2022.

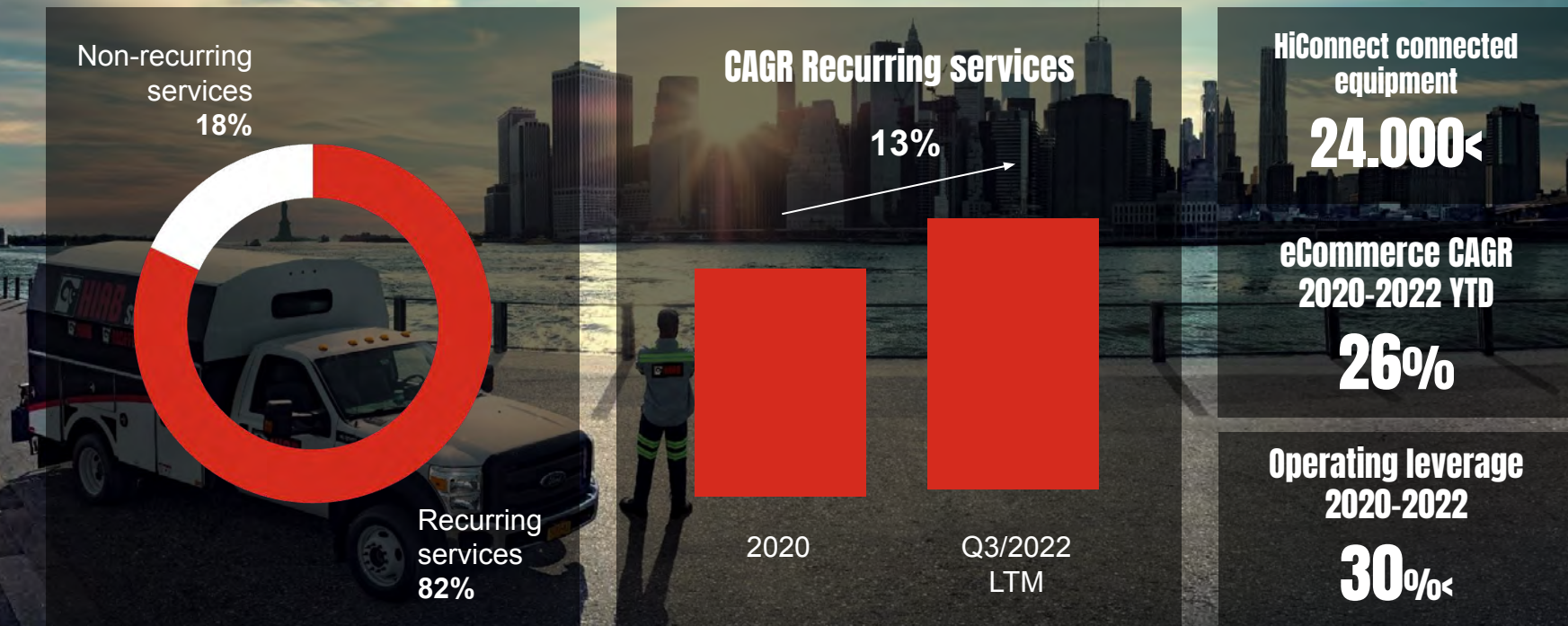
OUR UNDERLYING MARKET HAS GROWN +3% CAGR 2013-2021 WITH A SIGNIFICANT DIP OF 6% IN 2014-2016...



...WHILE WE HAVE PROVEN TRACK-RECORD BY GROWING TWICE THE MARKET GROWTH AND SUSTAINING HIGH PROFITABILITY DURING DOWNTURNS



HIAB SERVICES RESILIENT **PROFITABLE GROWTH**



LOADER CRANES POSSESS GREAT POTENTIAL FOR FURTHER GROWTH AS CUSTOMERS REQUIRE MORE FLEXIBLE SOLUTIONS



ECO PORTFOLIO SALES 23% OF TOTAL REVENUES IN 2022 (JAN-SEP)

ELECTRIC MOFFETTS



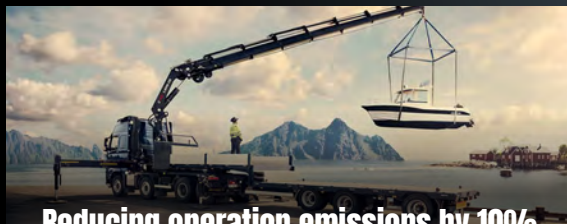
ePTO



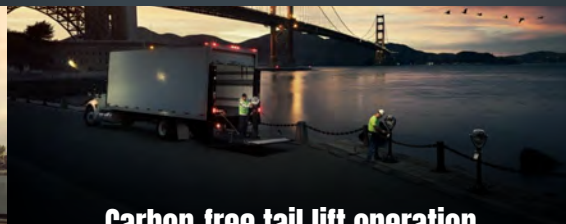
CYCLONE TANK



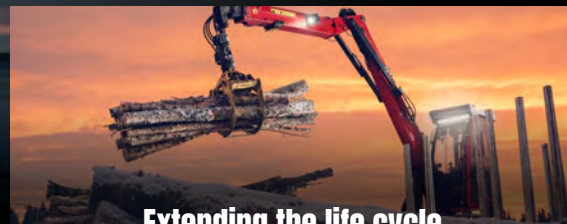
ECO PORTFOLIO GROWTH +225% (Jan-Sep 2022/2021)



VARIABLE HYDRAULIC PUMPS



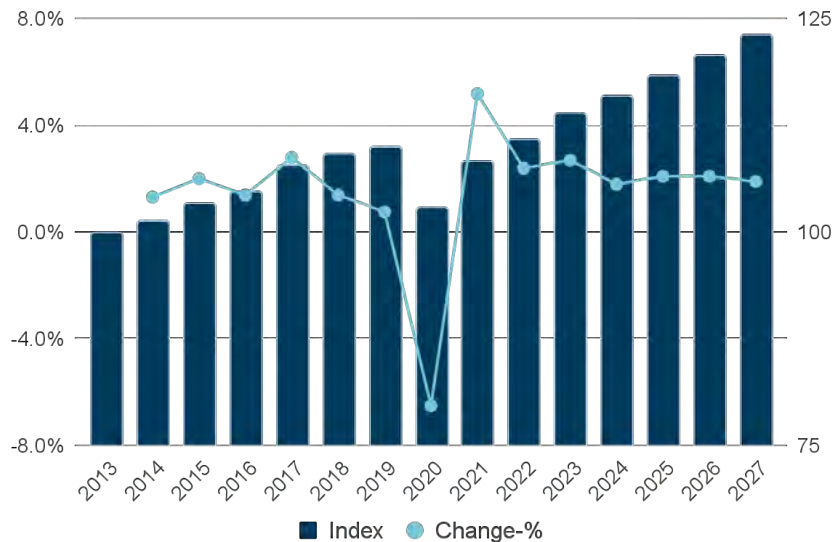
SOLAR CHARGING



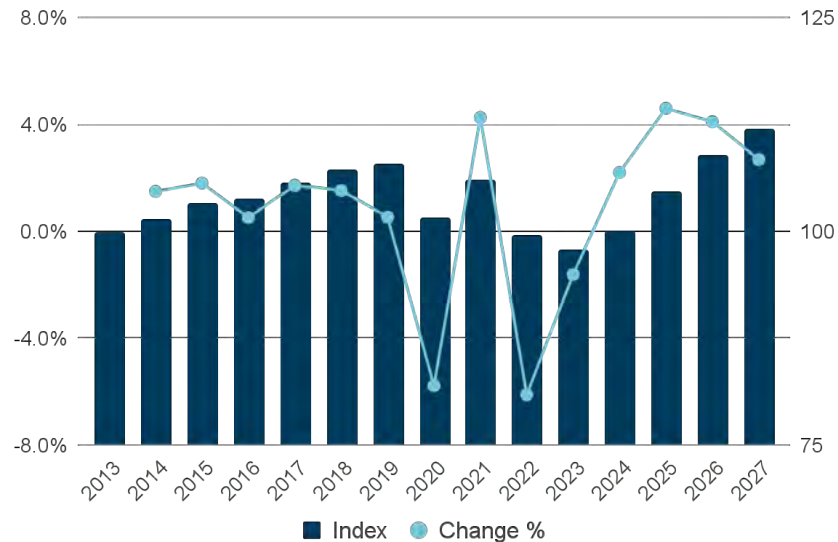
REFURBISHED EQUIPMENT

Construction output driving growth opportunity

EMEA construction output
y/y change (%)



AMER construction output
y/y change (%)



STRONG FOUNDATION **TO DELIVER LONG TERM GROWTH AND VALUE CREATION**

Great business with STRONG BRANDS

**Expanded presence in ATTRACTIVE, FAST GROWING
MARKETS and SEGMENTS**

**Strengthening our resilience and customer
centricity through SERVICE EXCELLENCE**

Building foundation for EXECUTION EXCELLENCE

**Setting industry standard in SAFETY,
PRODUCTIVITY and SUSTAINABILITY**

**Investing in long-term profitable growth
THROUGH INNOVATIONS AND M&A**



MacGregor is a world-leading provider of intelligent maritime cargo and load handling solutions

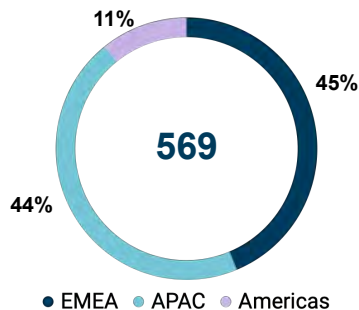
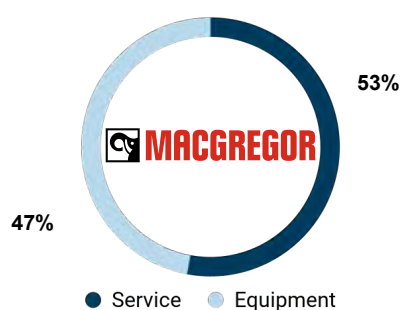
MacGregor is the leader in sustainable maritime cargo and load handling with a strong portfolio of products, services and solutions.

Number of personnel
1,978

Sales
MEUR 569

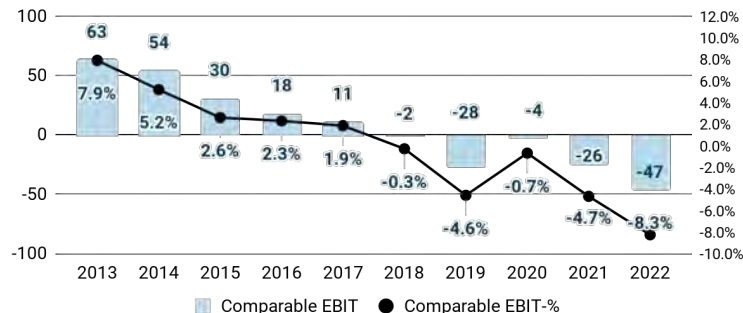
Service sales
(% of sales)

Geographical sales split



Development of historical financials

MEUR



*2022 figures

** definition changed 2021, figures 2020 onwards according to the new definition

MacGregor has strong growth prospects, but does not fit within our refocused strategic direction

Global leader in sustainable maritime cargo and load handling solutions

Strong growth prospects driven by positive cycle development, increasing energy prices, offshore wind growth and carbon capture

Does not fit to our strategic direction due to new focus on recurring businesses

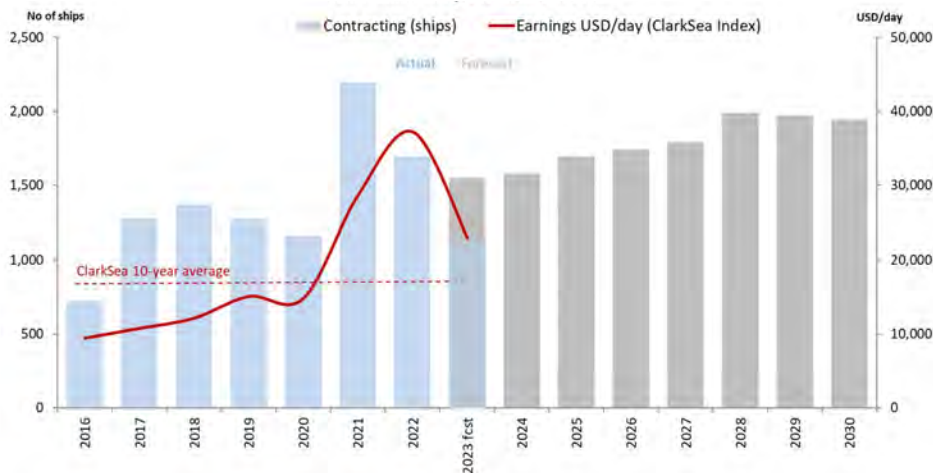
Based on Cargotec's BoD decision on 14 November:

MacGregor will not be part of Cargotec's portfolio in the future but from a value creation perspective, the timing for divestment is not ideal due to financial market uncertainty and early phase of turnaround

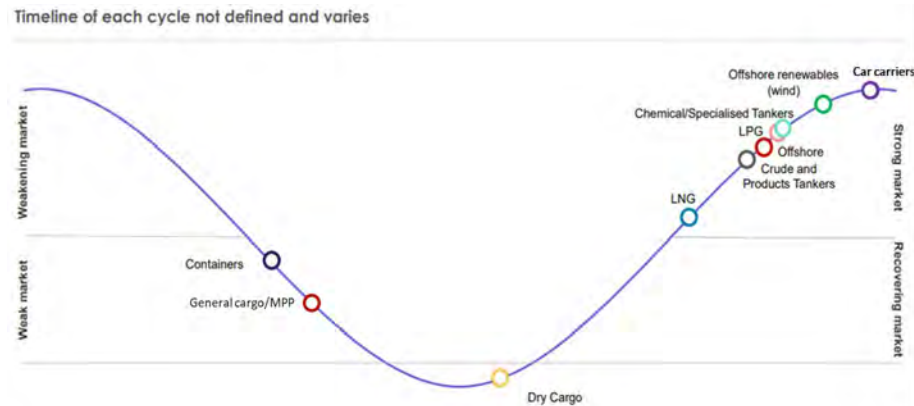


Mixed conditions across shipping segments, MacGregor key segments softening

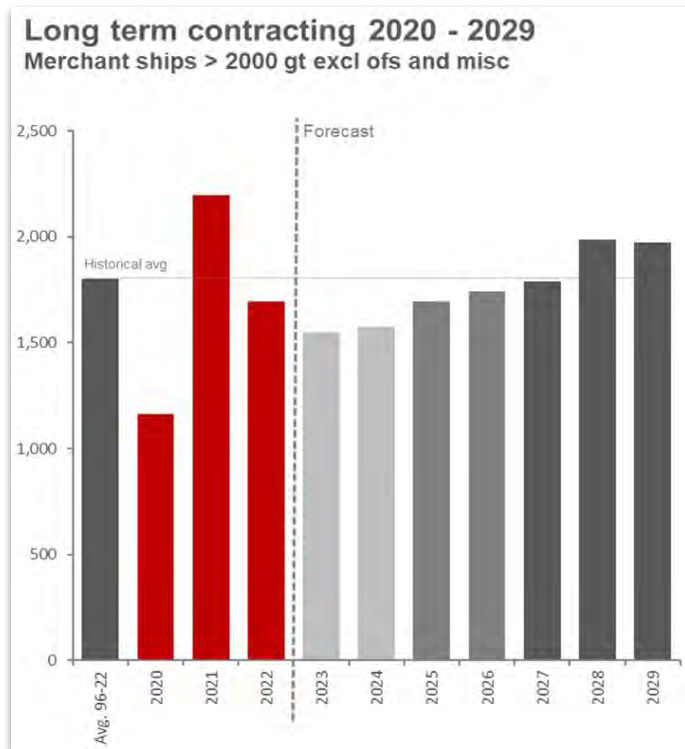
Merchant ships market trends



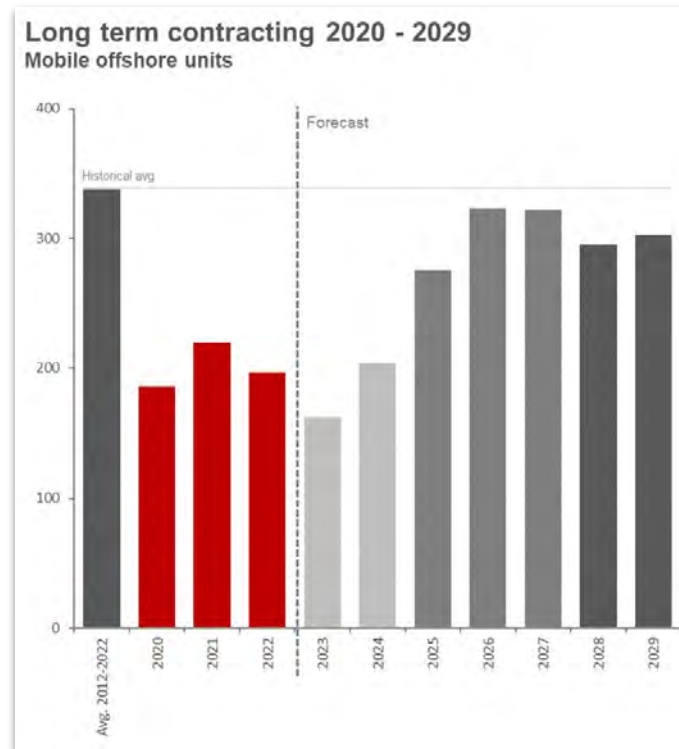
Market cycle position (indicative)



Merchant Ships and Offshore contracting outlook positive



Environmental regulation with accelerating energy efficiency requirement drives merchant ships contracting.



Energy transition and increased energy security requirement drive mobile offshore unit contracting.

Examples of MacGregor offering

Intelligent solutions



RoRo equipment



Hatch covers, container lashings



Services



Electric cranes



Horizon Gangways



Colibri cranes

Recent performance



26 October 2023

Growth continued in sales and profitability

Cargotec's Interim Report January–September 2023

- Casimir Lindholm, CEO & Interim President, Kalmar
- Mikko Puolakka, CFO
- Scott Phillips, President Hiab

- Delayed decision making impacted orders received
- Actions planned to target 50 MEUR cost savings
- Planned separation of Kalmar and Hiab progressing according to plan, Pekka Ala-Pietilä no longer available for standalone Kalmar Board

Highlights of Q3/23 – Comparable operating profit increased in all business areas

Orders received decreased by 20%

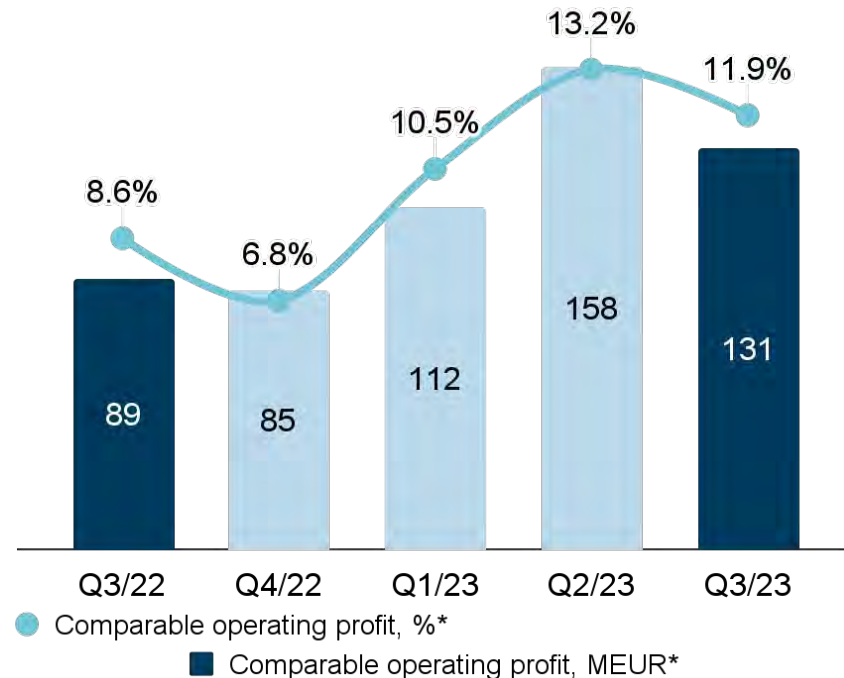
- Decline in all business areas

Sales increased by 6%

- Service sales increased by 3%
- Eco portfolio increased by 13%

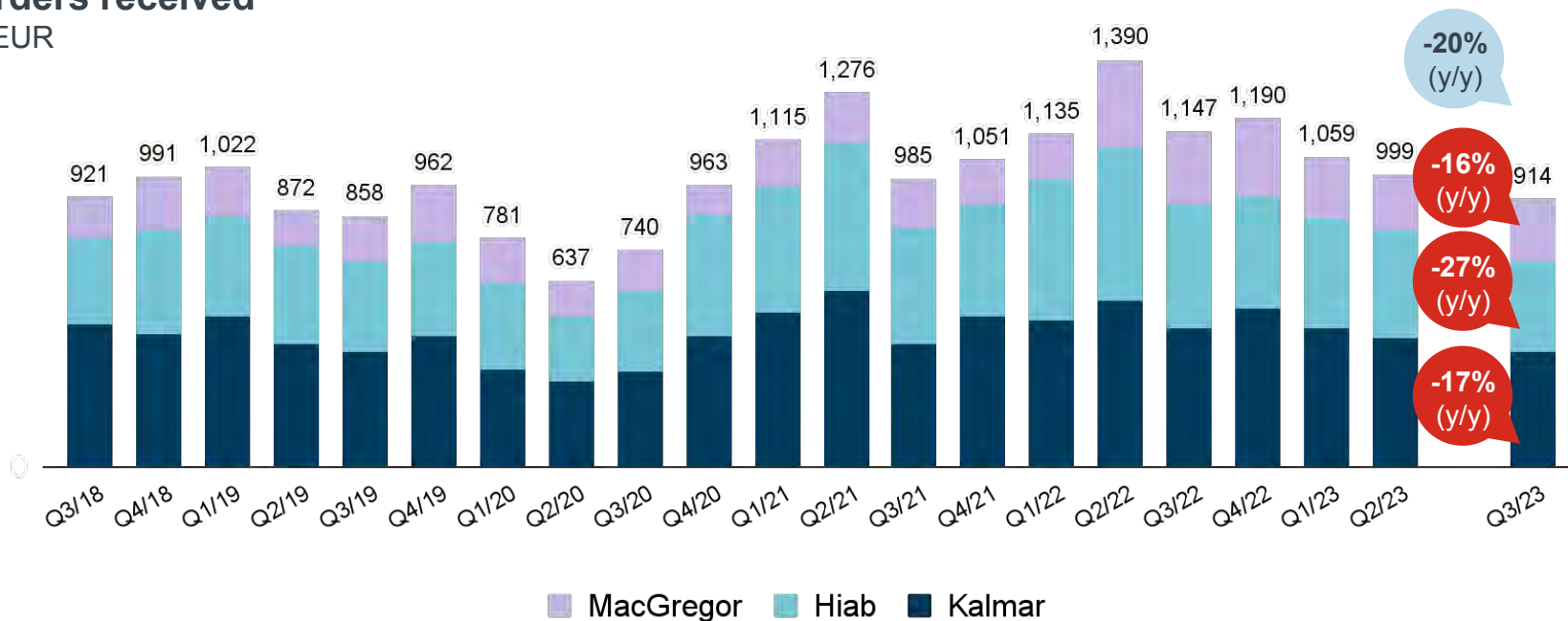
Comparable operating profit increased by 48%

- Kalmar +21 MEUR
- Hiab +12 MEUR
- MacGregor +9 MEUR



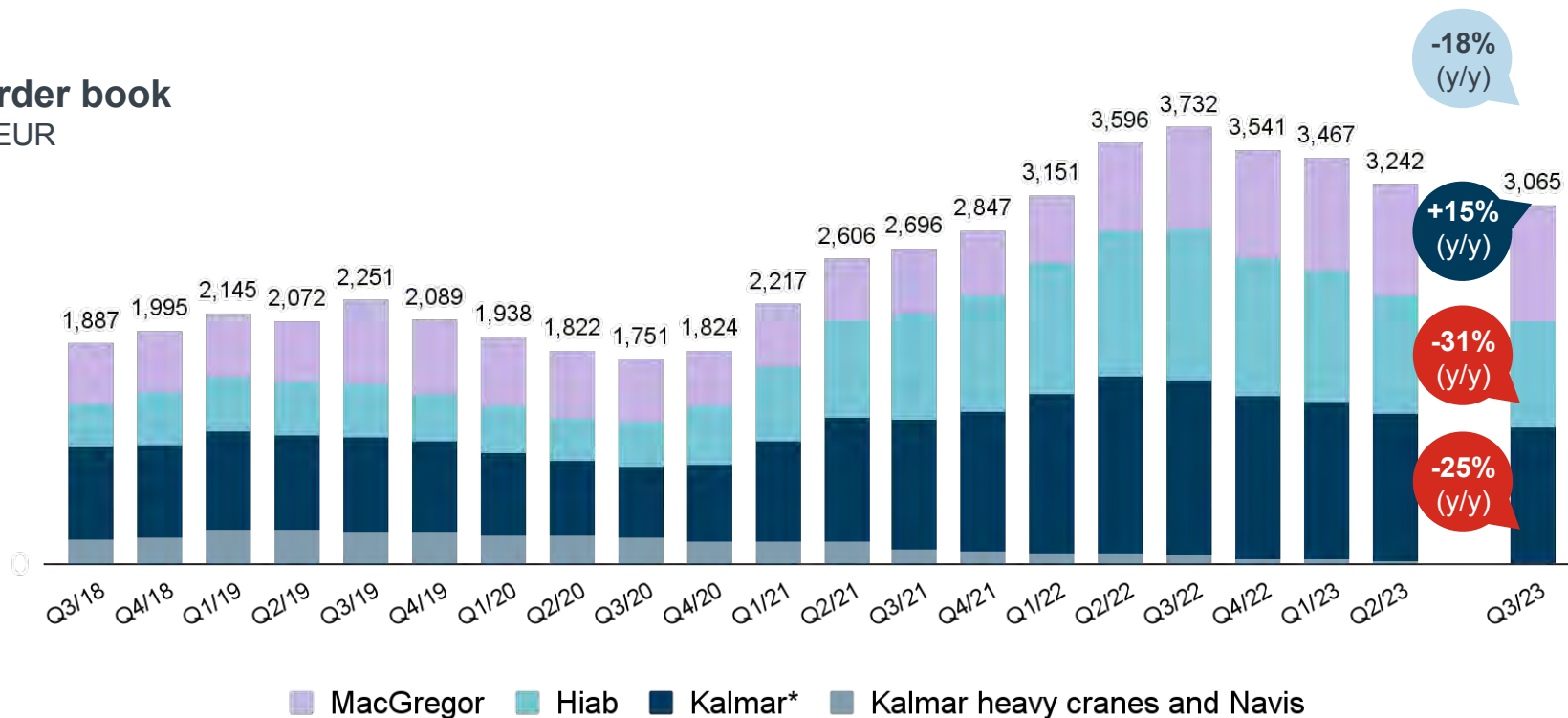
Orders received are back to pre-covid level...

Orders received MEUR



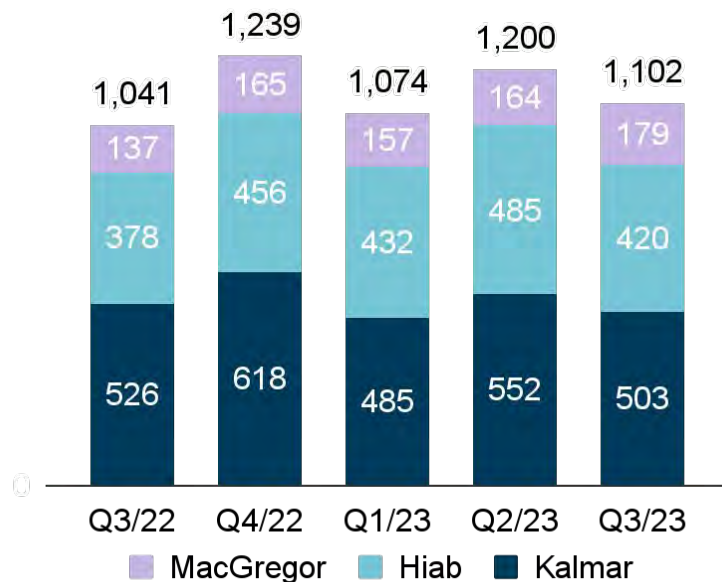
...but order book remains above historical average

Order book MEUR

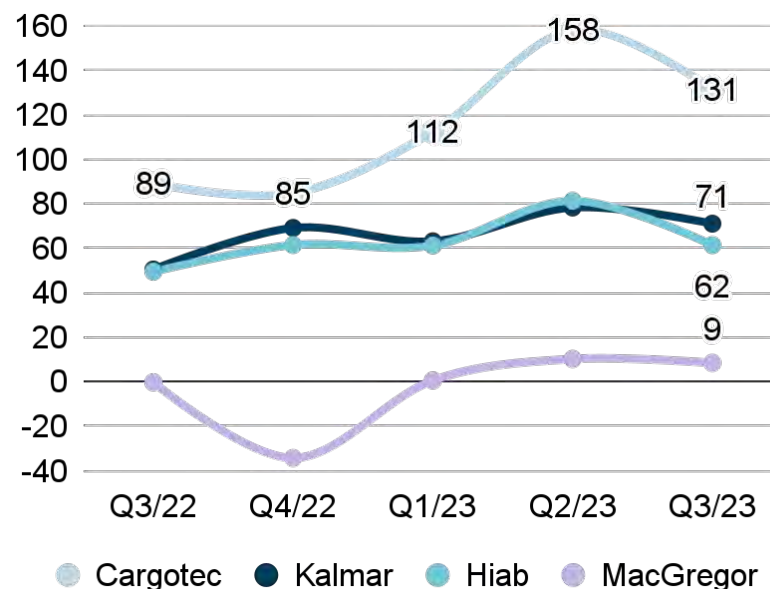


Comparable operating profit increased in all business areas

Sales MEUR



Comparable operating profit* MEUR



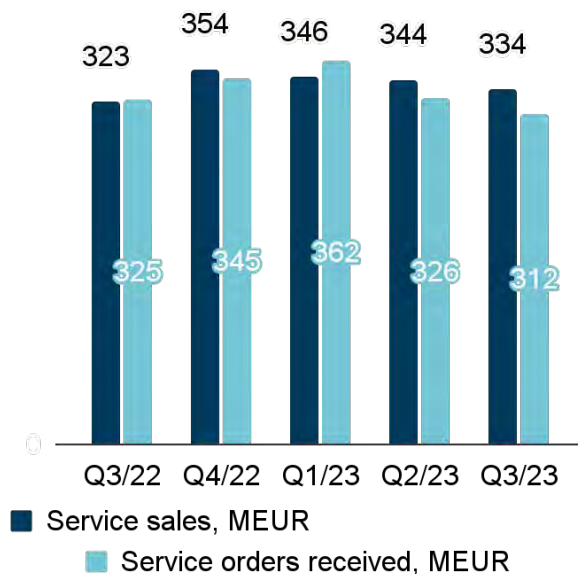
Service sales continued to grow

Service orders received -4%

Service sales +3%

- Kalmar -4%
- Hiab +7%
- MacGregor +12%

Service share 30% of total sales

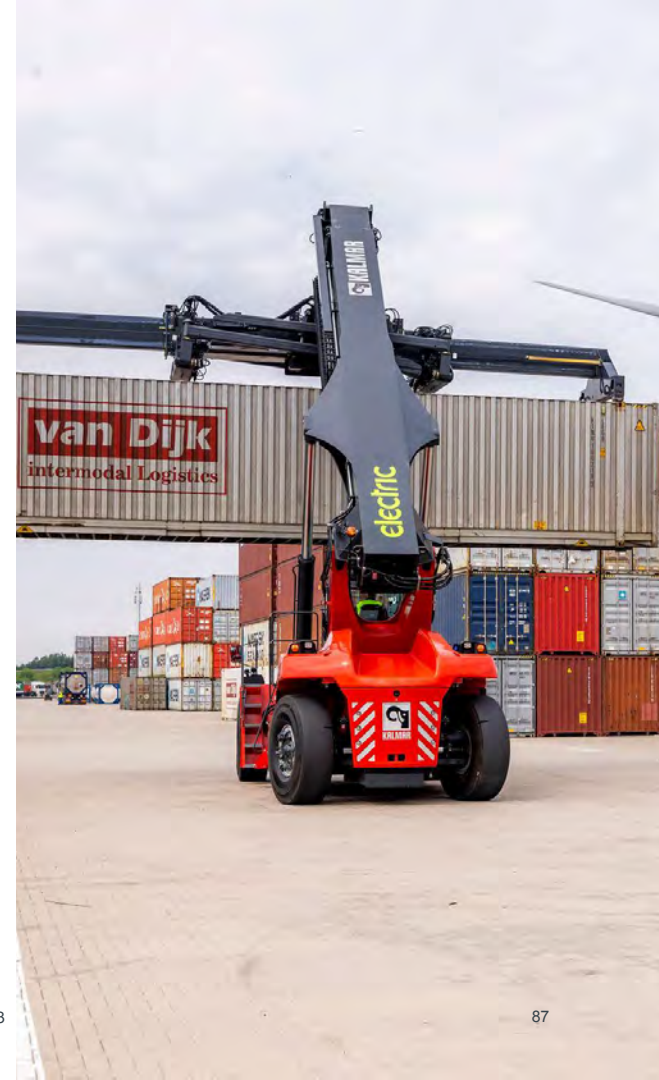
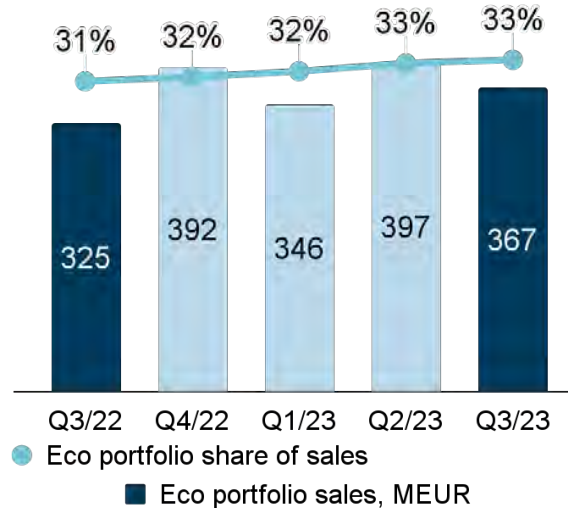


Eco portfolio continued to grow faster than conventional sales

Eco portfolio sales +13%

- Increase in climate solutions and in circular solutions
- Increase in all business areas

Eco portfolio share 33% of Cargotec's total sales



Business areas

The background of the slide features a large Hiab crane lifting a massive log into the air. Below the crane, a truck is partially visible, its bed also loaded with logs. The scene is set against a bright blue sky with scattered white clouds. The text and graphics are overlaid on this image.

Hiab Q3/23

Continued strong execution

- Delayed decision making impacted order intake
- Equipment and service sales improved
- Operating profit improved as a result of sales growth

Typical seasonality in order intake combined with some continued delays in decision making

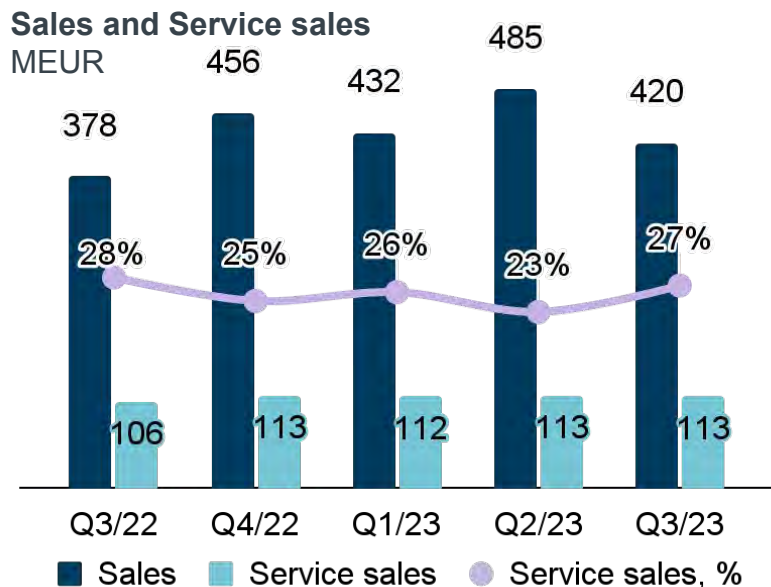
Orders received and order book



MEUR	Q3/23	Q3/22	Change
Orders received	311	425	-27%
Order book	900	1,301	-31%

- Inflation, extended truck lead times and interest rates impacting orders received
- Order book remained at a good level

Hiab's equipment and services sales improved

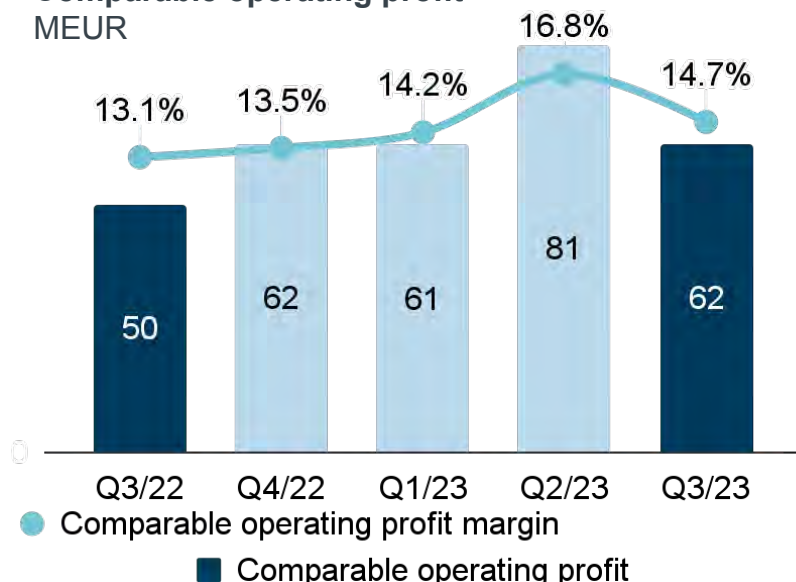


MEUR	Q3/23	Q3/22	Change
Sales	420	378	11%
Service sales	113	106	7%
Service sales, %	27%	28%	-100 bps

- Strong operational execution
- Supply chain has improved but component supply remains constrained
- Service sales continued to increase

Hiab's operating profit improved as a result of sales growth

Comparable operating profit
MEUR



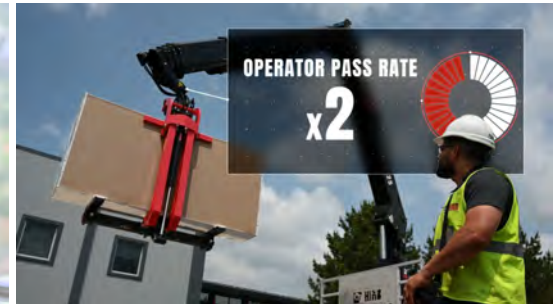
MEUR	Q3/23	Q3/22	Change
Comparable operating profit	62	50	24%
Comparable operating profit margin	14.7%	13.1%	160 bps

- Profit improved due to both higher volumes and margin improvement
- Effectively managing inflationary pressures

Highlights of new solutions launched in Q3

HiSkill

Virtual operator training simulator
launched in the US



An aerial view of a busy port area. Numerous shipping containers are stacked in rows, with various colors like blue, green, and red. A large gantry crane is visible in the center, and a red truck is parked on the right. The background shows more containers and the port's infrastructure.

Kalmar Q3/23

Continued high profitability in Kalmar

- Mixed demand picture, slower market activity started gradually to impact sales
- Successful management of inflationary pressures
- Lonestar electric terminal tractor acquisition completed

Mixed demand picture

Orders received and order book
MEUR

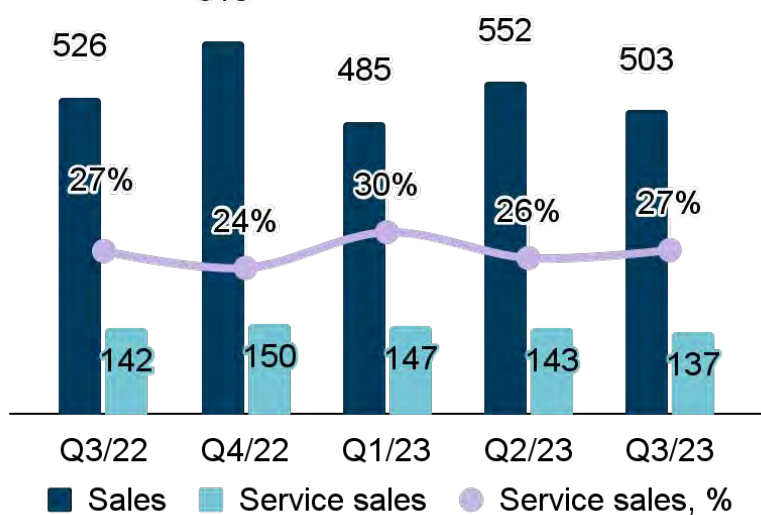


MEUR	Q3/23	Q3/22	Change
Orders received	392	470	-17%
Order book	1,172	1,569	-25%

- Destocking in distribution customer segment
- Slow decision making in orders of larger equipment
- Continued good demand in mobile equipment used in industries and small- and midsize terminals
- Order book remained above historical average

Slower market activity started gradually to impact sales

Sales and Service sales
MEUR

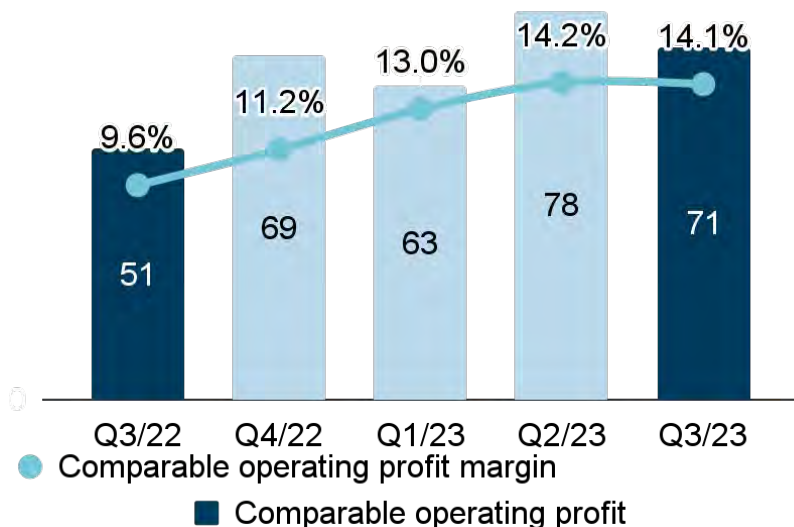


MEUR	Q3/23	Q3/22	Change
Sales	503	526	-4%
Service sales	137	142	-4%
Service sales, %	27%	27%	0 bps

- Lower order intake gradually visible in sales
- Destocking impacting spare part sales

Improved profitability driven by successful management of inflationary pressures

Comparable operating profit
MEUR



MEUR	Q3/23	Q3/22	Change
Comparable operating profit	71	51	41%
Comparable operating profit margin	14.1%	9.6%	450 bps

- Favorable sales mix
- Successful management of inflationary pressures and component availability
- Heavy cranes losses reduced

Highlights of new solutions launched in Q3

- Kalmar has acquired the product rights of the electric terminal tractor product line from Lonestar Specialty Vehicles
- LSV will transfer the immaterial assets for Kalmar and act as Kalmar's contract manufacturing partner
- The new product line, named **Kalmar TX**, will be available in the Americas region
- Transaction closed on 1 September 2023
- The transaction will not have a significant impact on Kalmar's sales in 2023



MacGregor Q3 – MacGregor turnaround progressing

Orders received decreased

- Good demand in merchant and services
- Selective order intake in offshore

Sales increased by 31%

- Service sales +12%

Comparable operating profit increased

- Higher sales in merchant and services businesses and lower fixed costs supported by ongoing restructuring

Still challenges related to historical offshore projects

MEUR	Q3/23	Q3/22	Change
Orders received	211	252	-16%
Order book	993	861	15%
Sales	179	137	31%
Service sales, %	47%	55%	-800 bps
Comparable operating profit*	9	0	>100%
Comparable operating profit margin	4.8%	-0.1%	490 bps





Financials and outlook

Financial highlights

3,065

MEUR

Strong
order book

184

MEUR

Cash flow in Q3

14.8%

ROCE

Q3
(last 12 months)

367

MEUR

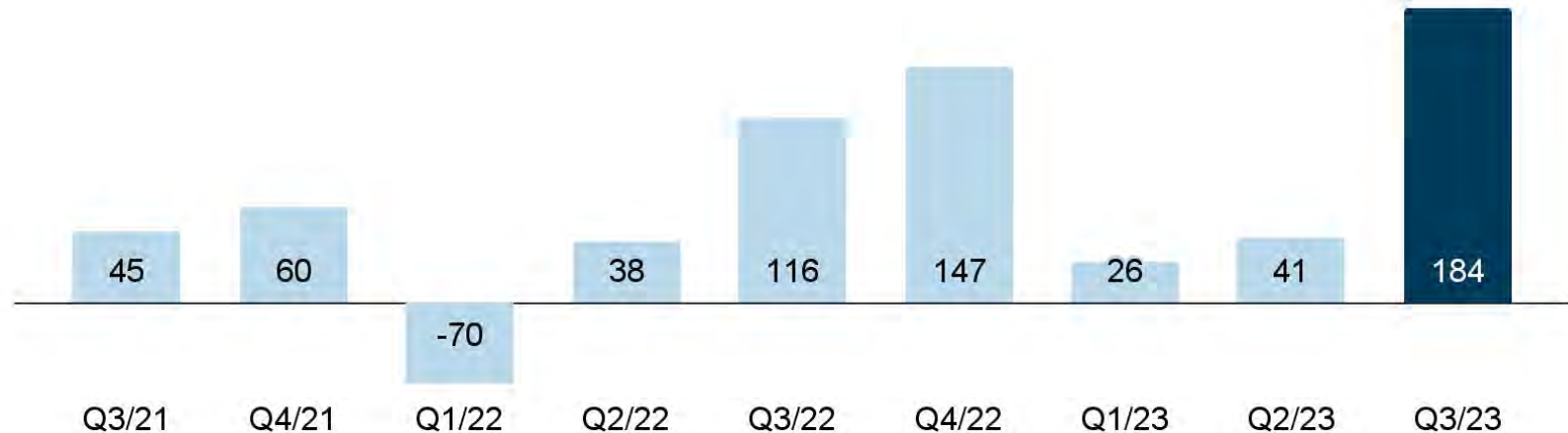
Eco portfolio sales
in Q3

13.8%

Core businesses*
comparable
operating profit
margin in Q3

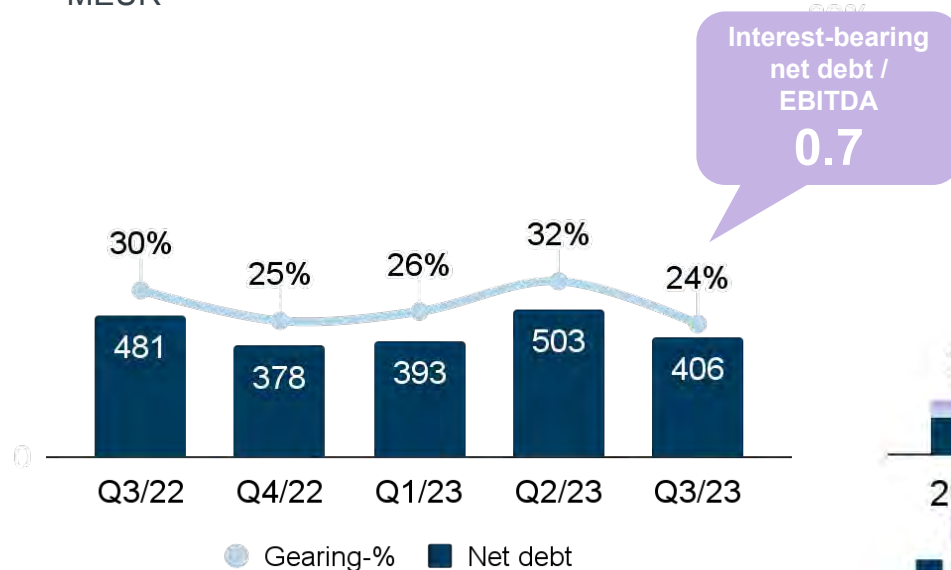
Strong cash flow in Q3 driven by good profitability and reduction in accounts receivable

Cash flow from operations before financing items and taxes
MEUR

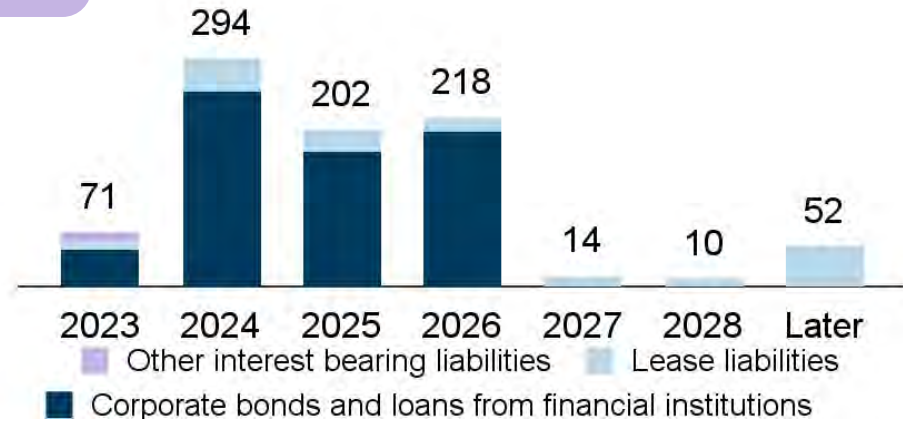


Strong balance sheet and balanced maturity profile

Net debt & gearing
MEUR



Maturity profile, 30 September 2023



Outlook for 2023 unchanged

Cargotec estimates its core businesses'¹ 2023 comparable operating profit to improve from 2022 (EUR 384² million) and MacGregor's comparable operating profit in 2023 to be positive (EUR -47² million)³

- 1) Core businesses = Hiab + Kalmar excluding heavy port cranes and including all group costs
- 2) Cargotec has changed the definition of the alternative performance measure comparable operating profit starting from 1 January 2023. Comparison figures have been calculated based on the new definition. Additional information about the definition is presented in the stock exchange release published on 4 April 2023.
- 3) Cargotec's outlook for 2023 does not include the comparable operating profit of Kalmar heavy cranes business which will be discontinued



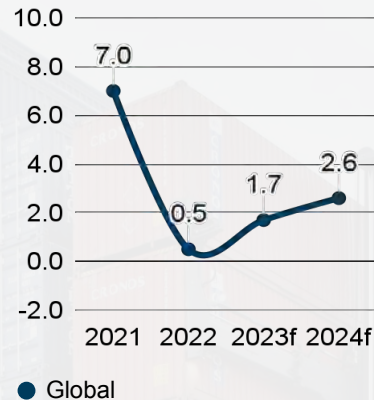
Market environment

Uncertainty going forward

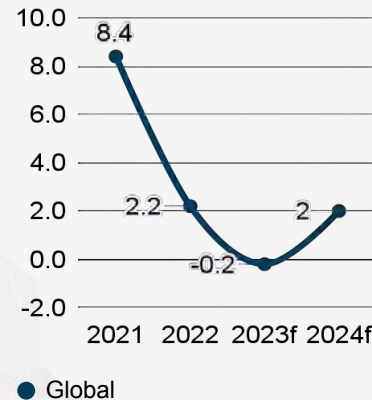
GDP growth¹, %



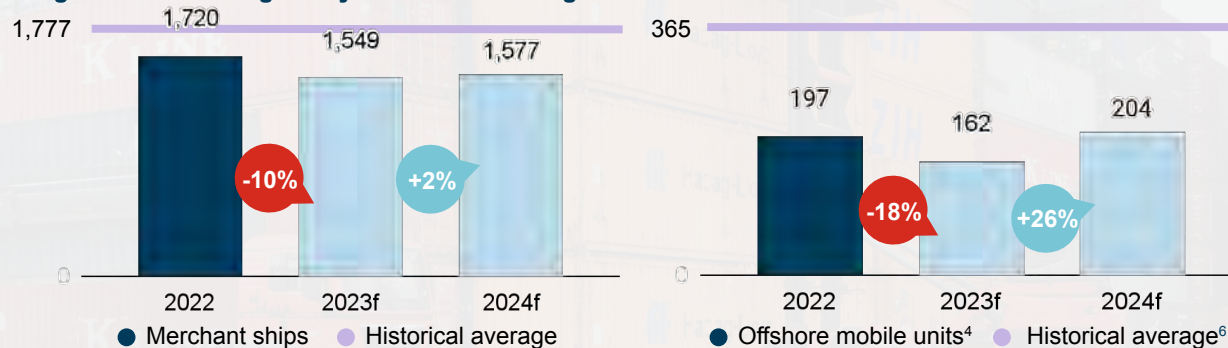
Container throughput growth², %



Manufacturing output growth³, %



Long term contracting⁴ – Key driver for MacGregor



1.IMF, 2.Drewry, 3.Oxford Economics Global Sector Outlook Q3/2022, 4.Clarkson

Key financial figures

	Q3/23	Q3/22	Change	Q1-Q3/23	Q1-Q3/23	Change
Orders received, MEUR	914	1,147	-20%	2,972	3,672	-19%
Order book, MEUR	3,065	3,732	-18%	3,065	3,732	-18%
Sales, MEUR	1,102	1,041	6%	3,375	2,850	18%
Comparable operating profit, MEUR	131	89	48%	402	232	74%
Comparable operating profit, %	11.9%	8.6%	330bps	11.9%	7.9%	400bps
Items affecting comparability, MEUR	9	-39	>100%	-7	-97	92%
Operating profit, MEUR	140	50	>100%	395	135	>100%
Operating profit, %	12.7%	4.8%	790bps	11.7%	4.7%	700bps
Profit for period, MEUR	107	29	>100%	287	91	>100%
Basic earnings per share, EUR	1.66	0.45	>100%	4.46	1.41	>100%
Earnings per share, EUR*	1.56	0.87	79%	4.55	2.24	>100%
ROCE, %**	14.8%	5.8%	900bps	14.8%	5.8%	900bps

We will continue to allocate capital to growth, sustainability and shareholder returns



GROWTH

Cash spent on core business acquisitions in 2013–2022
EUR 105 million



SUSTAINABILITY

Core business R&D 2018–2022
EUR 323 million
(2.4% of sales)



SHAREHOLDER RETURNS

Paid dividends 2013–2021
EUR 505 million
(52% of net income)

Examples of recent acquisitions and partnerships



A premier designer and manufacturer of waste handling equipment

United States
Acquired in 2021
BA: Hiab
Sales in 2021:
USD ~30 million

Added roll -off hoist, a cable lift, to Hiab's portfolio

Acquisition enables growth in the US and in the waste segment



Global leader in the heavy cranes segment

Italy
Acquired in 2018
BA: Hiab
Sales in 2018:
EUR ~97 million

Complemented Hiab's loader cranes portfolio and expanded the offering in heavy cranes

Acquisition strengthened Hiab's position in Effer's core market areas



a Hiab company

Industry-leading hydraulic and remote system designer & manufacturer

Sweden
Acquired in 2022
BA: Hiab
Headcount in 2022:
~100 employees

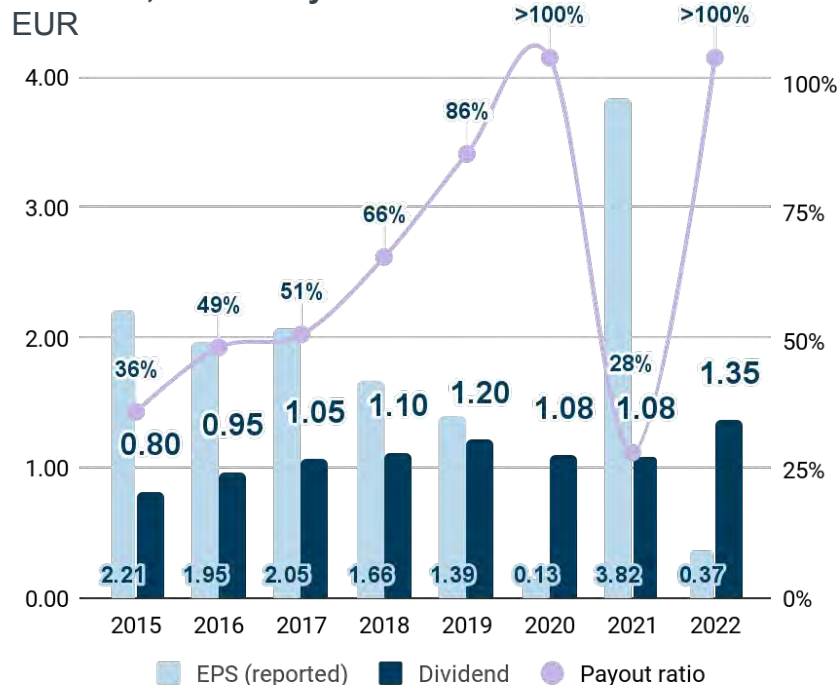
Further accelerates the development of integrated design solutions of our loader cranes. Olsbergs' competence in valve and remote control technology strengthens our technology leadership.



Cargotec aims for growing dividend of 30-50% of EPS



Dividend, EPS & Payout ratio

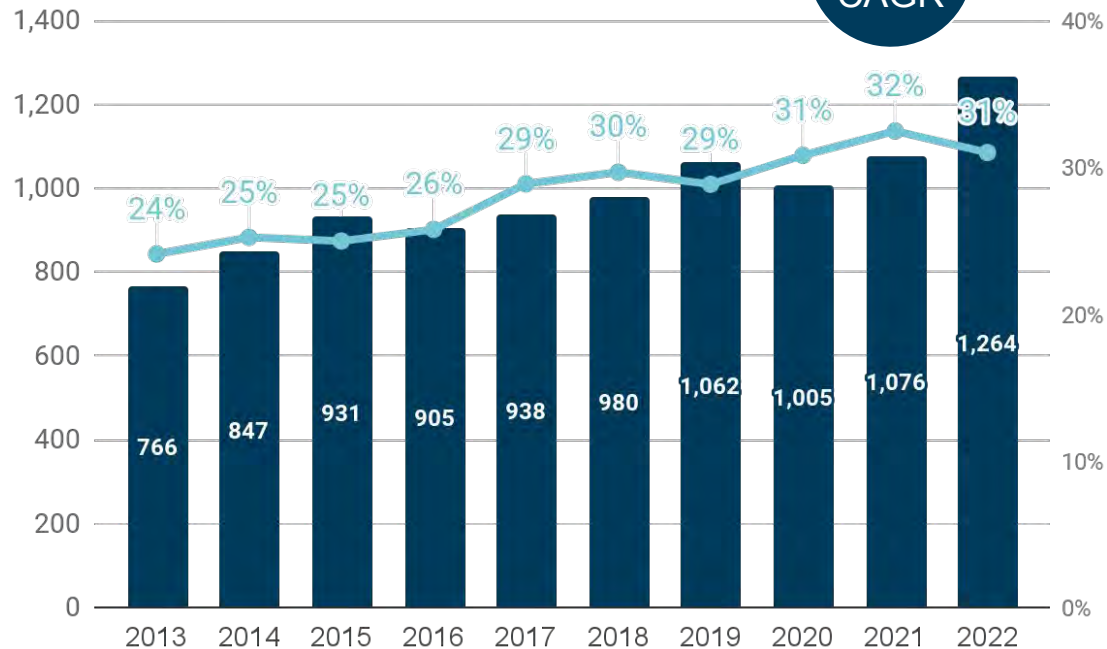


- Cargotec's AGM held on 23 March 2023 approved:
 - Dividend of 1.35 per class B share
 - Record date 27 March 2023
 - Payment date 4 April 2023
- EPS excl. items affecting comparability was EUR 3.37
- Calculated from EPS excl. items affecting comparability, payout ratio for 2022 is 40%

Service business continues to grow

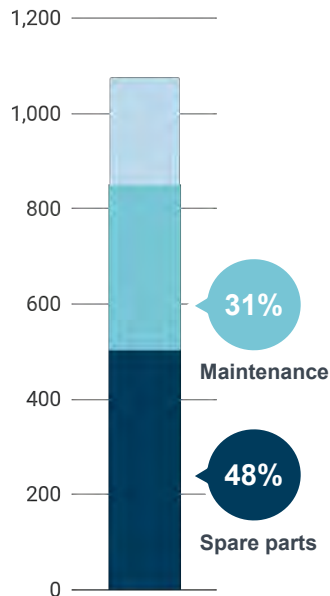
Service sales

MEUR

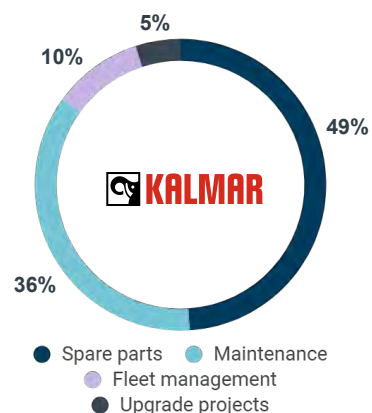


Spare parts and maintenance form majority of our service sales

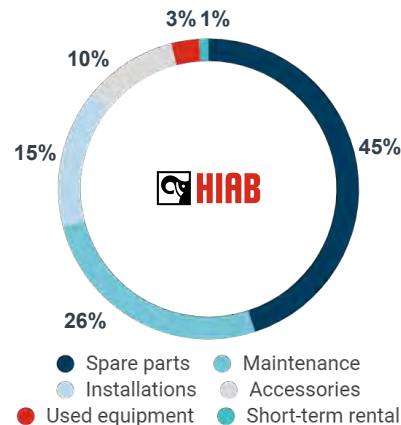
Service sales:
EUR 1,264 million
31% of total sales



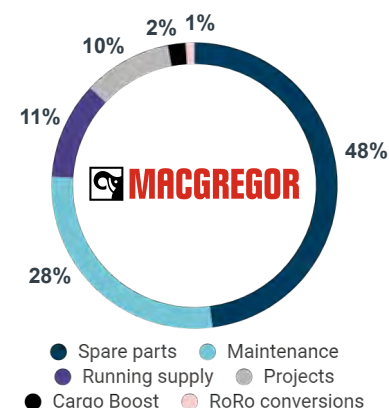
Kalmar		MEUR, %
Service orders received	544	26%
Service sales	551	28%



Hiab		MEUR, %
Service orders received	418	23%
Service sales	441	26%



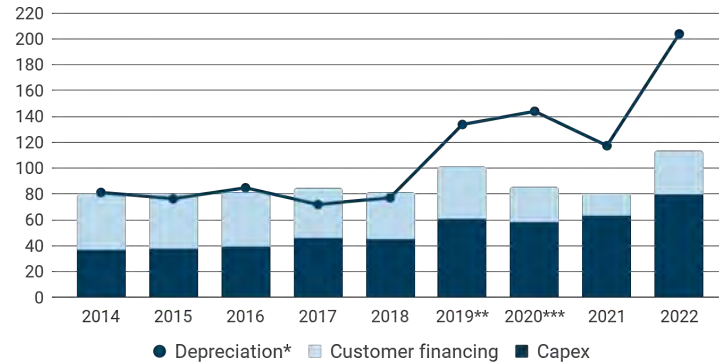
MacGregor		MEUR, %
Service orders received	325	33%
Service sales	301	53%



We will continue investing in innovation to be the sustainability leader in our industry

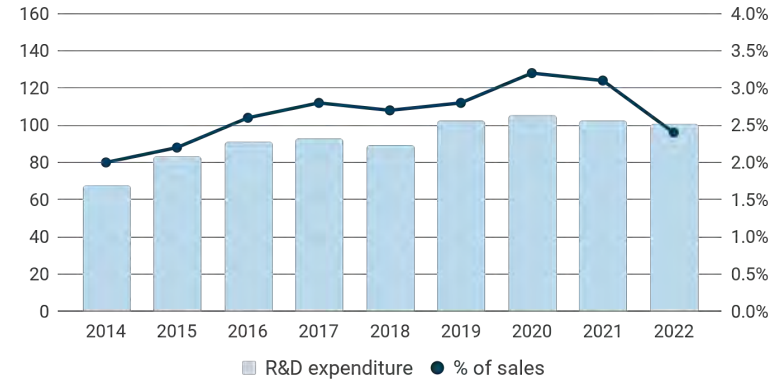
Capital expenditure

MEUR



Research and development

MEUR



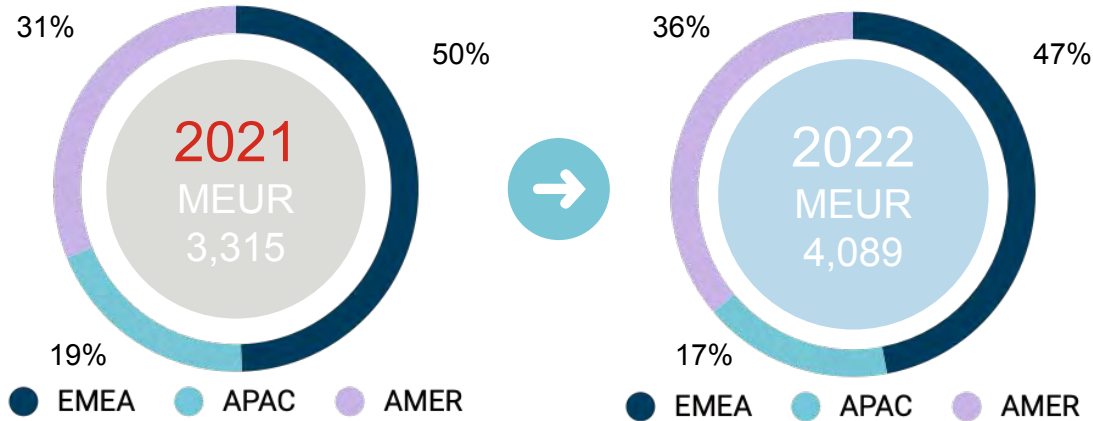
Capex investments:

- Our asset-light operating model does not require heavy capital investments

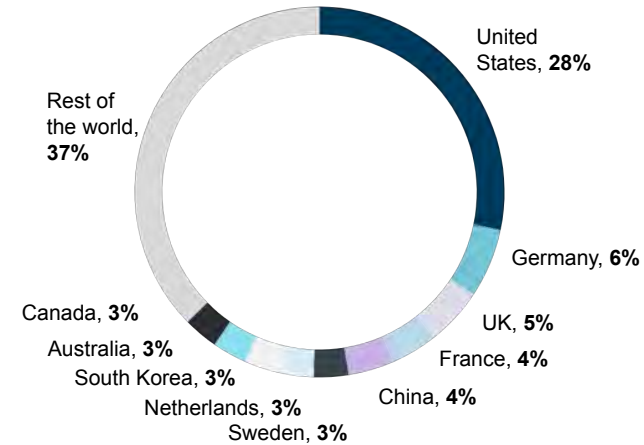
R&D investments focused on

- Themes supporting our climate targets such as digitalisation, electrification and automation
- R&D expenses decreased from the comparison period due to divestment of Navis business
- R&D expenses in 2022 in core businesses increased by 8% compared to 2021

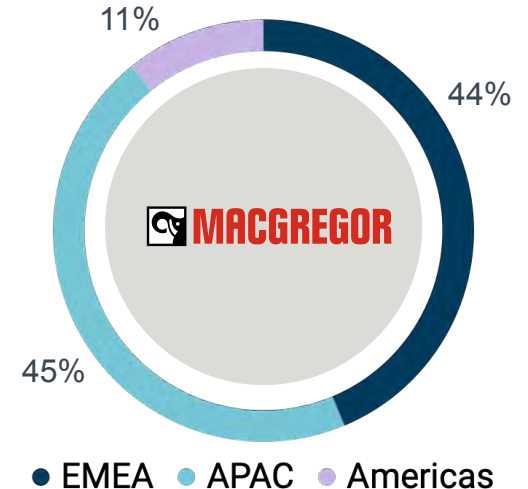
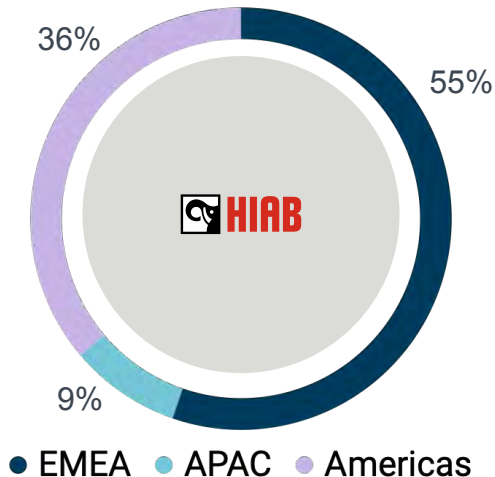
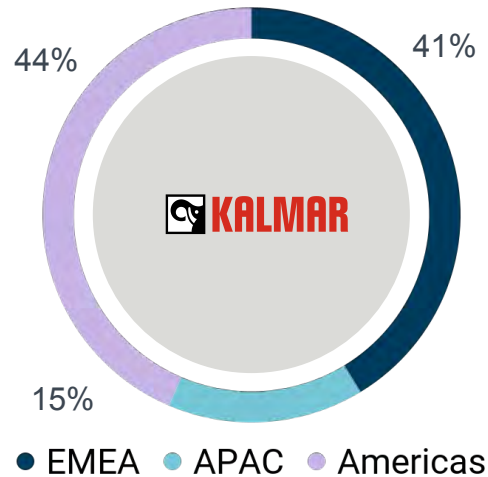
Well diversified geographical sales mix



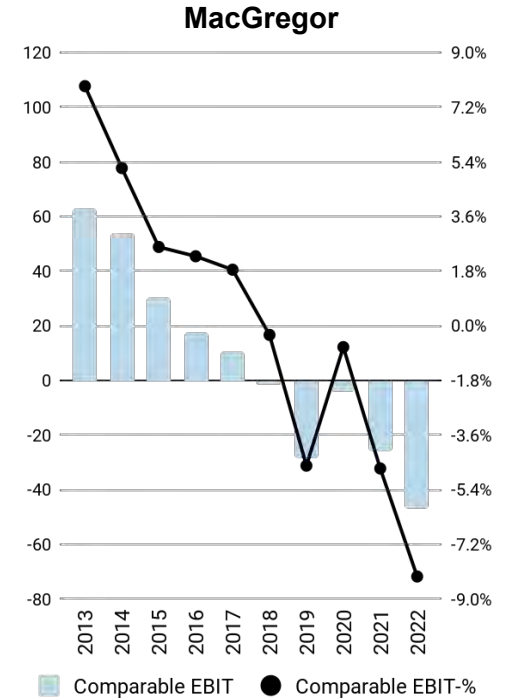
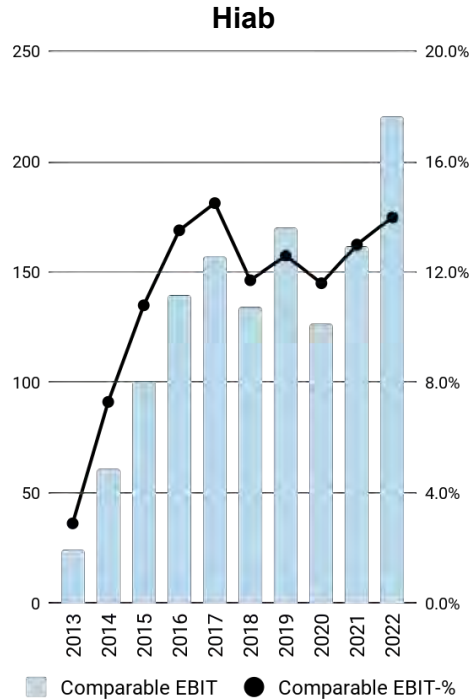
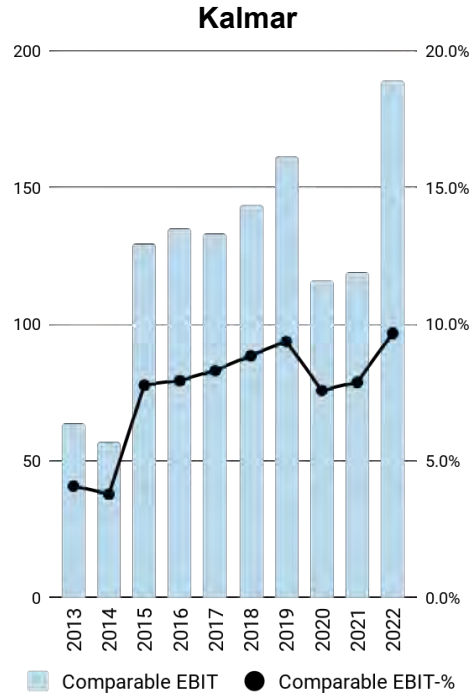
Top-10 countries by customer location



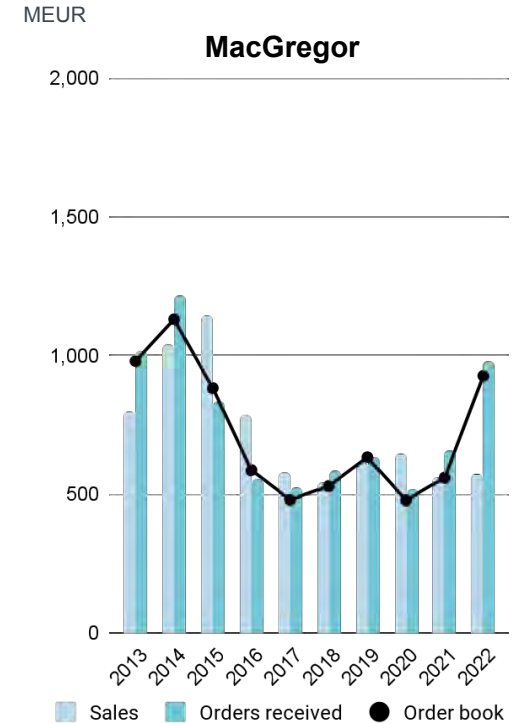
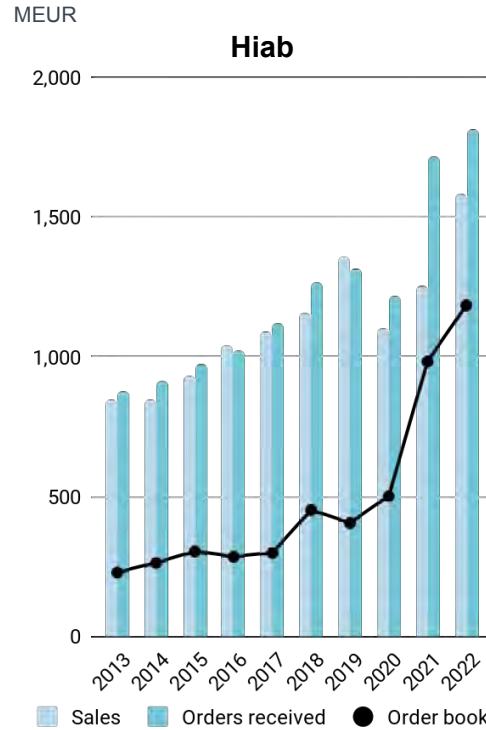
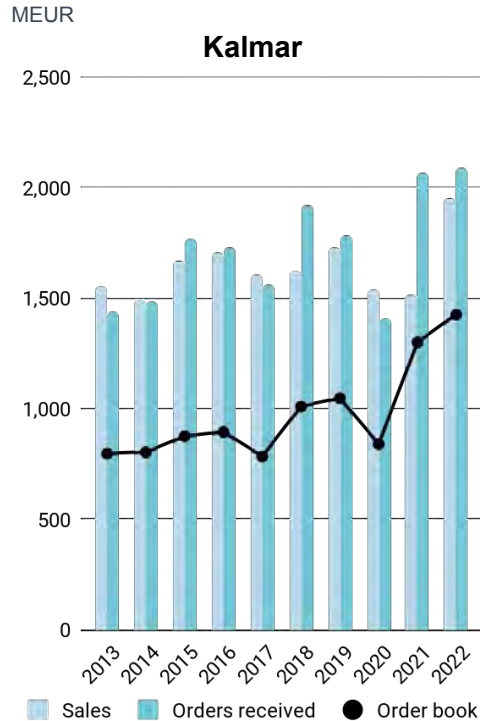
Sales by geographical segment by business area 2022



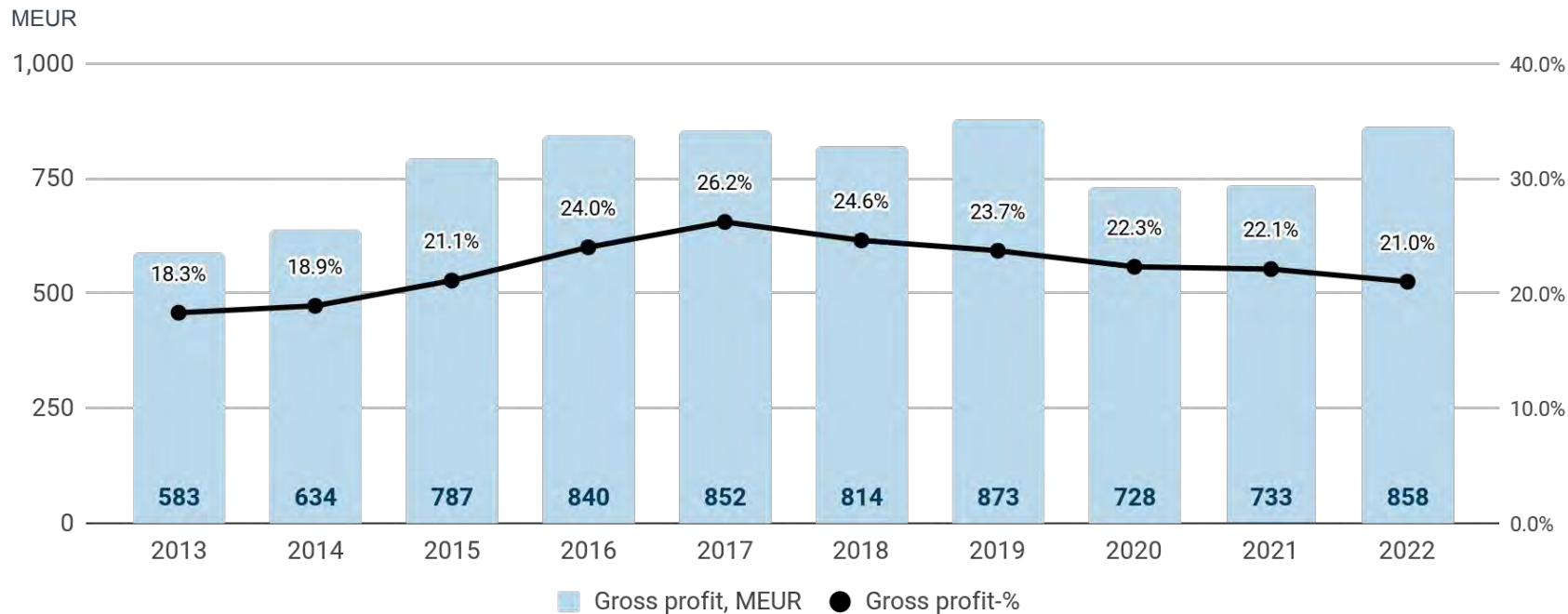
Comparable operating profit development



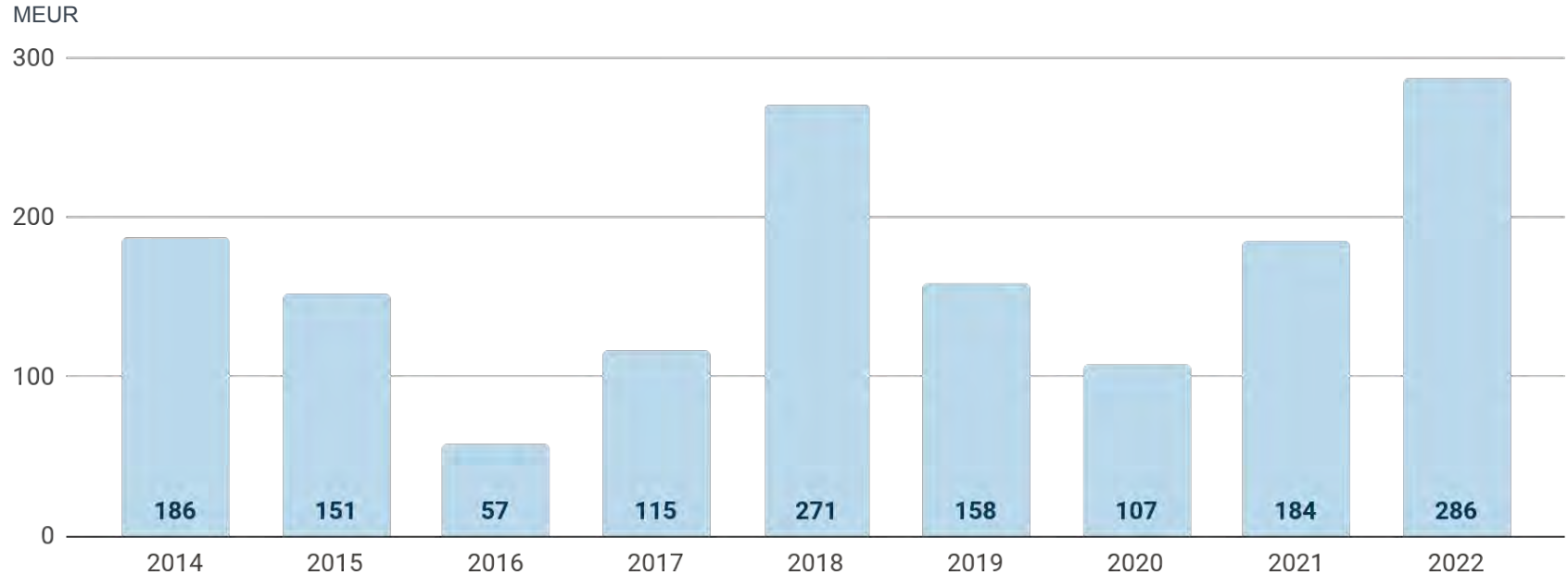
Sales and orders received development



Gross profit development



Net working capital development



Strong cash flow

MEUR

Cash flow from operations before financing items and taxes



Income statement

Q3 2023

MEUR	Note	Q3/23	Q3/22	Q1- Q3/23	Q1- Q3/22	2022
Sales	5	1,101.5	1,040.5	3,375.5	2,850.1	4,088.6
Cost of goods sold		-836.6	-829.4	-2,554.0	-2,234.1	-3,230.5
Gross profit		265.0	211.1	821.5	616.0	858.1
Gross profit, %		24.1%	20.3%	24.3%	21.6%	21.0%
Selling and marketing expenses		-50.3	-49.3	-154.5	-146.9	-199.9
Research and development expenses		-22.4	-22.7	-68.7	-71.8	-99.8
Administration expenses		-64.5	-68.8	-215.7	-194.1	-279.7
Restructuring costs	7	-2.5	-15.2	-7.9	-55.2	-91.3
Other operating income		11.1	17.6	30.6	40.1	51.9
Other operating expenses		1.1	-24.7	-17.1	-58.2	-140.2
Share of associated companies' and joint ventures' net result		2.8	2.1	6.6	5.0	7.0
Operating profit		140.3	50.0	394.8	134.9	106.1
Operating profit, %		12.7%	4.8%	11.7%	4.7%	2.6%
Finance income		3.0	1.0	7.5	2.9	4.4
Finance expenses		-8.9	-7.8	-31.2	-18.2	-31.6
Profit before taxes		134.3	43.2	371.1	119.6	79.0
Profit before taxes, %		12.2%	4.2%	11.0%	4.2%	1.9%
Income taxes	9	-27.3	-14.3	-83.7	-28.8	-55.8
Profit for the period		107.1	28.9	287.3	90.8	23.2
Profit for the period, %		9.7%	2.8%	8.5%	3.2%	0.6%
Profit for the period attributable to:						
Shareholders of the parent company		107.2	28.9	287.7	91.2	23.9
Non-controlling interest		-0.1	0.0	-0.4	-0.4	-0.7
Total		107.1	28.9	287.3	90.8	23.2
Earnings per share for profit attributable to the shareholders of the parent company:						
Basic earnings per share, EUR		1.66	0.45	4.46	1.41	0.37
Diluted earnings per share, EUR		1.65	0.45	4.44	1.41	0.37

Balance sheet 30 September 2023

ASSETS, MEUR	Note	30 Sep 2023	30 Sep 2022	31 Dec 2022
Non-current assets				
Goodwill		879.0	977.1	892.1
Intangible assets		126.7	154.4	124.8
Property, plant and equipment		438.4	425.9	420.0
Investments in associated companies and joint ventures	16	72.0	75.0	74.6
Share investments	16	0.0	3.3	0.0
Loans receivable and other interest-bearing assets	11	0.2	11.0	4.5
Deferred tax assets		129.2	142.3	128.6
Derivative assets	12	1.1	1.2	1.1
Other non-interest-bearing assets		6.9	8.8	7.2
Total non-current assets		1,653.3	1,799.2	1,652.9
Current assets				
Inventories		1,148.0	1,089.6	1,013.3
Loans receivable and other interest-bearing assets*	11	3.4	6.1	2.8
Income tax receivables		28.5	39.7	39.0
Derivative assets	12	15.3	22.5	39.5
Accounts receivable		761.4	711.9	734.7
Contract assets		74.1	117.0	104.0
Other non-interest-bearing assets		176.4	156.4	151.2
Cash and cash equivalents*	11	451.8	431.5	451.9
Total current assets		2,658.9	2,574.6	2,536.4
Total assets		4,312.3	4,373.7	4,189.3

*Included in interest-bearing net debt.

EQUITY AND LIABILITIES, MEUR	Note	30 Sep 2023	30 Sep 2022	31 Dec 2022
Equity attributable to the shareholders of the parent company				
Share capital		64.3	64.3	64.3
Share premium		98.0	98.0	98.0
Translation differences		-60.0	19.2	-34.0
Fair value reserves		-15.6	-43.2	-3.5
Reserve for invested unrestricted equity		35.3	52.8	52.8
Retained earnings		1,558.1	1,395.3	1,350.0
Total equity attributable to the shareholders of the parent company		1,680.1	1,586.4	1,527.6
Non-controlling interest		0.0	1.0	0.7
Total equity		1,680.1	1,587.5	1,528.3
Non-current liabilities				
Interest-bearing liabilities*	11	509.3	879.3	750.9
Deferred tax liabilities		26.4	19.9	30.6
Pension obligations		81.4	110.5	82.2
Provisions		5.2	5.7	6.4
Other non-interest-bearing liabilities		62.8	75.7	74.8
Total non-current liabilities		705.1	1,091.0	944.9
Current liabilities				
Current portion of interest-bearing liabilities*	11	329.5	39.1	74.9
Other interest-bearing liabilities*	11	22.7	11.1	11.7
Provisions		152.1	169.0	176.2
Income tax payables		56.7	45.7	52.9
Derivative liabilities	12	28.0	45.8	7.4
Accounts Payable		545.8	593.1	617.1
Contract liabilities		362.3	338.1	291.1
Other non-interest-bearing liabilities		429.9	453.3	484.8
Total current liabilities		1,927.0	1,695.2	1,716.1
Total equity and liabilities		4,312.3	4,373.7	4,189.3

*Included in interest-bearing net debt.

Cash flow statement Q3 2023

MEUR	Note	Q3/23	Q3/22	Q1- Q3/23	Q1- Q3/22	2022
Net cash flow from operating activities						
Profit for the period		126.2	28.9	287.3	90.8	23.2
Depreciation, amortisation and impairment	8	29.5	27.4	86.3	88.6	203.9
Finance income and expenses		6.0	6.8	23.7	15.3	27.2
Income taxes	9	8.2	14.3	83.7	28.8	55.8
Change in net working capital		18.6	40.0	-221.4	-137.1	-68.3
Other adjustments		-4.0	-1.2	-7.6	-2.5	-10.6
Cash flow from operations before finance items and taxes		184.4	116.1	252.1	84.0	231.2
Cash flow from financing items and taxes		-25.1	-8.0	-64.2	-49.7	-70.7
Net cash flow from operating activities		159.3	108.1	187.8	34.3	160.4
Net cash flow from investing activities						
Acquisitions of businesses, net of cash acquired	15	-9.5	—	-25.2	0.1	-0.1
Disposals of businesses, net of cash sold	15	—	12.7	7.0	14.2	15.1
Investments in associated companies and joint ventures	16	—	-0.9	—	-0.9	-0.9
Cash flow from investing activities, other items		-14.1	8.1	-33.6	-10.6	-8.0
Net cash flow from investing activities		-23.6	19.9	-51.8	2.8	6.1

MEUR	Note	Q3/23	Q3/22	Q1- Q3/23	Q1- Q3/22	2022
Net cash flow from financing activities						
Treasury shares acquired		-17.1	—	-17.5	-1.2	-1.2
Repayments of lease liabilities		-11.8	-11.1	-34.1	-32.1	-43.1
Repayments of long-term borrowings		—	—	—	—	-87.5
Proceeds from short-term borrowings		6.3	-1.3	12.9	2.5	—
Repayments of short-term borrowings		0.0	-0.9	0.0	-2.2	-3.3
Dividends paid		-0.3	-0.3	-87.3	-70.4	-70.4
Net cash flow from financing activities		-23.0	-13.6	-126.0	-103.4	-205.5
Change in cash and cash equivalents						
		112.7	114.4	10.1	-66.3	-39.0
Cash and cash equivalents, and bank overdrafts at the beginning of period						
		335.5	311.7	445.4	488.2	488.2
Effect of exchange rate changes						
		-0.7	3.9	-7.9	8.2	-3.8
Cash and cash equivalents, and bank overdrafts at the end of period		447.5	430.0	447.5	430.0	445.4
Bank overdrafts at the end of period						
		4.3	1.4	4.3	1.4	6.5
Cash and cash equivalents at the end of period		451.8	431.5	451.8	431.5	451.9

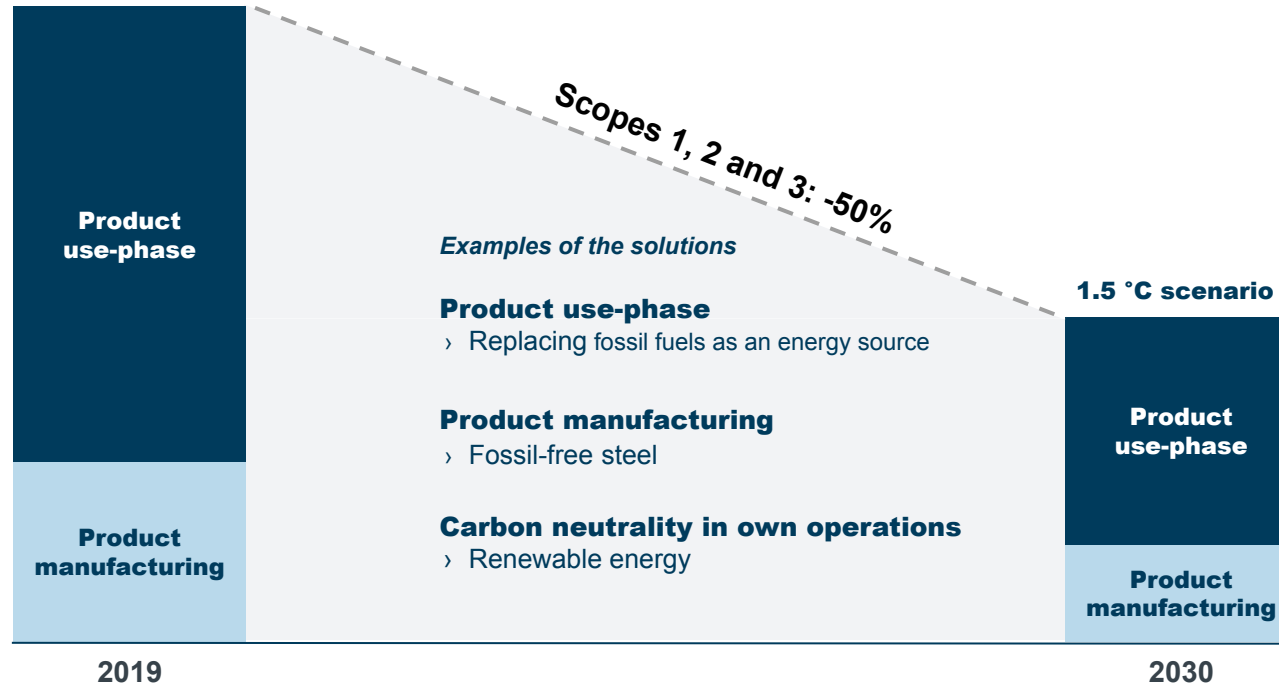


Sustainability as a growth driver

**We aim for the
highest ESG
standards in our
industry.**



Intelligent cargo handling is the solution to cut CO₂ emissions in our value chain by 50%



HOW WE WILL GET THERE: OUR PLAN

Progress so far

»» 2025

»» 2030

Developed climate roadmap.
Examples of actions include:

Kalmar fully electric
product offering

Hiab ePTO and eMOFFETT
offerings

MULTILIFT pilot with SSAB

Hudiksvall site net zero

Further develop eco
offering, improve energy
efficiency

Transform the market
towards low-carbon
solutions

Explore opportunities in
low-carbon steel

Grow the share of
renewable energy

Eco offering generates
the majority of sales

Increase the share of
fossil-free steel

Become carbon neutral
in own operations



CARGOTEC'S CARBON FOOTPRINT 2022

PURCHASED GOODS*
Scope 3 upstream

26%



Steel structures	Other
43%	57%

OWN OPERATIONS
Scopes 1 & 2

1%



Diesel consumption	Electricity consumption	Other
41%	30%	29%

USE OF SOLD PRODUCTS
Scope 3 downstream

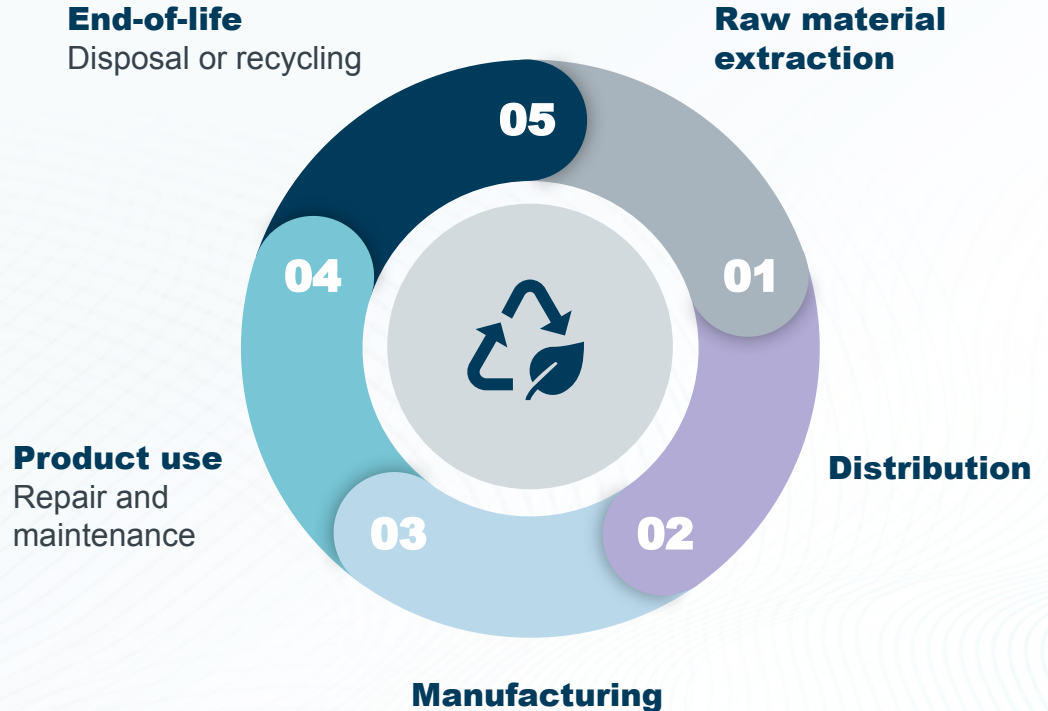
73%



Kalmar	Hiab	MacGregor
70%	23%	7%

A life cycle assessment calculates the environmental impacts of a product

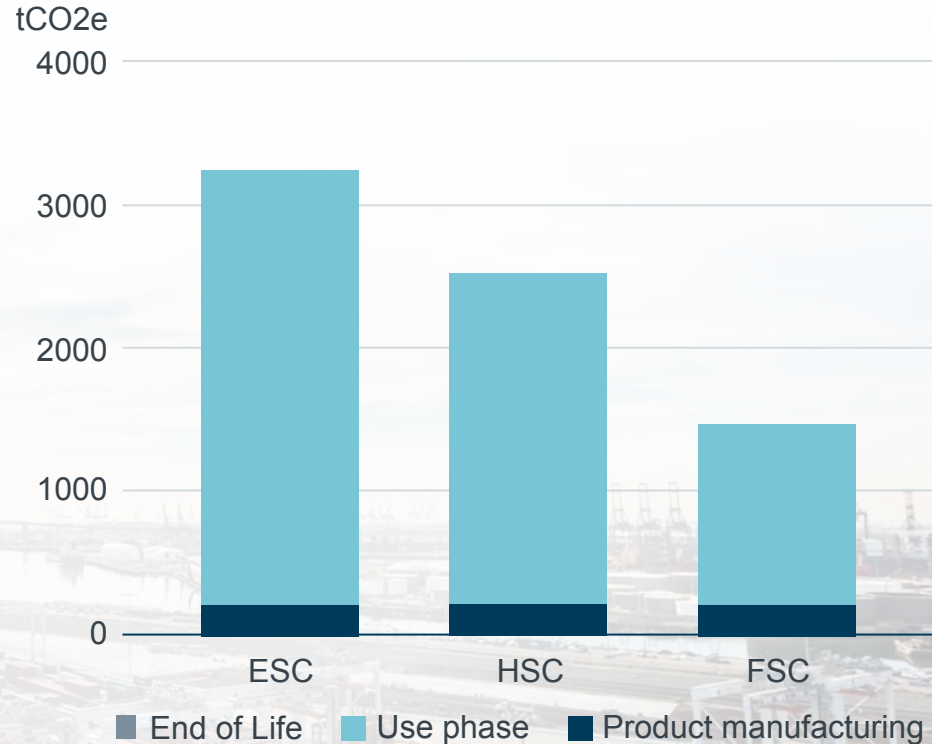
Life cycle assessment (LCA) is a methodology for quantitatively assessing climate and other environmental impacts throughout the life cycle of a product, process, or service.



Our LCAs are based on the internationally recognised ISO 14067 standard.

All our eco portfolio
equipment have
third-party reviewed
LCAs in place

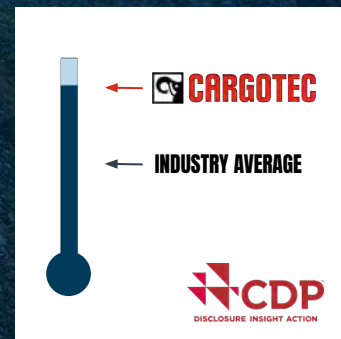
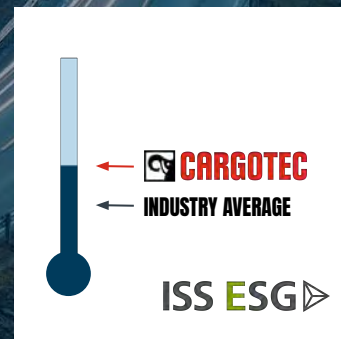
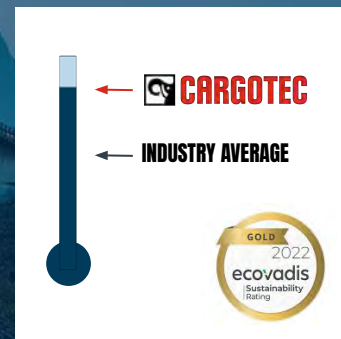
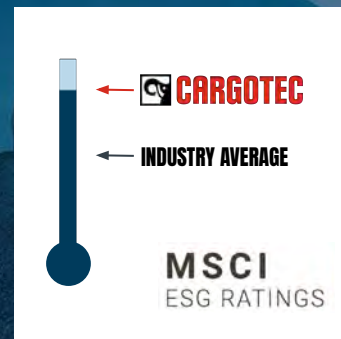
Life-cycle greenhouse gas savings of Straddle
Carrier FSC -52% and HSC -24%



ESC: diesel-electric; HSC: hybrid; FSC: fast-charge electric

Validated actions in creating a positive societal impact

Rating	Scale	Score	Year
CDP	D- to A	A-	2022
Ecovadis	Bronze, Silver, Gold, Platinum	Gold	2022
ISS ESG	D- to A+	C+	2022
MSCI ESG	CCC to AAA	AA	2022



Our eco portfolio has two main tasks

Our eco portfolio helps us grow by solving customers' sustainability challenges. It has two tasks: reduce emissions and drive growth.

**Reduce
emissions**



**Drive
growth**



The eco portfolio includes two categories of solutions:

**CIRCULAR
SOLUTIONS**

**CLIMATE
SOLUTIONS**

The portfolio's climate solutions are aligned with the EU Taxonomy (considered sustainable in the eyes of the regulation).



**Low and zero-emission
equipment & software that
enables the equipment's
emission saving**



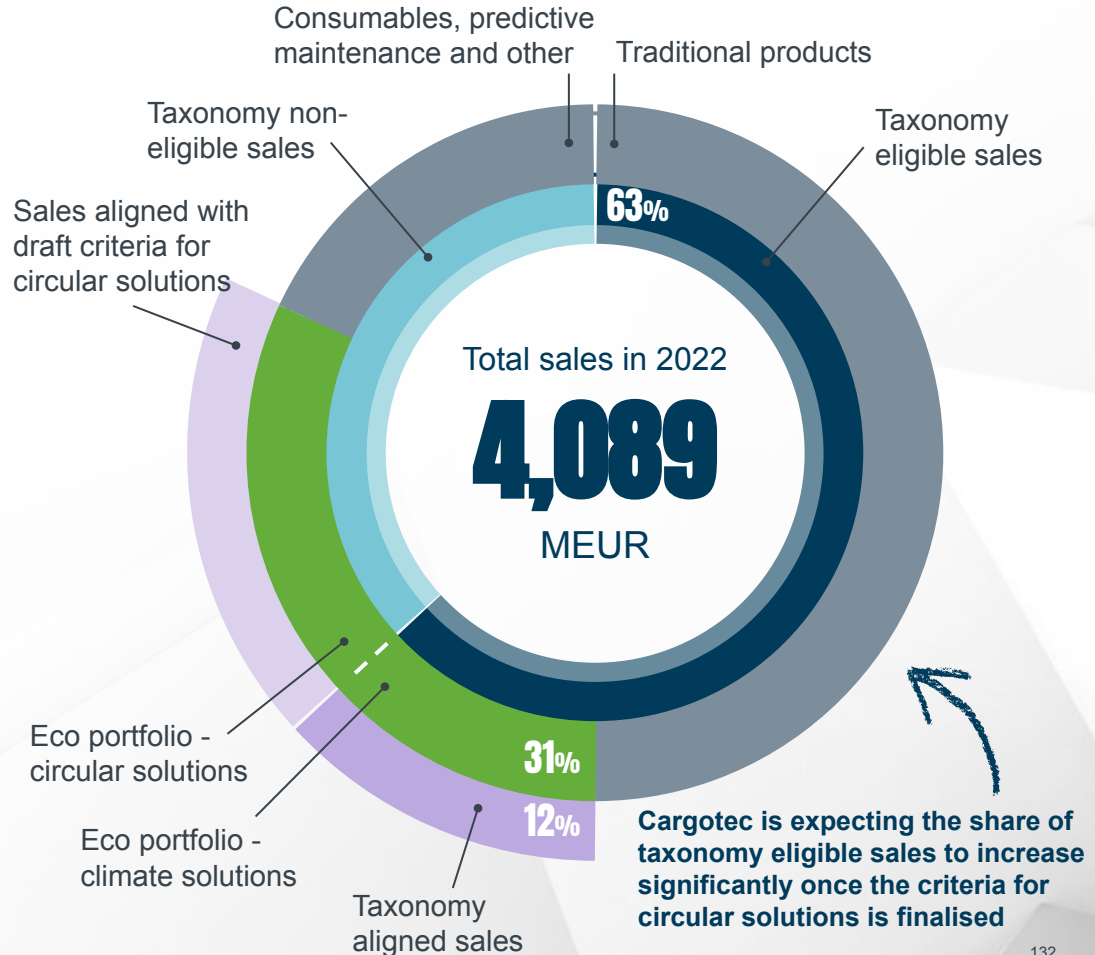
**Services and spare parts
that keep the equipment
in operation for longer**



Cargotec's eco portfolio is based on EU taxonomy

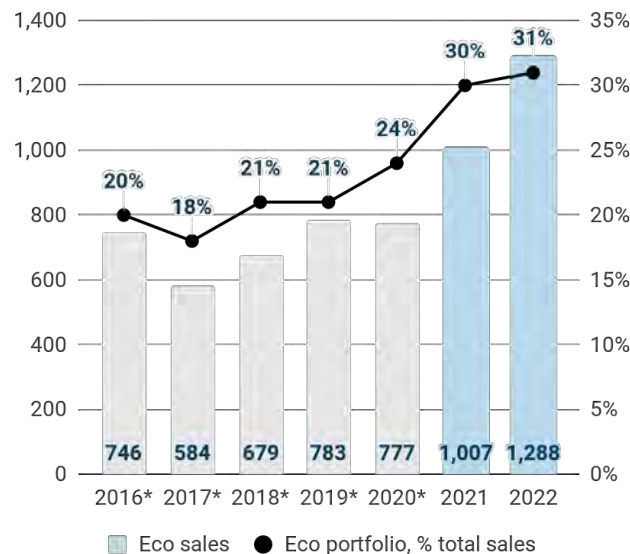
Cargotec's equipment are reported under activity 3.6 Manufacture of other low carbon technologies

Cargotec's services will be reported under activity 2.10 Repair, refurbishment and remanufacturing, and sale of spare parts



Cargotec reports eco portfolio sales on quarterly basis

Cargotec's eco portfolio consists of products and services that enhance customers' sustainability with tangible environmental benefits, such as fully electric equipment.



2022 CO₂ emissions grew 5% from 2019 baseline - positive trend in emission intensity

Annual level emissions are growing in line with growing revenue, major emission impact from increasing amount of units sold

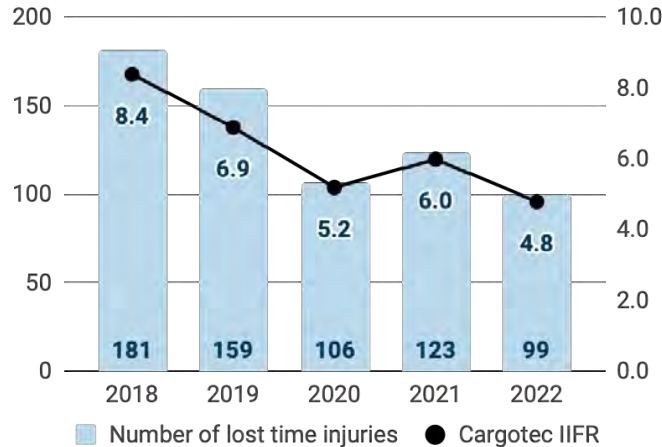
- › Use phase emission is major share of emissions, where focus to electrification is the solution
- › Own operation with minor impact in overall emission reduction
- › Positive trend in emission intensity (CO₂/€) and eco portfolio development

Group SBTi scope development

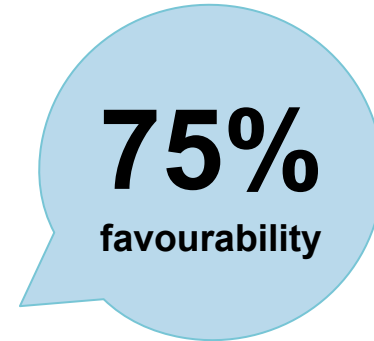


Cargotec continued to improve safety while employee favorability remained at a high level*

Industrial injury frequency rate**



Compass Employee Engagement survey 2022





Governance

Committed and capable Leadership Team ready to deliver on the strategy



Casimir Lindholm
CEO
Interim President, Kalmar



Mikko Puolakka
CFO



Scott Phillips
President, Hiab



Leif Byström
President, MacGregor



Mikael Laine
SVP, Strategy
Interim COO, Kalmar



Outi Aaltonen
SVP, General Counsel



Carina Geber-Teir
SVP, Communications



Soili Mäkinen
SVP, Sustainable
Business Development



Mikko Pelkonen
SVP, Human Resources

Board of Directors



Jaakko Eskola

Chair, b. 1958



Ilkka Herlin

Vice Chair, b. 1959



**Raija-Leena
Hankonen-Nybom**

Member, b. 1960



Teresa Kemppe-Vasama

Member, b. 1970
Member of Demerger Committee



Tapio Kolunsarka

Member, b. 1975
Member of Demerger Committee



Johanna Lamminen

Member, b. 1966



Kaisa Oikkonen

Member, b. 1964



Ritva Sotamaa

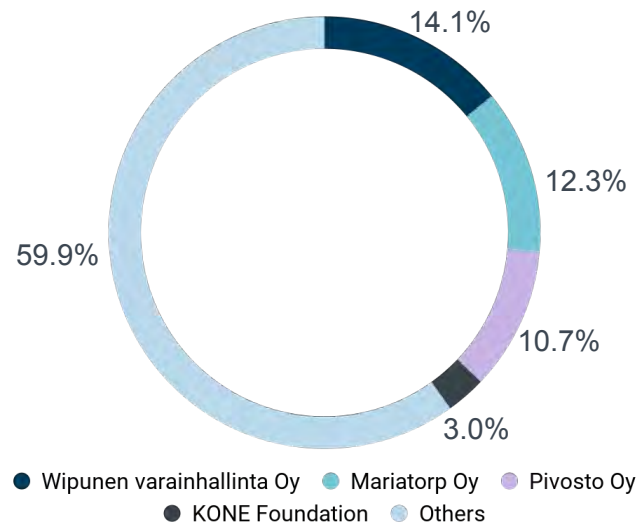
Member, b. 1963

Largest shareholders

30 September 2023

		% of shares	% of votes
1	Wipunen varainhallinta Oy	14.1	23.7
2	Mariatorp Oy	12.3	22.9
3	Pivosto Oy	10.7	22.2
4	KONE Foundation	3.0	5.5
5	Ilmarinen Mutual Pension Insurance Company	2.2	1.0
6	The State Pension Fund	1.0	0.5
7	Elo Mutual Pension Insurance Company	1.0	0.4
8	Varma Mutual Pension Insurance Company	1.0	0.4
9	Cargotec Oyj	0.6	0.3
10	Herlin Heikki Juho Kustaa	0.6	0.3
Nominee registered and non-Finnish holders		29.57%	
Total number of shareholders		38,485	

% of shares



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For more information, call us or visit our IR-page

Next upcoming IR events

19 December 2023

Analyst Christmas Lunch

Investor relations contact information

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Tel. +358 40 570 1878



