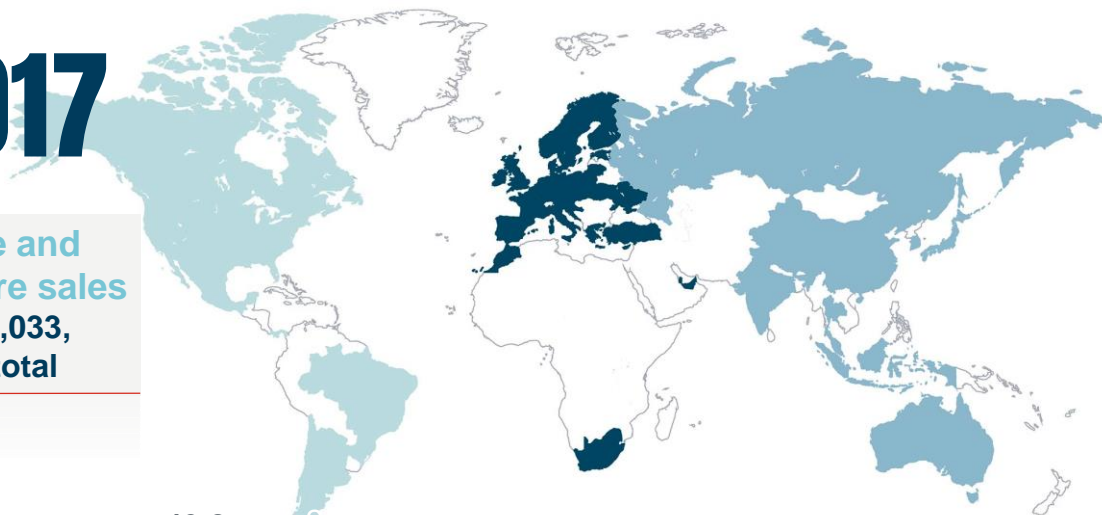




CARGOTEC KEY FIGURES 2017



Sales

MEUR 3,280

Operating profit*

MEUR 263,
8.0% of sales

Orders received

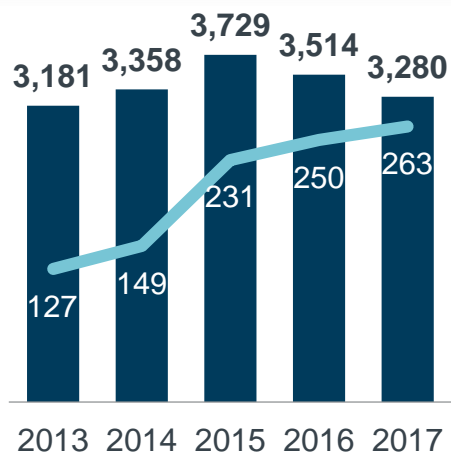
MEUR 3,190

Employees

11,251

Service and software sales

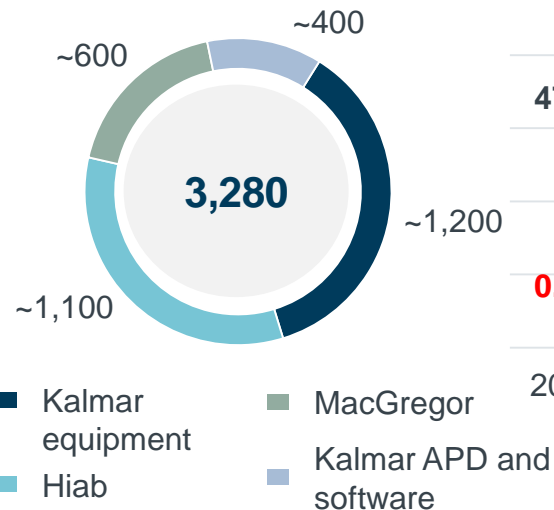
MEUR 1,033,
31% of total



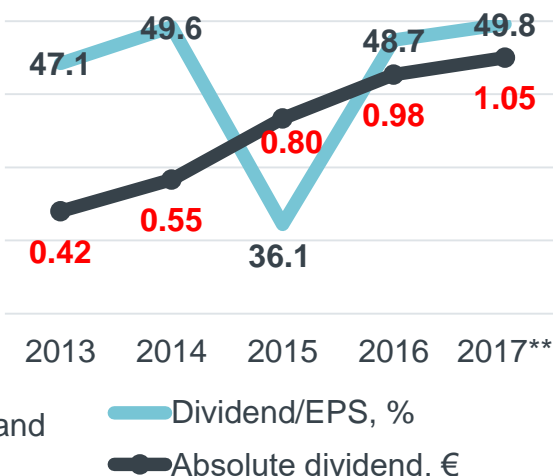
■ Net sales — Operating profit*

*Excluding restructuring costs

Sales split

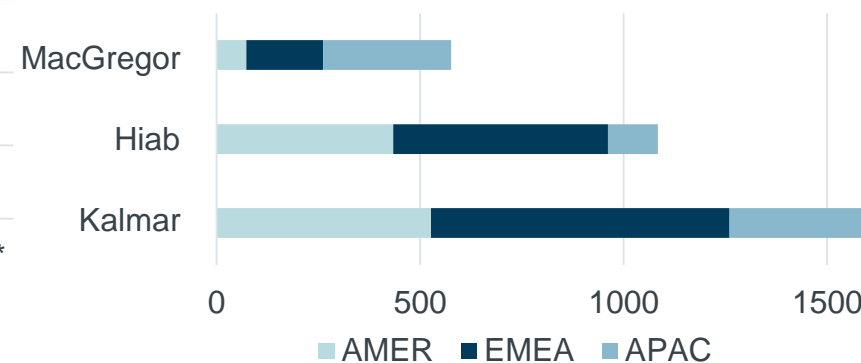


Dividend



**Board's proposal

Geographical sales



Cargotec is transforming from equipment provider into a leader in intelligent cargo handling



2013

Product leadership
Good equipment company



2018

Services leadership
World-class service offering



2020

Leader in intelligent cargo handling
40% of the sales from services and software

Financial targets

Grow faster than the market

Cargotec operating profit margin 10% in 3-5 years

Service and Software sales 40% of net sales, minimum EUR 1.5 billion in 3-5 years

Increasing dividend in the range of 30-50% of EPS, dividend to be paid twice a year*

15% ROCE in 3-5 years

Gearing below 50%

*Board's proposal

#1-2

Market position
in all major segments

Megatrends supporting our business



Urbanisation



Digitalisation



Population growth



Energy demand

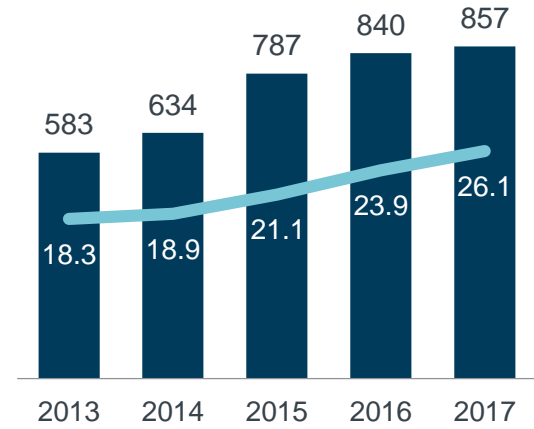


GDP growth per
capita



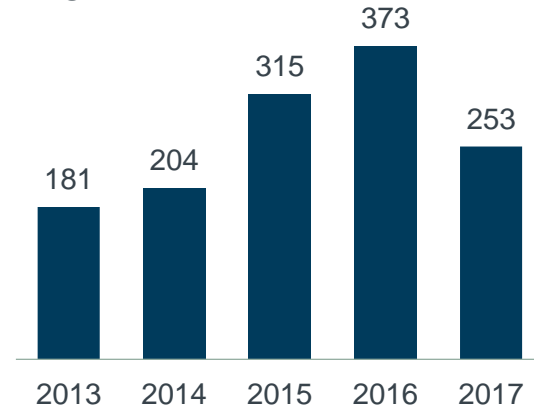
Environmental
awareness

Gross profit

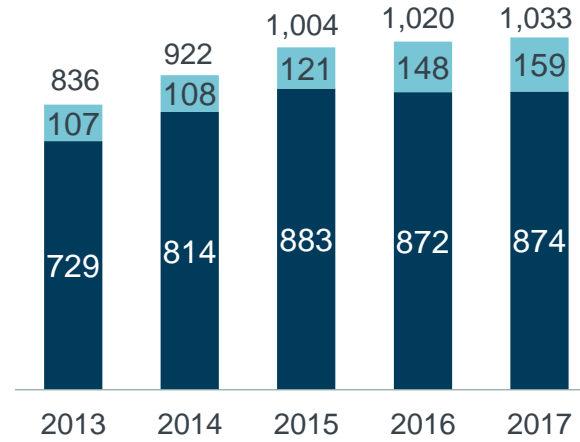


■ Gross profit MEUR — Gross profit -%

Cash flow from operations MEUR

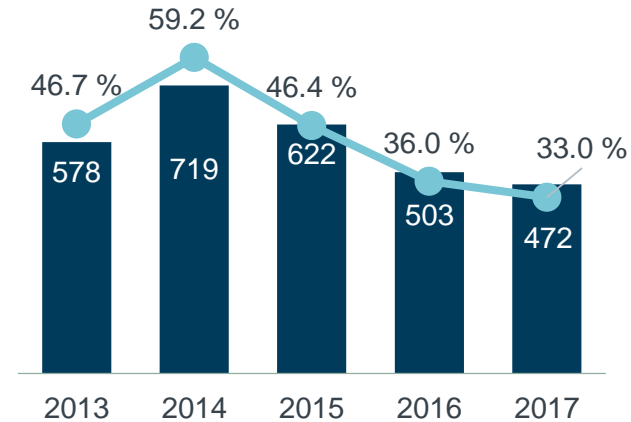


Service and software* sales



■ Services ■ Software *) Software sales defined as Navis business unit and automation software

Net debt and gearing



■ Net debt MEUR — Gearing-%

Our must-wins



World-class service
offering



Lead digitalisation



Build world-class
leadership