Marine – Strong basis for complete solutions
Marine performance 2005–H1/2010

- 65% of the revenue growth has been achieved by organic growth and 35% from acquisitions.

- The organic revenue growth during past three years largely benefited from the latest shipbuilding boom.

- Steady improvement in profitability since 2008 mainly due to strong pricing power and cost escalations build into the calculations.
Performance milestones
Relevant future trends

High Impact to Cargotec Marine

Weak Trend
- National presence in Brazil, China
- North passage route
- MSD owners focusing in port & terminal operations

Low Impact to Cargotec Marine

Strong Trend
- Total delivery demand & consolidated offering
- Global service
- Windmill industry
- Owners get more influence
- Trade balance shifting to Asia
- Ships getting bigger
- Slowing down cruise speed
- National presence in non-BRIC countries
- National presence in Brazil, China
- Industry consolidation
- New Chinese ship owners
- MSD owners focusing in port & terminal operations
- Low cost suppliers
- North passage route

21.9.2010
Market indicators – ship contracting forecast

Contracting, incl. Prognosis

Number of ships

- Tanker
- Bulker incl. Comb
- Container
- Reefers
- Roro
- Dry Cargo
- Passenger
- Offshore

Database Date: 10-04-01
Source: IHS Fairplay
Market indicators – contracting

Contracting - no of vessels/month last 12 months
Clarksons
Offshore market growth driven by oil companies increasing investments and fleet renewal especially in subsea segment

Drivers: Subsea spending

Source: Quest Offshore Resources 2010
Market outlook today

- Bulk ship market cooling down
- Container ship demand coming back
- Offshore market recovery expected in 2011
- RoRo and general cargo ship demand still modest
- Positive development continues in bulk terminals
- Financing still tight
- Cancellation threat has eased up
- Delivery postponements will remain
Long-term focus areas

• Widen merchant ship offering
• Widen offshore offering
• Strong R&D
• Complete solutions
• Offshore service
• China, Brazil
Case: Subsea operations

- Marine Deck crane
- Active compensated crane system
- Moon-pool ROV LARS
- A-Frame ROV LARS
- Over-side load-handling systems
- Mooring winch system
- Davit systems
- Service
we keep cargo on the move™