Marine – Ship type and size make a difference
Content

- Marine market outlook
- Ship types
- Key issues in financials
- Growth
Market Outlook

Challenges:
• Overcapacity in shipping continues
• Change in ownership geography
• Squeezed ship prices
• Short-term contracting levels
Market outlook

Benefits:

• Long-term growth
• Korea is gaining market share – Marine well positioned
• Increasing owners market – beneficial to solution sales
• ECO ships coming – we are the market leader in electrical products
• Growth in offshore support/construction vessel types
• RoRo/car carrier outlook more positive than Clarkson expects?
• Cancellations on low level
• Market share gains in the last years
• Ships are bigger
• Growth in ship types having large MacGregor content
Ship type and size make a difference

Bulk carrier, cape 180,000 dwt

Vessel particulars
- Length 300 m
- Breadth 45 m
- Average price 50 MUSD

MacGregor equipment
- Hatch covers
- 18 rolling panels à 35 tons each
- Max. value 1.7 MUSD
  = 3.5% of ship’s value

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Ship type and size make a difference

Bulk carrier, handymax 51,000 dwt

Vessel particulars
• Length 188 m
• Breadth 31 m
• Average price 26 MUSD

MacGregor equipment
• Cargo cranes (4 x 30t), folding hatch covers
• Max. value 2.2 MUSD = 9% of ship’s value
Ship type and size make a difference

Container carrier, post-panamax 13,000 TEU

Vessel particulars
• Length 370 m
• Breadth 50 m
• Average price 130 MUSD

MacGregor equipment
• Hatch covers, lashing bridges, fixed container fittings and container lashing systems
• 80 panels / 2,700 tons / 10,800 m²
• Max. value 10 MUSD = 8% of ship’s value

TEU = 20’ equivalent unit (length of a standard container)
Ship type and size makes a difference

Container carrier, feeder 1,350 TEU

Vessel particulars
• Length 160 m
• Breadth 25 m
• Average price 23 MUSD

MacGregor equipment
• Cargo cranes (2 x 45t), hatch covers, (lashinng bridges), fixed container fittings and lashing systems
• Max. value 2.3 MUSD = 10% of ship’s value
Ship type and size makes a difference

RoRo vessel, PCTC 8,000 unit

Vessel particulars
- Length 225 m
- Breadth 32 m
- Carrying capacity 8,000 CEU (CEU = car equivalent units)
- Average price 100 MUSD

MacGregor equipment
- Hoistable access ramps, car decks, ramp covers and doors
- Hoistable car decks abt. 20,000 m²
- Max. value design and complete fabrication, abt. 3,000 tonnes: 15 MUSD = 15% of the ship’s value
Ship type and size makes a difference

Offshore compact semi submersible vessel

Vessel particulars
- Length 85 m
- Breadth 32 m
- Average price 110 MUSD

MacGregor equipment
- 150t AHC crane,
  el-hydr offshore service crane,
  module handling system,
  ROV handling system,
  winch systems,
  moonpool system and
  integrated deck skid systems
- Max. value 25 MUSD = 23% of ship’s value
Key issues in financials
Close to half of Marine order book on 30 Sep 2011 was bulk ship related

- Bulk ships
- General cargo ships
- Container ships
- Roro ships
- Offshore support vessels
- Other
Key issues in financials

MEUR

% 0 2 4 6 8 10 12 14 16 18

Q1/08 Q2/08 Q3/08 Q4/08 Q1/09 Q2/09 Q3/09 Q4/09 Q1/10 Q2/10 Q3/10 Q4/10 Q1/11 Q2/11 Q3/11

Orders Sales EBIT%

EBIT% excluding restructuring costs
Marine’s business model – built-in flexibility

Concept focused on design, engineering and service

Sales & Marketing

Design & Engineering

Manufacturing

Installation

After Sales Service

MacGregor

MacGregor

Outsourced

MacGregor

Outsourced

MacGregor

Outsourced

Reasonable margins
Focus on core competencies
Cash positive
Low fixed cost
High flexibility
Growth
Two dimensional growth

Merchant ships
- Bulk carrier
- Container ship
- General cargo ship
- Naval ship
- RoRo ship
- Tanker
- Transloader
- OFS Subsea
- OFS AHTS
- OFS TUG
- New ship types

Offshore ships

Products
- Cranes
- Hatch covers
- RoRo equipment
- Offshore cranes
- Winches
- Service

Customers

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Focus areas

• Two dimensional growth
• Strengthen solution sales
• Grow in offshore services
• Geographical focus in China and Brazil
• Leverage the Rainbow-Cargotec Industries in offshore
• Strong and focused R&D
we keep cargo on the move™