Handelsbanken Nordic Mid/Small Cap Seminar
Cargotec vision and mission

Our vision is
• to be the world’s leading provider of cargo handling solutions

Our mission is
• to improve the efficiency of cargo flows
Portfolio

Solutions for industrial and on-road load handling

Solutions for ports and container handling

Solutions for marine cargo handling and offshore load handling
Marine core is in merchant ships, offshore offers attractive growth opportunities

<table>
<thead>
<tr>
<th>Merchant ships</th>
<th>Cranes</th>
<th>Hatch covers</th>
<th>RoRo equipment</th>
<th>Offshore cranes</th>
<th>Winches</th>
<th>Service</th>
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<tbody>
<tr>
<td>Bulk carrier</td>
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<td>RoRo ship</td>
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</table>

Customers
The most comprehensive offering for Terminals

Equipment
Complete set of equipment for container and cargo handling tasks

Services
Global service network
Rebuilding and refurbishing
Service contracting
Terminal development

Systems & Automation
Terminal operating systems
Automated equipment
Automated terminals

Packaging, Integration & Operationalisation
Load Handling’s offering is installed on trucks

- Cranes
  - Hiab
  - Hiab Loglift
  - Hiab Jonsered

- Demountables
  - Hiab Multilift

- Taillifts
  - Zepro
  - Waltco
  - Focolift
  - Del

- Truck-mounted forklifts
  - Hiab Moffett
  - Princeton Piggy Back®

Service
Cargotec sales by segment and geography

Sales by reporting segment  Q1/2012, %
- Equipment 86% (88)
- Services 14% (12)

Sales by geographical segment  Q1/2012, %
- Equipment 73% (71)
- Services 27% (29)

Equipment 73% (69)
- Americas 40%
- APAC 37%
- EMEA 23%

Equipment 73% (71)
- Americas 40%
- APAC 37%
- EMEA 23%

Marine Terminals Load Handling

June 2012  8
Focus areas in Marine business area

• Two dimensional growth
• Strengthen solution sales
• Grow in offshore services
• Geographical focus in China and Brazil
• Leverage Rainbow-Cargotec Industries joint venture in offshore
• Strong and focused R&D
Focus areas in Terminals business area

• Offering development, including equipment, systems & automation and services
• Project sales and delivery capabilities
• Sales management capabilities
• Cost efficiency

10 June 2012
Focus areas in Load Handling business area

- Focus on customer needs
- Analyse future trends
- Develop operating model
- Build strong strategy
- Develop route to market
- New markets – China, India and Russia
- New product development
Focus areas in Services business area

• Expand offering to fleet performance
• Build strong offshore services in Brazil and the USA
• Further develop asset management
Cargotec to strengthen position in heavy cranes

- Cargotec and its long-term manufacturing supplier in China, Jiangsu Rainbow Heavy Industries (RHI), have established a joint venture to provide leading heavy crane solutions globally, expand delivery capacity and grasp growth opportunities in the Chinese and global markets.

- Cargotec’s ownership is 49 percent and the value of Cargotec’s equity investment approximately EUR 30 million.

- In addition, Cargotec will strengthen its strategic partnership with RHI by becoming an owner in the company. Cargotec will acquire a 49 percent interest in China Crane Investment Holdings Ltd, which currently owns 18.75 percent of RHI shares, for approximately EUR 50 million.

- Relevant regulatory approvals were received in May 2012.
Cargotec to evaluate listing of Cargotec Marine on the Singapore Exchange to secure further growth

• Potential listing would strengthen Cargotec Marine’s business presence in Asia and secure profitable growth.

• Already today more than 70 percent of Cargotec Marine’s sales are generated in Asia-Pacific.

• A strong presence in Singapore could open new business opportunities especially in offshore.

• It is currently envisaged that Cargotec Corporation would own the majority of Cargotec Marine, which would remain consolidated to Cargotec Corporation following the possible listing.

• The Board of Directors expects the evaluation be completed by the end of the third quarter 2012.
January–March 2012 financials
### Q1 key figures

<table>
<thead>
<tr>
<th></th>
<th>Q1 2012</th>
<th>Q1 2011</th>
<th>Change</th>
<th>2011</th>
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</thead>
<tbody>
<tr>
<td>Orders received, MEUR</td>
<td>737</td>
<td>819</td>
<td>-10%</td>
<td>3,233</td>
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<tr>
<td>Order book, MEUR</td>
<td>2,342</td>
<td>2,373</td>
<td>-1%</td>
<td>2,426</td>
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<tr>
<td>Sales, MEUR</td>
<td>793</td>
<td>763</td>
<td>4%</td>
<td>3,139</td>
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<tr>
<td>Operating profit, MEUR</td>
<td>37.6</td>
<td>50.6</td>
<td>-26%</td>
<td>207.0</td>
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<tr>
<td>Operating profit margin, %</td>
<td>4.7</td>
<td>6.6</td>
<td></td>
<td>6.6</td>
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<tr>
<td>Cash flow from operations, MEUR</td>
<td>-2.2</td>
<td>36.2</td>
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<td>166.3</td>
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<tr>
<td>Interest-bearing net debt, MEUR</td>
<td>389</td>
<td>335</td>
<td></td>
<td>299</td>
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<tr>
<td>Earnings per share, EUR</td>
<td>0.42</td>
<td>0.59</td>
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<td>2.42</td>
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Cargotec’s performance development

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Orders</th>
<th>Sales</th>
<th>EBIT% excluding restructuring</th>
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<tbody>
<tr>
<td>Q1/09</td>
<td>428</td>
<td>607</td>
<td>6.6</td>
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<tr>
<td>Q2/09</td>
<td>616</td>
<td>737</td>
<td>4.7</td>
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<tr>
<td>Q3/09</td>
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<td>Q4/09</td>
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<tr>
<td>Q1/10</td>
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<td>Q3/10</td>
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<tr>
<td>Q1/12</td>
<td>737</td>
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<td>4.7</td>
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</table>

Notes:
- Orders and Sales are measured in MEUR.
- EBIT% excluding restructuring is shown for each quarter.

June 2012
Marine – healthy order intake in sluggish market

• The low level of new ship orders reflected in demand for marine cargo handling equipment.

• Demand for marine cargo handling equipment for offshore vessels improved, accounting for a quarter of Marine’s orders.

• Sales remained at healthy level thanks to order book and successful deliveries.

• Profitability was at expected level.

• The gradual recovery continued in services.
Terminals – challenging first quarter

- Demand was healthy for container handling equipment used in ports. Customer interest in larger projects was evident in several negotiations underway.

- Sales grew 19% as a result of stronger order book.

- Profitability declined to 1.6%:
  - Delay in deliveries
  - Service business’ low share of sales
  - A less favourable product mix
  - R&D costs doubled y-o-y

![Graph showing orders, sales, and EBIT% over quarters Q1/11 to Q1/12](image)
Load Handling – healthy orders and sales, profitability improved

- Market for load handling equipment clearly exceeded general market expectations. Demand grew in the US and it was also healthy in Europe.
- Order received grew 22% q-o-q and y-o-y.
- Orders grew in all geographic areas, most in Americas.
- Sales grew 12% thanks to order book and favourable market environment.
- Profitability improvement to 3.8% was supported by actions taken to improve the efficiency of the way of working and supply chain, together with increased volumes.
- The growth in orders for services was boosted by spare parts and installations.
Low gearing and strong liquidity 31 Mar 2012

- Gearing 33.8%
- Net debt MEUR 389
- Liquidity MEUR 430
  - Cash and cash equivalents MEUR 130
  - Unused and committed long-term revolving credit facility of MEUR 300

→ Cargotec is well prepared financially for the coming years
we keep cargo on the move™