President and CEO Mika Vehviläinen
Cargotec’s business in brief

Cargotec sales split in H1/13

- MacGregor
- Kalmar
- Hiab

Geographical split of sales in H1/13

- EMEA
- APAC
- AMER

Services share of sales in H1/13

- 19%
- 26%
- 28%

Order to delivery lead time

- 12-24 months
- 6-9 months
- 2-4 months
MacGregor offers solutions for merchant and offshore ships

- Leading brand with long standing client relationships
- World class R&D portfolio and products
- Building stronger platform in offshore
- Asset light, highly cash generative business
- Strong financial track record
- Separate listing in Singapore under preparations

Hatch covers
Cranes
Offshore advanced load handling
Winches
MacGregor 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>
</tr>
</thead>
<tbody>
<tr>
<td>Bulk carrier</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Container ship</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>General cargo ship</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Naval ship</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>RoRo ship</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Tanker</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Transloader</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>OFS Subsea</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>OFS AHTS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>OFS TUG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

~80%
~20%

Sep 2013
Kalmar offers complete solutions for ports and 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
- Process automation

Packaging, Integration & Operationalisation
Kalmar’s strategy

- To make our customers businesses run more effectively and efficiently
- Objective is to be the leading and most efficient box moving company
- Focus on integrated automation solutions
  - Navis
  - Extensive R&D investment
- Improve competitiveness of product offering
- Grow services business
Hiab is the preferred brand in on-road load handling

- Hiab’s high performance product range includes loader cranes, forestry and recycling cranes, demountables, truck-mounted forklifts and tail lifts.
- Hiab solutions let customers optimise their services while running efficient and profitable operations.
- Broad product offering, leading technology and solid global know-how make Hiab solutions the most reliable and efficient for customers.
Hiab’s strategy

- Focus on customer needs
- Target is to be the leading on-road load handling supplier
- Profitability over sales growth
- Product differentiation
- Route to market
- Presence in mature markets with focused approach in China, Brazil, and Russia
Driving for better performance
Cargotec road map

Phase 1
Reconfirm and execute key improvement initiatives

40 M savings and 15 M gross margin improvement in 2013

Phase 2
Drive 'on par' performance
Aiming at further 80 M run rate improvement by end 2014

Phase 3
Drive superior performance and competences in focused portfolio

2013  2014  2015

Sep 2013

40 M savings and 15 M gross margin improvement in 2013

Aiming at further 80 M run rate improvement by end 2014

Drive superior performance and competences in focused portfolio
Kalmar improvement initiatives

2012
- Organisational efficiency and refocused R&D
- Project delivery capability development

2013
- Ramp-up of Poland multi-assembly unit
- Development of service business
- 20 M savings in 2013

2014
- Ramp-up of production in Rainbow Cargotec Industries joint venture
- Further development of integrated port automation solutions
- Improvements in design-to-cost
- Aiming at further 40M run rate improvement by end 2014

Sep 2013
Hiab improvement initiatives

2012
- Route-to-market immediate improvements
- Footprint, incl. ramp-up of Poland multi-assembly unit

2013
- Efficiency improvement
- Improvements in design-to-cost
- Development of new products
- 3M savings in 2013

2014
- Development of route-to-market
- 15M gross margin improvement
- Aiming at further 40M run rate improvement by end 2014
MacGregor improvement initiatives

- Development of offshore footprint
- Organisational and operational efficiency
- Development of service business
- Organic growth in offshore
- Growth through acquisitions
- Listing preparations

2012

2013

- 4M savings in 2013

2014

Sep 2013
January–June financials
Highlights of Q2

- Hatlapa acquisition in July
- Order intake declined 7% y-o-y to EUR 833 (892) million
- Sales at EUR 836 (850) million, down 2% y-o-y
- Operating profit excluding restructuring costs was EUR 37.5 (41.1) million or 4.5 (4.8)% of sales
- Operating profit was EUR 32.9 (41.1) million
- Cash flow from operations was EUR -12.4 (-25.6) million
## January–June key figures

<table>
<thead>
<tr>
<th></th>
<th>Q2/13</th>
<th>Q2/12</th>
<th>Change</th>
<th>Q1-Q2/13</th>
<th>Q1-Q2/12</th>
<th>Change</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders received, MEUR</td>
<td>833</td>
<td>892</td>
<td>-7%</td>
<td>1,624</td>
<td>1,629</td>
<td>0%</td>
<td>3,058</td>
</tr>
<tr>
<td>Order book, MEUR</td>
<td>2,147</td>
<td>2,413</td>
<td>-11%</td>
<td>2,147</td>
<td>2,413</td>
<td>-11%</td>
<td>2,021</td>
</tr>
<tr>
<td>Sales, MEUR</td>
<td>836</td>
<td>850</td>
<td>-2%</td>
<td>1,515</td>
<td>1,643</td>
<td>-8%</td>
<td>3,327</td>
</tr>
<tr>
<td>Operating profit, MEUR*</td>
<td>37.5</td>
<td>41.1</td>
<td>-9%</td>
<td>52.5</td>
<td>78.7</td>
<td>-33%</td>
<td>157.5</td>
</tr>
<tr>
<td>Operating profit margin, %*</td>
<td>4.5</td>
<td>4.8</td>
<td></td>
<td>3.5</td>
<td>4.8</td>
<td></td>
<td>4.7</td>
</tr>
<tr>
<td>Cash flow from operations, MEUR</td>
<td>-12.4</td>
<td>-25.6</td>
<td></td>
<td>8.8</td>
<td>-27.8</td>
<td></td>
<td>97.1</td>
</tr>
<tr>
<td>Interest-bearing net debt, MEUR</td>
<td>567</td>
<td>497</td>
<td></td>
<td>567</td>
<td>497</td>
<td></td>
<td>478</td>
</tr>
<tr>
<td>Earnings per share, EUR</td>
<td>0.36</td>
<td>0.48</td>
<td></td>
<td>0.46</td>
<td>0.90</td>
<td></td>
<td>1.45</td>
</tr>
</tbody>
</table>

* excluding restructuring costs
Performance development

- **Orders** and **Sales** for Q2/12 to Q2/13.
- **Operating profit** and **Operating profit%** for Q2/12 to Q2/13, excluding restructuring costs.

* Sep 2013
MacGregor Q2 – strong order intake in offshore

- Offshore order intake close to 50% of orders received
- Order intake grew 67% y-o-y to EUR 284 (170) million
- Sales declined 18% y-o-y to EUR 211 (257) million due to low deliveries as customers delayed receipt of deliveries
- Profitability of 8.7% (excluding restructuring) reflects low sales

* excluding restructuring costs
Kalmar Q2 – profitability improved despite cost overruns in projects

- Demand for smaller container handling equipment and automation solutions was healthy, whereas demand for larger equipment was modest.
- Order intake fell 34% y-o-y to EUR 342 (514) million due to lack of new big projects in the quarter.
- Sales grew 6% y-o-y to EUR 405 (383) million.
- Profitability excluding restructuring costs was 3.9%.
  - Additional costs of EUR 10 million in projects.

![Graph showing orders, sales, and operating profit over quarters.](chart.png)

*excluding restructuring costs
Kalmar container terminal projects

- Currently 9 major projects on-going with value of EUR 400 million
- Cost overruns H1/2013 EUR 16 million
- Major improvements in project management, processes and tools during last 12 months
- These projects will establish Kalmar as the leading port solution provider
- Future market potential remains attractive
Hiab Q2 – profitability improving

- Market environment variations by country characterised the load handling markets within Europe. Demand was healthy in the US.
- Orders were at comparison period’s level and totalled EUR 208 (208) million.
- Sales grew 5% y-o-y to EUR 221 (211) million.
- Profitability excluding restructuring costs was 4.0%.

* excluding restructuring costs
Cash flow from operations low due to net working capital demand

MEUR

2011 2012 Q1/11 Q2/11 Q3/11 Q4/11 Q1/12 Q2/12 Q3/12 Q4/12 Q1/13 Q2/13

-26 -12

-50 0 50 100 150 200
Sales in services unchanged

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1/11</th>
<th>Q2/11</th>
<th>Q3/11</th>
<th>Q4/11</th>
<th>Q1/12</th>
<th>Q2/12</th>
<th>Q3/12</th>
<th>Q4/12</th>
<th>Q1/13</th>
<th>Q2/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
<td>185</td>
</tr>
<tr>
<td>2012</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
<td>193</td>
</tr>
<tr>
<td>MEUR</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
</tr>
</tbody>
</table>
Relative size of MacGregor decreased

Sales by reporting segment 1-6/2013, %

- Equipment 81 (85)%
- Services 19 (15)%

Sales by geographical segment 1-6/2013, %

- Americas 44% (39)
- APAC 32% (37)
- EMEA 24% (25)
Outlook

- Certain deliveries for MacGregor will be delayed and customers are postponing services. MacGregor’s 2013 operating profit margin is expected to be slightly below 10 percent, as 2013 sales are falling short of the previously expected approximately EUR 850 million and now are expected to total closer to EUR 800 million.

- Cargotec’s sales are expected to be slightly below 2012 and operating profit excluding restructuring costs to be at or slightly below 2012 level

- This outlook is excluding the Hatlapa acquisition announced in July
MacGregor to acquire Hatlapa

- Hatlapa Group is privately owned merchant and offshore deck equipment provider

- Acquisition strengthens MacGregor’s position as the leading provider of deck machinery

- MacGregor to become a global leader in winches

- Acquisition supports MacGregor’s growth strategy in both merchant shipping and offshore segments

- The enterprise value is EUR 160 million

- Hatlapa’s sales are estimated to be around EUR 120 million in 2013
Appendices
Ship contracting forecast

Contracting 2001-2017

Deliveries 2001-2020

Medium-Term Contracting Forecast to 2017

Medium-Term Deliveries to 2020

Source: Clarkson Shipbuilding forecast, March 2013
Macro indicator trends

Drewry (Throughput '000 TEU units)

Source: Drewry Global Container Terminal Operators report, 2013
Macro indicator trends

Truck sales GVW over 15 ton - regions

Sales growth GVW over 15 ton - regions

Source: IHS Global Insight, Aug/2013 fcst
Macro indicator trends

Total Construction Output

- EMEA
- AMER
- APAC

EMEA Construction Output

- INDEX
- CHANGE (%)

AMER Construction Output

- INDEX
- CHANGE (%)

APAC Construction Output

- INDEX
- CHANGE (%)

Source: Oxford Economics Q3/2013

Sep 2013
Financing on 30 Jun 2013

- Gearing 48.9%
- Net debt MEUR 567
- Liquidity MEUR 436
  - Cash and cash equivalents MEUR 136
  - Unused and committed long-term revolving credit facility of MEUR 300

→ Cargotec is well prepared financially for the coming years
MacGregor offering

Hatch covers  Ship cranes  Offshore deck equipment  Securing

RoRo  Link spans  Bulk loaders  Services

Sep 2013 35
Key competition with MacGregor offering

<table>
<thead>
<tr>
<th>Hatch covers</th>
<th>Deck cranes</th>
<th>Lashing equipment</th>
<th>RoRo equipment</th>
<th>Self unloaders</th>
<th>Offshore ALH</th>
<th>Offshore winches</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MacGregor</strong></td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td><strong>TTS</strong></td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td><strong>SMS (ex Seohae)</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>(X)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Iknow (ex Tsuji)</strong></td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>(X)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Kyoritsu</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Nakata</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>IHI</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Coops &amp; Nieborg</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Macor</strong></td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td>(X)</td>
<td></td>
</tr>
<tr>
<td><strong>Navalimpianti</strong></td>
<td>(X)</td>
<td></td>
<td></td>
<td></td>
<td>(X)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Liebherr</strong></td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Oriental Precision</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Huisman</strong></td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MHI</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>German Lashing</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SEC</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td><strong>Taiyo</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>National Oilwell Varco</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td>X</td>
<td>(X)</td>
</tr>
<tr>
<td><strong>Rolls Royce</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td><strong>Aker Solutions (Pusnes)</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Hatlapa</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(X)</td>
<td></td>
</tr>
<tr>
<td><strong>EMS-Tech</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Seabulk</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Oshima</strong></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Kalmar offering

- Straddle carriers
- Reachstackers
- Terminal tractors
- Forklift trucks
- Quay cranes
- RTGs, RMGs
- Spreader
- Services
### Key competition with Kalmar offering

<table>
<thead>
<tr>
<th>Ship-to-shore cranes</th>
<th>ASC carriers</th>
<th>RTG/RMG cranes</th>
<th>Straddle/ Shuttle carriers</th>
<th>Reach stackers</th>
<th>Fork lift trucks</th>
<th>Terminal tractors, AGVs</th>
<th>Spreaders</th>
<th>Mobile harbour cranes</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kalmar</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>ZPMC</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Konecranes</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Terex/Gottwald</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Sany</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Liebherr</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mitsubishi</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mitsui</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kunz</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TCM</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CVS</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hyster Heavy</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Taylor</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Linde Heavy</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Zoomlion</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tomac</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Toyota</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sinotruk</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capacity</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Terberg</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mafi</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stinis</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RAM</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Hiab offering

Loader cranes
Truck-mounted forklifts
Demountables

Tail lifts
Forestry cranes
Stiff boom cranes
Services
Key competition with Hiab offering

<table>
<thead>
<tr>
<th>Knuckle-boom Cranes</th>
<th>Stiff boom Cranes</th>
<th>Demountables</th>
<th>Tail Lifts</th>
<th>Truck-mounted Forklifts</th>
<th>Forestry Cranes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hiab</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Palfinger</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Hyva</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fassi</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Effer</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HMF</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Tadano</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>National</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meiller</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>VDL</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stellar</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Shimaywa</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>D’Hollandia</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bär</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Dautel</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anteo</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maxon</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tommy Gate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manitou</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Terberg Kinglifter</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Chrisman</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Donkey</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Kesla</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Prentice</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>