Q2 2013 Zürich road show - 19 September 2013

Executive Vice President, CFO Eeva Sipilä
Cargotec businesses
Cargotec’s business in brief

Cargotec sales split in H1/13

Geographical split of sales in H1/13

Services share of sales in H1/13

Order to delivery lead time

12-24 months

6-9 months

2-4 months

MacGregor

Kalmar

Hiab
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
MacGregor core is in merchant ships, offshore offers attractive growth opportunities

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<th>Hatch covers</th>
<th>RoRo equipment</th>
<th>Offshore cranes</th>
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~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

2013
40 M savings and 15 M gross margin improvement in 2013

Phase 2
Drive ‘on par’ performance

2014
Aiming at further 80 M run rate improvement by end 2014

Phase 3
Drive superior performance and competences in focused portfolio

2015

Sep 2013
Kalmar improvement initiatives

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

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

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
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

Sep 2013
MacGregor improvement initiatives

2012
- Development of offshore footprint
- Organisational and operational efficiency

2013
- 4M savings in 2013
- Development of service business
- Organic growth in offshore
- Growth through acquisitions

2014
- Listing preparations

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

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<td>Operating profit, MEUR*</td>
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*excluding restructuring costs
Performance development

Orders and Sales

- Q2/12: 892 MEUR, 850 MEUR
- Q3/12: 850 MEUR, 800 MEUR
- Q4/12: 833 MEUR, 760 MEUR
- Q1/13: 836 MEUR, 800 MEUR
- Q2/13: 836 MEUR, 760 MEUR

Operating profit

- Q2/12: 41.1%
- Q3/12: 4.8%
- Q4/12: 4.5%
- Q1/13: 37.5%
- Q2/13: 4.5%

*excluding restructuring costs
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
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%](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
Sales in services unchanged
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%)
- APAC (32%)
- EMEA (24%)
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

Source: Clarkson Shipbuilding forecast, March 2013

Medium-Term Deliveries to 2020

Source: Clarkson Research Services

Sep 2013 30
Macro indicator trends

Drewry (Throughput '000 TEU units)

Drewry (Throughput TEU % change)

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

Truck sales GVW over 15 ton - regions

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

Total Construction Output

- EMEA
- AMER
- APAC

EMEA Construction Output

- EMEA Construction Output INDEX
- EMEA Construction Output y/y change (%)

AMER Construction Output

- AMER Construction Output INDEX
- AMER Construction Output y/y change (%)

APAC Construction Output

- APAC Construction Output INDEX
- APAC Construction Output y/y 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
**Key competition with MacGregor offering**

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<th>Hatch covers</th>
<th>Deck cranes</th>
<th>Lashing equipment</th>
<th>RoRo equipment</th>
<th>Self unloaders</th>
<th>Offshore ALH</th>
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Kalmar offering

Straddle carriers  Reachstackers  Terminal tractors  Forklift trucks

Quay cranes  RTGs, RMGs  Spreader  Services
## Key competition with Kalmar offering

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<th>RTG/RMG cranes</th>
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Sep 2013  38
Hiab offering

Loader cranes  Truck-mounted forklifts  Demountables

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

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