Cargotec’s business basics

Cargotec sales split in 1-3/2015

Geographical split of sales in 1-3/2015

Services share of sales in 1-3/2015

Order to delivery lead time

MacGregor

EMEA

22%

12-24 months

Kalmar

EMEA

27%

6-9 months

Hiab

EMEA

24%

2-4 months
Contracting forecast reflects imbalance in the ship market

Long-term contracting 2002–2024

Long-term deliveries 1996–2027

Source: Clarkson Newbuilding Market Forecast, April 2015

* 1996 – 2014 average
Mobile offshore unit contracting and delivery forecast

Long-term contracting 2002–2021

<table>
<thead>
<tr>
<th>Year</th>
<th>History</th>
<th>Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>400</td>
<td>600</td>
</tr>
<tr>
<td>2004</td>
<td>800</td>
<td>1,000</td>
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<tr>
<td>2006</td>
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<td>800</td>
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<tr>
<td>2008</td>
<td>400</td>
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Long-term deliveries 2002–2021

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Source: Clarkson Offshore Newbuilding Market Forecast, April 2015
Container throughput forecast illustrates that Kalmar is in a growth business

Source: Drewry: Container forecaster Q3 2014 and Q1 2015, Base case, April 2015
Two-fold market environment for Hiab

Truck sales growth GVW over 15t, regions

<table>
<thead>
<tr>
<th>Region</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
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<tr>
<td>APAC</td>
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Source: IHS Global Insight Q1-Q2/2015 forecast

EMEA Construction Output

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<th>Year</th>
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<td>2007</td>
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<td>2009</td>
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<td>2015</td>
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AMER Construction Output

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Index 2005 = 100

May 2015
Cargotec’s must wins 2015–

- Driving Hiab to best in class profitability and capital return
- Driving MacGregor profitability over the cycle through better effectiveness
- Safeguarding competitiveness in mobile equipment in Kalmar
- Driving services offering development and growth in MacGregor and Kalmar
- Driving growth in automation in Kalmar
Cargotec financial targets for 2016

- Operating profit margin (EBIT): >8%
- Return on capital employed (ROCE pre-tax): >13%
- Gearing: <50%
- Dividend: 30%–50% of earnings per share
Highlights of January–March

- Orders grew 9% y-o-y and totalled EUR 939 (863) million
  - With fixed currencies orders grew 2%
- Order book strengthened 12% from 2014 year-end to EUR 2,469 million
- Sales grew 18% y-o-y to EUR 889 (751) million
  - With fixed currencies sales grew 10%
- Operating profit excluding restructuring costs was EUR 52.3 (24.6) million or 5.9 (3.3)% of sales
- Operating profit was EUR 51.3 (23.8) million
- Cash flow from operations was EUR 51.6 (32.5) million
- Savings measures initiated in MacGregor
MacGregor Q1 – offshore orders still on good level

- Order intake declined 28% y-o-y to EUR 228 (315) million
- Order book grew 10% from 2014 year-end
- Sales grew 30% y-o-y to EUR 282 (217) million
- Profitability excluding restructuring costs was 4.4%
- Savings measures initiated
Kalmar Q1 – strong start for the year

- Order intake increased 38% y-o-y to EUR 455 (330) million
- Order book strengthened 12% from 2014 year-end
- Sales grew 21% y-o-y to EUR 395 (327) million
- Profitability excluding restructuring costs was 7.4%

![Graph showing orders, sales, and operating profit percentage for Q1/Q2/Q3/Q4/14 and Q1/15. The graph indicates an increase in orders and sales from Q1/14 to Q1/15, with profitability excluding restructuring costs at 7.4% for Q1/15.]
Hiab Q1 – profitability improved further

- Orders grew 17% y-o-y to EUR 256 (218) million
- Order book strengthened 22% from 2014 year-end
- Sales were at comparison period’s level at EUR 212 (208) million
- Profitability excluding restructuring costs was 9.0%

*excluding restructuring costs
Sales by geographical segment by business area

MacGregor
- Americas: 7% (6)
- EMEA: 30% (36)
- APAC: 63% (58)

Kalmar
- Americas: 37% (28)
- EMEA: 42% (52)
- APAC: 21% (20)

Hiab
- Americas: 42% (34)
- EMEA: 48% (55)
- APAC: 10% (11)
Return on capital (ROCE) improved towards the >13% target level

ROCE, annualised
* excluding restructuring costs
Outlook

- Cargotec’s 2015 sales are expected to grow from 2014 (3,358 MEUR).

- Operating profit excluding restructuring costs for 2015 is expected to improve from 2014 (149.3 MEUR).