Becoming the leader in intelligent cargo handling
Today’s presenters

Mikko Puolakka
Executive Vice President, CFO
M.Sc Econ.

Pekka Reijonen
Vice President, Treasury
M.Sc Econ.

Hanna-Maria Heikkinen
Vice President, Investor relations
M.Sc Econ.
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Content

1. Cargotec in brief
2. Investment highlights
3. Kalmar
4. Hiab
5. MacGregor
6. Recent progress
7. Appendix
Cargotec in brief
Strong global player with well-balanced business

Sales:
EUR 3,304 million
EBIT: 7.3%

Sales split: new equipment vs service and software
Service and software 34%
New equipment 66%

Sales by business areas
MacGregor 16%
Hiab 35%
Kalmar 49%

Sales by geographical area
AMER 31%
EMEA 49%
APAC 20%

Kalmar
Sales: EUR 1,618 million
EBIT: 8.9% (EUR 143.6 million)

Hiab
Sales: EUR 1,149 million
EBIT: 11.7% (EUR 134.5 million)

MacGregor
Sales: EUR 538 million
EBIT: -0.3% (EUR -1.6 million)

Strengths we are building upon
Leading market positions in all segments
Strong brands
Loyal customers
Leading in technology

Figures: 2018
EBIT = Comparable operating profit

Credit investor presentation
May 2019
Key competitors
Cargotec is a leading player in all of its business areas
Currently two businesses performing well

<table>
<thead>
<tr>
<th>Net sales* in Q2/18-Q1/19</th>
<th>Trend in orders, last 12 months</th>
<th>Profitability: Comparable EBIT margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR million</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3,387</td>
<td>[↑]</td>
<td>[↑] Low due to long term investments</td>
</tr>
<tr>
<td>Kalmar software (Navis) and Automation and Projects division</td>
<td>+19%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>MacGregor</td>
<td>[↑]</td>
<td>11.1%</td>
</tr>
<tr>
<td>Hiab</td>
<td>+14%</td>
<td>[↑]</td>
</tr>
<tr>
<td>Kalmar equipment (excluding Automation and Projects Division &amp; Navis)</td>
<td>[↑]</td>
<td>Low double digit</td>
</tr>
</tbody>
</table>

* Figures rounded to closest 100 million
Credit investment highlights
Credit investment highlights

1. Technology leader and strong market positions, leading brands in markets with long term growth potential
2. Our vision is to become the global leader in intelligent cargo handling
3. Growing service & software business and asset light business model are increasing stability
4. Capitalizing global opportunities for future automation and software growth
5. On track for profitability improvement and to reach financial targets
6. Healthy leverage position
1. Technology leader and strong market positions, leading brands in markets with long term growth potential

<table>
<thead>
<tr>
<th>Global megatrends</th>
<th>Growth drivers</th>
<th>Competitive advantages</th>
<th>Market position</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Globalisation and trade growth</td>
<td>▪ Container throughput growth</td>
<td>▪ Strong brands</td>
<td>▪ #1 or #2 in all major segments</td>
</tr>
<tr>
<td>▪ Urbanisation</td>
<td>▪ Construction activity</td>
<td>▪ Full automation offering</td>
<td></td>
</tr>
<tr>
<td>▪ Growing middle class</td>
<td>▪ Automation</td>
<td>▪ Technology leadership</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Digitalisation</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
2. Our vision is to become the global leader in intelligent cargo handling

<table>
<thead>
<tr>
<th>VISION</th>
<th>GLOBAL LEADER IN INTELLIGENT CARGO HANDLING</th>
</tr>
</thead>
<tbody>
<tr>
<td>MUST-WIN BATTLES</td>
<td>WIN THROUGH CUSTOMER CENTRICITY</td>
</tr>
<tr>
<td></td>
<td>We help our customers achieve their goals by aligning our offering and way of working to serve them better.</td>
</tr>
<tr>
<td></td>
<td>ACCELERATE DIGITALISATION</td>
</tr>
<tr>
<td></td>
<td>We build and expand our digital solutions to offer a great customer experience and more efficient business processes.</td>
</tr>
<tr>
<td></td>
<td>ADVANCE IN SERVICES</td>
</tr>
<tr>
<td></td>
<td>We extend our offering towards intelligent solutions that enable us to serve our customers wide across their lifecycle.</td>
</tr>
<tr>
<td></td>
<td>PRODUCTIVITY FOR GROWTH</td>
</tr>
<tr>
<td></td>
<td>We focus on activities that add value and benefit our customers and us by developing our business operations and common platforms.</td>
</tr>
</tbody>
</table>
3. Growing service & software business and asset light business model are increasing stability

Asset light business model with a flexible cost structure
- Kalmar and Hiab: efficient assembly operation
- MacGregor: efficient project management and engineering office: > 90% of manufacturing and 30% of design and engineering capacity outsourced
- No in-house component manufacturing

Next steps to increase service and software sales:
- Improve service offering through digital solutions
- Build on Navis position as industry leader
- Increase spare parts capture rates
- Boost service contract attachment rates

*) Software sales defined as Navis business unit and automation software
Industry trends support growth in port automation:

- Only 40 terminals (out of 1,200 terminals) are automated or semi-automated currently globally
- Ships are becoming bigger and the peak loads have become an issue
- Increasing focus on safety
- Customers require decreasing energy usage and zero emission ports
- Optimum efficiency, space utilization and reduction of costs are increasingly important
- Shortage and cost of trained and skilled labour pushes terminals to automation

Significant possibility in port software:

- Container value chain is very inefficient: total value of waste and inefficiency estimated at ~EUR 17bn
- Over 50% of port software market is in-house, in long term internal solutions not competitive
- Navis has leading position in port ERP

Customers consider their automation decisions carefully

- Shipping line consolidation
- Utilisation rates of the existing equipment base
- Container throughput volumes
- Efficiency of the automation solutions

Automation creates significant cost savings*

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Labour costs</td>
<td>60%</td>
</tr>
<tr>
<td>Total costs</td>
<td>24%</td>
</tr>
<tr>
<td>Profit increase</td>
<td>125%</td>
</tr>
</tbody>
</table>

* Change when manual terminal converted into an automated operation
5. Clear plan for profitability improvement and to reach financial targets

Growth
Target to grow faster than market
- Megatrends and strong market position supporting organic growth
- M&A potential

Service and software
Targeting service and software sales 40% of net sales, minimum EUR 1.5 billion in 3-5 years*

Balance sheet and dividend
Target gearing < 50% and increasing dividend in the range of 30-50% of EPS, dividend paid twice a year

Profitability
Target 10% operating profit and 15% ROCE in 3-5 years*
Higher service and software sales key driver for profitability improvement
Cost savings actions:
- 2020 EUR 30 million (indirect purchasing and new Business Services operations)
Product re-design and improved project management

Sales and comparable operating profit development

*Target announced in September 2017
6. Healthy leverage position: Supply chain challenges and IFRS 16 have impacted negatively

Net debt and gearing increased mainly due to IFRS 16
- Q1/19 gearing without IFRS 16 approximately 49%
- Target gearing < 50% and loan agreements’ financial covenant limit 125%
- Equity ratio has remained stable at around 40%

Supply chain challenges and higher inventory have impacted cash flow and net debt negatively
- Q1/19 interest coverage ratio without IFRS 16: 12.3
- Q1/19 net debt / EBITDA without IFRS 16: 2.5
Container throughput still forecasted to grow year on year

TEU million

Growth from 2013 to 2023 52%
CAGR 4.3%


Credit investor presentation May 2019 18
Flexible and scalable Navis TOS software
Services provide our biggest medium term growth opportunity

<table>
<thead>
<tr>
<th>Market share</th>
<th>Equipment &amp; Projects</th>
<th>Software</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Market share</strong></td>
<td>20-30%</td>
<td>20-30%</td>
<td>3-5%</td>
</tr>
<tr>
<td><strong>Market size</strong></td>
<td>6B€</td>
<td>0.5-1B€</td>
<td>8B€</td>
</tr>
</tbody>
</table>

Credit investor presentation

May 2019
Recent automation deals highlight our successful investments in automation

Kalmar and Navis to deliver world-first intermodal automation solution to Sydney, Australia
Greenfield intermodal terminal, Qube’s Moorebank Logistics Park
  - First fully automated intermodal terminal in the world
Kalmar OneTerminal contract, including Navis N4 TOS
All equipment can be operated electrically on local solar power
Order value EUR 80 million, booked in Q2 2018

Fully digitalised and autonomous container handling solution with software and services to Yara
Solution enables autonomous, cost efficient and emission-free operations of the Yara Birkeland container ship in Norway
Construction output driving growth opportunity

EMEA construction output
y/y change (%)

AMER construction output
y/y change (%)
Strong global market position and customers across diverse industries

<table>
<thead>
<tr>
<th>MARKET SIZE* (EUR billion)</th>
<th>KEY SEGMENTS</th>
<th>HIAB GLOBAL POSITION &amp; TREND</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOADER CRANES</td>
<td>~1.5</td>
<td>Construction and Logistics</td>
</tr>
<tr>
<td>TAIL LIFTS</td>
<td>~0.9</td>
<td>Retail Industry and Logistics</td>
</tr>
<tr>
<td>DEMOUNTABLES</td>
<td>~0.5</td>
<td>Waste and Recycling, Defense</td>
</tr>
<tr>
<td>TRUCK MOUNTED FORK LIFTS</td>
<td>~0.3</td>
<td>Construction and Logistics</td>
</tr>
<tr>
<td>FORESTRY &amp; RECYCLING CRANES</td>
<td>~0.3</td>
<td>Timber, Pulp, Paper &amp; Recycling</td>
</tr>
</tbody>
</table>

*) Cargotec estimate

Industry Segment Indicative Sales Mix 2018

Most important segments
- Construction and Building Material
- Delivery Logistic
- Waste & Recycling
- Timber, Paper & Pulp
- Defense Logistic
- Road & Rail
- Other
Attractive megatrends and growth drivers

- **Urbanization** and **Consumption growth** driving needs for efficiency
- **Digitalization** and **Connectivity** enabling new **business solutions**

**North America** and main **European** markets continue to grow
- **Developing markets** strong load handling equipment penetration potential

**Construction, Waste & Recycling, Logistics** and **Governmental** business segments show continued growth projection

- **New applications** market and segment growth potential
- Developing for increasing demand in **Electrification** and **Automation**

- Growing demand for comprehensive **life-cycle service offerings** and tailored **business solutions**
MacGregor
We are an active leader in all maritime segments

~3/4 of sales

Merchant Cargo Flow
- Container cargo
- Bulk cargo
- General cargo
- Liquid cargo
- RoRo cargo

Marine People Flow
- Ferry
- Cruise
- Superyachts
- Walk-to-work

Marine Resources & Structures
- Research
- Fishery
- Aquaculture
- Mining
- Floating structures

Naval Logistics and Operations
- Naval & Military Supplies Logistics
- Naval & Military Operations Support
- Ship-to-ship transfer

Offshore Energy
- Oil & Gas
- Renewables

~1/4 of sales

Lifecycle Services

Picture: Statoil
Merchant Ships and Offshore contracting activity below historical levels

**Long term contracting 2015-2025**
Merchant ships > 2,000 gt (excl ofs and misc)

![Graph showing merchant ships > 2,000 gt](image)

**Long term contracting 2015-2025**
Mobile offshore units

![Graph showing mobile offshore units](image)

Source: Clarksons March 2019

Credit investor presentation May 2019 28
MacGregor’s asset-light business model gives flexibility

Cost-efficient scaling

90% of manufacturing outsourced
30% of design and engineering capacity outsourced
Highlights of Q1 2019 – Orders received increased in all business areas

Orders received increased for the fifth consecutive quarter
- Orders increased 18%
  - Kalmar +19%
  - Hiab +11%
  - MacGregor +33%

Comparable operating profit at last year’s level
- Kalmar’s comparable operating profit increased
- Hiab burdened especially by supply chain bottlenecks
- MacGregor slightly positive
Order book 27% higher than in Q1/18

Order book
MEUR

<table>
<thead>
<tr>
<th></th>
<th>Q1/18</th>
<th>Q2/18</th>
<th>Q3/18</th>
<th>Q4/18</th>
<th>Q1/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kalmar</td>
<td>1,684</td>
<td>1,786</td>
<td>1,887</td>
<td>1,995</td>
<td>2,145</td>
</tr>
<tr>
<td>Hiab</td>
<td>519</td>
<td>503</td>
<td>513</td>
<td>530</td>
<td>536</td>
</tr>
<tr>
<td>MacGregor</td>
<td>329</td>
<td>337</td>
<td>371</td>
<td>453</td>
<td>483</td>
</tr>
</tbody>
</table>

Order book by reporting segment, Q1 2019

- Kalmar: 53% (2,145 MEUR)
- Hiab: 22% (536 MEUR)
- MacGregor: 25% (519 MEUR)
# Q1 2019 key figures – Strong orders received

<table>
<thead>
<tr>
<th></th>
<th>Q1/19</th>
<th>Q1/18</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders received, MEUR</td>
<td>1,022</td>
<td>863</td>
<td>+18%</td>
</tr>
<tr>
<td>Order book, MEUR</td>
<td>2,145</td>
<td>1,684</td>
<td>+27%</td>
</tr>
<tr>
<td>Sales, MEUR</td>
<td>856</td>
<td>773</td>
<td>+11%</td>
</tr>
<tr>
<td>Comparable operating profit, MEUR</td>
<td>57.4</td>
<td>57.5</td>
<td>-0%</td>
</tr>
<tr>
<td>Comparable operating profit, %</td>
<td>6.7%</td>
<td>7.4%</td>
<td>-74bps</td>
</tr>
<tr>
<td>Items affecting comparability, MEUR</td>
<td>-6.3</td>
<td>-4.3</td>
<td>-48%</td>
</tr>
<tr>
<td>Operating profit, MEUR</td>
<td>51.0</td>
<td>53.2</td>
<td>-4%</td>
</tr>
<tr>
<td>Operating profit, %</td>
<td>6.0%</td>
<td>6.9%</td>
<td>-92bps</td>
</tr>
<tr>
<td>Net income, MEUR</td>
<td>31.0</td>
<td>33.7</td>
<td>-8%</td>
</tr>
<tr>
<td>Earnings per share, EUR</td>
<td>0.48</td>
<td>0.52</td>
<td>-8%</td>
</tr>
<tr>
<td>Earnings per share, EUR*</td>
<td>0.55</td>
<td>0.57</td>
<td>-4%</td>
</tr>
</tbody>
</table>

*) Excluding items affecting comparability and adjusted with related tax effect
Cash flow from operations was weak in Q1/19

Cash flow from operations
MEUR

Q1/17: 12  Q2/17: 40  Q3/17: 88  Q4/17: 112

May 2019
Credit investor presentation
Addressing the supply chain challenge

We have been strategically and operationally addressing the challenges with a dedicated task force and program focusing on

- **Our business operations** - planning and managing demand and growth
- Improving on potential **bottlenecks** across the **total value chain**
- Specific activities to increase efficiency and output in **assembly operations**
- **Sourcing**, **supplier management & development**, and **competence**
Well balanced financing structure

Interest-bearing liabilities EUR 1,065 million (31 Dec 2018: 930)
- Average interest rate* 2.0% (2.4%)

Well diversified debt portfolio
- Bank loans EUR 405
- Bonds EUR 400 million
- Commercial paper EUR 192 million
- In addition, undrawn facilities EUR 223 million

Balanced maturity profile
- EUR 147 million loans maturing in 2019
- Annual amount of debt maturing in 2020-2023 well balanced

*Maturity profile

*Excluding on-balance sheet lease liabilities
Outlook for 2019

Cargotec reiterates its outlook published on 8 February 2019 and expects its comparable operating profit for 2019 to improve from 2018 (EUR 242.1 million).
THANK YOU!
Recent progress
Market environment in Q1 2019

Global container throughput at last year’s level
- Customers are starting automation projects mainly with phased investments

Construction activity on good level
- Good development continued in Europe and the US

Market improved slightly in merchant sector, but orders remained below historical levels
- In offshore, activity remained on a low level

Global container throughput (MTEU) – Key driver for Kalmar

Source: Drewry

Construction output – Key driver for Hiab

Source: Oxford Economics

Long term contracting – Key driver for MacGregor

Source: Clarkson Research

Merchant ships > 2,000 gt (excl. ols & misc)

Mobile offshore units

Historical average

+1.9%
+2.5%
+0.4%
+9%
-29%

Q1/18
Q1/19
Q1/18
Q1/19
Q1/18
Q1/19
Q1/18
Q1/19
Q1/18
Q1/19
Q1/18
Q1/19
Orders received increased by 18%
Sales increased by 11%, comparable operating profit at last year’s level

Sales
MEUR

<table>
<thead>
<tr>
<th></th>
<th>Q1/18</th>
<th>Q2/18</th>
<th>Q3/18</th>
<th>Q4/18</th>
<th>Q1/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>773</td>
<td>816</td>
<td>805</td>
<td>910</td>
<td>856</td>
</tr>
</tbody>
</table>

Comparable operating profit
MEUR

<table>
<thead>
<tr>
<th></th>
<th>Q1/18</th>
<th>Q2/18</th>
<th>Q3/18</th>
<th>Q4/18</th>
<th>Q1/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kalmar</td>
<td>57.5</td>
<td>57.2</td>
<td>57.8</td>
<td>69.6</td>
<td>57.4</td>
</tr>
</tbody>
</table>

*) Including Corporate admin and support
Growth in service and software sales continued

Service and software* sales

Q1 2019 service sales +5%
- Kalmar at last year’s level
  - +5% in comparable FX and adjusted for divestments
- Hiab +11%
- MacGregor +8%
- Total service sales +5% in comparable FX and adjusted for acquisitions and divestments

Software sales +18% and orders +56% in Q1/19

Service and software sales constitute 33% of total sales

*Software sales defined as Navis business unit and automation software
Kalmar Q1 – Strong performance in all key figures

Orders received continued to grow strongly
- Strong development in all divisions

Sales increased +8%
- Services growth +5% in comparable FX and adjusted for divestments

Profitability improvement driven by higher sales

<table>
<thead>
<tr>
<th></th>
<th>MEUR</th>
<th>Q1/19</th>
<th>Q1/18</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders received</td>
<td>516</td>
<td>432</td>
<td></td>
<td>+19%</td>
</tr>
<tr>
<td>Order book</td>
<td>1,127</td>
<td>837</td>
<td></td>
<td>+35%</td>
</tr>
<tr>
<td>Sales</td>
<td>401</td>
<td>371</td>
<td></td>
<td>+8%</td>
</tr>
<tr>
<td>Comparable operating profit</td>
<td>32.3</td>
<td>28.7</td>
<td></td>
<td>+13%</td>
</tr>
<tr>
<td>Comparable operating profit margin</td>
<td>8.1%</td>
<td>7.7%</td>
<td></td>
<td>+31bps</td>
</tr>
</tbody>
</table>
Hiab Q1 – Good development in orders received continued

Orders received grew +11%
- Growth in EMEA (+14%), APAC (+21%) and Americas (+5%)
- Services +10%

Sales +14%
- Sales +8% excl. Effer acquisition
- Service sales +11%

Comparable operating profit declined especially due to supply chain issues

<table>
<thead>
<tr>
<th>Order Metric</th>
<th>Q1/19</th>
<th>Q1/18</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders received</td>
<td>341</td>
<td>307</td>
<td>+11%</td>
</tr>
<tr>
<td>Order book</td>
<td>483</td>
<td>329</td>
<td>+47%</td>
</tr>
<tr>
<td>Sales</td>
<td>316</td>
<td>276</td>
<td>+14%</td>
</tr>
<tr>
<td>Comparable operating profit</td>
<td>33.7</td>
<td>36.1</td>
<td>-7%</td>
</tr>
<tr>
<td>Comparable operating profit margin</td>
<td>10.7%</td>
<td>13.1%</td>
<td>-240bps</td>
</tr>
</tbody>
</table>
MacGregor Q1 – Orders received increased

Orders received +33%
- Strong order intake in RoRo equipment

Sales +10%
- Service sales +8%
- Sales excl. Rapp Marine acquisition +8%

Comparable operating profit improved slightly
- Positive impact from higher sales, but low capacity utilisation burdened profitability

<table>
<thead>
<tr>
<th>MEUR</th>
<th>Q1/19</th>
<th>Q1/18</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders received</td>
<td>165</td>
<td>124</td>
<td>+33%</td>
</tr>
<tr>
<td>Order book</td>
<td>536</td>
<td>519</td>
<td>+3%</td>
</tr>
<tr>
<td>Sales</td>
<td>139</td>
<td>126</td>
<td>+10%</td>
</tr>
<tr>
<td>Comparable operating profit</td>
<td>1.2</td>
<td>0.7</td>
<td>+64%</td>
</tr>
<tr>
<td>Comparable operating profit margin</td>
<td>0.9%</td>
<td>0.6%</td>
<td>+28bps</td>
</tr>
</tbody>
</table>
ROCE below the 15% financial target

ROCE (return on capital employed), last 12 months

ROCE-%
Comparable operating profit margin %
We have increased EBIT* margins since 2013 through operational improvements

EBIT* 2013 EUR 127 million

<table>
<thead>
<tr>
<th>2013 EBIT*-%*</th>
<th>Hiab equipment</th>
<th>Service and software</th>
<th>Kalmar's large projects</th>
<th>Kalmar equipment</th>
<th>MacGregor equipment business</th>
<th>R&amp;D, Software, Sales network and Service investments</th>
<th>Other fixed costs increases</th>
<th>Q2 2017 LTM EBIT-%*</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.0%</td>
<td>3.4%</td>
<td>1.9%</td>
<td>1.6%</td>
<td>1.0%</td>
<td>-1.5%</td>
<td>-2.5%</td>
<td>-0.3%</td>
<td>7.5%</td>
</tr>
</tbody>
</table>

EUR 264 million better gross profit

EUR 133 million increase in fixed costs

EBIT* Q2 2017 LTM** EUR 258 million

*Excluding restructuring costs
**LTM=Last 12 months (Q3/16-Q2/17)
Group wide EUR 50 million cost savings programme proceeding faster than expected

**WHY**
- Investments in common systems as enabler
- EUR ~600 million addressable indirect cost base

**WHAT**
- Reductions in indirect purchasing spend (EUR 30 million), and more efficient support functions (EUR 20 million)

**HOW**
- Central procurement organization to drive indirect procurement cost and efficiency
- Establishing support function services in Sofia
- Automation in Finance, HR, information management and procurement

**RESULTS**
- EUR 24 million savings realised since the beginning of the programme in 2017

---

**Expected savings compared to 2016 cost level, MEUR**

- **2017**: Indirect procurement
- **2018**: Indirect procurement
- **2019**: Indirect procurement (grey) + Support functions (blue)
- **2020**: Indirect procurement (grey) + Support functions (blue)

Including business services centre in Sofia
We have established Cargotec Business Services in Sofia to improve support function efficiency by EUR 20 million

- Savings from consolidation, outsourcing of certain activities, labour arbitrage and robotics
- Scope: Finance, Human Resources, Information Management and Indirect Procurement services primarily from Sofia, Bulgaria
- Good progress in establishing Cargotec Business Services
  - Cargotec Business Service (CBS) centre in Sofia, Bulgaria officially opened 30 January 2018
M&A strategy focusing on bolt-on acquisitions

Key acquisition criteria
Contribution to 15% ROCE target
Recurring business
Increase the potential for services through larger installed base and increased presence
Group gearing long term target of 50%

Interest-bearing net debt and gearing
MEUR

M&A focus by business area:
Kalmar
Expand service footprint and software offering
Hiab
Expand geographical presence, service and product offering
MacGregor
Focus on distressed assets and software and intelligent technology
Progress in M&A in 2017

RAPP MARINE GROUP
Strengthen MacGregor’s offering for the fishery and research vessel segment

Sales
EUR 40 million
in 2017
Around 30% of sales from services

ARGOS
Hiab entrance to Brazilian loader crane market

Sales
EUR 6 million
in 2017

INVER PORT SOLUTIONS
Broaden Kalmar’s existing service capabilities throughout Australia

Sales
EUR 5 million
in 2017
Acquisition of EFFER finalised in Q4 2018

**Effer in brief**

Global leader in the heavy cranes segment

2018 sales around EUR 97 million and operating profit EUR 5 million

Distribution network of over 100 dealers covering 60 countries globally

**Strategic rationale**

Effer complements Hiab’s loader cranes portfolio and expands the offering in heavy cranes

Leverage Hiab’s global service network to boost Effer service sales

Strengthen Hiab’s position in Effer’s core market areas

**Transaction highlights**

Enterprise value EUR 50 million

Acquisition was closed on 6 November 2018
Acquisition of TTS marine and offshore business

Strategic rationale
Service growth potential
Strengthening MacGregor’s position also in China
Based on preliminary estimates, potential cost synergies are estimated to be around EUR 30-35 million on annual level

Overview of the acquired businesses
Employs 900 people
Sales approximately EUR 211 million in 2017*
Services 26% of revenues

Acquisition
Acquired businesses represent around 90% of total sales of TTS Group
Enterprise value EUR 87 million
The acquisition is subject to regulatory approvals from competition authorities
- Expected closing of the transaction in Q2 2019

*The presented TTS business financial figures are calculated based on full consolidation, but their actual impact on Cargotec's financials is subject to applied post-acquisition consolidation method of the joint ventures included in the acquisition.
TTS product portfolio

RoRo, Cruise & Navy

Container, Bulk & Tank Vessels

Multipurpose & General Cargo

Offshore Vessels

Services
Two divestments made during Q2/18

Divestments
- Siwertell and Kalmar Rough Terrain Center
- Both outside of Kalmar’s core areas of container ports, heavy industry and distribution

Revaluation of RHI shares during Q2/18, non-cash EUR 30 million charge
Our target is to reach 10% EBIT

2018 EBIT*: 7.3%

- ~1-2% Service & Software
- ~0-1% Kalmar & Hiab equipment growth
- ~0.5-1% Growth in Kalmar's large projects and MacGregor equipment
- ~0% Continuing innovations (R&D investments)
- ~1-2% Improve cost efficiency, leveraging sales
- ~10% EBIT target

Target announced in September 2017, target to be reached in 3-5 years
*Comparable operating profit
Steadily increasing dividend

**EUR 1.10 dividend per B share for 2018**
Dividend to be paid in two EUR 0.55 instalments
Calculated from EPS excl. restructuring costs, payout ratio for 2018 is 47%
Appendix

1. Largest shareholders and financials
2. Sustainability
3. Kalmar
4. Hiab
5. MacGregor
### Largest shareholders 30 April 2019

<table>
<thead>
<tr>
<th>Position</th>
<th>Shareholder</th>
<th>% of shares</th>
<th>% of votes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Wipunen varainhallinta Oy</td>
<td>14.1</td>
<td>23.7</td>
</tr>
<tr>
<td>2.</td>
<td>Mariatorp Oy</td>
<td>12.3</td>
<td>22.9</td>
</tr>
<tr>
<td>3.</td>
<td>Pivosto Oy</td>
<td>10.6</td>
<td>22.2</td>
</tr>
<tr>
<td>4.</td>
<td>KONE Foundation</td>
<td>3.0</td>
<td>5.5</td>
</tr>
<tr>
<td>5.</td>
<td>Ilmarinen Mutual Pension Insurance Company</td>
<td>2.4</td>
<td>1.0</td>
</tr>
<tr>
<td>6.</td>
<td>Varma Mutual Pension Insurance Company</td>
<td>1.8</td>
<td>0.8</td>
</tr>
<tr>
<td>7.</td>
<td>The State Pension Fund</td>
<td>1.0</td>
<td>0.4</td>
</tr>
<tr>
<td>8.</td>
<td>OP-Finland</td>
<td>0.8</td>
<td>0.3</td>
</tr>
<tr>
<td>9.</td>
<td>Mandatum Life Insurance Company Ltd.</td>
<td>0.7</td>
<td>0.3</td>
</tr>
<tr>
<td>10.</td>
<td>Elo Mutual Pension Insurance Company</td>
<td>0.7</td>
<td>0.3</td>
</tr>
<tr>
<td><strong>Nominee registered and non-Finnish holders</strong></td>
<td></td>
<td>27.6</td>
<td></td>
</tr>
</tbody>
</table>

**Total number of shareholders**: 22,789
Capex and R&D

Main capex investments:
- Kalmar innovation center in Ljungby, Sweden
- Investments in multi-assembly units in Kalmar and Hiab
- Intangible assets, such as global systems to improve efficiency in operational activities and support functions

R&D investments focused on
- Digitalisation
- Competitiveness and cost efficiency of products

*) Including amortisations and impairments
Hiab’s share increasing in sales mix

Year 2017 figures have been restated according to IFRS 15
Well diversified geographical sales mix

Year 2017 figures have been restated according to IFRS 15
Year 2017 figures have been restated according to IFRS 15
Cargotec’s R&D and assembly sites

**EMEA**
- Arendal, Norway (MacGregor R&D)
- Averøy, Norway (MacGregor prod + R&D)
- Kristiansand, Norway (MacGregor R&D)
- Dundalk, Ireland (Hiab prod. + R&D)
- Witney, UK (Hiab prod.)
- Whitstable, UK (MacGregor prod.)
- Zaragoza, Spain (Hiab prod.)
- Uetersen, Germany (MacGregor prod. + WS + R&D)
- Schwerin, Germany (MacGregor prod.)
- Stargard Szczecinski, Poland (Kalmar + Hiab prod.)
- Bispgården, Sweden (Hiab prod.)
- Lidhult, Sweden (Kalmar R&D)
- Bjuv, Sweden (Kalmar prod.)
- Örnsköldsvik, Sweden (MacGregor WS + WH + R&D)
- Hudiksvall, Sweden (Hiab R&D)
- Helsinki, Finland (HQ)
- Kaarina, Finland (MacGregor R&D)
- Raisio, Finland (Hiab prod.)
- Tampere, Finland (Kalmar WS + R&D)

**APAC**
- Chungbuk, South Korea (Hiab prod.)
- Tianjin, China (MacGregor prod.)
- Bangalore, India (Kalmar prod. + R&D)
- Chennai, India (Navis–Kalmar R&D)
- Ipoh, Malaysia (Bromma prod.)
- Shanghai, China (Kalmar prod. + WH)
- Busan, South Korea (MacGregor prod.)
- Singapore, (R&D)

**Americas**
- Ottawa, Kansas (Kalmar prod.)
- Oakland, California (Kalmar R&D)
- Cibolo, Texas (Kalmar prod.)
- Tallmadge, Ohio (Hiab prod.)
Sales and orders received development

Kalmar

Hiab

MacGregor

LTM = Last 12 months
Gross profit development

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Profit, MEUR</th>
<th>Gross Profit-%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>583</td>
<td>18.3%</td>
</tr>
<tr>
<td>2014</td>
<td>634</td>
<td>18.9%</td>
</tr>
<tr>
<td>2015</td>
<td>787</td>
<td>21.1%</td>
</tr>
<tr>
<td>2016</td>
<td>840</td>
<td>23.9%</td>
</tr>
<tr>
<td>2017</td>
<td>852</td>
<td>26.2%</td>
</tr>
<tr>
<td>2018</td>
<td>814</td>
<td>24.6%</td>
</tr>
<tr>
<td>Q1/19 LTM</td>
<td>818</td>
<td>24.2%</td>
</tr>
</tbody>
</table>

Credit investor presentation

May 2019
Net working capital increased due to higher inventories and accounts receivable

MEUR

<table>
<thead>
<tr>
<th>Year</th>
<th>Value MEUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>186</td>
</tr>
<tr>
<td>2015</td>
<td>151</td>
</tr>
<tr>
<td>2016</td>
<td>57</td>
</tr>
<tr>
<td>2017</td>
<td>115</td>
</tr>
<tr>
<td>2018</td>
<td>271</td>
</tr>
<tr>
<td>Q1/19</td>
<td>328</td>
</tr>
</tbody>
</table>
Cash flow from operations development

<table>
<thead>
<tr>
<th>Year</th>
<th>MEUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>181</td>
</tr>
<tr>
<td>2014</td>
<td>204</td>
</tr>
<tr>
<td>2015</td>
<td>315</td>
</tr>
<tr>
<td>2016</td>
<td>373</td>
</tr>
<tr>
<td>2017</td>
<td>253</td>
</tr>
<tr>
<td>2018</td>
<td>126</td>
</tr>
<tr>
<td>Q2/18-Q1/19</td>
<td>160</td>
</tr>
</tbody>
</table>
# Income statement Q1 2019

<table>
<thead>
<tr>
<th>MEUR</th>
<th>Q1/19</th>
<th>Q1/18</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td>855.9</td>
<td>772.6</td>
<td>3,303.6</td>
</tr>
<tr>
<td><strong>Cost of goods sold</strong></td>
<td>-640.5</td>
<td>-570.3</td>
<td>-2,489.3</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>206.3</td>
<td>202.4</td>
<td>814.2</td>
</tr>
<tr>
<td><strong>Gross profit, %</strong></td>
<td>24.1%</td>
<td>26.2%</td>
<td>24.6%</td>
</tr>
<tr>
<td><strong>Other operating income</strong></td>
<td>8.7</td>
<td>7.9</td>
<td>44.8</td>
</tr>
<tr>
<td><strong>Selling and marketing expenses</strong></td>
<td>-60.8</td>
<td>-55.4</td>
<td>-234.4</td>
</tr>
<tr>
<td><strong>Research and development expenses</strong></td>
<td>-25.0</td>
<td>-24.7</td>
<td>-94.7</td>
</tr>
<tr>
<td><strong>Administration expenses</strong></td>
<td>-63.9</td>
<td>-63.2</td>
<td>-252.9</td>
</tr>
<tr>
<td><strong>Restructuring costs</strong></td>
<td>-5.7</td>
<td>-3.6</td>
<td>-53.6</td>
</tr>
<tr>
<td><strong>Other operating expenses</strong></td>
<td>-7.8</td>
<td>-9.3</td>
<td>-35.4</td>
</tr>
<tr>
<td><strong>Costs and expenses</strong></td>
<td>-154.5</td>
<td>-148.5</td>
<td>-626.5</td>
</tr>
<tr>
<td><strong>Share of associated companies’ and joint ventures’ net income</strong></td>
<td>-0.8</td>
<td>-0.7</td>
<td>2.3</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>51.0</td>
<td>53.2</td>
<td>190.0</td>
</tr>
<tr>
<td><strong>Operating profit, %</strong></td>
<td>6.0%</td>
<td>6.9%</td>
<td>5.8%</td>
</tr>
<tr>
<td><strong>Financing income and expenses</strong></td>
<td>-8.3</td>
<td>-6.8</td>
<td>-28.9</td>
</tr>
<tr>
<td><strong>Income before taxes</strong></td>
<td>42.8</td>
<td>46.4</td>
<td>161.1</td>
</tr>
<tr>
<td><strong>Income before taxes, %</strong></td>
<td>5.0%</td>
<td>6.0%</td>
<td>4.9%</td>
</tr>
<tr>
<td><strong>Income taxes</strong></td>
<td>-11.8</td>
<td>-12.6</td>
<td>-53.1</td>
</tr>
<tr>
<td><strong>Net income for the period</strong></td>
<td>31.0</td>
<td>33.7</td>
<td>108.0</td>
</tr>
<tr>
<td><strong>Net income for the period, %</strong></td>
<td>3.8%</td>
<td>4.4%</td>
<td>3.3%</td>
</tr>
</tbody>
</table>

**Net income for the period attributable to:**
- **Equity holders of the parent**: 30.9, 33.8, 107.0
- **Non-controlling interest**: 0.1, -0.1, 1.1
- **Total**: 31.0, 33.7, 108.0

**Earnings per share for profit attributable to the equity holders of the parent:**
- **Earnings per share, EUR**: 0.48, 0.52, 1.66
- **Diluted earnings per share, EUR**: 0.46, 0.52, 1.65
## Balance sheet 31 March 2019

### ASSETS, MEUR

<table>
<thead>
<tr>
<th>Non-current assets</th>
<th>31 Mar 2019</th>
<th>31 Mar 2018</th>
<th>31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td>1,004.0</td>
<td>977.7</td>
<td>970.9</td>
</tr>
<tr>
<td>Other intangible assets</td>
<td>267.9</td>
<td>257.2</td>
<td>279.6</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>474.3</td>
<td>307.3</td>
<td>306.7</td>
</tr>
<tr>
<td>Investments in associated companies and joint ventures</td>
<td>102.7</td>
<td>109.0</td>
<td>99.8</td>
</tr>
<tr>
<td>Share investments</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
</tr>
<tr>
<td>Loans receivable and other interest-bearing assets*</td>
<td>35.7</td>
<td>36.0</td>
<td>36.0</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>140.7</td>
<td>145.8</td>
<td>137.3</td>
</tr>
<tr>
<td>Other non-interest-bearing assets</td>
<td>9.5</td>
<td>7.9</td>
<td>9.5</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td><strong>2,035.1</strong></td>
<td><strong>1,809.5</strong></td>
<td><strong>1,841.1</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Current assets</th>
<th>31 Mar 2019</th>
<th>31 Mar 2018</th>
<th>31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventories</td>
<td>737.9</td>
<td>668.8</td>
<td>688.8</td>
</tr>
<tr>
<td>Loans receivable and other interest-bearing assets*</td>
<td>1.3</td>
<td>3.1</td>
<td>1.8</td>
</tr>
<tr>
<td>Income tax receivables</td>
<td>43.7</td>
<td>53.0</td>
<td>50.0</td>
</tr>
<tr>
<td>Derivative assets</td>
<td>4.2</td>
<td>10.3</td>
<td>17.4</td>
</tr>
<tr>
<td>Accounts receivable and other non-interest-bearing assets</td>
<td>854.1</td>
<td>748.6</td>
<td>822.5</td>
</tr>
<tr>
<td>Cash and cash equivalents*</td>
<td>151.3</td>
<td>212.0</td>
<td>256.3</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>1,792.5</strong></td>
<td><strong>1,895.8</strong></td>
<td><strong>1,842.8</strong></td>
</tr>
</tbody>
</table>

| **Total assets** | 3,827.5     | 3,505.3     | 3,683.9     |

### EQUITY AND LIABILITIES, MEUR

<table>
<thead>
<tr>
<th>Equity attributable to the equity holders of the parent</th>
<th>31 Mar 2019</th>
<th>31 Mar 2018</th>
<th>31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share capital</td>
<td>64.3</td>
<td>64.3</td>
<td>64.3</td>
</tr>
<tr>
<td>Share premium account</td>
<td>98.0</td>
<td>98.0</td>
<td>98.0</td>
</tr>
<tr>
<td>Translation differences</td>
<td>-19.2</td>
<td>-41.4</td>
<td>-44.2</td>
</tr>
<tr>
<td>Fair value reserves</td>
<td>-12.0</td>
<td>0.1</td>
<td>-13.5</td>
</tr>
<tr>
<td>Reserve for invested non-restricted equity</td>
<td>57.4</td>
<td>60.0</td>
<td>59.5</td>
</tr>
<tr>
<td>Retained earnings</td>
<td>1,199.3</td>
<td>1,193.6</td>
<td>1,262.5</td>
</tr>
<tr>
<td><strong>Total equity attributable to the equity holders of the parent</strong></td>
<td><strong>1,387.8</strong></td>
<td><strong>1,380.8</strong></td>
<td><strong>1,425.6</strong></td>
</tr>
</tbody>
</table>

| Non-controlling interest                               | 3.2         | 2.2         | 3.0         |

| **Total equity** | 1,391.0     | 1,383.1     | 1,428.6     |

<table>
<thead>
<tr>
<th>Non-current liabilities</th>
<th>31 Mar 2019</th>
<th>31 Mar 2018</th>
<th>31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest-bearing liabilities*</td>
<td>703.6</td>
<td>606.2</td>
<td>717.1</td>
</tr>
<tr>
<td>Deferred tax liabilities</td>
<td>26.5</td>
<td>11.3</td>
<td>29.1</td>
</tr>
<tr>
<td>Pension obligations</td>
<td>93.0</td>
<td>86.0</td>
<td>92.3</td>
</tr>
<tr>
<td>Provisions</td>
<td>8.5</td>
<td>12.6</td>
<td>10.7</td>
</tr>
<tr>
<td>Other non-interest-bearing liabilities</td>
<td>62.0</td>
<td>57.0</td>
<td>59.6</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td><strong>893.6</strong></td>
<td><strong>773.8</strong></td>
<td><strong>908.8</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Current liabilities</th>
<th>31 Mar 2019</th>
<th>31 Mar 2018</th>
<th>31 Dec 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current portion of interest-bearing liabilities*</td>
<td>289.9</td>
<td>152.6</td>
<td>169.4</td>
</tr>
<tr>
<td>Other interest-bearing liabilities*</td>
<td>80.6</td>
<td>39.6</td>
<td>44.5</td>
</tr>
<tr>
<td>Provisions</td>
<td>86.3</td>
<td>90.0</td>
<td>81.7</td>
</tr>
<tr>
<td>Advances received**</td>
<td>204.7</td>
<td>192.9</td>
<td>190.3</td>
</tr>
<tr>
<td>Income tax payables</td>
<td>19.6</td>
<td>43.5</td>
<td>39.6</td>
</tr>
<tr>
<td>Derivative liabilities</td>
<td>7.5</td>
<td>7.0</td>
<td>5.8</td>
</tr>
<tr>
<td>Accounts payable and other non-interest-bearing liabilities**</td>
<td>861.3</td>
<td>813.9</td>
<td>813.5</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>1,642.9</strong></td>
<td><strong>1,348.6</strong></td>
<td><strong>1,248.6</strong></td>
</tr>
</tbody>
</table>

| **Total equity and liabilities** | 3,827.5     | 3,505.3     | 3,683.9     |
# Cash flow statement Q1 2019

<table>
<thead>
<tr>
<th>MEUR</th>
<th>Q1/19</th>
<th>Q1/18</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net cash flow from operating activities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income for the period</td>
<td>31.0</td>
<td>33.7</td>
<td>108.0</td>
</tr>
<tr>
<td>Depreciation, amortisation and impairment</td>
<td>28.0</td>
<td>18.3</td>
<td>77.2</td>
</tr>
<tr>
<td>Other adjustments</td>
<td>20.5</td>
<td>20.0</td>
<td>99.2</td>
</tr>
<tr>
<td>Change in net working capital</td>
<td>-48.6</td>
<td>-75.6</td>
<td>-158.7</td>
</tr>
<tr>
<td><strong>Cash flow from operations before financing items and taxes</strong></td>
<td>31.0</td>
<td>-3.7</td>
<td>125.8</td>
</tr>
<tr>
<td>Cash flow from financing items and taxes</td>
<td>-28.9</td>
<td>-36.0</td>
<td>-85.6</td>
</tr>
<tr>
<td><strong>Net cash flow from operating activities</strong></td>
<td>2.0</td>
<td>-39.7</td>
<td>40.2</td>
</tr>
<tr>
<td><strong>Net cash flow from investing activities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisitions of businesses, net of cash acquired</td>
<td>-3.4</td>
<td>-19.6</td>
<td>-70.7</td>
</tr>
<tr>
<td>Disposals of businesses, net of cash sold</td>
<td>-</td>
<td>-</td>
<td>-15.5</td>
</tr>
<tr>
<td>Investments in associated companies and joint ventures</td>
<td>-</td>
<td>-</td>
<td>-0.5</td>
</tr>
<tr>
<td>Cash flow from investing activities, other items</td>
<td>-17.1</td>
<td>-10.1</td>
<td>-50.6</td>
</tr>
<tr>
<td><strong>Net cash flow from investing activities</strong></td>
<td>-20.5</td>
<td>-29.7</td>
<td>-137.3</td>
</tr>
<tr>
<td><strong>Net cash flow from financing activities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Treasury shares acquired</td>
<td>-2.2</td>
<td>-</td>
<td>-9.4</td>
</tr>
<tr>
<td>Repayments of lease liabilities</td>
<td>-9.4</td>
<td>-0.7</td>
<td>-1.3</td>
</tr>
<tr>
<td>Proceeds from long-term borrowings</td>
<td>-</td>
<td>-</td>
<td>199.5</td>
</tr>
<tr>
<td>Repayments of long-term borrowings</td>
<td>-75.4</td>
<td>-</td>
<td>-83.7</td>
</tr>
<tr>
<td>Proceeds from short-term borrowings</td>
<td>40.0</td>
<td>4.5</td>
<td>3.4</td>
</tr>
<tr>
<td>Repayments of short-term borrowings</td>
<td>-</td>
<td>-2.3</td>
<td>-2.6</td>
</tr>
<tr>
<td>Profit distribution</td>
<td>-35.4</td>
<td>-31.8</td>
<td>-50.0</td>
</tr>
<tr>
<td><strong>Net cash flow from financing activities</strong></td>
<td>-82.3</td>
<td>-36.4</td>
<td>37.7</td>
</tr>
<tr>
<td><strong>Change in cash and cash equivalents</strong></td>
<td>-100.8</td>
<td>-98.8</td>
<td>-59.3</td>
</tr>
<tr>
<td>Cash and cash equivalents, and bank overdrafts at the beginning of period</td>
<td>226.5</td>
<td>284.7</td>
<td>284.7</td>
</tr>
<tr>
<td>Effect of exchange rate changes</td>
<td>0.0</td>
<td>-1.2</td>
<td>0.1</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents, and bank overdrafts at the end of period</strong></td>
<td>124.7</td>
<td>183.8</td>
<td>225.5</td>
</tr>
<tr>
<td>Bank overdrafts at the end of period</td>
<td>26.6</td>
<td>26.3</td>
<td>30.8</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents at the end of period</strong></td>
<td>151.3</td>
<td>212.0</td>
<td>256.3</td>
</tr>
</tbody>
</table>
Sustainability
Sustainability is a great business opportunity

**We serve** an industry, which produces the majority of emissions as well as GDP in the world
- Inefficient industry with potential to improve

**Our vision** to be the leader in intelligent cargo handling also drives sustainability
- Increasing efficiency and life-time solutions

**We are** in a position to be the global frontrunner, setting the sustainability standards for the whole industry
- We are ready to shape the industry to one that is more sustainable
Sea Freight Transport is by far the most sustainable transport mode in terms of emissions

Compared to transportation of goods

→ by trains, sea freight emits ~2-3 times less emissions
→ by trucks, sea freight emits ~3-4 times less emissions
→ by air cargo, sea freight emits ~14 times less emissions
Sustainability is our competitive advantage

Sales account for around 21% of the total revenue in 2018:
Significant R&D and digitalisation investments drive the growth of offering for eco-efficiency

- Systems efficiency
- Efficiency for environmental industries
- Emission efficiency
- Resources efficiency

- Visibility to identify inefficient use of resources and fuel
- Software and design system
- Offering to support the operations in environmental industries
- Cargotec solutions for environmental industries
- Technology to enable fuel and emission efficient offering
- Products with features to decrease fuel usage and avoidance of maritime hydraulic oil emissions
- Service enabling the extended usage of products or new applications
- Product conversions and modernizations
Key to more sustainable cargo handling business is solution development

Waste in cargo handling business due to inefficiencies ~17 billion euros

~2.5 mil barrels (1.8 mil CO2 equivalent tonnes) of fuel savings enabled by Cargotec port equipment solutions during past 6 to 10 years

19 mil CO2 in shipping industry annually For moving empty containers

~31 900 CO2 eqv. tonnes of emissions from Cargotec factories annually
Cargotec sustainability managed with clear policies, processes and KPIs on varying areas

- Cargotec is a supporter of UN Global Compact and other major international sustainability initiatives
- We have a clear governance on sustainability issues with Board of Directors overview on the subject
- Safety is our key priority and we have clear improvement program to further decrease our current IIFR rate of 6.7
- Focus on climate change and human rights risks in 2019
Performance highlights 2018

Permanent Code of Conduct panel and case investigation process

72% of all employees have conducted the code of conduct e-learning tool

All strategic suppliers were taken into the sustainability self-assessment tool process

Supplier code of conduct sent to all strategic suppliers

30% of the electricity used by Cargotec is generated from renewable energy sources

Offering for eco-efficiency 21% of total sales

17 products were added to our Offering for eco-efficiency portfolio

A renewed human rights risk assessment was conducted on Cargotec operations

Credit investor presentation May 2019 80
Kalmar appendix
The current replacement market size for key terminal equipment is EUR 1 billion annually and the market is expected to double in the next decade.

The replacement market will grow in coming years, as the container terminal capacity has expanded significantly during the last two decades.

Average lifetime of type of equipment:
- STS - 25 yrs
- RTG - 15 yrs
- SC - 8-10 yrs
- RS/ECH/TT – 8 yrs

Source: Drewry reports: Global Container Terminal Operators 2001-2016 Note: 1995-2000 capacity is estimation based on the assumption that the utilisation rate has been between 70-72% in that period. 2016-2020 forecast based on Drewry’s Global container terminal operators report, published in August 2016.
Global container terminal operators – Most capacity expected to be added by Cosco

Largest container terminal operators measured by capacity (MTEU)

- China Cosco Shipping *
- Hutchison Ports
- PSA International
- APM Terminals
- DP World
- Terminal Investment Limited (TIL)
- China Merchants Ports
- CMA CGM **
- Eurogate
- SSA Marine
- NYK #
- MOL #
- K Line #
- Evergreen
- ICTSI
- Hyundai
- OOCL
- Yildirim/Yilport
- Yang Ming
- Bollore
- SAAM Puertos

Source: Drewry
* Cosco figure does not include OOCL terminals in 2017 and 2018 as acquisition not finalised. Chinese and Taiwanese terminals included from 2019 onwards. Long Beach excluded
** CMA CGM includes APL terminals
*** International terminals of NYK, K Line and MOL combined as part of ONE merger
# Japanese terminals only from 2019 onwards
Figures include total capacity for all terminals in which shareholding held (regardless of size of shareholding), i.e. includes double counting
Global container throughput and capacity development

- Throughput, MTEU
- Capacity, MTEU
- Utilisation rate
59% of global container throughput is expected to take place in APAC in 2019

Global container throughput expected to grow 4.1% in 2019
- APAC +5.1% (+24 mteu)
- EMEA +2.0% (+4 mteu)
- AMER +4.4% (+4 mteu)

→ 75% of growth will come from APAC

Source: Drewry: Container forecaster Q4 2018
Three alliances controlling about 80% of global container fleet capacity

Shipping line
- Maersk
- MSC
- CMA CGM
- China Shipping
- UASC
- NYK
- OOCL (acquisition ongoing)
- Hapag-Lloyd
- APL
- MOL
- Hyundai
- Cosco
- China Cosco Shipping
- K-Line
- Yang Ming
- Ocean Network Express
- Hanjin
- Evergreen
- Hamburg Sud

Alliance/ Vessel sharing agreement (VSA)
- P3 (denied)
- 2M
- China Shipping/ UASC
- Ocean Three
- Grand Alliance
- New World Alliance
- G6 Alliance
- CKYH Alliance
- CKYH Alliance
- Independent

April 2017

Total: 17
(9 after further consolidations)

- The arrows indicate changes, confirmed or planned, through M&A or JV over the last 18 months. Hanjin bankrupt. Hyundai isn’t currently officially part of any alliance, but formed a cooperative relationship with 2M.
- Ocean Network Express (ONE) launch April 2018.
- COSCO Shipping’s planned acquisition of OOCL expected to completed by the end of June.
- Analyse excludes Zim, PIL and Wan Hai.

Sources: Drewry, Alphaliner, Cargotec

Credit investor presentation
May 2019
Kalmar’s operating environment

Kalmar provides integrated port automation solutions including software, services and a wide range of cargo handling equipment.

TOS coordinates and optimises the planning and management of container and equipment moves in complex business environments. Navis provides also maritime shipping solutions:
- Stowage planning
- Vessel monitoring
- Loading computer
- Route planning

XVELA is the collaboration platform serving the needs of ocean carriers, terminals and their shipping partners.

BROMMA is the industry leading spreader manufacturer.

Credit investor presentation  May 2019  87
Ship sizes increasing dramatically

- The largest containership in the fleet has nearly tripled since 2000
- The average size of new builds doubles between 2009 and 2014

Source: Drewry November 2015
Today’s container supply chain is a fragmented and siloed framework

- Information sharing between parties is not optimally structured
  - Forms of communication today include email, phone calls, EDI, paper plans
  - Problems: incomplete data, errors, information not available on time

- In-house developed XVELA is a many-to-many platform to solve these issues
  - Real-time stowage collaboration
  - Port-to-port visibility and collaboration
  - Synchronisation of planning between carriers and terminals

Benefits of XVELA:
- Faster vessel turn times
- Operational efficiencies
- Cost savings
Hiab appendix
Hiab’s key growth drivers

Cranes
Gain market share in big loader cranes and crane core markets

Tail lifts
Enter fast growing emerging markets and standardise and globalise business model

Truck-mounted forklifts
Accelerate penetration in North America and Europe

Services
Increase spare parts capture rates driven by connectivity and e-commerce
Construction output forecast

Changes vs last Forecast

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
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<tr>
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<td>-0.1%</td>
<td>-0.7%</td>
<td>-0.5%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>SAM</td>
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<td>-4.7%</td>
<td>-4.7%</td>
<td>-4.8%</td>
<td>-4.3%</td>
</tr>
<tr>
<td>NE</td>
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<td>0.8%</td>
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<tr>
<td>UK</td>
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<td>-1.1%</td>
<td>-1.1%</td>
</tr>
<tr>
<td>DACH</td>
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<td>0.9%</td>
<td>0.5%</td>
<td>0.5%</td>
<td>0.5%</td>
</tr>
<tr>
<td>BENELUX</td>
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<td>0.0%</td>
<td>0.0%</td>
<td>-0.1%</td>
<td>-0.1%</td>
</tr>
<tr>
<td>MED</td>
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<td>-0.4%</td>
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<tr>
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<td>-2.2%</td>
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<tr>
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<td>0.6%</td>
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<tr>
<td>Total</td>
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<td>-0.4%</td>
<td>-0.6%</td>
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</table>

YoY changes

<table>
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<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
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<tbody>
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<td>1.0%</td>
<td>2.7%</td>
<td>2.9%</td>
</tr>
<tr>
<td>NE</td>
<td>3.2%</td>
<td>2.4%</td>
<td>3.0%</td>
<td>1.9%</td>
<td>1.8%</td>
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<td>UK</td>
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<td>1.8%</td>
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<tr>
<td>DACH</td>
<td>2.9%</td>
<td>3.1%</td>
<td>1.8%</td>
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<td>1.2%</td>
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<tr>
<td>BENELUX</td>
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<td>4.3%</td>
<td>2.1%</td>
<td>1.8%</td>
<td>1.6%</td>
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<tr>
<td>MED</td>
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<td>2.9%</td>
<td>2.0%</td>
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<tr>
<td>APAC</td>
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<td>4.2%</td>
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</tr>
<tr>
<td>Total</td>
<td>2.6%</td>
<td>3.1%</td>
<td>2.6%</td>
<td>3.1%</td>
<td>3.1%</td>
</tr>
</tbody>
</table>

Source: Oxford construction output (All Output series are measured in Billions, 2010 Prices), Forecast March 2019 compared to Dec 2018
Global truck volumes

![Truck registrations, GVW >15t](chart.png)

<table>
<thead>
<tr>
<th>Changes vs last Forecast</th>
<th>YoY changes (vs. prev. year)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAM</td>
<td>0.0%</td>
</tr>
<tr>
<td>SAM</td>
<td>-0.9%</td>
</tr>
<tr>
<td>NE</td>
<td>0.0%</td>
</tr>
<tr>
<td>DACH</td>
<td>0.0%</td>
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<tr>
<td>UK/IR</td>
<td>0.0%</td>
</tr>
<tr>
<td>BENELUX</td>
<td>1.7%</td>
</tr>
<tr>
<td>EE</td>
<td>-0.9%</td>
</tr>
<tr>
<td>MED</td>
<td>0.0%</td>
</tr>
<tr>
<td>MEA</td>
<td>0.0%</td>
</tr>
<tr>
<td>APAC</td>
<td>-0.1%</td>
</tr>
<tr>
<td>Total</td>
<td>-0.1%</td>
</tr>
</tbody>
</table>

Source: IHS truck registrations, May 2019 forecast, prev. Feb 2019

Credit investor presentation

May 2019 93
Operating Profit Bridge FY Actual 2018 vs 2017 (AER)

YOO Gross Margin change [excl Effer and RtM additions]= €(3.6)m

- Additional costs driven by supply chain challenges
- Some lower margins from drive to grow Key Accounts – EMEA up 16% YOY in sales

GM from 6.5% organic growth

Higher costs in Stargard and Dundalk driven by supply chain inefficiencies

Higher factory costs reflect unstable supply chain and related inefficiencies

S&S investments
US maintenance growth
System investments:
- Webshop
- Service management tool
- Configure price quote tool

Effer trading for Nov-Dec, offset by PPA adjustment and integration costs

Route to Market additions in UK, Sweden, Germany & France

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Route to Market additions in UK, Sweden, Germany & France
Merchant ships: Contracting forecast by shiptype (no of ships)
Merchant ship types > 2000 gt, base case

Contracting history and forecast March 2019
No. of ships, Merchant ship types > 2000 gt, excl ofs and misc

Source: Clarksons March 2019
Merchant ships: Deliveries forecast by shiptype (no of ships)
Merchant ship types > 2000 gt, base case

Deliveries history and forecast March 2019
No. of ships, Merchant ship types > 2000 gt, excl ofs and misc

Source: Clarksons March 2019

Credit investor presentation

May 2019
Offshore mobile units: Contracting forecast by shiptype (number of units)

Contracting history and forecast 2015 - 2025, March 2019
No. of units, Mobile offshore units

Source: Clarksons March 2019

Credit investor presentation
May 2019
Offshore mobile units: Deliveries forecast by shiptype (no of units)

Source: Clarksons March 2019

Credit investor presentation

May 2019
Shipbuilding – contracting ships >2000 gt/dwt
Shipbuilding capacity and utilisation scenario

Source: Clarksons Research March 2019
Shipping – The world fleet
World fleet comprises currently roughly 96,000 ships

World Fleet as at March 2019 (million GT)

- Crude Tankers: 208.8 million GT
- Product Tankers: 107.4 million GT
- Chemical Tankers: 29.2 million GT
- Spec. Tankers: 0.7 million GT
- Bulkcarriers: 0.6 million GT
- Combos: 21.5 million GT
- LPG Carriers: 57.6 million GT
- LNG Carriers: 237.9 million GT
- Containerships: 467.3 million GT
- Multi-Purpose Vessels: 21.8 million GT
- General Cargo: 26.3 million GT
- Ro-Ro: 12.6 million GT
- Car Carriers: 38.1 million GT
- Reefers: 4.4 million GT
- Offshore: 59.6 million GT
- Dredgers: 4.7 million GT
- Tugs: 5.5 million GT
- Cruise: 22.9 million GT
- Ferries: 20.3 million GT
- Other Non Cargo: 2.4 million GT

95,850 ships
1.3bn GT
2.0bn dwt

Source: Clarksons Research March 2019
We are capturing “blue growth” opportunities
Disclaimer

Although forward-looking statements contained in this presentation are based upon what management of the company believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. These statements are not guarantees of future performance and undue reliance should not be placed on them. The company undertakes no obligation to update forward-looking statements if circumstances or management’s estimates or opinions should change except as required by applicable securities laws.

All the discussion topics presented during the session and in the attached material are still in the planning phase. The final impact on the personnel, for example on the duties of the existing employees, will be specified only after the legal requirements of each affected function/ country have been fulfilled in full, including possible informing and/or negotiation obligations in each function / country.
Why invest in Cargotec?

- Our target: To become the leader in intelligent cargo handling
  - Every 4th container in the world is moved by Kalmar solution
- Several favorable megatrends support our growth prospects
  - Digitalisation
  - Globalisation
  - Trade growth
  - Urbanisation
  - Growing middle class
- Transformation from equipment provider into a leader in intelligent cargo handling
- Unique position to benefit from the growth prospects in port automation and software
- Growing services and software business increase stability of our business
  - Currently, only 40 of the world's 1200 terminals are automated or semi-automated. Port automation increases energy and cost efficiency as well as employee safety.

Financial targets
- Grow faster than the market
- Increase service and software sales to 40% of net sales, min. EUR 1.5 billion in 3-5 years
  - Target 10% operating profit and 15% ROCE in 3-5 years
  - Target gearing <50% and increasing dividend in the range of 30-50% of EPS, to be paid twice a year

We have strong brands and a loyal global customer base