January–March 2015 interim report

28 April 2015

Mika Vehviläinen, President and CEO

Eeva Siplä, Executive Vice President, CFO
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
Market environment in January–March

- Market for marine cargo handling equipment rather weak in early 2015
  - Demand for cargo handling solutions for bulk carriers low, activity level in container ship sector picking up
  - Offshore cargo handling equipment market remained healthy, but uncertainty increasing

- Demand for container handling equipment and services saw positive development on all continents

- Market for load handling equipment continued its strong growth in the US, and varied significantly between countries in Europe
  - Early signs of market picking up in Europe
## January–March key figures

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Orders received, MEUR</td>
<td>939</td>
<td>863</td>
<td>9%</td>
<td>3,599</td>
</tr>
<tr>
<td>Order book, MEUR</td>
<td>2,469</td>
<td>2,111</td>
<td>17%</td>
<td>2,200</td>
</tr>
<tr>
<td>Sales, MEUR</td>
<td>889</td>
<td>751</td>
<td>18%</td>
<td>3,358</td>
</tr>
<tr>
<td>Operating profit, MEUR*</td>
<td>52.3</td>
<td>24.6</td>
<td>112%</td>
<td>149.3</td>
</tr>
<tr>
<td>Operating profit margin, %*</td>
<td>5.9</td>
<td>3.3</td>
<td>4.4</td>
<td>4.4</td>
</tr>
<tr>
<td>Cash flow from operations, MEUR</td>
<td>51.6</td>
<td>32.5</td>
<td></td>
<td>204.3</td>
</tr>
<tr>
<td>Interest-bearing net debt, MEUR</td>
<td>789</td>
<td>824</td>
<td></td>
<td>719</td>
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<tr>
<td>Earnings per share, EUR</td>
<td>0.56</td>
<td>0.20</td>
<td>1.11</td>
<td></td>
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*excluding restructuring costs
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
MacGregor savings measures

- Weakened market situation
  - Low oil price
  - Low number of merchant ship orders

- Strong focus on earlier announced development programmes continues
  - Sales, services and design-to-cost

- Estimated reduction of 220 employees globally

- EUR 20 million targeted annual savings

- Estimated restructuring cost of EUR 5 million
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%
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%
Cash flow from operations healthy

<table>
<thead>
<tr>
<th>Year/Quarter</th>
<th>MEUR</th>
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<tbody>
<tr>
<td>2013</td>
<td>186</td>
</tr>
<tr>
<td>2014</td>
<td>201</td>
</tr>
<tr>
<td>Q1/13</td>
<td>21</td>
</tr>
<tr>
<td>Q2/13</td>
<td>-50</td>
</tr>
<tr>
<td>Q3/13</td>
<td>50</td>
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<tr>
<td>Q4/13</td>
<td>100</td>
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<tr>
<td>Q1/14</td>
<td>33</td>
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<tr>
<td>Q2/14</td>
<td>0</td>
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<tr>
<td>Q3/14</td>
<td>50</td>
</tr>
<tr>
<td>Q4/14</td>
<td>100</td>
</tr>
<tr>
<td>Q1/15</td>
<td>52</td>
</tr>
</tbody>
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More balanced geographical mix in sales

Sales by reporting segment 1-3/2015, %

- Equipment: 78 (77)%
- Services: 22 (23)%

Sales by geographical segment 1-3/2015, %

- Americas: 29% (24)
- APAC: 39% (48)
- EMEA: 32% (28)
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
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).