Why invest in Cargotec?

Our target: To become the leader in intelligent cargo handling

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

Growing services and software business increase stability of our business

Unique position to benefit from the growth prospects in port automation and software

Every 4th container in the world is moved by Kalmar solution

Every other ship in the world has MacGregor equipment on board

We have strong brands and a loyal global customer base

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

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.

IR Contacts: firstname.lastname@Cargotec.com
Hanna-Maria Heikkinen, VP, tel. +358 40 826 2172
Pekka Rouhiainen, IR Director, tel. +358 40 739 5897
www.cargotec.com/investors

Targets announced in September 2017
Cargotec’s vision is to become the leader in intelligent cargo handling by focusing on four must-win battles:

- Win through customer centricity
- Advance in services
- Accelerate digitalisation
- Productivity for growth

### KEY FIGURES 2018

<table>
<thead>
<tr>
<th>Sales</th>
<th>Operating profit*</th>
<th>Orders received</th>
<th>Employees</th>
<th>Service and software sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEUR 3,304</td>
<td>MEUR 244, 7.4% of sales</td>
<td>MEUR 3,756</td>
<td>11,987</td>
<td>MEUR 1,079, 33% of total</td>
</tr>
</tbody>
</table>

![Graph showing sales split]

- **Kalmar equipment**: ~1,100 in 2018
- **MacGregor**: ~500 in 2018
- **Kalmar APD and software**: ~400 in 2018

![Graph showing geographical sales split]

- **APAC**: ~1,100 in 2018
- **EMEA**: ~500 in 2018
- **AMER**: ~400 in 2018

### Dividend

- **2014**: 0.55
- **2015**: 0.80
- **2016**: 0.98
- **2017**: 1.05
- **2018***: 1.1

- **Dividend/EPS, %**: 49.6% in 2018
- **Absolute dividend, €**: 66.0% in 2018

2017 figures have been restated according to IFRS 15 and calculated by using the new definitions for the equipment, service and software businesses announced in March 2018.

* Board proposal **Excluding restructuring costs