

# 01 Introduction to Hiab

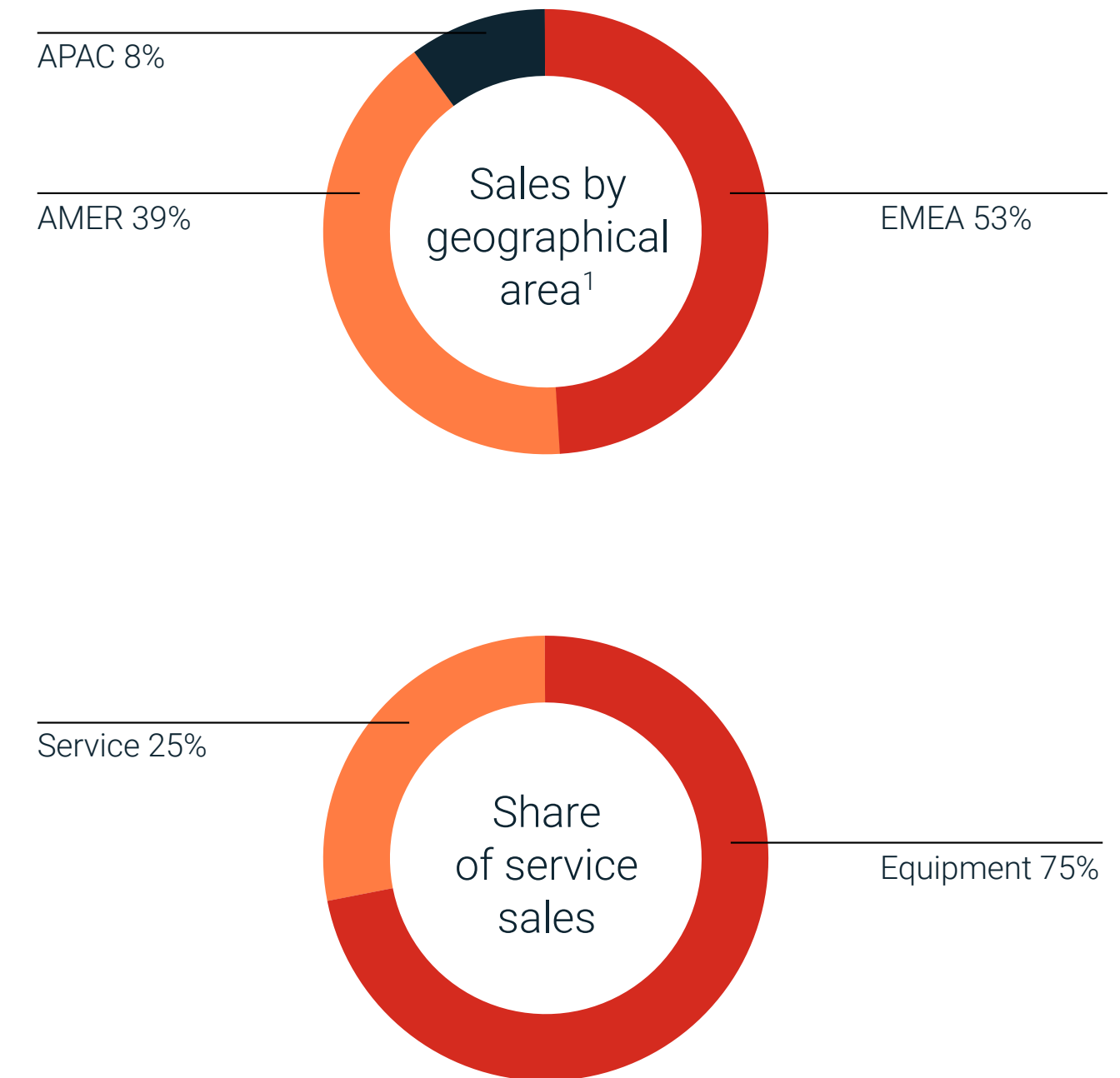


# Global load handling specialist with a compelling financial profile

## 2023 Key Facts

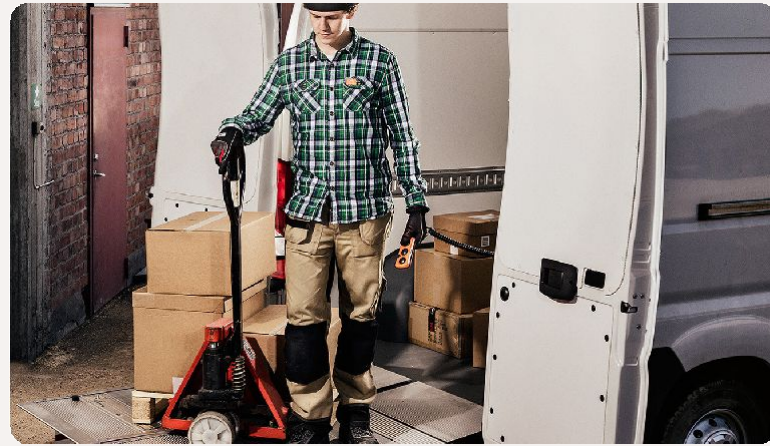
Sales <b>1,787 EURM</b>	10YR Sales CAGR <b>+7.8%</b>
Comparable operating profit / margin <b>252 EURM / 14.1%</b>	Return on operating capital <b>30.7%</b>
Service locations <b>&gt;3,000</b>	Employees <sup>2</sup> <b>+3,800</b>

**#1 OR #2 POSITION IN ALL SEGMENTS**



<sup>1</sup> Management estimate; <sup>2</sup> Number of employees at the end of FY23

# Understanding specialised needs in essential industries



Retail & Last Mile



Waste & Recycling



Defence Logistics



Infrastructure



Construction



Special Logistics



Wind



Forestry



Agriculture



Rail

Resilience from diversity in customer industries

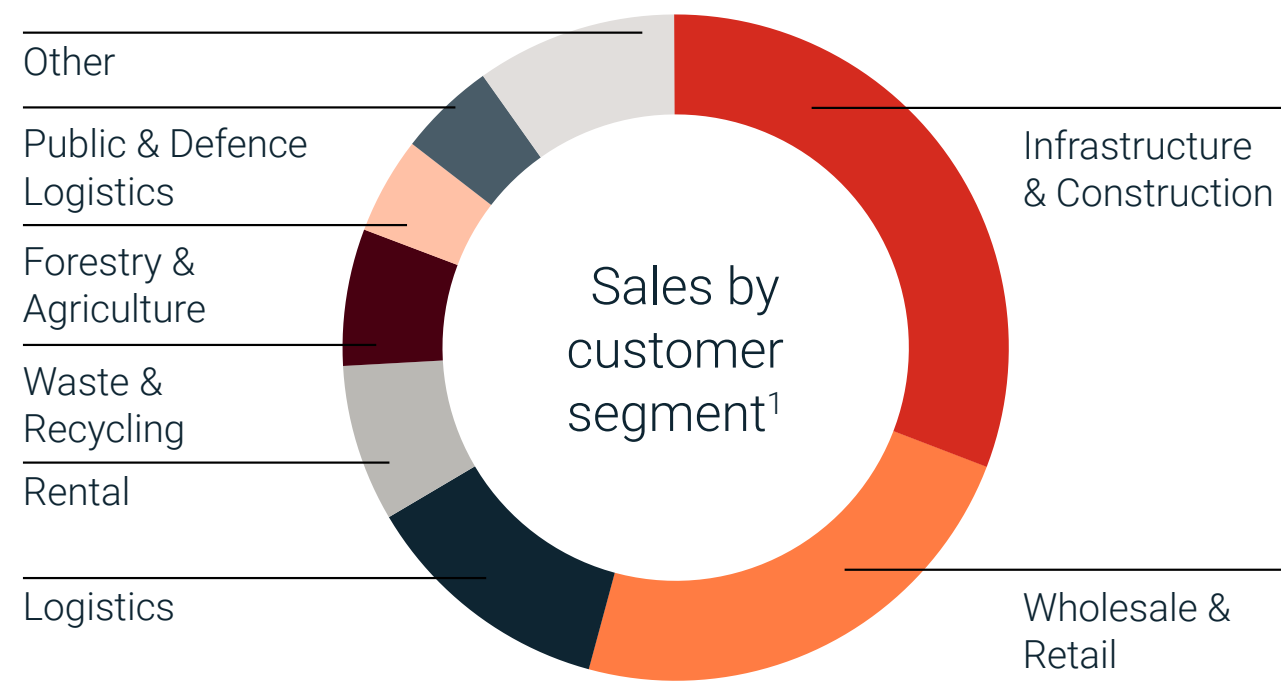
Similar yet specialised needs per end-market

High barriers to entry due to niche end-markets

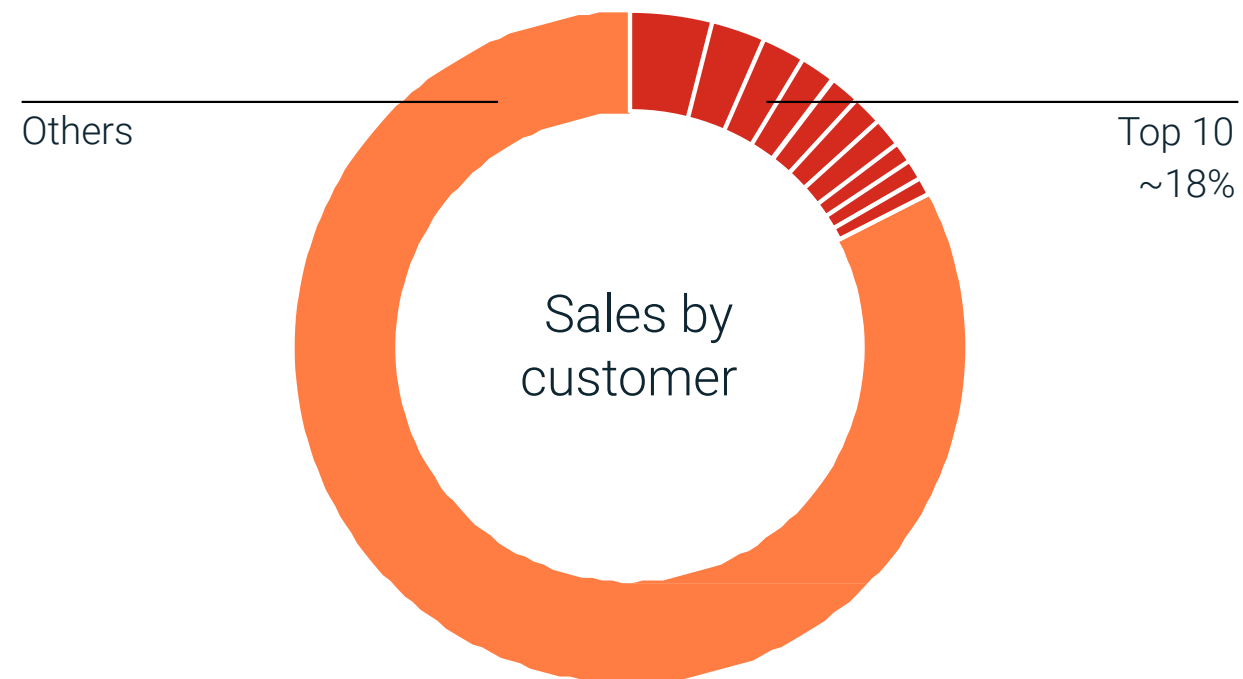
Gradual penetration to new industries through use-case expansion

# Serving a diverse customer base with multiple customer types

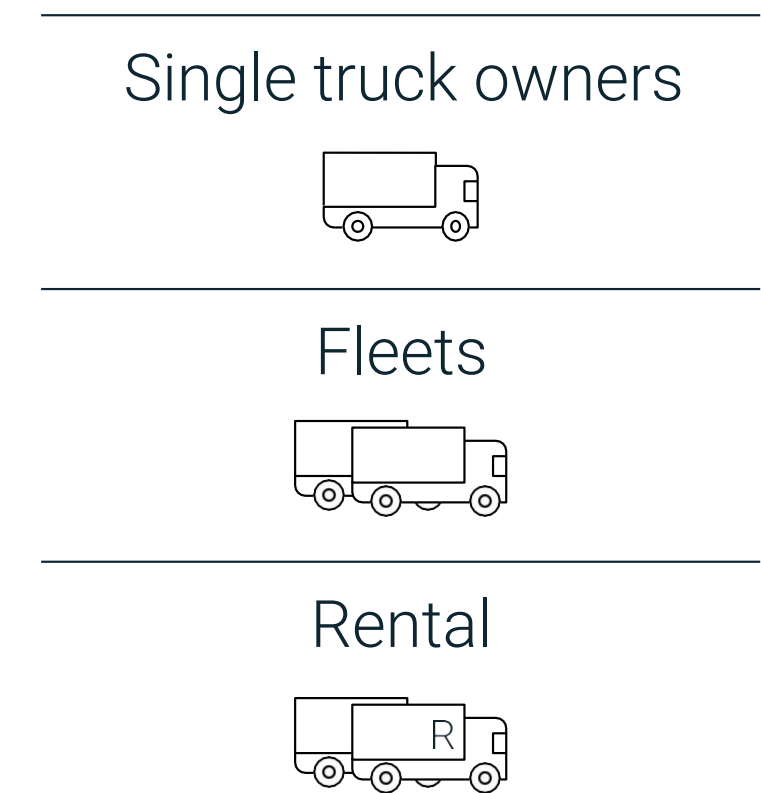
A diverse customer base



... with low concentration...



... and multiple customer types

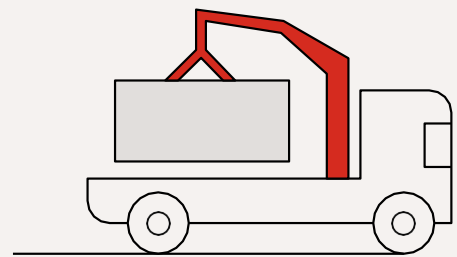


NPS from **20** to **35** in the last 5 years

<sup>1</sup> Management estimate

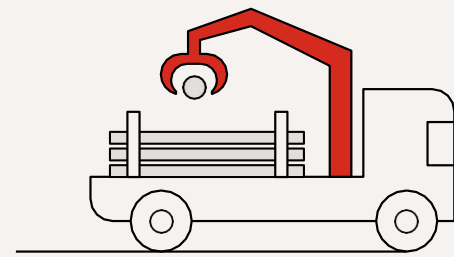
# Hiab offers lifting and delivery solutions through an extensive portfolio of brands covering all types of applications

Loader cranes



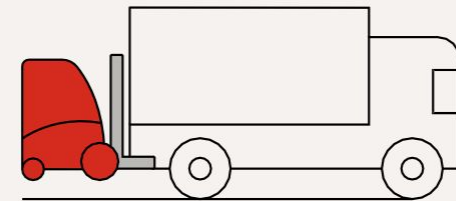
**HIAB ARGOS EFFER**

Forestry & recycling cranes



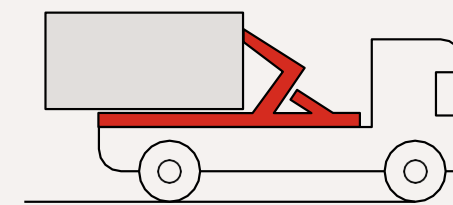
**JONSERED LOGLIFT**

Truck mounted forklifts



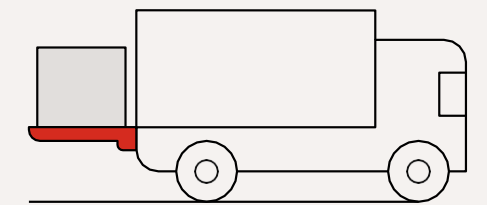
**MOFFETT PRINCETON**

Demountables



**MULTILIFT GALFAB**

Tail lifts

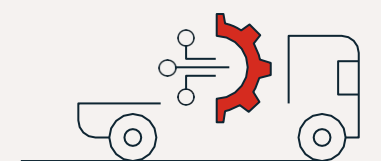


**ZEPRO WALTCO DEL**

Services

Complete offering ranging from installation, spare and wear parts to life-cycle solutions from Hiab brands

**HIPERFORM**



# Market-leading innovation with brands that have defined history

Built on a track record of firsts

## “I WANT A...”



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**Invented** the hydraulic crane that revolutionised load handling



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**Invented** the truck mounted forklift



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**Invented** the cabin for forest cranes and the folding forestry crane

# We are the market leader in eco products

helping customers reach their sustainability goals



## Electric Moffetts

The first electric truck mounted forklifts in the world



## ePTO

Enabling crane operation without running truck engine



## Variable Hydraulic Pumps

Reducing operation emissions by 24% CO2 emission



## Solar Charging

The first carbon-free tail lift operation



## Refurbished equipment

Circular economy – extending the life cycle for equipment



## HiSkill

First with VR zero emission operator training

ECO Portfolio in % of total sales (2023)

**30%**

CO2 intensity<sup>1</sup> (22 vs. 23)

**-15%**

<sup>1</sup> CO2 intensity in sales, Scopes 1,2 & 3

# Asset-light footprint with global reach

**3000**

Sales and service locations

**100**

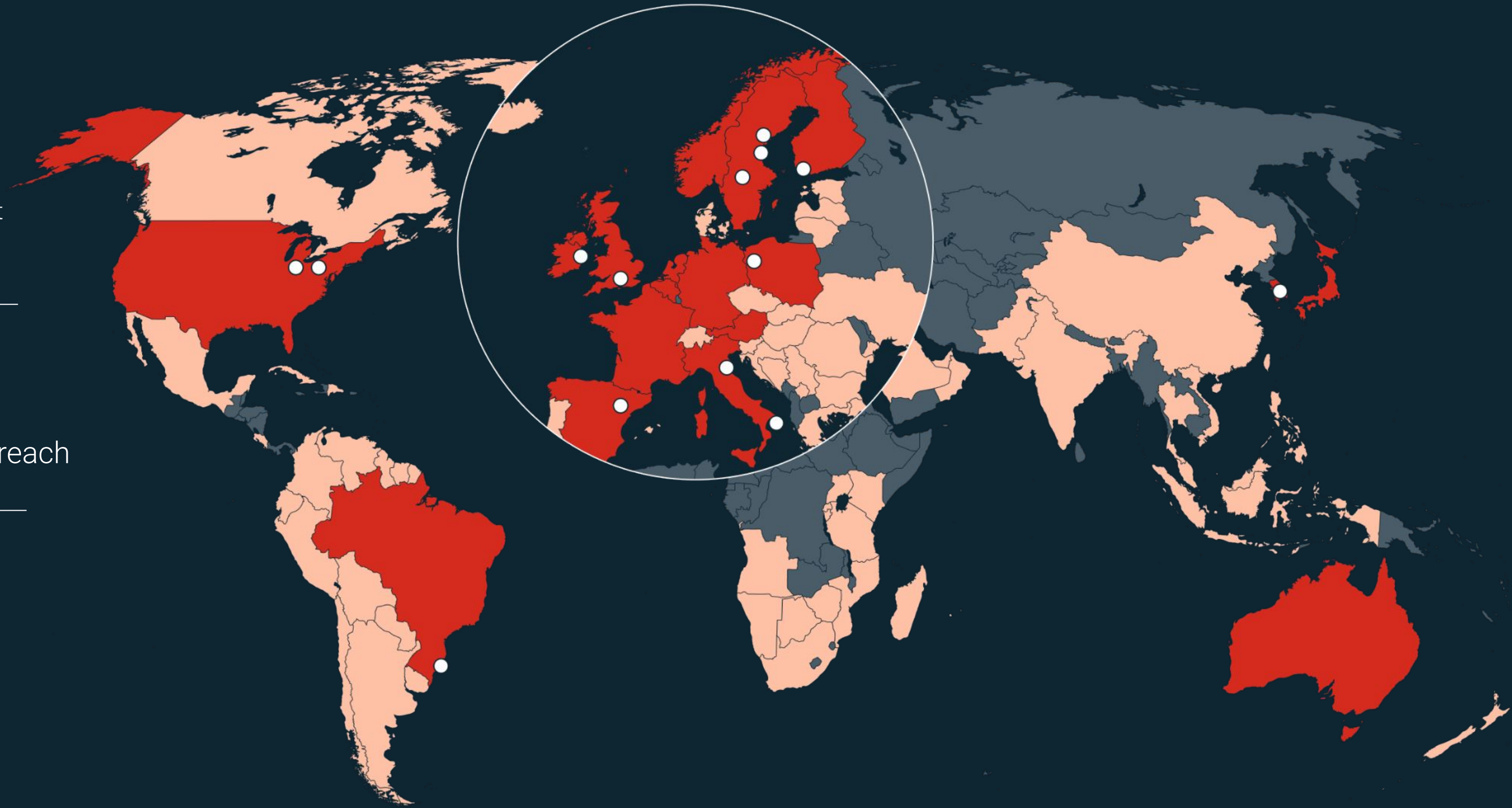
Countries with delivery footprint

## Direct and indirect sales and service

Direct sales combined with strong partner network (~60% of sales) enabling tailored density and global reach

## Asset-light supply chain

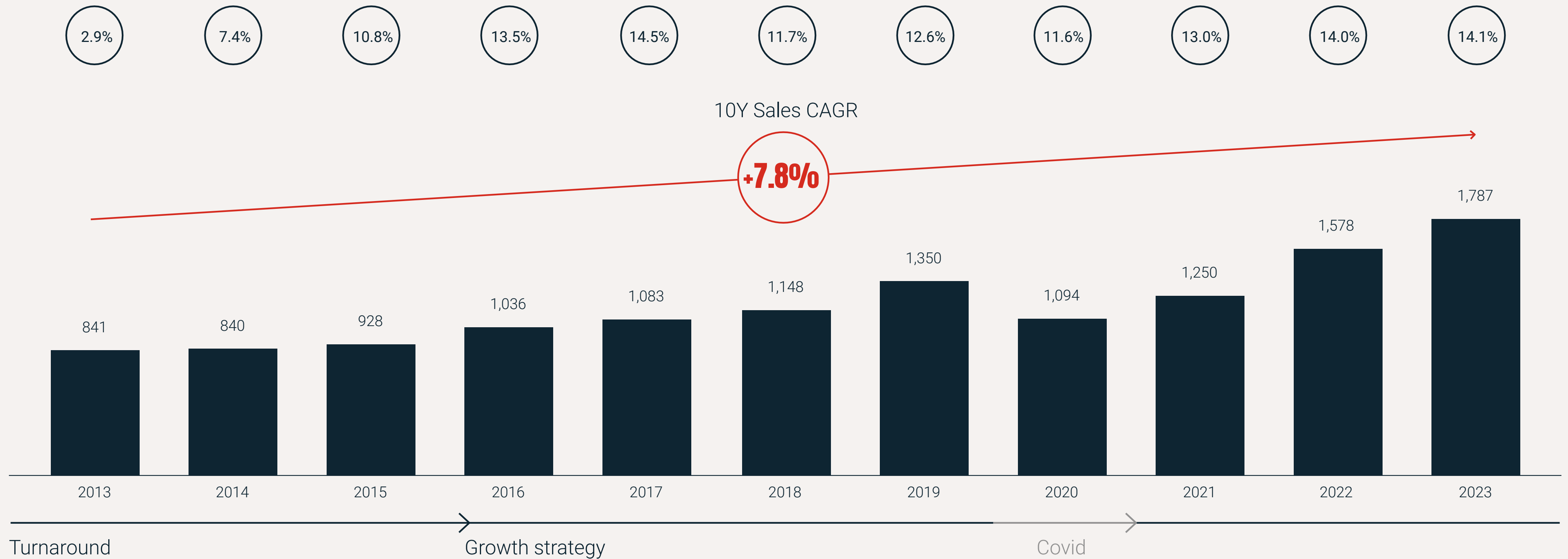
Own production in key markets in Europe and the US



■ Hiab locations   ■ Partners   ● Production



# Strong track record of delivering profitable growth of CAGR >7% 2013–2023

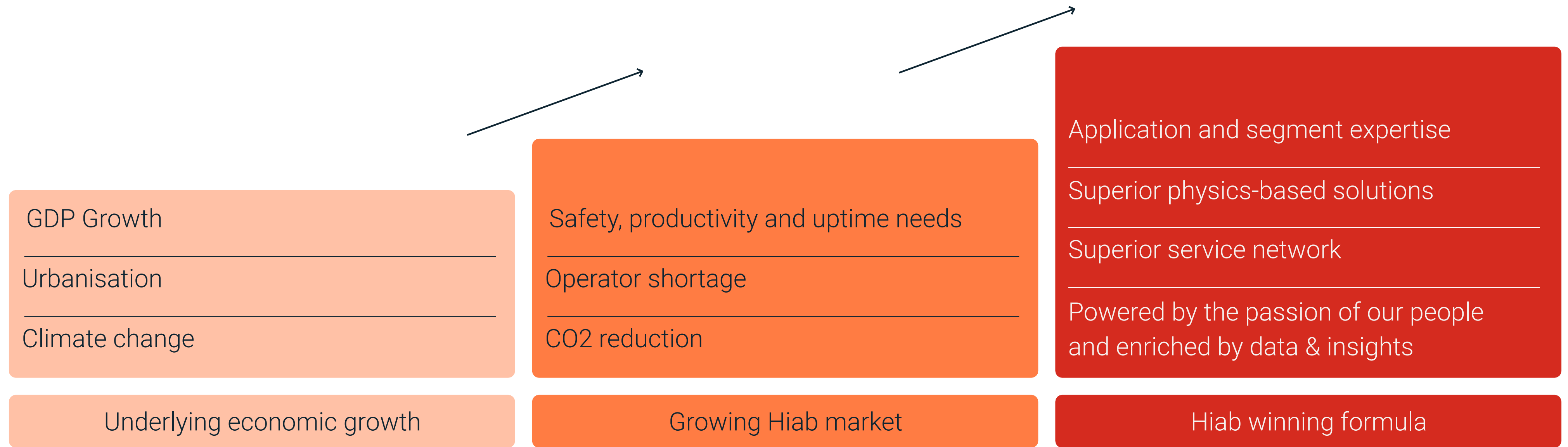


Source: Cargotec reported financials for Hiab business area 2013-2023

■ Net sales, MEUR

○ Comparable operating profit, %

# Structural market trends and winning formula supporting growth



<sup>1</sup>Management estimate

# Our winning formula for lifting productivity for our customers

## POWERED BY THE PASSION OF OUR PEOPLE

### DEEP UNDERSTANDING CUSTOMERS, OPERATORS AND APPLICATION NEEDS

Maximising tons moved  
with more lifts per day



### INNOVATE SOLUTIONS ENABLING SUPERIOR PHYSICS-BASED OUTCOMES

Better reliability  
Higher productivity  
Easiest to operate  
Most precise movement



### SUPERIOR SERVICE CAPABILITIES & GLOBAL COVERAGE

Maximised uptime  
Remote monitoring  
Insight from connected units

## ENRICHED BY DATA & INSIGHTS

## Key targets to measure success by 2028

Sales CAGR<sup>1</sup>

**>7%**

Comparable  
Operating Profit<sup>2</sup>

**18%**

ROCE<sup>3</sup>

**>25%**

Sustainability

**SBTi**

- 1) Over the cycle
- 2) As business area
- 3) As business area, defined as (Operating Profit / Operative Capital Employed)