

CEO Mika Vehviläinen

Becoming the leader in intelligent cargo handling

Analyst call 9 June 2020

The coronavirus pandemic is affecting Cargotec

Safety of our personnel and customers top priority

Increasing uncertainty and restrictions set by authorities have slowed decision making and weakened orders received

- Challenges in supply chain: lack of components
- Assembly units closures in March and April, all units back in operation now, but not necessarily at full capacity
- Delays in delivery schedules, limited access for specialists

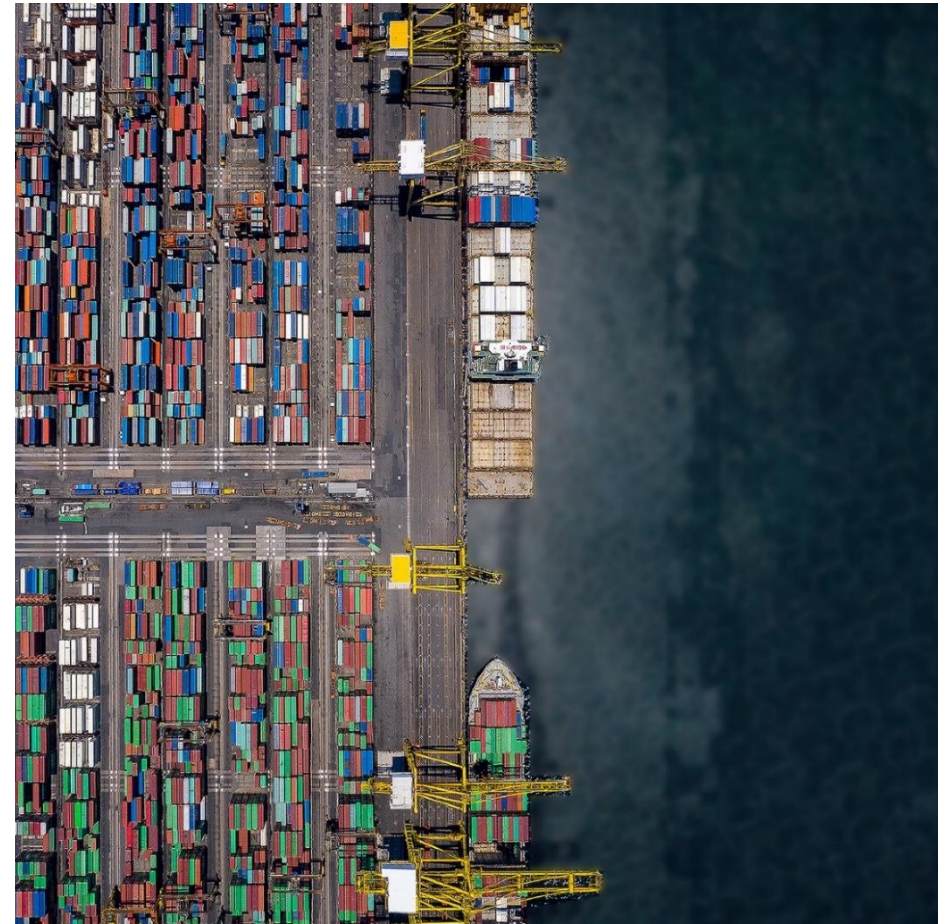
Q2 will be a perfect storm, weak visibility

- Supply side expected to improve towards Q3 (if no second wave of lockdowns)

No major order cancellations, solid order backlog

US the weakest market, in Europe some markets have still performed quite well (Central Europe)

Group wide focus on safeguarding business continuity, cash and adjusting cost structure



Rapid reaction to adjust cost structure

Group wide temporary cost savings programme (communicated 27 March)

- Office workers (ca. 6,000 employees) have shifted to a four-day working week with a corresponding reduction in salaries
- Until further notice and with their consent, the salaries of the company's management have been reduced by 20 percent as of 1 April
- External services reduced
- Travel minimised
- Expected savings 10 MEUR / month
- Cost structure adjustments will continue as the situation requires



Strong financial position and balanced maturity profile

Balanced maturity profile

- EUR 144 million maturing in 2020 Q2-Q4

Solid liquidity position (31.3.2020)

- + 281 MEUR cash and cash equivalents
- + 300 MEUR committed long-term undrawn revolving credit facilities
- - 183 MEUR repayments of interest-bearing liabilities during next 12 months
- Total liquidity 399 MEUR

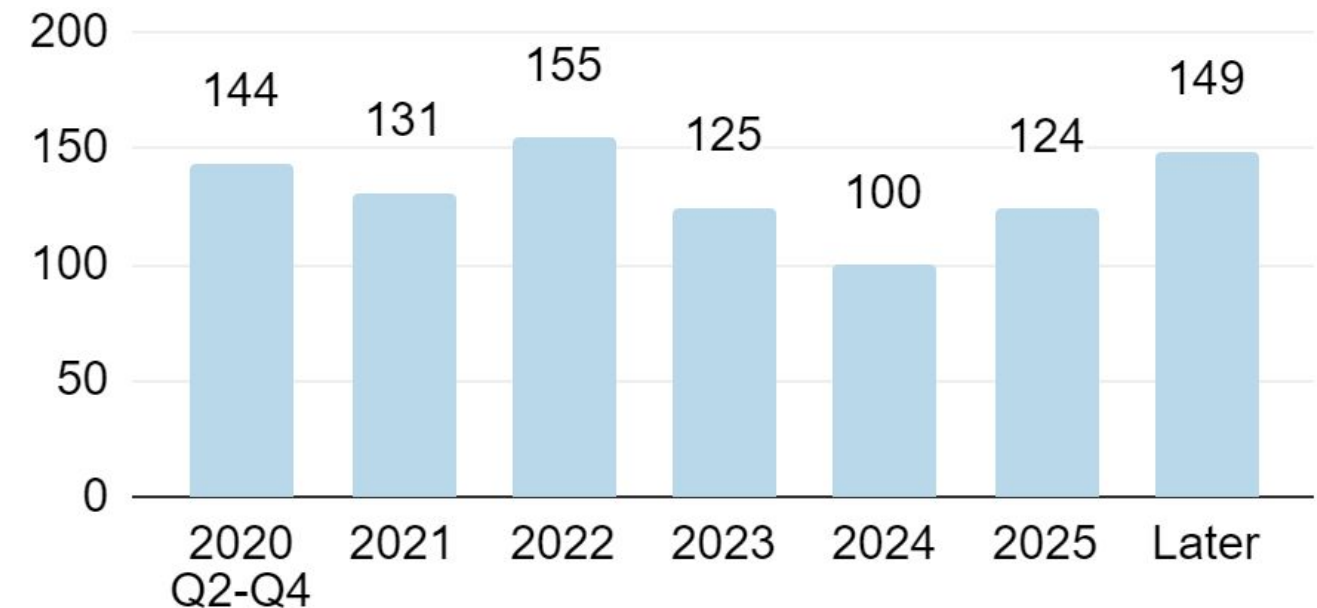
250 MEUR additional bank loans raised in April and May 2020

Bank loans and the revolving credit facility include a financial covenant

- Gearing must be retained below 125% (44% on 31 March 2020 for loans and credit facilities signed pre-IFRS 16 and 57% for loans signed post-IFRS 16)

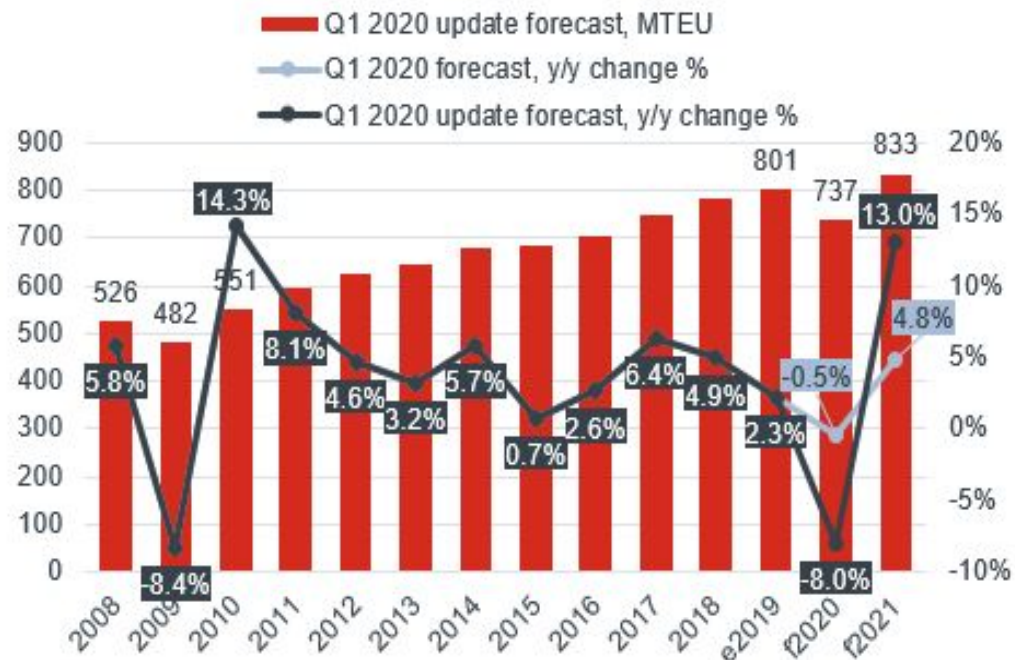
Repayment schedule of interest-bearing liabilities excluding finance lease

MEUR



Drewry lowered 2020 throughput forecast to -8% in May

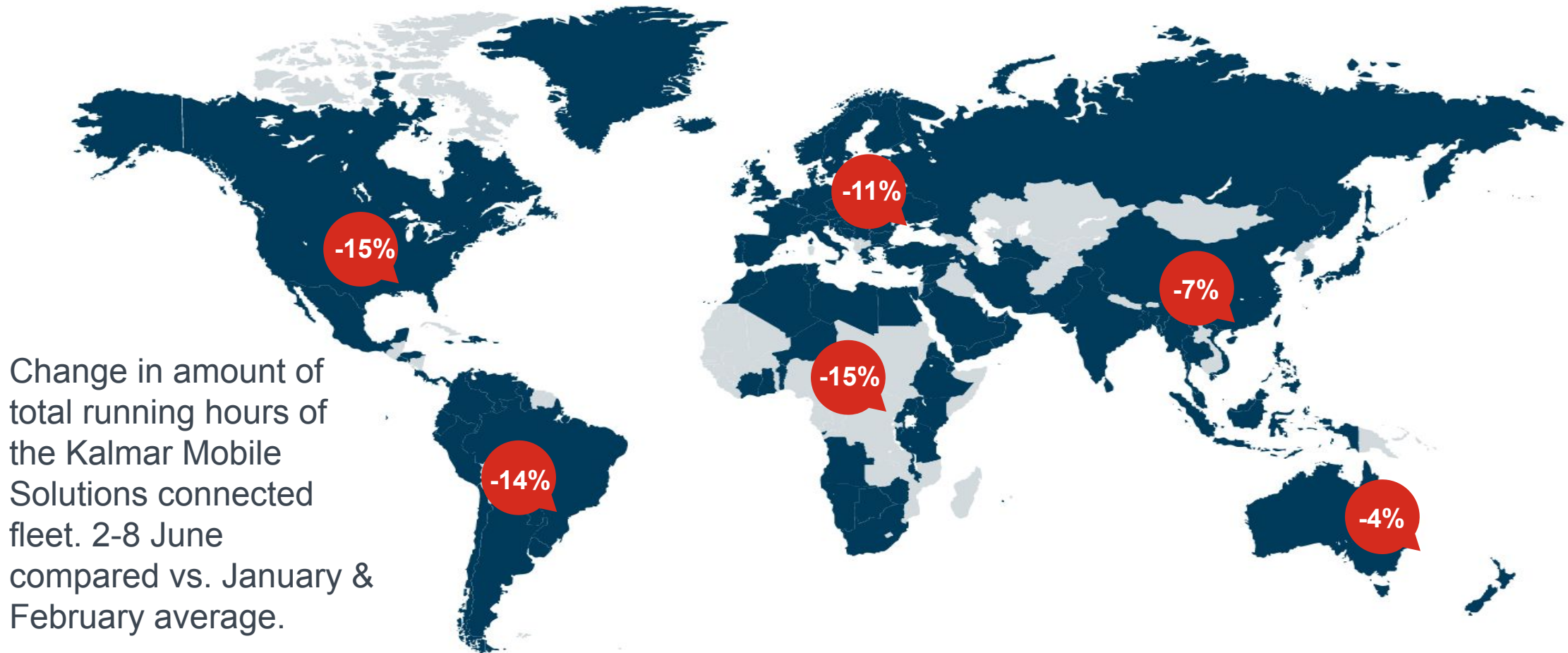
Container throughput development 2008-2021



Drewry baseline world port handling forecast, quarterly development 2019-21



Running hours of our connected equipment haven't recovered yet



Change in amount of total running hours of the Kalmar Mobile Solutions connected fleet. 2-8 June compared vs. January & February average.



PURPOSE

SMARTER CARGO FLOW FOR A BETTER EVERYDAY

#SMARTERBETTERTOGETHER

VISION	GLOBAL LEADER IN INTELLIGENT CARGO HANDLING		
MUST-WIN BATTLES	WIN THROUGH CUSTOMER CENTRICITY We help our customers achieve their goals by aligning our offering and way of working to serve them better.	ACCELERATE DIGITALISATION We build and expand our digital solutions to offer a great customer experience and more efficient business processes.	
	ADVANCE IN SERVICES We extend our offering towards intelligent solutions that enable us to serve our customers wide across their lifecycle.	PRODUCTIVITY FOR GROWTH We focus on activities that add value and benefit our customers and us by developing our business operations and common platforms.	
OUR WAY OF WORKING	LEAD WITH PURPOSE	EMPOWER FOR PERFORMANCE	COLLABORATE TO WIN



1.5

**DEGREE
COMPANY**

Let's reduce CO₂ emissions at least 50 percent by 2030.
This is critical for limiting global warming to 1.5 degrees.

Outlook for 2020

On 27 March 2020, Cargotec updated its outlook for 2020 due to the coronavirus pandemic and related political decisions and administrative restrictions. In the current exceptional situation Cargotec estimated that it is not able to give a guidance for 2020. Cargotec publishes a new guidance later.

In the second quarter, there are significant challenges in relation to deliveries and demand.

- Cargotec estimates a significant decline in orders, sales, comparable operating profit and cash flow in the second quarter compared to Q2/2019
- During the first weeks of April 2020, Cargotec's orders received have significantly decreased from the comparison period
- Due to the challenging operating environment, visibility towards the end of the year is currently weak



