

**CARGOTEC**

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Cargotec Capital Markets Day, 21 September 2010, Stargard Szczeciński, Poland



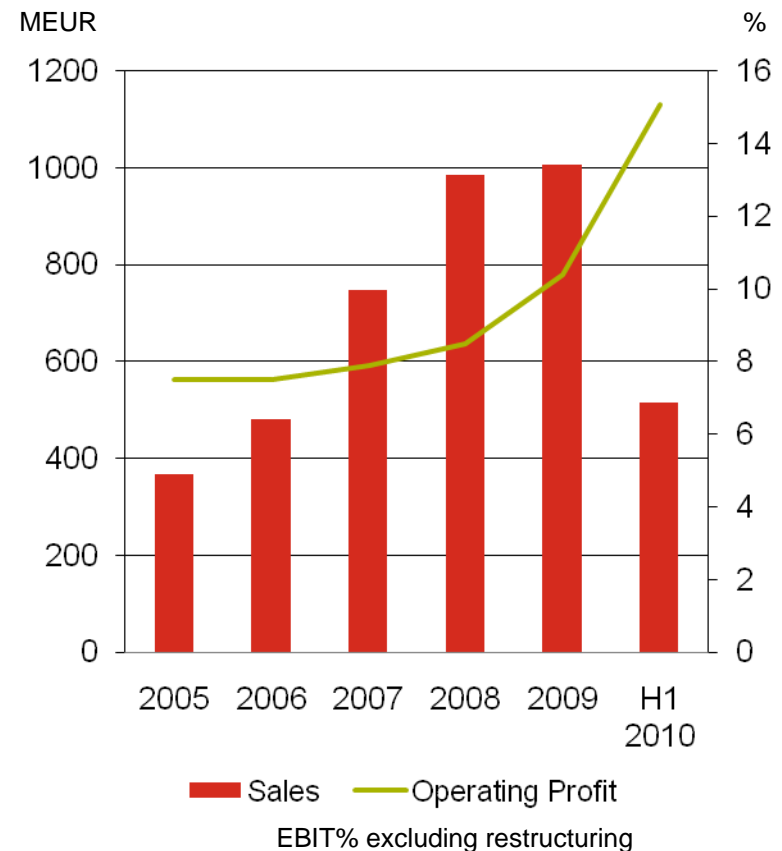
# Marine – Strong basis for complete solutions



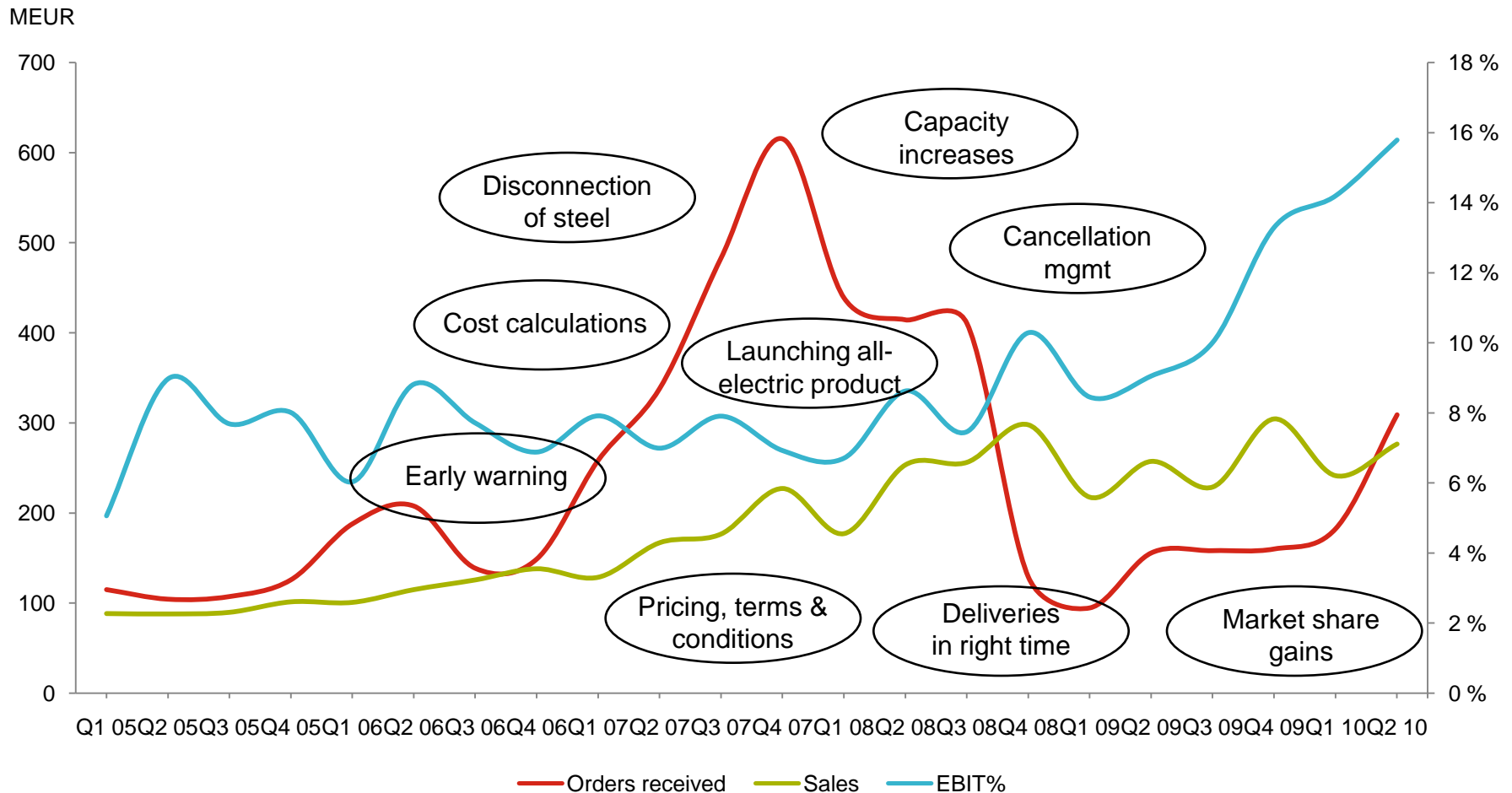
## Marine performance 2005–H1/2010

- 65% of the revenue growth has been achieved by organic growth and 35% from acquisitions.
- The organic revenue growth during past three years largely benefited from the latest shipbuilding boom.
- Steady improvement in profitability since 2008 mainly due to strong pricing power and cost escalations build into the calculations.

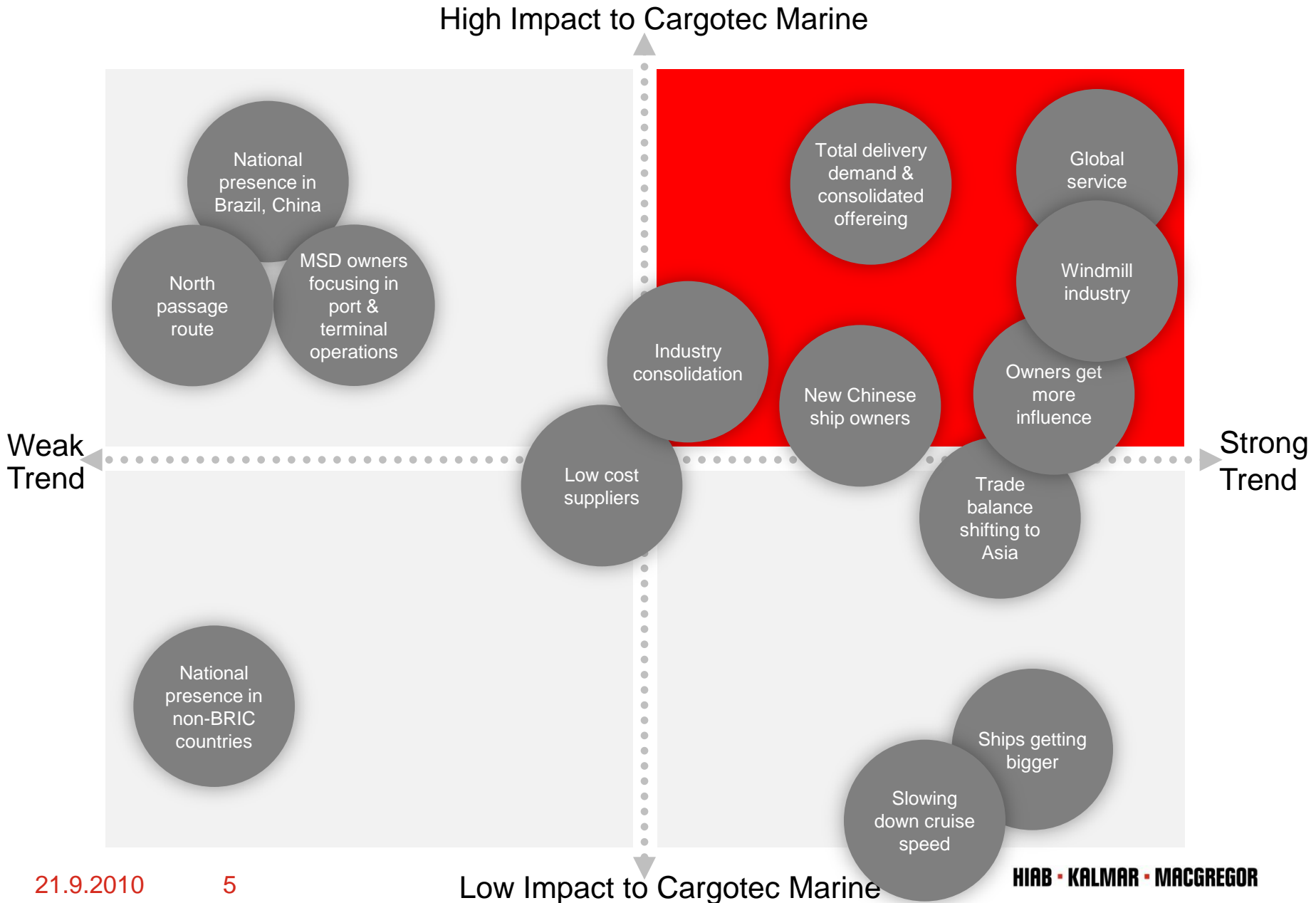
Sales and operating profit



# Performance milestones

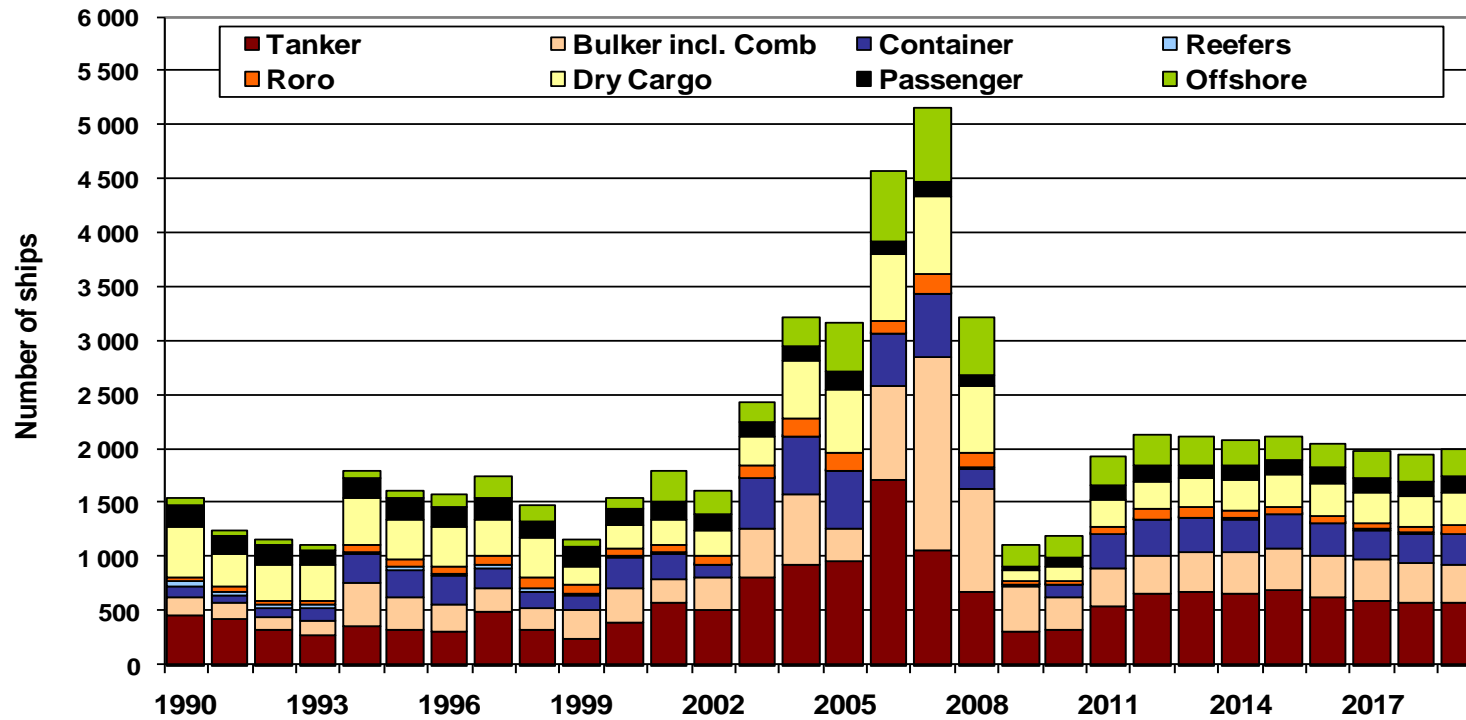


# Relevant future trends



# Market indicators – ship contracting forecast

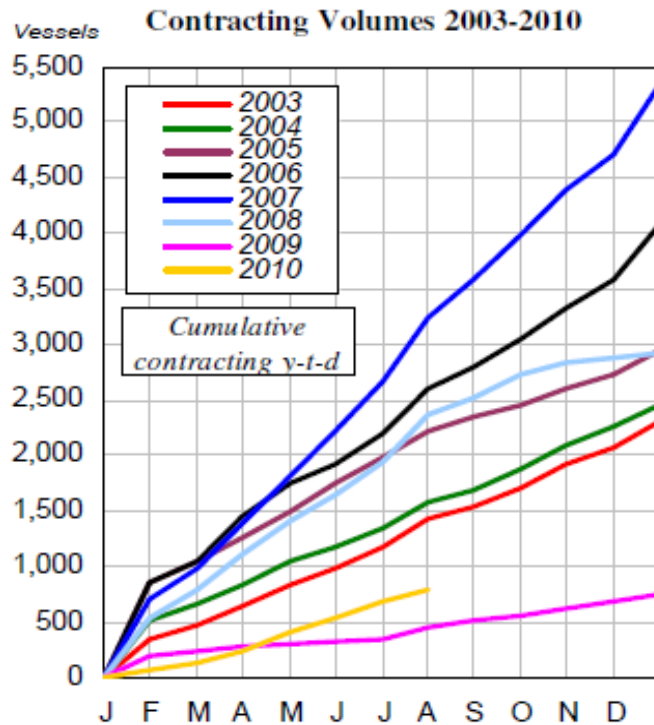
*Contracting, incl. Prognosis*



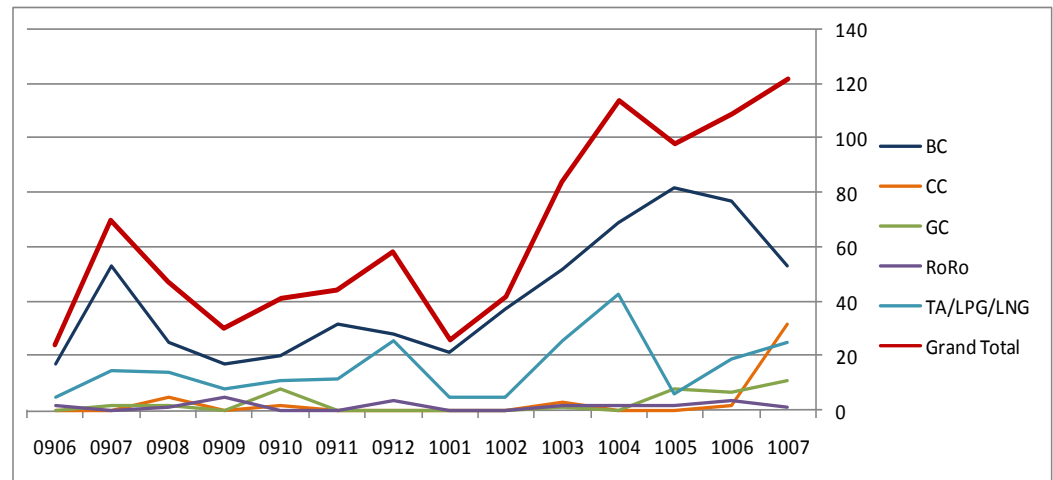
Database Date: 10-04-01

Source: IHS Fairplay

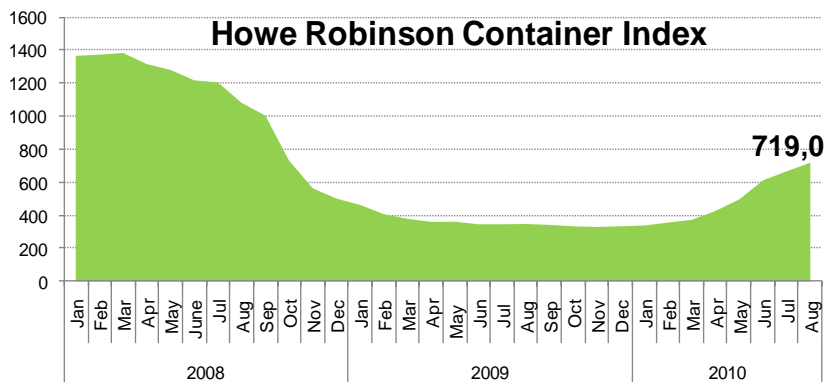
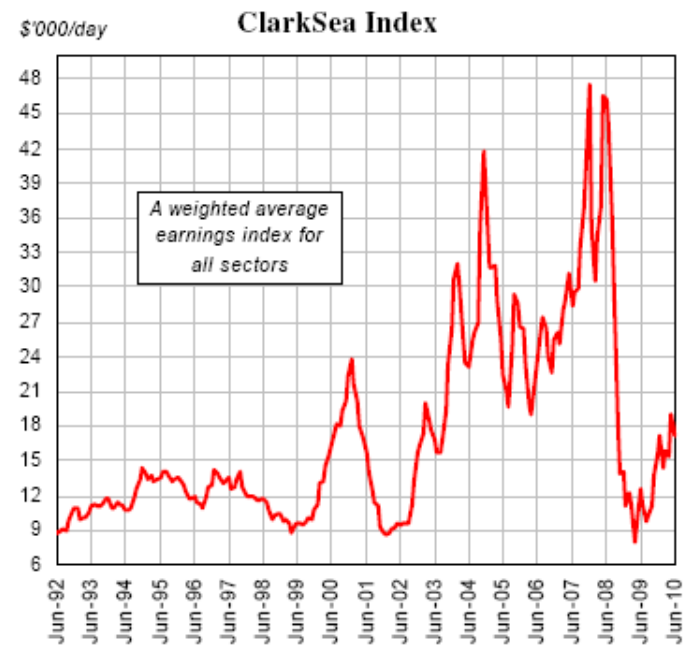
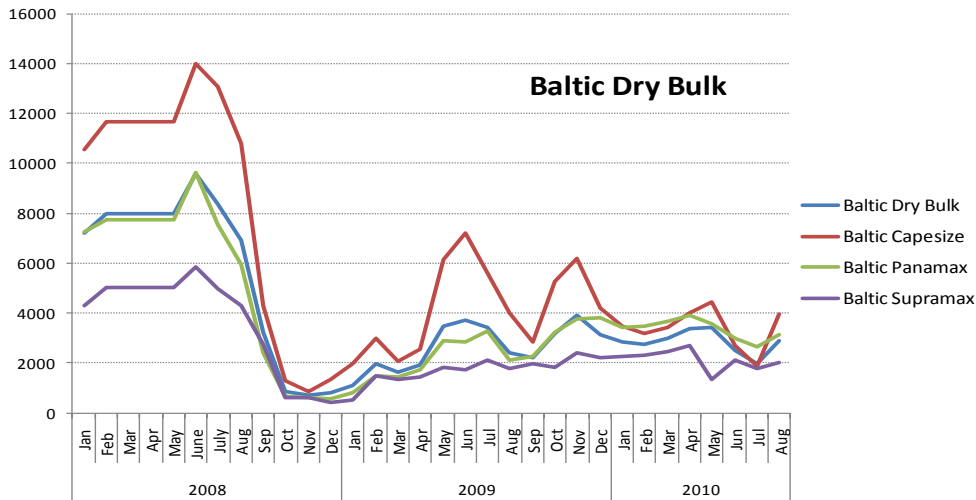
# Market indicators – contracting



**Contracting - no of vessels/month last 12 months**  
Clarksons



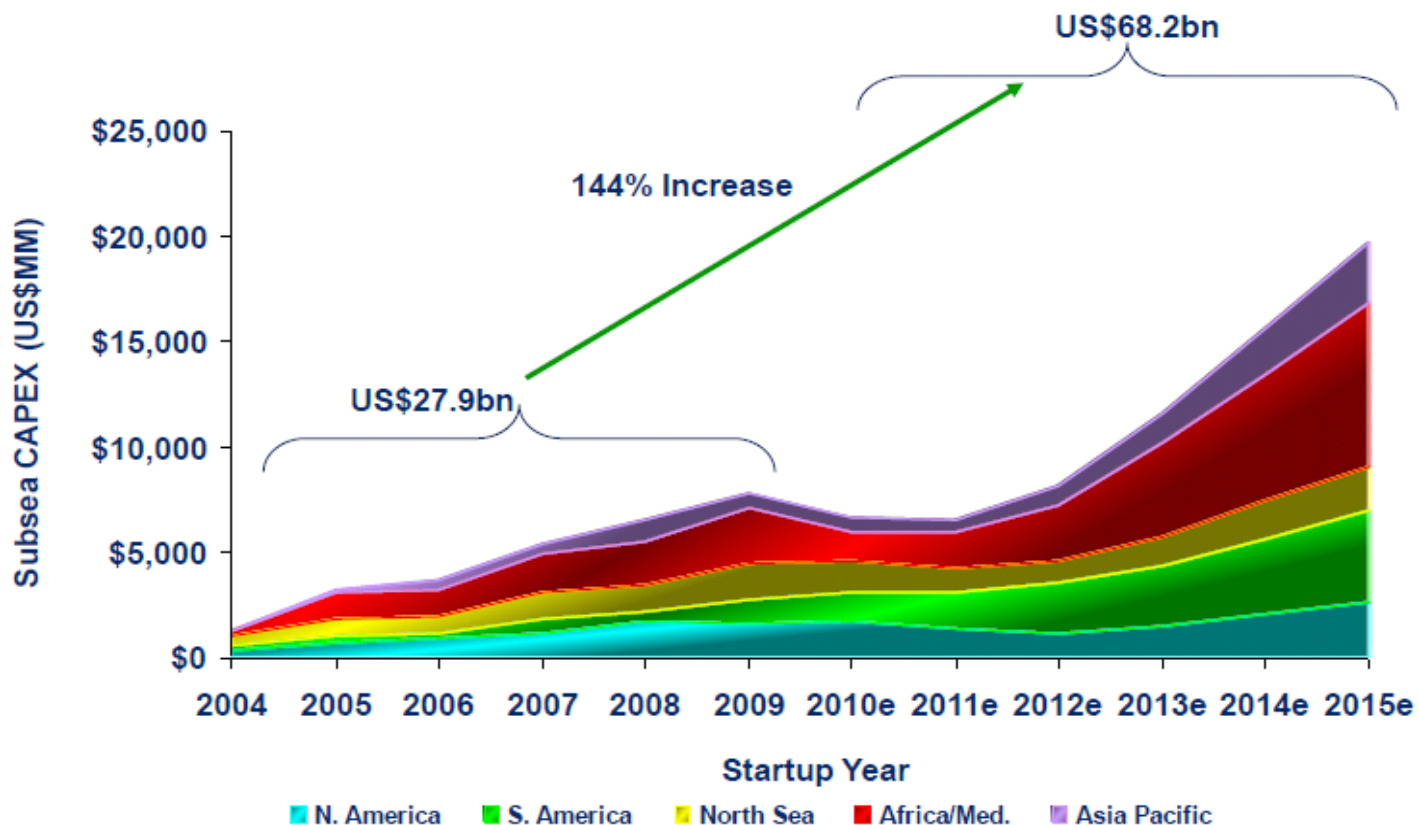
# Market indicators





# Offshore market growth driven by oil companies increasing investments and fleet renewal especially in subsea segment

## ■ Drivers: Subsea spending



Source : Quest Offshore Resources 2010

## Market outlook today

- Bulk ship market cooling down
- Container ship demand coming back
- Offshore market recovery expected in 2011
- RoRo and general cargo ship demand still modest
- Positive development continues in bulk terminals
- Financing still tight
- Cancellation threat has eased up
- Delivery postponements will remain



## Long-term focus areas

- Widen merchant ship offering
- Widen offshore offering
- Strong R&D
- Complete solutions
- Offshore service
- China, Brazil



# Case: Subsea operations

Marine Deck crane



Active compensated crane system



Moon-pool ROV LARS



A-Frame ROV LARS



Service



Over-side load-handling systems



Mooring winch system



Davit systems



we keep cargo on the move™