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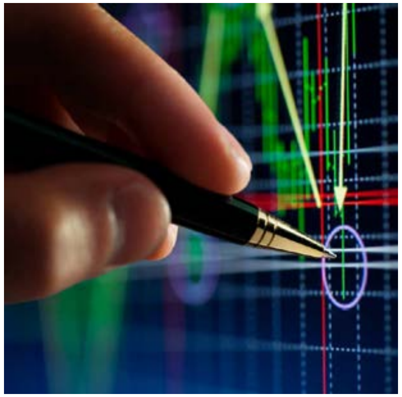

Carnegie Capital Goods seminar 7 March 2013, Stockholm

Eeva Sipilä, Executive Vice President, CFO

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Cargotec's businesses

	Share of total sales in 2012	Geographical split of sales in 2012	Services share of sales in 2012	Order to delivery lead time
MACGREGOR Solutions for maritime transportation and offshore industries.	32%	EMEA 24% APAC 72% AMER 4%	17%	12-24 months
KALMAR Cargo handling and automation solutions for ports and terminals	43%	EMEA 43% APAC 22% AMER 35%	25%	6-9 months
HIAB Solutions for industrial and on-road load handling	25%	EMEA 55% APAC 13% AMER 32%	27%	2-4 months

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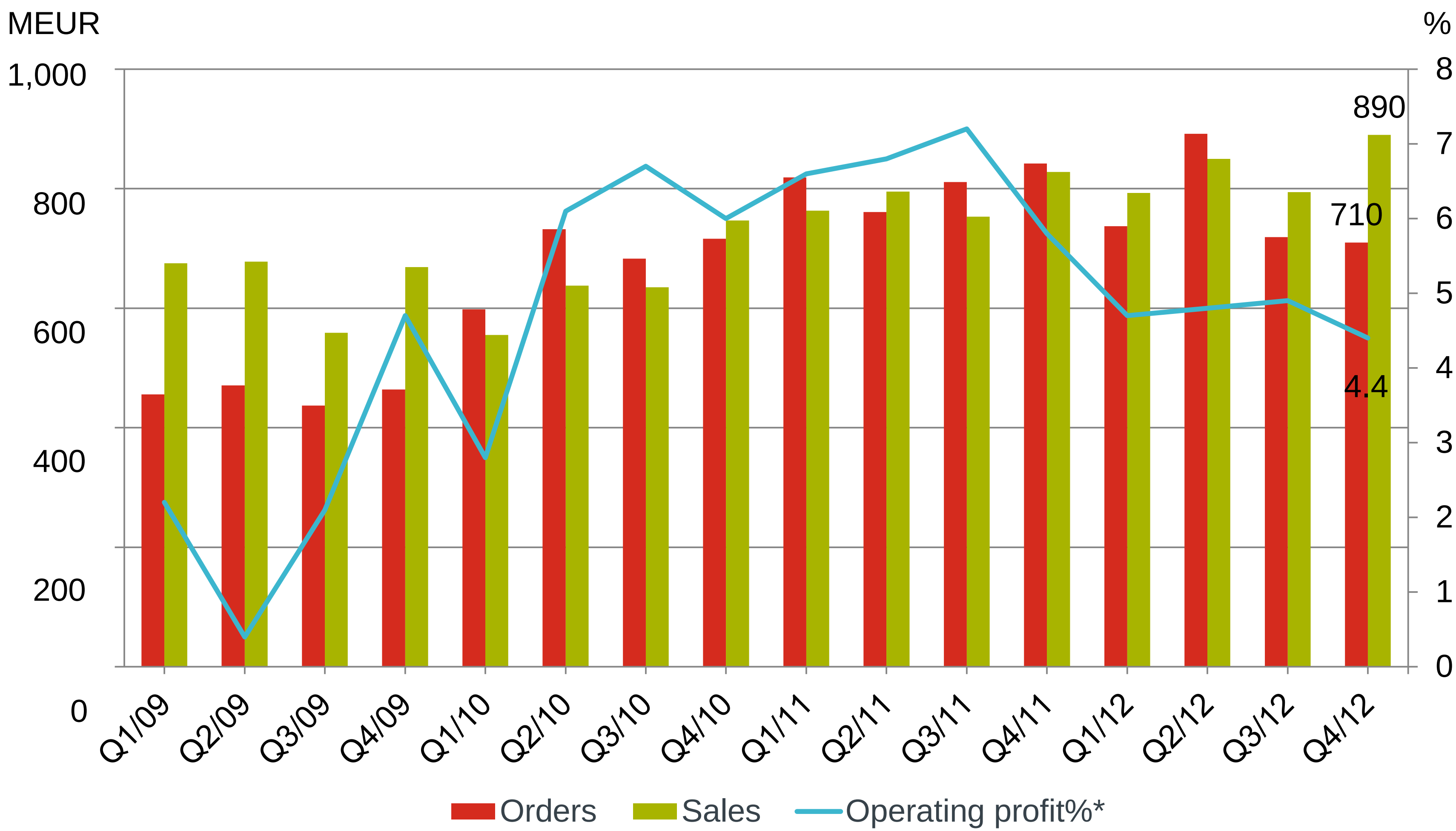
January–December key figures

	Q4 2012	Q4 2011	Change	Q1-Q4/2012	Q1-Q4/2011	Change
Orders received, MEUR	710	842	-16%	3,058	3,233	-5%
Order book, MEUR	2,021	2,426	-17%	2,021	2,426	-17%
Sales, MEUR	890	828	7%	3,327	3,139	6%
Operating profit, MEUR*	39.5	48.0	-18%	157.2	207.0	-24%
Operating profit margin, %*	4.4	5.8		4.7	6.6	
Cash flow from operations, MEUR	90.6	88.3		97.1	166.3	
Interest-bearing net debt, MEUR	478	299		478	299	
Earnings per share, EUR	0.14	0.56		1.45	2.42	

*excluding restructuring costs

Performance development



* excluding restructuring costs

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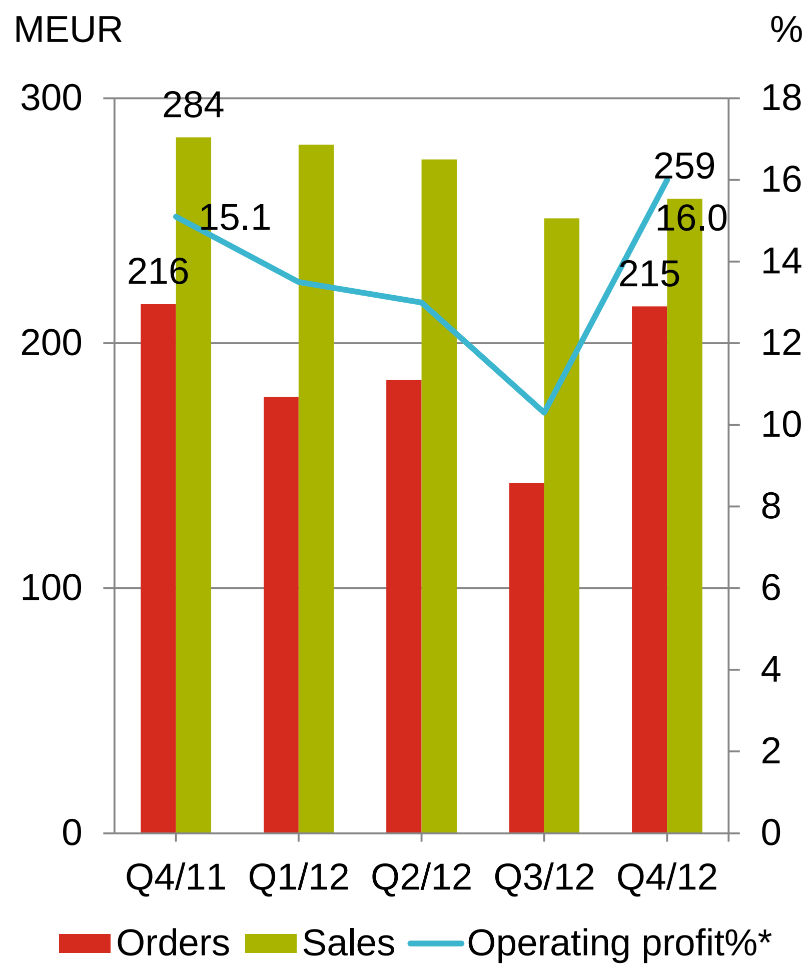
Restructuring costs in 2012

Cargotec	MacGregor	Kalmar	Hiab	Corporate
MEUR 26.2	MEUR 3.2	MEUR 9.9	MEUR 10.4	MEUR 2.8
Of which MEUR 19 cash flow impact	• Restructuring measures in selfunloader, services and offshore businesses	• Adjusting operations to improve profitability • Centralising the assembly of reachstackers and empty container handlers from Lidhult, Sweden, to Poland • Transfer of production in China	• Restructuring sales and distribution network in various countries globally • Restructuring and capacity adjustment measures in Hudiksvall, Sweden	• Adjusting operations to the new business-driven operating model

Measures taken are estimated to result in approximately EUR 30 million cost savings for 2013.

MacGregor Q4 – margin remained strong

- Profitability at strong level
- EBIT includes EUR 7 million capital gain from a sale of property in Singapore
- Demand for marine cargo handling equipment for offshore support vessels, RoRo vessels and bulk terminals remained healthy
- Sales declined 9 percent from the comparison period



* excluding restructuring costs and including capital gain

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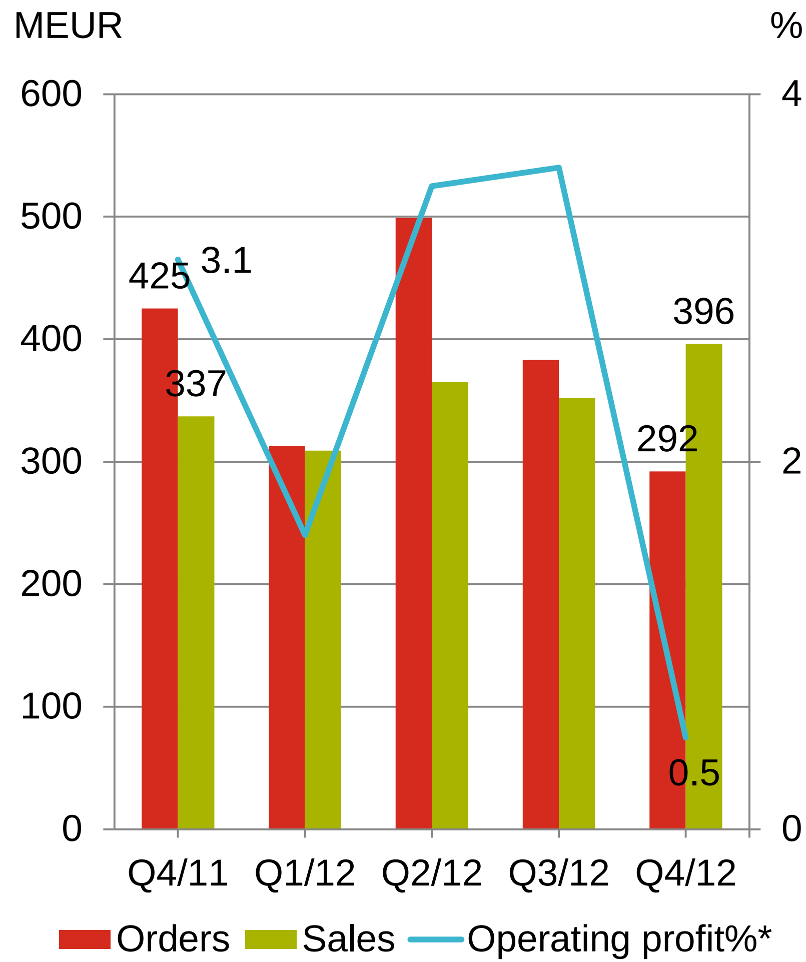
Kalmar Q4 – profitability hampered by cost overruns on large projects

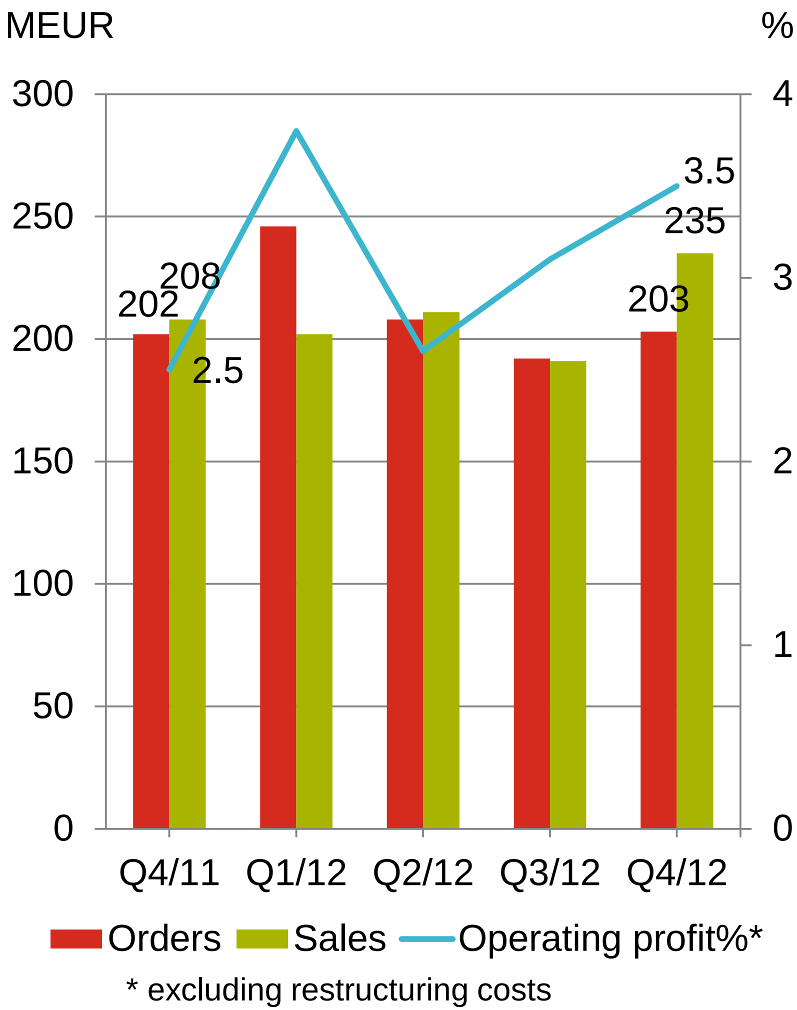
- Demand for container handling equipment remained brisk albeit no big project orders were booked
- Sales grew 18% y-o-y
- Profitability excluding restructuring costs was 0.5%
  - Cost overruns on large projects
  - Low relative share of services
  - Investment in port automation technology
- Focus on profitability and project execution



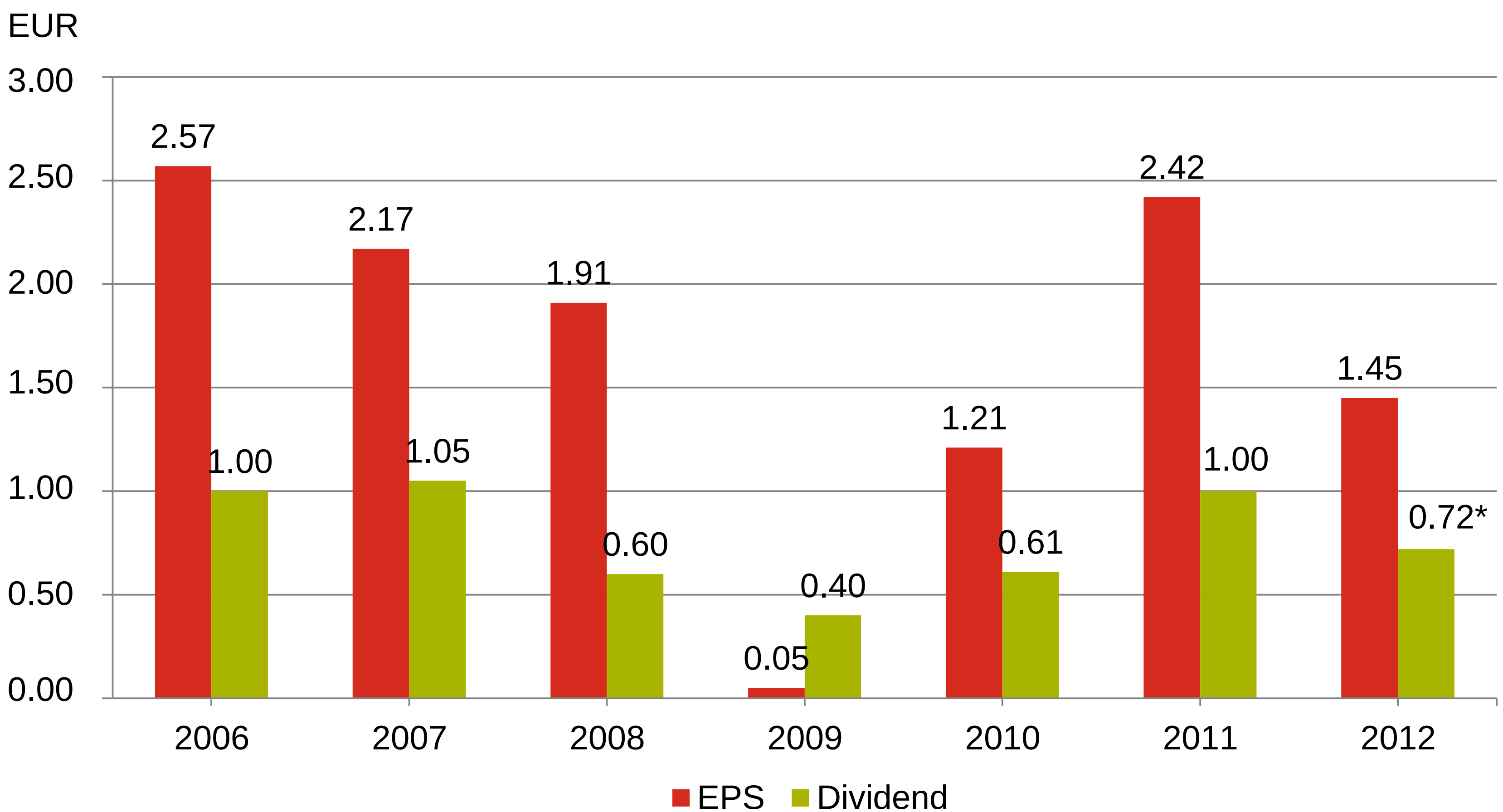
* excluding restructuring costs

Hiab Q4 – order intake and sales remained healthy

- Demand for load handling equipment was healthy – strong in Americas, softer in Europe
- Orders at previous year's level
- Sales grew 13% y-o-y
- Profitability excluding restructuring costs was 3.5%
- Focus on profitability



Earnings per share and dividend (B share)



* Dividend proposal by the Board of Directors

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Separate listing of MacGregor in Asia

- A separate listing of MacGregor business area provides an opportunity to accelerate growth and value creation of the business.
- The Board of Directors has decided to proceed with the preparations for a separate listing of MacGregor in Asia latest by second half of 2013 subject to market conditions.
- Cargotec will retain a majority stake in the listed subsidiary.
- In February 2013, the Board decided to establish the domicile of the future parent company of MacGregor business area in Singapore.
  - The management of MacGregor will be based in Singapore.

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MacGregor core is in merchant ships, offshore offers attractive growth opportunities

		Cranes	Hatch covers	RoRo equipment	Offshore cranes	Winches	Service
Merchant ships ~80%	Bulk carrier	X	X				X
	Container ship	X	X				X
	General cargo ship	X	X	X	X		X
	Naval ship	X	X	X			X
	RoRo ship	X	X	X			X
	Tanker	X					X
	Transloader	X	X				X
Offshore ships ~20%	OFS Subsea		X	X	X	X	X
	OFS AHTS				X	X	X
	OFS TUG				X	X	X

Customers

Kalmar's short term strategic actions

- Improve operational efficiency
  - Organisation with clear P&L responsibilities
  - Reduction of fixed cost
- Improve volume product competitiveness
  - Transfer of production from Lidhult to Poland
  - EMEA network integration
- Improve profitability of big projects
  - Increased project management competence
  - Rainbow-Cargotec joint venture in China for production
  - Development of way of working and tools
  - Tighter integration of sales and delivery

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Hiab’s short term strategic actions

- Cost efficiency
  - Outsourcing
  - Sourcing footprint
  - Product cost improvement
  - Supply efficiency
    - Investment in Poland
- Frontline execution development
- Offering development

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New President and CEO

- Mr Mika Vehviläinen was appointed as new President and CEO 27 January 2013
- New President and CEO started at Cargotec on 1 March 2013
- Previously he was the President and CEO of Finnair Plc.
- Prior Finnair has held senior leadership positions at Nokia Siemens Networks and Nokia

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Outlook

- Cargotec's sales are expected to be slightly below 2012 and operating profit excluding restructuring costs to be at 2012 level.
- Positive impact of efficiency improvement measures implemented will be weighted on the second half of the year.

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