

## Q3 2013 London road show

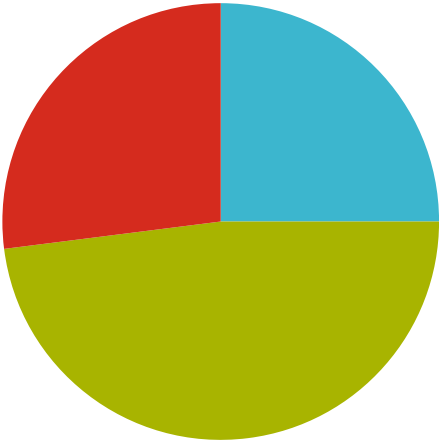
President and CEO Mika Vehviläinen

# Cargotec businesses



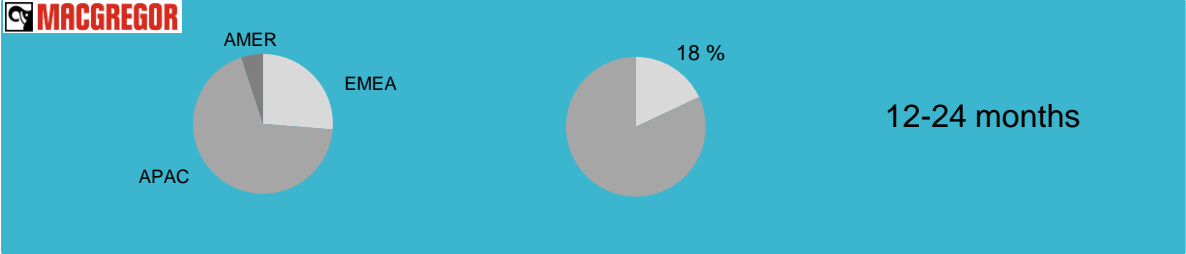
# Cargotec's business in brief

Cargotec sales split in 1-9/13

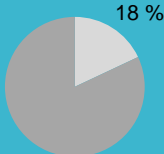


■ MacGregor ■ Kalmar ■ Hiab

Geographical split of sales in 1-9/13

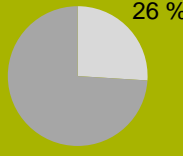
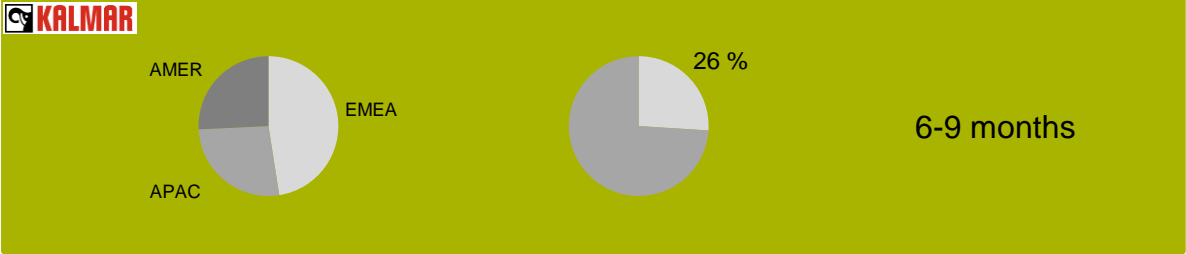


Services share of sales in 1-9/13

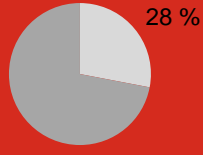
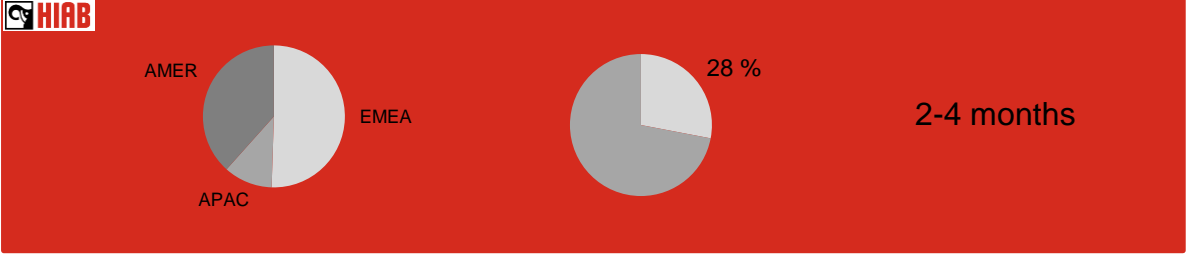


Order to delivery lead time

12-24 months



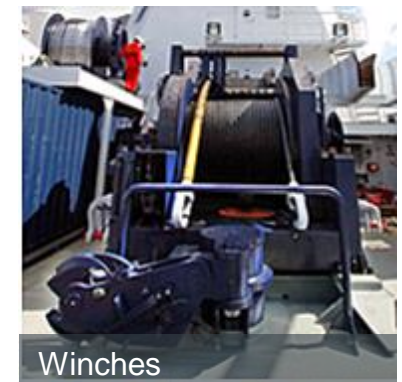
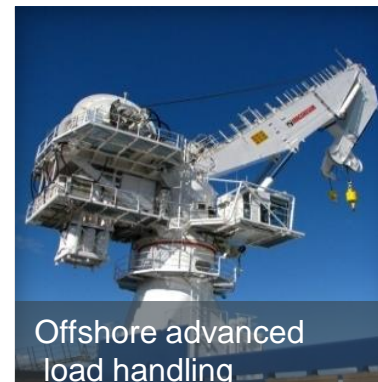
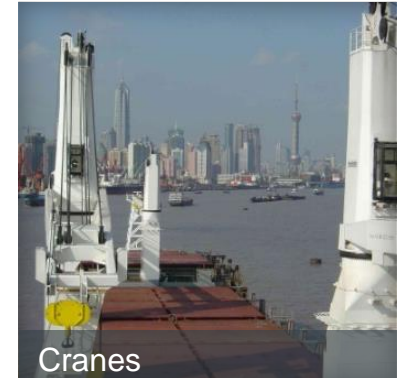
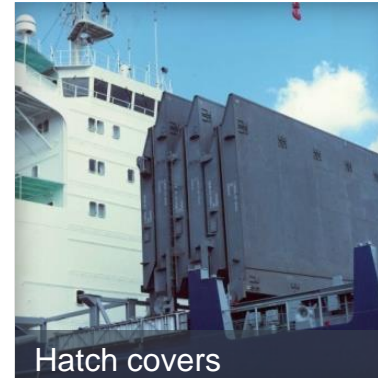
6-9 months



2-4 months

# MacGregor offers solutions for merchant and offshore ships

- Leading brand with long standing client relationships
- World class R&D portfolio and products
- Building stronger platform in offshore
- Asset light, highly cash generative business
- Strong financial track record
- Separate listing in Singapore delayed from earlier announced H1/2014



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



# Kalmar offers complete solutions for ports and terminals



Packaging, Integration & Operationalisation




## Equipment

Complete set of equipment for container and cargo handling tasks



## Services

Global service network  
Rebuilding and refurbishing  
Service contracting  
Terminal development

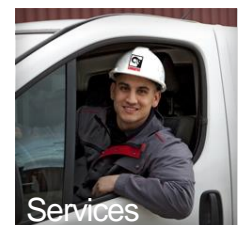
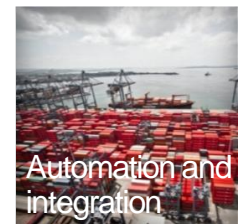
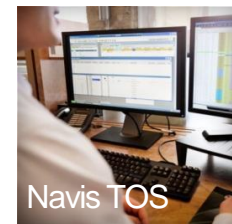
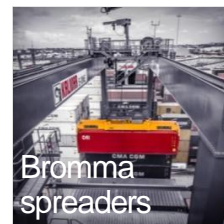
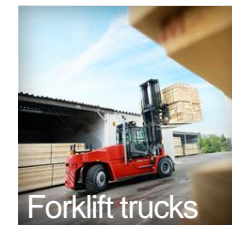
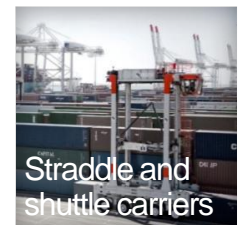
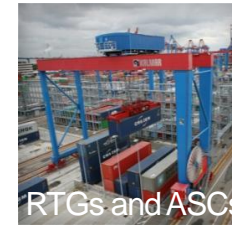
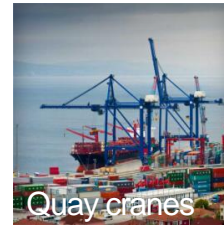


## Systems & Automation

Terminal operating systems  
Automated equipment  
Process automation

# Kalmar's strategy

- To make our customers businesses run more effectively and efficiently
- Objective is to be the leading and most efficient box moving company
- Focus on integrated automation solutions
  - Navis
  - Extensive R&D investment
- Improve competitiveness of product offering
- Grow services business





# Hiab is the preferred brand in on-road load handling

- Hiab's high performance product range includes loader cranes, forestry and recycling cranes, demountables, truck-mounted forklifts and tail lifts.
- Hiab solutions let customers optimise their services while running efficient and profitable operations.
- Broad product offering, leading technology and solid global know-how make Hiab solutions the most reliable and efficient for customers.



Construction



Environment



Distribution



Forestry



Defence

# Hiab's strategy

- Focus on customer needs
- Target is to be the leading on-road load handling supplier
- Profitability over sales growth
- Product differentiation
- Route to market
- Presence in mature markets with focused approach in China, Brazil and Russia

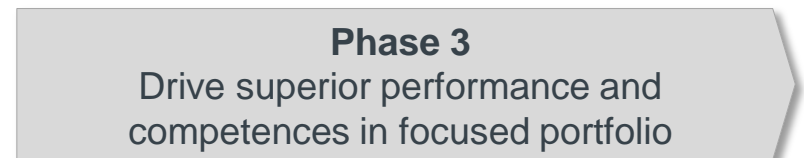
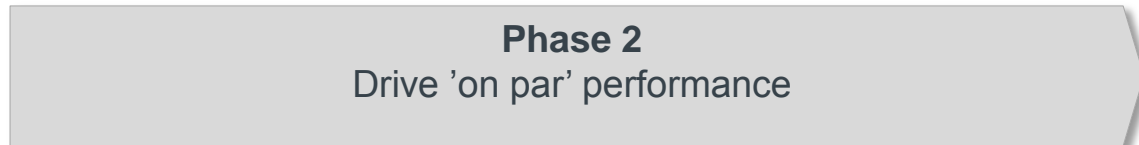
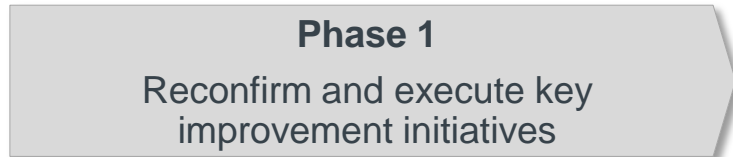


# Driving for better performance

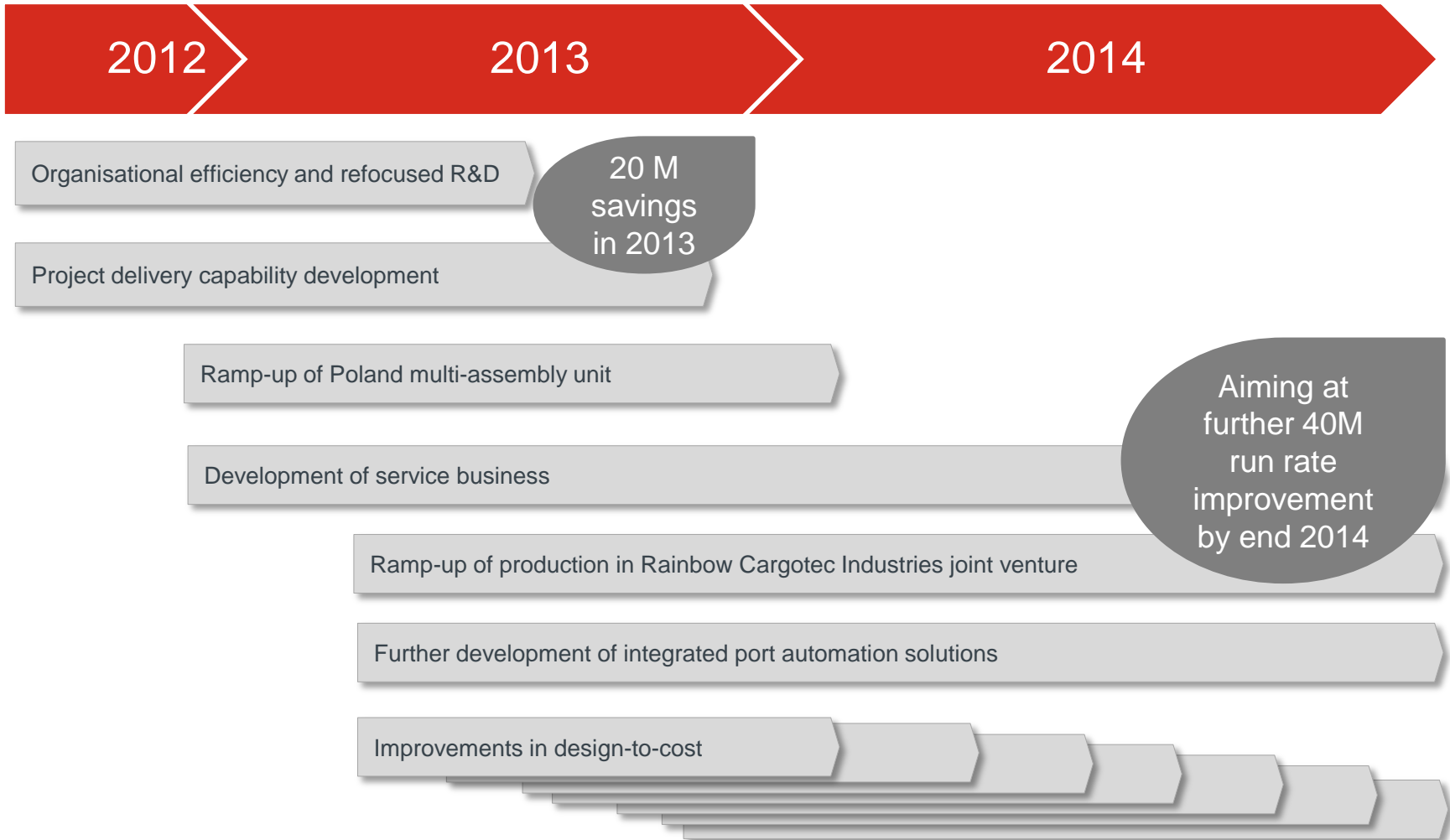
Actions taken in Q3



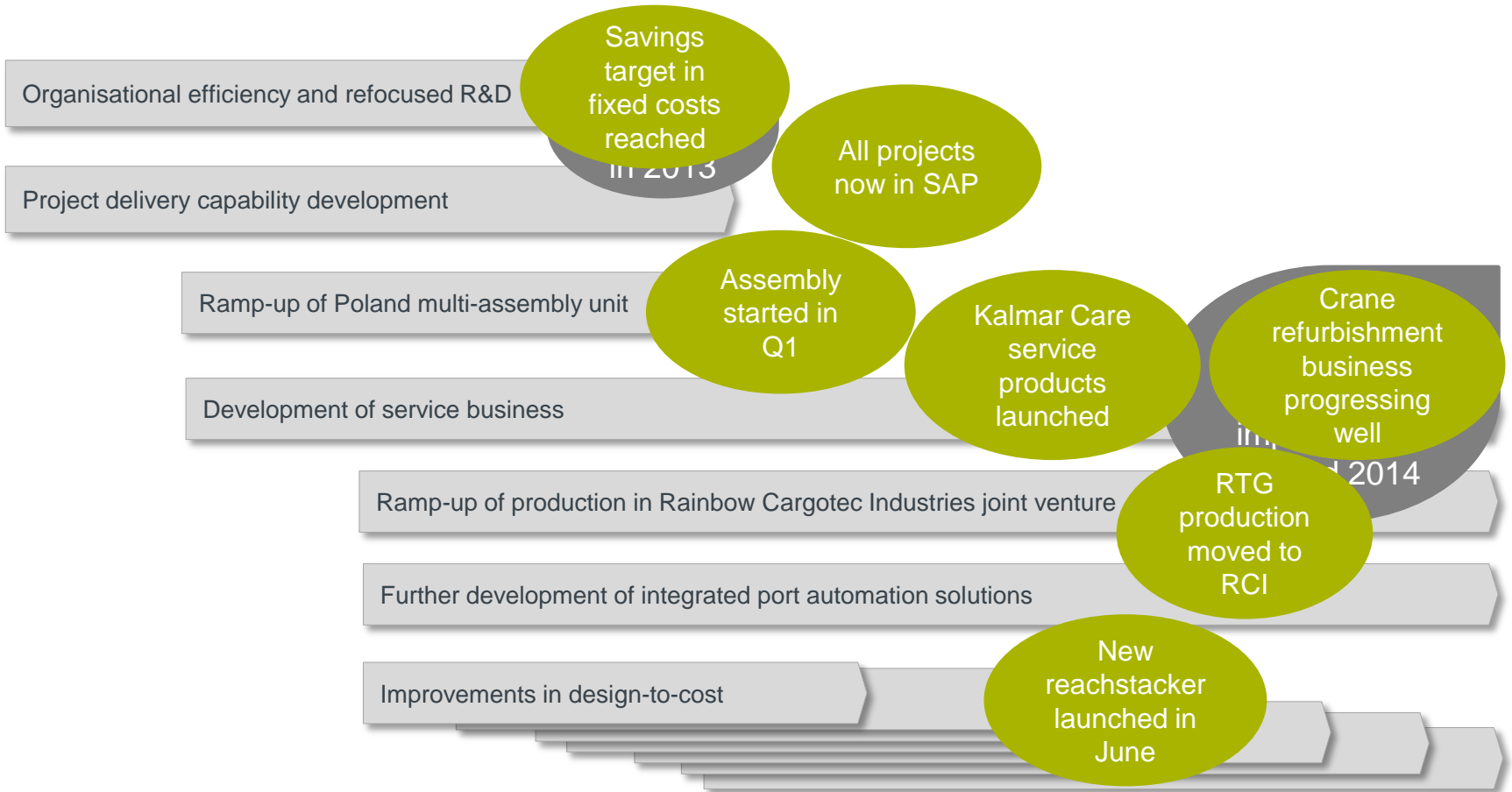
# Cargotec road map



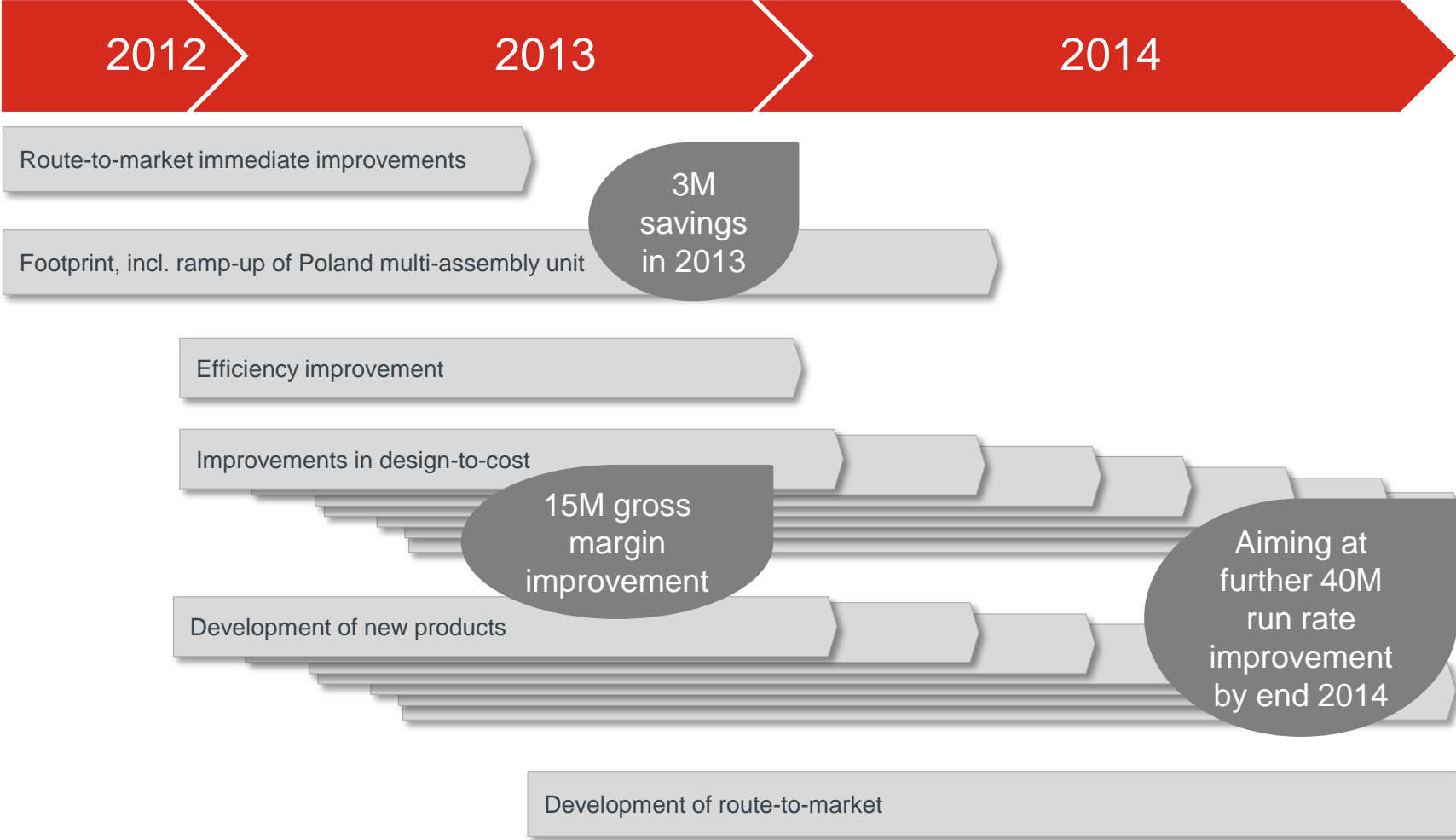
# Kalmar improvement initiatives



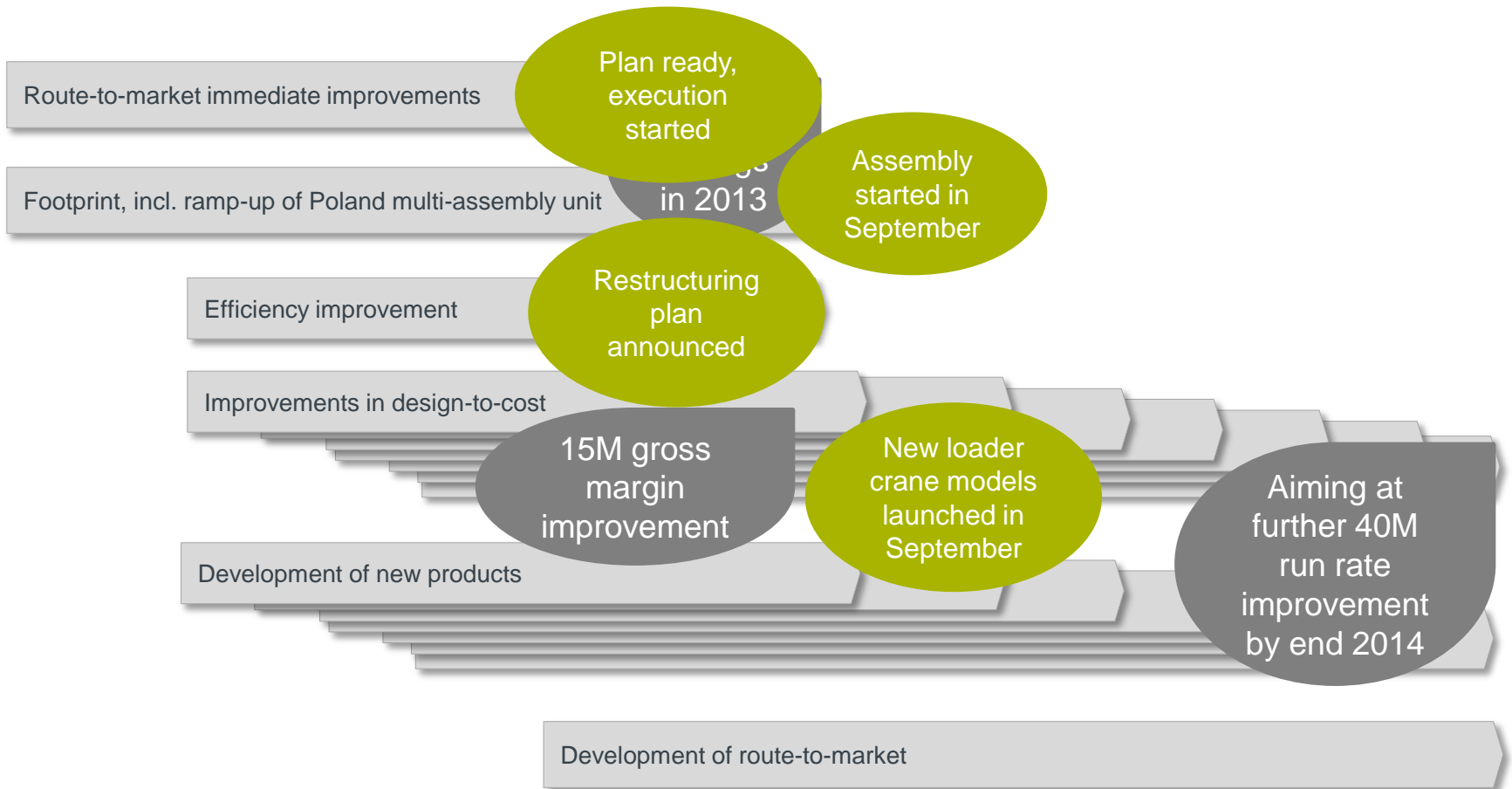
# Kalmar improvement initiatives



# Hiab improvement initiatives

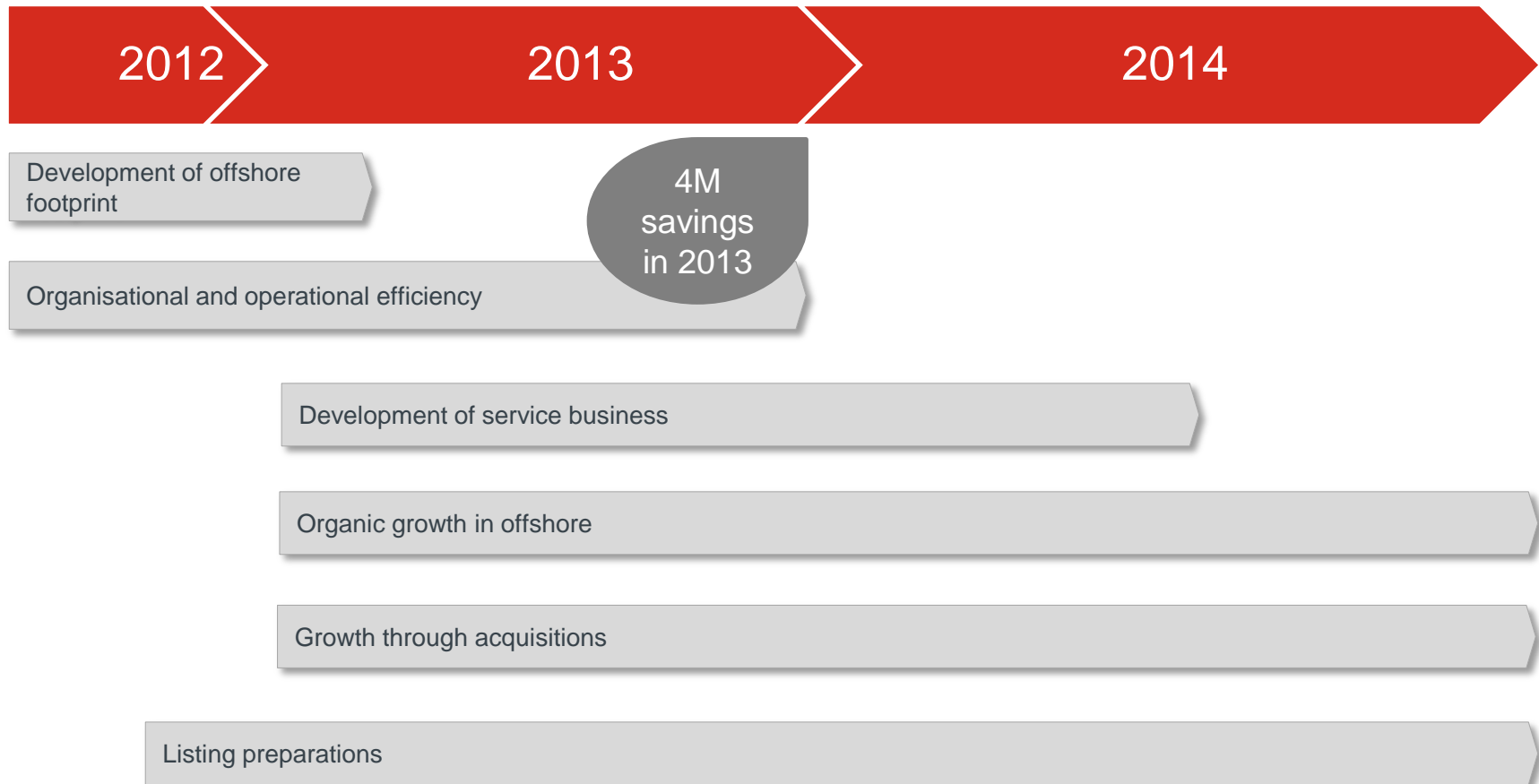


# Hiab improvement initiatives

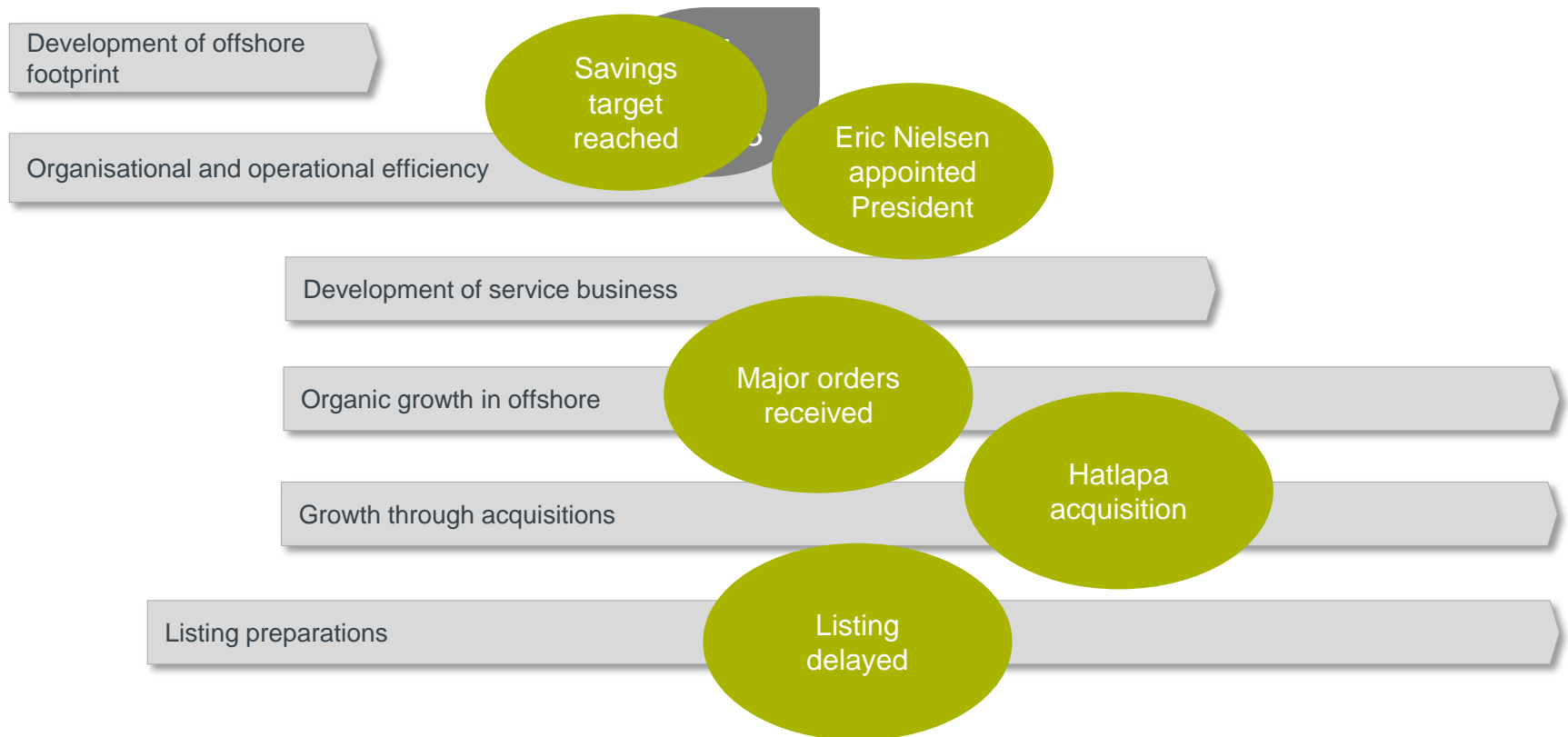




# MacGregor improvement initiatives



# MacGregor improvement initiatives

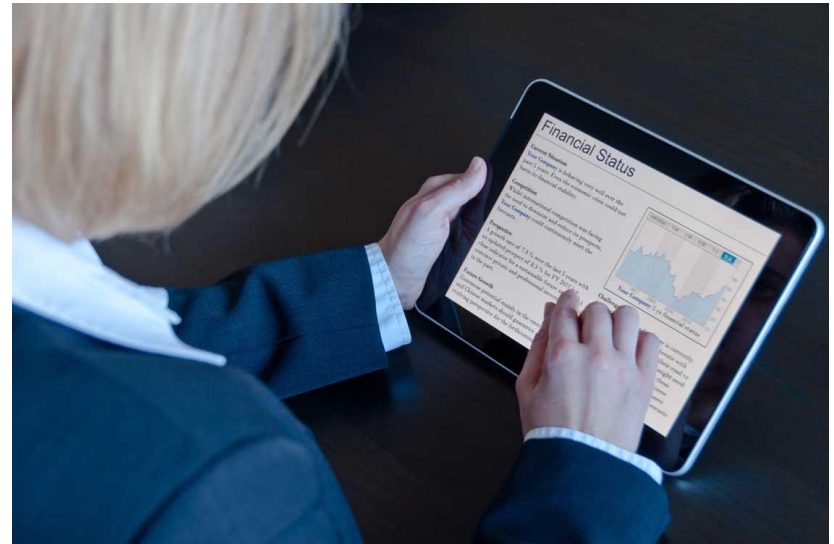


# January– September financials



# Highlights of Q3

- Order intake at comparison period's level, EUR 724 (719) million
- Sales at EUR 752 (794) million, down 5% y-o-y
- Operating profit excluding restructuring costs was EUR 35.4 (39.0) million or 4.7 (4.9)% of sales, slight improvement over Q2
- Operating profit was EUR 31.2 (38.5) million
- Cash flow from operations increased to EUR 38.2 (34.2) million
- MacGregor listing delayed

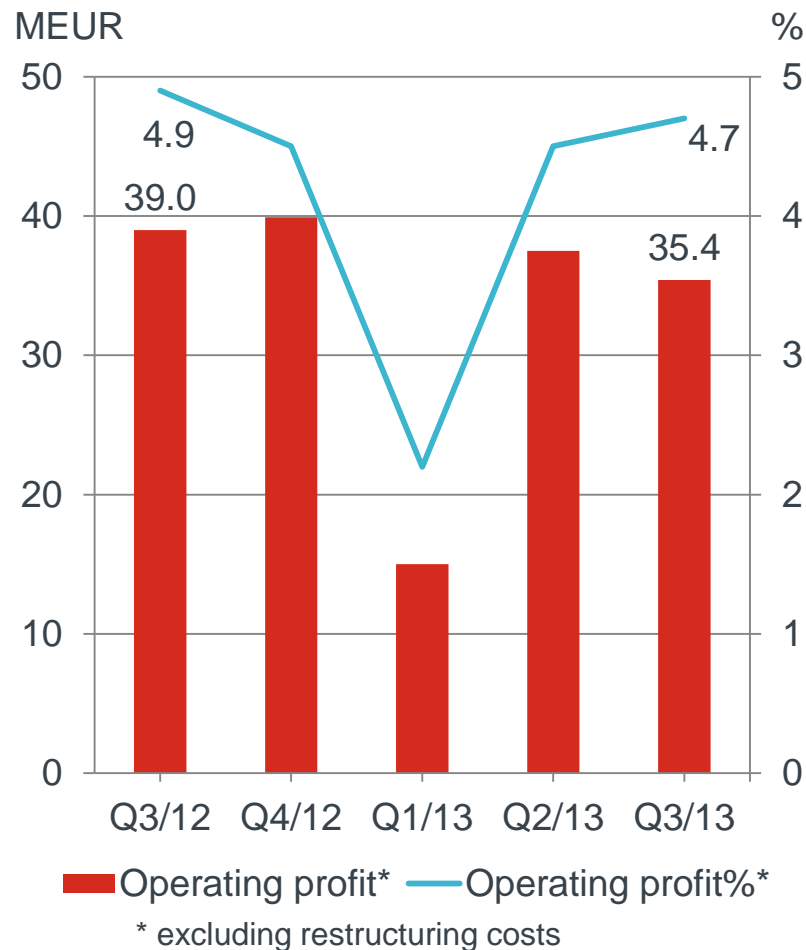
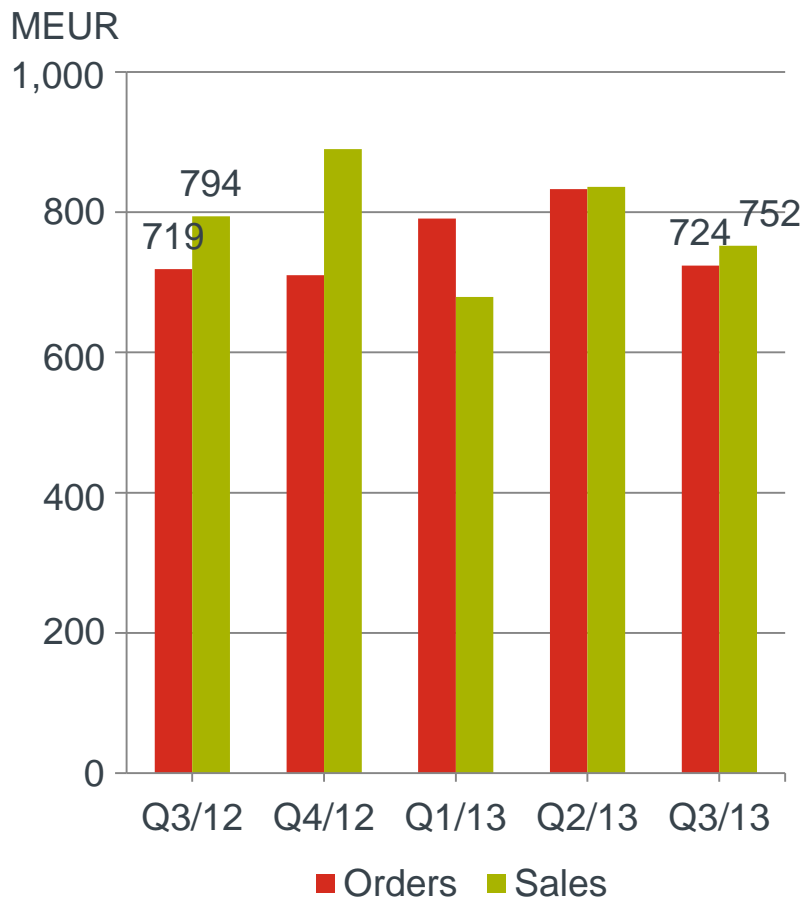


# January–September key figures

	Q3/13	Q3/12	Change	Q1-Q3/13	Q1-Q3/12	Change	2012
Orders received, MEUR	724	719	1%	2,348	2,348	0%	3,058
Order book, MEUR	2,048	2,312	-11%	2,048	2,312	-11%	2,021
Sales, MEUR	752	794	-5%	2,267	2,437	-7%	3,327
Operating profit, MEUR*	35.4	39.0		87.9	117.6		157.5
Operating profit margin, %*	4.7	4.9		3.9	4.8		4.7
Cash flow from operations, MEUR	38.2	34.2		47.0	6.4		97.1
Interest-bearing net debt, MEUR	577	485		577	485		478
Earnings per share, EUR	0.31	0.41		0.77	1.30		1.45

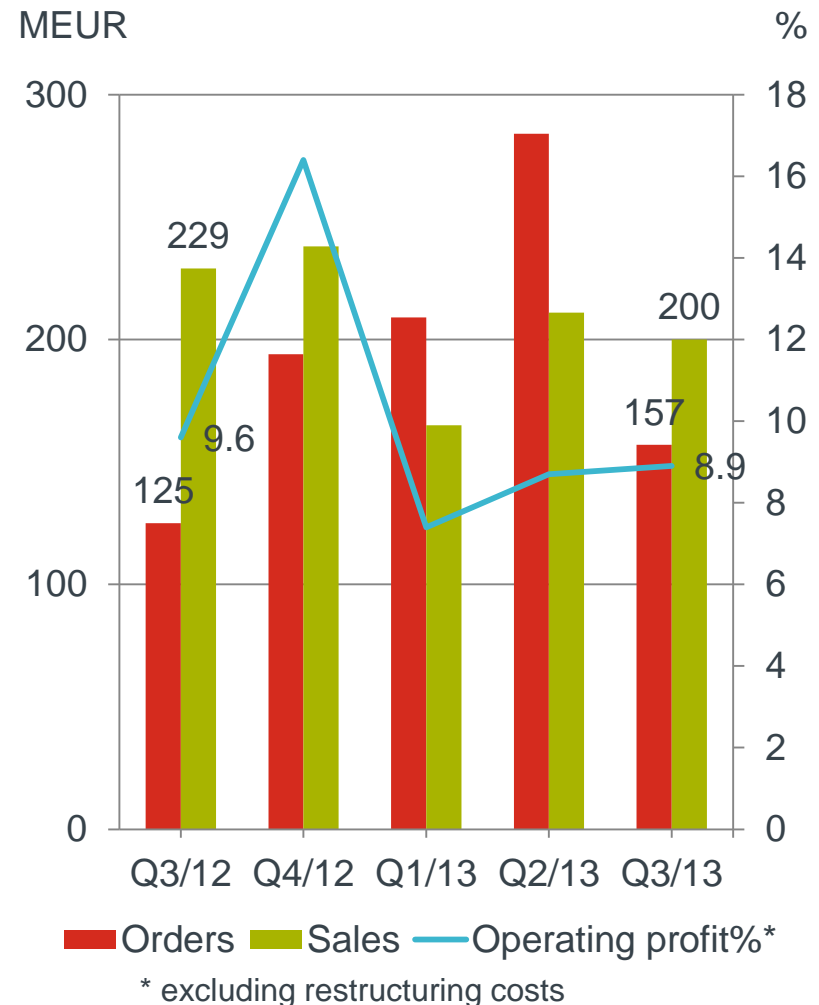
\* excluding restructuring costs

# Performance development



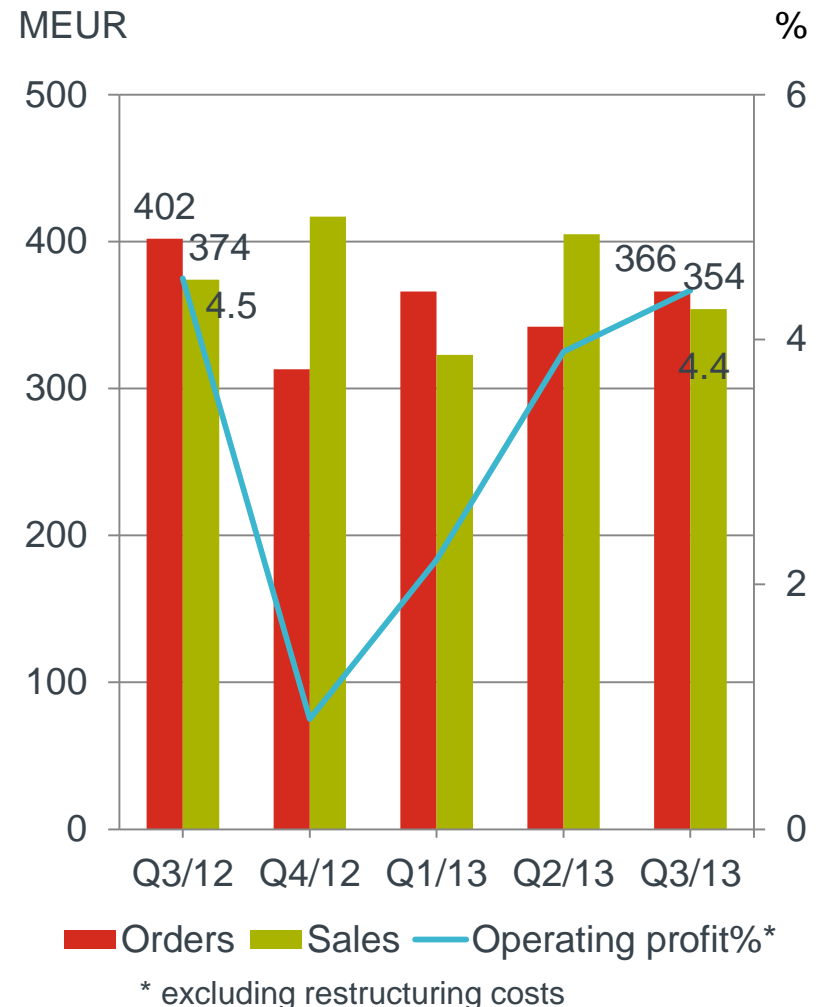
# MacGregor Q3 – delays in deliveries continued

- Merchant ship market continued to recover and offshore market remained active
  - Impact will first be seen in order intake during upcoming quarters while recovery in deliveries is expected from 2015 onwards
- Order intake grew 25% y-o-y to EUR 157 (125) million
- Sales declined 12% y-o-y to EUR 200 (229) million due to low deliveries as customers delayed receipt of deliveries
- Profitability of 8.9% (excluding restructuring) reflects low sales



# Kalmar Q3 – profitability continued to improve despite cost overruns in projects

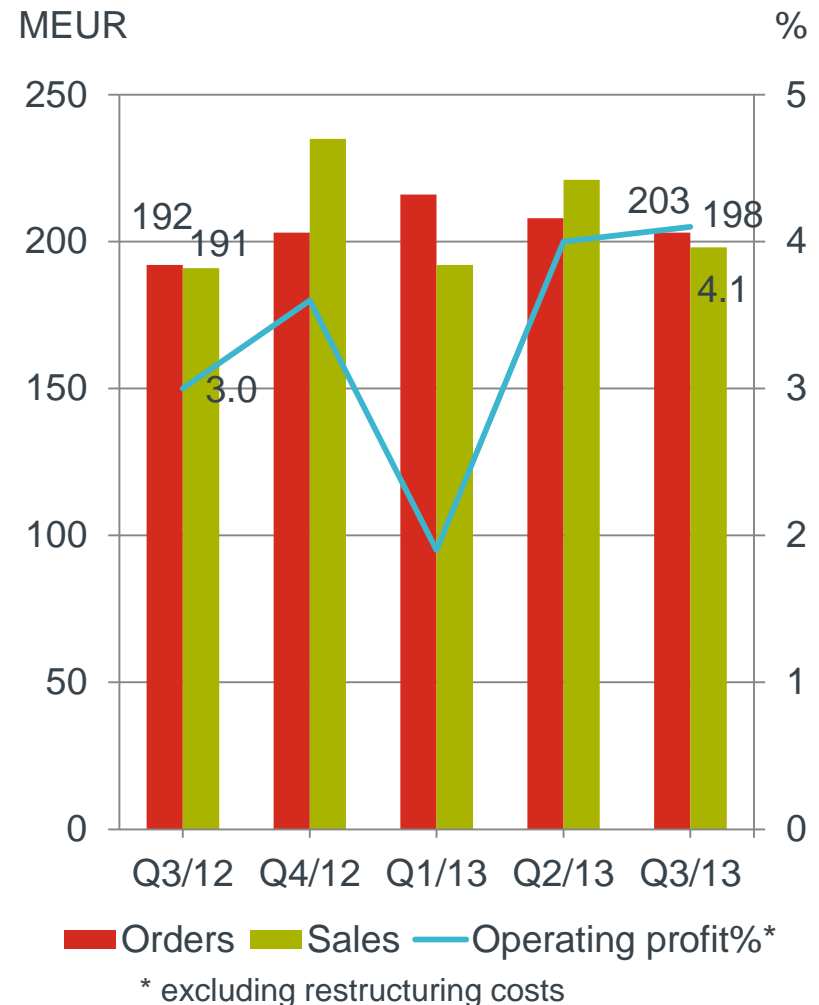
- Demand for smaller container handling equipment and automation solutions was healthy, while demand for larger equipment picked up slightly but was still modest
- Order intake fell 9% y-o-y to EUR 366 (402) million
- Sales declined 5% y-o-y to EUR 354 (374) million
- Profitability excluding restructuring costs was 4.4%
  - Additional costs of EUR 9 million in projects (1-9/2013: 23 MEUR)
- Q3 order book includes EUR 120 million of problem projects



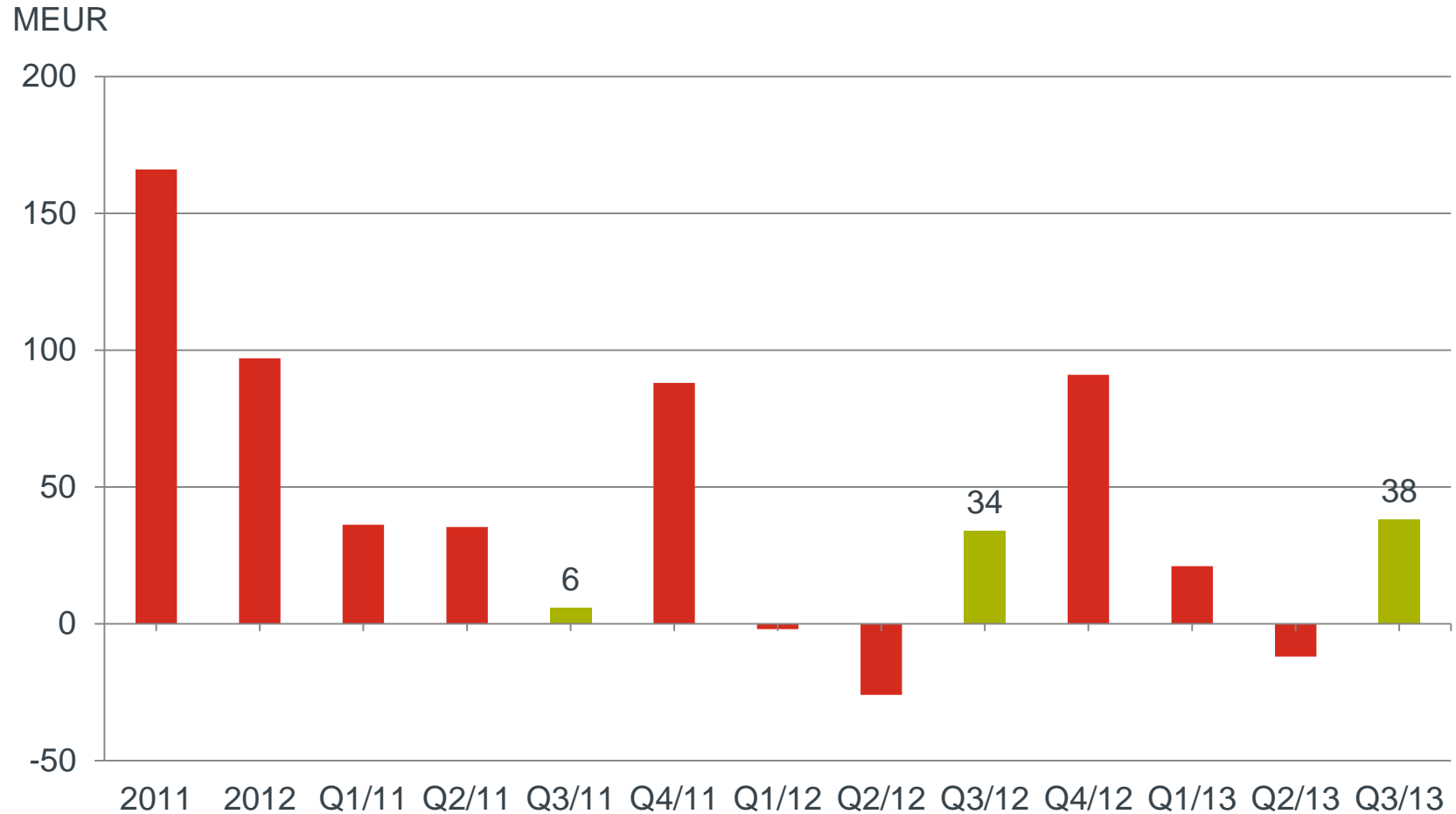


# Hiab Q3 – orders and sales grew y-o-y

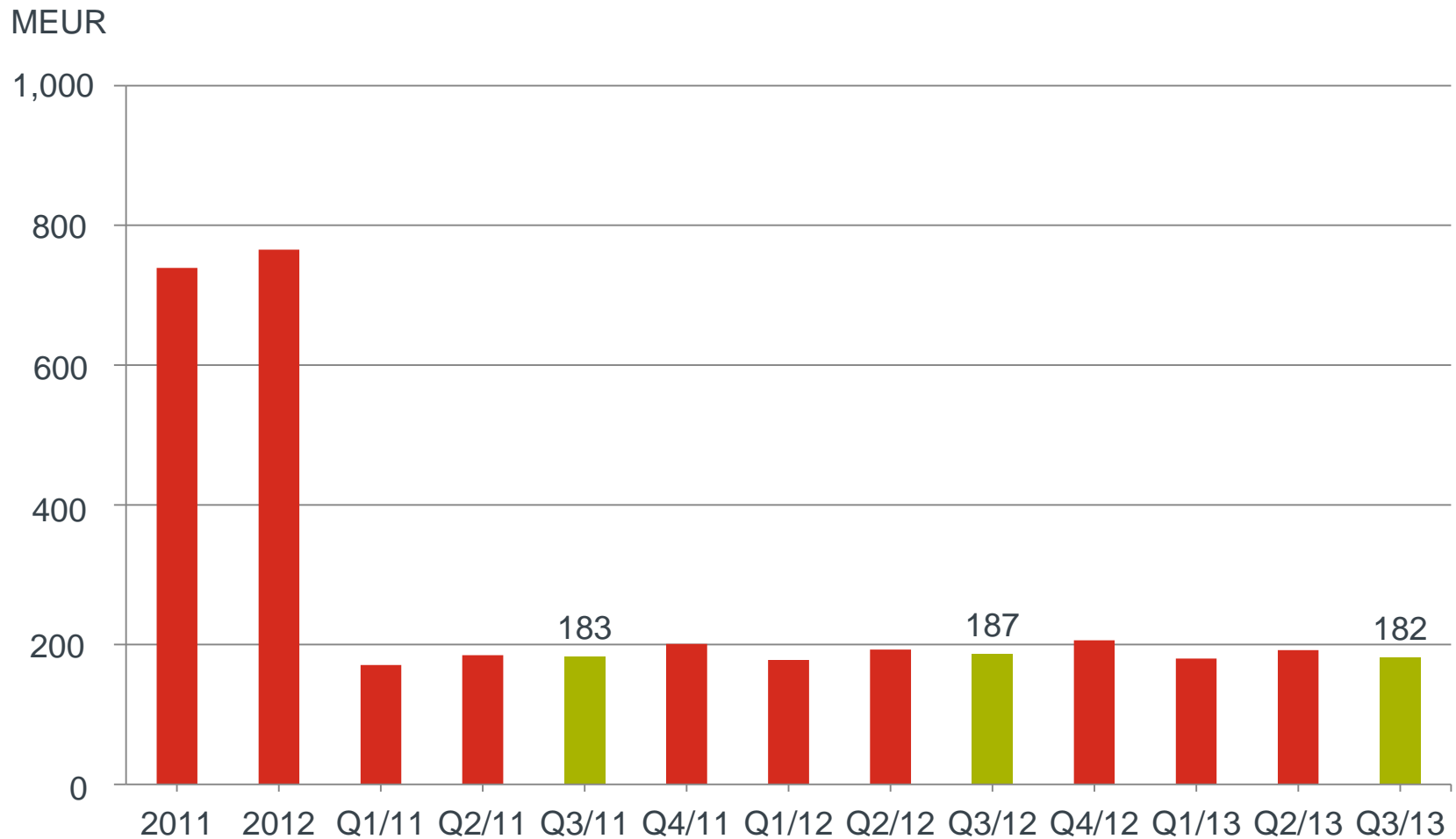
- The load handling equipment and services market was characterised by variations within European countries. Demand was generally healthy in the US
- Orders grew 6% y-o-y and totalled EUR 203 (192) million
- Sales grew 4% y-o-y to EUR 198 (191) million
- Profitability excluding restructuring costs was 4.1%



# Cash flow from operations strengthened

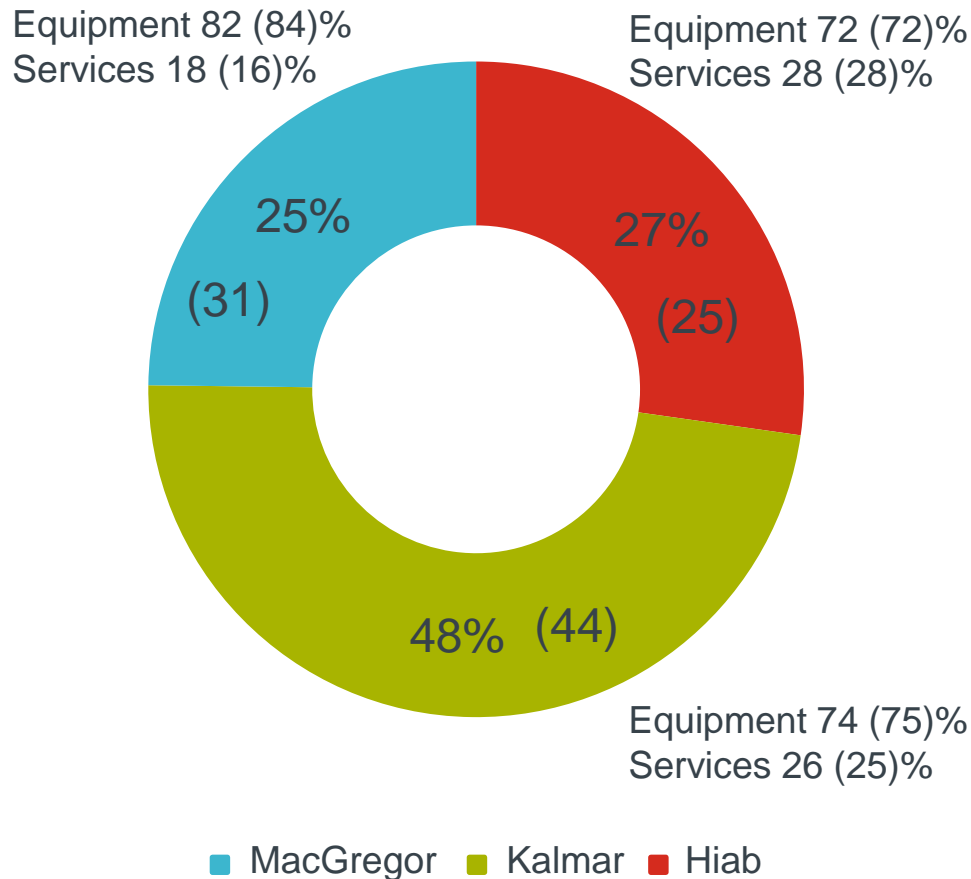


# Sales in services unchanged

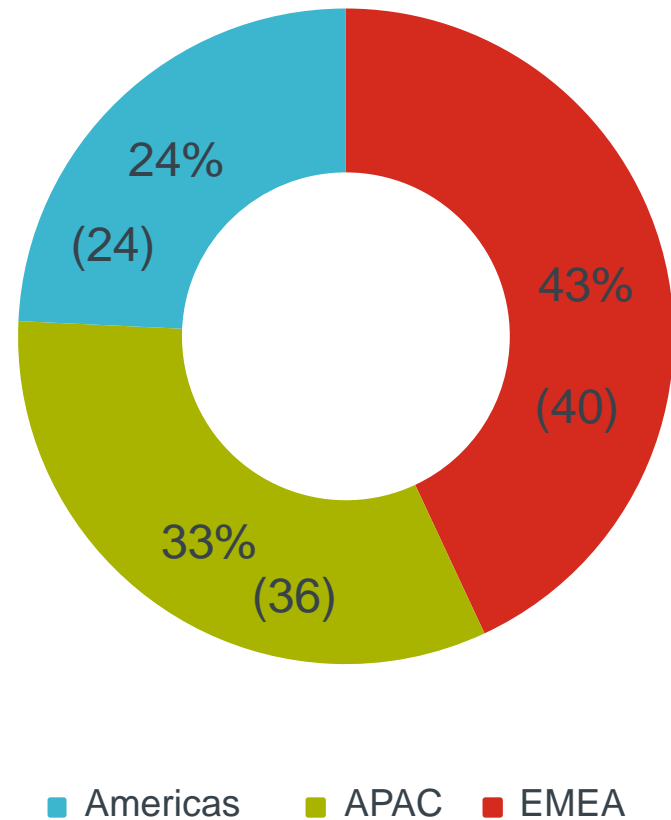


# Sales by reporting and geographical segment

Sales by reporting segment 1-9/2013, %

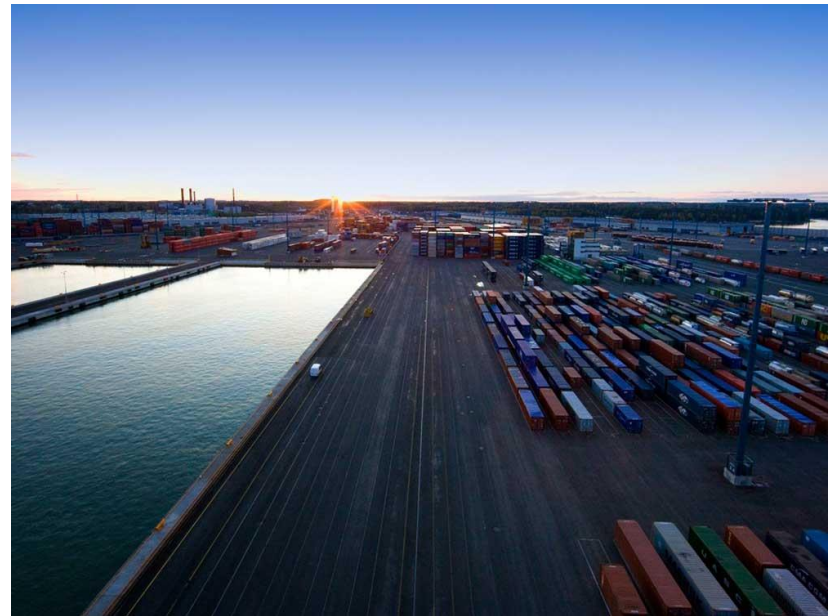


Sales by geographical segment 1-9/2013, %



# Outlook

- The sales and operating profit excluding restructuring costs for 2013 are expected to fall short of 2012.

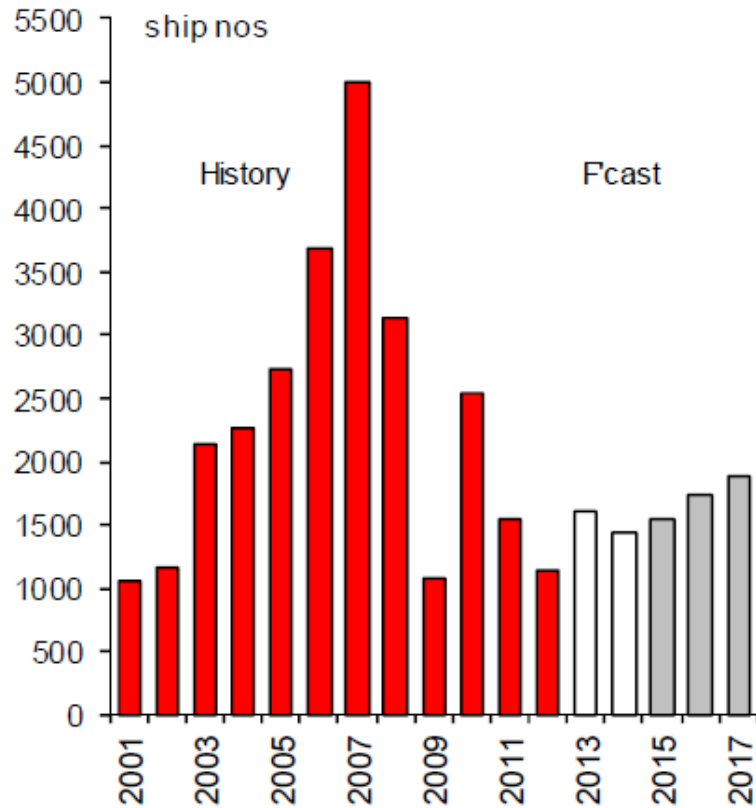


# Appendices



# Ship contracting forecast

**Contracting 2001-2017**

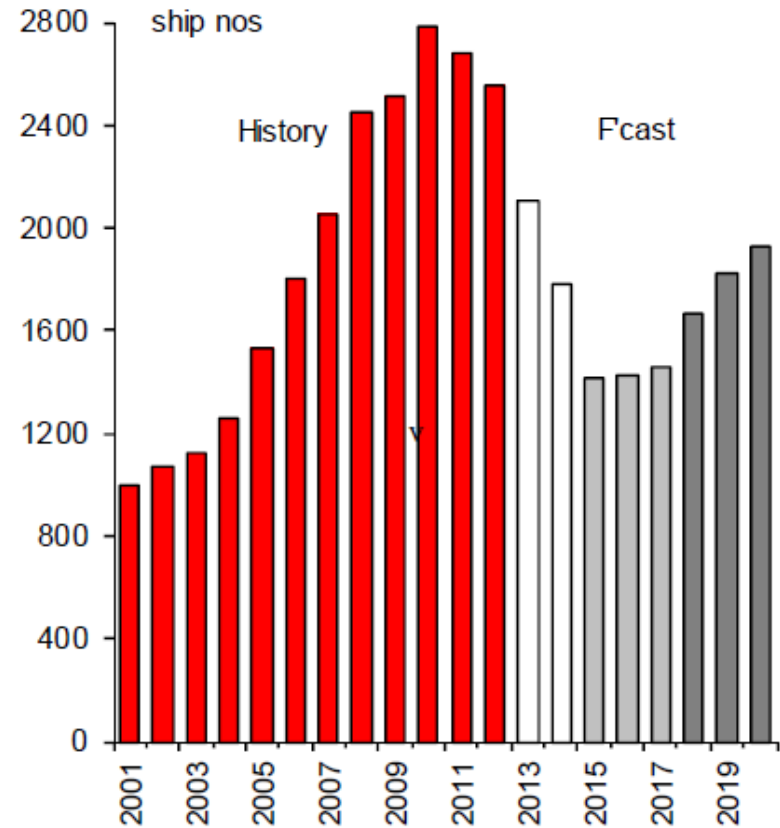


Source: Clarkson Research Services

*Medium-Term Contracting Forecast to 2017*

Source: Clarkson Shipbuilding forecast, September 2013

**Deliveries 2001-2020**



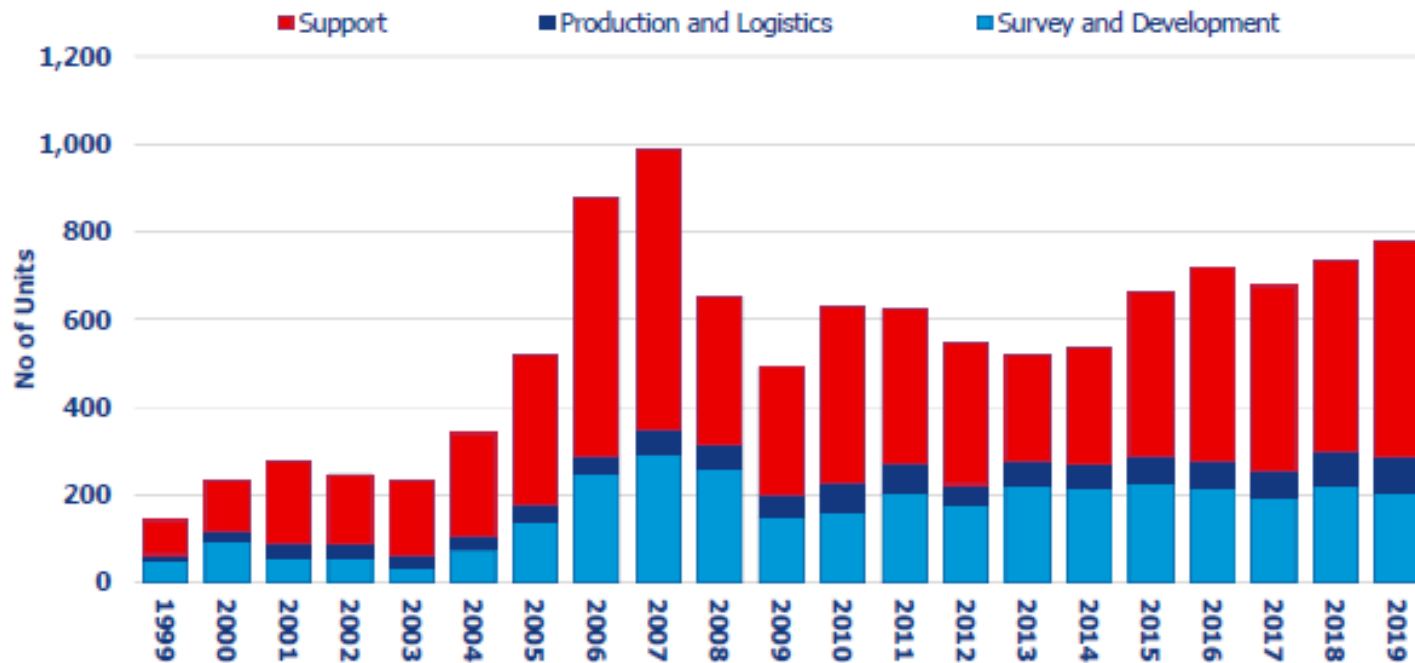
Source: Clarkson Research Services

*Medium-Term Deliveries to 2020*

# Offshore contracting forecast

## Offshore Contracting

Historical and Forecast Contracting (No)

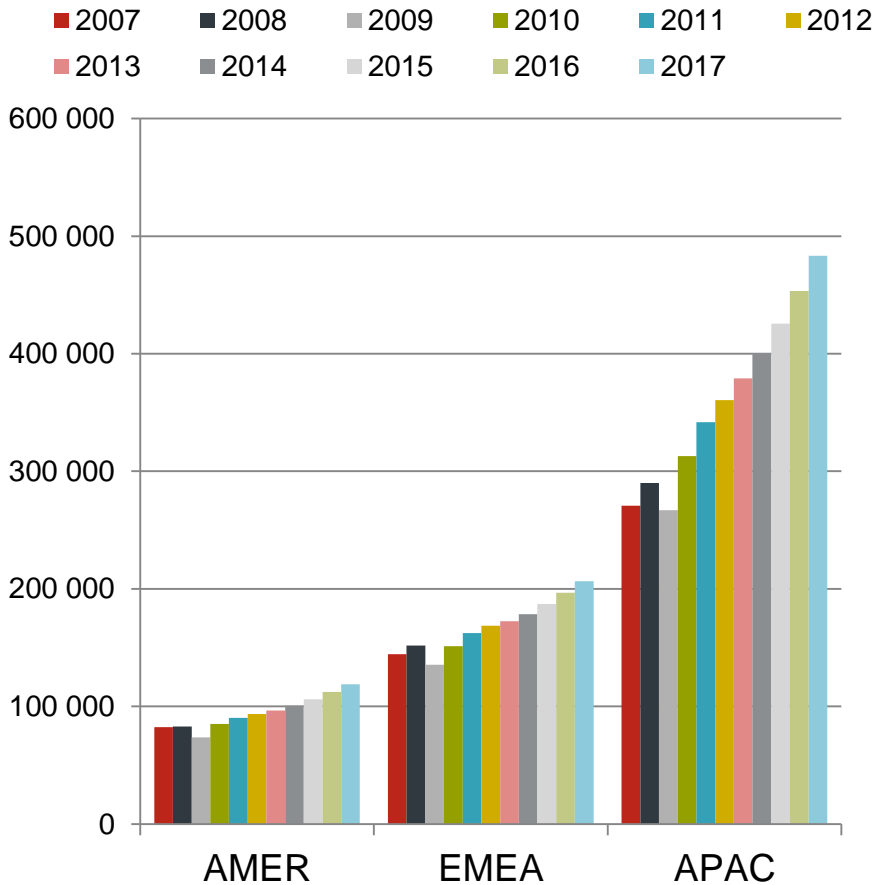


Source: Clarkson Offshore forecast, September 2013

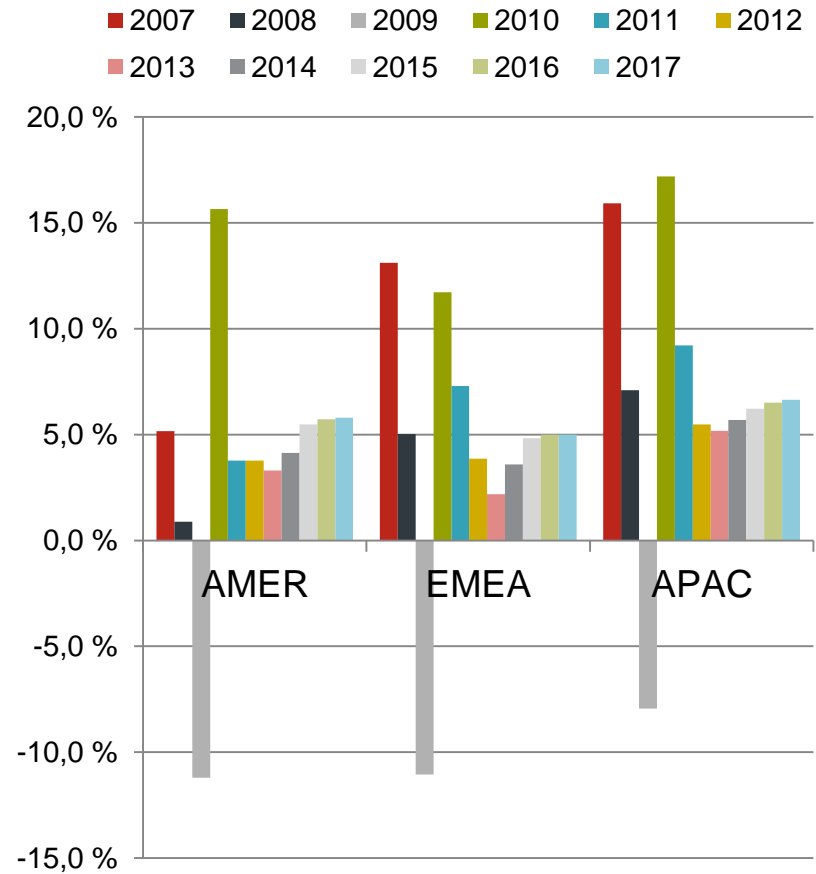


# Macro indicator trends

Drewry (Throughput '000 TEU units)



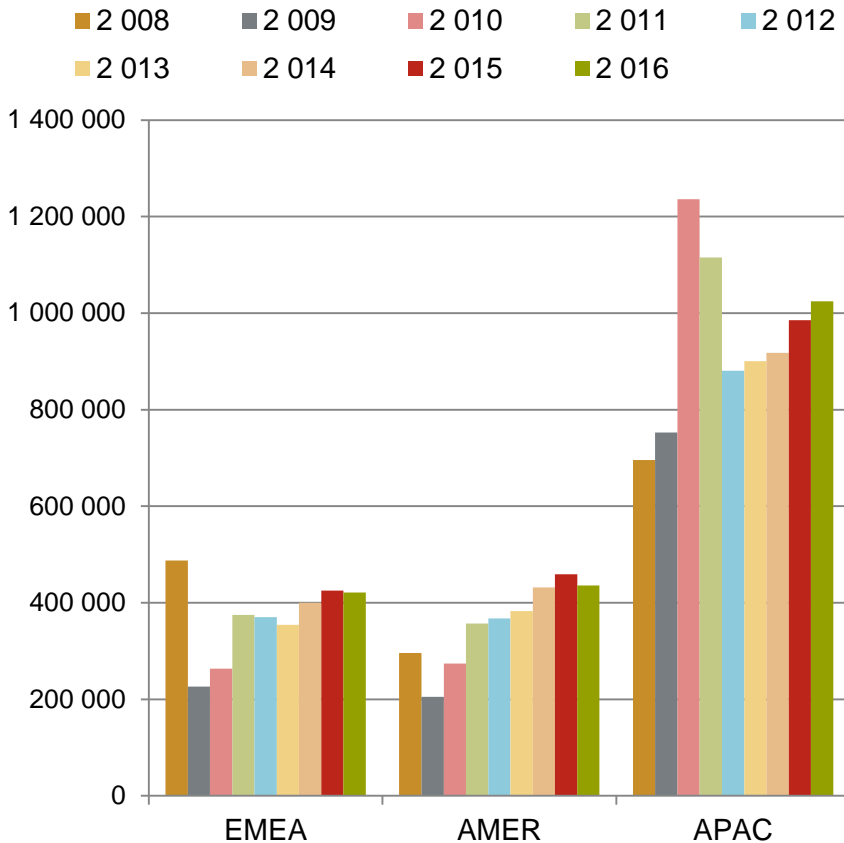
Drewry (Throughput TEU % change)



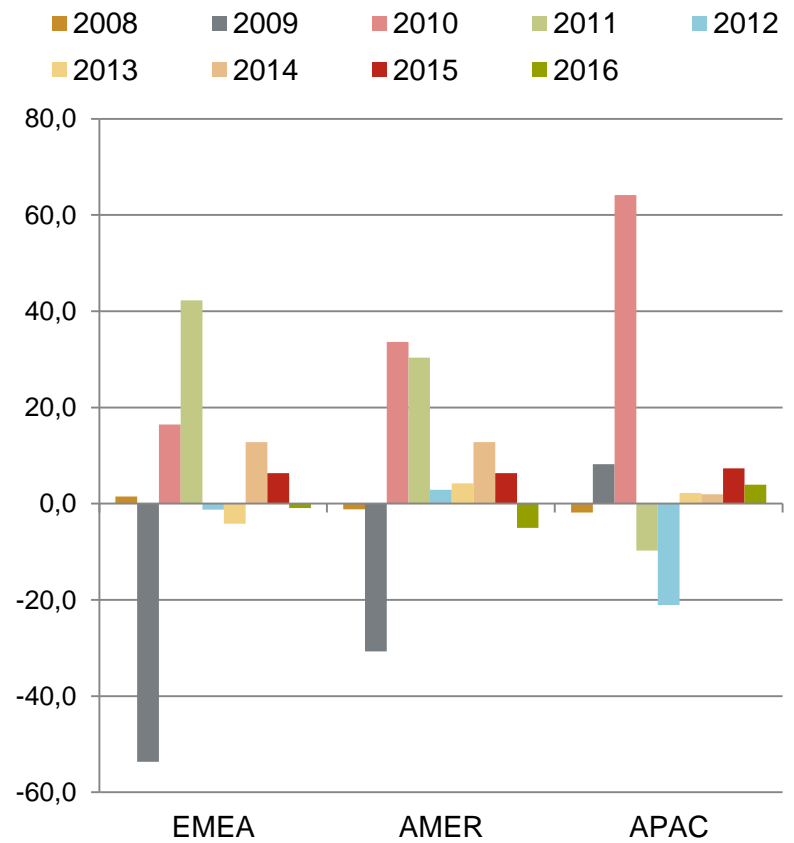
Source: Drewry Global Container Terminal Operators report, 2013

# Macro indicator trends

Truck sales GVW over 15 ton - regions



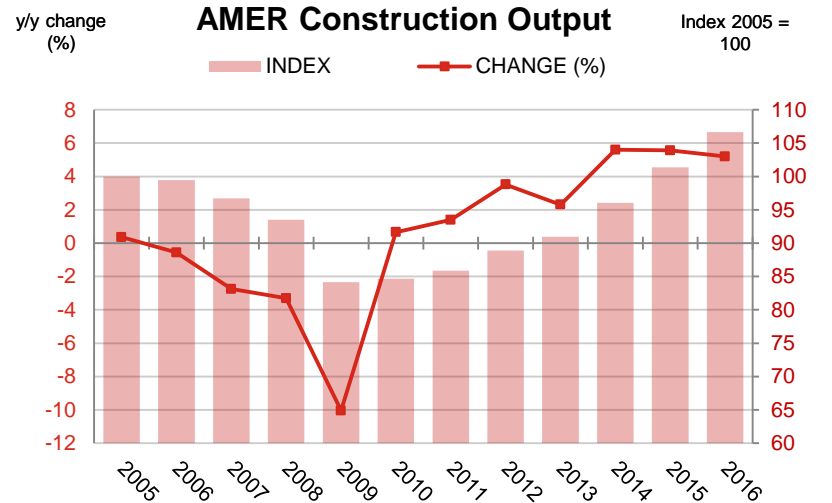
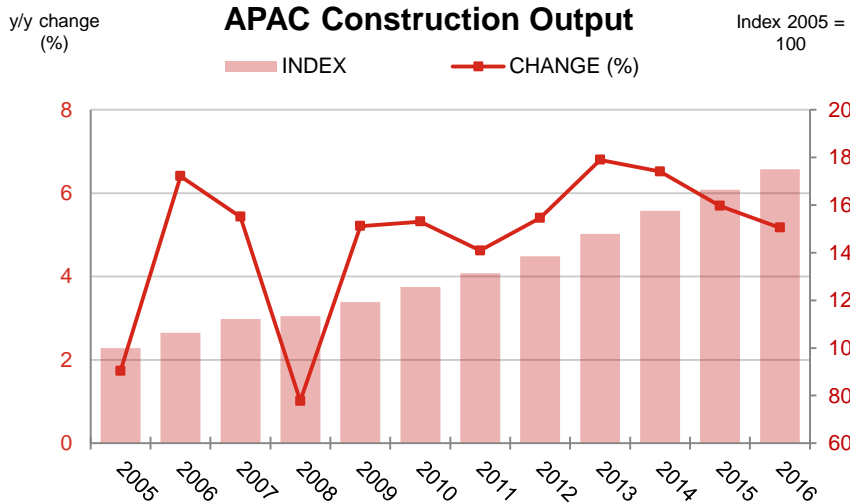
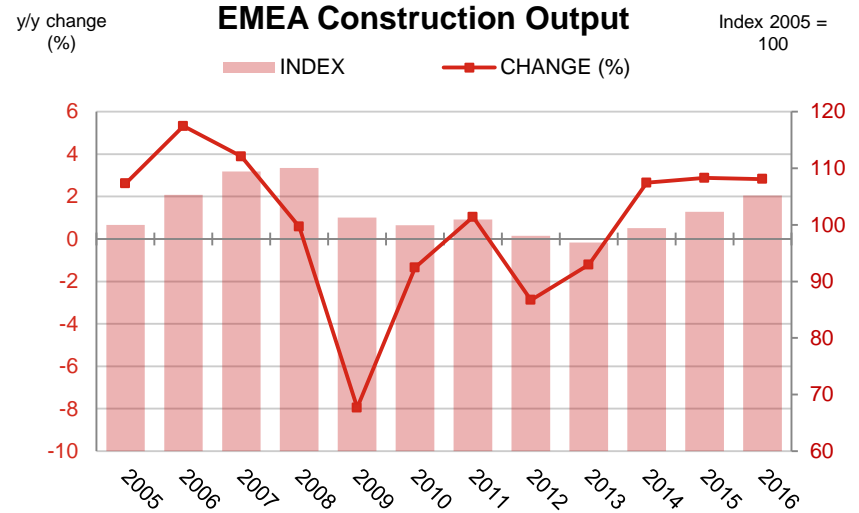
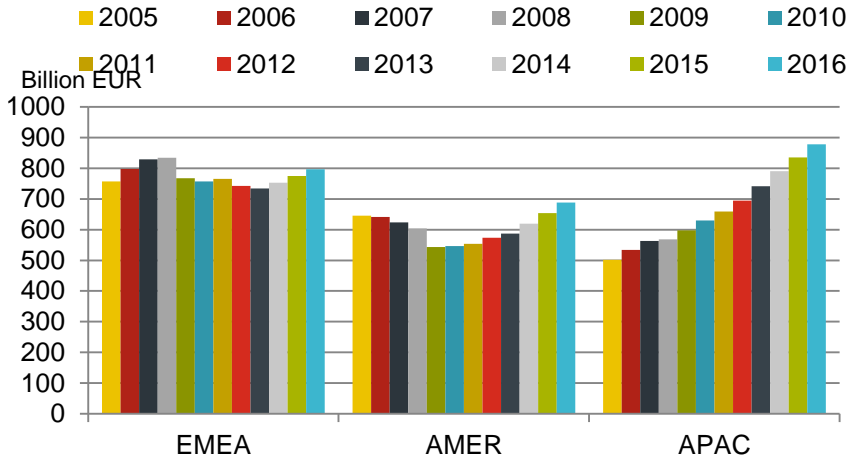
Sales growth GVW over 15 ton - regions



Source: IHS Global Insight, Aug/2013 fcst

# Macro indicator trends

## Total Construction Output

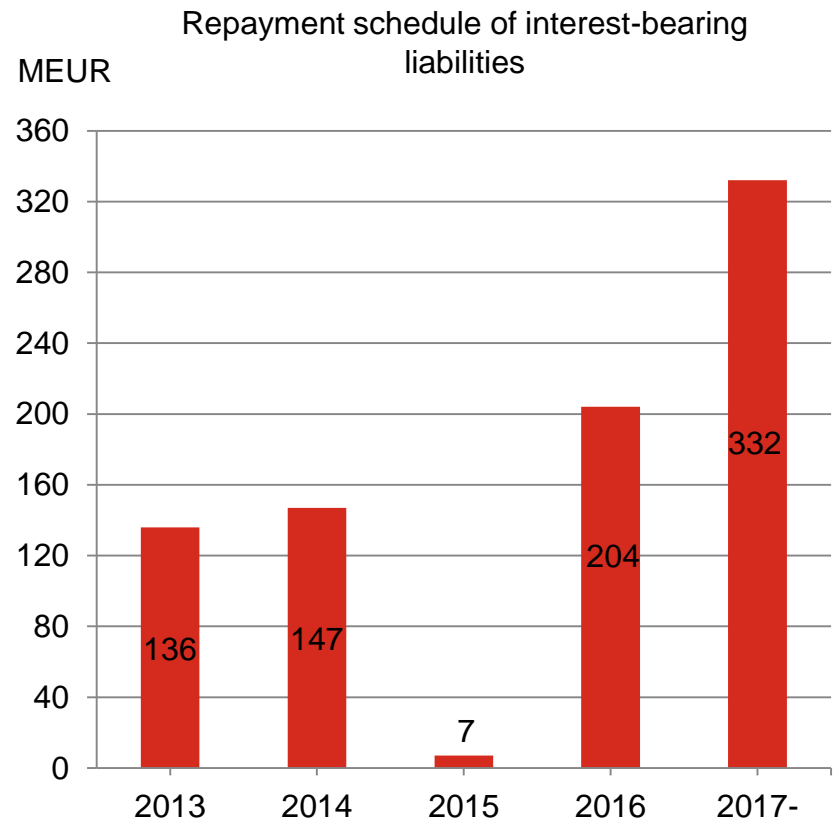


Source: Oxford Economics Q3/2013

# Financing on 30 Sep 2013

- Gearing 48.9%
- Net debt MEUR 577
- Liquidity MEUR 565
  - Cash and cash equivalents MEUR 265
  - Unused and committed long-term revolving credit facility of MEUR 300

→ Cargotec is well prepared financially for the coming years



# MacGregor offering



**Hatch covers**



**Ship cranes**



**Offshore deck equipment**



**Securing**



**RoRo**



**Link spans**



**Bulk loaders**



**Services**

# Key competition with MacGregor offering

	Hatch covers	Deck cranes	Lashing equipment	RoRo equipment	Self unloaders	Offshore ALH	Offshore winches	Services
• MacGregor	X	X	X	X	X	X	X	X
• TTS	X	X		X		X	X	X
• SMS (ex Seohae)	X			X				(X)
• Iknow (ex Tsuji)	X	X		X				(X)
• Nakata	X			X				
• Kyoritsu	X			X				
• Coops & Nieborg	X							
• Macor	X			X		X		(X)
• Navalimpianti	(X)			X		(X)		
• Ravestein				X				
• Liebherr		X				X		X
• IHI		X						
• MHI		X						
• Oriental		X					X	
• Huisman		X				X	X	
• Palfinger Dreggen		X				X	X	X
• German Lashing			X					X
• SEC			X					X
• Taiyo			X					
• National Oilwell Varco						X	X	X
• Rolls Royce Marine					X	X	X	X
• EMS-Tech					X			
• Dinson					X			

# Kalmar offering



**Straddle carriers**



**Reachstackers**



**Terminal tractors**



**Forklift trucks**



**Quay cranes**



**RTGs, RMGs**



**Spreaders**



**Services**

# Key competition with Kalmar offering

	Ship-to-shore cranes	ASC carriers	RTG/RMG cranes	Straddle/Shuttle carriers	Reach stackers	Fork lift trucks	Terminal tractors. AGVs	Spreaders	Mobile harbour cranes	Services
• Kalmar	X	X	X	X	X	X	X	X		X
• ZPMC	X	X	X	X				X		
• Konecranes	X	X	X	X	X	X				X
• Terex/Gottwald	X	X	X	X	X	X			X	X
• Sany	X		X		X	X		X		
• Liebherr	X		X	X	X				X	
• Mitsubishi	X		X	X		X				
• Mitsui	X		X					X		
• Kunz		X	X							
• TCM			X	X	X	X				
• CVS				X	X	X	X	X		
• Hyster Heavy					X	X				
• Taylor					X	X				
• Linde Heavy					X	X				
• Zoomlion					X					
• Tomac					X	X				
• Toyota						X				
• Sinotruk							X			
• Capacity							X			
• Terberg							X			
• Mafi							X			
• Stinis								X		
• RAM								X		



# Hiab offering



Loader cranes



Truck-mounted forklifts



Demountables



Tail lifts



Forestry cranes



Stiff boom cranes



Services

# Key competition with Hiab offering

	Knuckle-boom Cranes	Stiff boom Cranes	Demountables	Tail Lifts	Truck-mounted Forklifts	Forestry Cranes
• Hiab	X	X	X	X	X	X
• Palfinger	X	X	X	X	X	X
• Hyva	X		X	X		
• Fassi	X					X
• Effer	X					
• HMF	X					
• Unic		X				
• Tadano		X				
• National		X				
• Meiller			X			
• VDL			X			
• Stellar	X		X			
• Shimaywa			X	X		
• D'Hollandia				X		
• Bär				X		
• Dautel				X		
• Anteo				X		
• Maxon				X		
• Tommy Gate				X		
• Manitou					X	
• Terberg Kinglifter					X	
• Chrisman					X	
• Donkey					X	
• Kesla						X
• Prentice						X

