

CARGOTEC

Handelsbanken Nordic Mid/Small Cap Seminar



Cargotec vision and mission

Our vision is

- to be the world's leading provider of cargo handling solutions

Our mission is

- to improve the efficiency of cargo flows



Portfolio



Solutions for industrial and on-road load handling

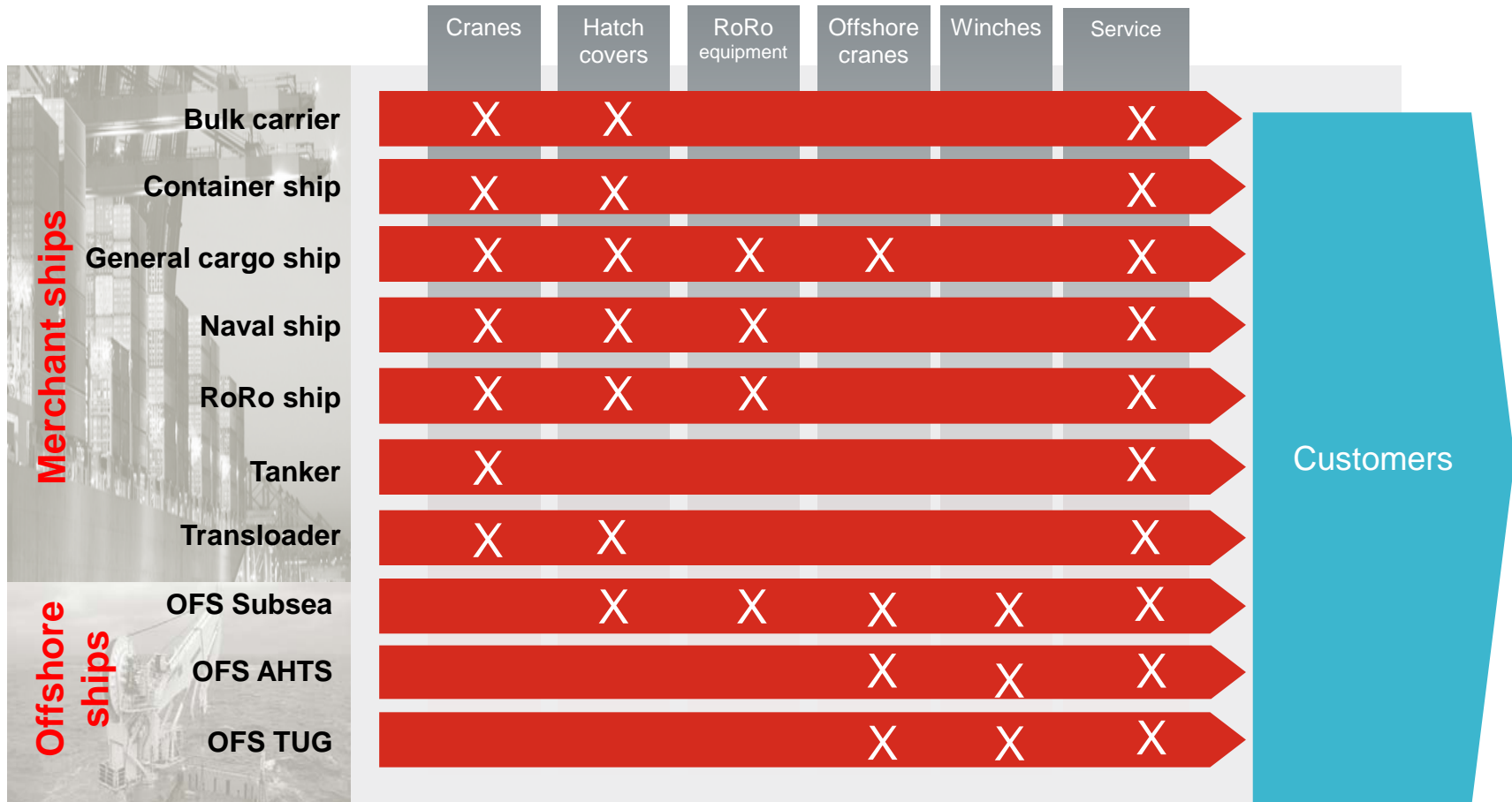


Solutions for ports and container handling



Solutions for marine cargo handling and offshore load handling

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



The most comprehensive offering for 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
Automated terminals

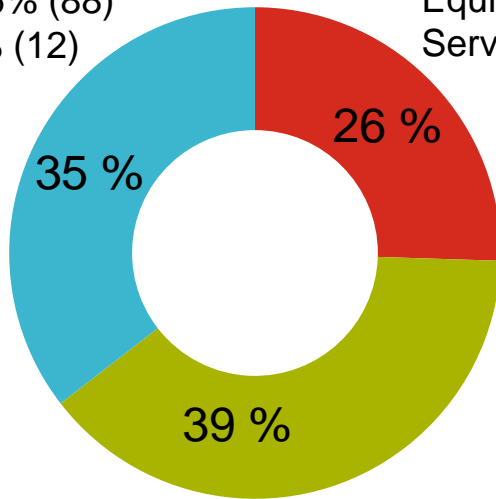
Load Handling's offering is installed on trucks



Cargotec sales by segment and geography

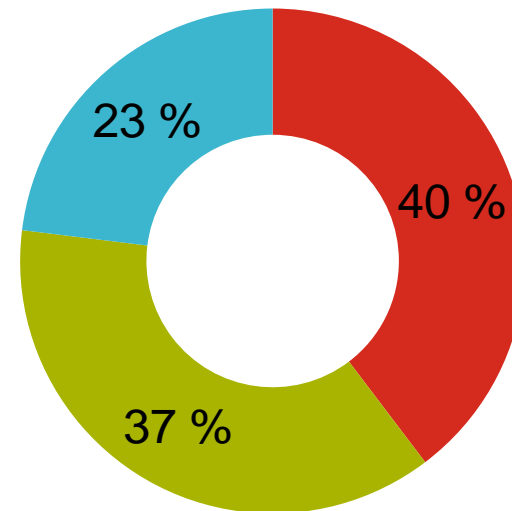
Sales by reporting segment Q1/2012, %

Equipment 86% (88)
Services 14% (12)



Sales by geographical segment Q1/2012, %

Equipment 73% (71)
Services 27% (29)



Equipment 73% (69)
Services 27% (31)

■ Marine ■ Terminals ■ Load Handling

■ Americas ■ APAC ■ EMEA

Focus areas in Marine business area

- Two dimensional growth
- Strengthen solution sales
- Grow in offshore services
- Geographical focus in China and Brazil
- Leverage Rainbow-Cargotec Industries joint venture in offshore
- Strong and focused R&D



Focus areas in Terminals business area

- Offering development, including equipment, systems & automation and services
- Project sales and delivery capabilities
- Sales management capabilities
- Cost efficiency



Focus areas in Load Handling business area

- Focus on customer needs
- Analyse future trends
- Develop operating model
- Build strong strategy
- Develop route to market
- New markets – China, India and Russia
- New product development



Focus areas in Services business area

- Expand offering to fleet performance
- Build strong offshore services in Brazil and the USA
- Further develop asset management



Cargotec to strengthen position in heavy cranes

- Cargotec and its long-term manufacturing supplier in China, Jiangsu Rainbow Heavy Industries (RHI), have established a joint venture to provide leading heavy crane solutions globally, expand delivery capacity and grasp growth opportunities in the Chinese and global markets.
- Cargotec's ownership is 49 percent and the value of Cargotec's equity investment approximately EUR 30 million.
- In addition, Cargotec will strengthen its strategic partnership with RHI by becoming an owner in the company. Cargotec will acquire a 49 percent interest in China Crane Investment Holdings Ltd, which currently owns 18.75 percent of RHI shares, for approximately EUR 50 million.
- Relevant regulatory approvals were received in May 2012.

Cargotec to evaluate listing of Cargotec Marine on the Singapore Exchange to secure further growth

- Potential listing would strengthen Cargotec Marine's business presence in Asia and secure profitable growth.
- Already today more than 70 percent of Cargotec Marine's sales are generated in Asia-Pacific.
- A strong presence in Singapore could open new business opportunities especially in offshore.
- It is currently envisaged that Cargotec Corporation would own the majority of Cargotec Marine, which would remain consolidated to Cargotec Corporation following the possible listing.
- The Board of Directors expects the evaluation be completed by the end of the third quarter 2012.

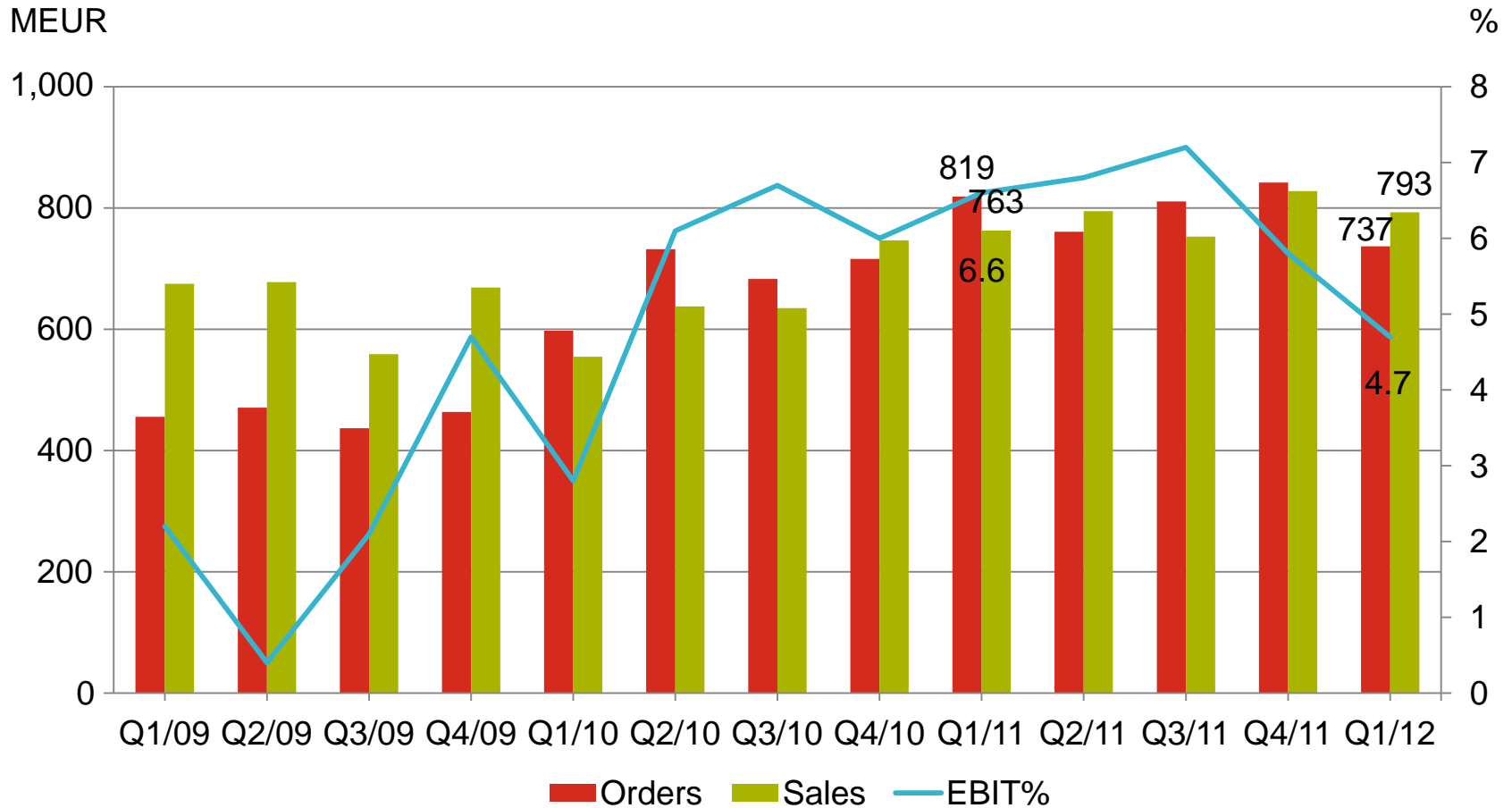
January–March 2012 financials



Q1 key figures

	Q1 2012	Q1 2011	Change	2011
Orders received, MEUR	737	819	-10%	3,233
Order book, MEUR	2,342	2,373	-1%	2,426
Sales, MEUR	793	763	4%	3,139
Operating profit, MEUR	37.6	50.6	-26%	207.0
Operating profit margin, %	4.7	6.6		6.6
Cash flow from operations, MEUR	-2.2	36.2		166.3
Interest-bearing net debt, MEUR	389	335		299
Earnings per share, EUR	0.42	0.59		2.42

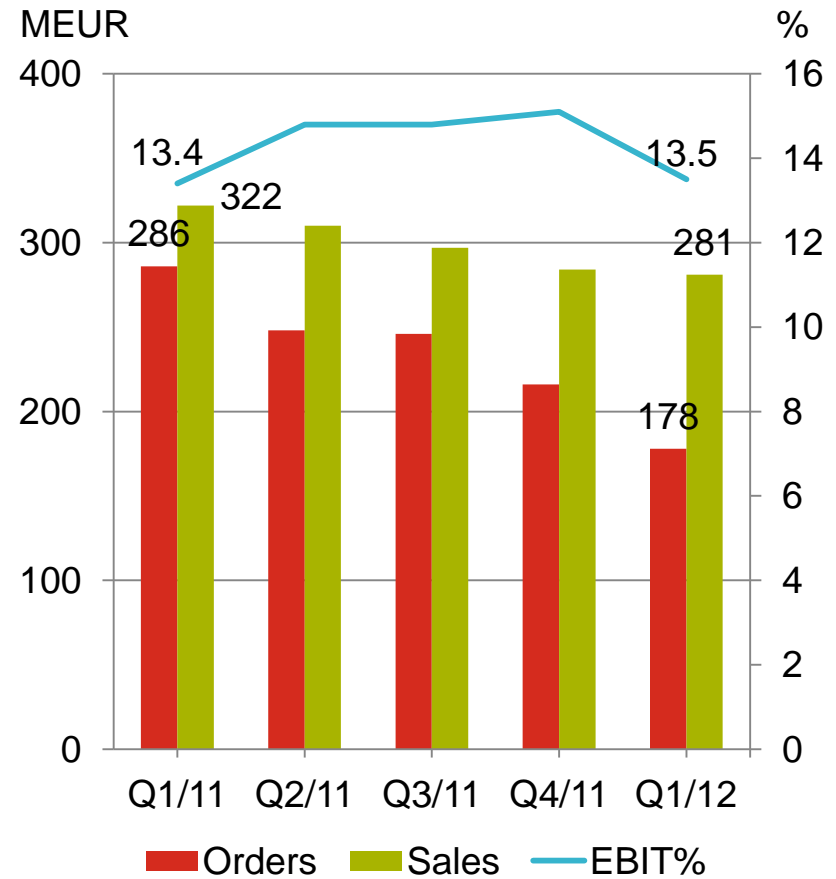
Cargotec's performance development



EBIT% excluding restructuring

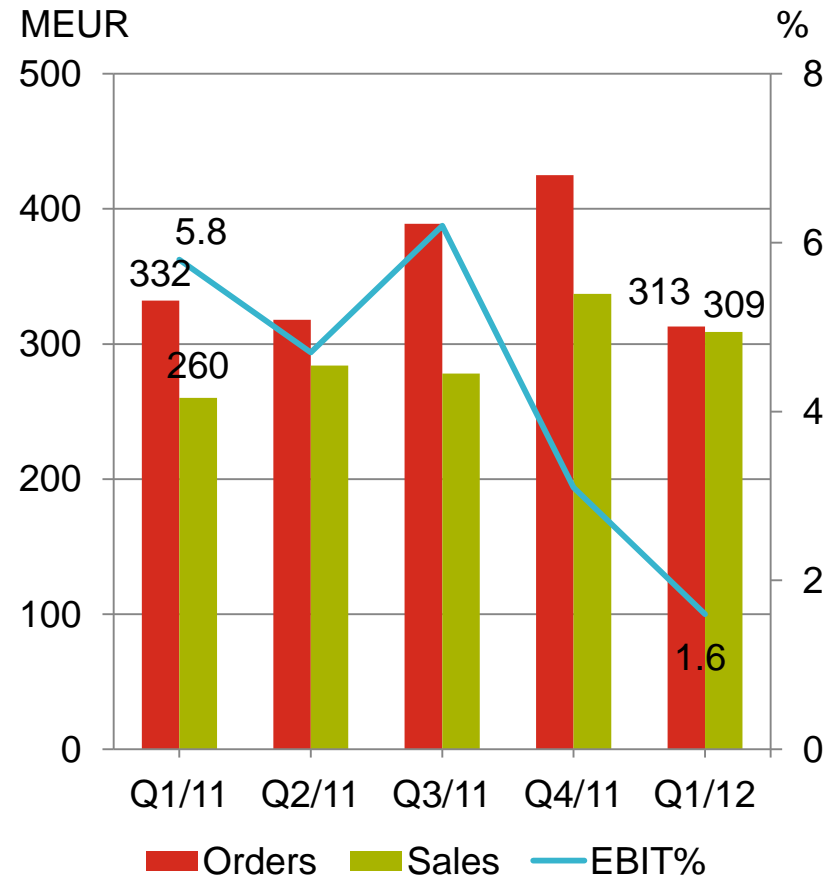
Marine – healthy order intake in sluggish market

- The low level of new ship orders reflected in demand for marine cargo handling equipment.
- Demand for marine cargo handling equipment for offshore vessels improved, accounting for a quarter of Marine's orders.
- Sales remained at healthy level thanks to order book and successful deliveries.
- Profitability was at expected level.
- The gradual recovery continued in services.



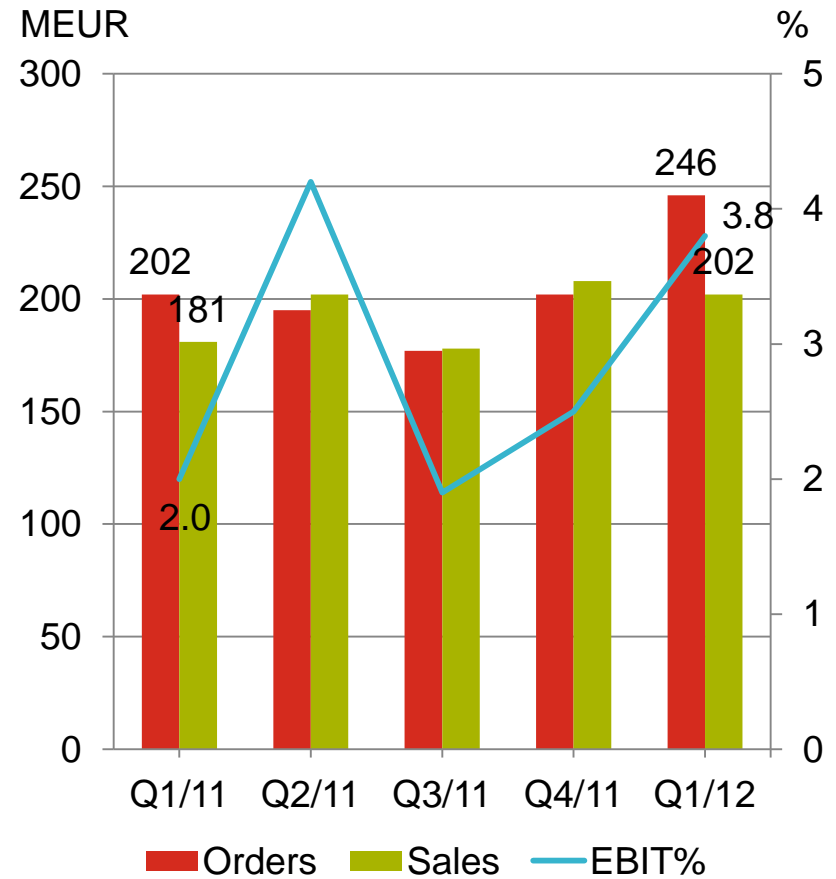
Terminals – challenging first quarter

- Demand was healthy for container handling equipment used in ports. Customer interest in larger projects was evident in several negotiations underway.
- Sales grew 19% as a result of stronger order book.
- Profitability declined to 1.6%:
 - Delay in deliveries
 - Service business' low share of sales
 - A less favourable product mix
 - R&D costs doubled y-o-y



Load Handling – healthy orders and sales, profitability improved

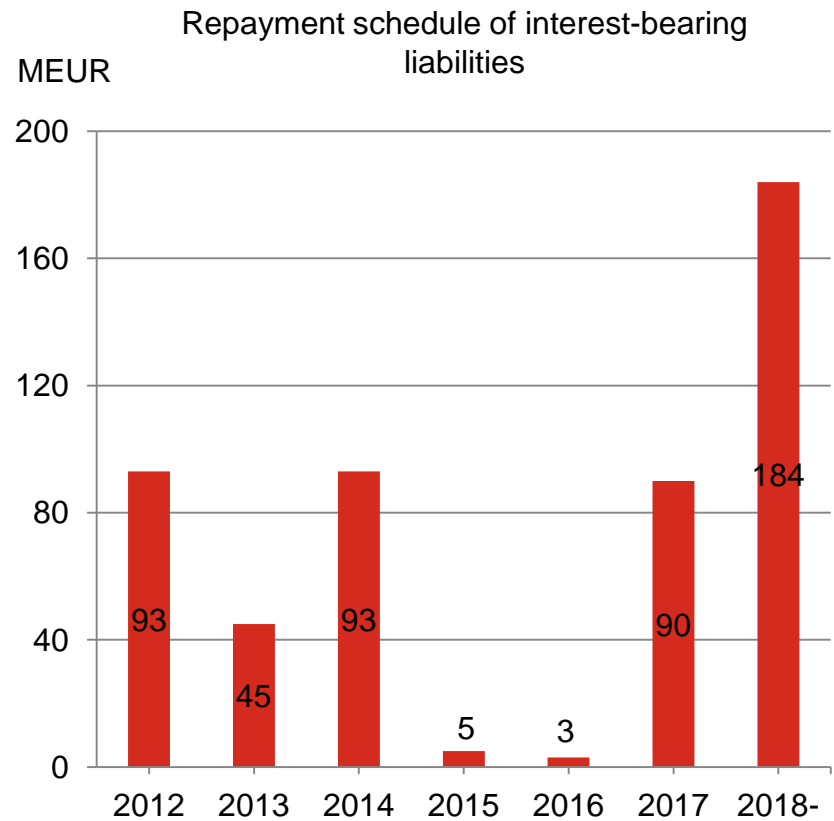
- Market for load handling equipment clearly exceeded general market expectations. Demand grew in the US and it was also healthy in Europe.
- Order received grew 22% q-o-q and y-o-y.
- Orders grew in all geographic areas, most in Americas.
- Sales grew 12% thanks to order book and favourable market environment.
- Profitability improvement to 3.8% was supported by actions taken to improve the efficiency of the way of working and supply chain, together with increased volumes.
- The growth in orders for services was boosted by spare parts and installations.



Low gearing and strong liquidity 31 Mar 2012

- Gearing 33.8%
- Net debt MEUR 389
- Liquidity MEUR 430
 - Cash and cash equivalents MEUR 130
 - Unused and committed long-term revolving credit facility of MEUR 300

→ Cargotec is well prepared financially for the coming years



we keep cargo on the move™