




SEB Enskilda Nordic Seminar 2013

CFO Eeva Sipilä

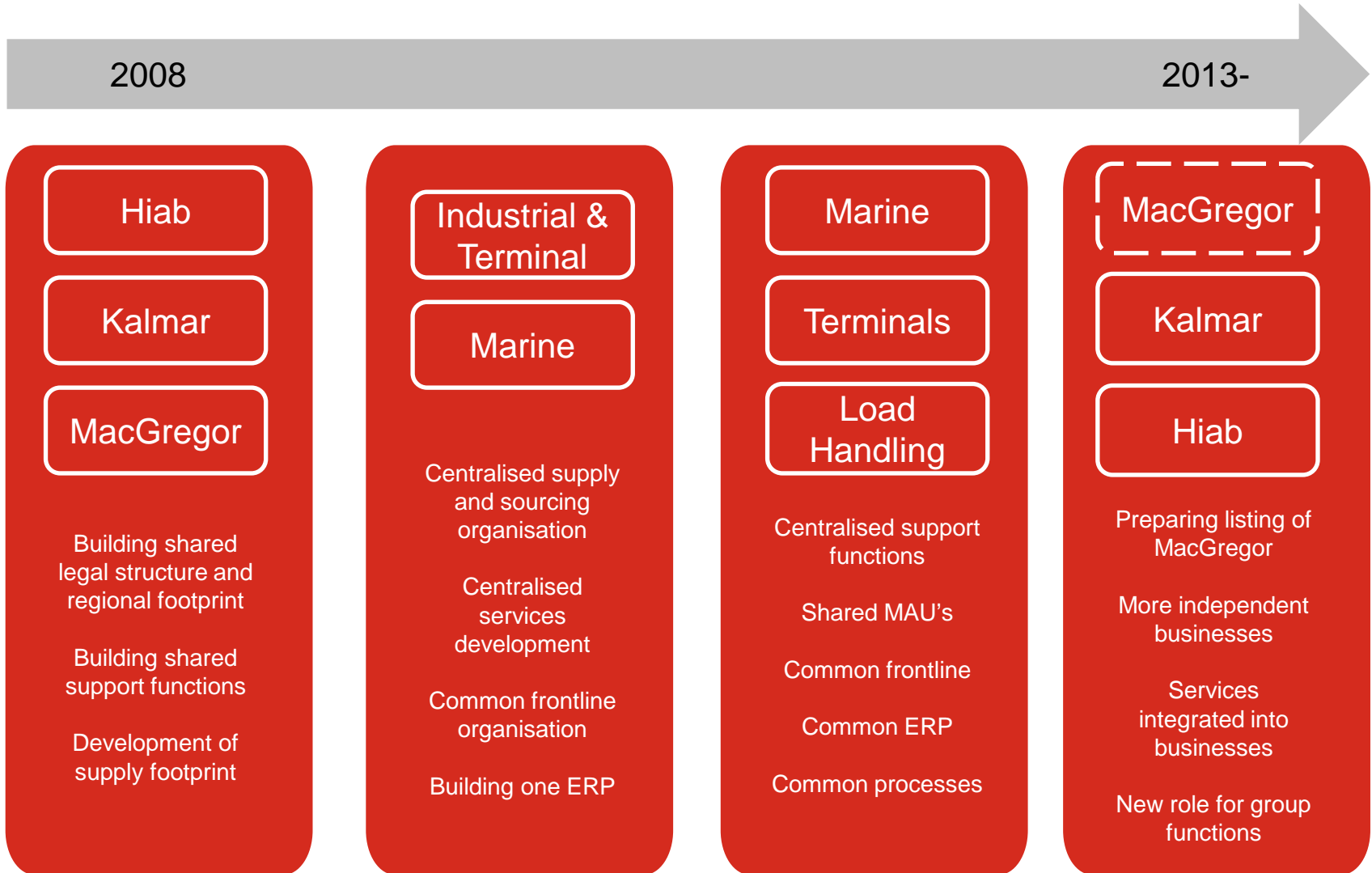
Strategy and structure



Cargotec's businesses

	Share of total sales in 1-9/12	Geographical split of sales in 1-9/12	Services share of sales in 1-9/12	Order to delivery lead time
 <p>MAGGREGOR Solutions for maritime transportation and offshore industries.</p>	33%	EMEA 23% APAC 73% AMER 4%	16%	12-24 months
 <p>KALMAR Cargo handling and automation solutions for ports and terminals</p>	42%	EMEA 42% APAC 22% AMER 36%	25%	6-9 months
 <p>HIAB Solutions for industrial and on-road load handling</p>	25%	EMEA 55% APAC 13% AMER 32%	28%	2-4 months

Cargotec's evolution



Separate listing of Marine in Asia

- A separate listing of Marine 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 Marine in Asia latest by second half of 2013 subject to market conditions
- Cargotec will retain a majority stake in the listed subsidiary

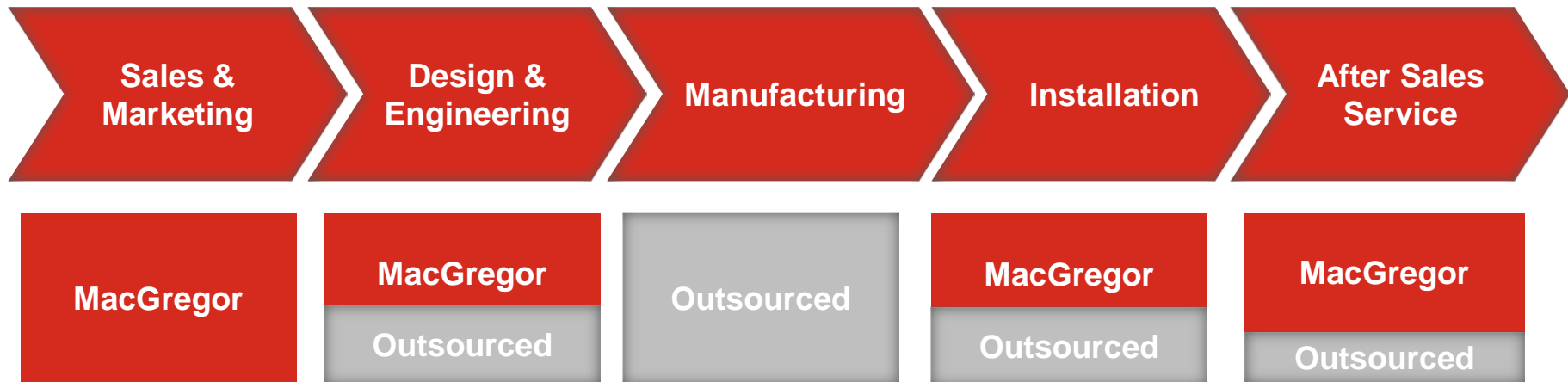


Marine core is in merchant ships, offshore offers attractive growth opportunities



Marine's business model – built-in flexibility

Concept focused on **design, engineering and service**



Reasonable margins
Focus on core competencies

Cash positive
Low fixed cost

High flexibility

Terminals' strategy 2011–2015

- 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

Product fit



Fleet performance



Customer performance



The most comprehensive offering for Terminals



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

Terminals' 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



Load Handling's strategy 2011–2015

- 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



Load Handling's short term strategic actions

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



January- September financials



Highlights of Q3

- Order intake decreased 11% y-o-y to EUR 719 (811) million
- Sales grew 5% y-o-y to EUR 794 (753) million
- Operating profit margin was 4.9%
 - Focus on improving profitability, restructuring measures launched
- Cash flow from operations positive totalling EUR 34.2 (6.4) million
- New outlook guides for approximately 5% operating profit margin excluding non-recurring cost for 2012

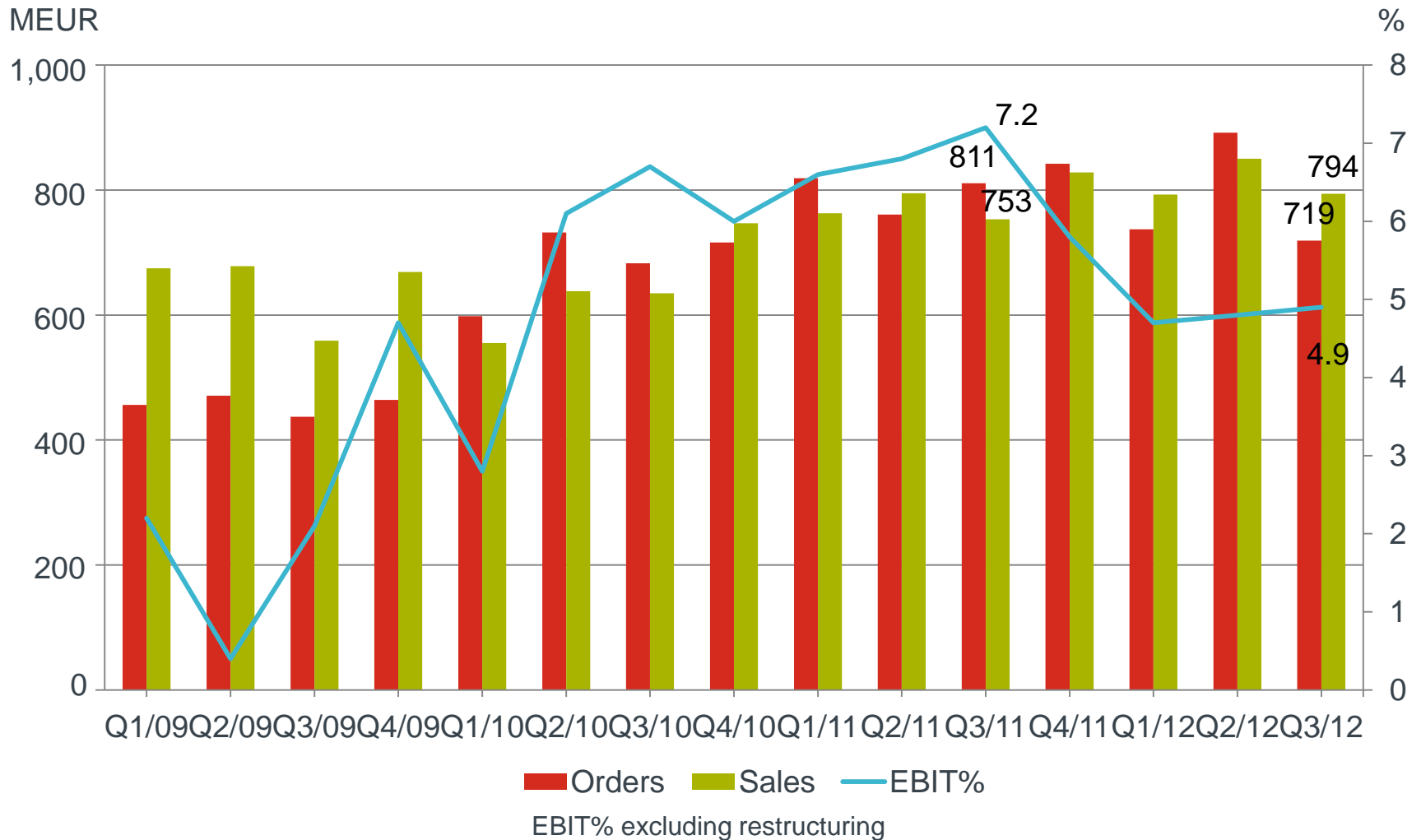


January–September key figures

	Q3 12	Q3 11	Change	Q1-Q3/12	Q1-Q3/11	Change	2011
Orders received, MEUR	719	811	-11%	2,348	2,391	-2%	3,233
Order book, MEUR	2,312	2,349	-2%	2,312	2,349	-2%	2,426
Sales, MEUR	794	753	5%	2,437	2,310	5%	3,139
Operating profit, MEUR*	39.0	54.4	-28%	117.7	159.1	-26%	207.0
Operating profit margin, %*	4.9	7.2		4.8	6.9		6.6
Cash flow from operations, MEUR	34.2	6.4		6.4	78.0		166.3
Interest-bearing net debt, MEUR	485	362		485	362		299
Earnings per share, EUR	0.41	0.58		1.31	1.86		2.42

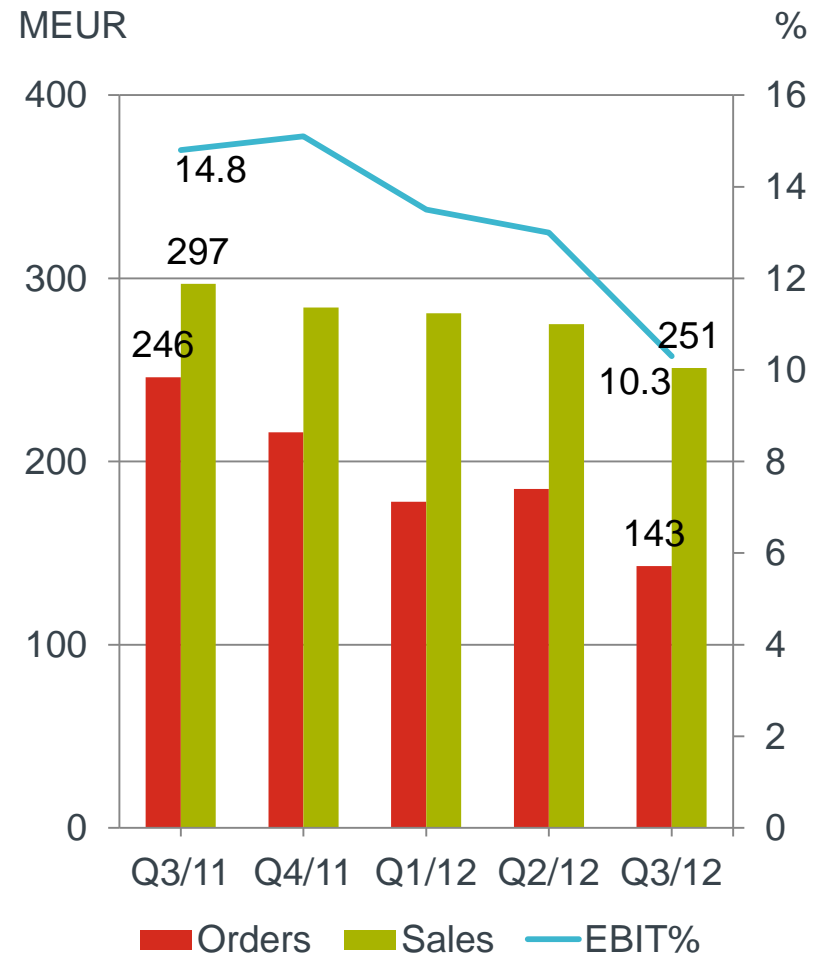
*excluding restructuring

Performance development



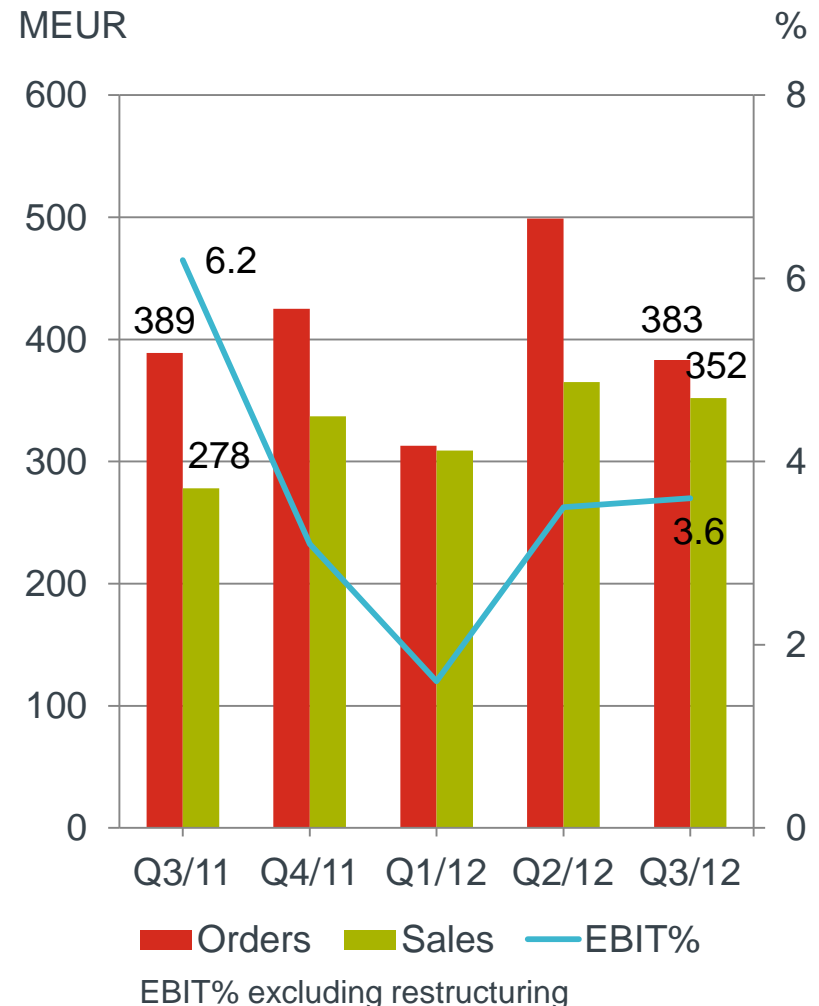
Marine Q3 – challenging market environment

- Profitability at healthy level
- Low ship ordering reflected in demand for marine cargo handling equipment.
- Demand for marine cargo handling equipment for offshore support vessels remained healthy.
- Sales declined 16 percent from the comparison period.
- Delivery postponements over the year-end
- Services sales grew slightly



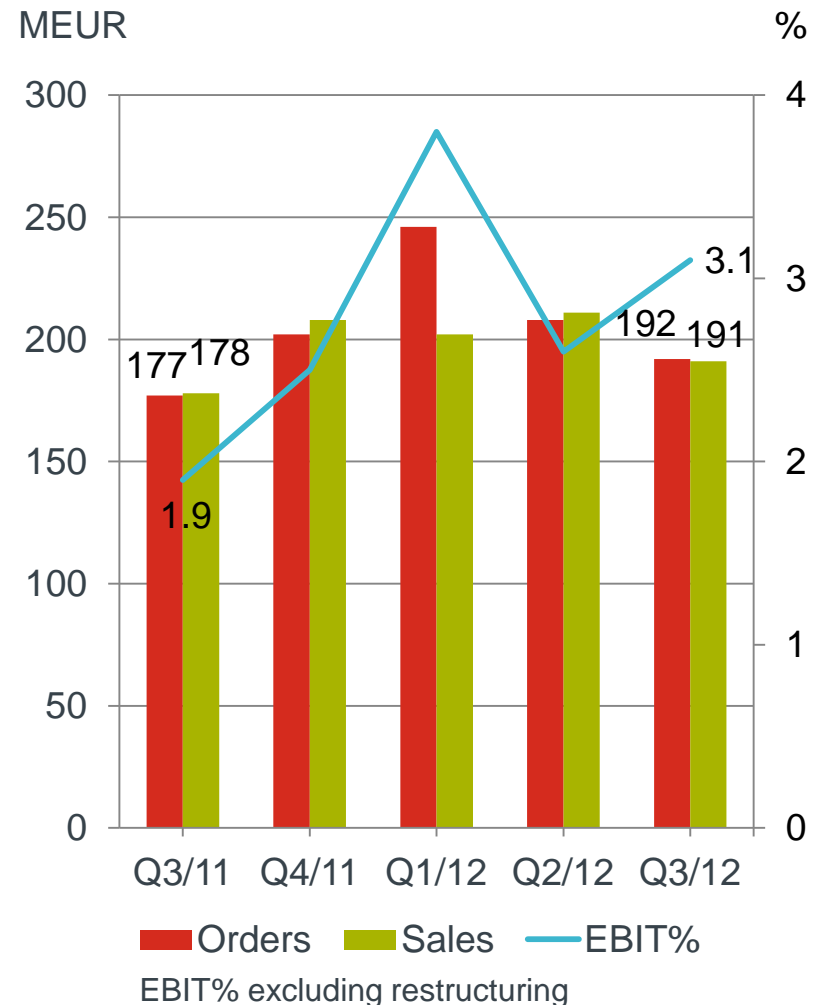
Terminals Q3 – two major port equipment orders from Australia

- Demand for large projects and automation solutions remained brisk.
- Orders at the level of the comparison period
- Sales grew 27% y-o-y.
- Profitability was 3.6%
 - Cost overruns on large deliveries
 - Low relative share of services
 - Investment in port automation technology
- Focus on profitability and project execution

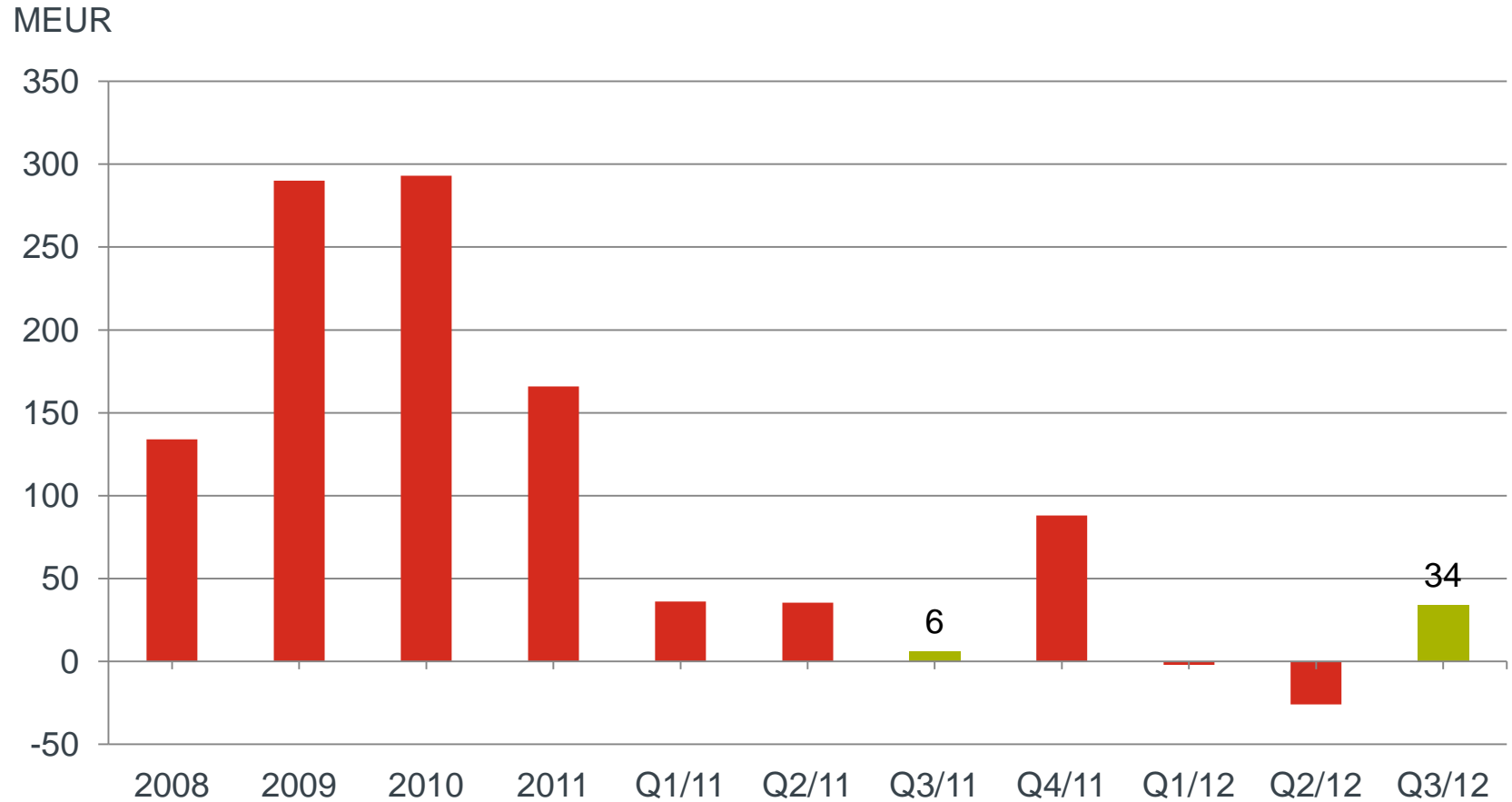


Load Handling Q3 – profitability rebounded from Q2

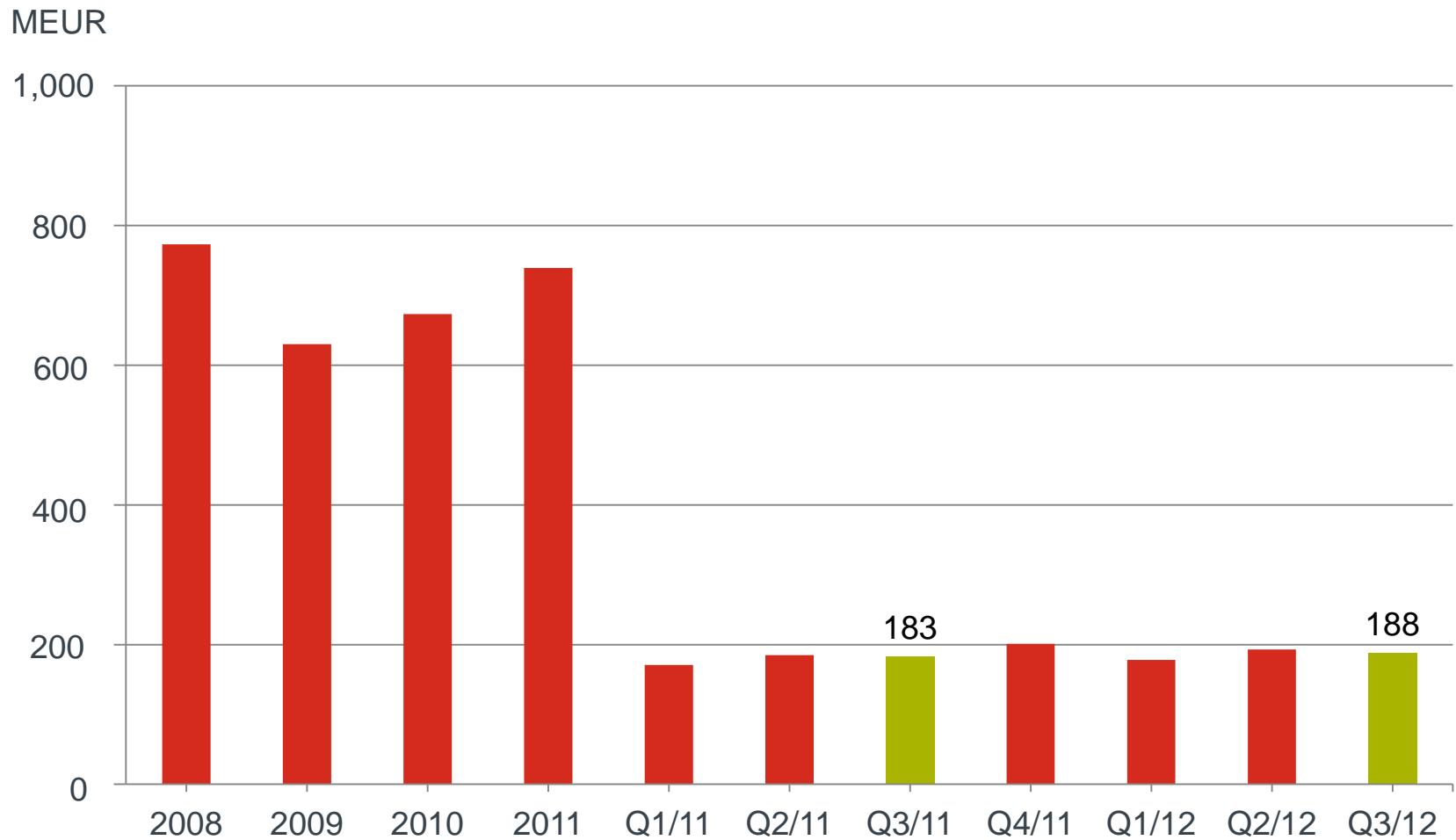
- Demand for load handling equipment in Europe weakened following the general economic uncertainty, and remained strong in the US.
- Orders grew 8% y-o-y.
- Sales grew 7% y-o-y.
- Profitability was 3.1% rebounding from Q2 as expected.
- Focus on profitability



Cash flow from operations positive

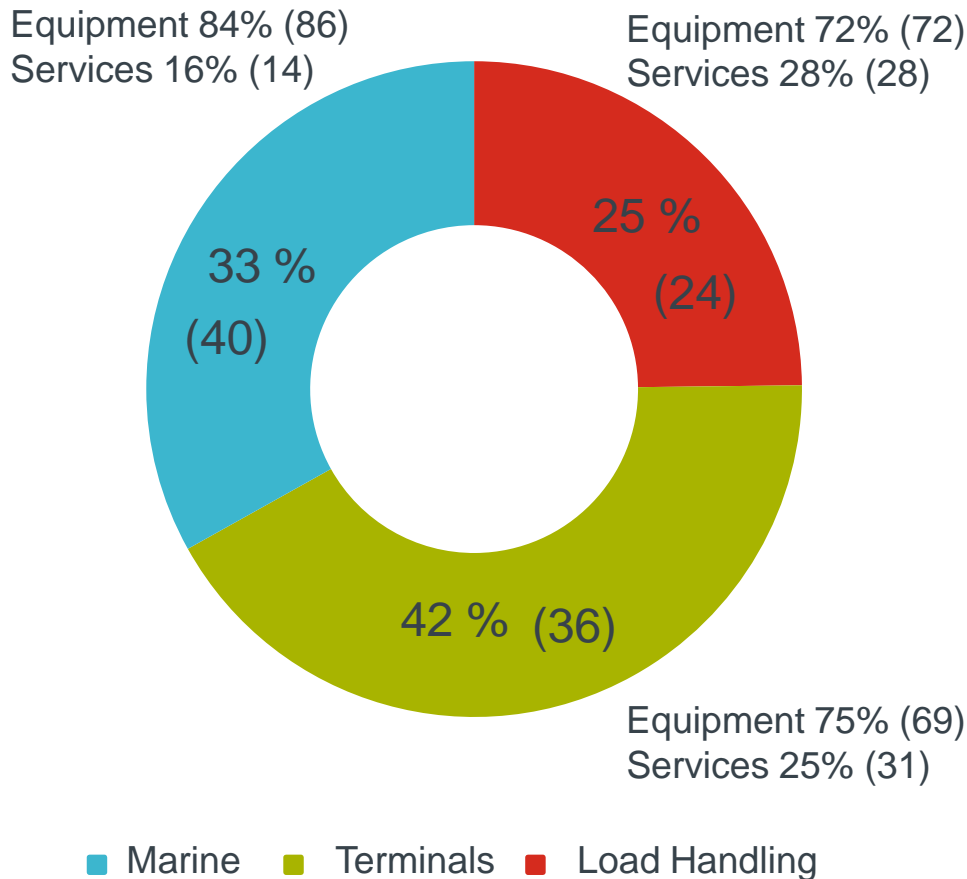


Services sales grew 3% y-o-y

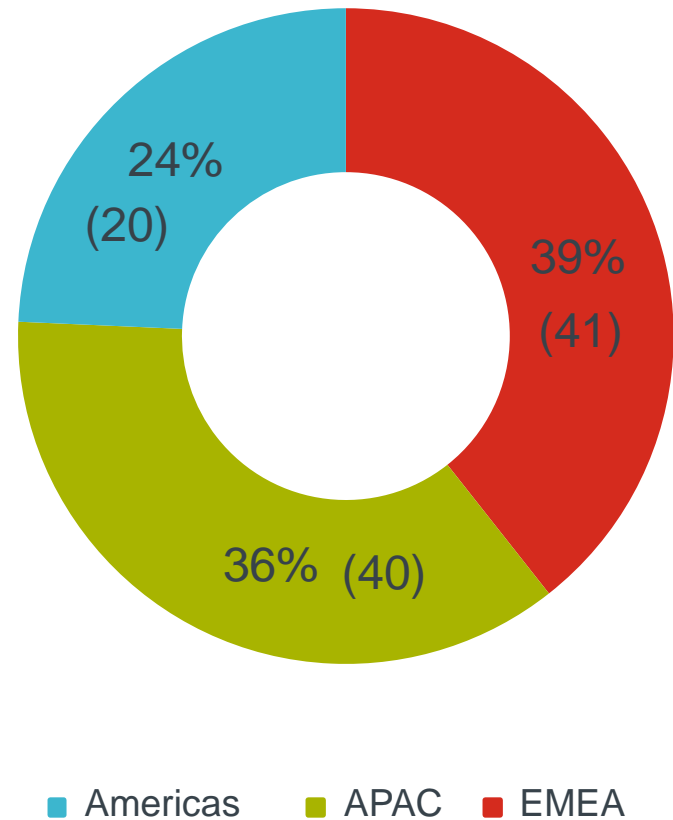


Balanced geographical split in sales

Sales by reporting segment 1-9/2012, %



Sales by geographical segment 1-9/2012, %



Cargotec's ongoing actions

- Interim President and CEO
- New more business-focused structure
- Employee cooperation negotiations
 - Could result in a reduction of around 245 man-years globally
- Centralisation of reachstacker and empty container handler production from Lidhult, Sweden, to Stargard Szczecinski, Poland
 - Could result in a reduction of around 130 employees
- Adjusting capacity to demand and restructuring operations in Hudiksvall, Sweden
 - Could result in a reduction of around 150 employees
- Business areas will be named after their industry leading brand names MacGregor, Kalmar and Hiab



Outlook

- Cargotec's operating profit margin for 2012 is expected to be approximately 5 percent excluding non-recurring costs.
- Sales are expected to grow from 2011.

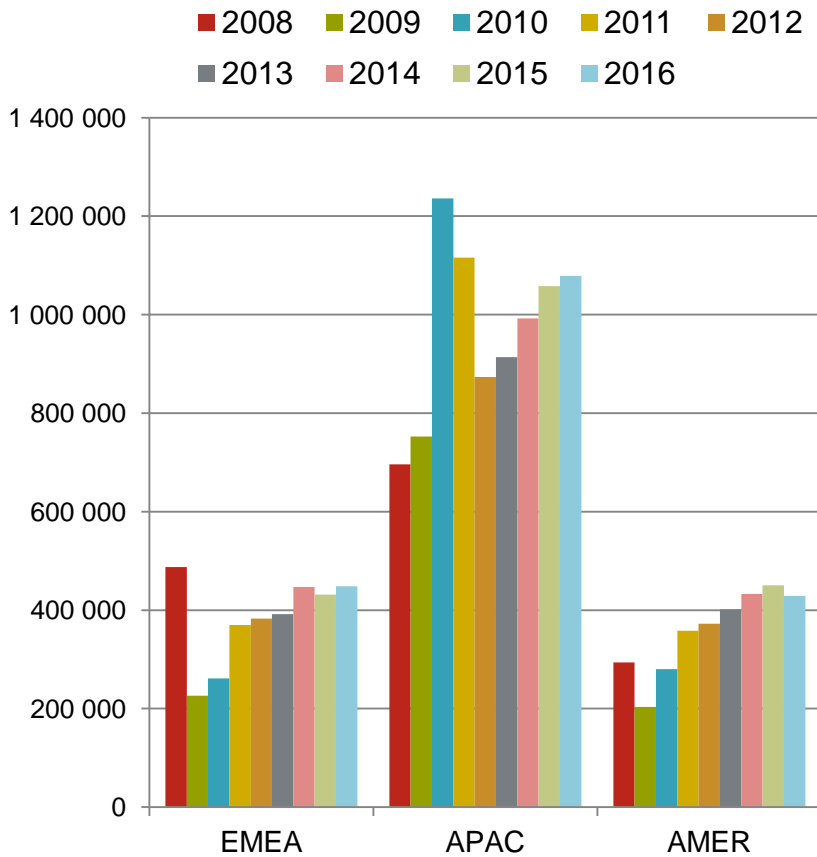


Appendices



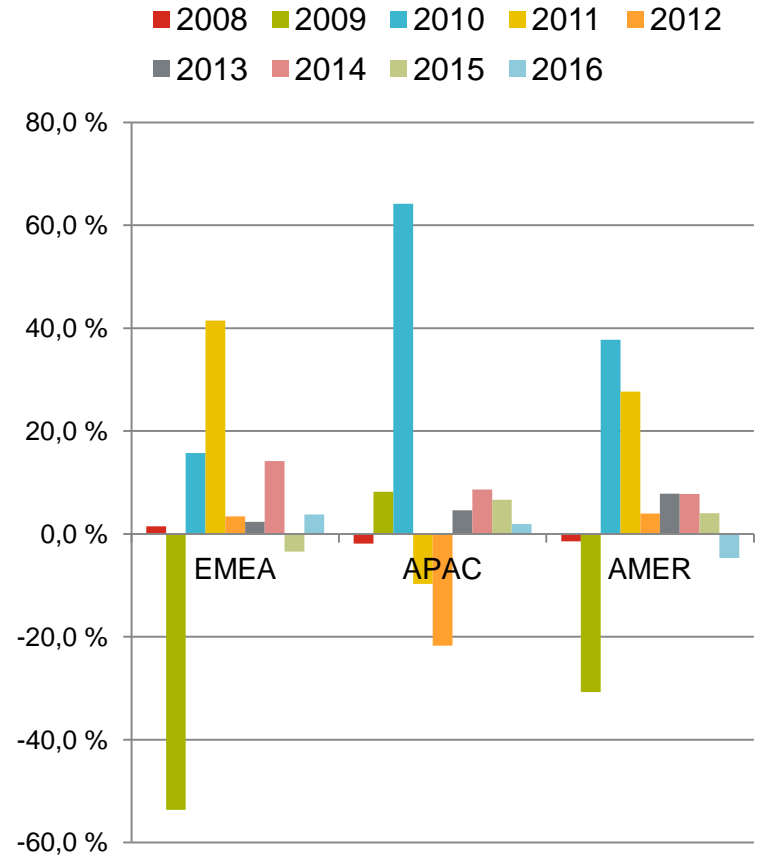
Macro indicator trends

Truck sales GVW over 15 ton - regions



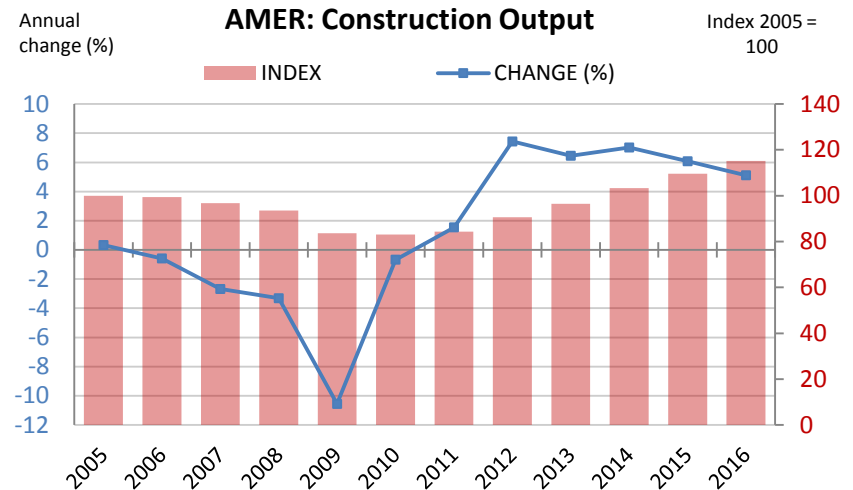
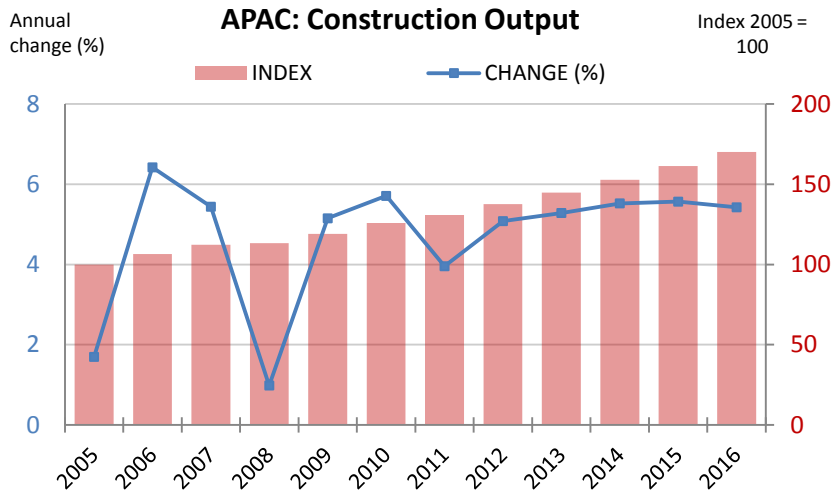
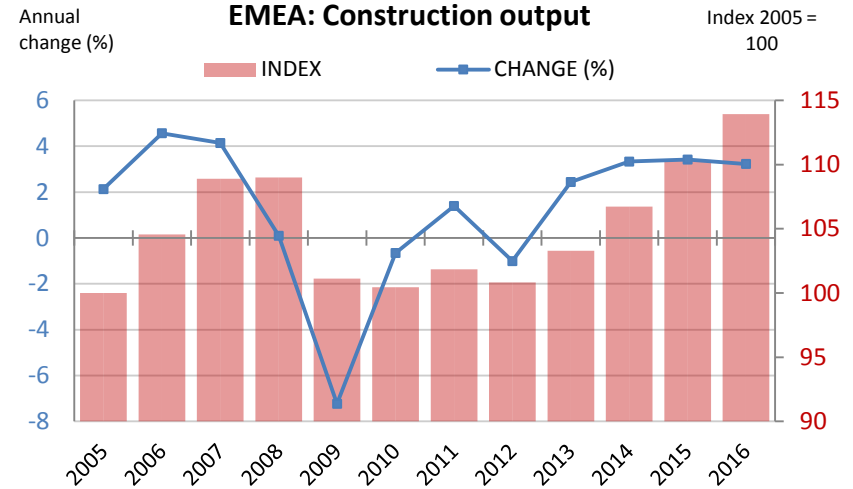
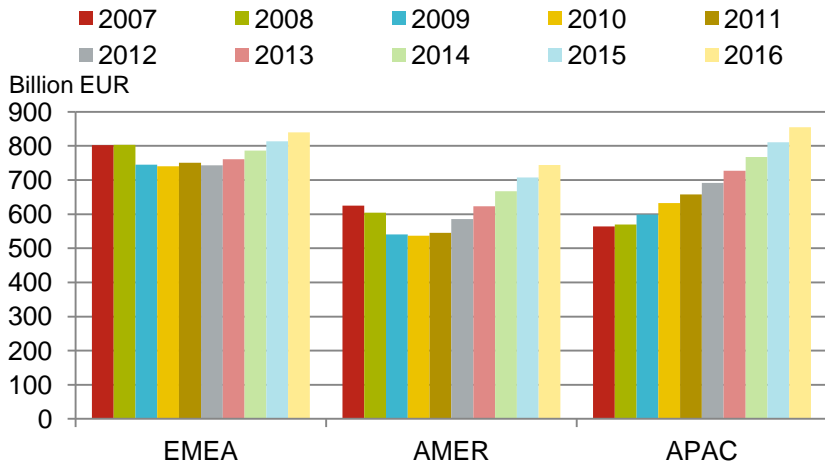
Source: IHS Global Insight Q3/2012

Sales growth GVW over 15 ton - regions



Macro indicator trends

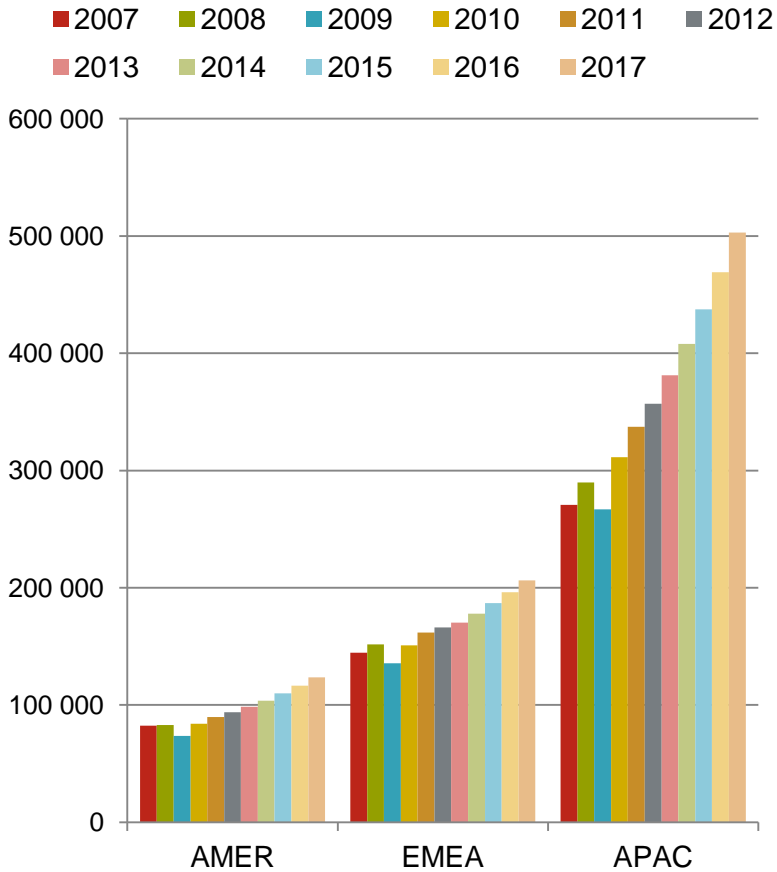
Total Construction Output



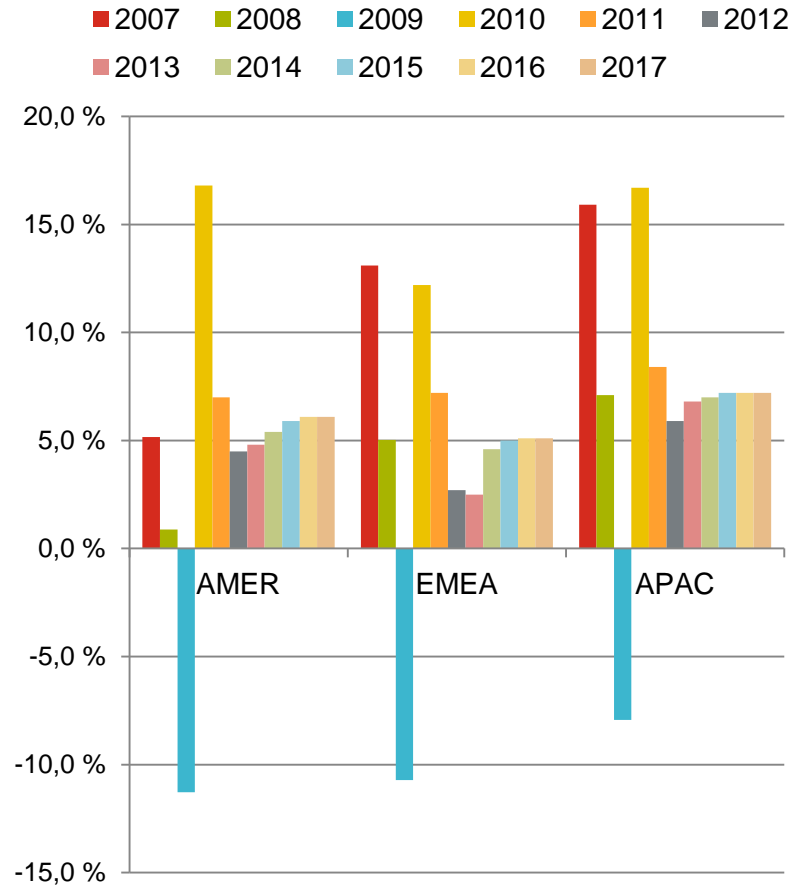
Source: Oxford Economics Q3/2012

Macro indicator trends

Drewry (Throughput '000 TEU units)

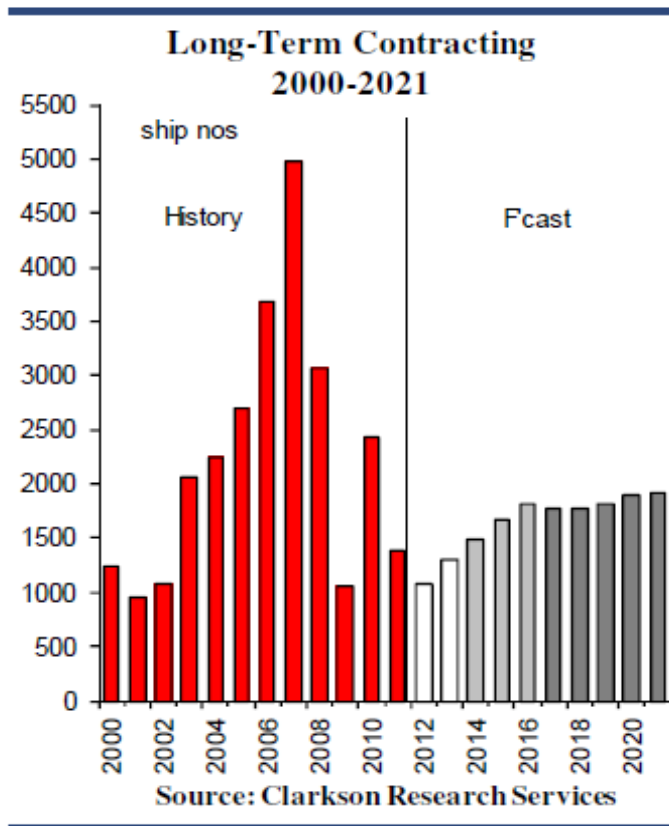


Drewry (Throughput TEU % change)

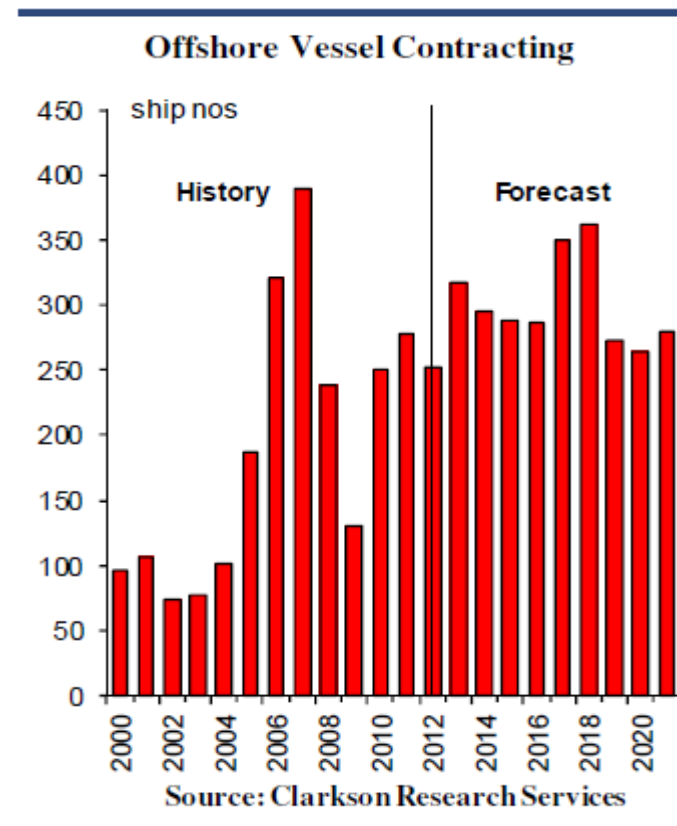


Source: Drewry Global Container Terminal Operators, Annual Report 2012

Ship contracting forecast



Long-Term Newbuilding Requirement, No.



Offshore Vessel Contracting

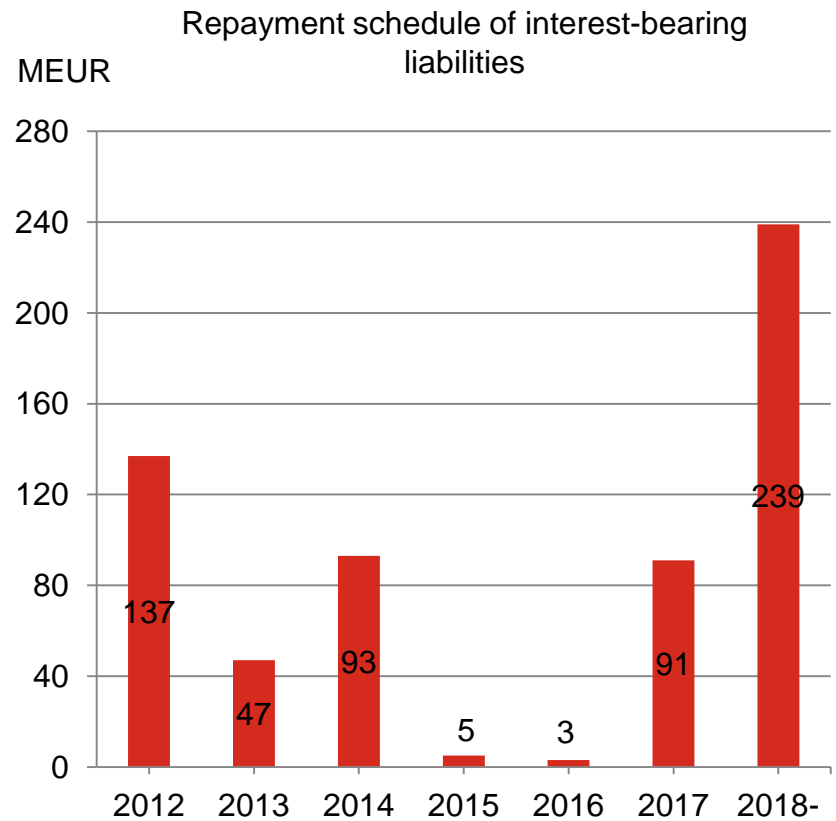
Source: Clarkson Shipbuilding forecast 9/2012

Low gearing and strong liquidity

30 Sep 2012

- Gearing 38.8%
- Net debt MEUR 485
- Liquidity MEUR 426
 - Cash and cash equivalents MEUR 126
 - Unused and committed long-term revolving credit facility of MEUR 300

→ Cargotec is well prepared financially for the coming years



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

Kalmar offering



Straddle carriers



Reachstackers



Terminal tractors



Forklift trucks



Ship-to-Shore 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		

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)
• Kyoritsu	X			X				
• Nakata	X			X				
• IHI		X						
• Coops & Nieborg	X							
• Macor	X			X		X		(X)
• Navalimpianti	(X)			X		(X)		
• Liebherr		X				X		X
• Oriental Precision		X				X		
• Huisman		X				X	X	
• MHI		X						
• German Lashing			X					X
• SEC			X					X
• Taiyo			X				X	
• National Oilwell Varco						X	X	X
• Rolls Royce						X	X	X
• Aker Solutions (Pusnes)							X	
• Hatlapa							X	(X)
• EMS-Tech					X			
• Seabulk					X			
• Oshima	X				X			

