

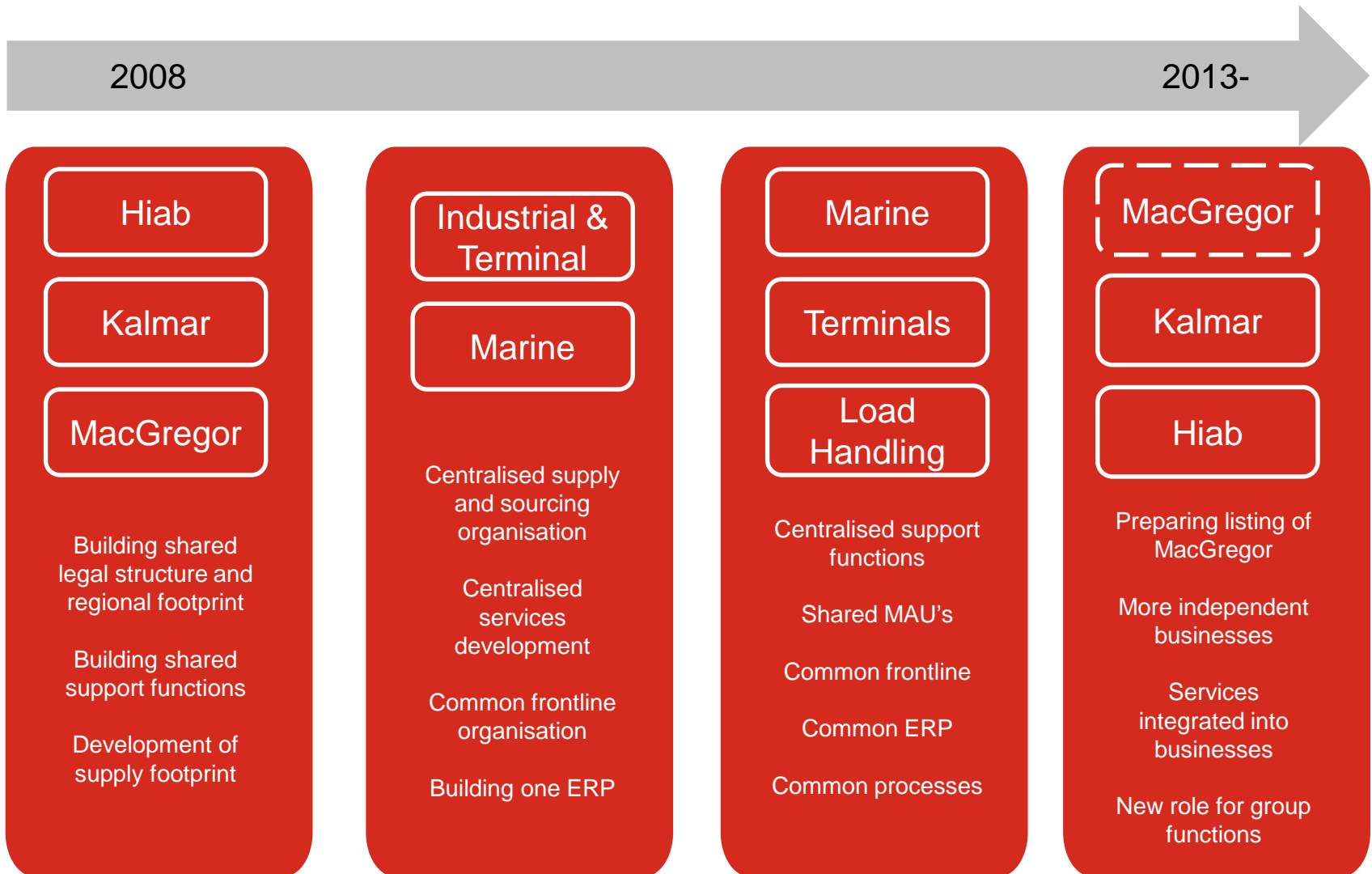
## Q3 2012 London road show – 5-6 November

CFO Eeva Sipilä




# Strategy and structure



# Cargotec's evolution



# 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><b>MAGGREGOR</b> Solutions for maritime transportation and offshore industries.</p>	33%	EMEA 23% APAC 73% AMER 4%	16%	12-24 months
 <p><b>KALMAR</b> Ship-to-shore and container handling solutions for ports and terminals</p>	42%	EMEA 42% APAC 22% AMER 36%	25%	6-9 months
 <p><b>HIAB</b> Solutions for industrial and on-road load handling</p>	25%	EMEA 55% APAC 13% AMER 32%	28%	2-4 months

# 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

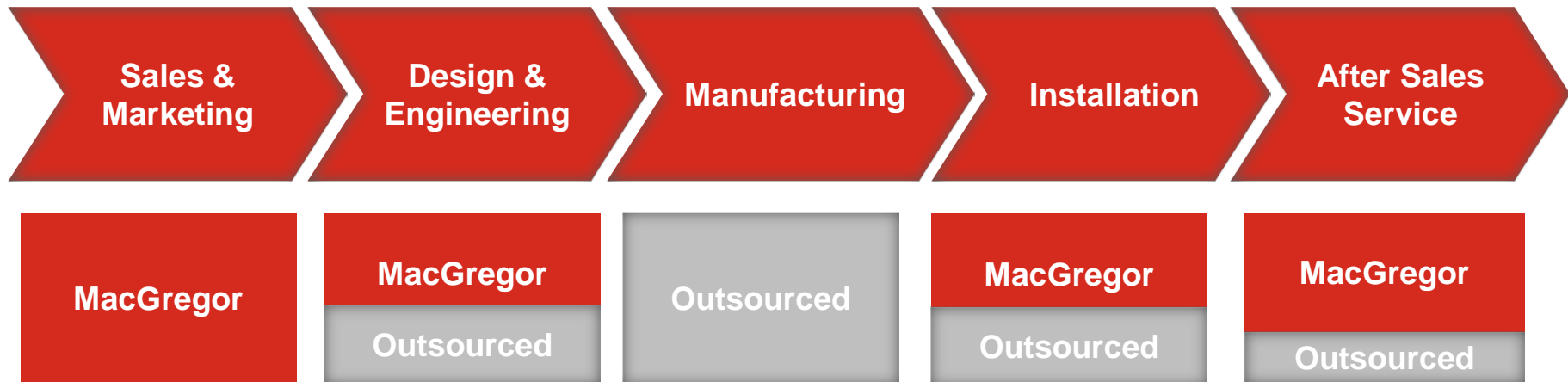


# Marine core is in merchant ships, offshore offers attractive growth opportunities



# 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

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

# 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



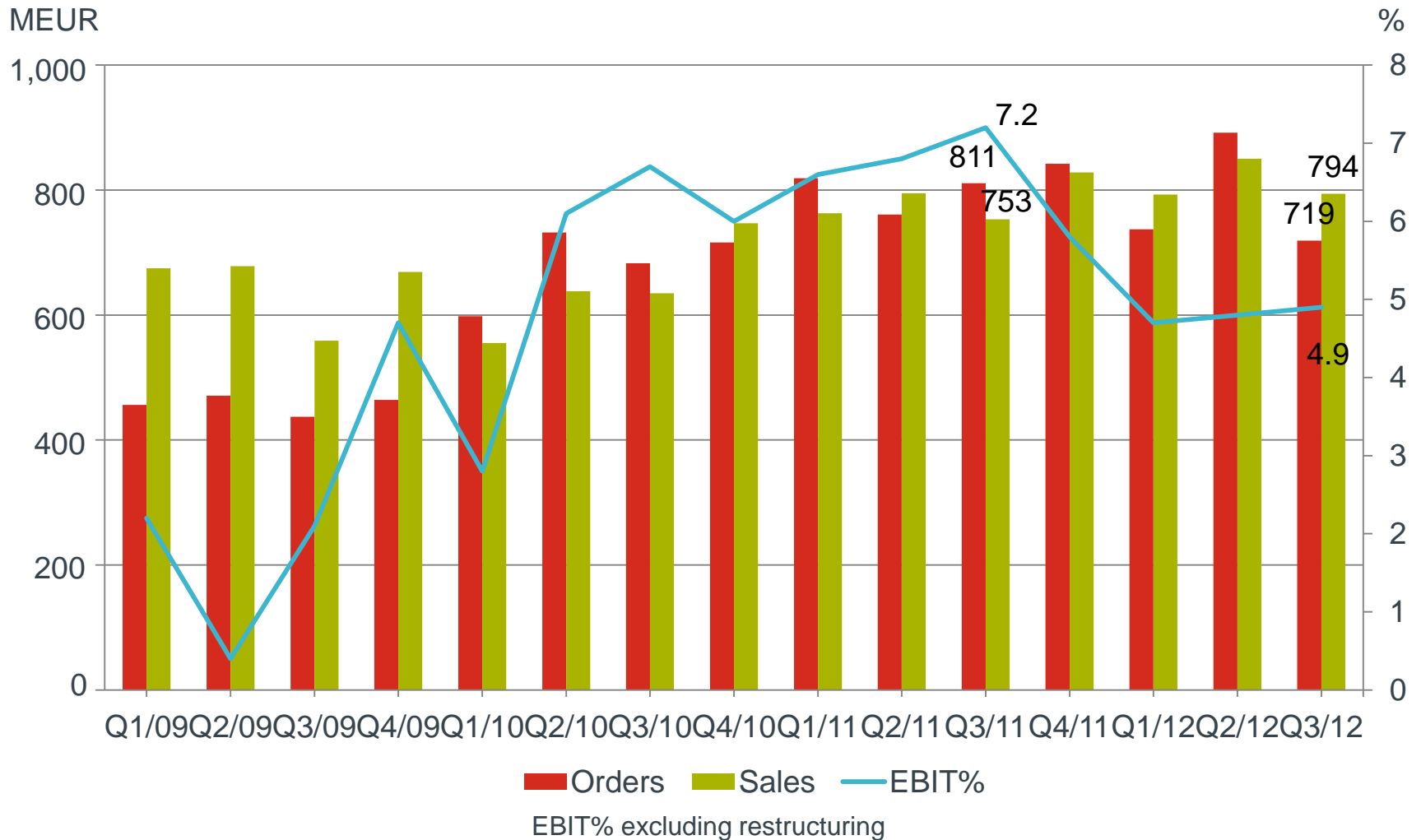
# January–September key figures

	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

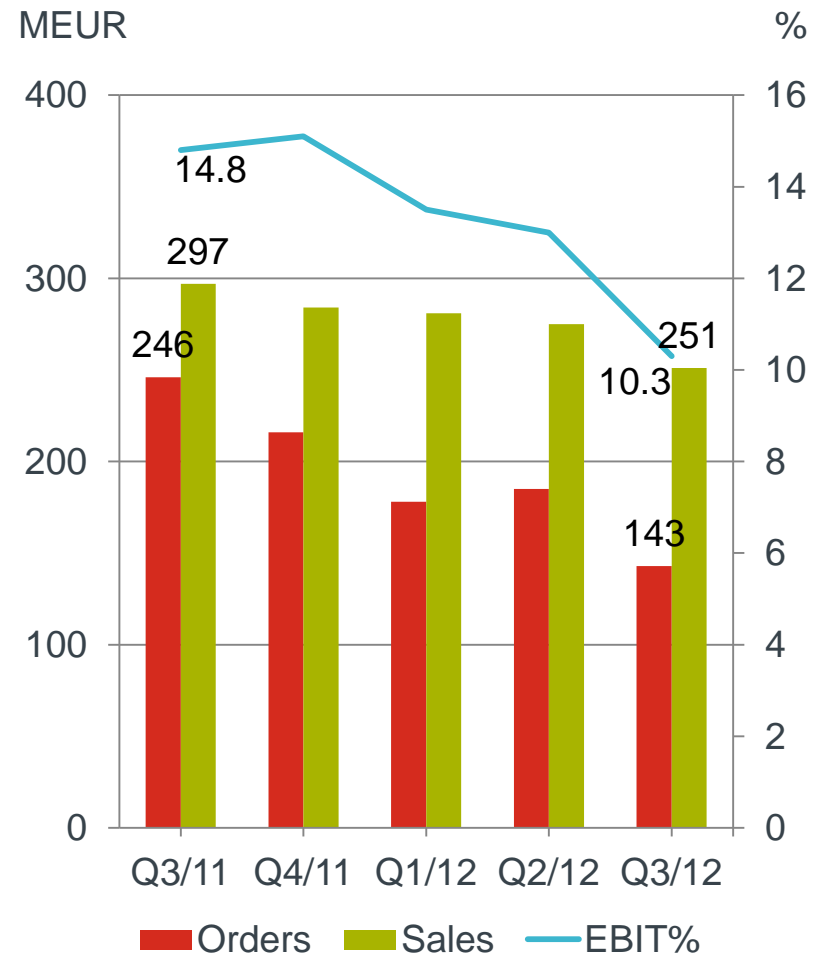


# Performance development



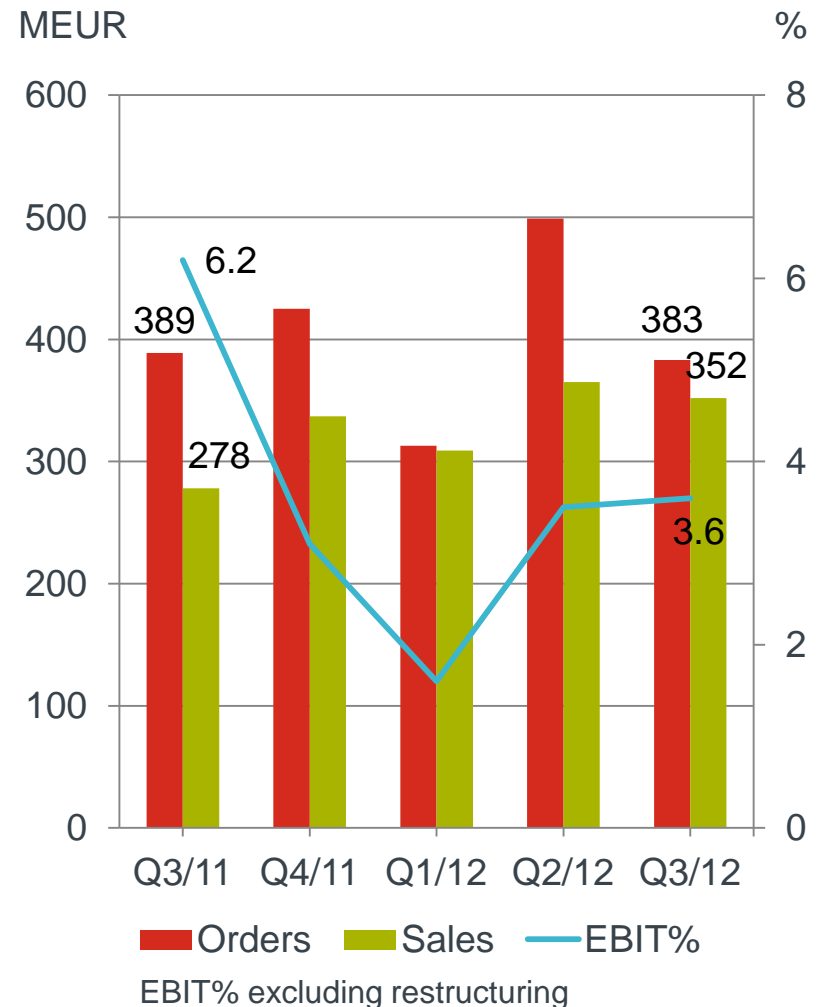
# Marine Q3 – challenging market environment

- 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



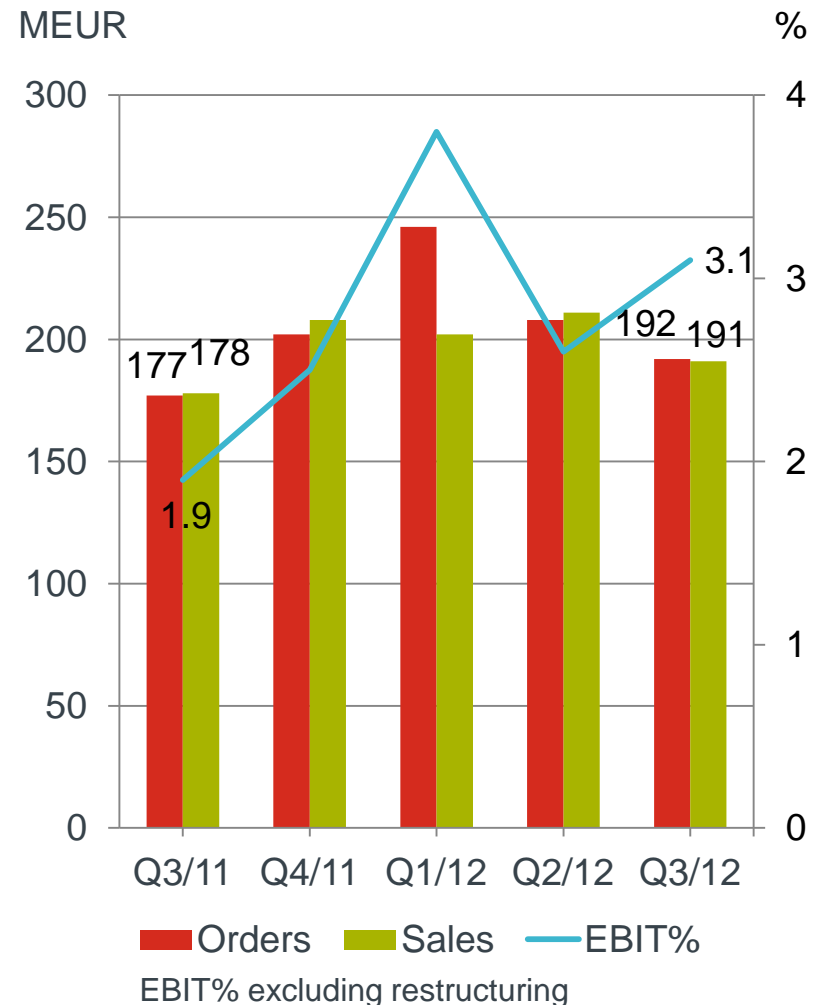
# Terminals Q3 – two major port equipment orders from Australia

- 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

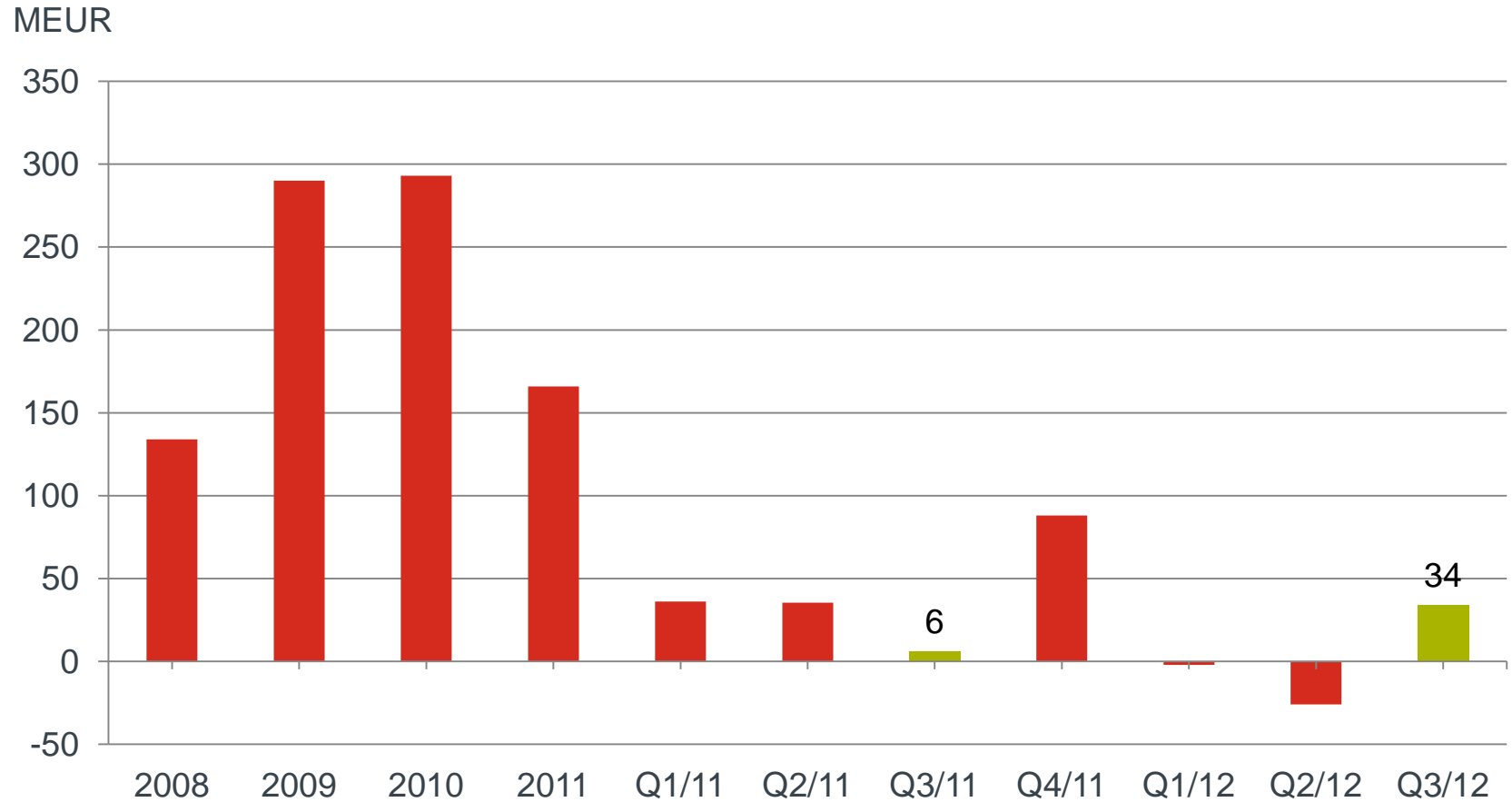


# Load Handling Q3 – profitability rebounded from Q2

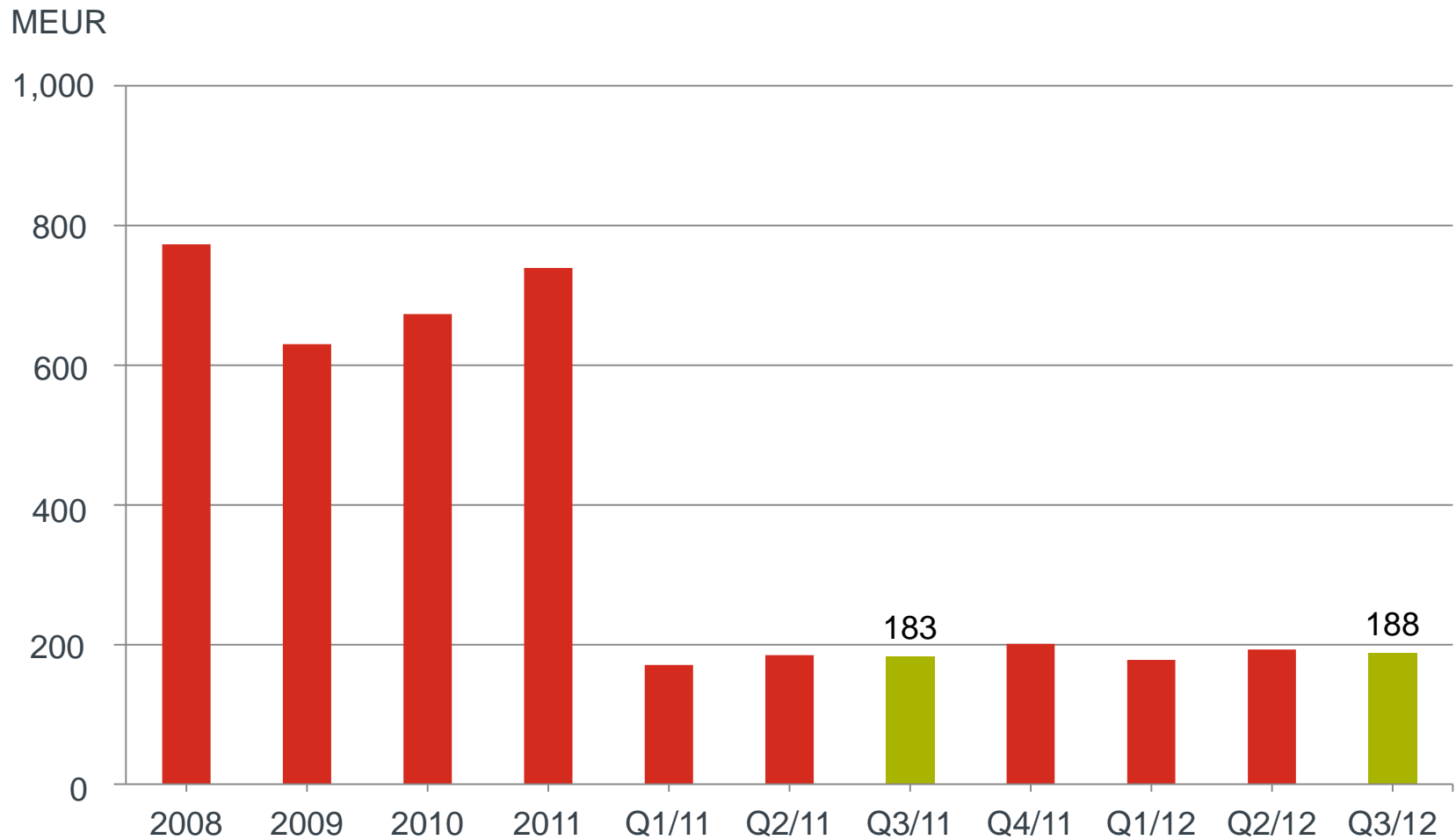
- Demand for load handling equipment in Europe weakened following the general economic uncertainty, and remained strong in the US.
- Orders grew 8% y-o-y.
- Sales grew 7% y-o-y.
- Profitability was 3.1% rebounding from Q2 as expected.
- Focus on profitability



# Cash flow from operations positive

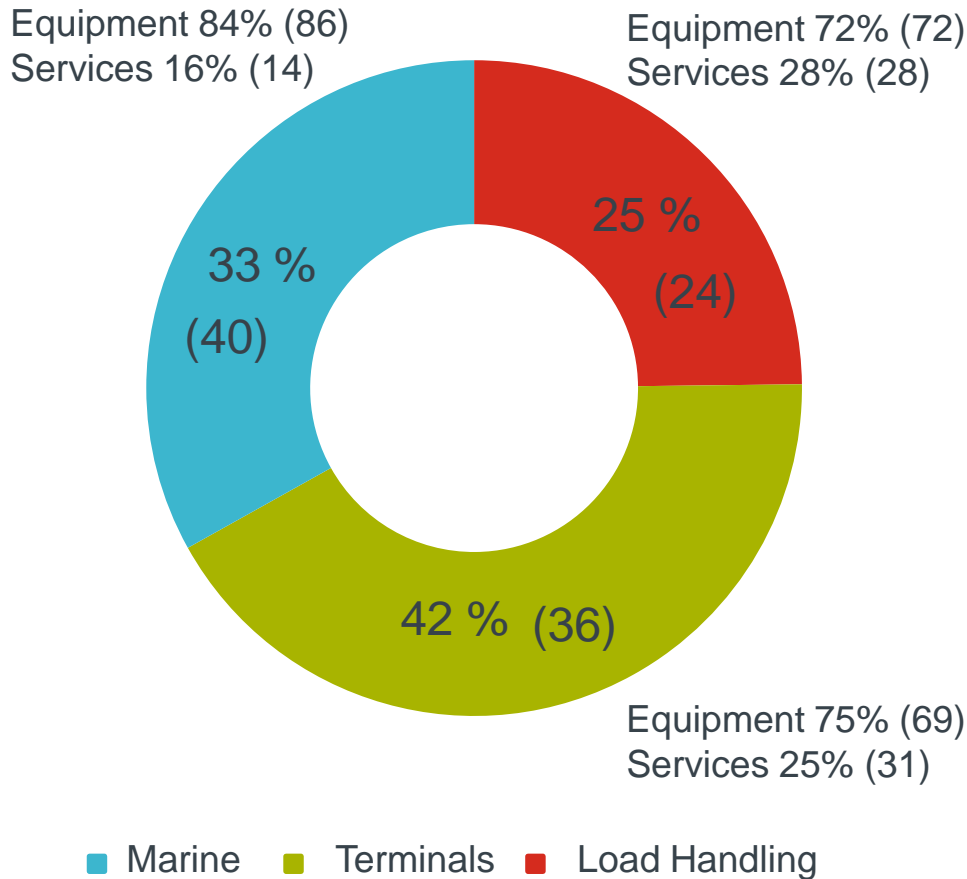


# Services sales grew 3% y-o-y

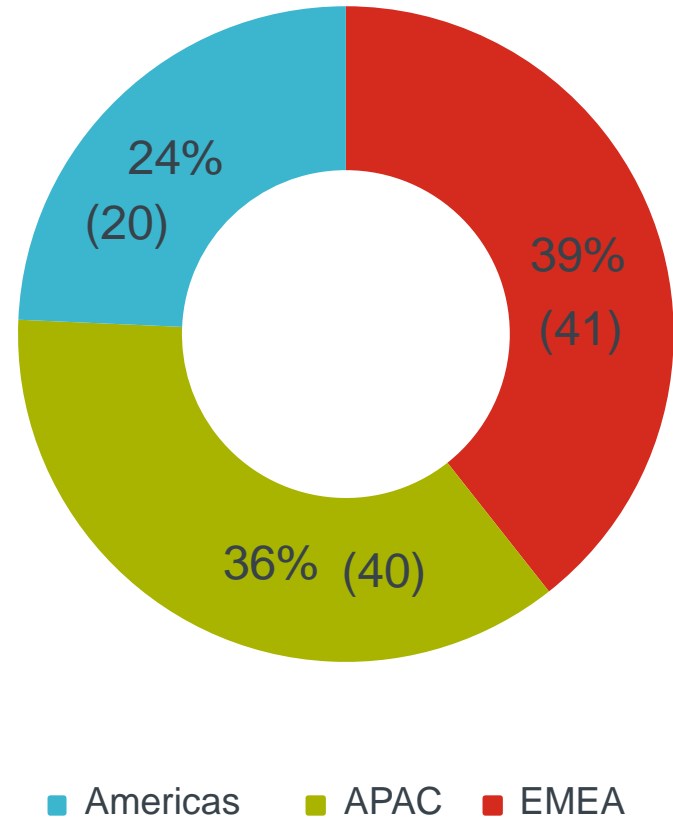


# Balanced geographical split in sales

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
- 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.

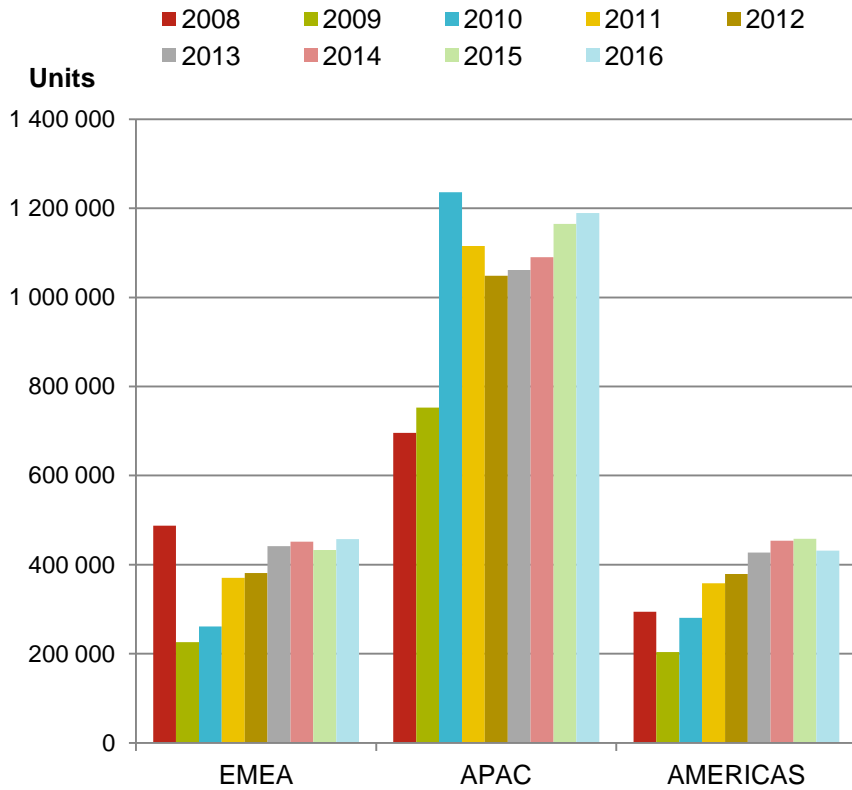


# Appendices



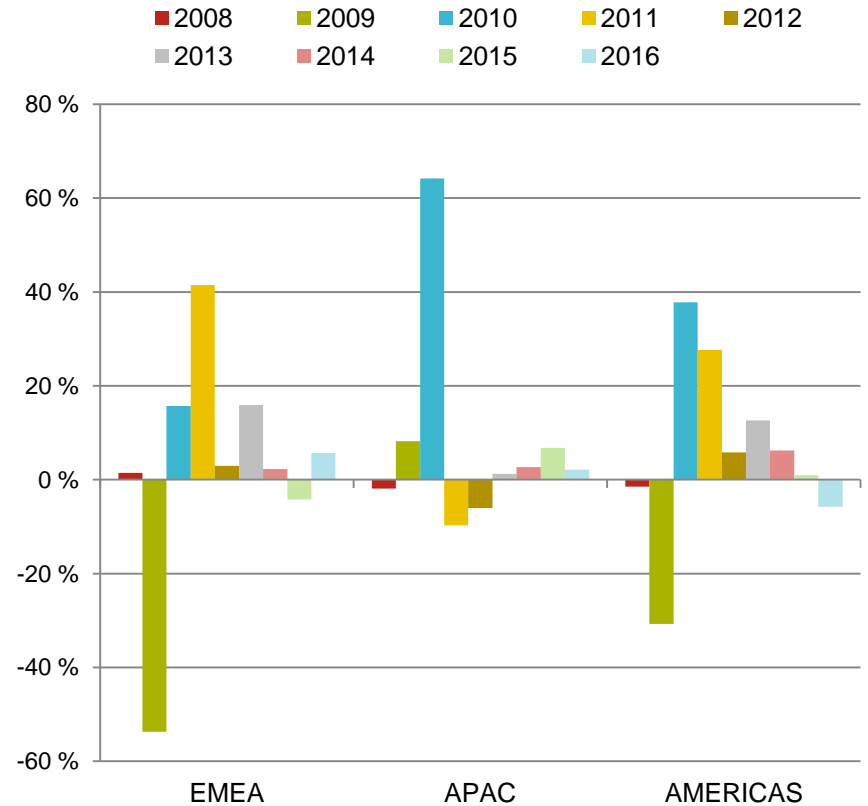
# Macro indicator trends

Truck sales GVW over 15 ton - Regions



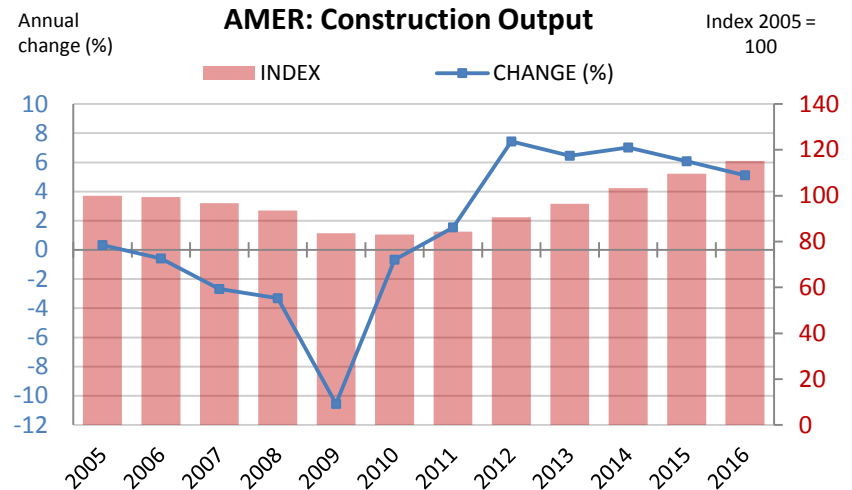
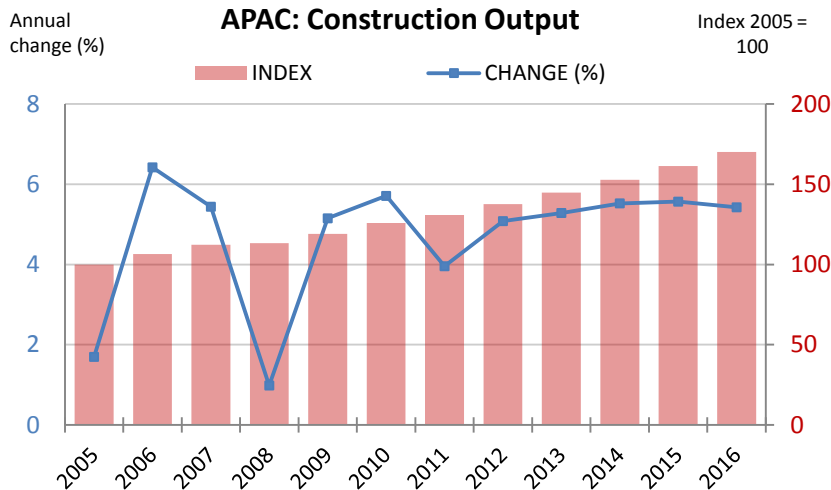
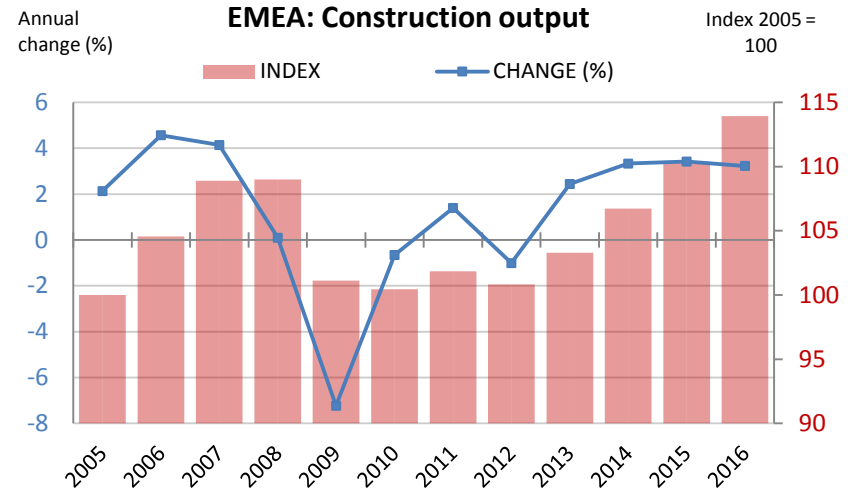
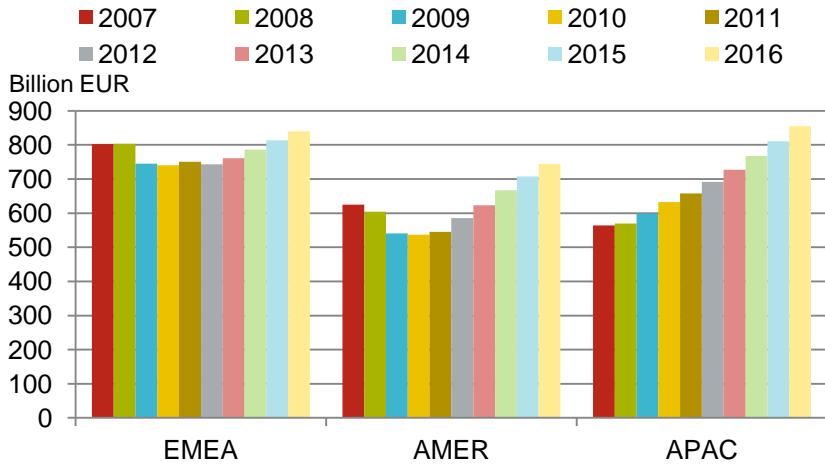
Source: IHS Global Insight Q2/2012

Sales growth GVW over 15 ton - Regions



# Macro indicator trends

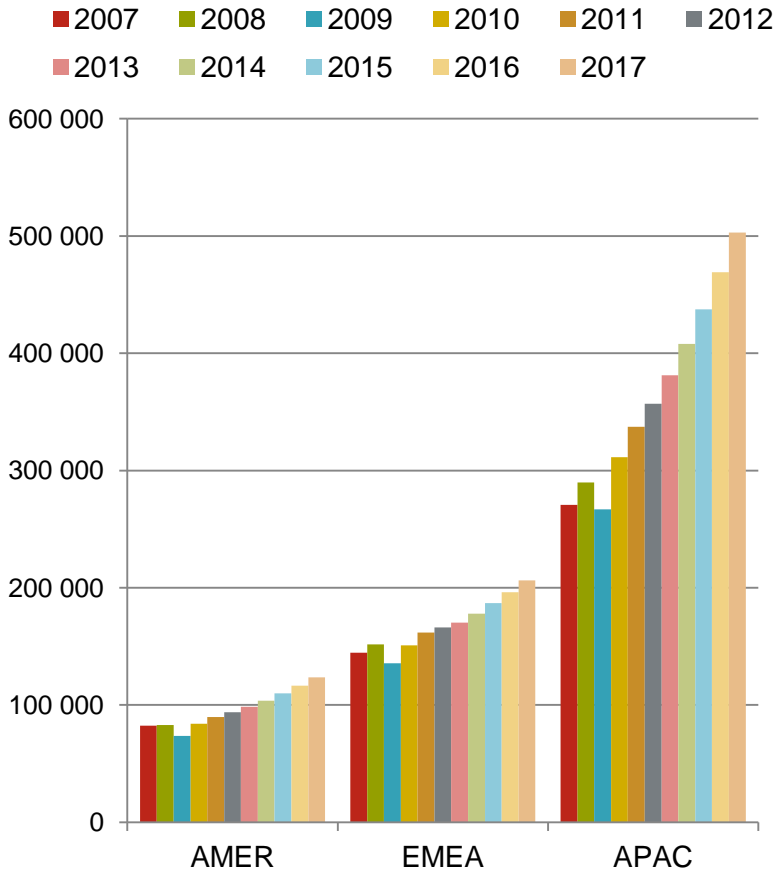
## Total Construction Output



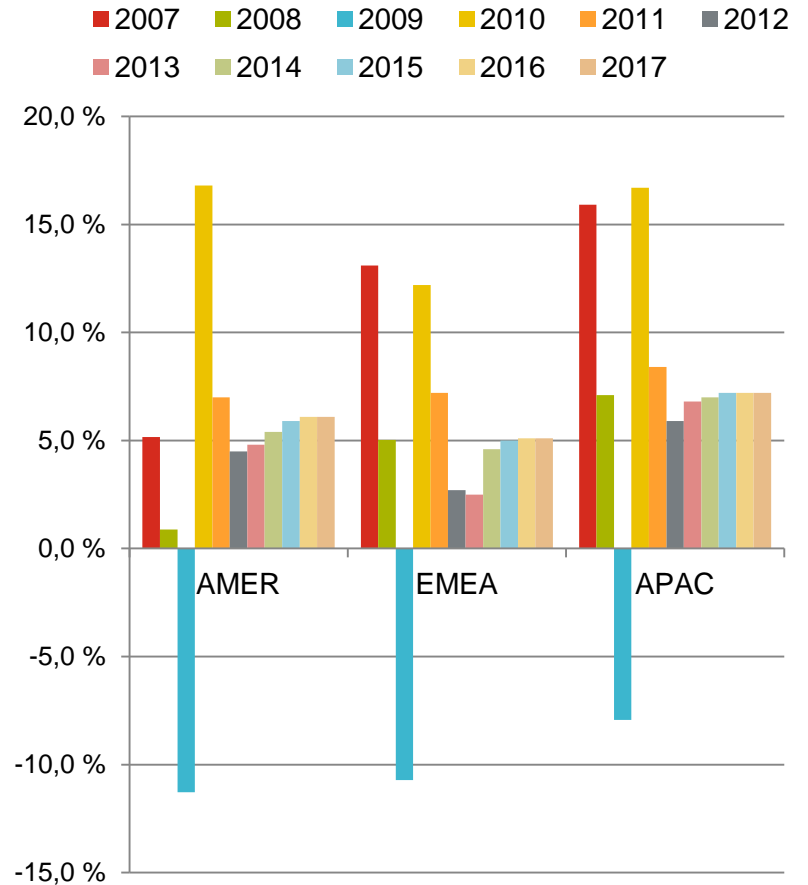
Source: Oxford Economics Q3/2012

# Macro indicator trends

Drewry (Throughput '000 TEU units)

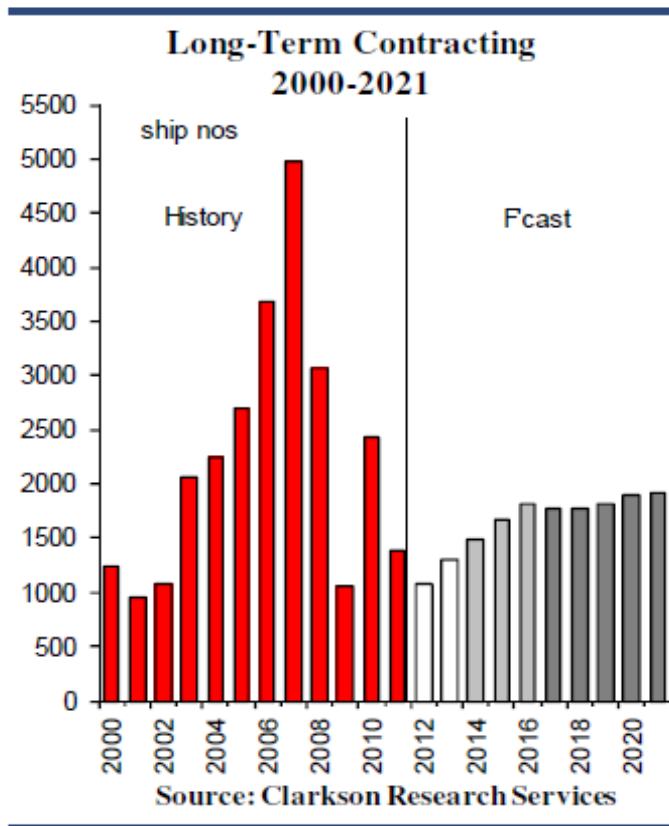


Drewry (Throughput TEU % change)

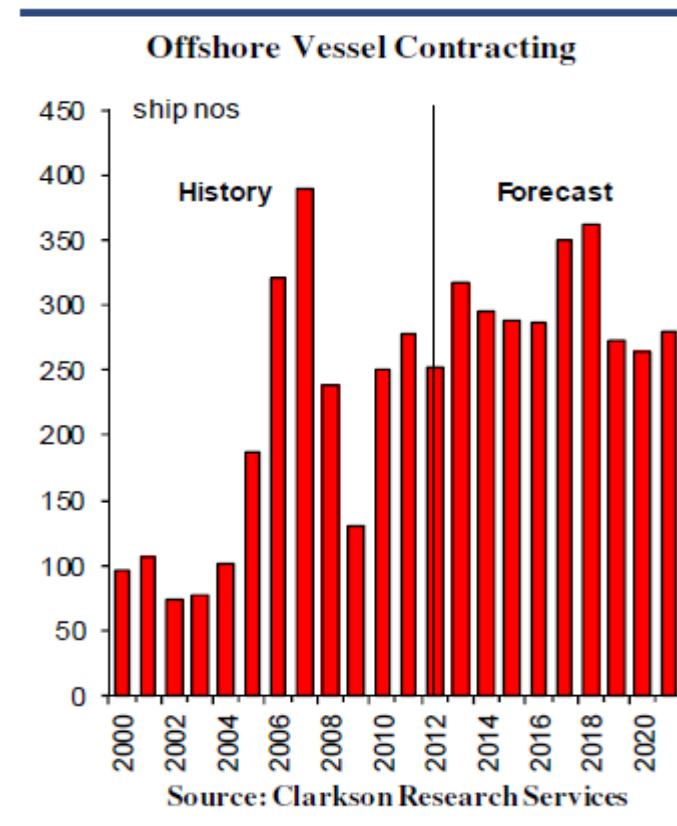


Source: Drewry Global Container Terminal Operators, Annual Report 2012

# Ship contracting forecast



*Long-Term Newbuilding Requirement, No.*



*Offshore Vessel Contracting*

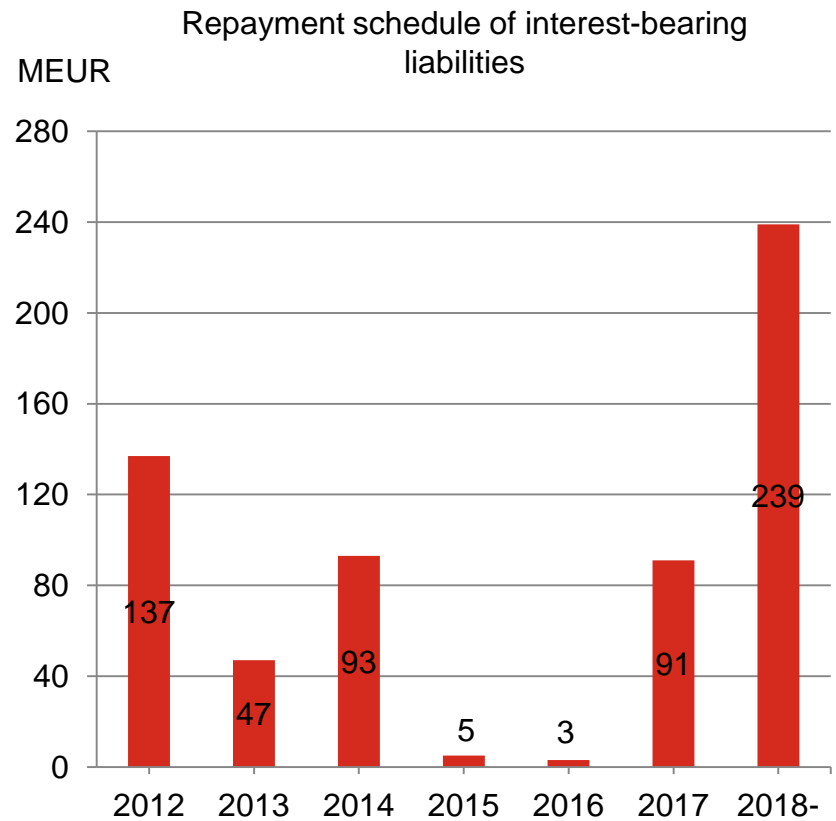
Source: Clarkson Shipbuilding forecast 9/2012

# 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			

