

CARGOTEC

President and CEO Mikael Mäkinen

15 June 2010



Paris road show



June 2010

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HIAB · KALMAR · MACGREGOR

Cargotec in brief

Cargotec improves the efficiency of cargo flows on land and at sea – wherever cargo is on the move. Cargotec’s daughter brands, Hiab, Kalmar and MacGregor are recognised leaders in cargo and load handling solutions around the world. Cargotec’s global network is positioned close to customers and offers extensive services that ensure the continuous, reliable and sustainable performance of equipment. Cargotec’s sales totalled EUR 2.6 billion in 2009 and it employs approximately 9,500 people. Cargotec’s class B shares are quoted on the NASDAQ OMX Helsinki.



Cargotec is a global market leader



Solutions for industrial and on-road load handling

Competitors

- Palfinger
- Fassi
- Hyva
- Effer



Solutions for ports and container handling

Competitors

- Terex/Fantuzzi Group
- ZPMC
- Konecranes



Solutions for marine cargo handling and offshore load handling

Competitors

- TTS

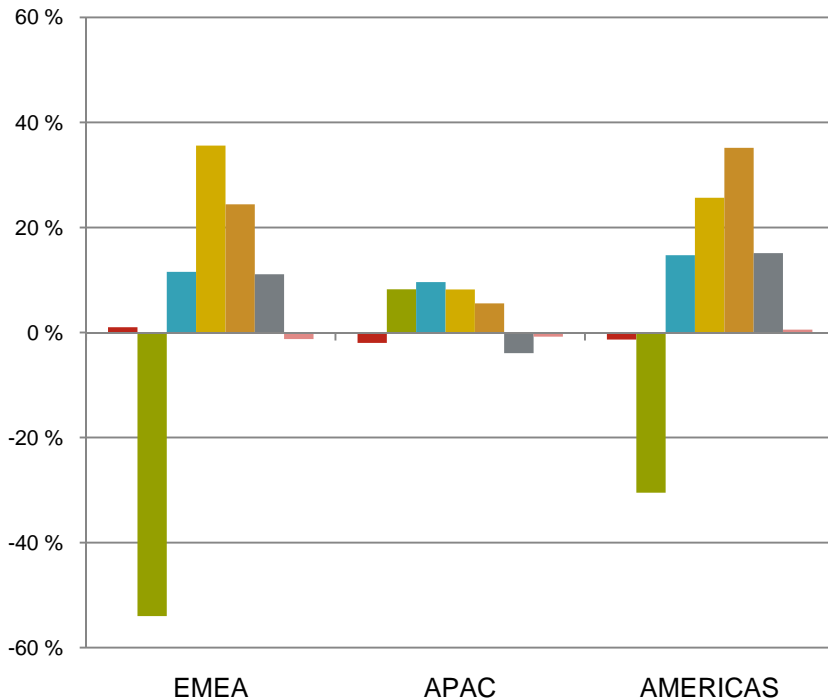
Macro indicator trends for Industrial



Heavy Truck Registrations

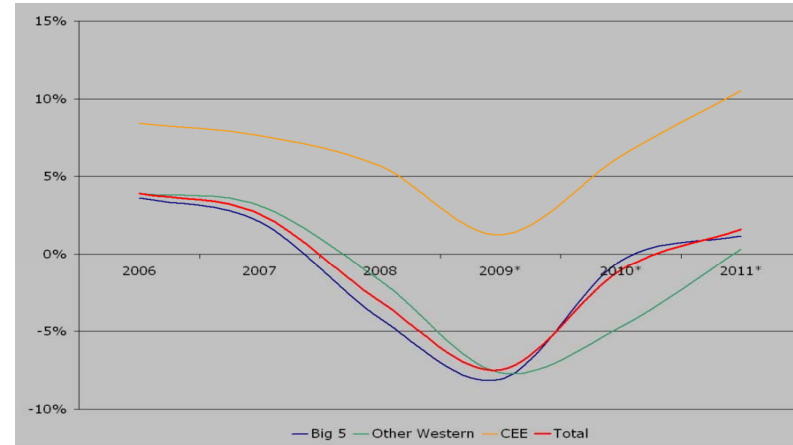
Sales growth GVW over 15 ton - Regions

■ 2008 ■ 2009 ■ 2010 ■ 2011 ■ 2012 ■ 2013 ■ 2014

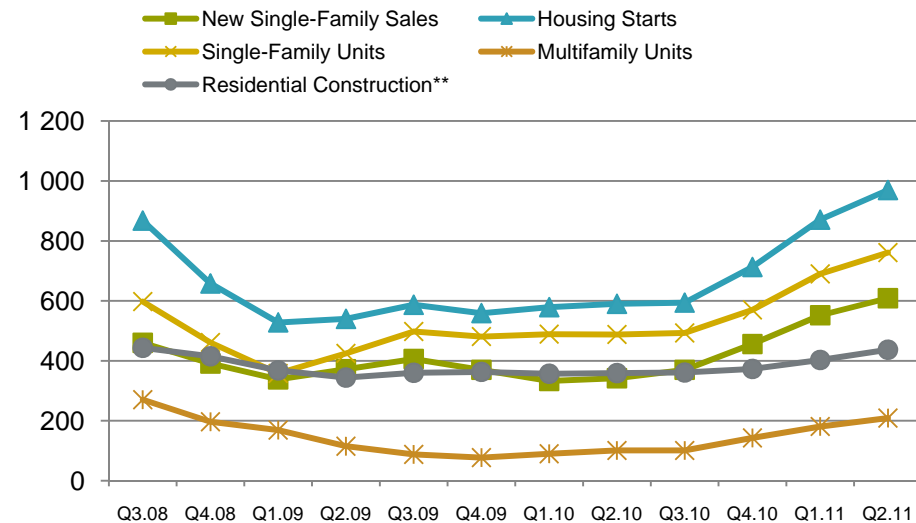


Source: Global Insight Q12010, Euroconstruct website, Realtor May 2010

Euroconstruct: Construction output



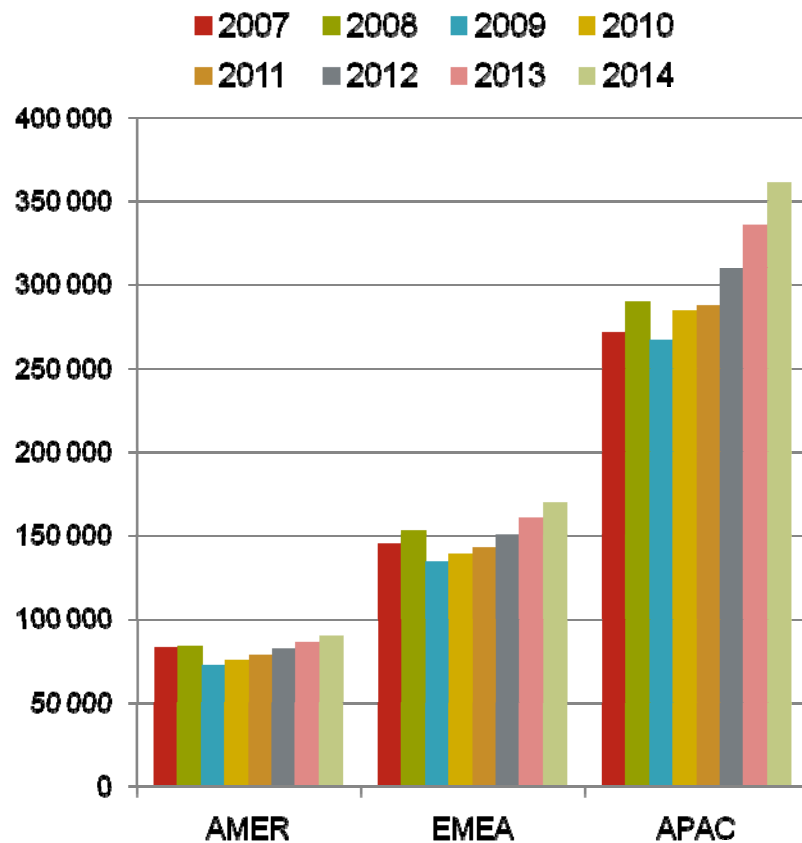
Realtor: US Housing indicators 2008-2011 (Thousands)



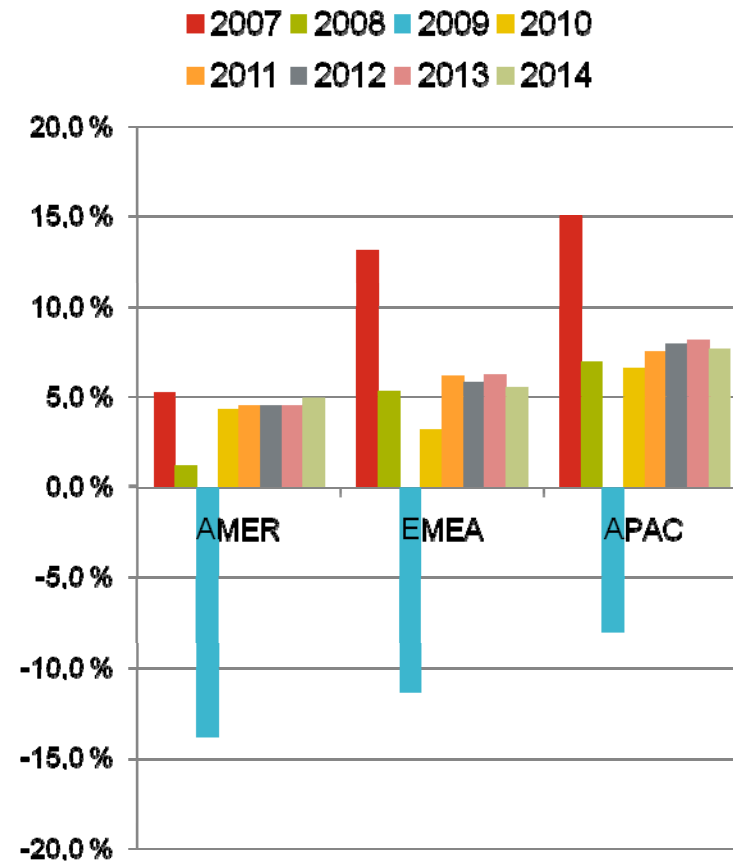
HIAB · KALMAR · MACGREGOR

Macro indicator trends for Terminal

Drewry (Throughput TEU units)

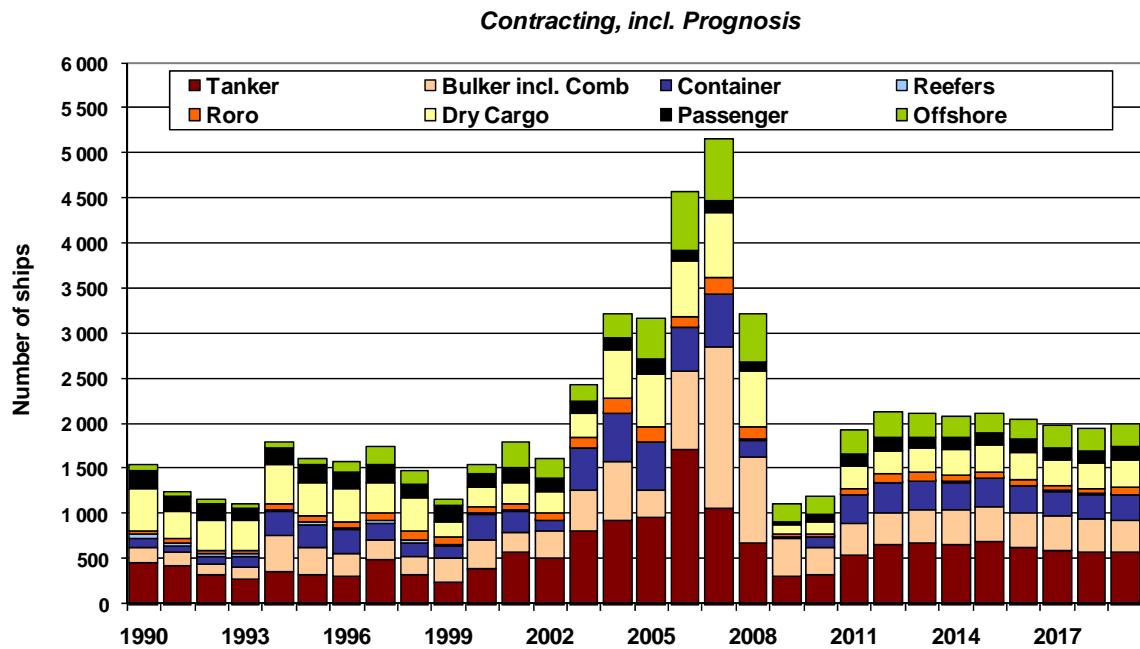


Drewry (Throughput TEU % change)



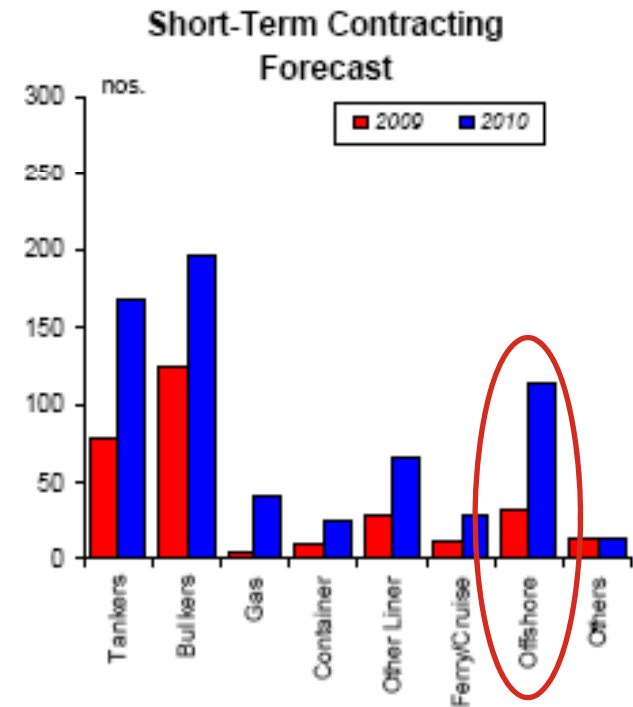
Source: Drewry Annual Review of Global Container Terminal Operators July 2009
Drewry Container Forecasters Q42009 and Q12010

Ship ordering recovery in 2010 headed by offshore



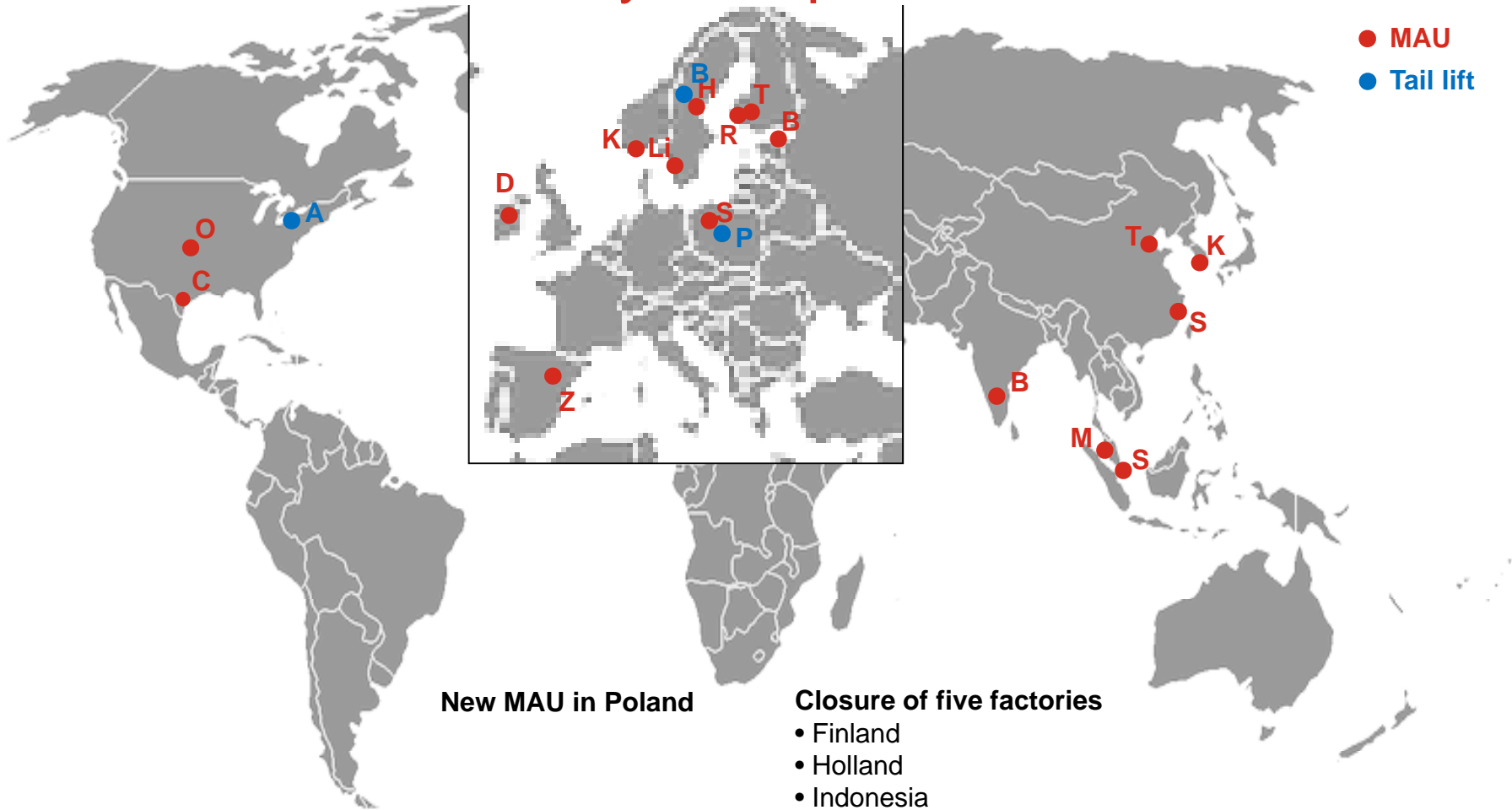
Database Date: 10-04-01

Source: SAI, 1 April 2010

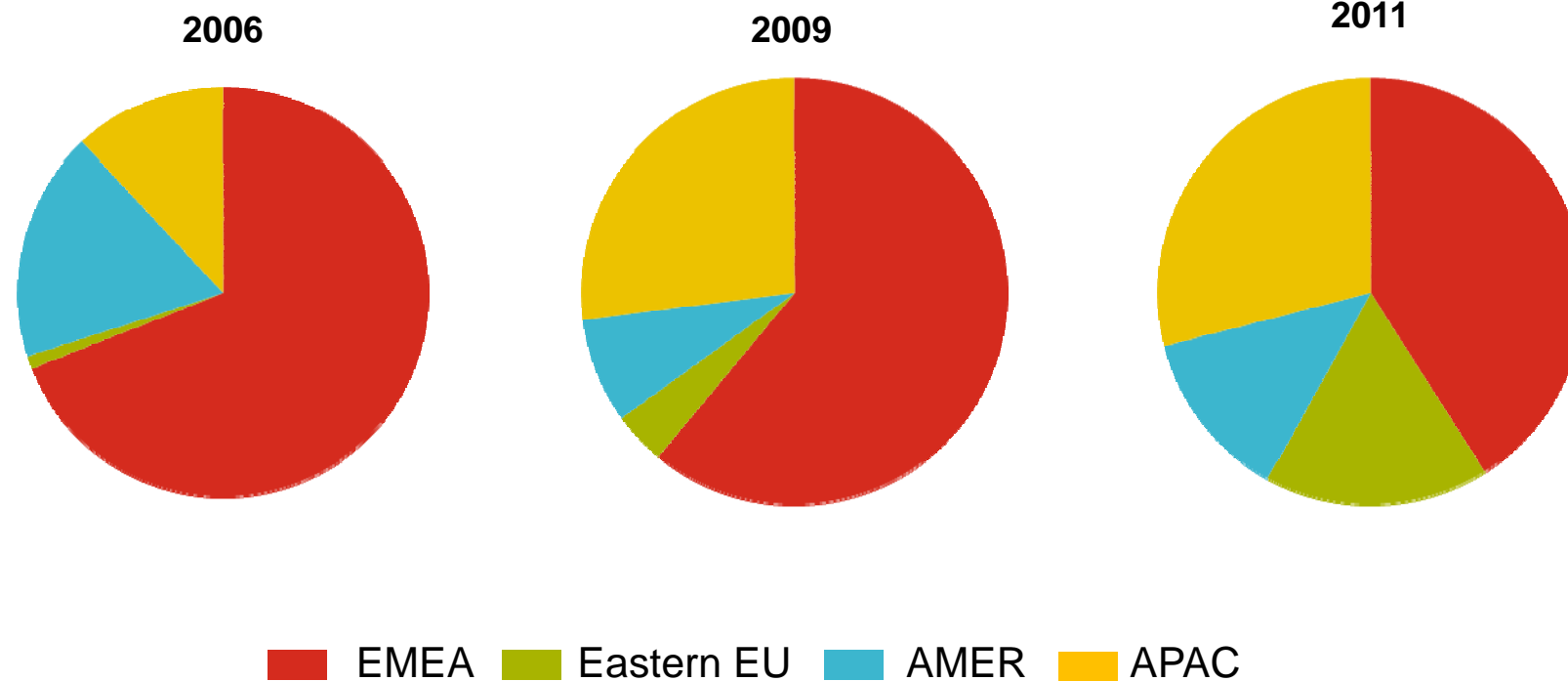


Source: Clarkson Research Services

More balanced factory set-up

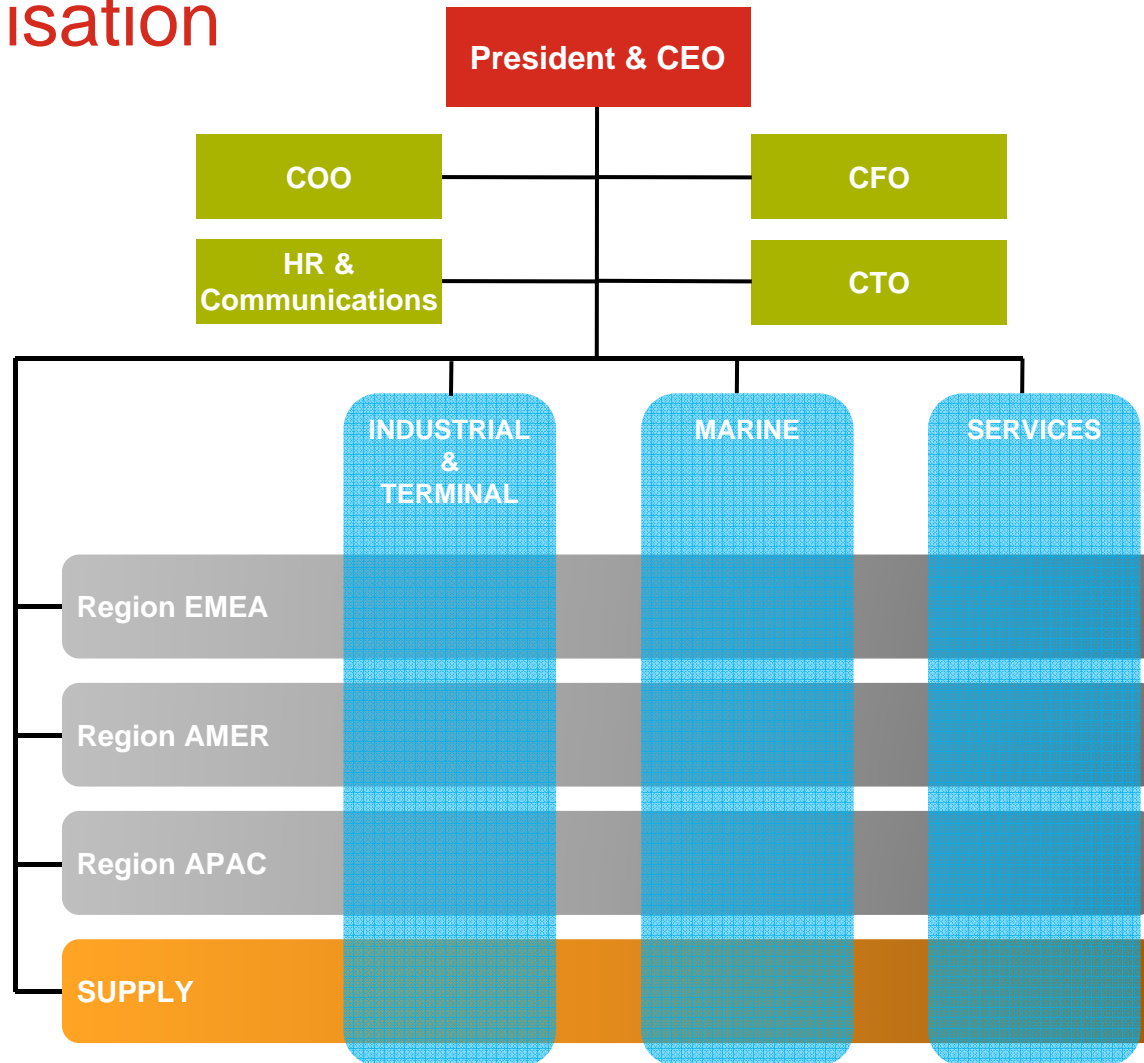


Increasing sourcing from Eastern EU and APAC



Volume in USA decreased from 2006 to 2009 mainly due to weakening market

Organisation



Highlights of January–March report

- Positive signs in business environment
- Order intake 31% up y-o-y and 29% q-o-q
- Sales declined due to low order book and delivery challenges in Industrial & Terminal
- Production ramp-up ongoing
- Excellent profitability for Marine
- Restructuring measures concluded with total impact of 3,200 people
- EUR 150 million annual savings achieved



Market environment in January–March

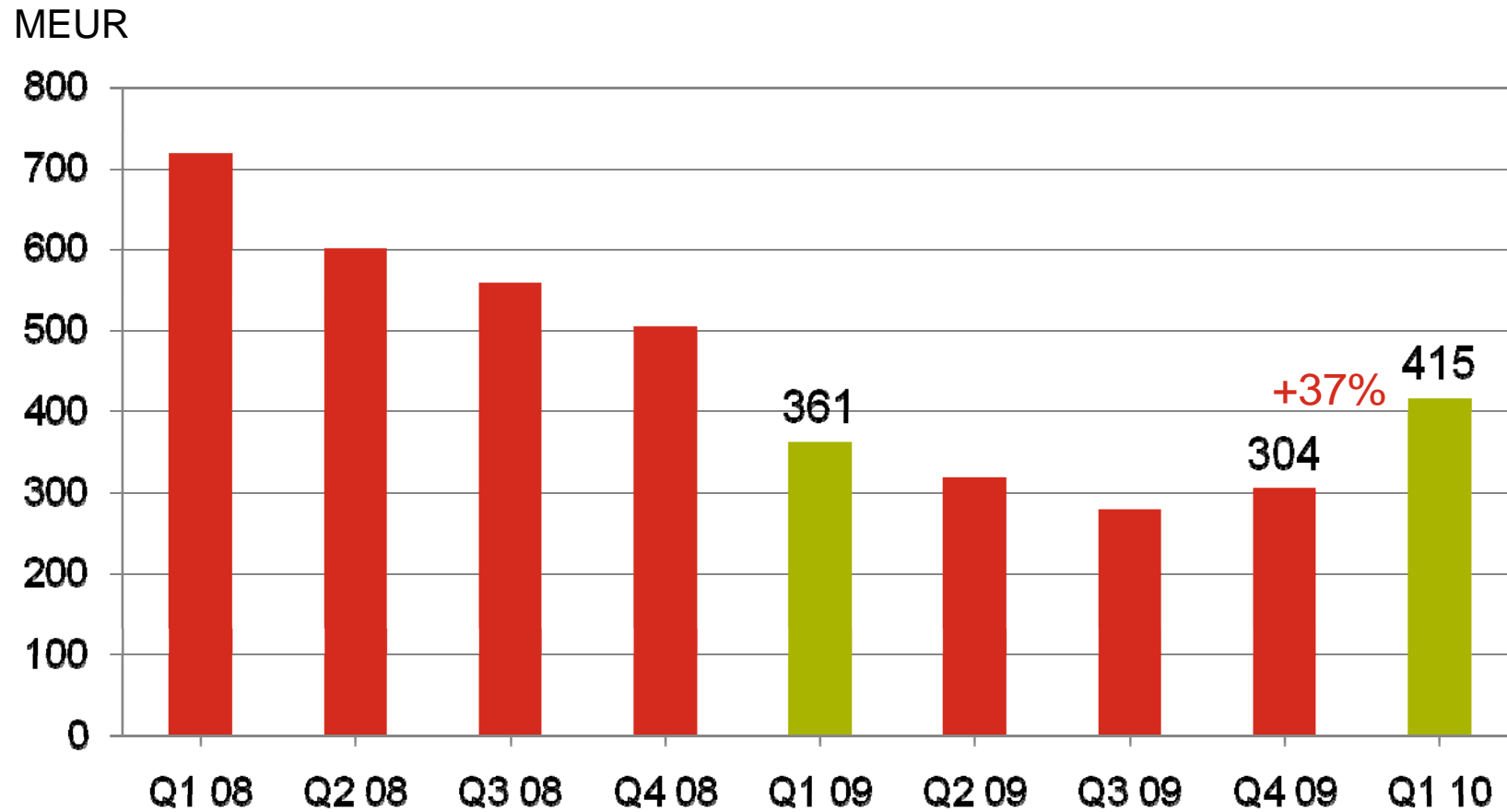
- Tentative recovery in demand for load handling equipment continued in both Europe and the US
- Markets for container handling equipment in ports remained quiet to a large extent. The number of containers handled showed signs of an upturn in the Asian ports.
- The market for marine cargo handling equipment showed signs of picking up, especially in terms of equipment for offshore and bulk vessels.
- Services markets were fairly quiet at the beginning of the year, however, signs of recovery, especially in spare parts, glimpsed towards the end of the quarter.



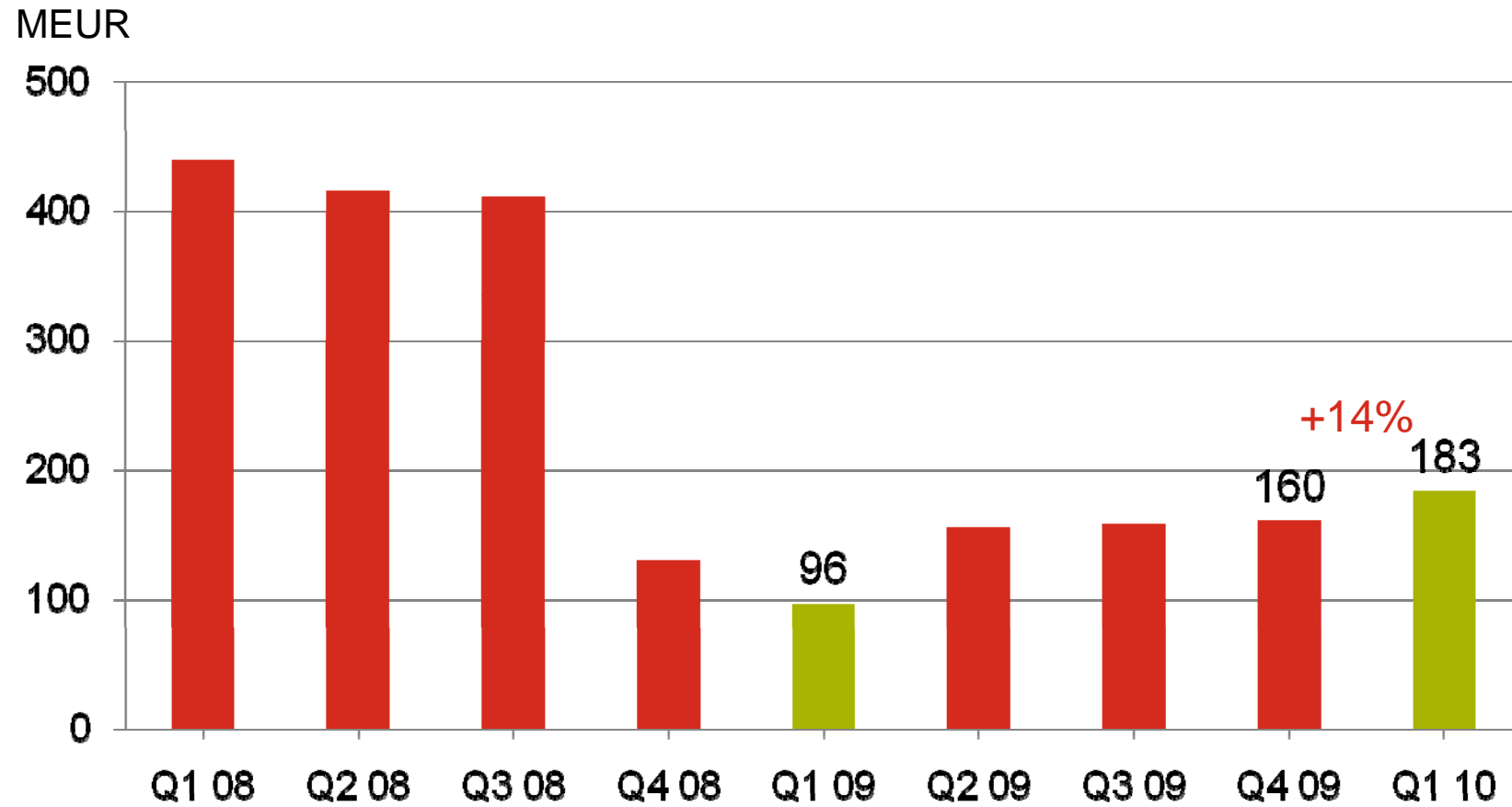
Key figures in January–March 2010

	Q1 2010	Q1 2009	Change %	2009
Orders received, MEUR	598	456	31	1,828
Order book, MEUR	2,239	2,772	-19	2,149
Sales, MEUR	555	675	-18	2,581
Operating profit excl. restructuring, MEUR	15.8	15.0		61.3
Operating margin excl. restructuring, %	2.8	2.2		2.4
Operating profit, MEUR	13.5	6.2		0.3
Cash flow from operations, MEUR	46.5	59.6		289.7
Interest-bearing net debt, MEUR	336	510		335
Earnings per share, EUR	0.13	0.01		0.05

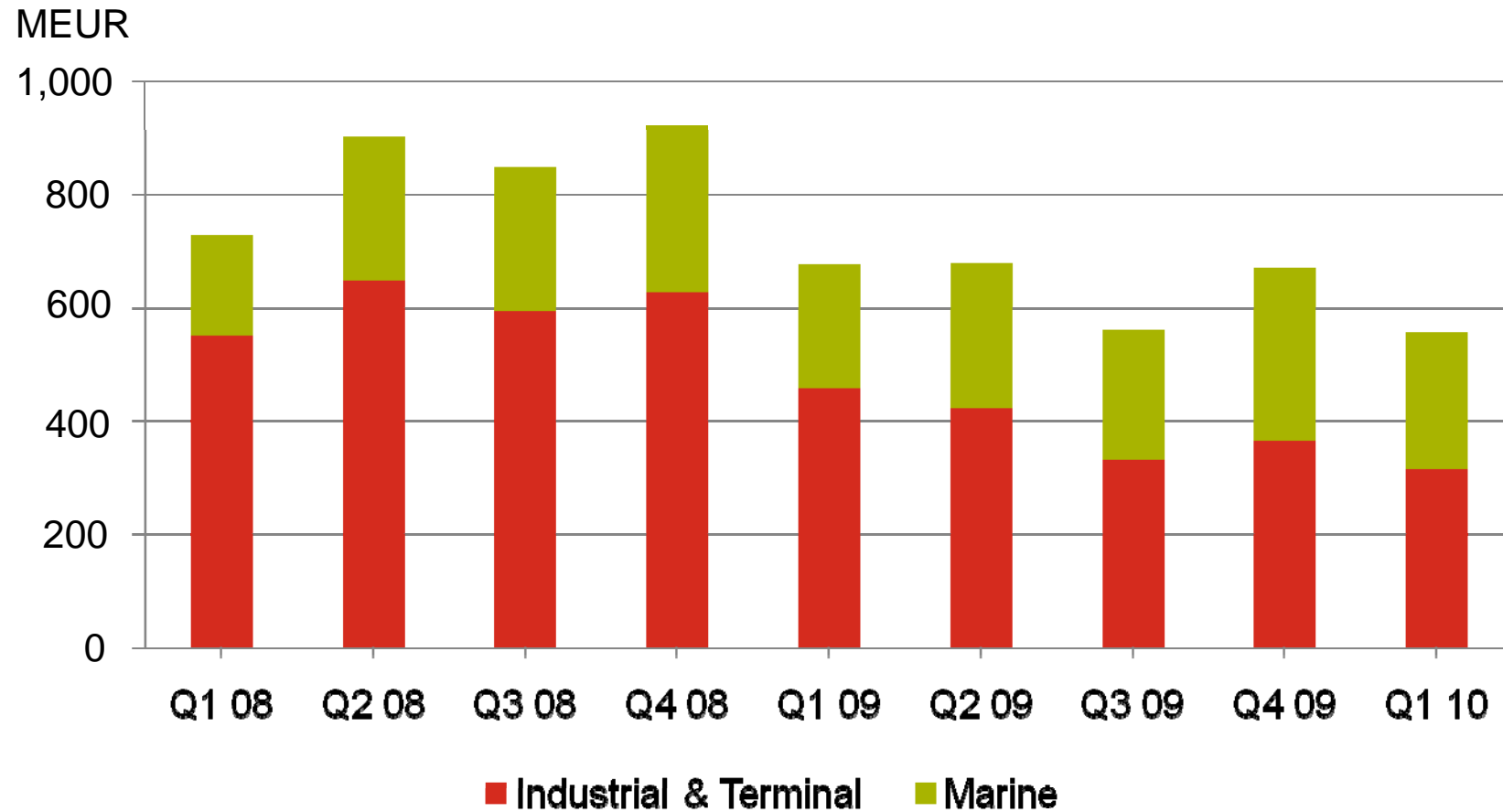
Industrial & Terminal's order intake grew 15% y-o-y



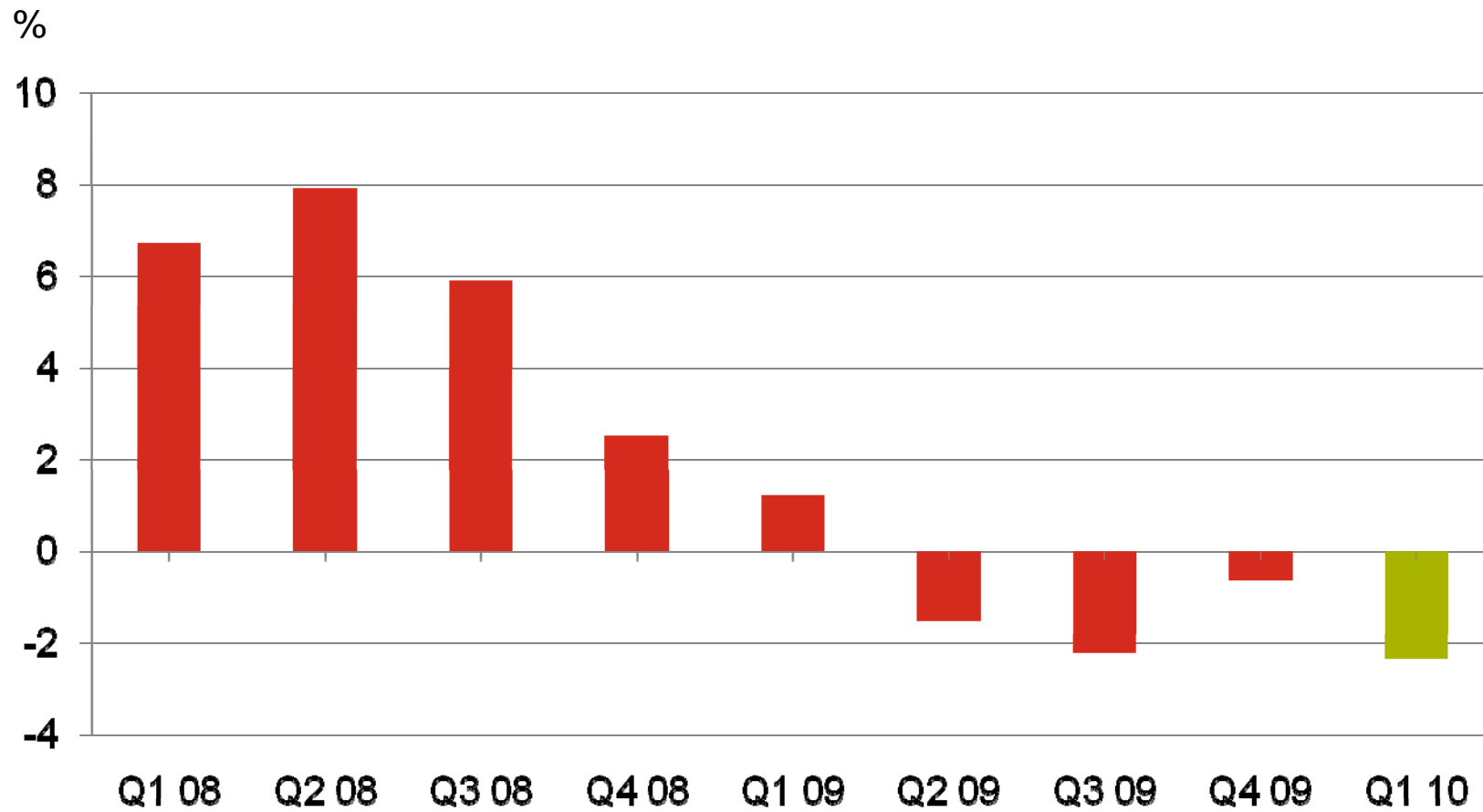
Marine's order intake stronger than expected



Industrial & Terminal's sales declined 31% and Marine's grew 11% y-o-y

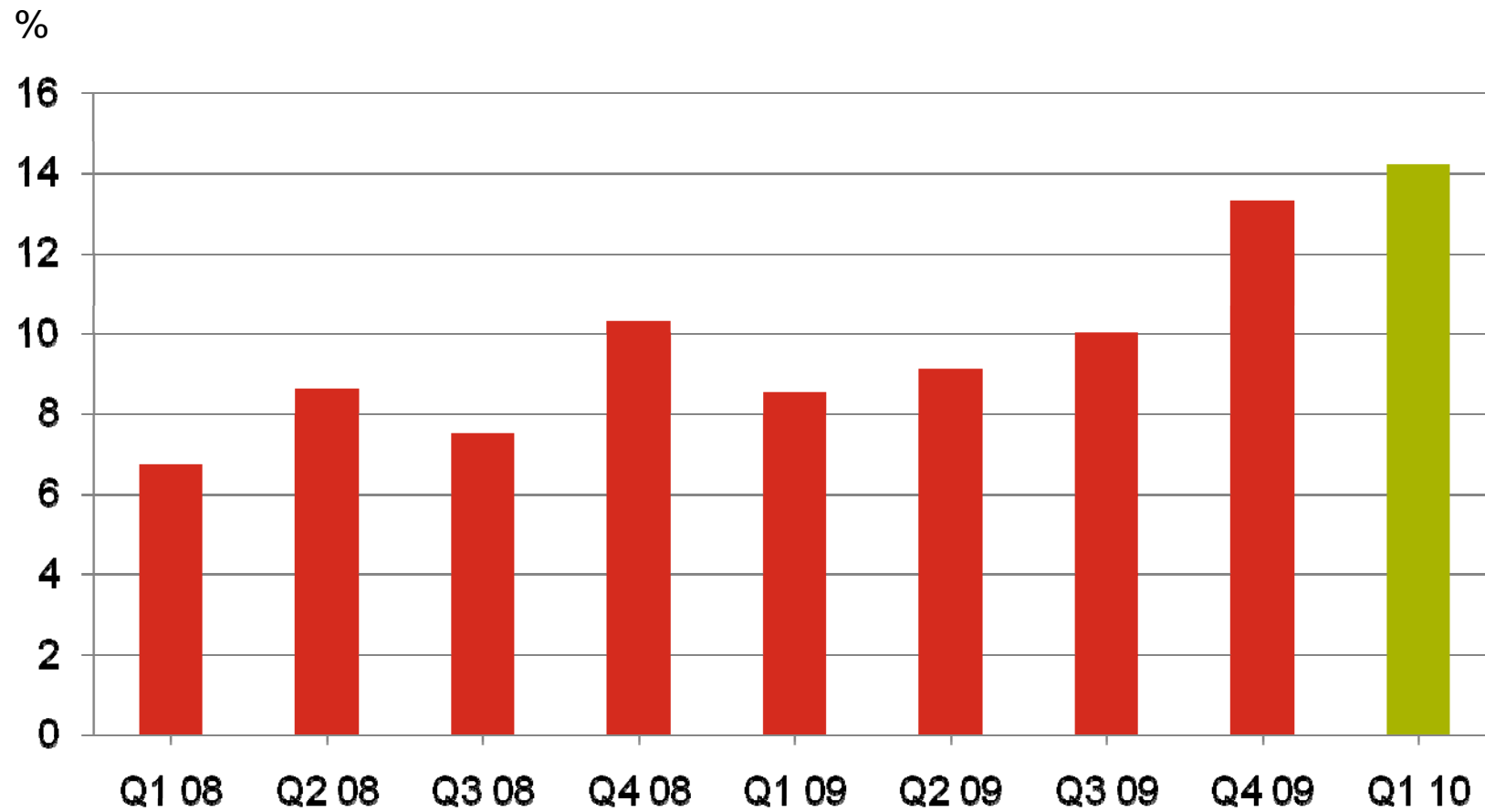


Industrial & Terminal's quarterly profit affected by very low sales



EBIT % excluding restructuring costs

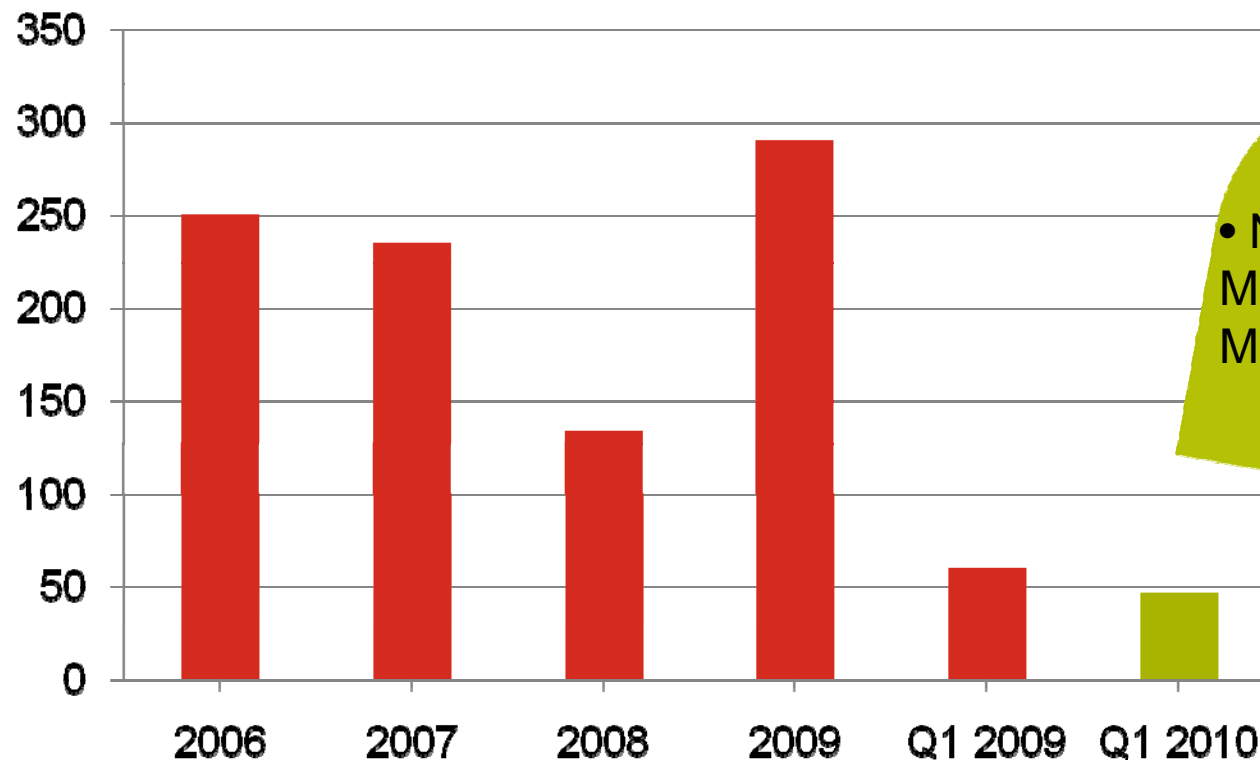
Marine's deliveries still related to high-margin orders received prior to downturn



EBIT % excluding restructuring costs

Cash flow from operations continued healthy

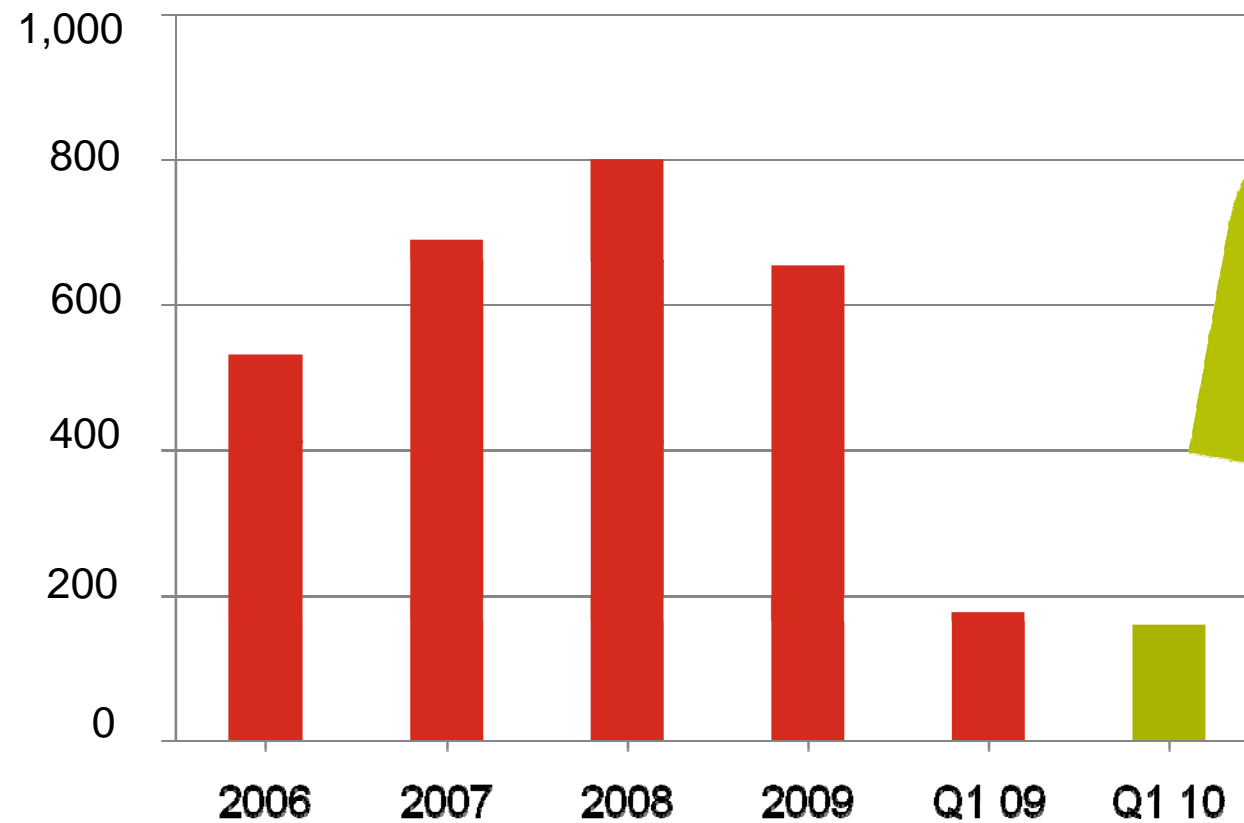
MEUR



- Net working capital MEUR 116 (Dec 2009: MEUR 123)

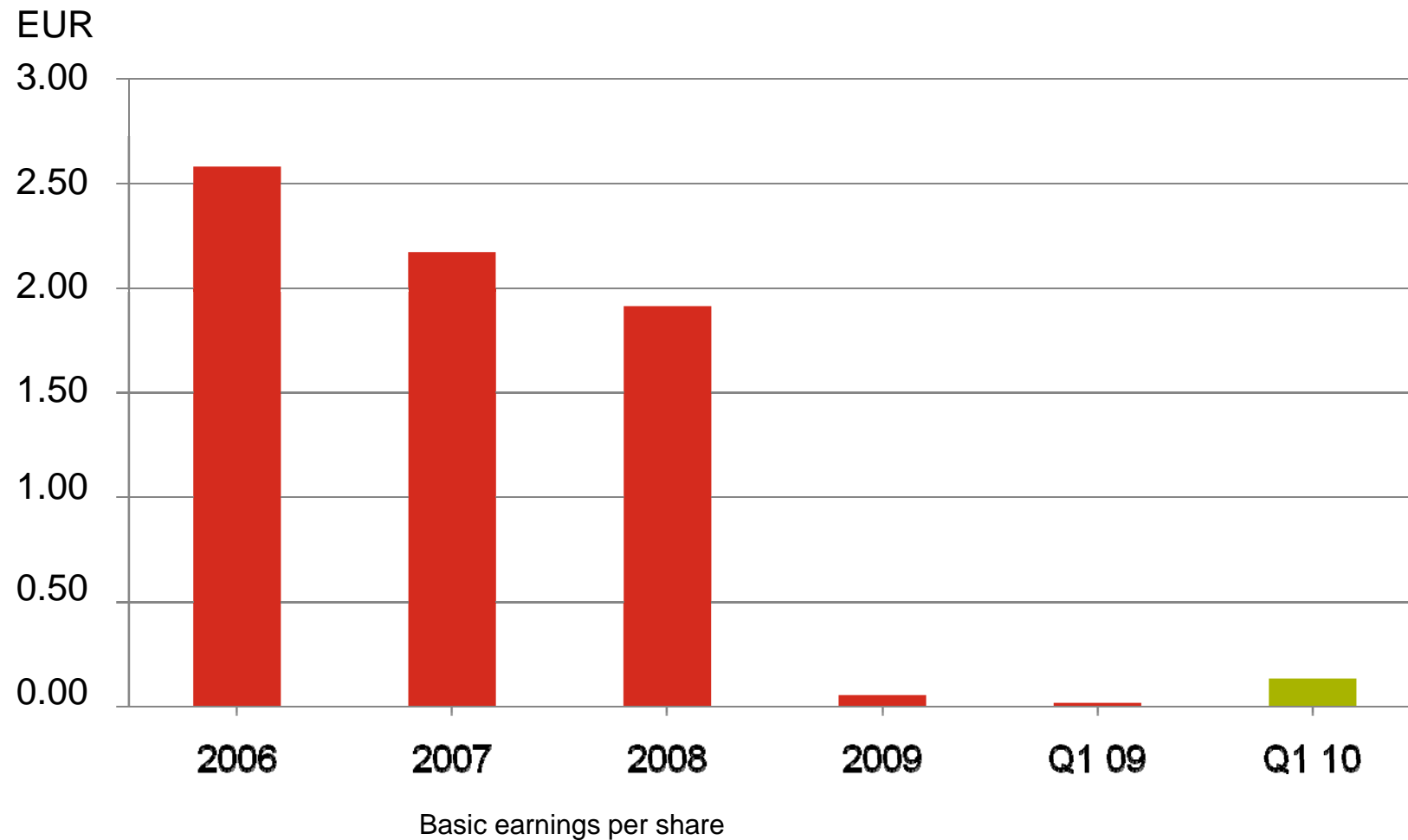
Services close to last year's level

MEUR



- Q1 2010: Service 28% of total sales
- Positive signs in spare parts sales at the end of the quarter

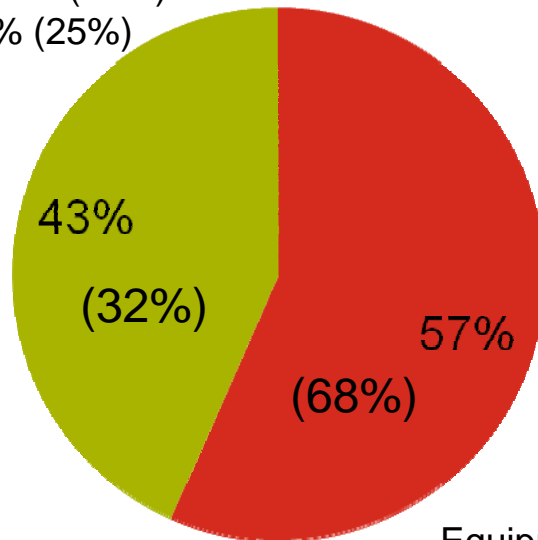
Clear improvement in earnings per share



EMEA and APAC almost equal in size

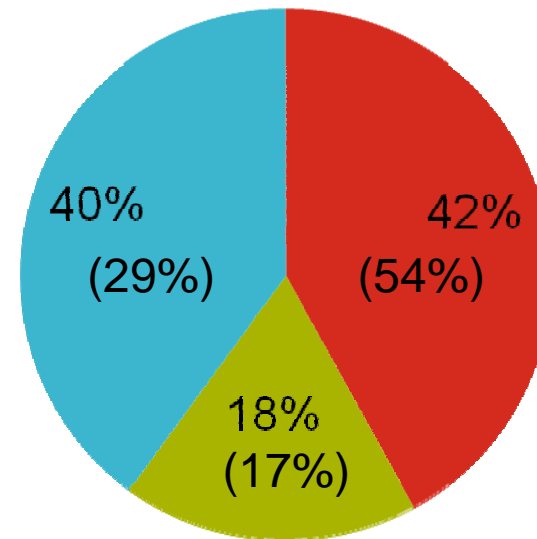
Sales by reporting segment Q1 2010, %

Equipment 82% (75%)
Services 18% (25%)



Sales by geographical segment Q1 2010, %

Equipment 64 % (74%)
Services 36% (26%)



■ Marine ■ Industrial & Terminal

■ APAC ■ Americas ■ EMEA

Investment in Poland proceeding according to plan



Cargotec's key priorities in 2010

- Preparing for growth strategy
- Focused research & development
- Service concept development
- Ensuring accomplishment of efficiency targets

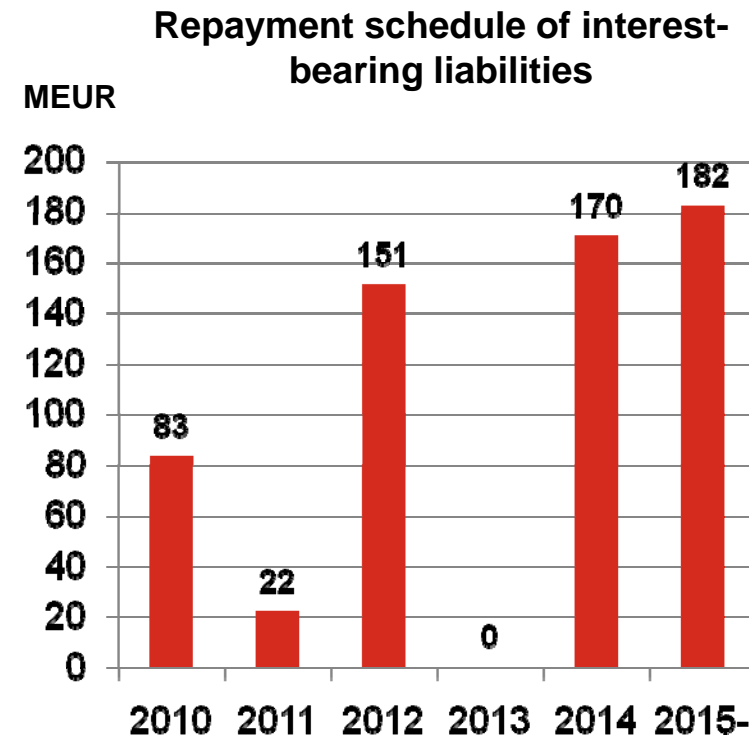


Short-term outlook (29 April 2010)

- There are tentative positive signs visible in the order intake for the Industrial business. Uncertainty continues in the Terminal business. Based on the strong order book, sales in the Marine business are expected to remain on a healthy level in 2010.
- Cargotec's 2010 sales are estimated to be on 2009 level and operating profit to exceed EUR 100 million.

Healthy financing structure (March 2010)

- Small repayments scheduled for 2010–2011
- Liquidity of MEUR ~860
 - Cash and cash equivalents MEUR 265
 - Long-term unused Revolving Credit Facilities MEUR 585
 - MEUR 535 maturing in 2012
 - MEUR 50 maturing in 2013



Cargotec's financial targets 2007–2011




Annual net sales growth exceeding 10% (incl. acquisitions)



Raising the operating income margin to 10%



Gearing below 50%



Dividend 30–50% of earnings per share

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					
• Effer	X					
• PM	X					
• Unic		X				
• Tadano		X				
• National		X				
• Meiller			X			
• Marrel			X			
• Stellar			X			
• Shimaywa			X	X		
• D'Hollandia				X		
• MBB				X		
• Maxon				X		
• Manitou					X	
• Chrisman					X	
• Donkey					X	
• Kesla						X
• Prentice						X

Kalmar offering



Straddle carriers



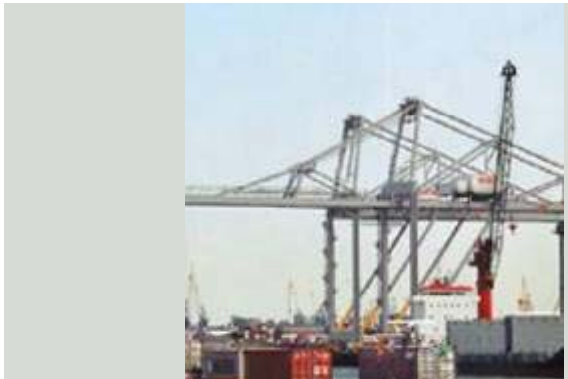
Reachstackers



Terminal tractors



Forklift trucks



Ship-to-Shore cranes



RTGs, RMGs



Spreaders



Services

Key competition with Kalmar offering

	Ship-to-Shore Cranes	RTG/RMG Cranes	Straddle Carriers	Reach Stackers	Fork Lift Trucks	Terminal Tractors. AGVs	Spreaders	Mobile Harbour Cranes	Services
• Kalmar	X	X	X	X	X	X	X		X
• ZPMC	X	X							
• Liebherr	X	X	X	X				X	
• Demag		X				X		X	
• Mitsubishi	X	X			X			X	
• Mitsui	X	X							
• Terex-Fantuzzi	X	X	X	X	X			X	X
• Konecranes	X	X	X	X	X				X
• TCM		X	X		X				
• CVS Ferrari			X	X	X	X			
• Hyster Heavy				X	X				
• Taylor				X	X				
• Kion				X	X				
• Sany				X					
• Svetruck					X				
• Capacity						X			
• Terberg						X			
• Sinotruck						X			
• Stinis							X		
• RAM							X		

MacGregor offering



Hatch covers



Ship cranes



Offshore deck equipment



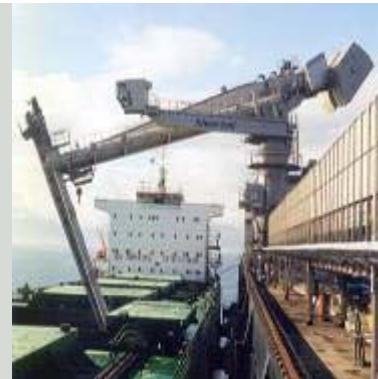
Securing



RoRo



Link spans



Bulk loaders



Services

Key competition with MacGregor offering

	Hatch Covers	Deck Cranes	Lashing equipment	Bulk systems	RoRo equipment	Offshore	Services
• MacGregor	X	X	X	X	X	X	X
• TTS	X	X			X	X	X
• Seohae	X				X		
• IHI	X	X		X (cement)			
• Nakata	X			X (coal)			
• Liebherr		X				X	X
• Oriental Precision		X				X	
• NMF		X					X
• MHI		X					
• Luzhou (KGW)		X					
• German Lashing			X				X
• SEC			X				X
• Krupp				X (coal)			
• Buhler				X (grain)			
• FLS				X			
• Sumitomo				X (coal)			
• National Oilwell						X	
• Rolls Royce						X	X
• Dreggen						X	
• ODIM						X	
• Coops & Nieborg	X						
• Ainoura (ex-Tsuji)	X	X			X		(X)

we keep cargo on the move™