

CARGOTEC

President and CEO Mikael Mäkinen



3 February 2011

Financial statements review 2010



HIAB • KALMAR • MACGREGOR

January–December 2010 financials



Highlights of January–December 2010 report

- Market recovery continued in all segments and all geographies
- Q4 order intake 54% up y-o-y
- Q4 sales grew 12% y-o-y, Industrial & Terminal's grew 29%
- Industrial & Terminal's profitability improving further
- Marine's profitability still strong
- Cash flow remained very robust



Market environment in January–December 2010

- Markets for load handling equipment developed positively. However, recovery was uneven, varying geographically and by customer segment. Demand remained low in construction-related customer segments.
- Global container throughput growth exceeded 13 percent. The recovery in demand for container handling equipment in ports began in smaller equipment and the second quarter saw the first orders for large equipment.
- The market for marine cargo handling equipment was clearly more active than expected at the beginning of the year. In particular, demand for equipment for bulk vessels grew. The market for offshore equipment was active despite customers still exercising caution in their decision-making processes.
- Service markets saw a clear improvement after a quiet start to the year.

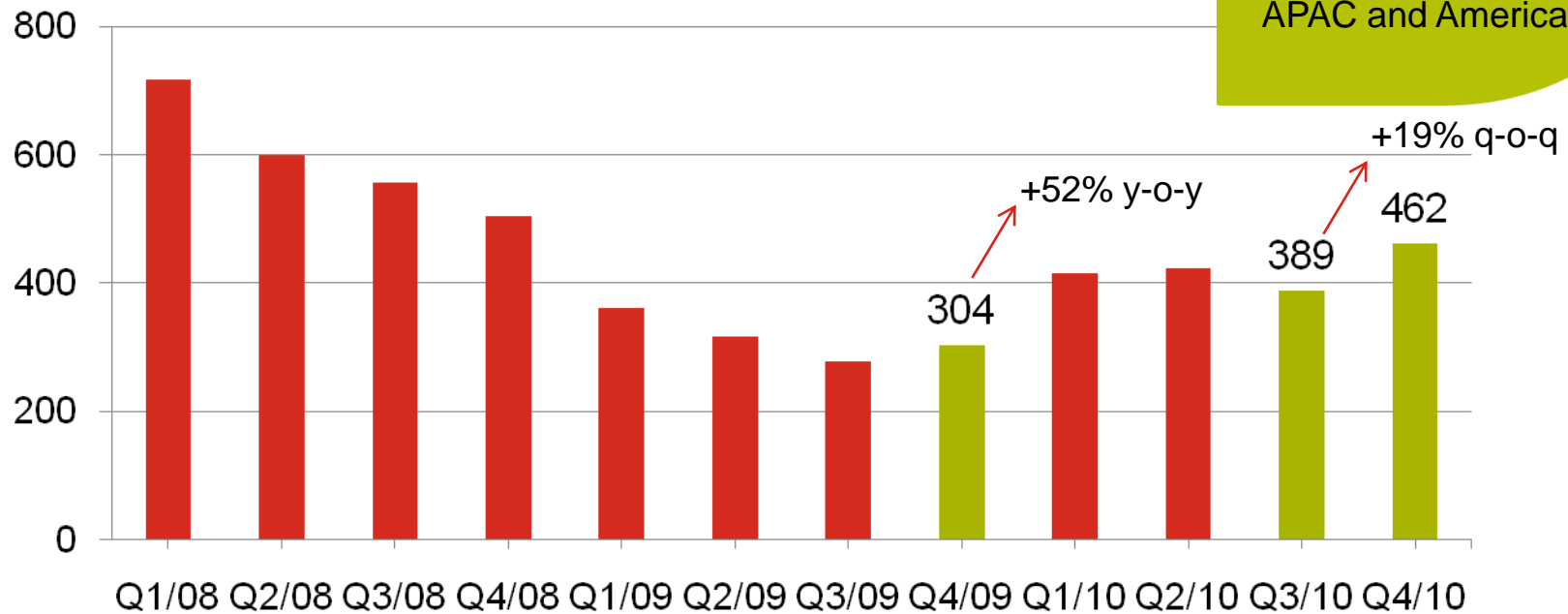


Key figures in January–December 2010

	Q4 10	Q4 09	Change	2010	2009	Change
Orders received, MEUR	716	464	54%	2,729	1,828	49%
Order book, MEUR	2,356	2,149	10%	2,356	2,149	10%
Sales, MEUR	747	669	12%	2,575	2,581	0%
Operating profit excl. restructuring, MEUR	44.5	31.7		141.9	61.3	
Operating profit margin excl. restructuring, %	6.0	4.7		5.5	2.4	
Operating profit, MEUR	38.5	7.4		131.4	0.3	
Cash flow from operations, MEUR	99.5	91.0		292.9	289.7	
Interest-bearing net debt, MEUR	171	335		171	335	
Earnings per share, EUR	0.39	0.18		1.21	0.05	

Q4: Industrial & Terminal's order intake grew 52% y-o-y

MEUR

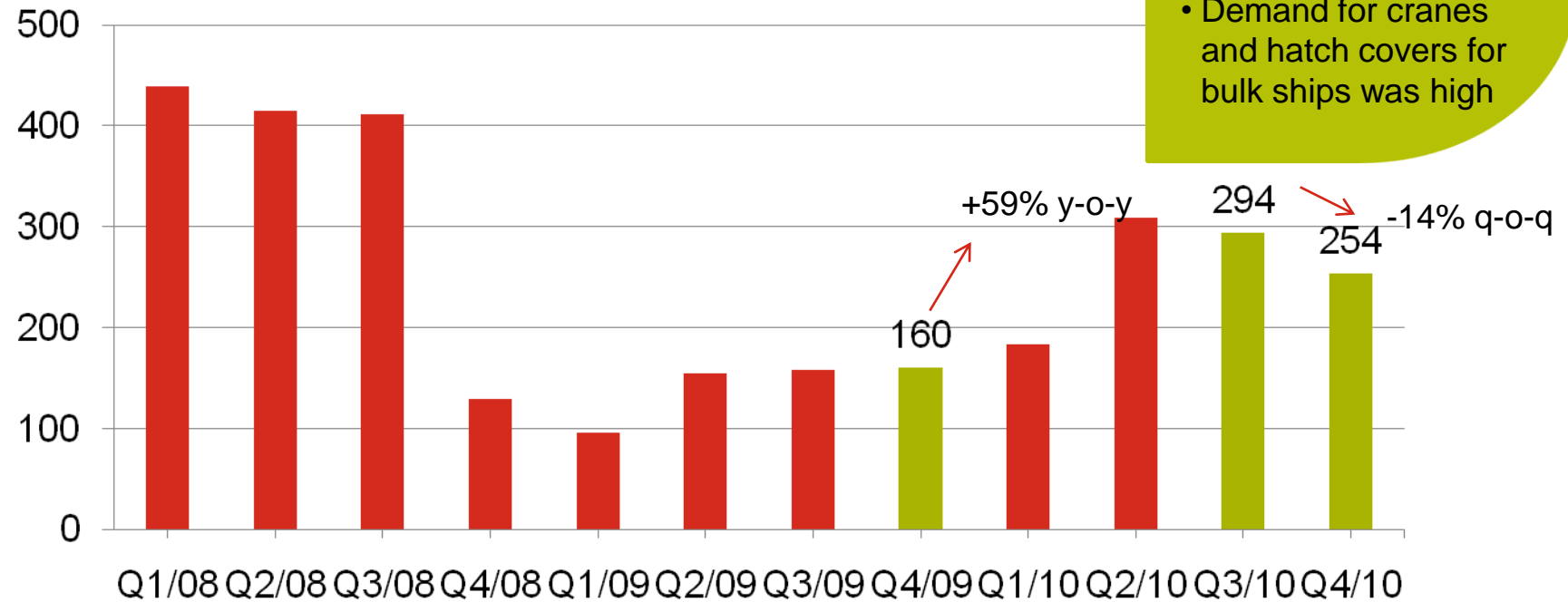


2010

- 53% of orders from EMEA
- Orders grew strongest in APAC and Americas

Q4: Marine's order intake again strong

MEUR

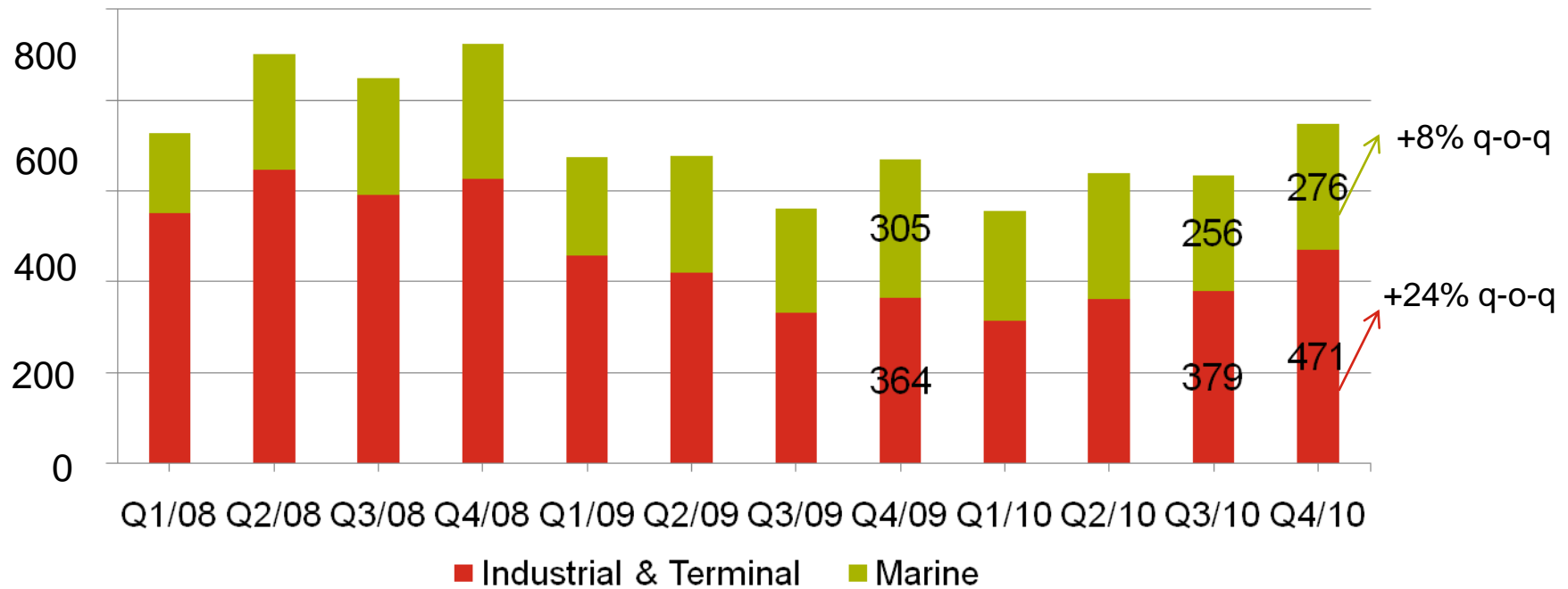


- 2010
- Close to 80% of orders from APAC
 - Demand for cranes and hatch covers for bulk ships was high

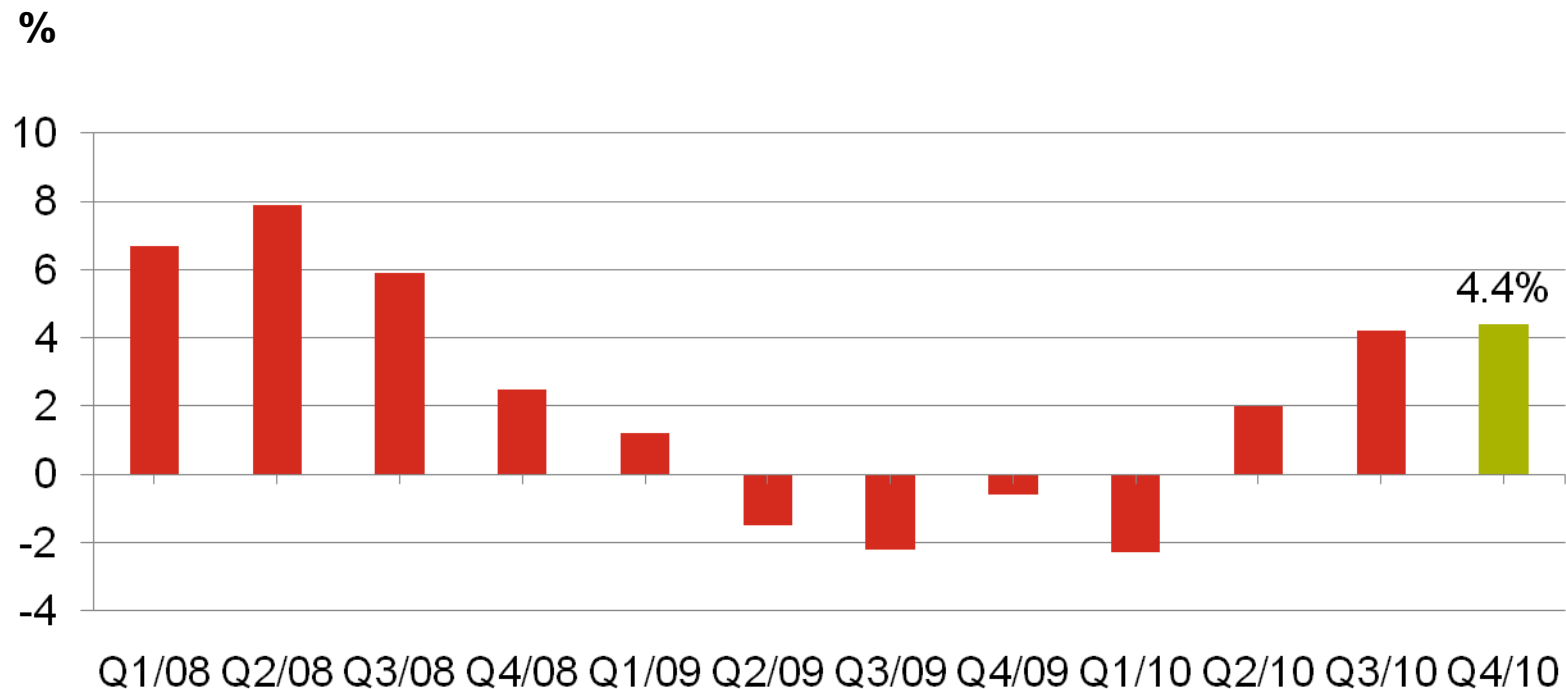
Q4: Industrial & Terminal sales grew 29% while Marine sales declined 9% y-o-y

MEUR

1,000

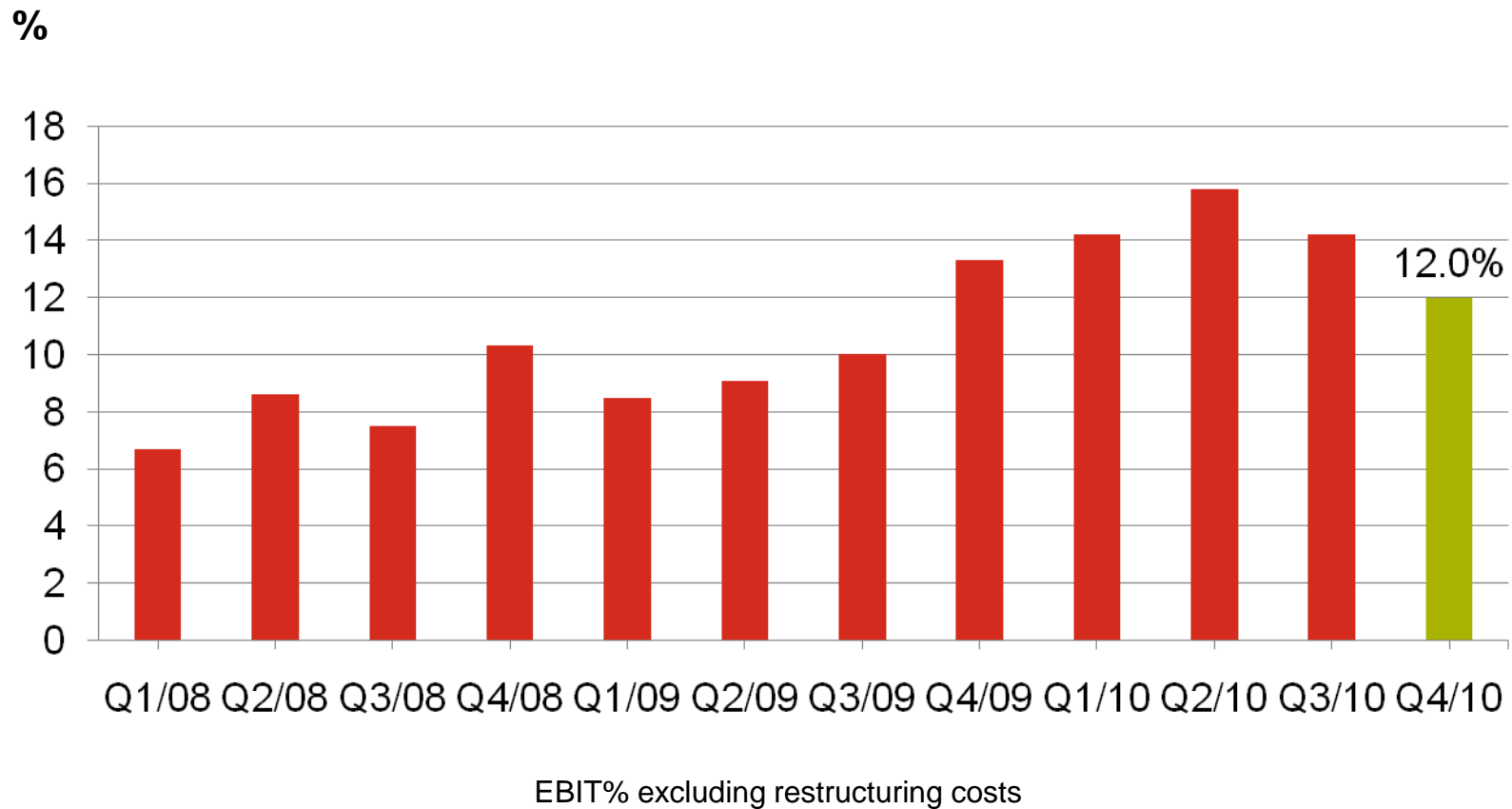


Q4: Operating margin for Industrial & Terminal improving

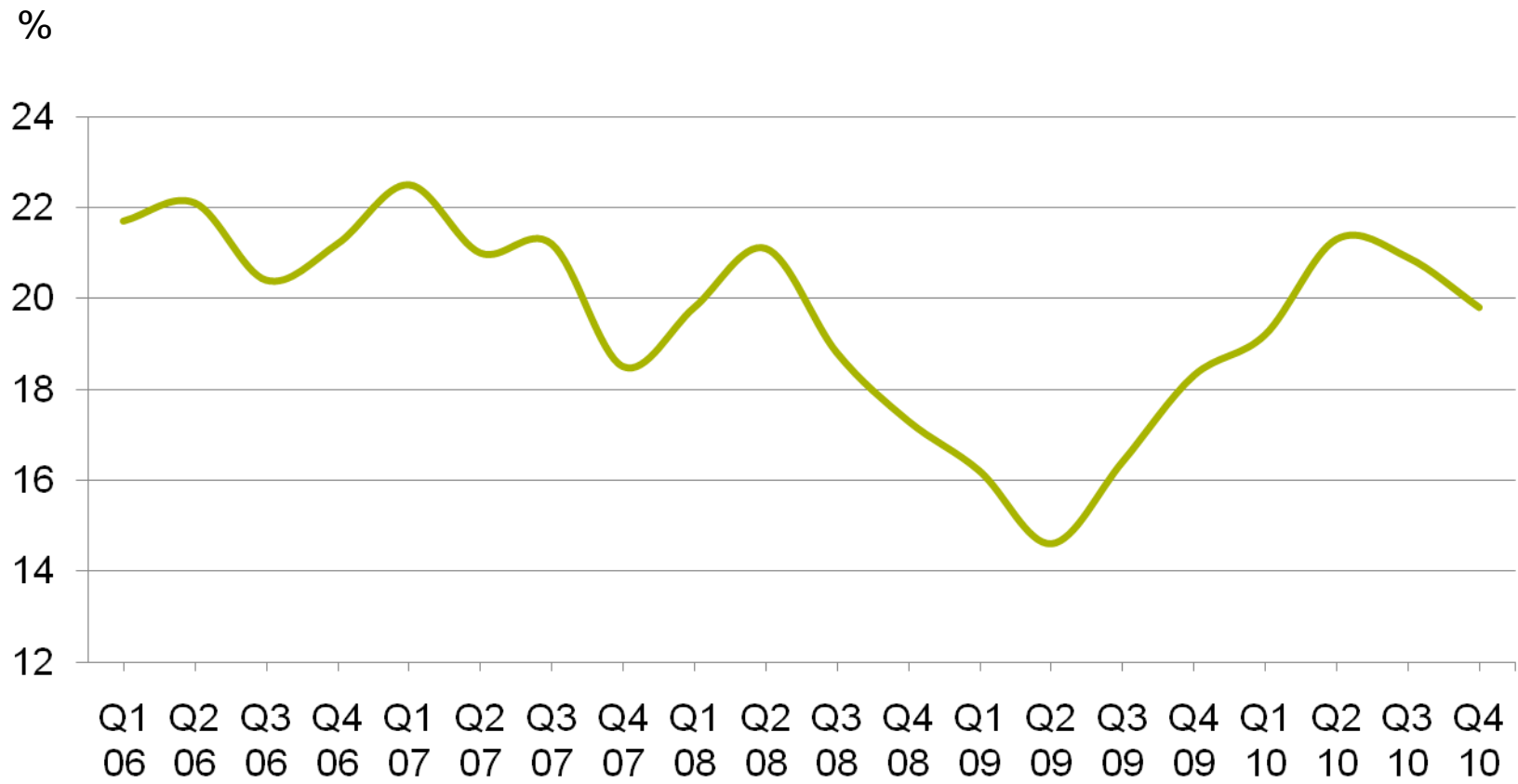


EBIT% excluding restructuring costs

Q4: Marine's profitability strong at 12%

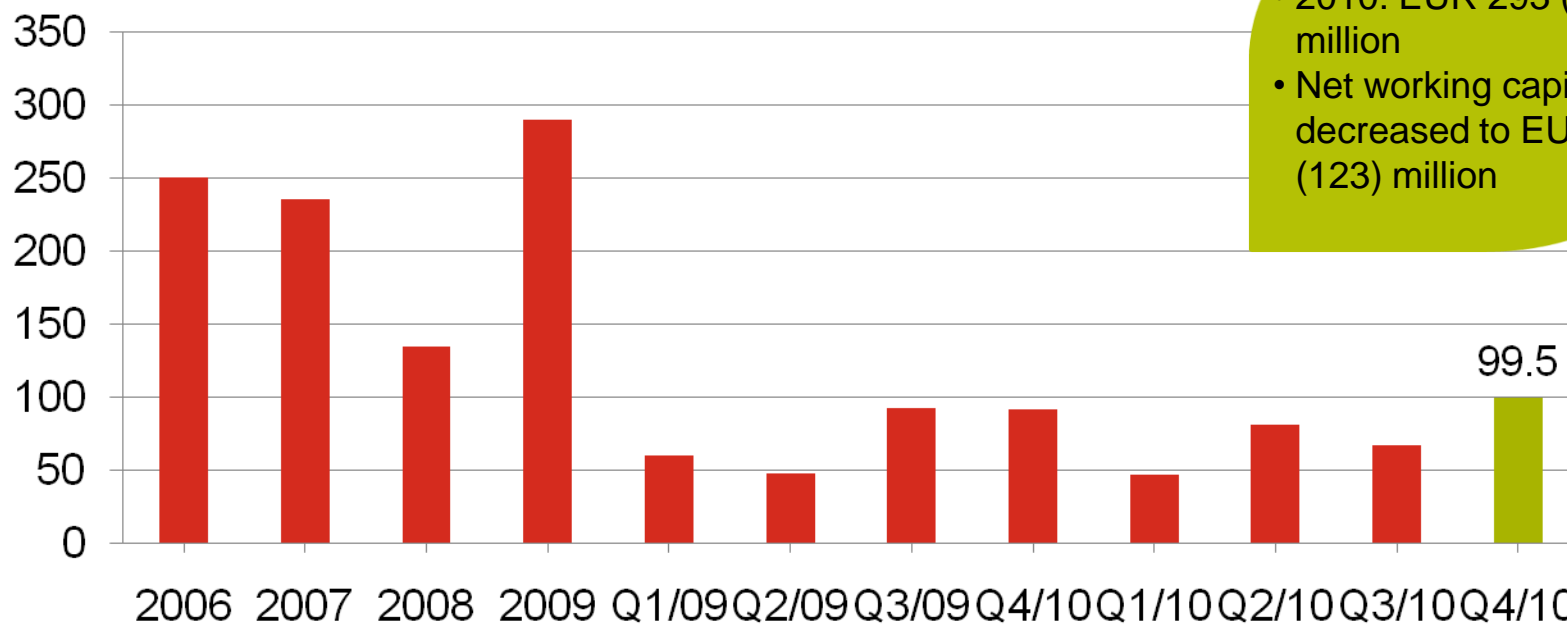


Gross profit development



Cash flow from operations was robust

MEUR



- 2010: EUR 293 (290) million
- Net working capital decreased to EUR 43 (123) million

Services sales continued to grow

MEUR

1,000

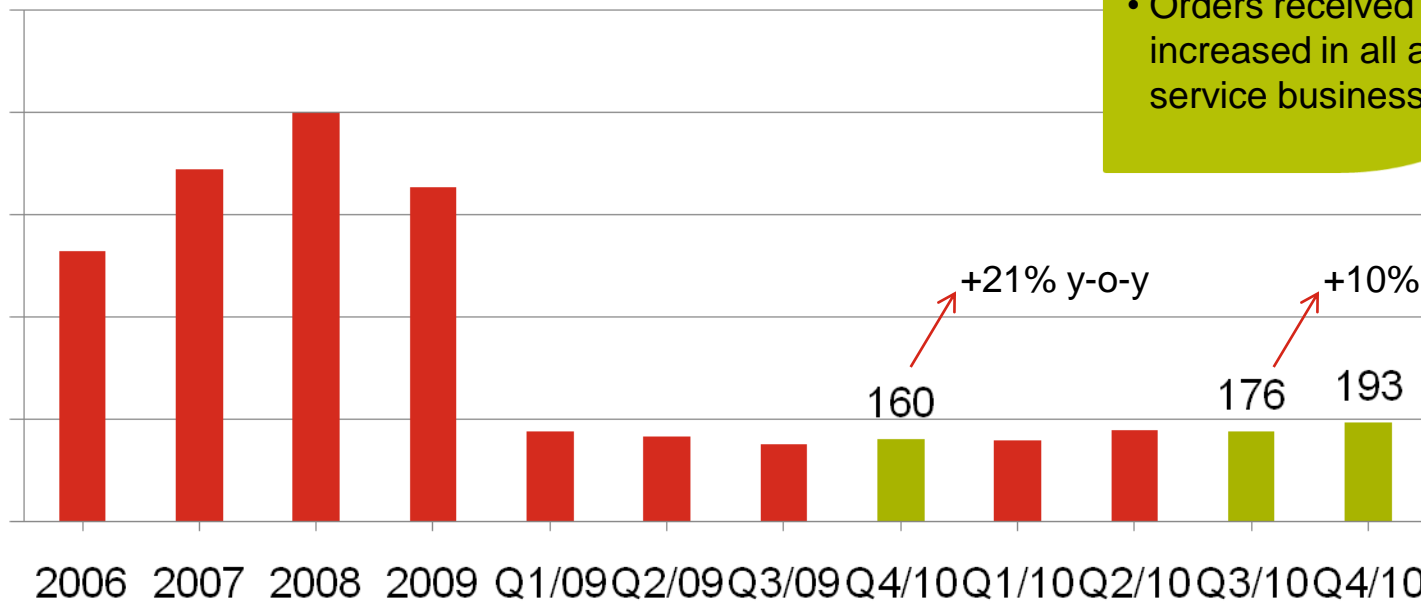
800

600

400

200

0



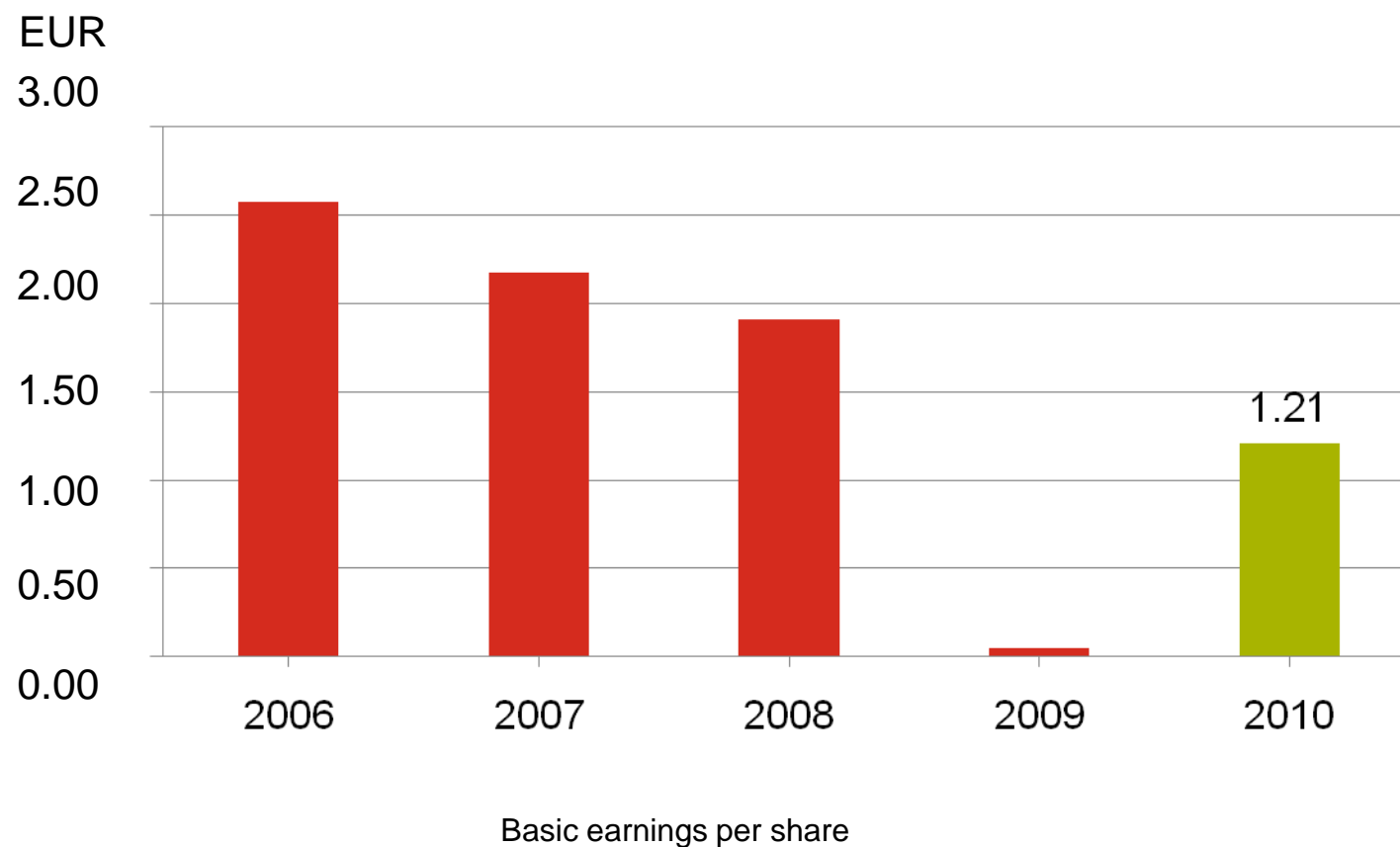
2010

- Service 27% of total sales, EUR 706 million
- Orders received increased in all areas of service business

+21% y-o-y

+10% q-o-q

Clear improvement in earnings per share

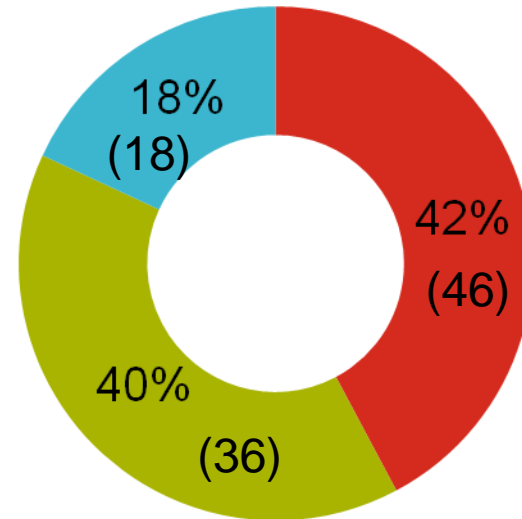
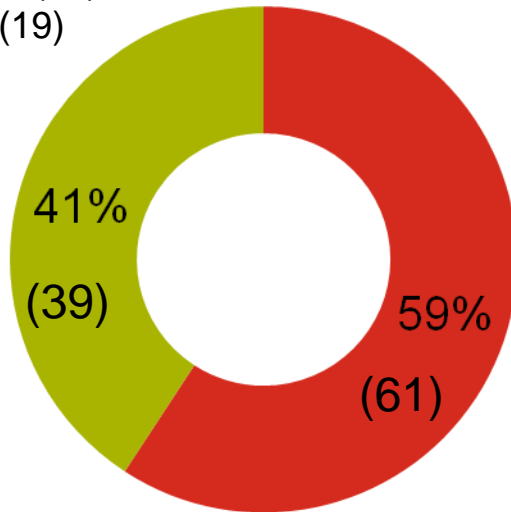


EMEA and APAC almost equal in size by sales

Sales by reporting segment 1-12/2010, %

Sales by geographical segment 1-12/2010, %

Equipment 81% (81)
Services 19% (19)

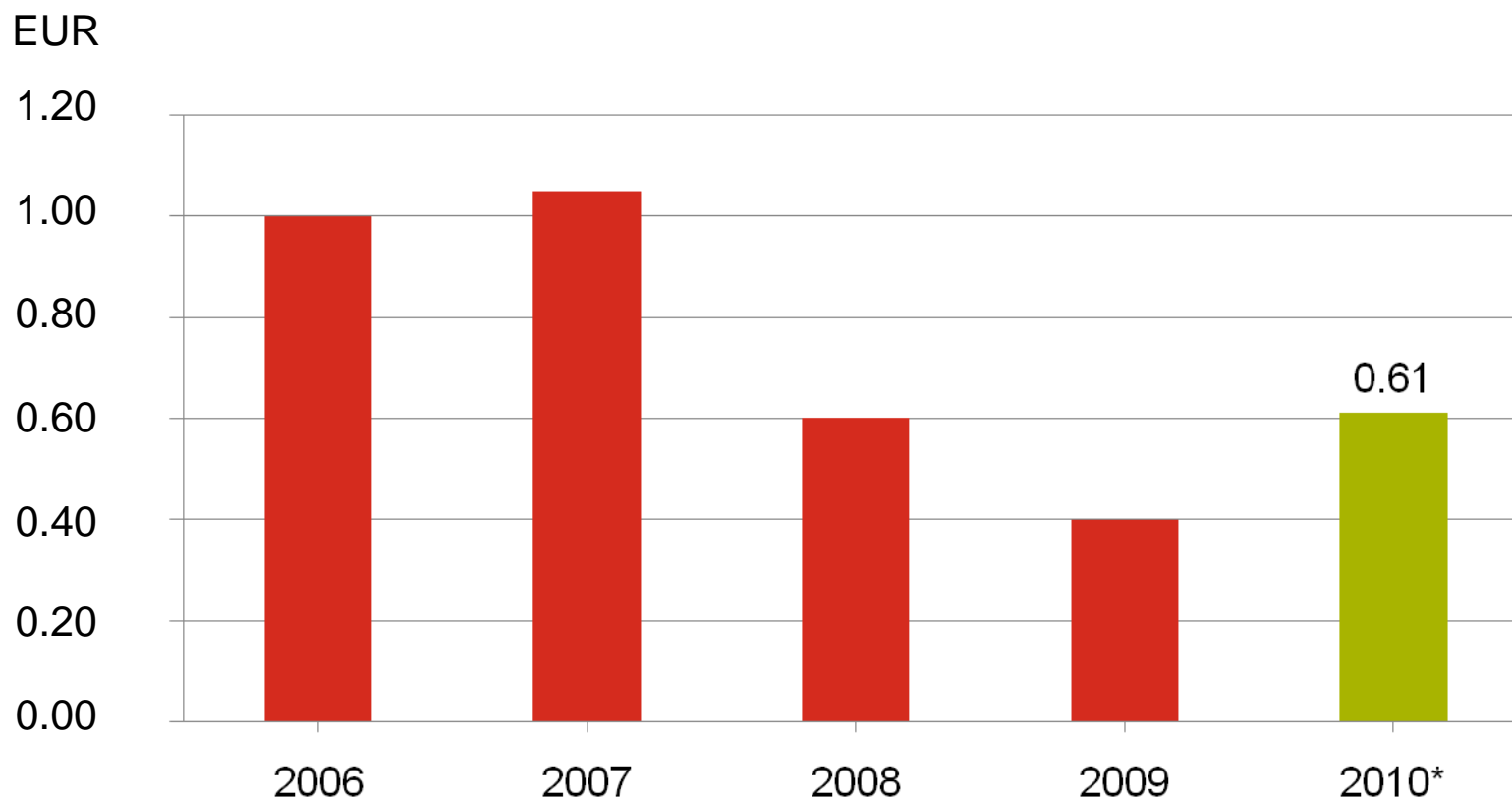


Equipment 67 % (71)
Services 33% (29)

■ Marine ■ Industrial & Terminal

■ Americas ■ APAC ■ EMEA

Dividend for class B share 2006–2010

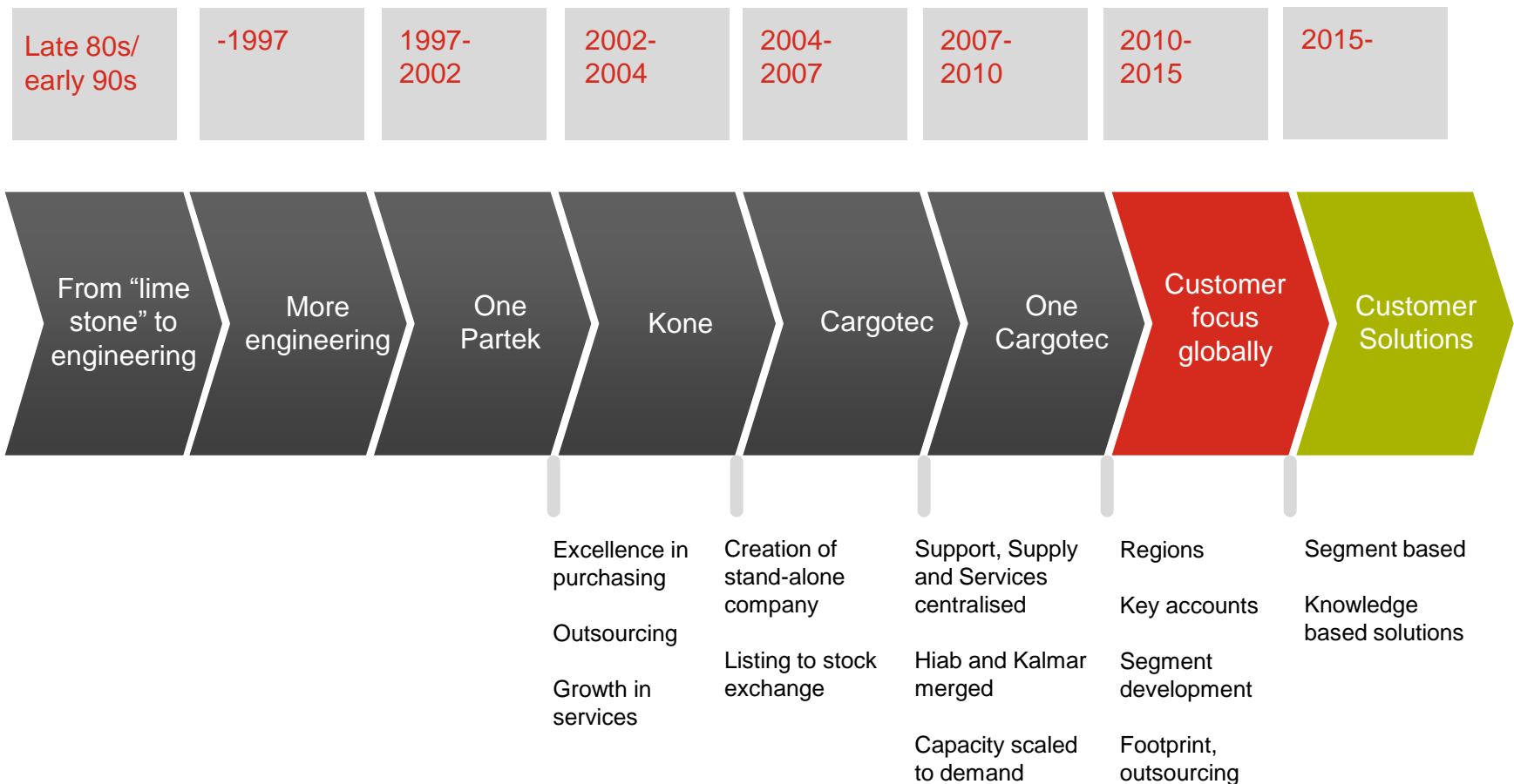


* Dividend proposal by the Board of Directors

Strategy and short-term focus



Next corporate theme



Cargotec to acquire Navis

- Cargotec has entered into an agreement to acquire the leading terminal operator systems provider Navis from Zebra Technologies Corporation.
- The acquisition supports Cargotec's strategy to focus on customers and invest in attractive customer segments.
- The transaction value is approximately USD 190 million (approximately EUR 140 million). Navis' sales are expected to be around USD 70 million in 2011.
- Navis employs over 300 persons, the majority is located in the United States and India.



Strategic focus areas 2011–2015

Customers and customer segments

- Improve knowledge of customer needs
- Invest in attractive customer segments
- Decide which segments to keep and which to divest

Services

- Spare parts logistics
- Regional distribution centres
- Growing up in the value chain towards more preventive maintenance
- Support customers' operations outsourcing

Emerging markets

- Position in Chinese market
- Develop other growth markets (India, Brazil, Russia and Africa)
- Acquisitions, partnerships, organic growth

Internal clarity

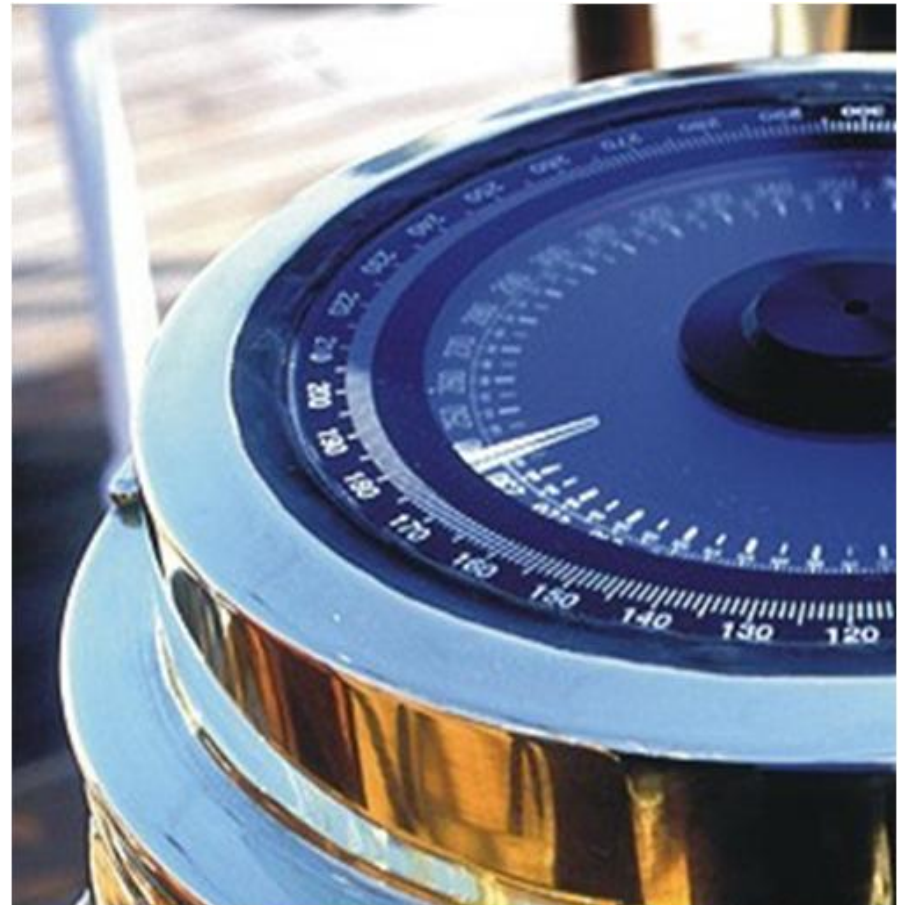
- Common processes
- Harmonisation of information systems
- Further development of I&T organisation

Customer segmentation - priorities

Invest	<ul style="list-style-type: none">• Grow business through customer focus• Acquisitions• Prioritise R&D to expand offering• Account management• Grow market share/defend position	<ul style="list-style-type: none">• Develop new business models• Growing market• High Services potential
Harvest & Consider	<ul style="list-style-type: none">• Product sales approach• Basic services• Standard business models• Standard offering• Cash cow	<ul style="list-style-type: none">• Review annually possibilities to Green or Red• Scan potential M&A targets
Divest	<ul style="list-style-type: none">• Prepare for divestiture• No R&D• Maximise short term profits• Organise for carve-out• Focused growth strategy	<ul style="list-style-type: none">• Do not matrix with the rest• Allow independent distribution

Cargotec's key priorities in 2011

- Responding to growing demand
- Service growth and service network expansion
- Customer segments
- Position in Chinese market
- Cargotec ERP



Outlook

- Cargotec's 2011 sales are estimated to grow over 10 percent based on estimated strong growth both in the Industrial & Terminal and Marine segments.
- The recovery in the market situation and increased order intake are estimated to boost growth for Industrial & Terminal while the strong order book in the beginning of the year is estimated to support growth in Marine sales.
- Cargotec's 2011 operating profit margin is estimated to continue to improve as a result of growth and significant efficiency improvement measures executed during the past years.

we keep cargo on the move™