



CAPITAL MARKETS DAY 2022

15 November, 2022

Helsinki, Finland

cargotec.com/cmd22

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All the discussion topics presented during the session and in the attached material are still in the planning phase. The final impact on the personnel, for example on the duties of the existing employees, will be specified only after the legal requirements of each affected function/ country have been fulfilled in full, including possible informing and/or negotiation obligations in each function / country.



Cargotec Capital Markets Day
15 November 2022

Solving customer challenges with innovation and technology

Tommi Pettersson - Vice President, Strategy, Sustainability & Technology - Kalmar

Pekka Mikkola - Director, Autonomous Technologies - Hiab

Kalmar: focusing on digitalisation, robotics and transitioning to green energy



Digitalisation

Quite mature

In-house digital platform



Green energy

Booming

Transforming offering from diesel to electric



Robotics

Early adaptors

Robo TT prototype

MATURITY

EXAMPLE

Kalmar: aiming for industry leadership in robotics and automation

TARGET POSITION

Technology leader in robotics and automation solutions

AT THE RIGHT TIME

Segment specific customer offering

In-house competencies

Partnerships

Electrification

Common architecture

Benefiting our large installed base and customer relationships

KEEPING DISRUPTIVE COMPETITION AWAY

Selected partnerships to complement in-house solutions

Investment supporting all businesses

Using the learnings from terminal automation on how and when to invest

Being on the driver's seat on the future

BUILDING THE FOUNDATION

Hiab: the innovation leader in its industry



Digitalisation

Mature data driven offering

HiPerform



Green energy

Geared up for battery electric truck adoption

World's first fully electric truck mounted forklift offering



Robotics

From assistive towards autonomy

HiVision for demountables

MATURITY

EXAMPLE

Hiab: investing in robotised load handling to address driver shortage, productivity and safety

Definition

- › Automation to autonomous -> human-robot interaction and mixed traffic
- › Innovation of our company is more on the autonomous load handling than autonomous driving, combining mobility and manipulation of loads
- › New capabilities and IPR in software like perception, localization, obstacle avoidance, and manipulator control for load handling

Motivation

- › Driver shortage gets worse, difficult to attract younger generation
- › Safety & productivity are high on customer agenda
- › Moving to driverless logistics modes is a systemic transformation

Way forward & enablers

- › Industrial environments (ODD) enable us to scale capability horizontally and improve return on investment
- › Automotive volumes push sensor & compute hardware down
- › Cloud-based workflows enable massive but cost efficient data collection

Investing in innovation to support our customers

Digitalisation

Electrification

Robotics



