



WELCOME TO PRODUCT SUPPLY CENTER (PSC) RAISIO

16/11 2022, Raisio, Finland.



AGENDA

- Safety & introduction (5 min)
- Pauliina Kuvik (15 min)
- Michaël Bruninx (15 min)
- Q&A (15 min)
- Assembly tour introduction (10 min)

safety is our number one priority

Visitors' safety is important for us, so please follow the following instructions:

- Please keep your safety gears on during factory tour.
- Follow your factory guide's instructions during tour.
- In the case of emergency/fire alarm your factory guide will lead you to the nearest assembly point.

Cargotec Capital Markets Day
16 November 2022

This is Multilift



Pauliina Kuvik - Senior Vice President, Demountables, Waste & Recycling



SAFETY IS OUR NUMBER ONE PRIORITY

The Health and Safety of our employees is always our number one priority

Our vision is Zero Harm - no work related accidents or illnesses

To think, act, and make safety our number one priority, we have developed the Hiab Safety Code, which is mandatory for all leaders and employees

We are all accountable for making Hiab a safe place to work



STOP

Step back and assess the situation



THINK

Identify the hazards
Anything different than normal circumstances?



IDENTIFY

Identify potential risks for yourself and others



PLAN

How can the risk be eliminated - Plan and take action



PROCEED

Now continue working - safely

ETHICS AND COMPLIANCE SECURES THE VALUE OF THE HIAB BRAND

Ethical and compliant behavior is Hiab's **license to operate**

We as leaders are committed to **making the tough calls** on ethics and compliance

We all have a role - from managers leading by example to highly aware employees

Code of Conduct behaviours:

- Hiab is a safe place to speak up
- We act with respect and honesty
- We follow the law and company policies. Our Code of Conduct is non-negotiable

- If a course of action doesn't feel right, we find another way
- We are responsible for our actions
- We consider how our actions may affect our stakeholders

- We bring everyone with us in our commitment to compliance
- We are each responsible for our own awareness
- It is a right and an obligation to ask questions

EMPLOYEES FIRST IS FUNDAMENTAL TO OUR CUSTOMERS' SUCCESS

Employees First, Customers Next is grounded in the belief that when you take good care of your employees, they'll take good care of your customers. It is how we **deliver the best customer experience every day**

It's the way we strive to **run the business** and it's the culture we seek where **we all contribute to the Hiab success story**

Hiab's culture is based on a **3E** approach that defines what every employee should experience every day at work:

3E

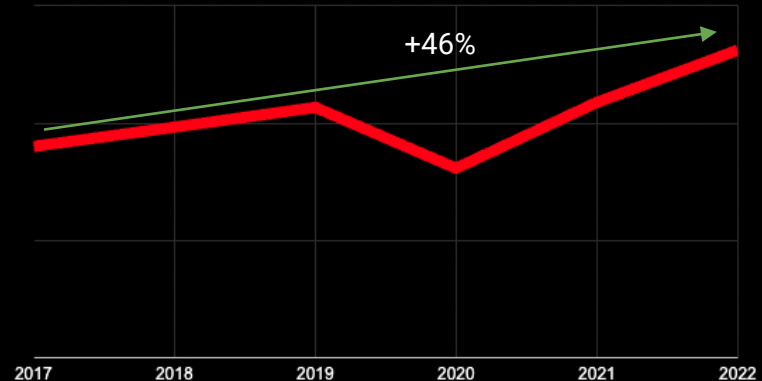
Easiness
Empowerment
Excellence

WE CREATED THIS INDUSTRY

Today have world's largest Demountables operation in combination with No 1 global market share

In around 1945 the Terho brothers from Raisio had a log transporting business and they started to wonder how heavy logs could be loaded easier and more efficient to the truck. As a solution, they developed a cable lift device that allowed the flatbed to be lowered to the ground and therefore enable a smoother loading procedure. In 1947 the Terho brothers patented their idea and the world's first demountable system was founded.

PRODUCTION OUTPUT



Demountables

Hooklifts, roll-off cable hoists and skiploaders move bulky materials, high-volume waste, gravel, metal scrap and containers.

MULTILIFT hooklifts and skiploaders are more than powerful lifters, they are built to perform swiftly and precisely using the latest smart technology to exceed safety standards and productivity expectations.

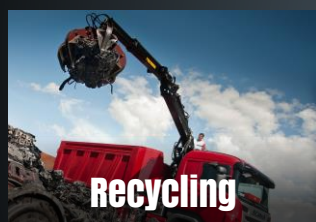
GALFAB roll-off cable hoists offer a complete portfolio with innovations related to container securing, safety of road users and productivity in use. We are on our way paving technological leadership as part of Hiab group.



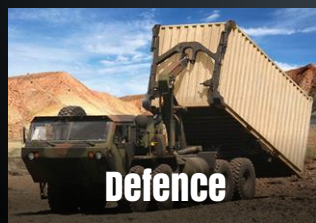
SERVING A LARGE VARIETY OF DIVERSE CUSTOMERS IN ESSENTIAL INDUSTRIES



SINGLE TRUCK OWNER



FLEETS



RENTAL



customer needs drive the technology development

Mission: Making our customers safer, more productive and more sustainable

Driver shortage

Help customers find, train and keep the best operators and reduce total cost of operations.

Climate Ambition

Help customers pursue a net-positive sustainability strategy and comply with climate regulations.

Safety

Help customers pursue a Zero-harm ambition and reduce accidents.

Automated & Autonomous operations

Lowering the bar by helping human operator & taking over.

Electrification

Energy efficiency, ePTO, actuators, batteries and solar on our way to power agnosticity.

Automation & safety

Smart controls and features to prevent human errors & assist to increase safety.

Operator training

Realistic VR training simulator to improve onboarding substantially.

Decarbonisation

Weight reduction, alternative materials, fossil-free steel.

Data insights

Identifying unsafe behaviour & misuse through connectivity.

FOCUSING ON PROVEN VALUE CREATION **PEACE OF MIND & PRODUCTIVITY**



RELIABILITY

- › 50% longer lifespan over main global competitor
- › State-of-the-art control system



SAFETY

- › Easy to use & guides the operator
- › Smart controls for safety that doesn't get in your way



QUALITY

- › Built, calculated and tested to exceed industry standards
- › Optimized design and vigorous testing



SUSTAINABILITY

- › Patented features to deliver up to 30% savings in emissions
- › Data-proven return on investment



PERFORMANCE

- › Patented features for driver assist and productivity
- › HiVision™ utilizes AR for ultimate efficiency



SERVICES

- › Widest service network in the industry
- › Cloud-connected products for remote diagnostics

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Privileged and confidential draft - For planning purposes only

Accelerated service growth

Michaël Bruninx - Senior Vice President, Services - Hiab



LIFECYCLE EARNINGS

Support from installation to predictive maintenance, inspections to extending the lifetime of the equipment with ProCare service agreements. Refurbishment and second hand business.

SERVICE NETWORK

A global service network and experts to support customers when and where they need it.



**PREMIUM SERVICES
ENHANCING
CUSTOMER PRODUCTIVITY &
SAFETY**

DIGITAL SERVICES OFFERING

Next generation HiPerform digital services such as HiConnect, Uptime & Virtual Simulator. Digital solutions support productivity enhancements, safety & operators performance.

GENUINE PARTS & APPLICATION TOOLS

Webshop open 24/7. Original parts maintain performance, reliability, safety, and resale value. Shortest time to genuine parts supplies.



SHAPING THE FUTURE OF SMART LOAD HANDLING

DIGITAL SERVICES



FLEET AUTOMATION



**Fleet management,
remote monitoring and
predictive maintenance**



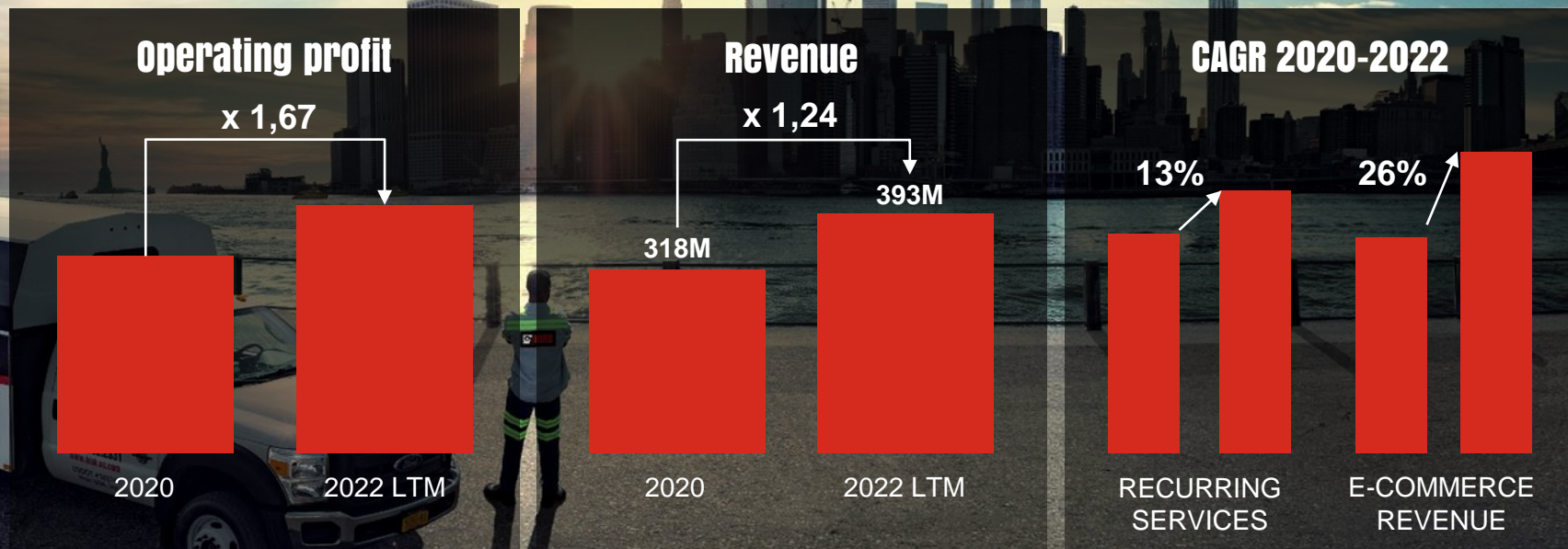
**Productivity
and safety**



**Automation and
electrification**



HIAB SERVICES RESILIENT **PROFITABLE GROWTH**



Recurring services 80% \leftarrow . Operating leverage 2020-2022 LTM 30% \leftarrow

HIAB SERVICES GROWING STEADILY WITH **SOLID PROFIT LEVERAGE**

SERVICE

**GROWING
INSTALLED BASE
175.000<**
excluding tail lifts

**CONNECTED
HIAB FLEET
24.000<**

**OPERATIONAL
EXCELLENCE**

**DEALER
DEVELOPMENT &
DIGITAL LEADS**

**E-COMMERCE
ADAPTATION
65%<**

FORECASTED CAPTURE RATE 2025: 50%<, OP LEVERAGE 30%<

FOCUS AREAS SUSTAINABLE PROFITABLE GROWTH

1

**Strengthen core & Lifecycle sales -
Digital Leads & E-Commerce**

4

**Application tools & Secondhand +
Refurbishment - Growth above core
business**

2

**Service sales through dealers -
Business development**

5

**HiPerform - Value creation through
digital solutions**

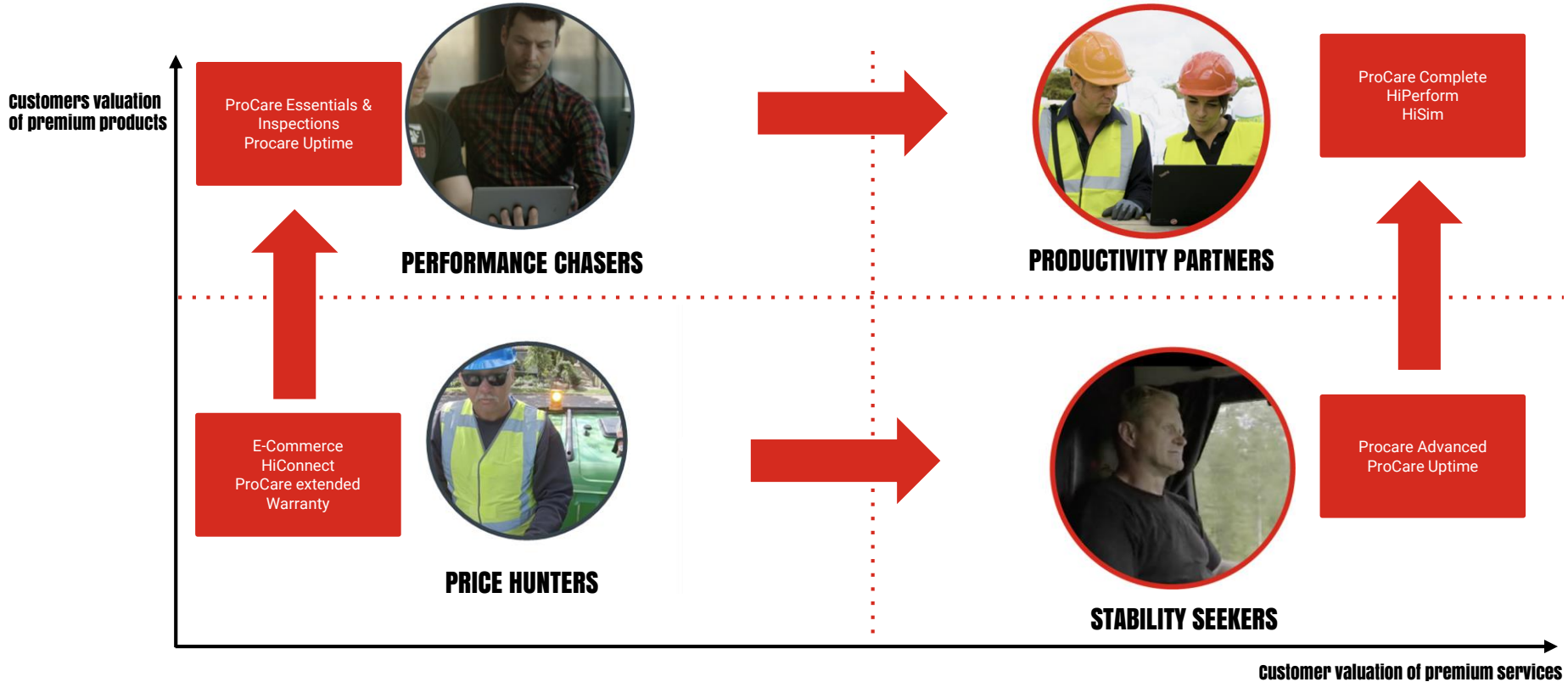
3

**Operational Excellence -
Maintenance and installations**

6

**Supply Chain - Agility and support
future growth**

COMMERCIALISATION IN FUNCTION OF CUSTOMER SEGMENTATION



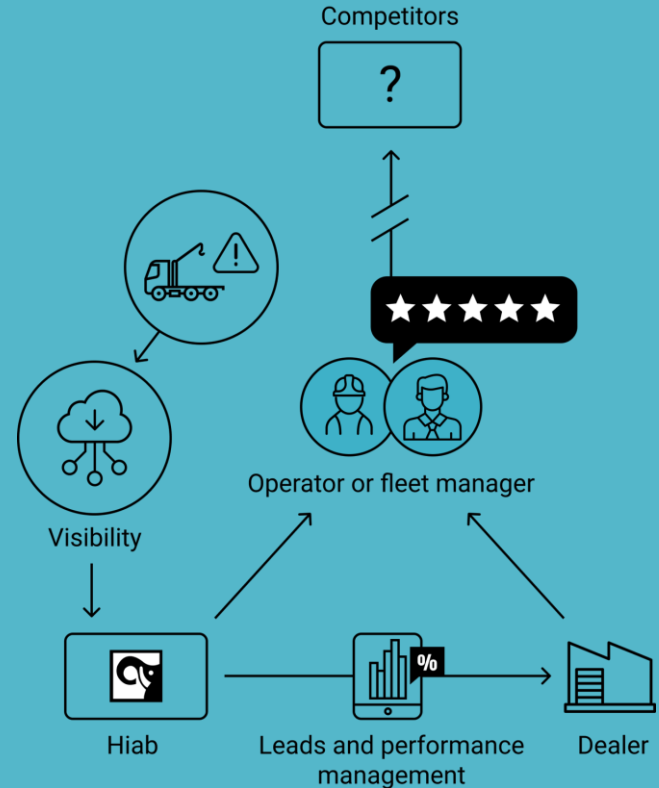
HIAB DIGITALISATION FUTURE ECOSYSTEM

LEVERAGING INSTALLED BASE

ENABLE PARTNER GROWTH AND DEVELOPMENT

IMPROVE CUSTOMER SATISFACTION AND LOYALTY

ENGAGEMENT OVER THE LIFECYCLE



Q&A

BUILT TO PERFORM



HIAB • JONSERED • LOGLIFT • EFFER • ARGOS • MULTILIFT • GALFAB • MOFFETT • WALTCO • DEL • ZEPRO