

Investor visit to Kalmar's customer Cabooter, Venlo, The Netherlands

Profitable growth through solving sustainability challenges - together

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Disclaimer

Although forward-looking statements contained in this presentation are based upon what management of the company believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. These statements are not guarantees of future performance and undue reliance should not be placed on them. The company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws.

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.

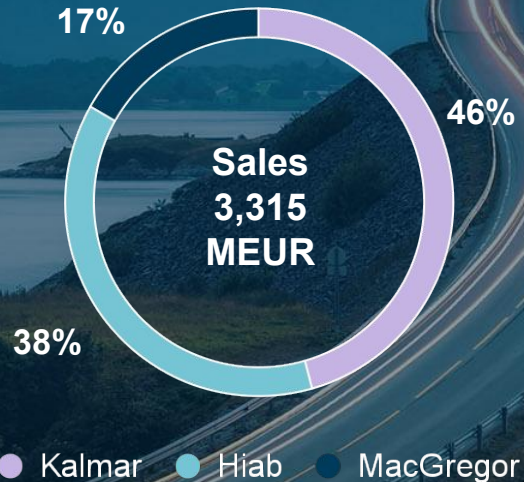
Agenda

1. Cargotec and Kalmar in brief
2. Driving sustainability through electrically powered operations
3. Cabooter presentation
4. Site visit to Cabooter terminal



Cargotec today based on 2021 figures

Sales: **EUR 3,315 million**
Comparable operating profit:
7.0% (EUR 232 million)
Service sales: **32%**



Sales: EUR **1,512** million
Comparable operating profit:
7.9% (EUR 120 million)



Sales: EUR **1,250** million
Comparable operating profit:
13.3% (EUR 166 million)

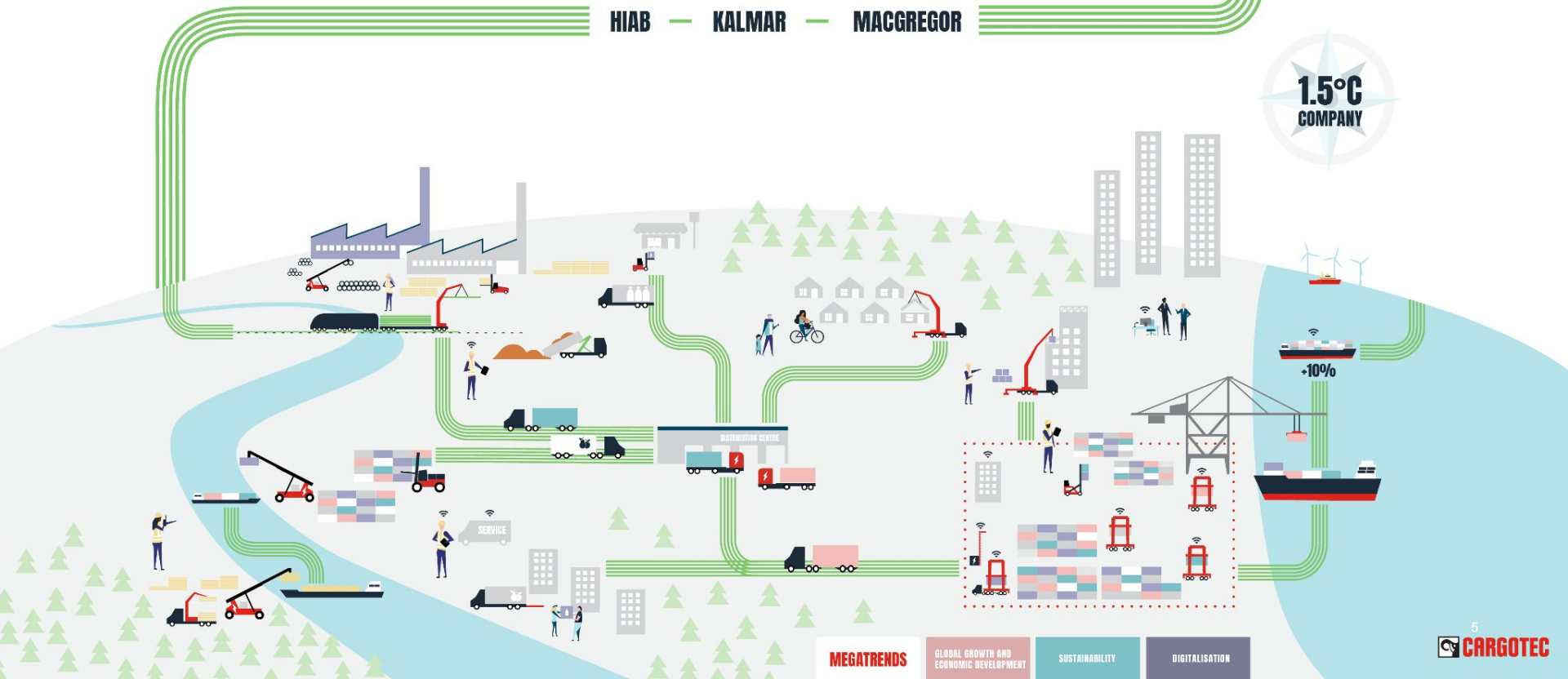


Sales: EUR **553** million
Comparable operating profit:
-2.7% (EUR -15 million)

GLOBAL LEADER IN SUSTAINABLE CARGO FLOW

HIAB — KALMAR — MACGREGOR

1.5°C
COMPANY



MEGATRENDS

GLOBAL GROWTH AND
ECONOMIC DEVELOPMENT

SUSTAINABILITY

DIGITALISATION

Our strategy for profitable growth centers on sustainability



Investing in innovation to be sustainability leader



Driving **increasing recurring revenues**



Actively seeking **organic and inorganic growth**



Aiming for **highest ESG standards** in our industry

Strong market positions

Leading brands

Leadership & people

Cargotec's performance targets for its core businesses

Eco portfolio: double sales growth
compared to traditional products

Sales growth faster than market¹

Reduce CO₂ emissions in our value chain²

2025: **-25%** | 2030: **-50%**

Comparable operating profit

2025: **12%** | 2030: **15%**

Growing dividend
30-50% EPS

Gearing below
50%



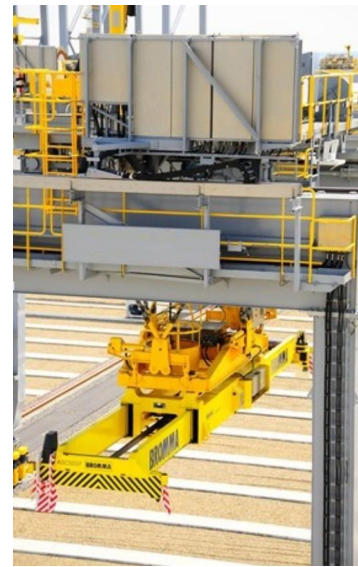
Setting the standards in **counterbalanced container handlers**.



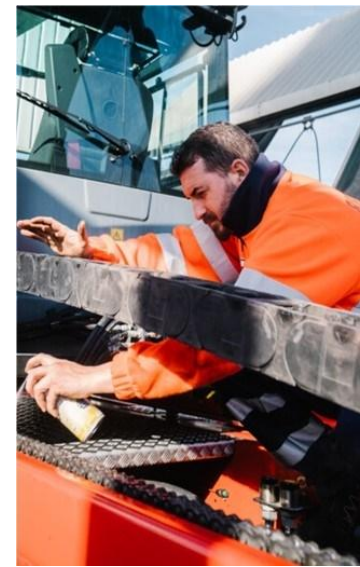
Most selling **terminal tractor** in North America.



Market leader in **hybrid and electric shuttle & straddle carriers**.



Global leader in **Bromma spreaders**.



Lifecycle **services** and parts for all customer segments.

Kalmar is leading brand in mobile equipment, horizontal transportation and services





Ports &
terminals



Distribution



Forestry



Metal



Heavy
logistics

We are serving a large variety of customer segments around the world...

... and Kalmar is the only global heavy material handling equipment supplier with a *fully electric portfolio!*

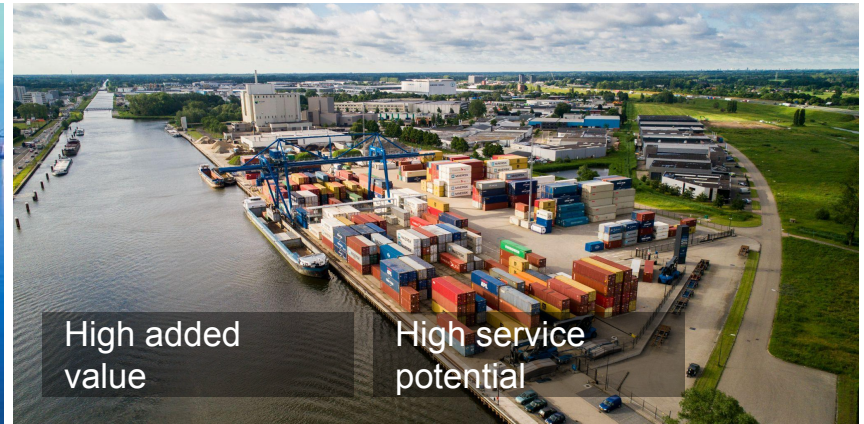


Kalmar's focus is shifting from large terminals to medium and small terminals

MEGA TERMINALS



MEDIUM AND SMALL TERMINALS

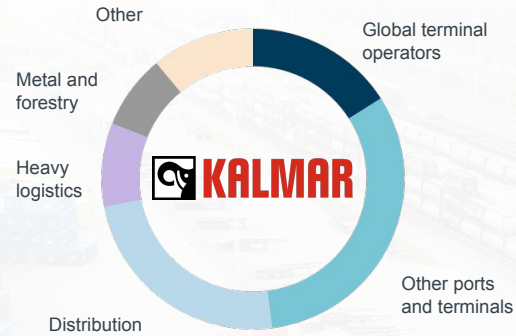


After exiting loss making heavy cranes business, Kalmar is well diversified, profitable and growing

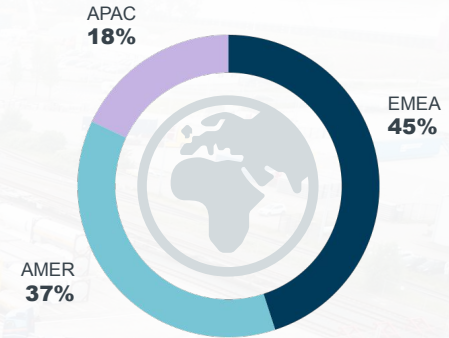
Services share of sales¹



Sales by customer segment, management estimate¹



Geographical sales split¹



Sales²
MEUR 1,688

Average sales growth³
4%

Comparable operating Profit²
MEUR 180 / 10.6%

Operating profit²
MEUR 166 / 9.8%

Personnel²
5,044

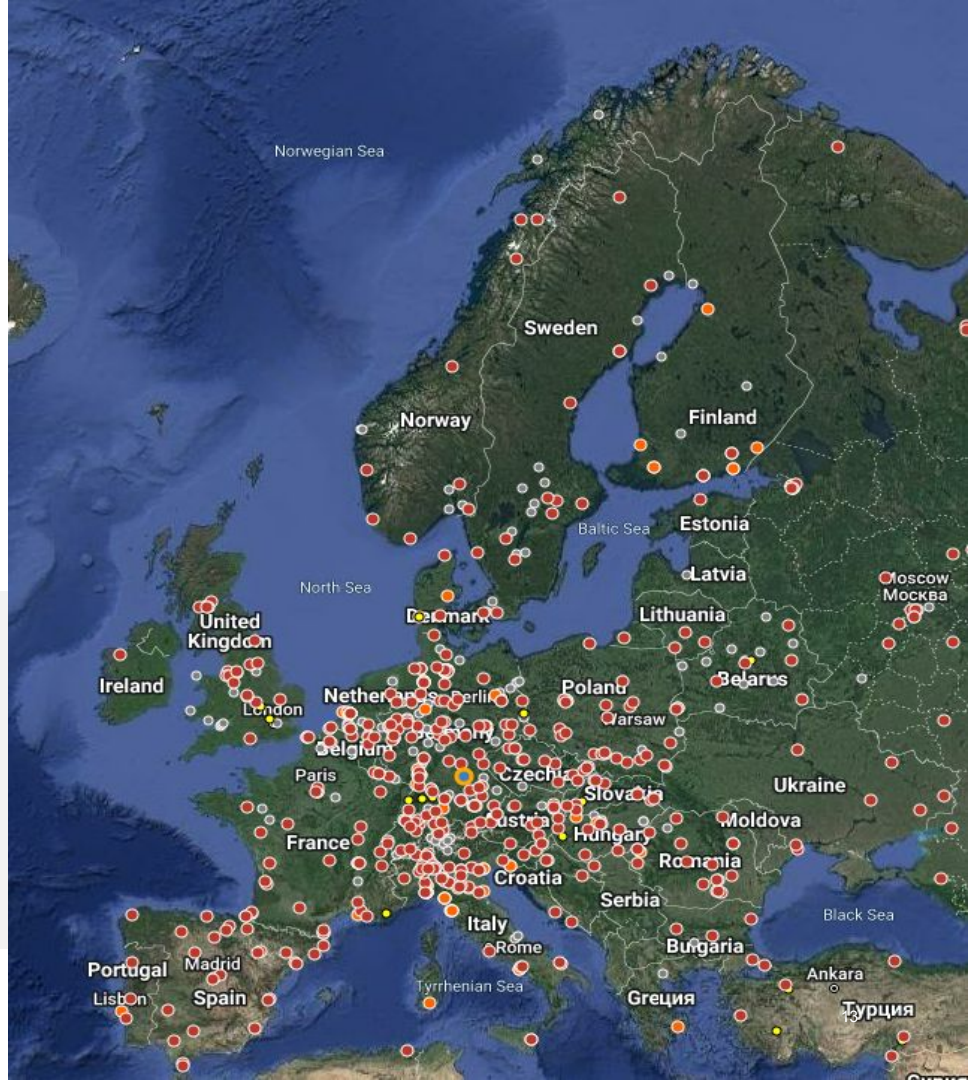
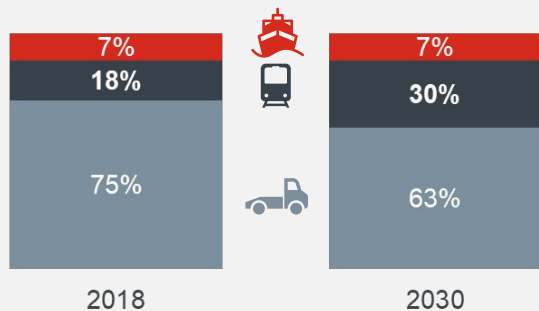
Most of

Europe's +500

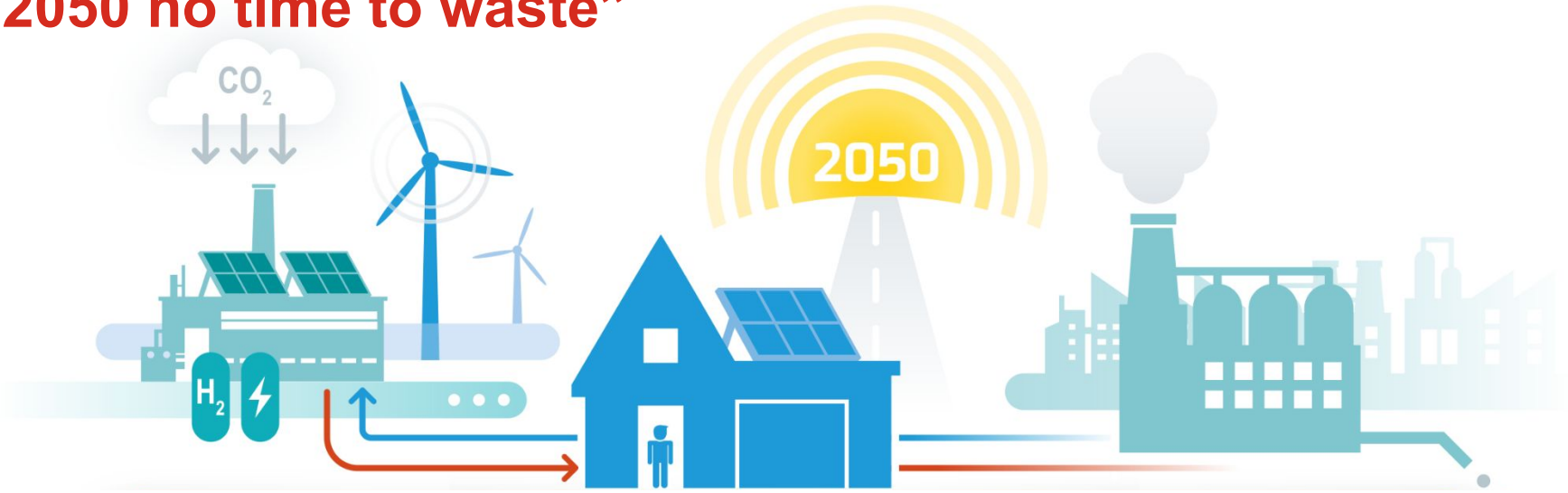
intermodal terminals or depots
operate with Mobile Equipment

EU has ambition to increase share of rail freight
from 18% to 30% by 2030. That would mean
doubling the transport volumes on rail and higher
utilisation of intermodal terminals and equipment

Land freight
modal share
2018-2030



Government Roadmap - “The Netherlands climate-neutral in 2050 no time to waste”



- investing in sustainable energy generation; such as renewable electricity, CO₂-free gases and sustainable heat sources
- **sufficient available grid capacity; so that the market can count on a timely connection to infrastructure**

- **Electrification in industry; this accelerates the growth of demand for sustainable energy**
- Fair cost allocation; such as ending double taxation for energy storage and ensuring “the heavy polluter pays”
- Fully committed to making the built environment more sustainable; so that 1.5 million homes will be sustainable by 2030 and 9 million homes by 2050



Driving sustainability through electrically powered operations

The Electric Reachstacker



Wide cargo handling application portfolio



Energy-efficient design



Capacities and performances like a diesel Reachstacker



Modular battery solution



Operational in all climates



Wide offering of charging solutions



Annual CO₂ reductions versus
diesel Reachstackers:

100 tons CO₂

TOGETHER

we can put eco-efficiency into action, step by step

We want to help you see how you can improve the eco-efficiency of your operations, what the impact will be on your infrastructure, solutions and people, and how we can start today to deliver an eco-efficient future, step by step.

“ We are the test for Kalmar’s first electric reachstacker in Europe and I hope that in the future this will create a big following for other terminals.

The principle that we should get rid of fossil fuels and that we must move on to electric or hydrogen, is obvious.

Hans Cabooter

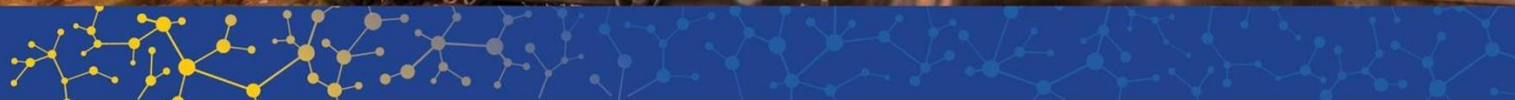
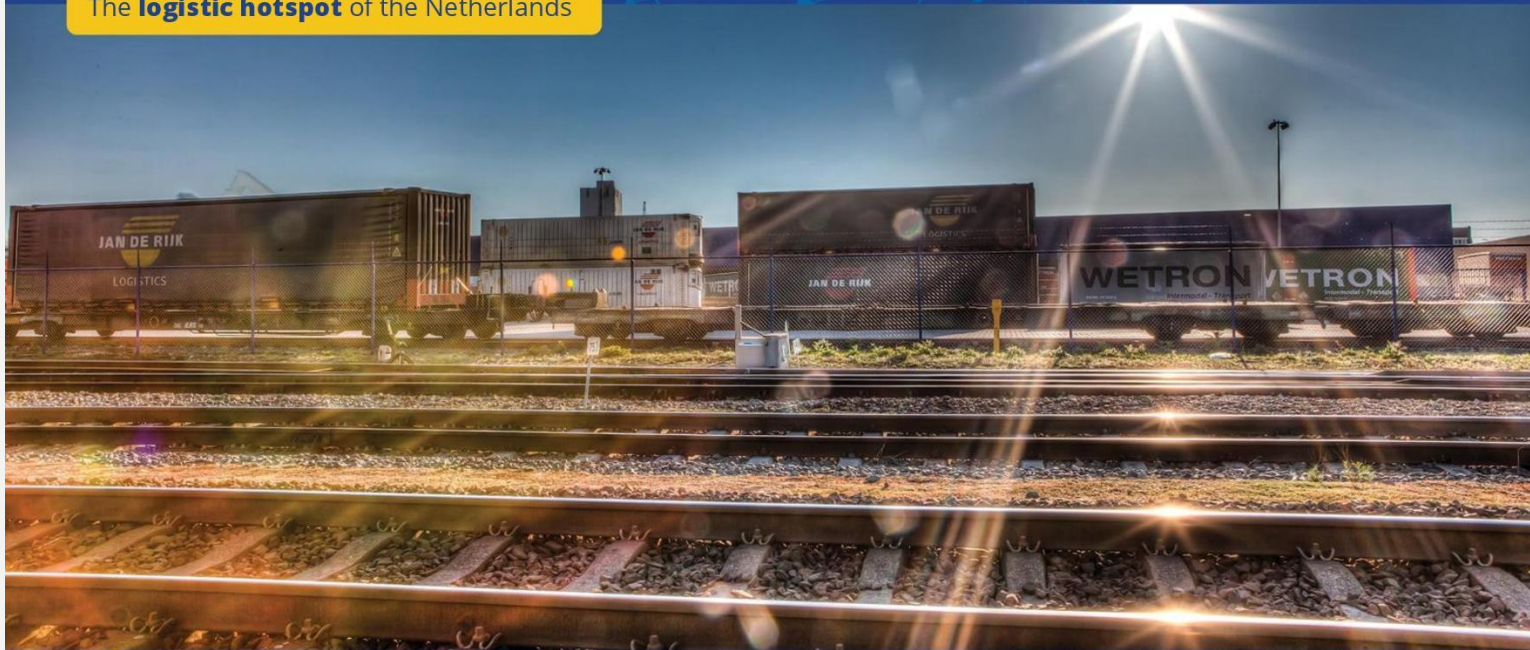
CEO, Cabooter Group



Venlo

CABOOTER
GROUP SINCE 1959

The **logistic hotspot** of the Netherlands



The logistics strengths of Limburg

Multimodal connectivity



Cabooter

Multimodal **HuBs**

is your **gateway** to any destination since 1959



Website:
www.cabootergroup.com



Visiting address:
Horsterweg 221, Venlo, The Netherlands

The logistics strengths of Venlo

Central location



- Venlo is located at the Dutch border with Germany
- **To the west:** The Seaports of Amsterdam, Rotterdam, Antwerp and Zeebrugge
- **To the east :** Western Europe, Germany, Poland and Hungary
- **To the South:** Southern Europe, France, Spain and Italy
- **To the North:** Northern Europe Denmark, Sweden, Norway and Finland

A family of 3 rail terminals at your service...

- Blerick
- Kaldenkirchen
- Venlo



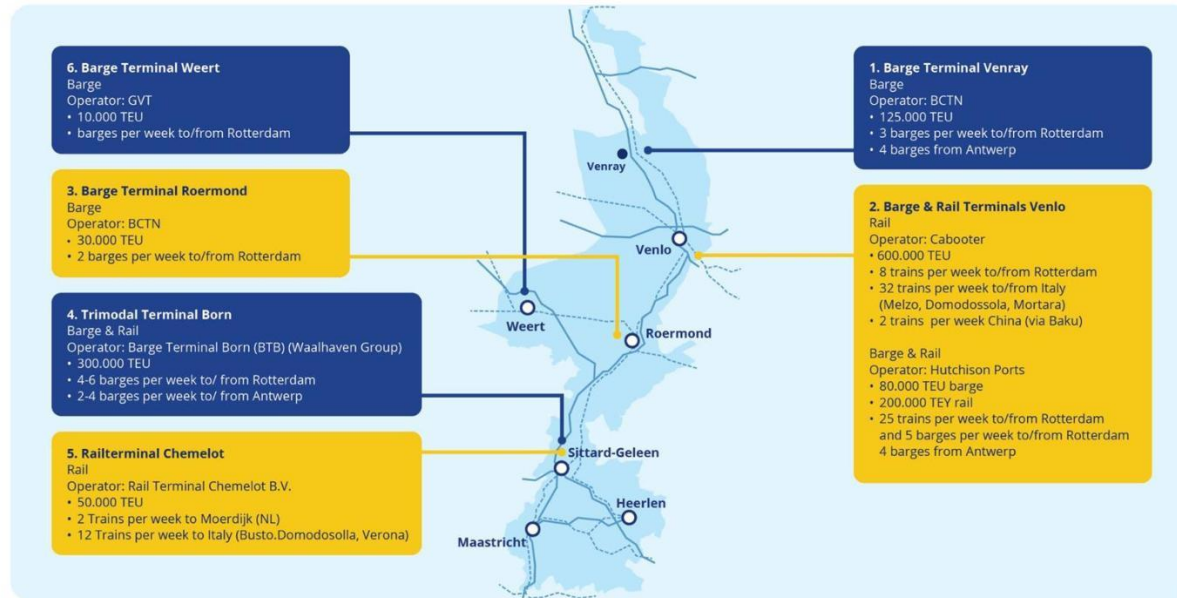
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The logistics strengths of Limburg

Multimodal connectivity



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The logistics strengths of Venlo

Multimodal connectivity

The Venlo Region

- Europe's # 1 Logistic Hotspot.
- Situated on the German border
- Excellent multimodal connections with European markets
- All major logistics service providers are present

A fast and reliable corridor: Take the fast lane to your market

- Fast, reliable connection between Rotterdam and the Venlo Region
- Barge (14-16 per week)
- Train (33 per week)
- Truck
- Many independent European logistics providers



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The logistics services



Website:
www.cabootergroup.com



Visiting address:
Horsterweg 221, Venlo, The Netherlands

Cabooter Rail Terminal Greenport Venlo



Website:
www.cabootergroup.com



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Horsterweg 221, Venlo, The Netherlands





CABOOTER RAIL TERMINAL

CABOOTER GROUP

CABOOTER GROUP

CABOOTER GROUP

MAERSK

MAERSK

CABOOTER RAIL TERMINAL





A network graphic consisting of interconnected nodes and lines, primarily in shades of blue and yellow, located in the upper portion of the image.

CABOOTER

GROUP SINCE 1959

Limburg **The logistic hotspot of the Netherlands**

