

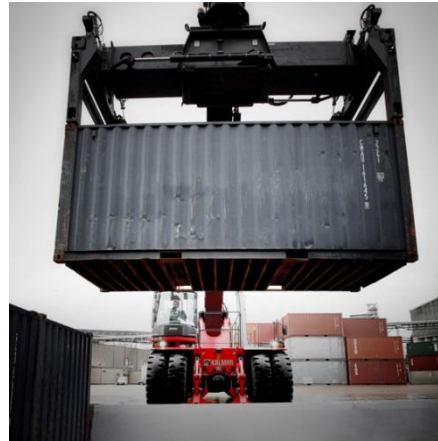


Annual General Meeting

22 March 2016



CEO
Mika Vehviläinen



Cargotec's year 2015

Achievements



- Clear improvement in Kalmar and Hiab profitability
- Most profitable company vs. peers in all three business areas
- New strategy launched
- Many key positions filled
- Development in personnel satisfaction
- Good progress in must-win-battles

Areas of improvement



- MacGregor financial results off the target
- Further improvement potential in business control environment
- A lot development potential in services business

Cargotec's Extended Executive Board



Mika Vehviläinen
CEO



Eeva Sipilä
CFO



Mikael Laine
SVP, Strategy



Mikko Pelkonen
SVP, Human Resources



Olli Isotalo
President, Kalmar



Roland Sundén
President, Hiab



**Michel van
Roozendaal**
President, MacGregor



Outi Aaltonen
SVP, General Counsel



Stephen Foster
SVP, Corporate Audit



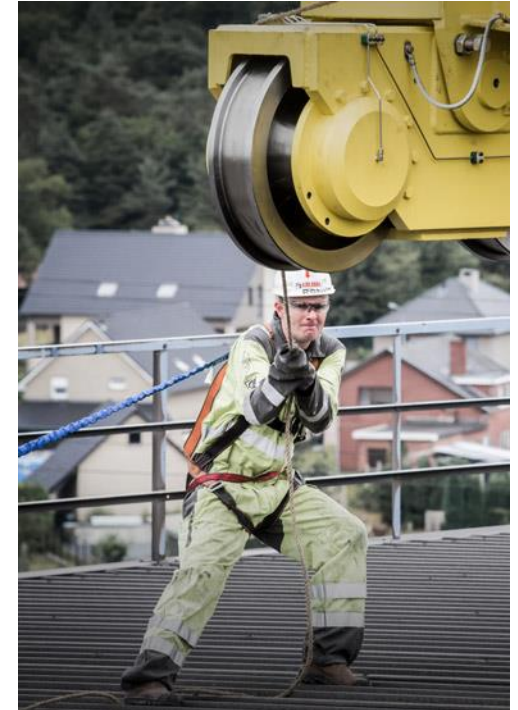
Leena Lie
SVP, Communications



Soili Mäkinen
CIO

Financial performance in 2015

- Market situation for Kalmar and Hiab healthy, challenging for MacGregor
- Earnings per share doubled to EUR 2.21 (1.11)
- Order book decreased to EUR 2,064 (2,200) million
- Sales grew 11% to EUR 3,729 (3,358) million
- Operating profit excluding costs was EUR 230.7 (149.3) million or 6.2 (4.4)% of sales
- Cash flow from operations strong at EUR 314.6 (204.3) million
- Gearing 46.4 (59.2) %



Significant orders in 2015



Two significant orders for truck-mounted forklifts

USA



23 RTGs and
79 terminal
tractors

Columbia





1,200
loader cranes





Optimised
cargo handling
systems for five
container
vessels

South Korea



Product launches and investments in 2015



Launch of the
largest Hiab
loader crane

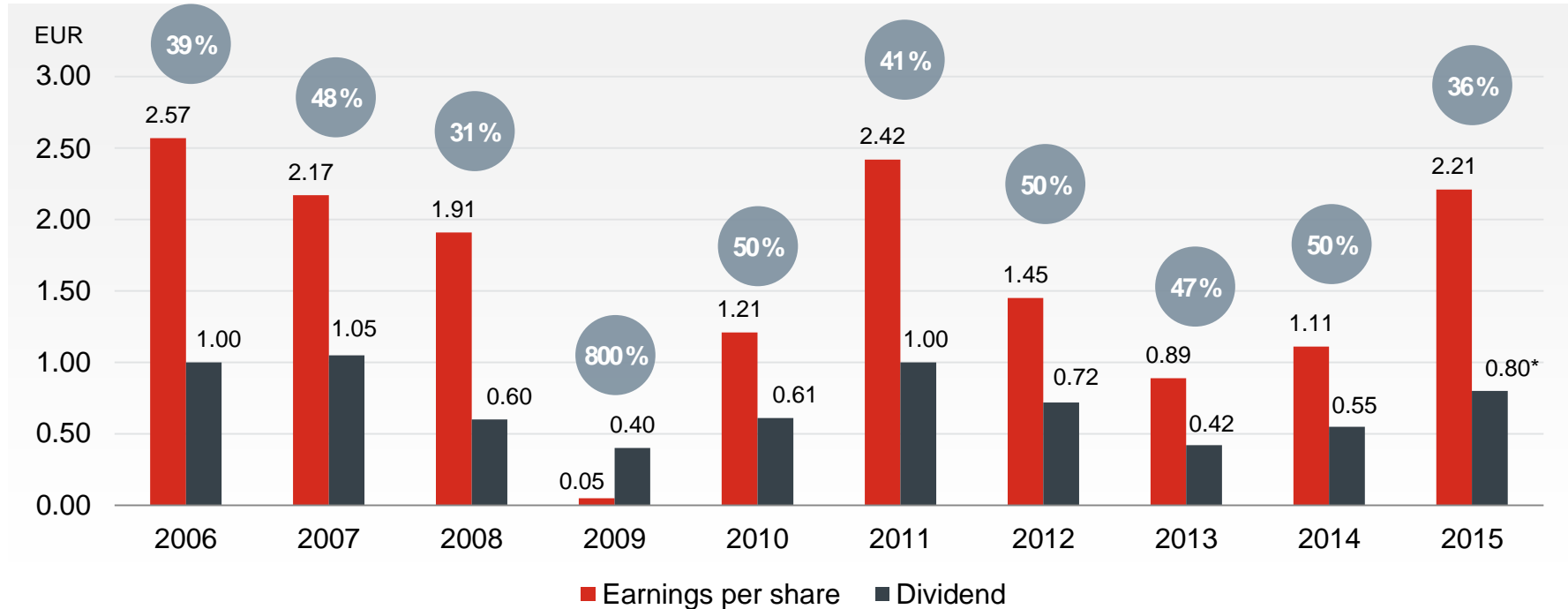


Launch of
Kalmar
OneTerminal
concept

Investment in
Tampere
technology and
competence
centre



Earnings per share and dividend (B share)



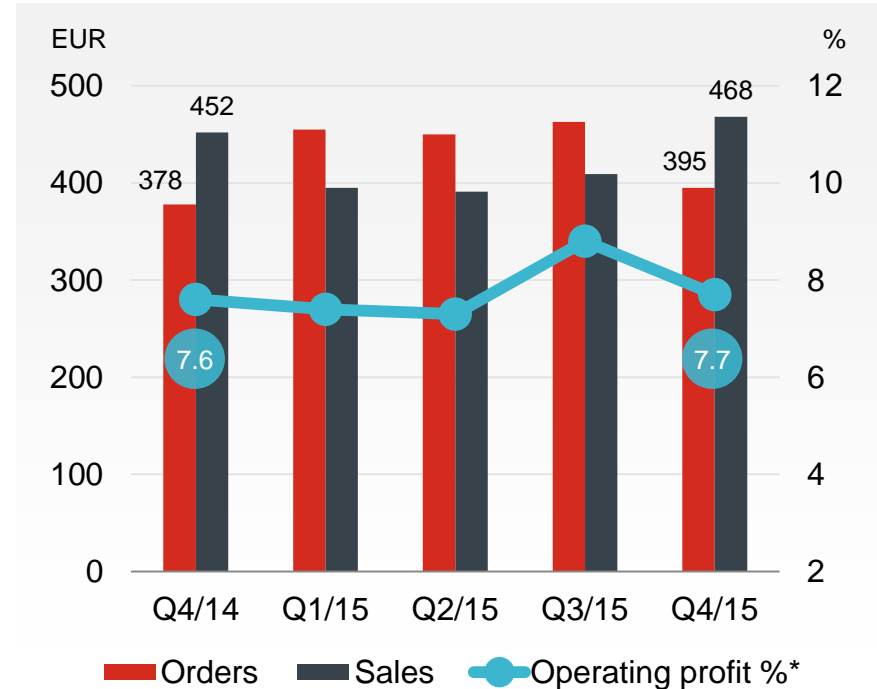
* Board's proposal

22 March 2016

12 AGM

Kalmar – strong orders and clear improvement in profitability

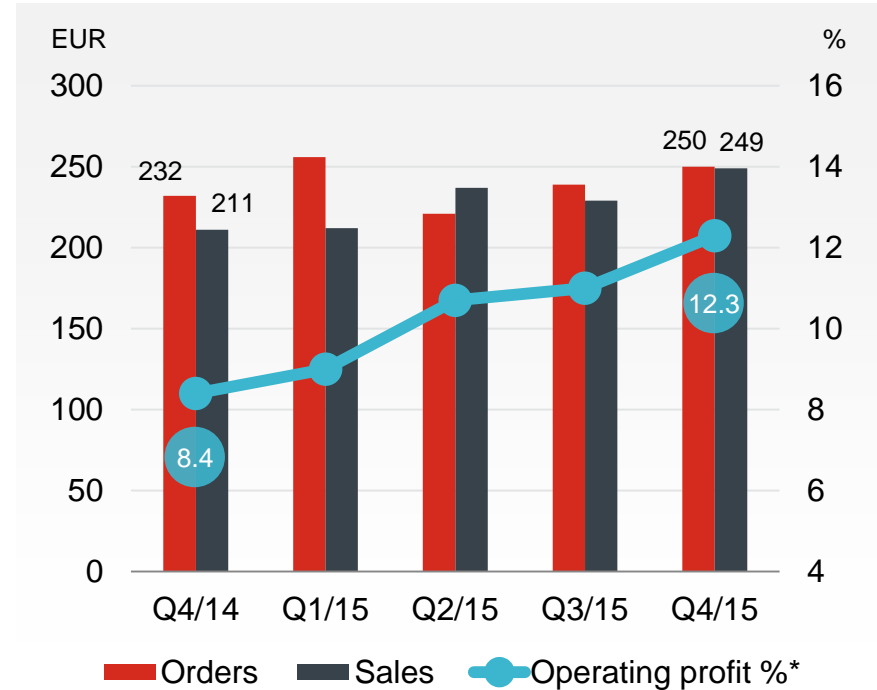
- Order intake increased 19% from 2014
- Order book strengthened 9% from 2014 year-end
- Sales grew 12% from 2014
- Profitability excluding restructuring costs was 7.8%



* excluding restructuring costs

Hiab – strong development in all areas

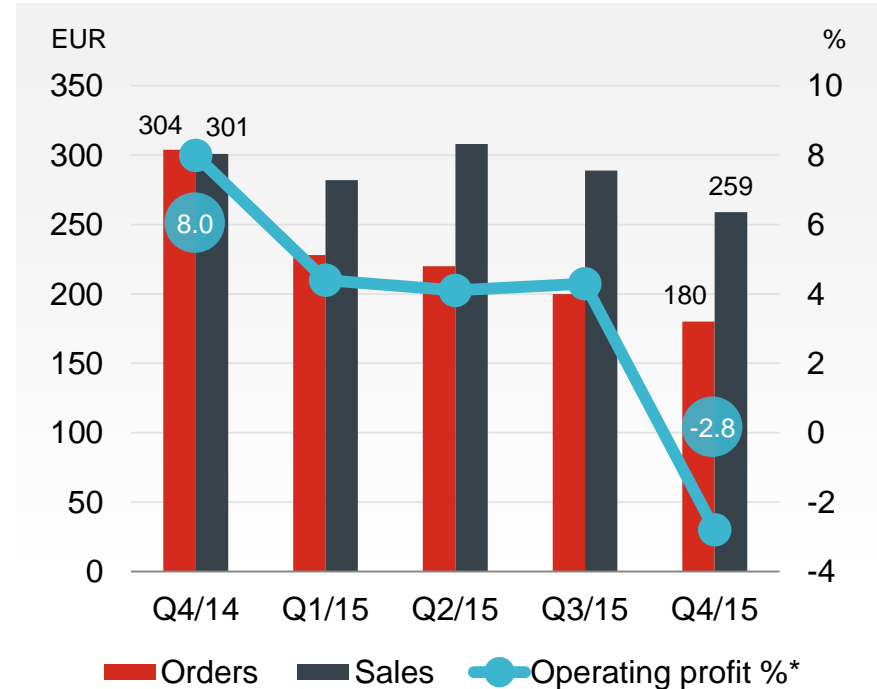
- Order intake increased 6% from 2014
- Order book strengthened 15% from 2014 year-end
- Sales grew 10% from 2014
- Profitability excluding restructuring costs was 10.8 %



* excluding restructuring costs

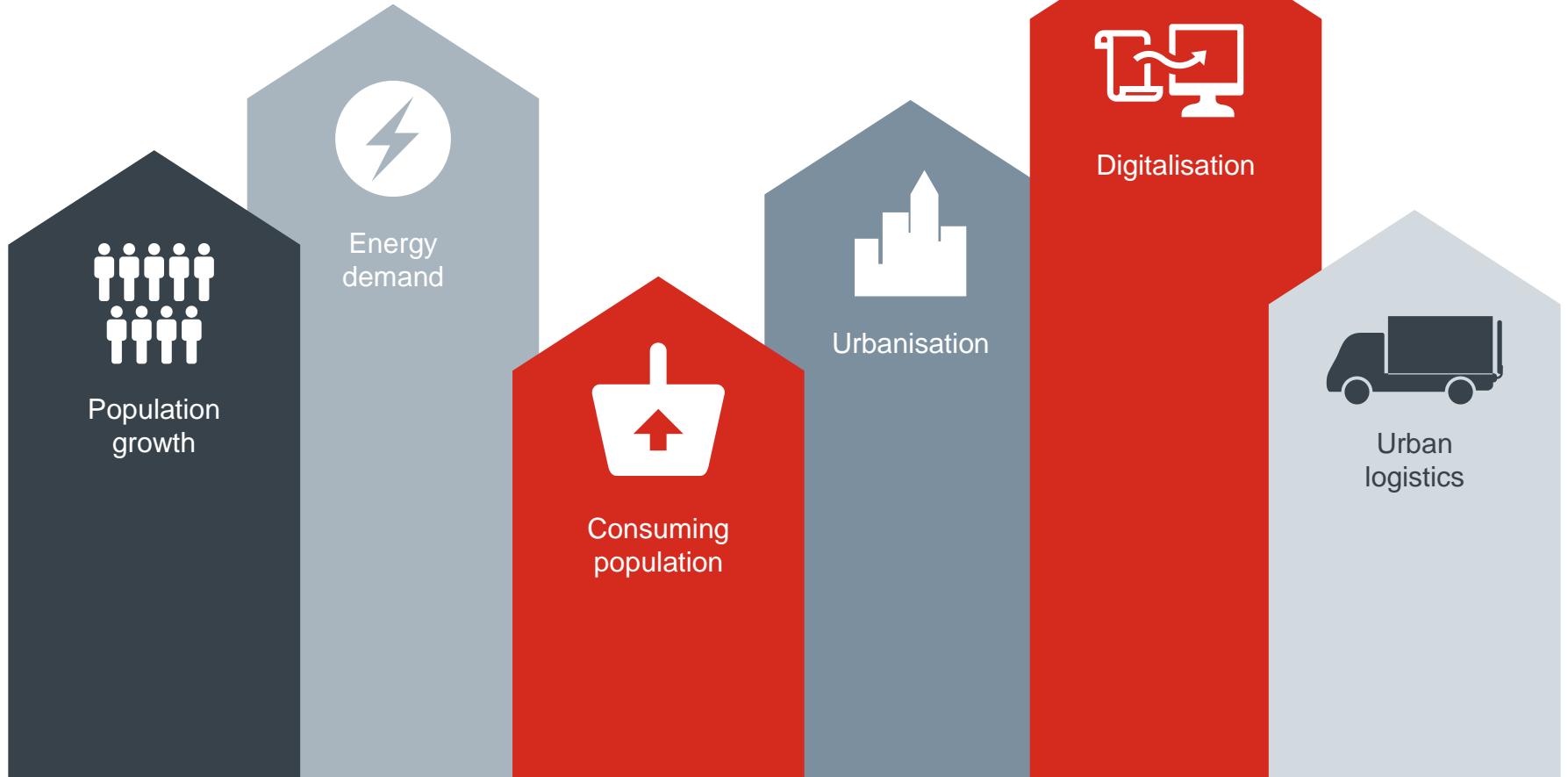
MacGregor – challenging market situation burdened profitability

- Order intake declined 32% from 2014
- Order book decreased 22% from 2014 year-end
- Sales grew 10% from 2014
- Profitability excluding restructuring costs was 2.6%
- Benefits from the restructuring measures not yet visible in 2015



* excluding restructuring

Megatrends supporting strategy



Population
growth

Energy
demand

Consuming
population

Urbanisation

Digitalisation

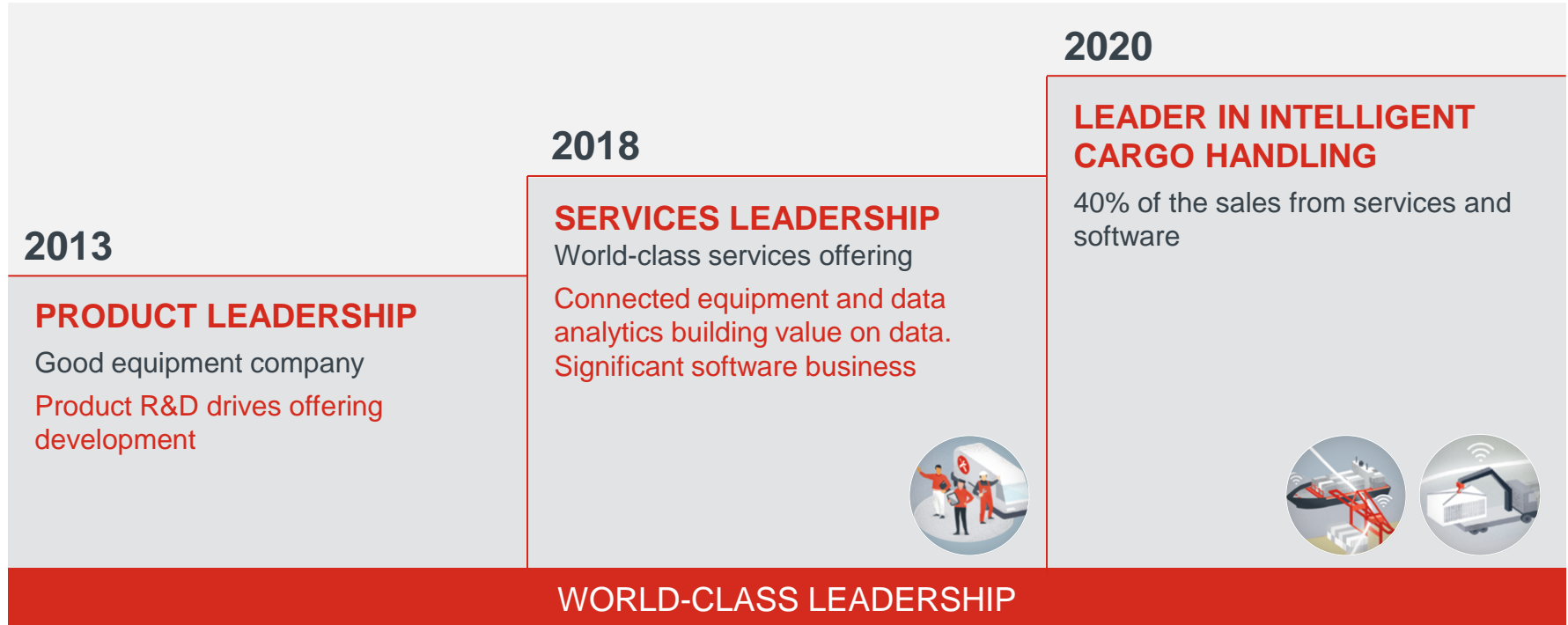
Urban
logistics

Building on our strengths

- Global market leader
- Growth markets supported by megatrends
- Unique brands
- Industry leading innovations



Investing in our transformation to become the leader in intelligent cargo handling



Must-win battles to support strategy implementation



Build world-class
services offering



Lead digitalisation



Build world-class
leadership

Long-term financial targets – committed to improve shareholder return

Business
area
targets

10%

Operating profit margin
(EBIT) in each business area
over the cycle

Growth
Faster than
market
growth



Group
targets

Gearing

<50%

Return on capital employed
over the cycle (ROCE pre-tax)

15%

Dividend

30-50%

of earnings per share



2016 outlook

- Cargotec's 2016 sales are expected to be at the 2015 (EUR 3,729 million) level or slightly below.
- Operating profit excluding restructuring costs for 2016 is expected to improve from 2015 (EUR 230.7 million).

Well positioned to become the leader in intelligent cargo handling

- Unique strengths
- Strengthened execution capabilities
- Improving profitability enables investments
- Transformation from equipment company to a company that will shape the cargo handling industry



