


CARGOTEC

Annual General Meeting 19 March 2012





2011 financials

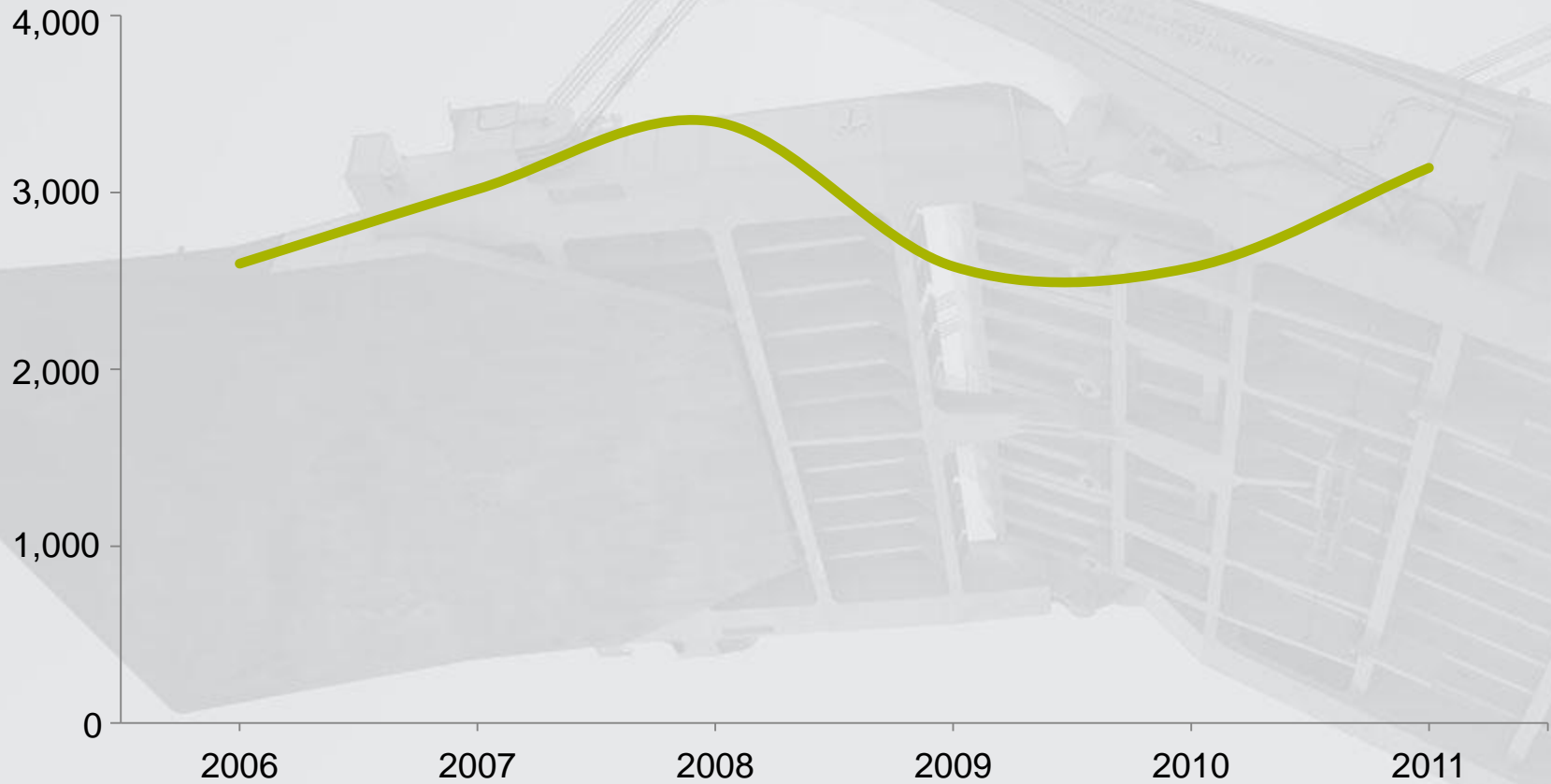
Orders received grew 18 percent

MEUR

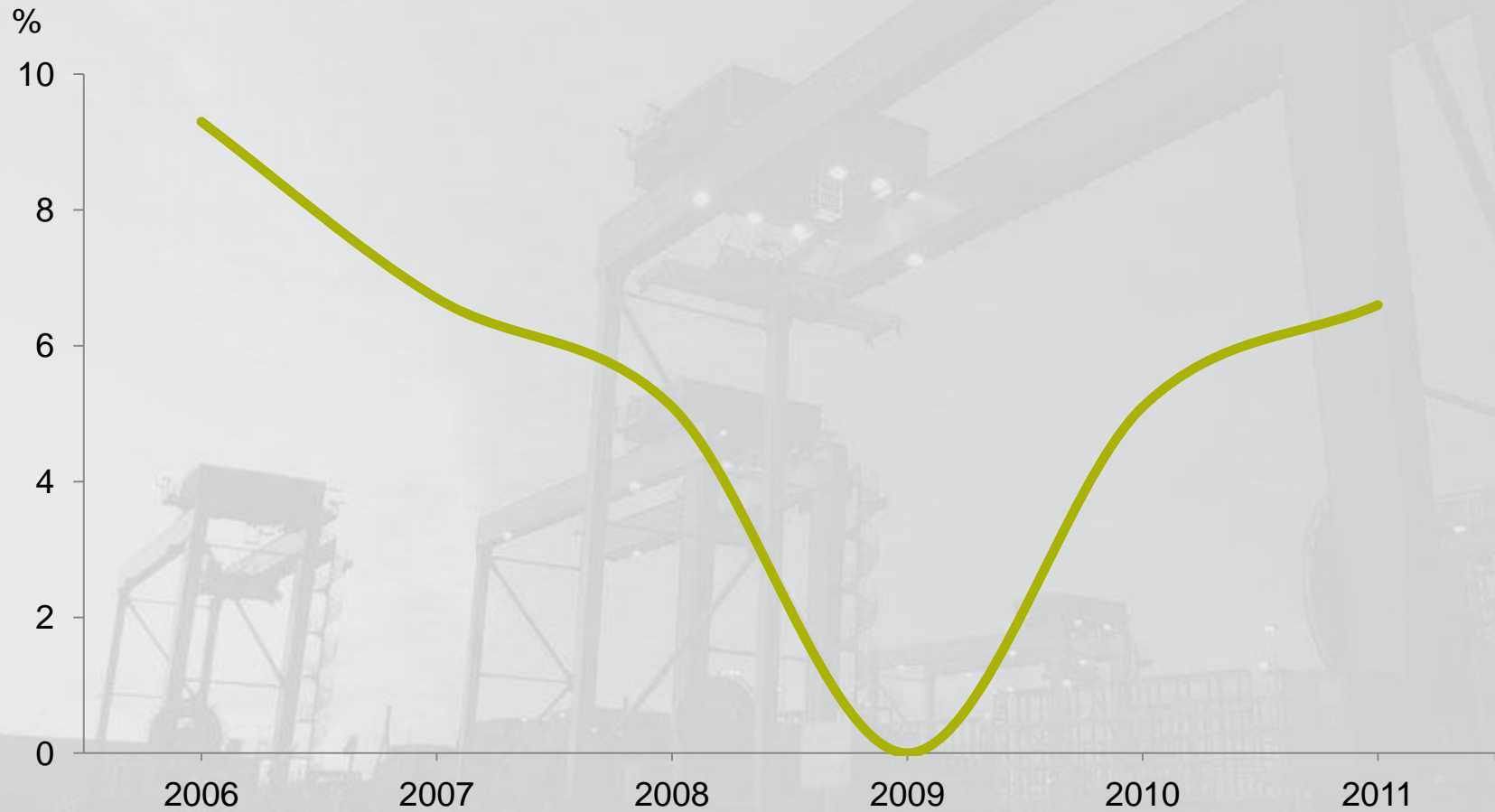


Sales grew 22 percent

MEUR

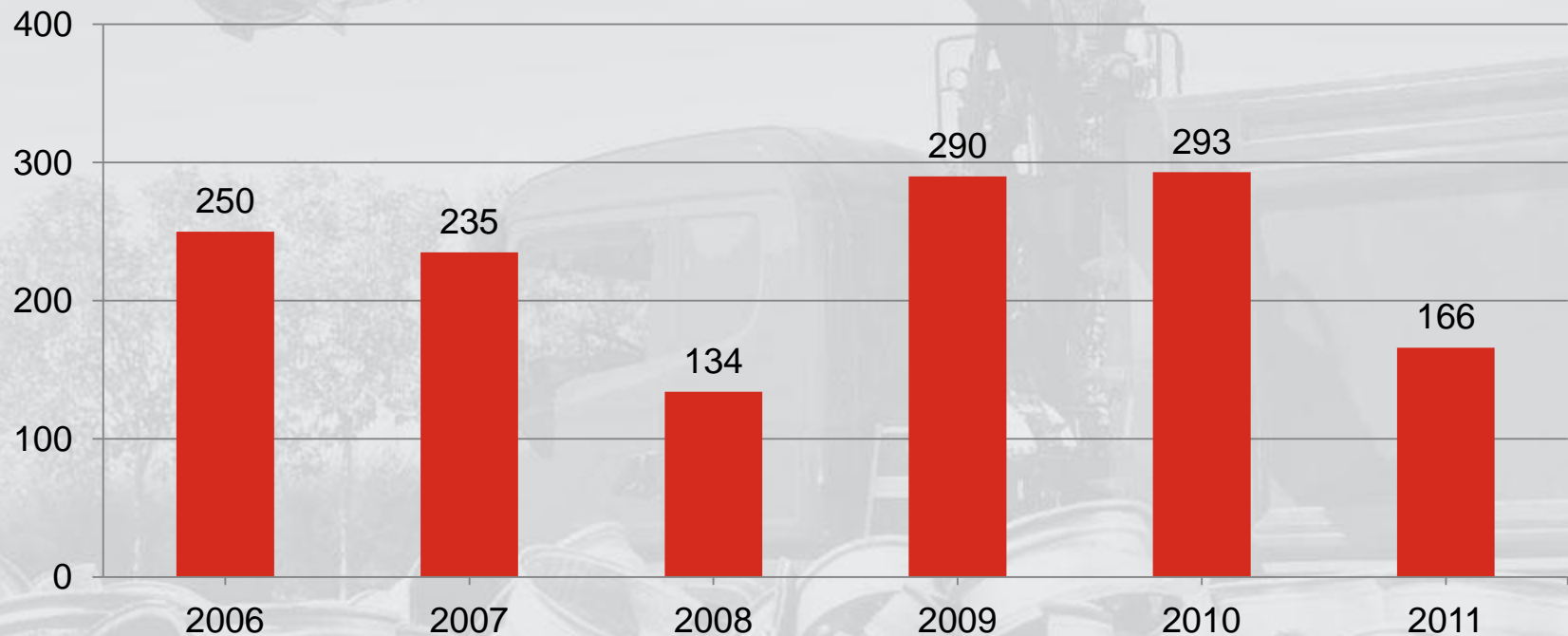


Profitability improved to 6.6 percent



Cash flow from operations healthy in growing markets

MEUR



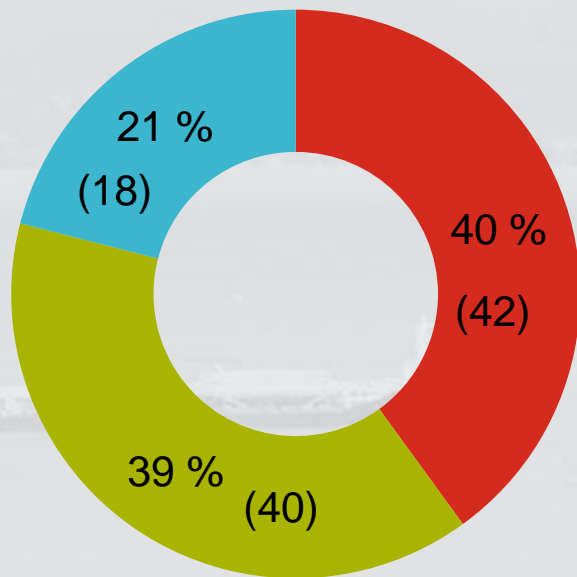
Earnings per share and dividend for class B share



* Dividend proposal by the Board of Directors

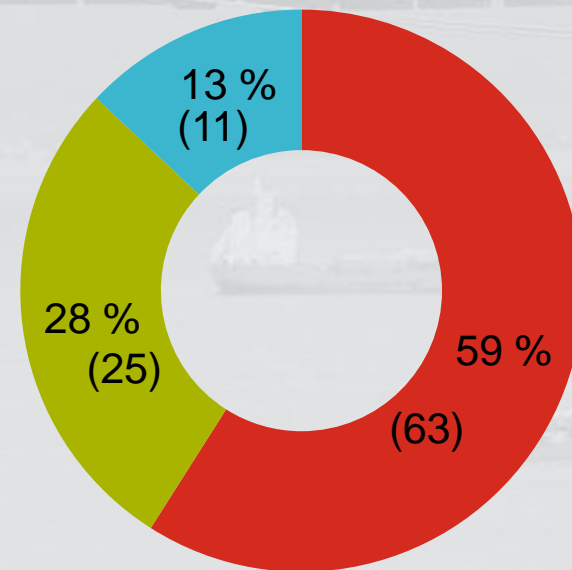
Sales and personnel by geographical area

Sales



■ EMEA ■ APAC ■ Americas

Personnel (end of period)



■ EMEA ■ APAC ■ Americas

Achievements in 2011

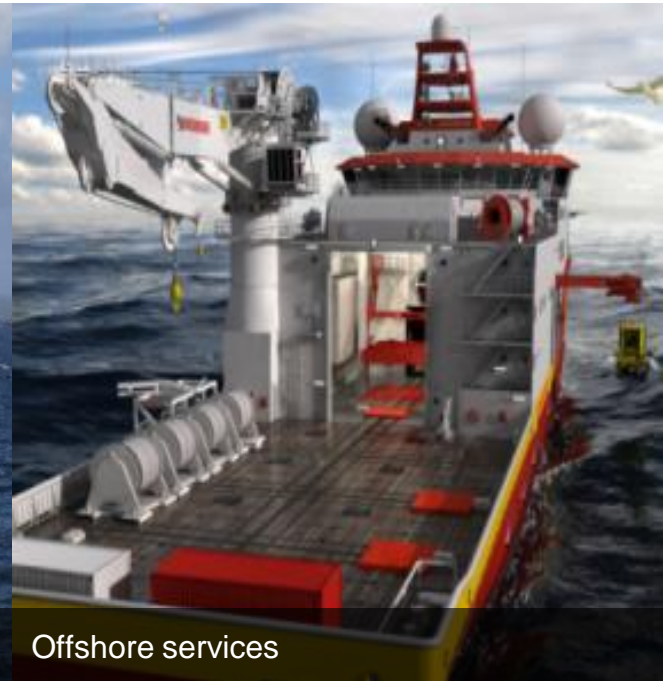
Marine – very good execution



Best Supplier 2010 award

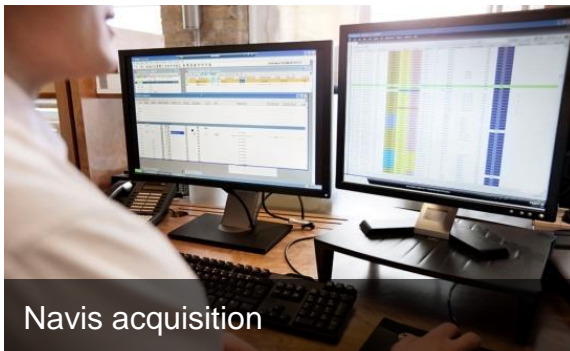


Very strong results



Offshore services

Terminals – strong strategic foundation



Navis acquisition



Singapore Competence Centre



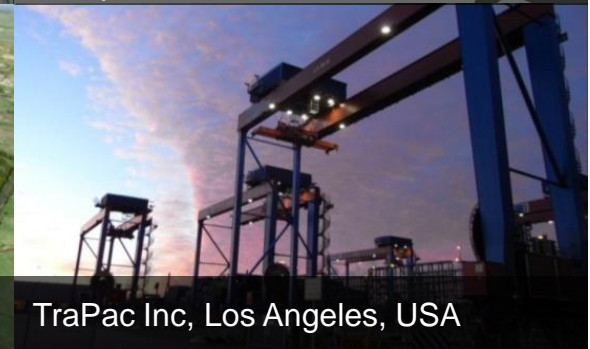
Tampere Technology and Competence Centre



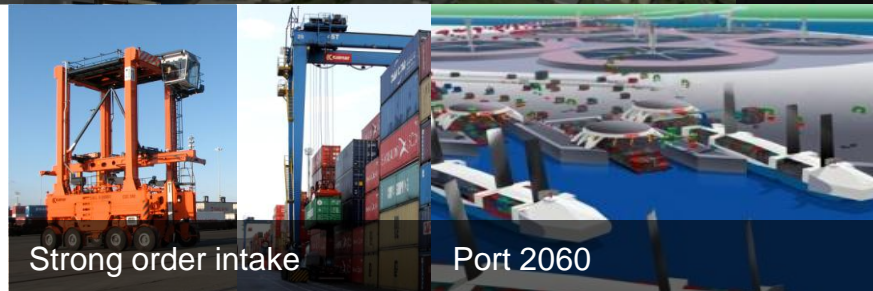
Rainbow-Cargotec Industries



London Gateway



TraPac Inc, Los Angeles, USA



Strong order intake

Port 2060

Port 2060 – the future of cargo handling

Load Handling – opportunities outside traditional markets

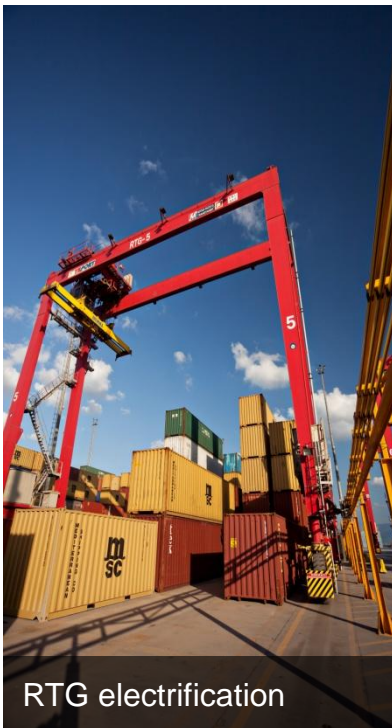


Siemens Wind Power

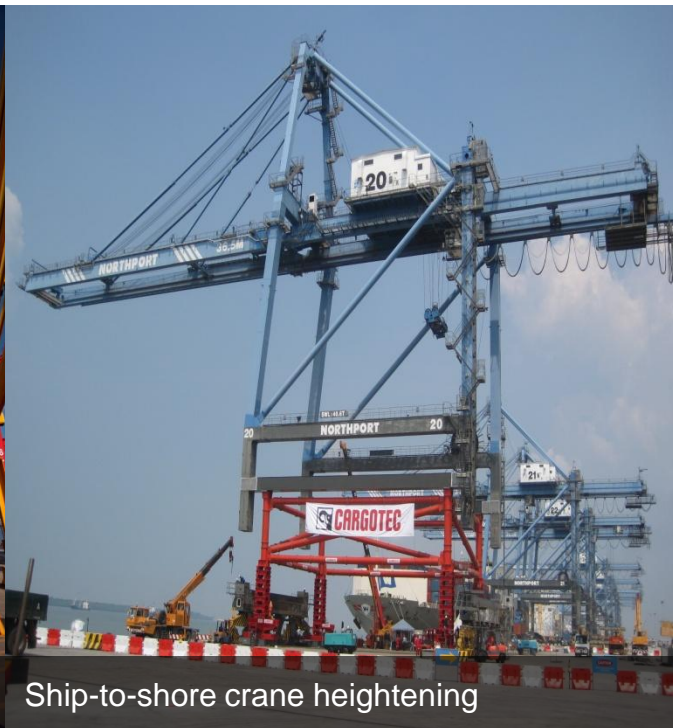
Healty order intake in the USA

Order for 80 loader cranes from Mexico

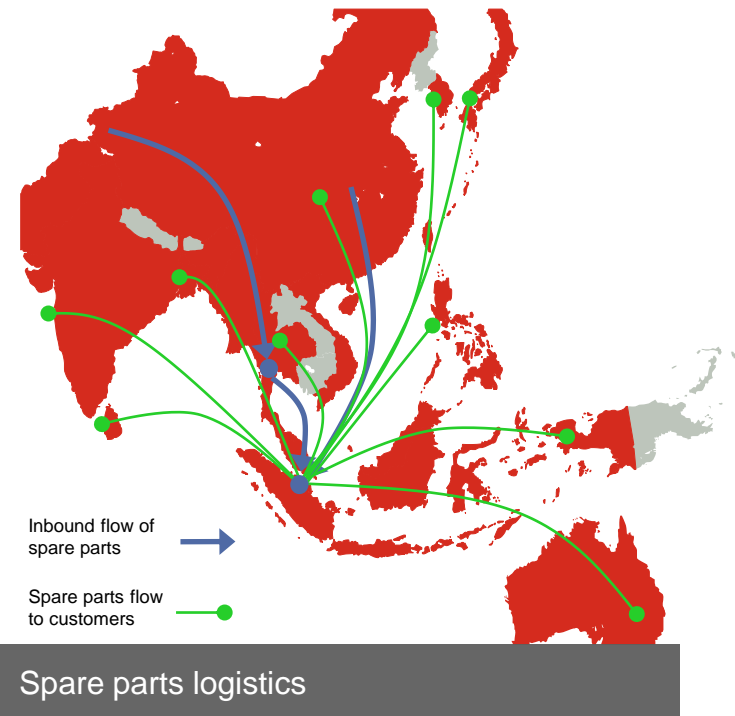
Services – back to growth



RTG electrification



Ship-to-shore crane heightening



Spare parts logistics

Future

Towards customer solutions

Working together

Sustainable performance

Global presence, local service

Vision: To be the world's leading provider of cargo handling solutions



Customers



Services



Emerging markets



Internal clarity



- Sales growth
- Operating profit margin
- Gearing
- Dividend

Mission: To improve the efficiency of cargo flows

Themes 2012

Profitability

Project execution

Performance culture

Outlook published on 7 February still valid

- Cargotec expects its 2012 sales to grow and operating profit margin to improve compared to 2011.



Cargotec to evaluate listing of Cargotec Marine on the Singapore Exchange to secure further growth

- Potential listing would strengthen Cargotec Marine's business presence in Asia and secure profitable growth.
- Already today more than 70 percent of Cargotec Marine's sales are generated in Asia-Pacific.
- A strong presence in Singapore could open new business opportunities especially in offshore.
- It is currently envisaged that Cargotec Corporation would own the majority of Cargotec Marine, which would remain consolidated to Cargotec Corporation following the possible listing.
- The Board of Directors expects the evaluation be completed by the end of the third quarter 2012.

we keep cargo on the move™