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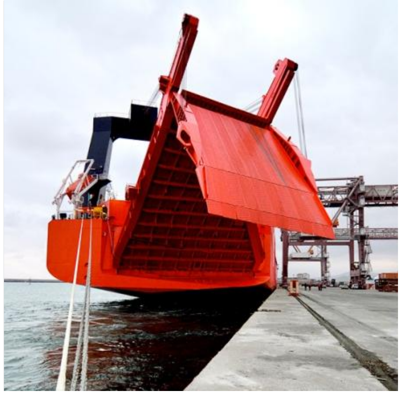
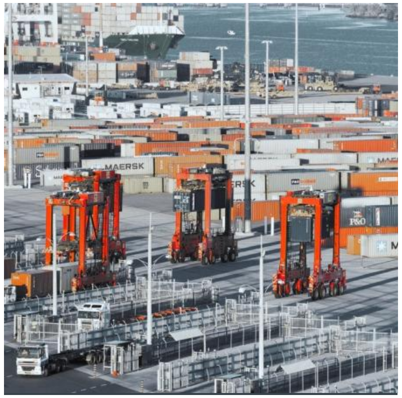




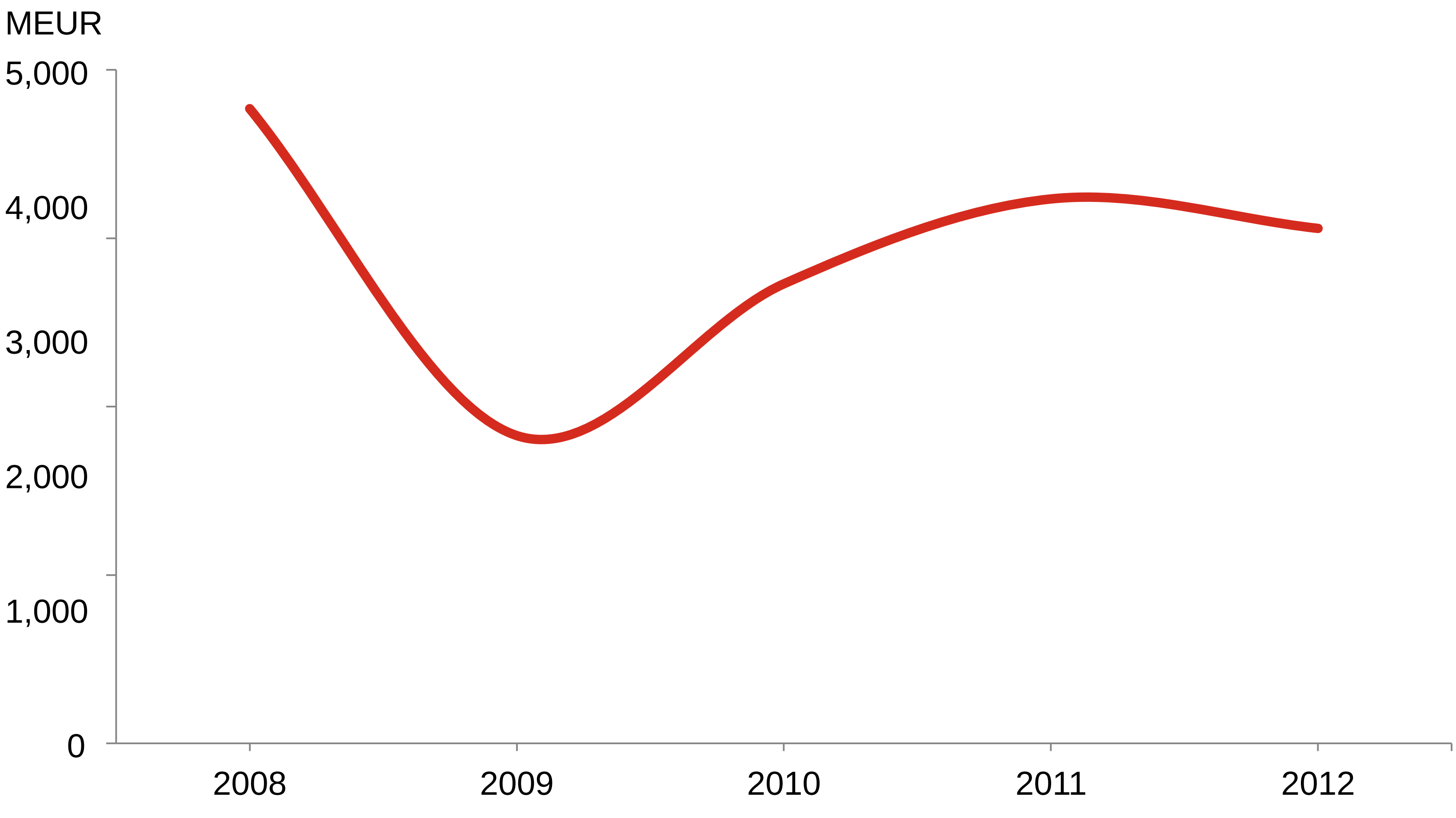
Annual General Meeting 20 March 2013

President and CEO Mika Vehviläinen

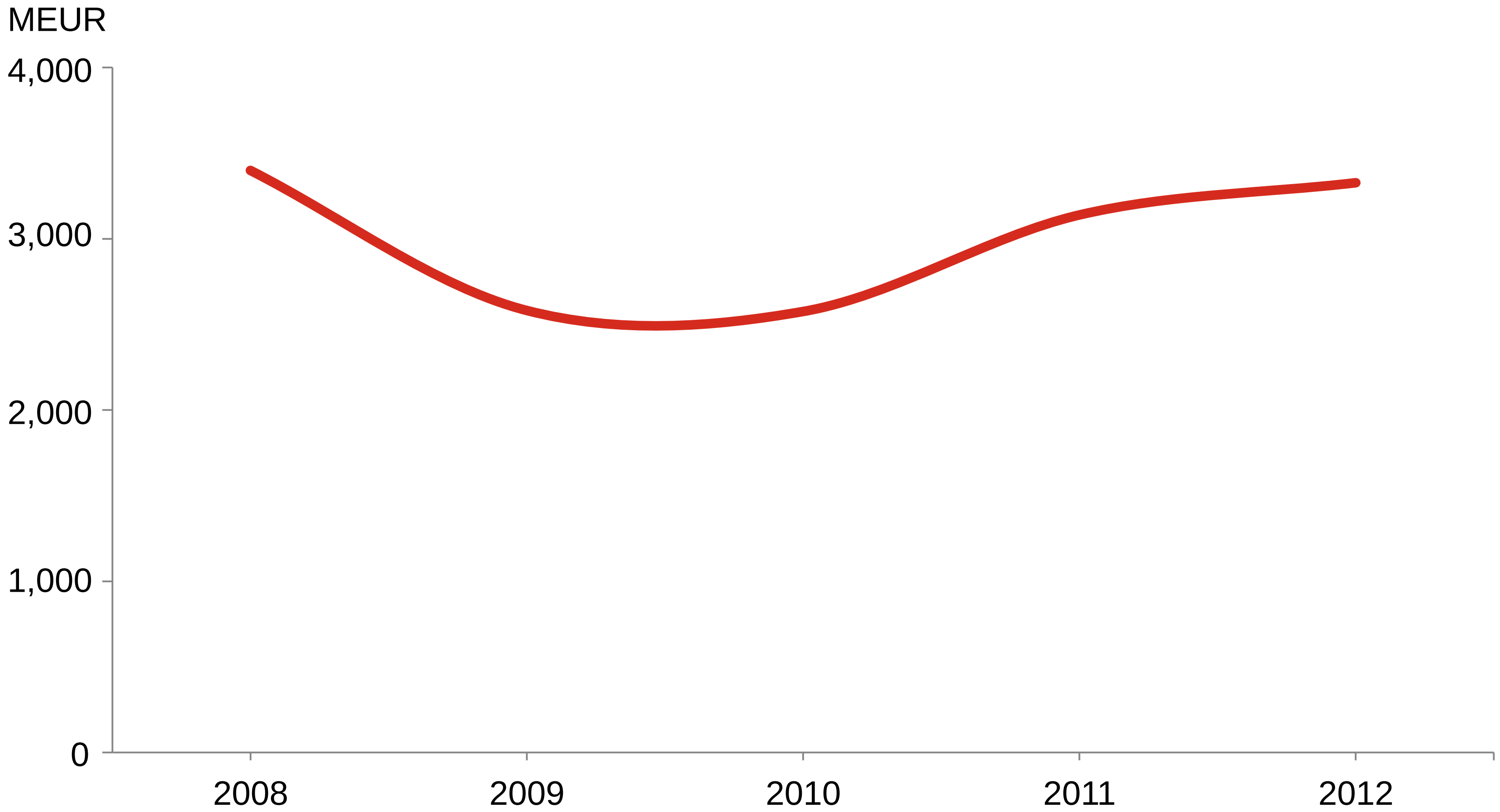
CARGOTEC

2012 financials

Orders received declined five percent



Sales grew six percent



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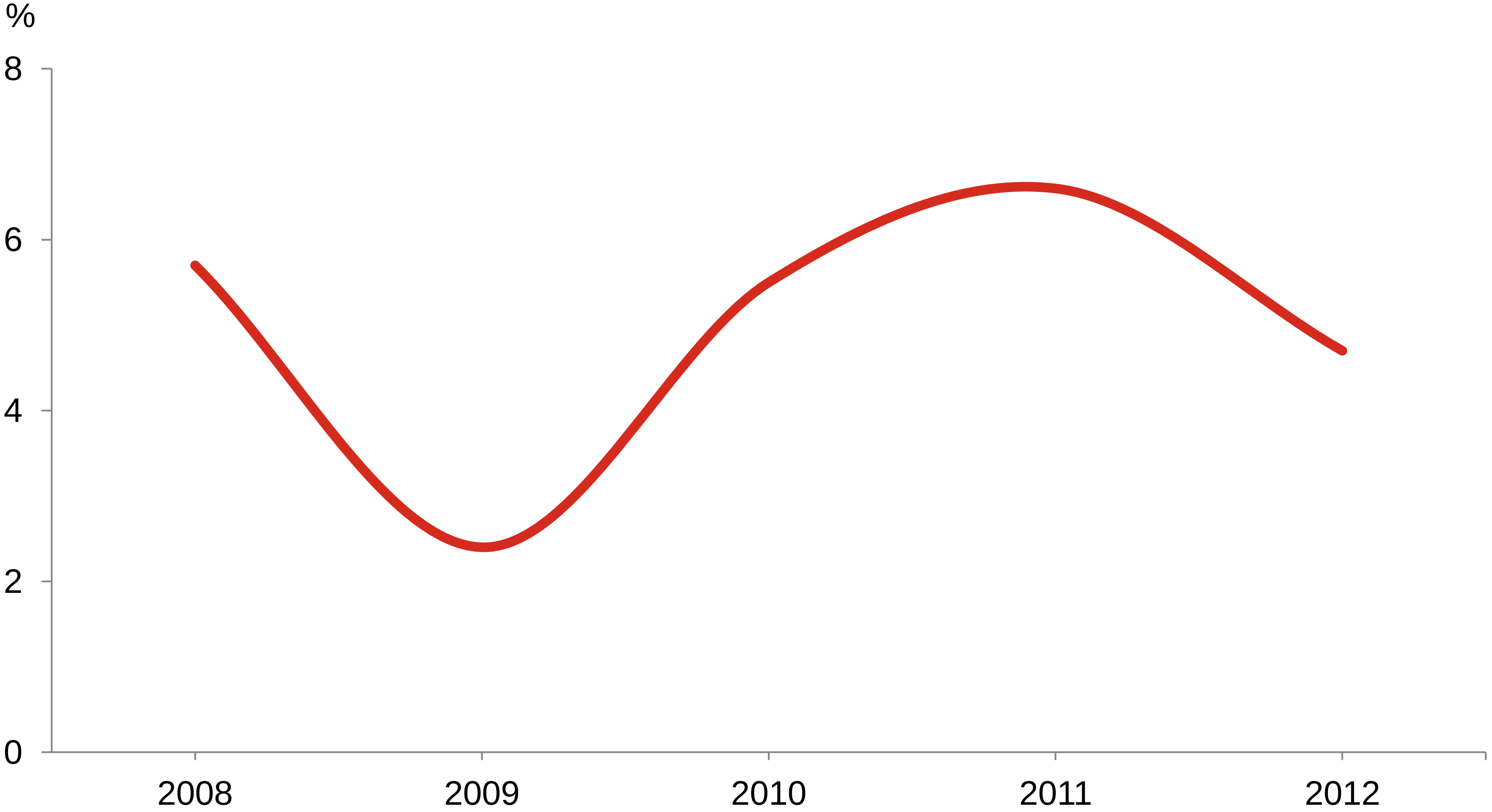
Profitability from operations declined to 4.7 percent



excluding restructuring costs

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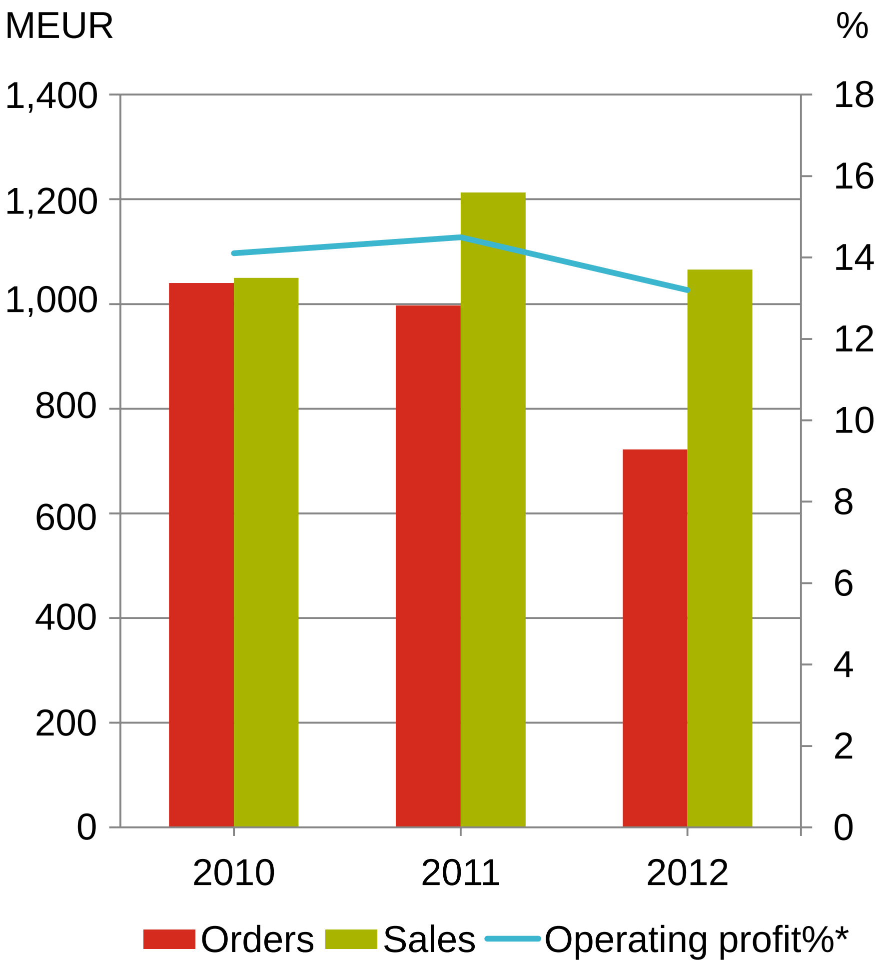
MacGregor – margin remained strong

- Profitability at strong level, 13.2%
- Demand for marine cargo handling equipment for offshore support vessels, RoRo vessels and bulk terminals remained healthy
- Orders received declined 28% compared to 2011
- Sales declined 12% from 2011



* excluding restructuring costs and including capital gain

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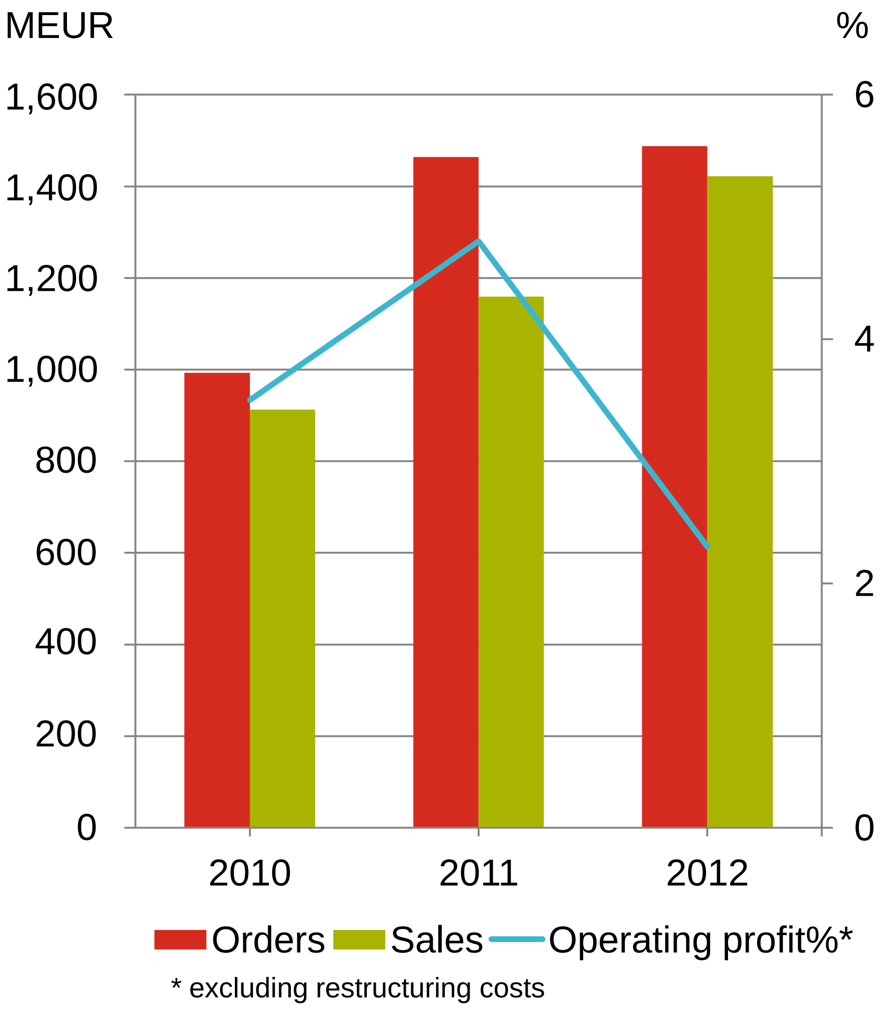
Kalmar – profitability hampered by cost overruns on large projects

- Demand for container handling equipment was brisk
- Orders received was at year 2011 level
- Sales grew 23% from 2011
- Profitability excluding restructuring costs was 2.3%
  - Cost overruns on large projects
  - Low relative share of services
  - Investment in port automation technology



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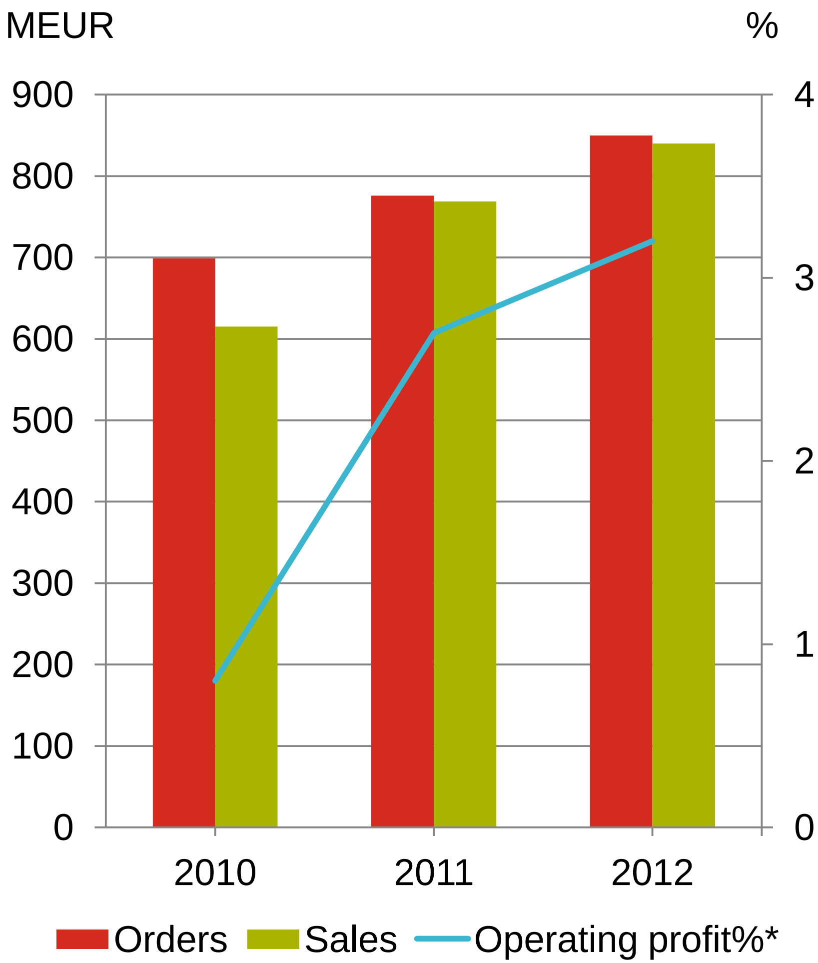
Hiab – orders and sales grew nine percent

- Demand for load handling equipment was healthy – strong in Americas, softer in Europe
- Orders received and sales grew 9% from 2011
- Profitability excluding restructuring costs was 3.2%



* excluding restructuring costs

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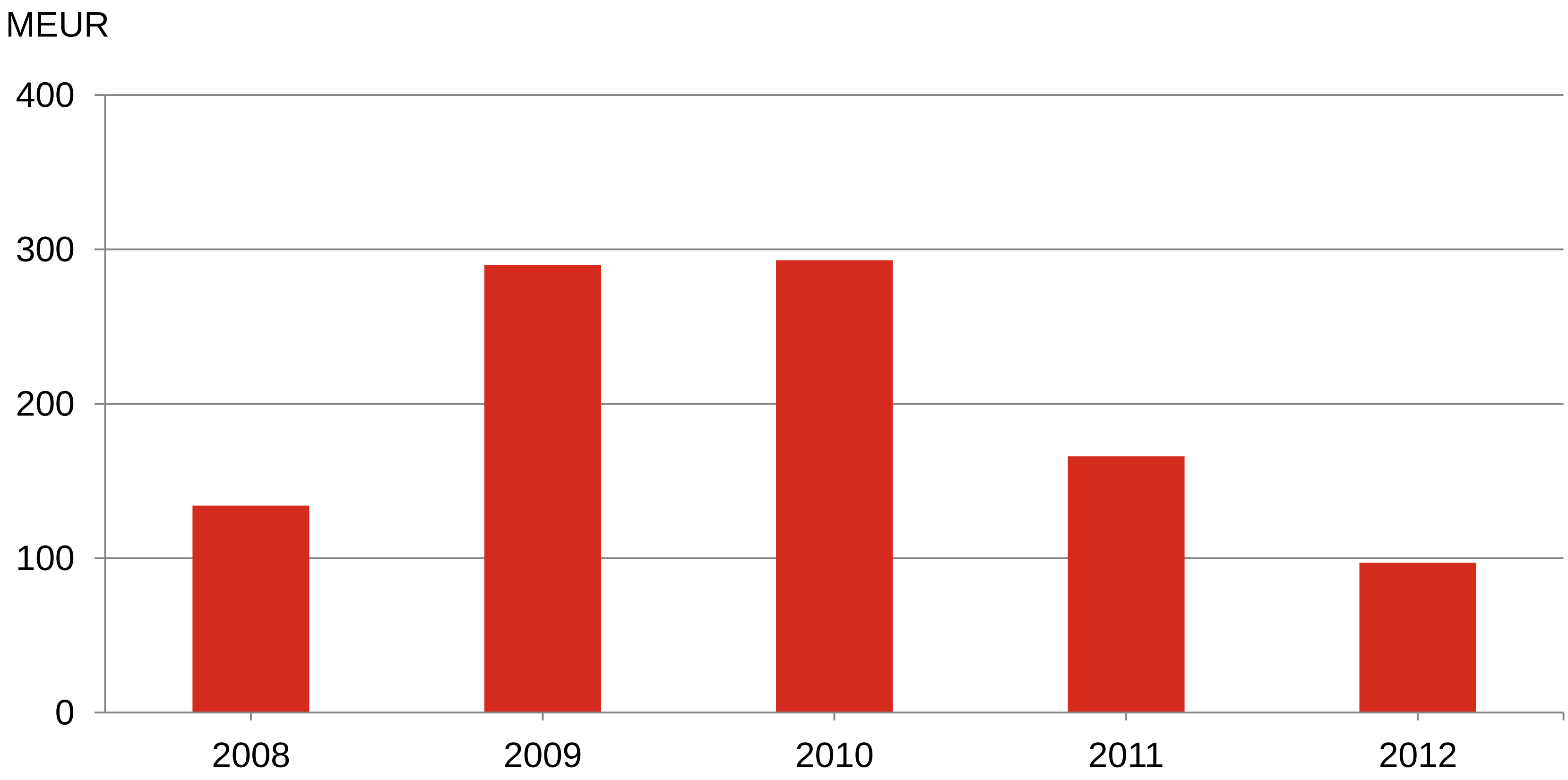
Growth in Kalmar and Hiab tied capital and reduced cash flow



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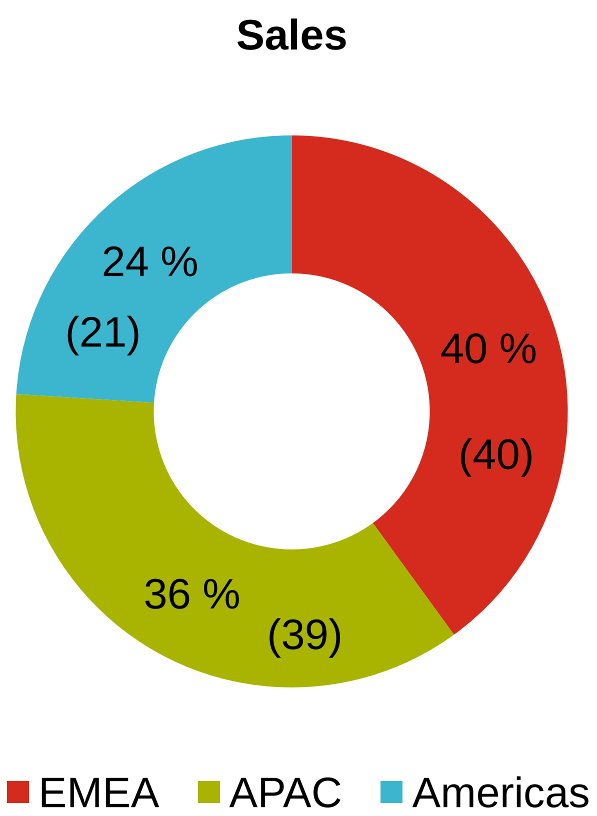
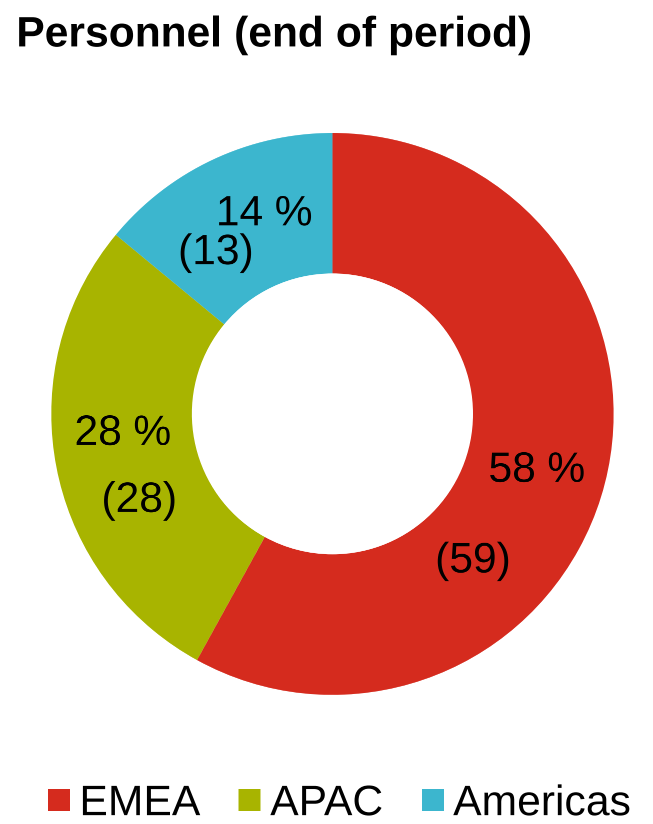
Geographical split of sales and personnel almost unchanged





Achievements in 2012

Development of operations and significant projects

- Joint Ventures in China
- Expansion of the factory in Poland
- Tampere Technology and Competence Centre
- Investment in R&D
- Many significant orders around the world
- Several port automation projects
- New operating model
- MacGregor listing preparations

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Tampere Technology and Competence Centre

Cooperation for stronger R&D in Hiab

- **Objectives**
  - New approach to control system to improve operational safety conditions and the efficiency of load handling equipment
  - Advanced light materials in structures to reduce weight and fuel consumption

- EU's funding for the project EUR 1.4 million
- Three academic partners in Poland and Sweden

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Separate listing of MacGregor in Asia

- A separate listing of MacGregor business area provides an opportunity to accelerate growth and value creation of the business.
- Cargotec will retain majority stake in the listed subsidiary.
- In February 2013, the Board decided to establish the domicile of the future parent company of MacGregor business area in Singapore.
  - The management of MacGregor will be based in Singapore.

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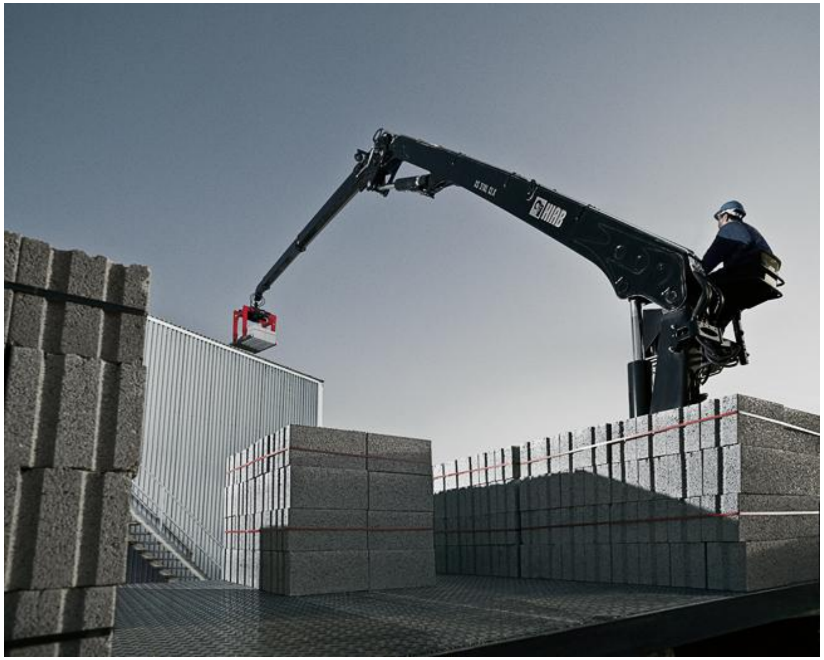
Focus in 2013

- Cost structure
- Portfolio
- Deliveries
- Margin



Outlook published on 12 February still valid

- Cargotec's sales are expected to be slightly below 2012 and operating profit excluding restructuring costs to be at 2012 level.
- Positive impact of efficiency improvement measures implemented will be weighted on the second half of the year.

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