





Annual General Meeting 18 March 2015

President and CEO Mika Vehviläinen

Achievements

- Profit improvement programmes had a positive impact in Kalmar and Hiab
- Successful acquisitions in MacGregor
- Reorganisation programme launched in MacGregor
- Development of business control environment

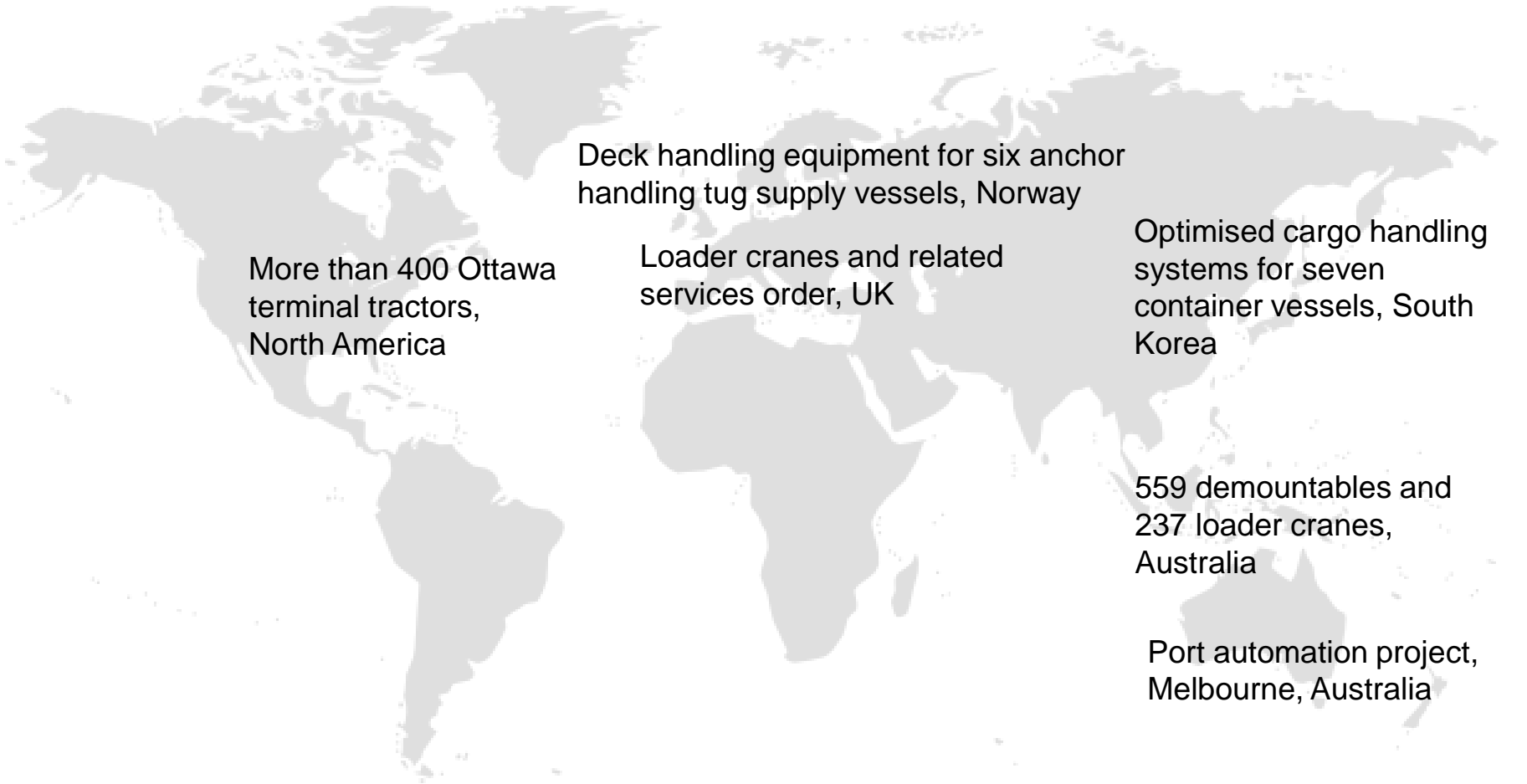
Challenges

- Cost overruns in Kalmar projects
- MacGregor market environment
- Operational development not ready

2014 events

- Major orders
- Product launches
- Investment in Poland

Major orders in 2014



More than 400 Ottawa terminal tractors, North America

Deck handling equipment for six anchor handling tug supply vessels, Norway

Loader cranes and related services order, UK

Optimised cargo handling systems for seven container vessels, South Korea

559 demountables and 237 loader cranes, Australia

Port automation project, Melbourne, Australia

MacGregor service – productivity care



18 Mar 2015

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Kalmar Ottawa terminal tractor and electric forklift for industrial applications



HIAB S-HiPro 130 crane designed for waste handling



Revolutionary and environmentally sound pre-treatment and paint process, nDurancen™

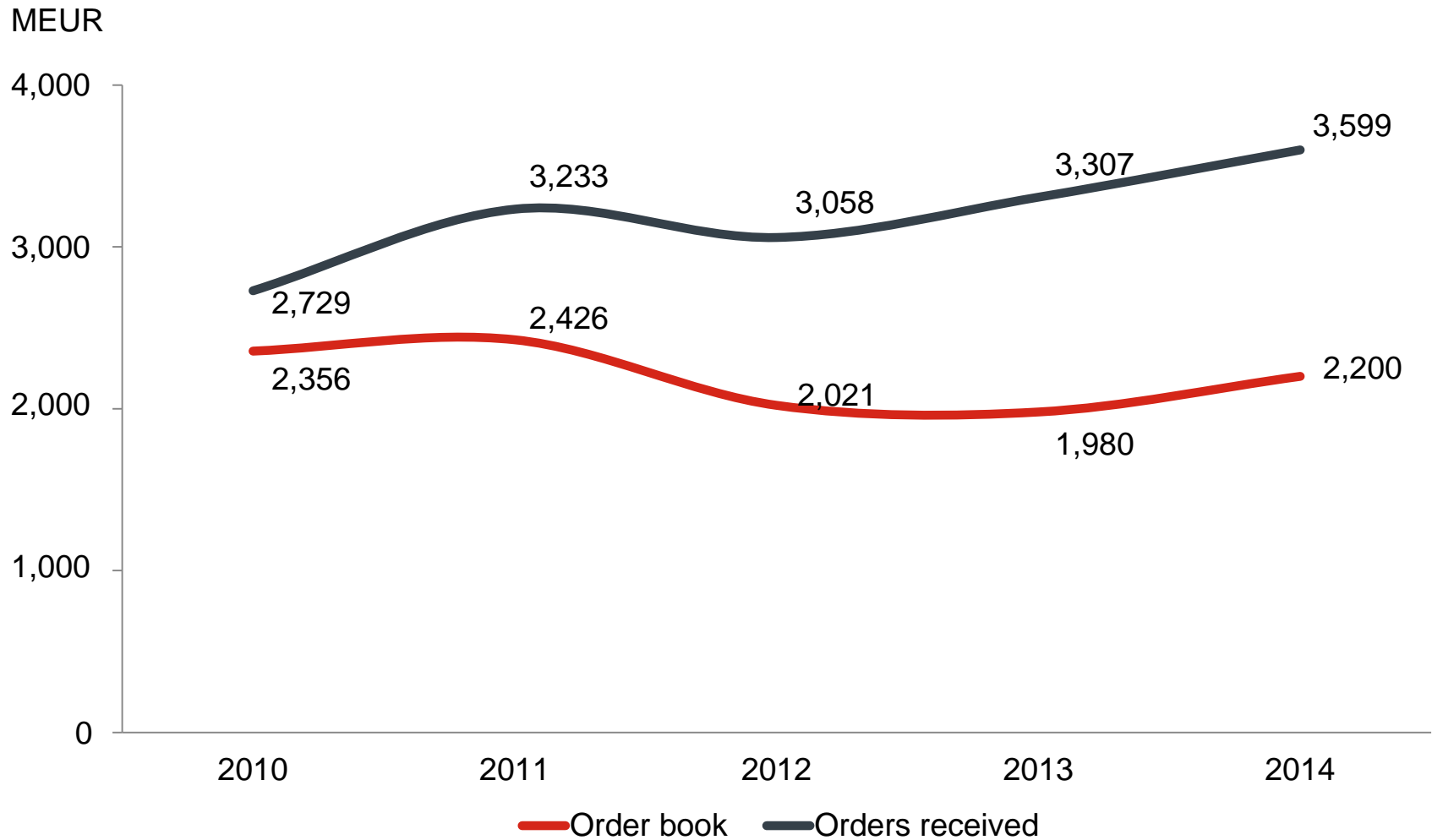
nDurancen™

years ahead for paint quality and protection

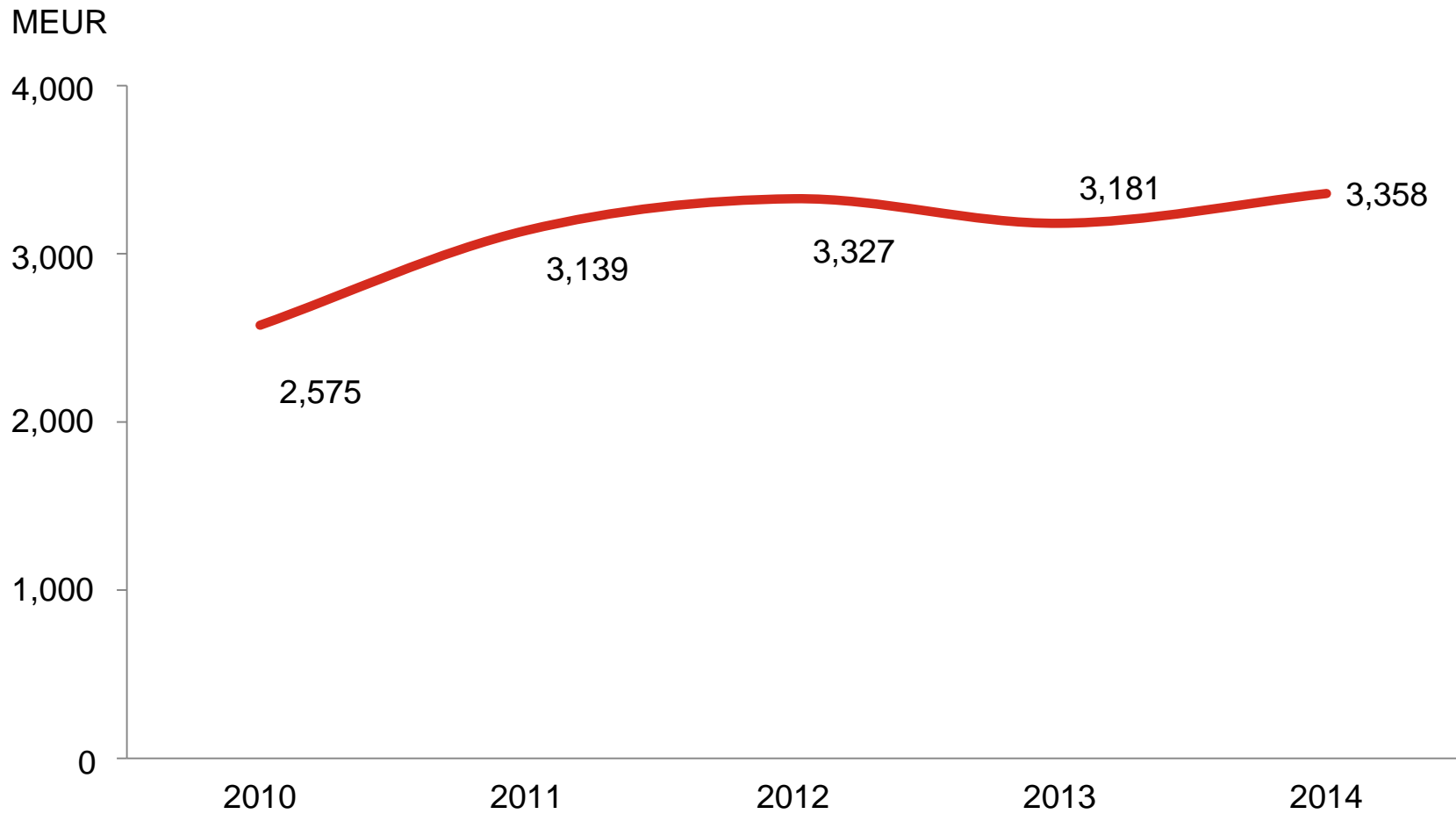
Hiab's factory in Poland opened



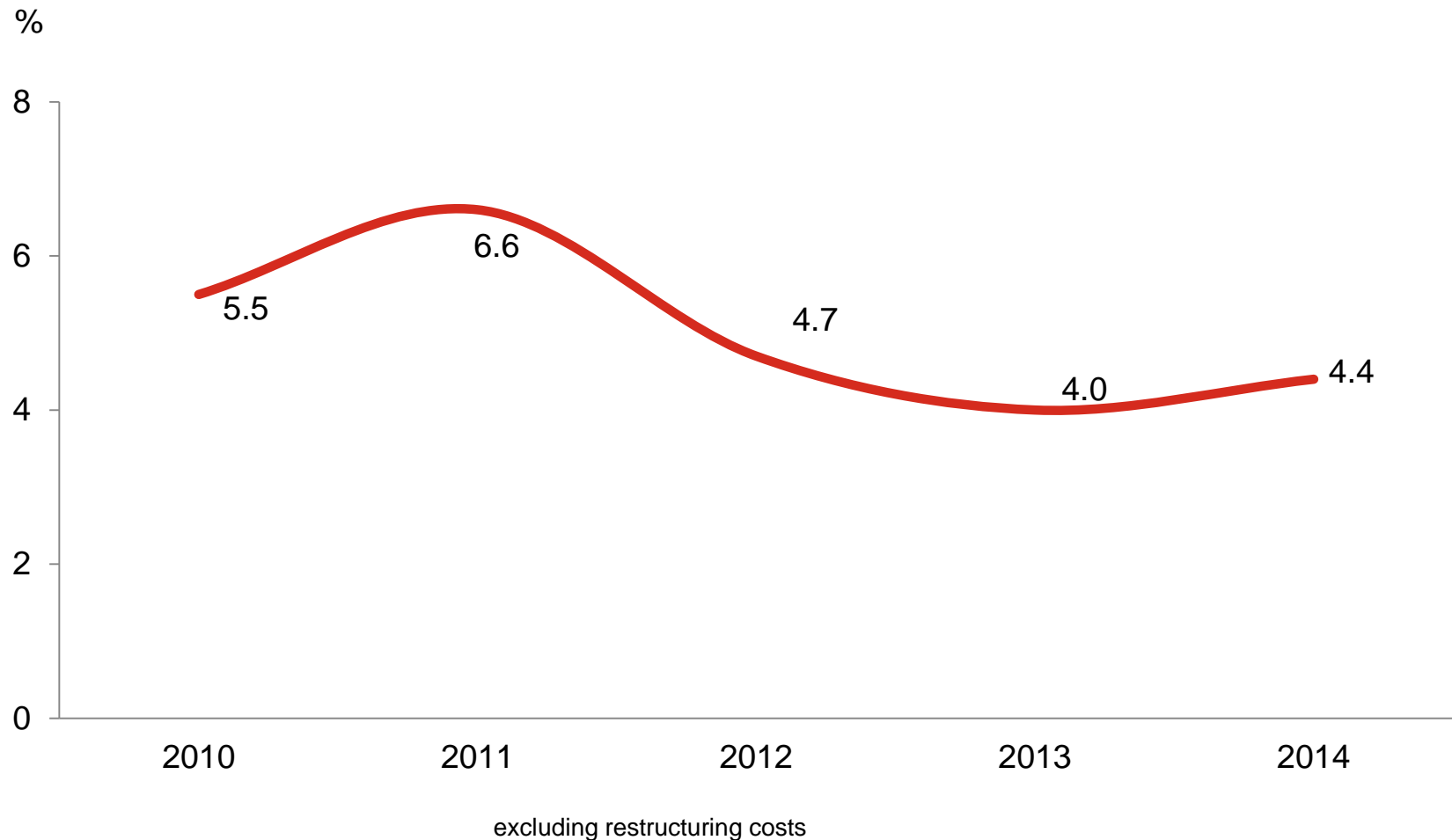
Order book grew 11 percent



Sales grew six percent

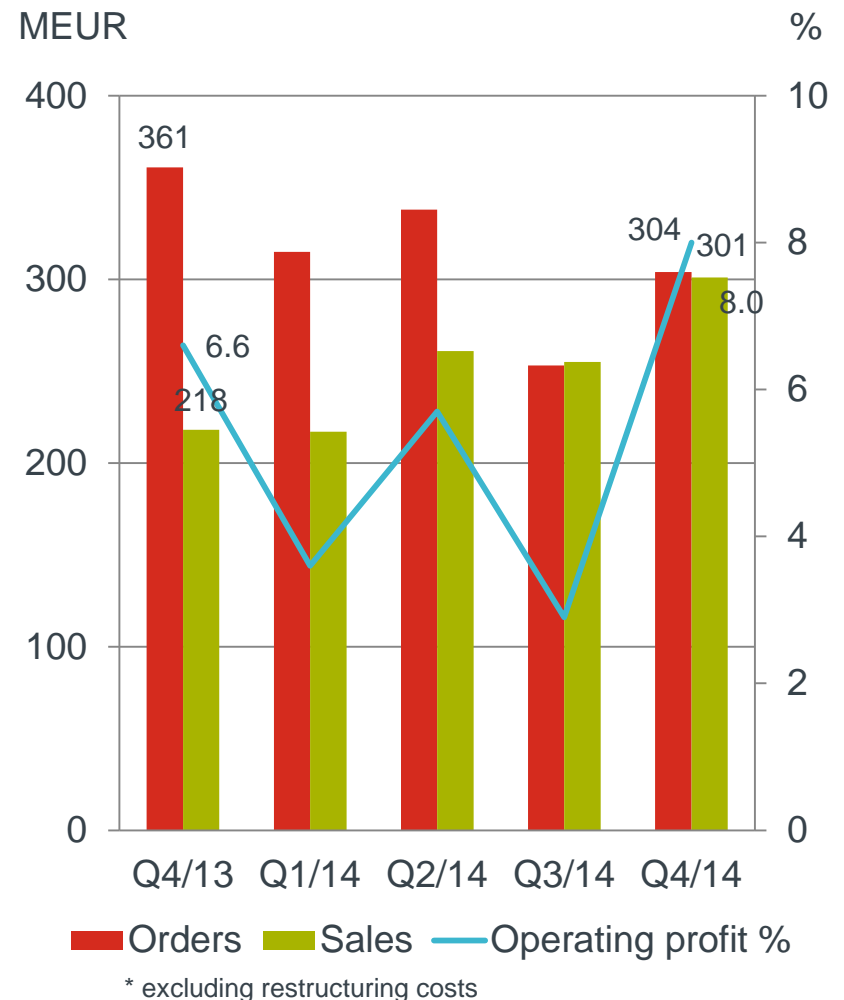


Operating profit margin increased to 4.4 percent



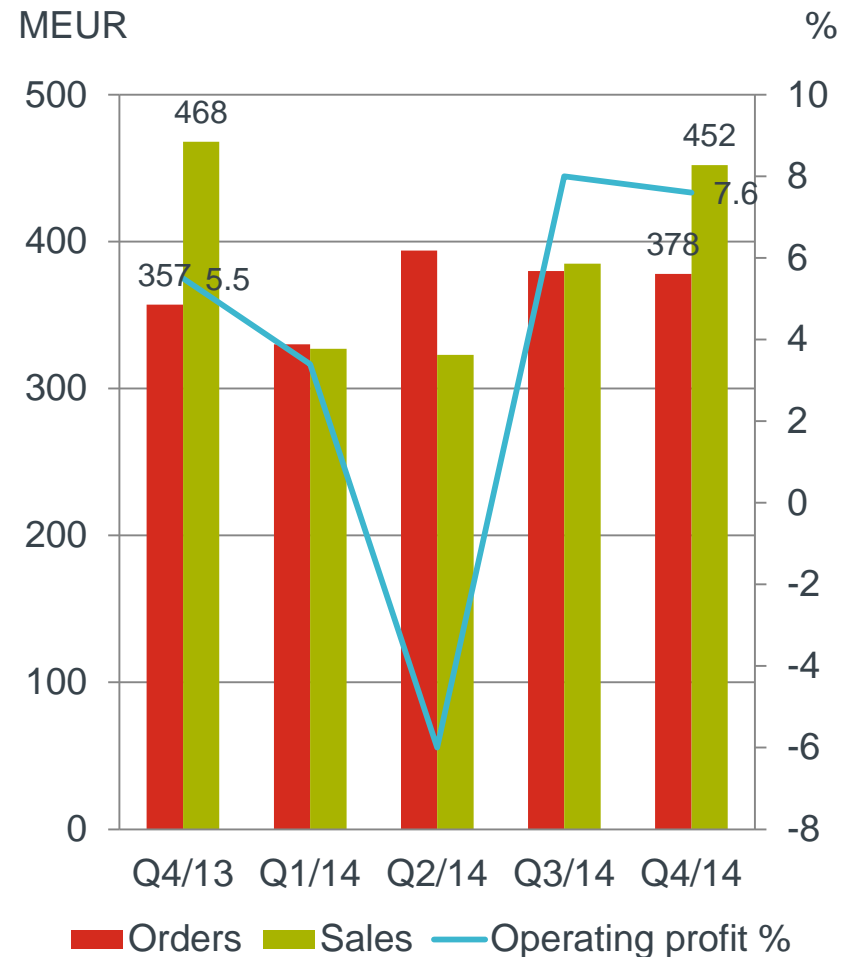
MacGregor – profitability burdened by one-off items and low delivery volume in merchant ships

- Orders received grew 20% from 2013
 - Contribution of acquired businesses EUR 121 million
- Order book grew 15% from 2013
- Sales grew 30% from 2013
 - Contribution of acquired businesses EUR 61 million
- Profitability 5.2% excluding restructuring costs
 - PPA depreciation and amortisation EUR 10.0 million



Kalmar – profit improvement measures had a positive impact on operating profit

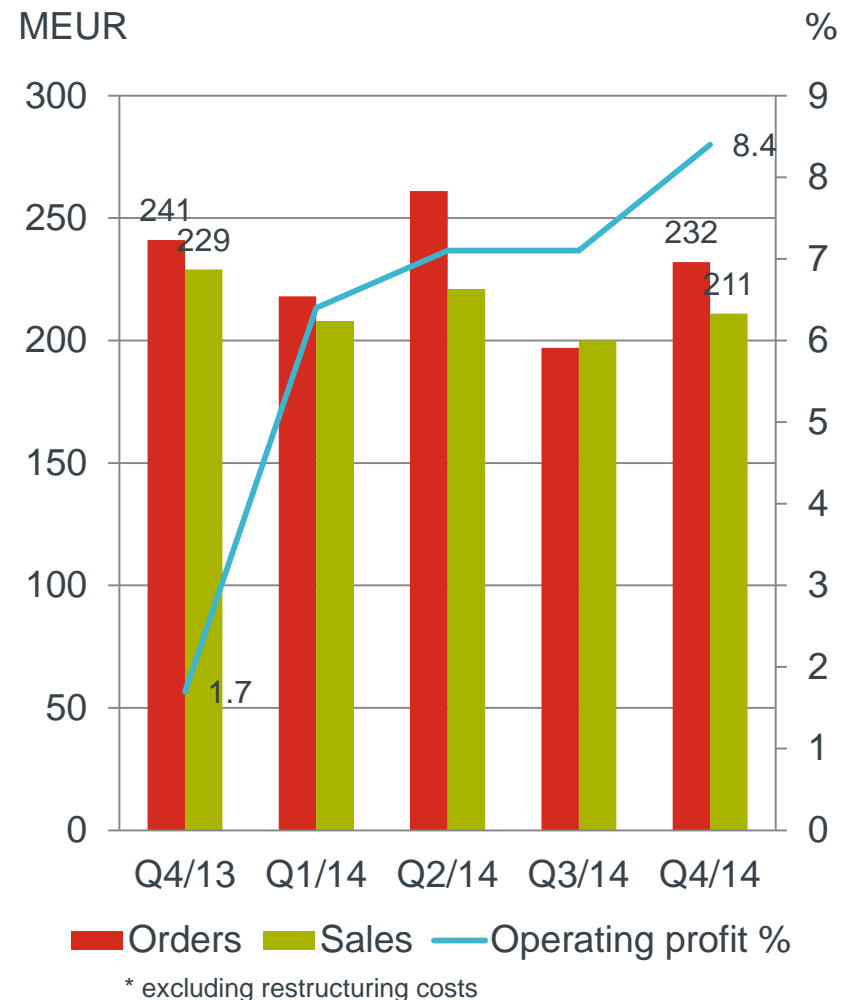
- Orders received grew 4% from 2013
- Sales declined 4% from 2013
- Profitability 3.8% excluding restructuring costs
 - Cost overruns in projects EUR 52 million



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Hiab – operating profit clearly improved as a result of actions taken to improve profitability

- Orders received grew 5% from 2013
- Sales were at 2013 level
- Profitability 7.3% excluding restructuring costs



Cargotec's must wins 2013–2014

- Converting Hiab's high business potential into profitability
- Creating solid platform for growth through successful integration of acquisitions in MacGregor
- Safeguarding competitiveness in mobile equipment in Kalmar
- Driving services offering development and growth in MacGregor and Kalmar
- Driving growth in automation in Kalmar



Cargotec's must wins 2015–

- Driving Hiab to best in class profitability and capital return
- Driving MacGregor profitability over the cycle through better effectiveness
- Safeguarding competitiveness in mobile equipment in Kalmar
- Driving services offering development and growth in MacGregor and Kalmar
- Driving growth in automation in Kalmar



Outlook

- Market outlook
- Cargotec's 2015 outlook published on 10 February still valid:
 - Cargotec's 2015 sales are expected to grow from 2014 (3,358 MEUR).
 - Operating profit excluding restructuring costs for 2015 is expected to improve from 2014 (149.3 MEUR).



Cargotec financial targets for 2016

Operating profit
(EBIT)

>8%

Return on capital
employed
(ROCE pre-tax)

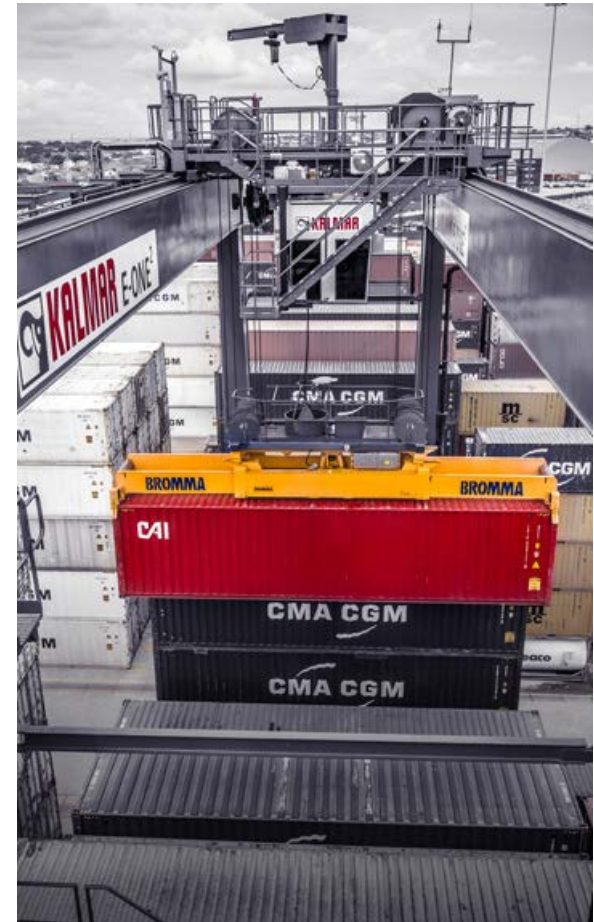
>13%


Gearing

<50%

Dividend

**30-
50%**
of earnings per share





Future of cargo handling relies on smart sustainability and digitalisation



**Our market leading brands
guarantee the highest value
for our customers**

