

CARGOTEC

President and CEO Mikael Mäkinen



10 November 2011, Helsinki

Handelsbanken Crane & Marine Seminar



HIAB • KALMAR • MACGREGOR

Highlights of January–September 2011 report

- Market activity remained healthy in both segments and all geographies
- Q3 order intake and sales grew 19% y-o-y
- Q3 operating profit margin improved to 7.2%
- Industrial & Terminal growth tied working capital affecting cash flow
- Important port terminal contracts signed during Q3
- New operating model from 1 Jan 2012



Market environment in January–September 2011

- Main load handling markets were marked by strong activity, aside from US-based customer segments related to construction. The markets showed emerging signs of uncertainty in the business environment.
- Higher number of containers handled in ports reflected growth in demand for container handling equipment in harbours. During Q3, several agreements in the third quarter for larger port automation projects were signed.
- Demand for marine cargo handling equipment continued to be healthy.
- Services markets grew for load handling and terminals. There was a slight recovery in services for marine cargo equipment.

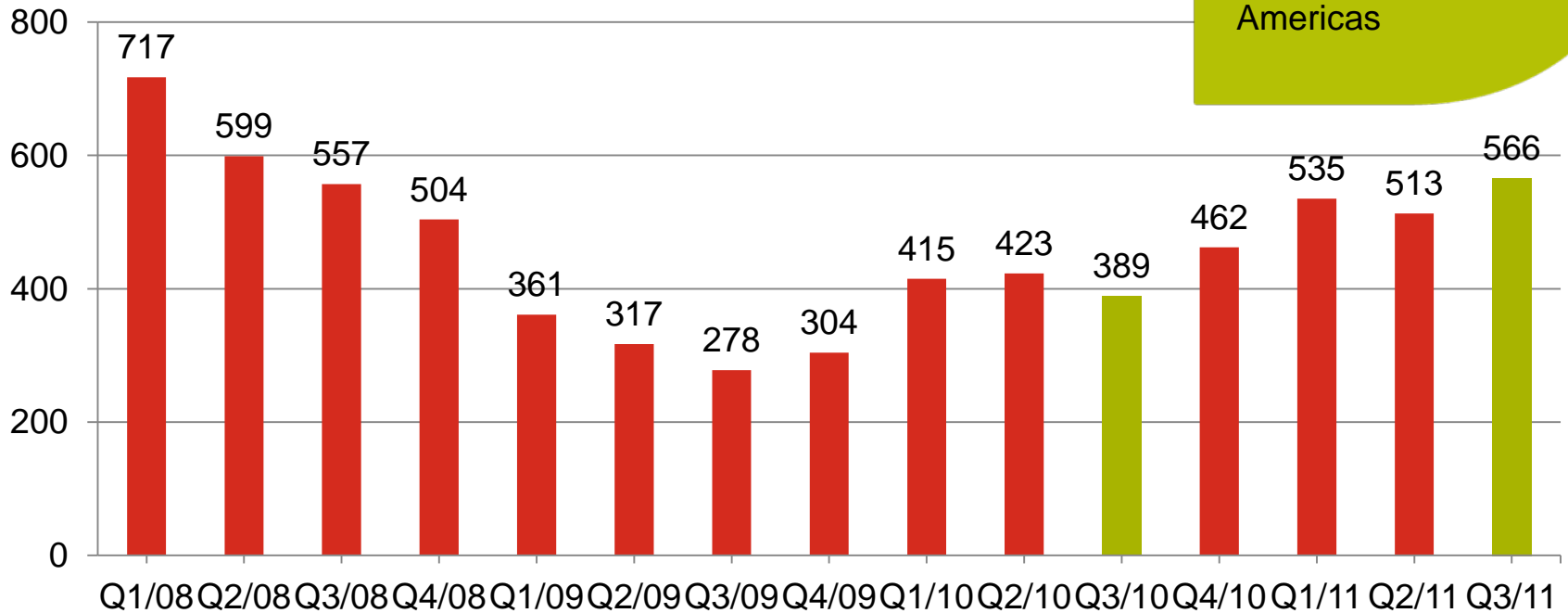


Key figures in January–September 2011

	Q3 2011	Q3 2010	Change	1-9/2011	1-9/2010	Change	2010
Orders received, MEUR	811	683	19%	2,391	2,013	19%	2,729
Order book, MEUR	2,349	2,395	-2%	2,349	2,395	-2%	2,356
Sales, MEUR	753	635	19%	2,310	1,828	26%	2,575
Operating profit, MEUR	54.4	42.2		159.1	92.9		131.4
Operating profit margin, %	7.2	6.6		6.9	5.1		5.1
Cash flow from operations, MEUR	6.4	66.4		78.0	193.4		292.9
Interest-bearing net debt, MEUR	362	264		362	264		171
Earnings per share, EUR	0.58	0.38		1.86	0.82		1.21

Q3: Industrial & Terminal's order intake grew 45% y-o-y

MEUR



Q3

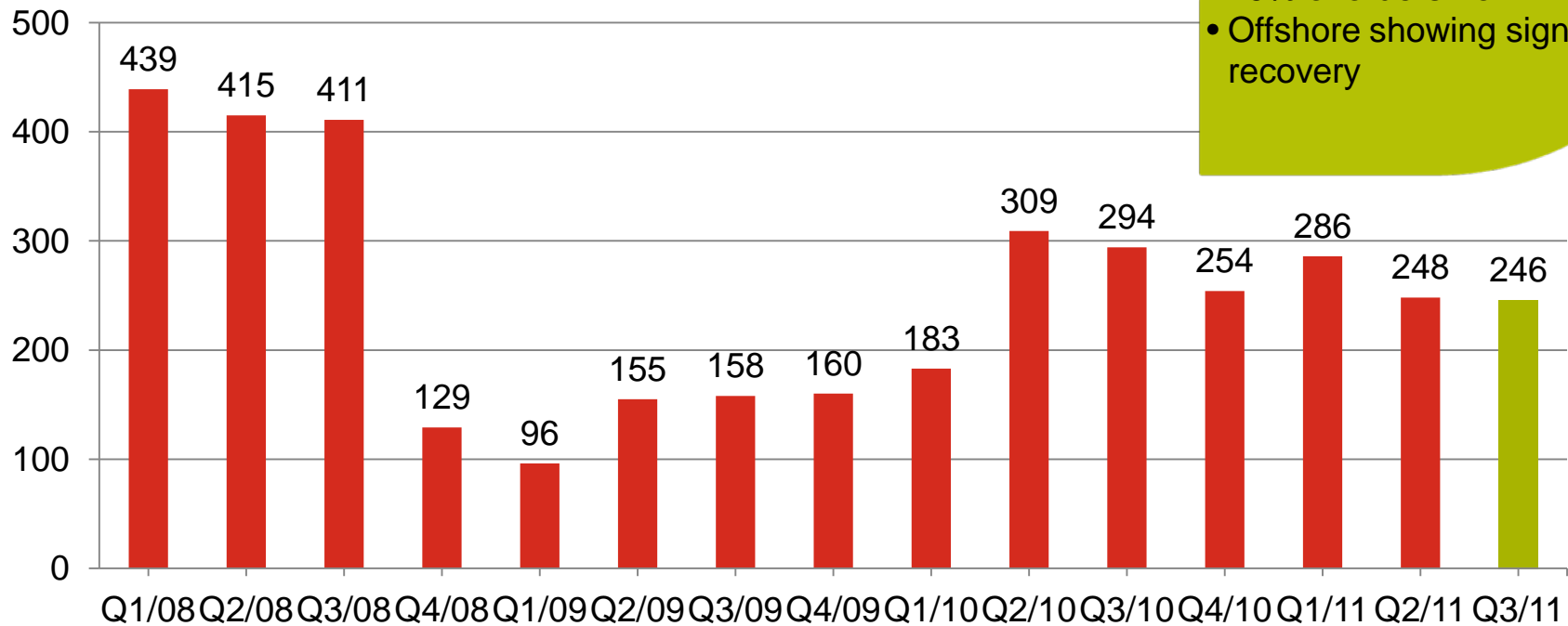
- 49% of orders from EMEA
- Orders grew strongest in Americas

High activity in terminal projects



Q3: Marine's order intake at healthy level

MEUR

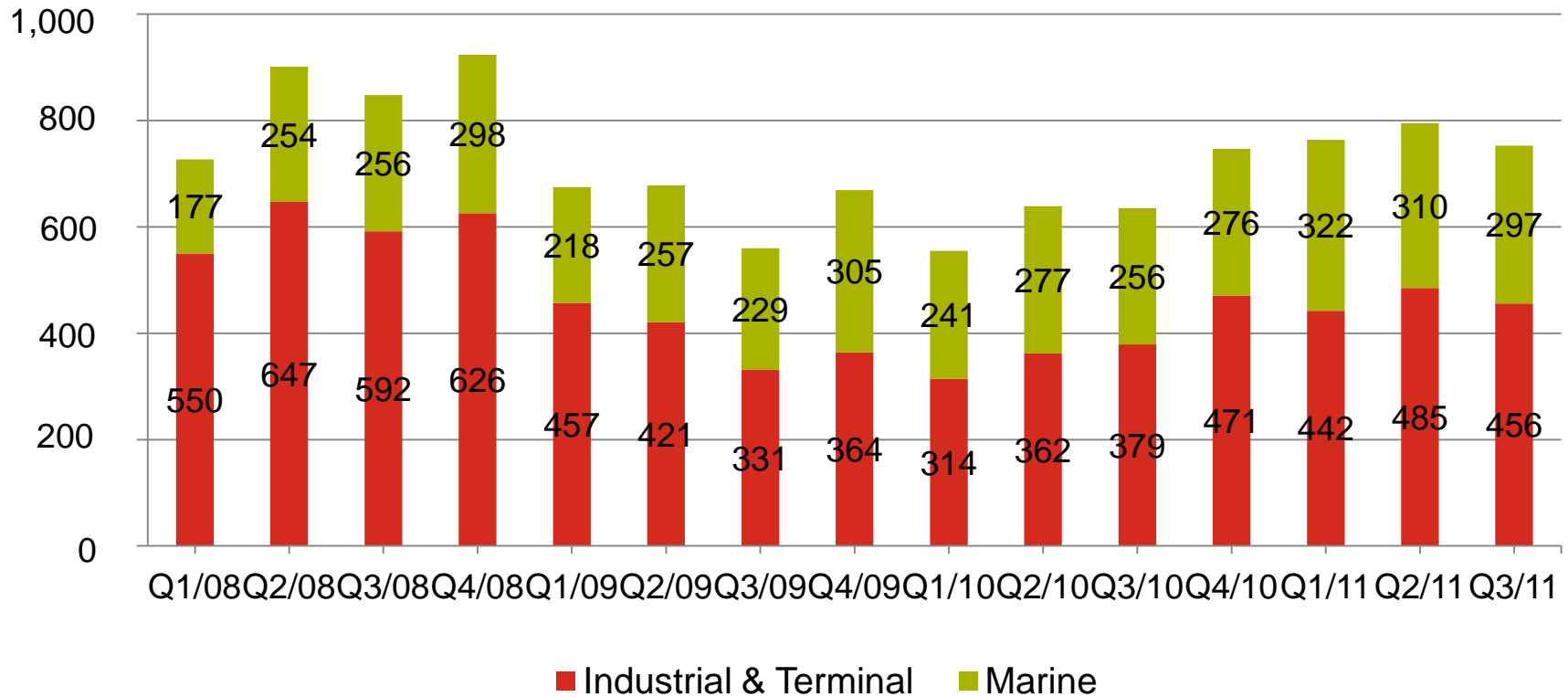


Q3

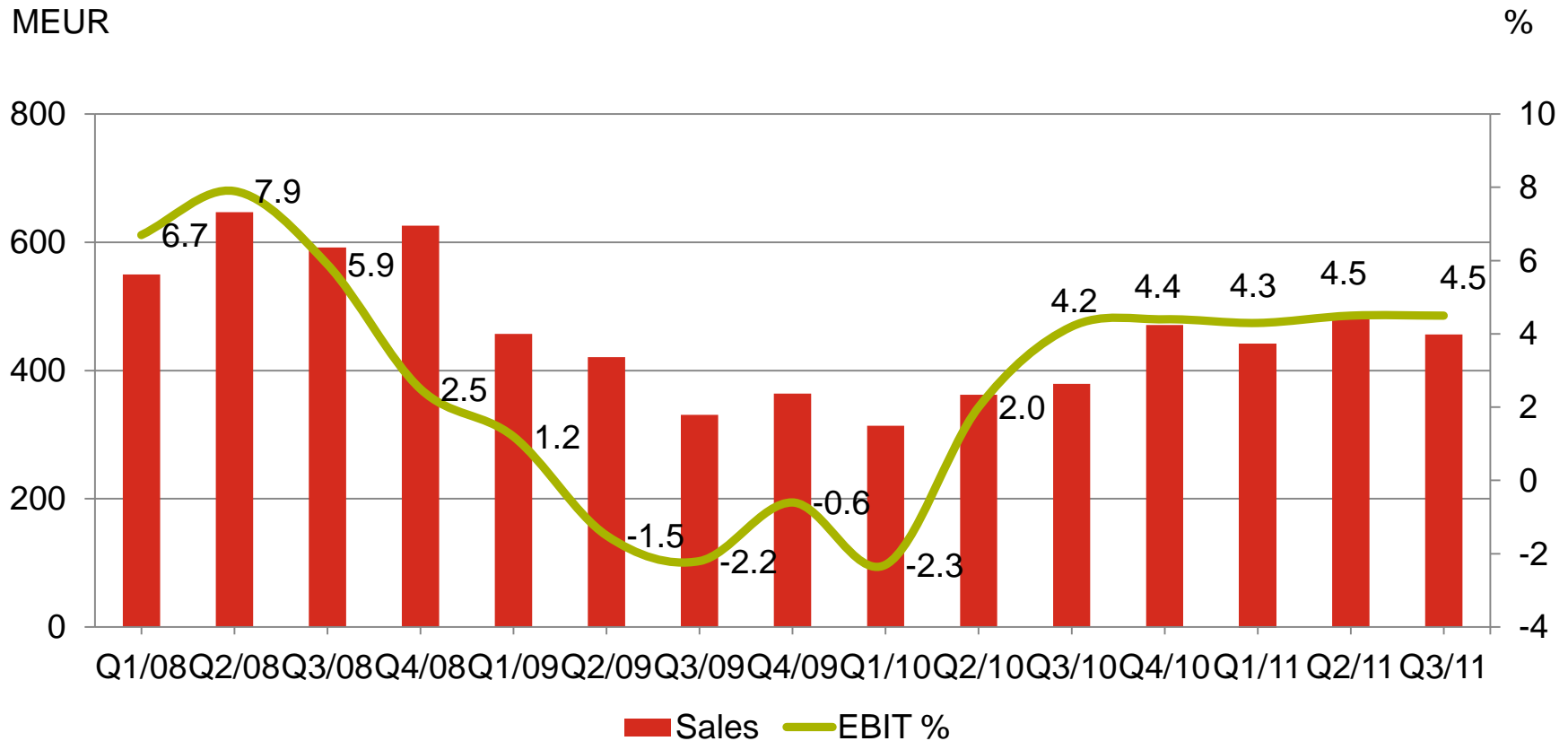
- 79% of orders from APAC
- Offshore showing signs of recovery

Q3: Sales grew 19% y-o-y

MEUR

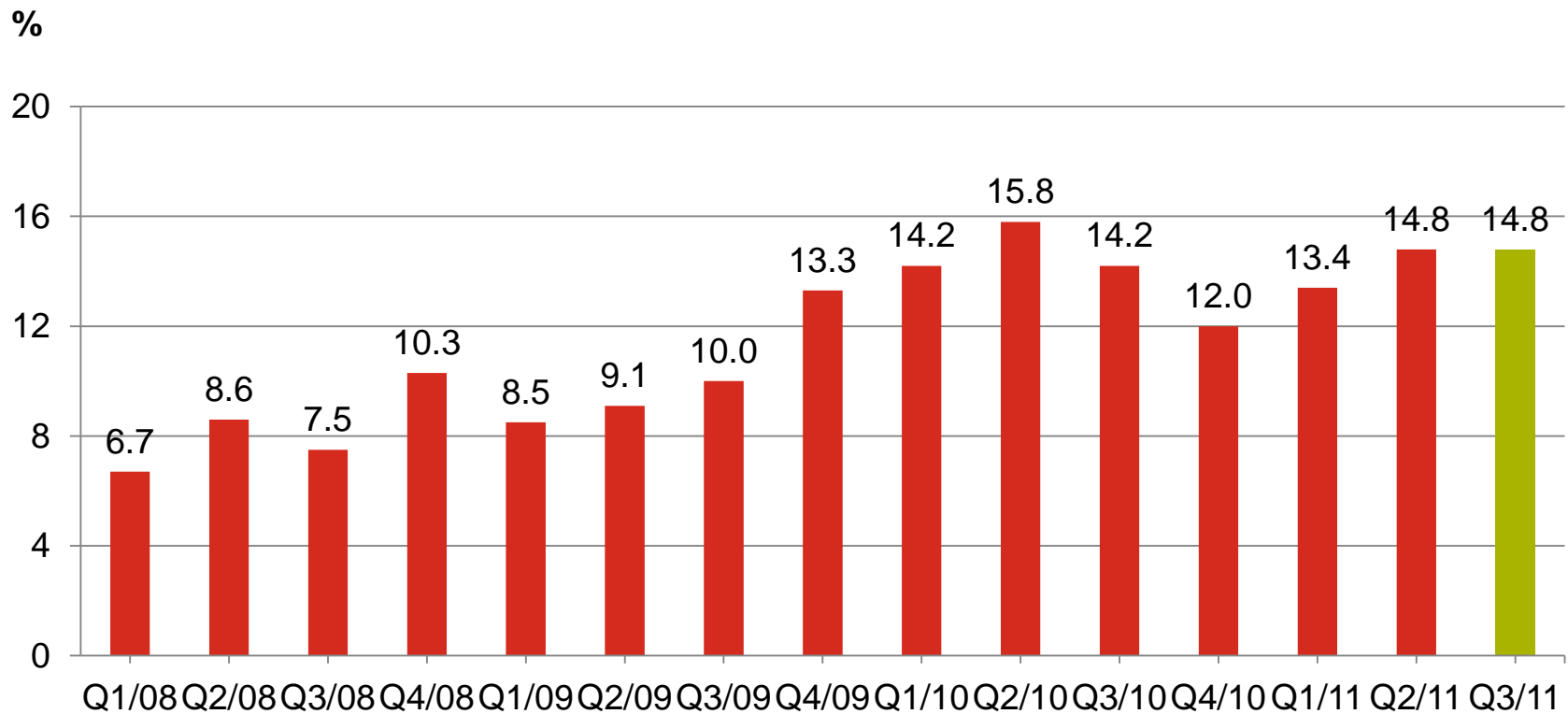


Q3: Industrial & Terminal operating margin flat with lower sales



EBIT% Q1/08–Q4/10 excluding restructuring costs

Q3: Marine's profitability continued very strong



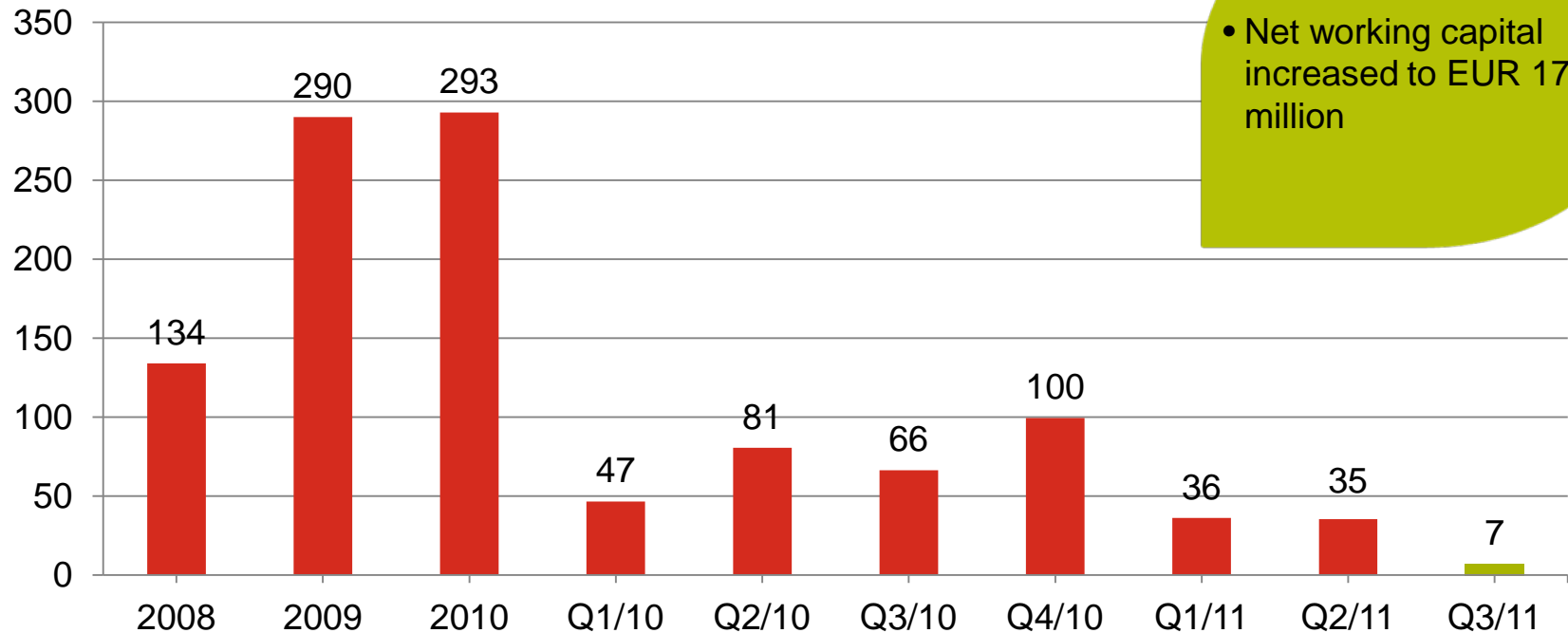
EBIT% Q1/08–Q4/10 excluding restructuring costs

Gross profit development

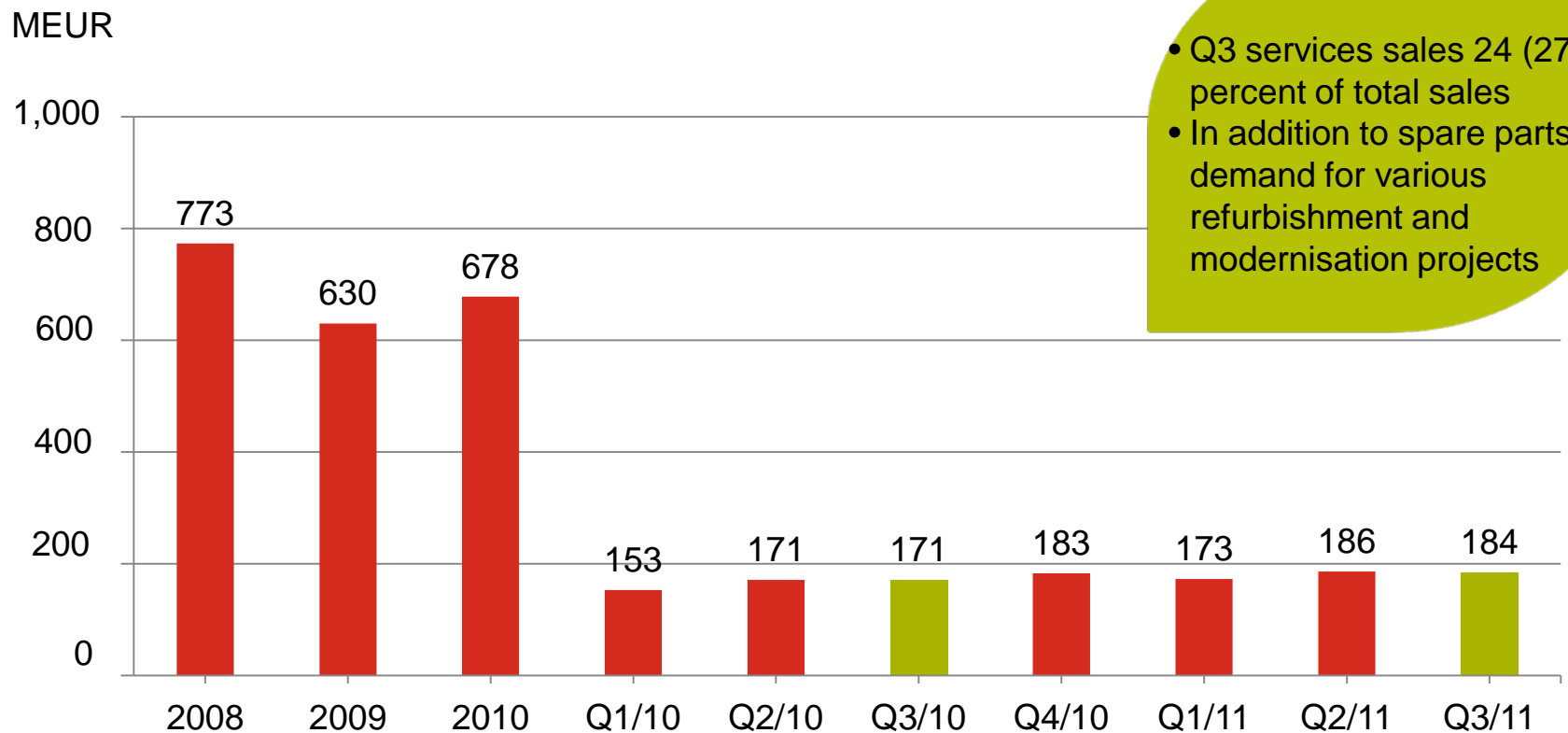


Cash flow from operations reflected growth in Industrial & Terminal

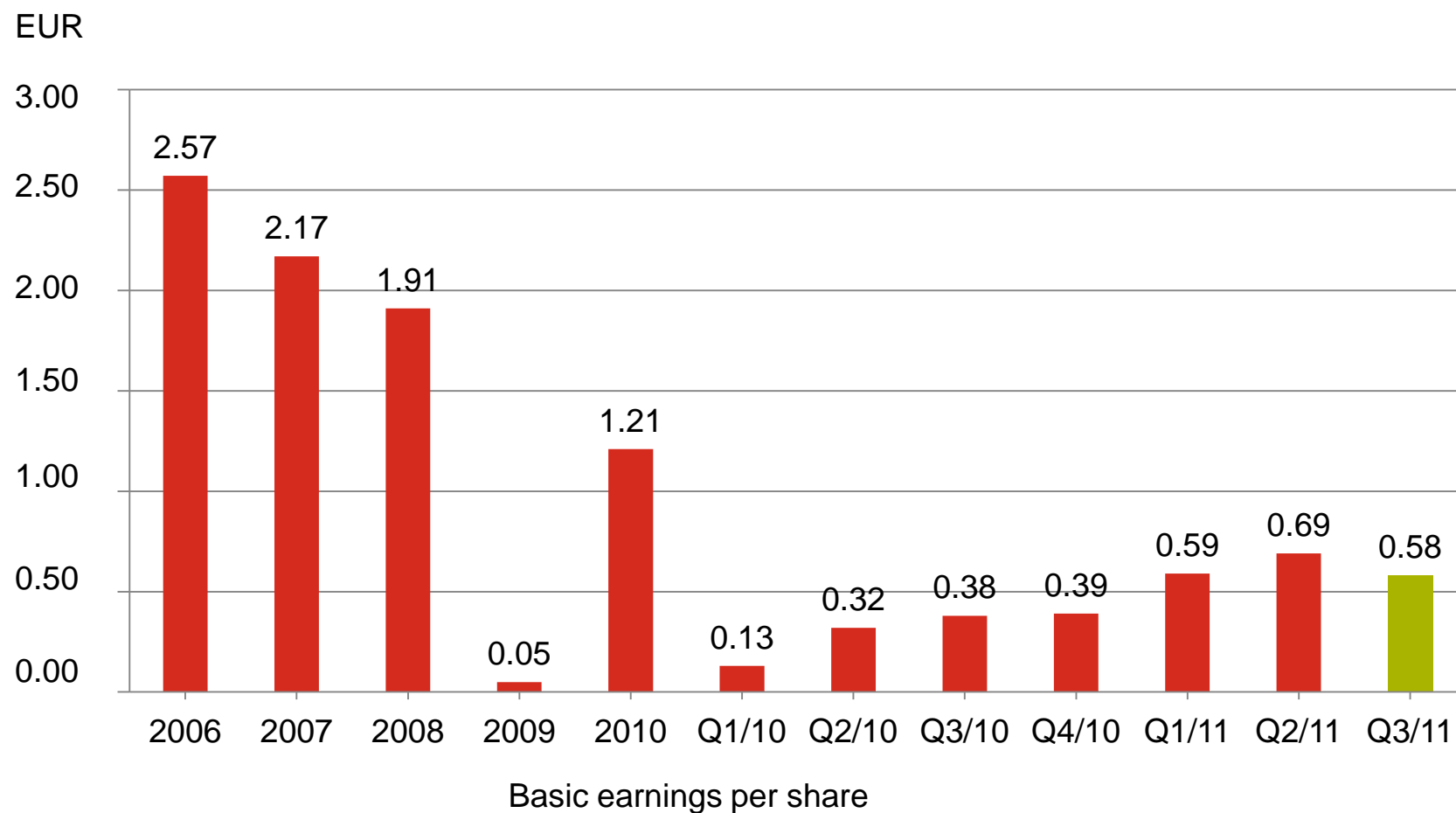
MEUR



Services sales grew 7% y-o-y



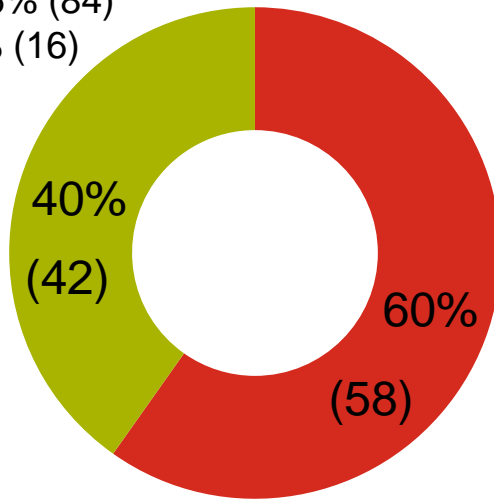
Development of earnings per share



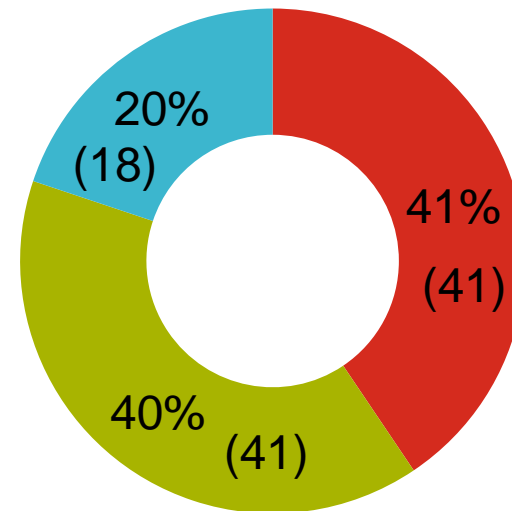
EMEA and APAC equal in size

Sales by reporting segment 1-9/2011, %

Equipment 86% (84)
Services 14% (16)



Sales by geographical segment 1-9/2011, %



Equipment 70% (65)
Services 30% (35)

■ Marine ■ Industrial & Terminal

■ Americas ■ APAC ■ EMEA

Strategic focus areas 2011–2015



CUSTOMERS

- Improve knowledge of customer needs
- Invest in attractive customer segments
- Decide which segments to keep and which to divest



SERVICES

- Spare parts logistics
- Regional distribution centres
- Growing up in the value chain towards more preventive maintenance
- Support customers' operations outsourcing



EMERGING MARKETS

- Position in Chinese market
- Develop other growth markets: India, Brazil, Russia and Africa
- Acquisitions, partnerships, organic growth



INTERNAL CLARITY

- Common processes
- Harmonisation of information systems
- Further development of Industrial & Terminal organisation
- Working together

New operational model to accelerate strategy implementation

- More focus
- Increased transparency
- External reporting segments as of 1 Jan 2012:
 - Marine
 - Terminals
 - Load Handling
- Services business area continues the integration to form a single Services business area and support the customer segment implementation
- Regions responsible for the sales and services
- Streamlining of the organisation in centralised Support functions and central Supply



Outlook

- Cargotec's 2011 sales are estimated to grow approximately 20 percent based on healthy January–September order intake.
- Cargotec's 2011 operating profit margin is estimated to be approximately 7 percent.



we keep cargo on the move™