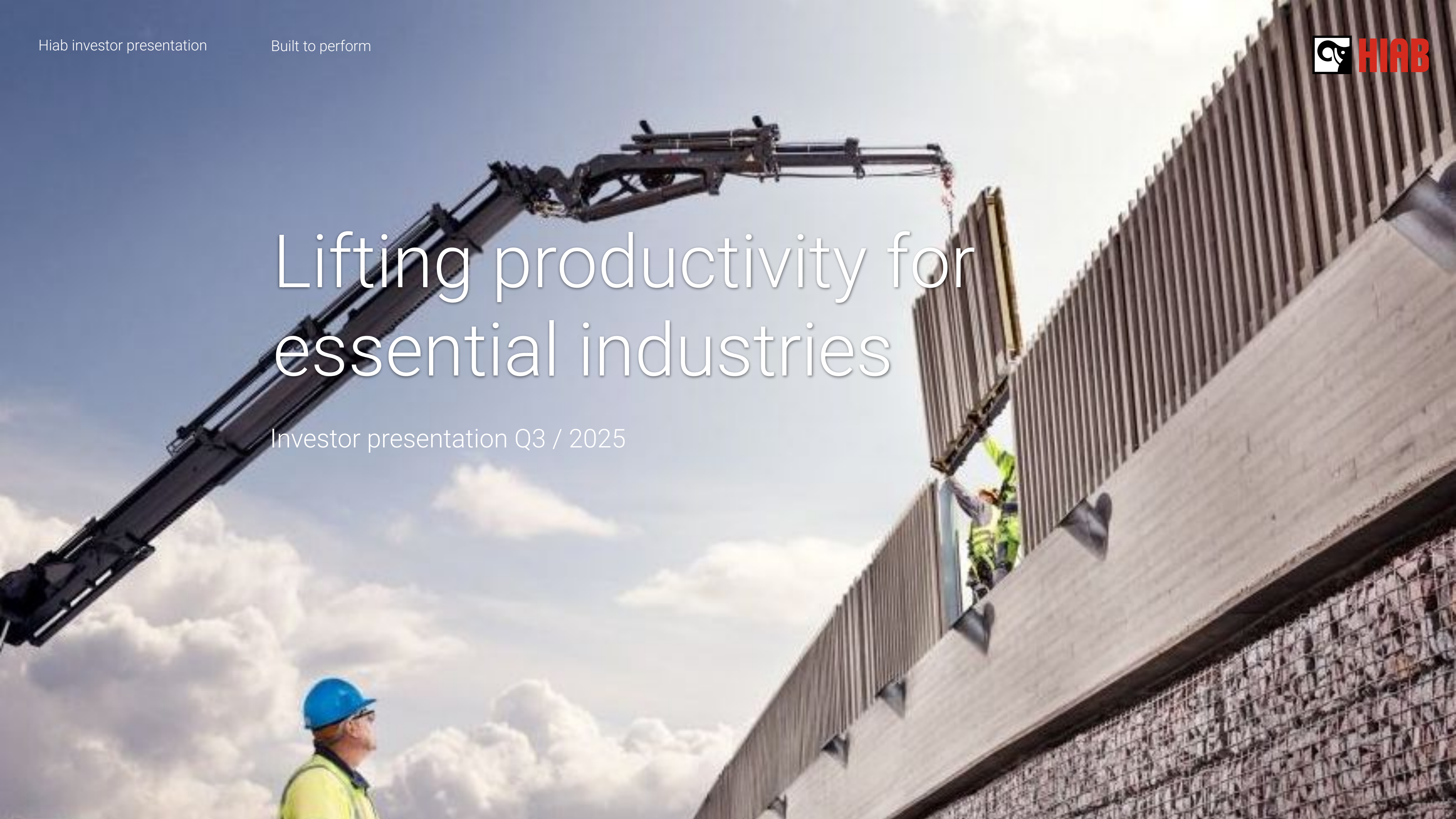


# Lifting productivity for essential industries

Investor presentation Q3 / 2025



# Content

- 01 Introduction to Hiab
- 02 Investment highlights
- 03 Best-in-class financial profile with further value creation potential
- 04 Appendix



# 01 Introduction to Hiab

**BUILT TO  
PERFORM**



Hiab **lifts and delivers everyday goods** that are **essential** to daily lives.

Everyday goods are lifted and delivered in large quantities and volumes — customers are willing to prioritise investments for lifting **productivity, safety and sustainability**

Serving **essential** industries drives **consistent and resilient growth** in line with human development





# Global load handling specialist with a compelling financial profile

## 2024 Key Facts

Sales

1,647 MEUR

10YR Sales CAGR

+7.0%

Comparable operating profit / margin <sup>1</sup>

217 MEUR / 13.2%

Return on operating capital

28.2%

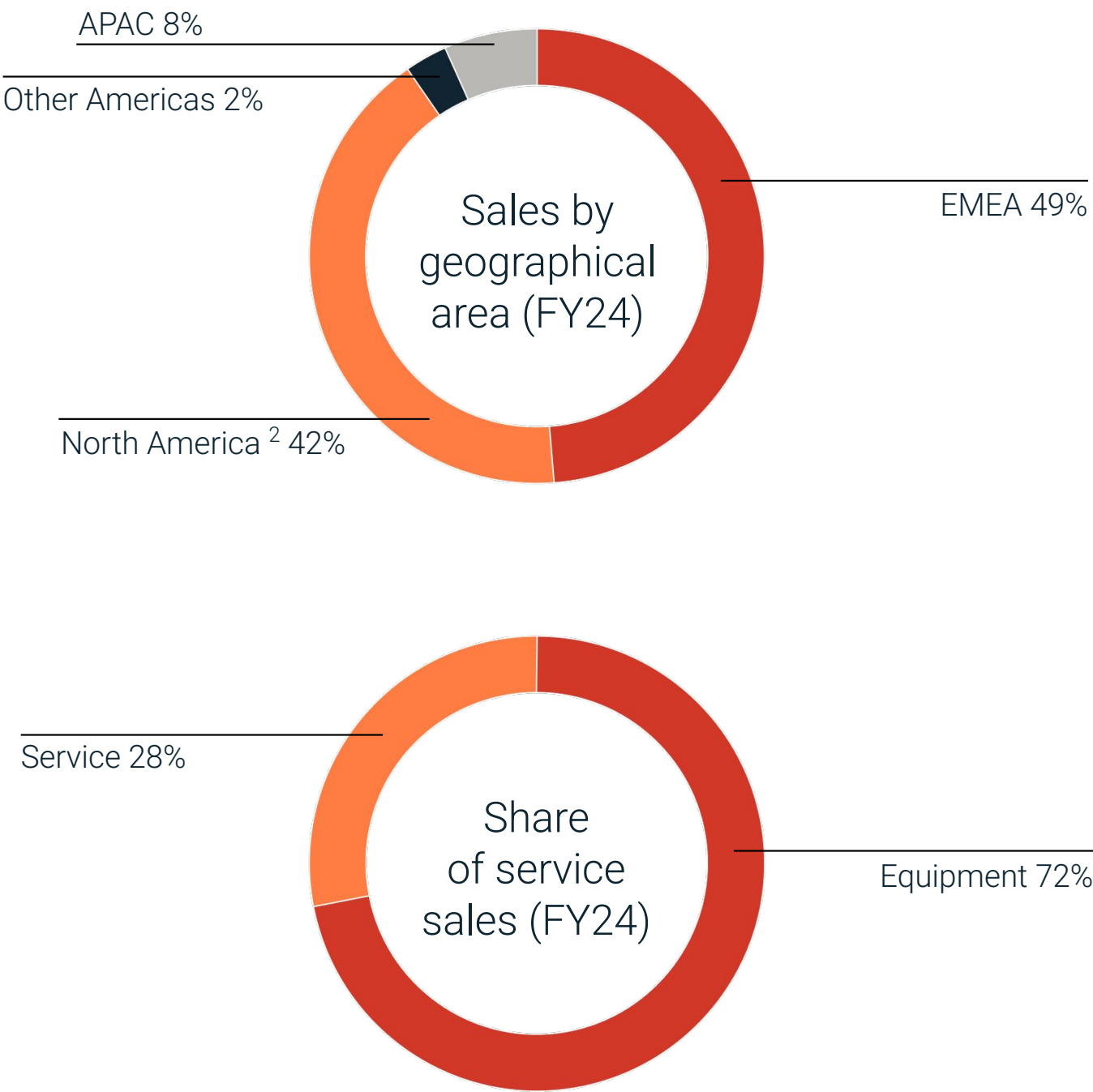
Service locations

>3,000

Employees <sup>1</sup>

+4,000

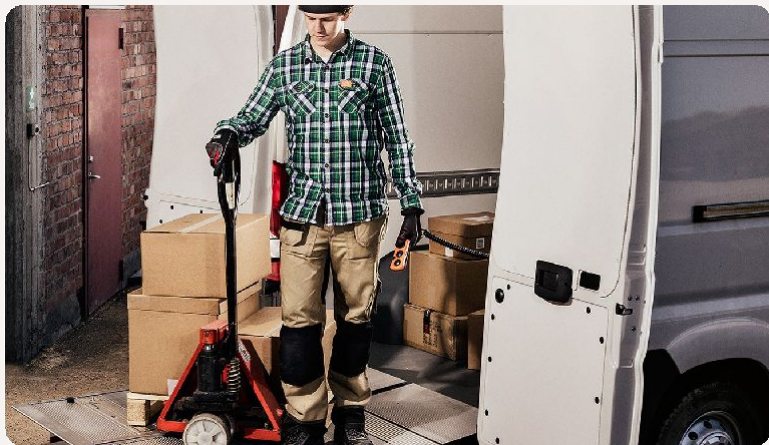
#1 OR #2 POSITION IN ALL SEGMENTS



<sup>1</sup> For Cargotec continuing operations at the end of FY24 . <sup>2</sup> Includes the United States and Canada.



# Understanding specialised needs in essential industries



Retail & last mile



Waste & Recycling



Defence logistics



Infrastructure



Construction



Special logistics



Wind



Forestry



Agriculture



Rail

Resilience from diversity  
in customer industries

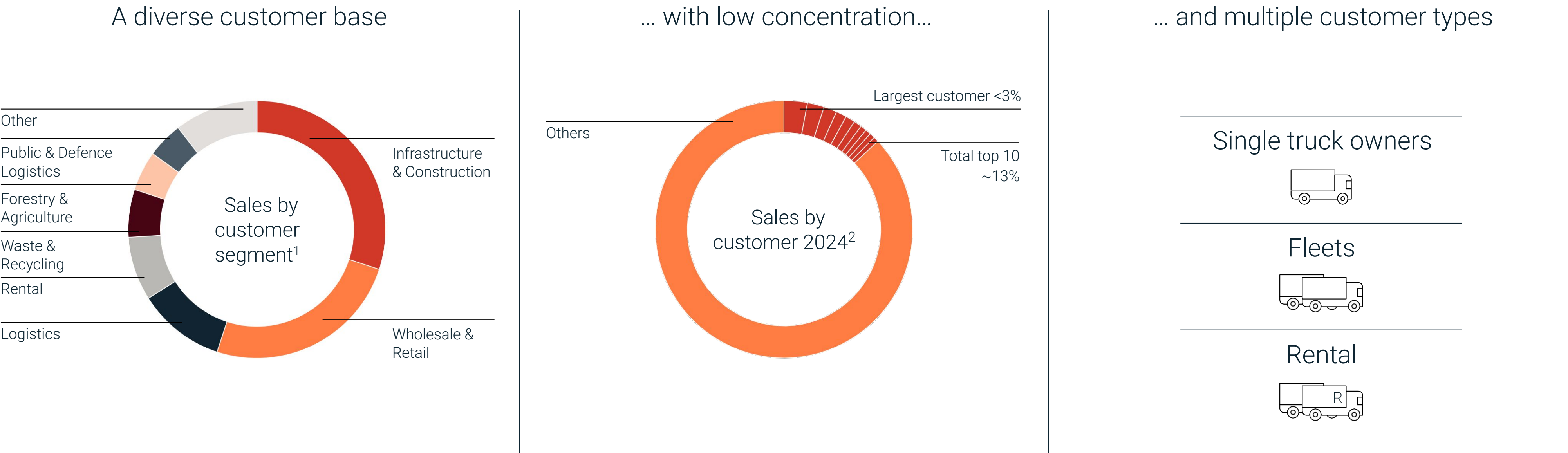
Similar yet specialised  
needs per end-market

High barriers to entry due to  
niche end-markets

Gradual penetration to new  
industries through use-case  
expansion



# Serving a diverse customer base with multiple customer types



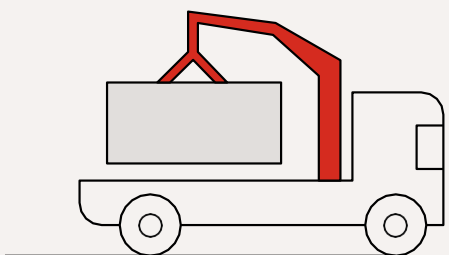
NPS from **20** to **35** in the last 5 years

<sup>1</sup> Management estimate 2023. <sup>2</sup> Top 10 customers including direct customers and dealers, excluding importers.



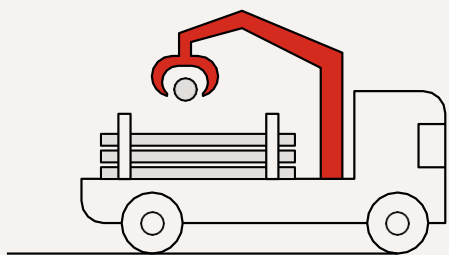
# Hiab offers lifting and delivery solutions through an extensive portfolio of brands covering all types of applications

Loader cranes



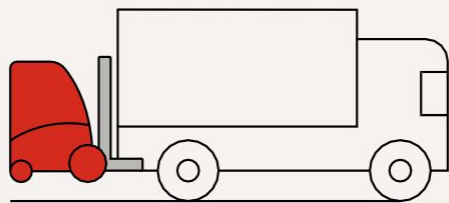
**HIAB ARGOS EFFER**

Forestry & recycling cranes



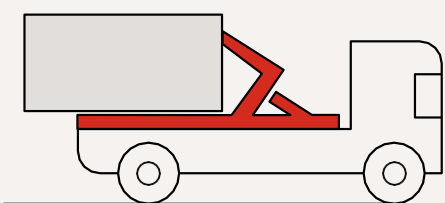
**JONSERED LOGLIFT**

Truck mounted forklifts



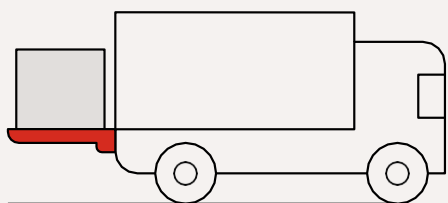
**MOFFETT PRINCETON**

Demountables



**MULTILIFT GALFAB**

Tail lifts

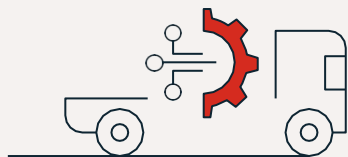


**ZEPRO WALTCO DEL**

Services

Complete offering ranging from installation, spare and wear parts to life-cycle solutions from Hiab brands

**HIPERFORM**





# Market-leading innovation with brands that have defined history

Built on a track record of firsts

“I WANT A...”



**Invented** the hydraulic crane that revolutionised load handling



**Invented** the truck mounted forklift



**Invented** the cabin for forest cranes and the folding forestry crane



# We are the market leader in Eco products

helping customers reach their sustainability goals



## Electric Moffetts

The first electric truck mounted forklifts in the world



## ePTO

Enabling crane operation without running truck engine



## Variable Hydraulic Pumps

Reducing operation emissions by 24% CO2 emission



## Solar Charging

The first carbon-free tail lift operation



## Refurbished equipment

Circular economy – extending the life cycle for equipment



## HiSkill

First with VR zero emission operator training

Eco Portfolio in % of total sales (2024)

**29%**

CO<sup>2</sup> intensity<sup>1</sup> (23 vs. 24)

**-14%**

<sup>1</sup> CO<sup>2</sup> intensity in sales, Scopes 1, 2 & 3



# Asset-light footprint with global reach

# 3,000

## Sales and service locations

100

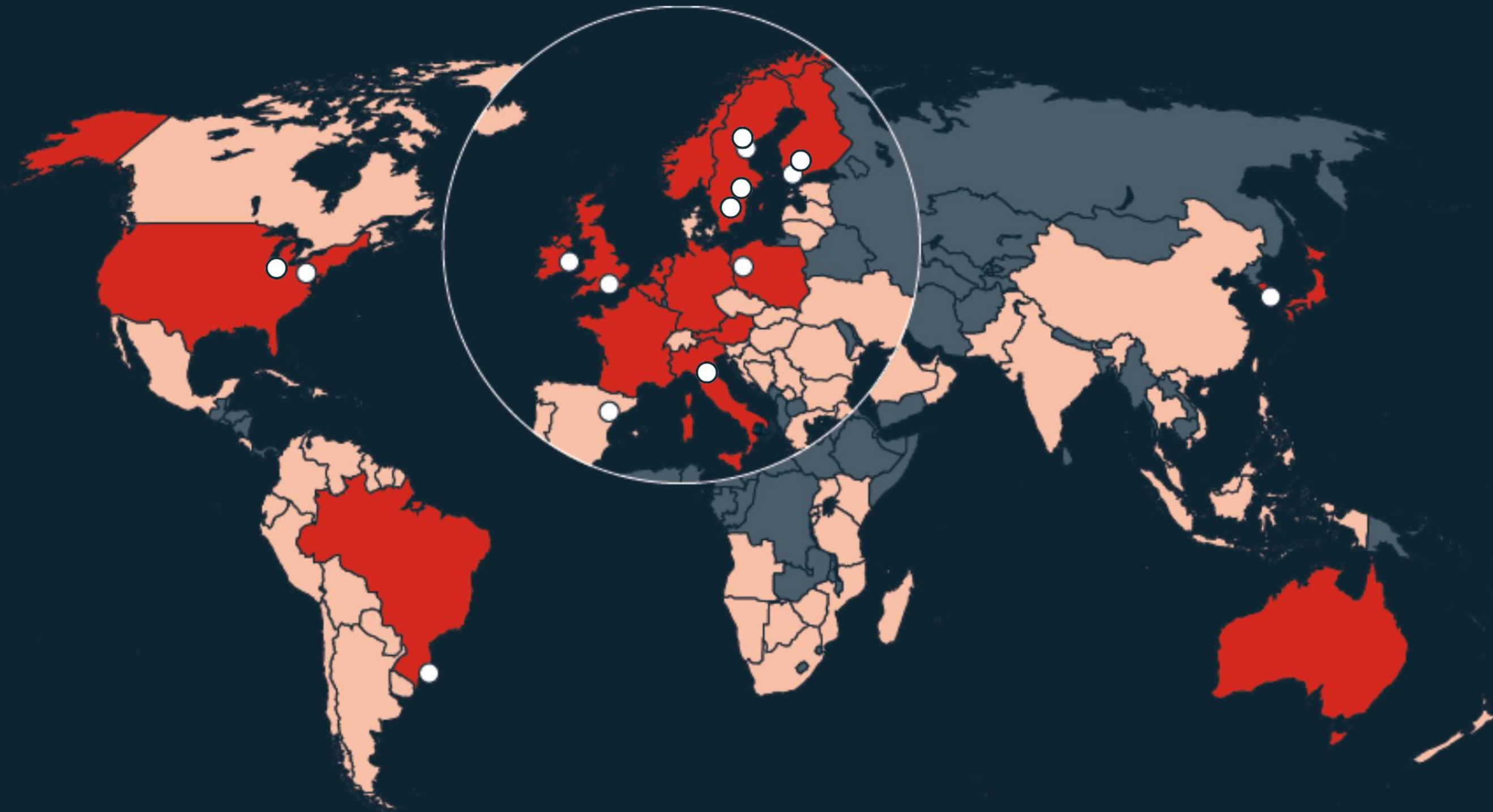
## Countries with delivery footprint

## Direct and indirect sales and service

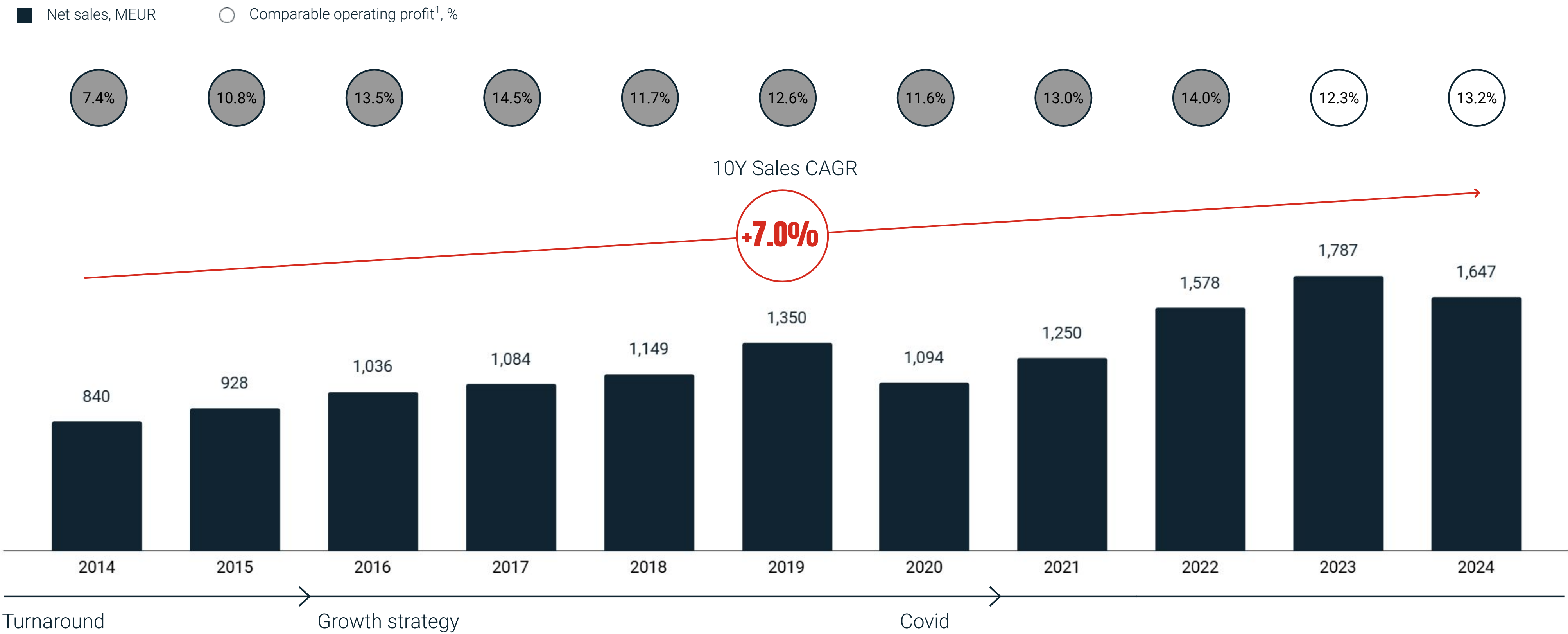
Direct sales combined with strong partner network (~60% of sales) enabling tailored density and global reach

## Asset-light supply chain

## Own production in key markets in Europe and the US



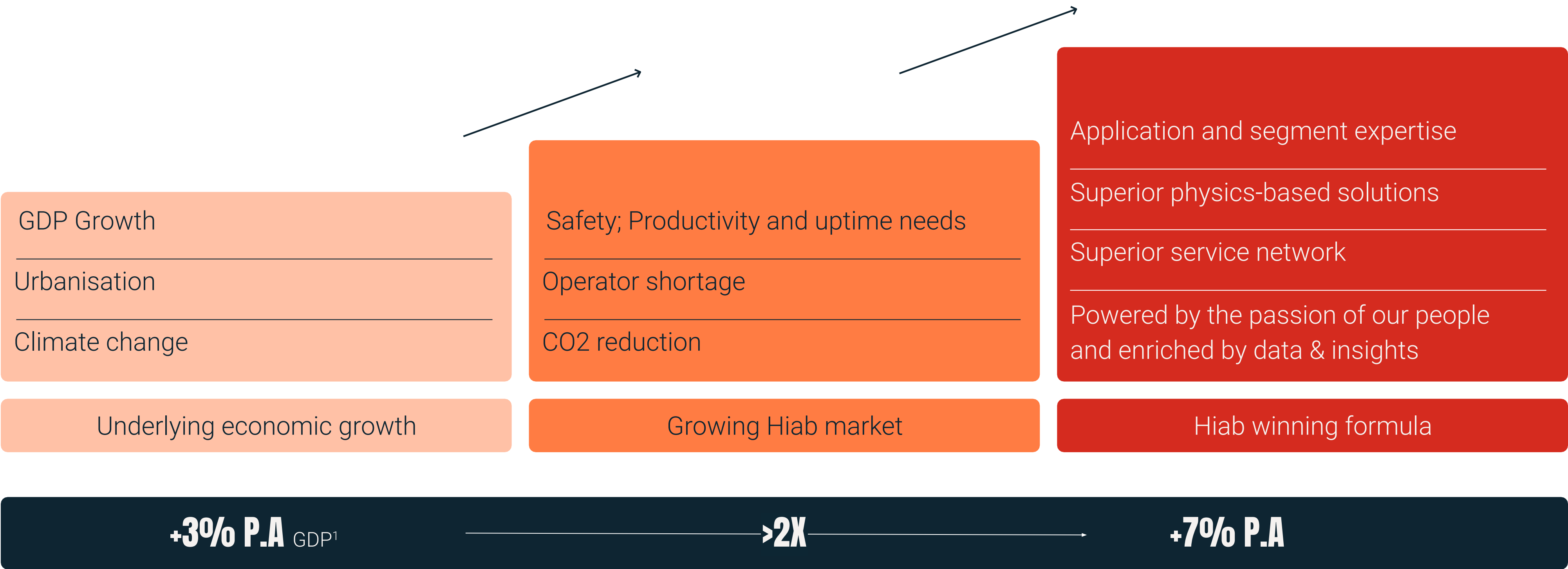
# Strong track record of delivering profitable growth of CAGR >7% 2014–2024



<sup>1</sup>2014-2022 comparable operating profit % for Hiab as a business area without group level corporate and administrative costs.



# Structural market trends and winning formula supporting growth



<sup>1</sup> Management estimate

# Our winning formula for lifting productivity for our customers

## POWERED BY THE PASSION OF OUR PEOPLE

**DEEP UNDERSTANDING  
CUSTOMERS, OPERATORS  
AND APPLICATION NEEDS**

Maximising tons moved  
with more lifts per day



**INNOVATE SOLUTIONS  
ENABLING SUPERIOR  
PHYSICS-BASED OUTCOMES**

Better reliability  
Higher productivity  
Easiest to operate  
Most precise movement



**SUPERIOR SERVICE  
CAPABILITIES &  
GLOBAL COVERAGE**

Maximised uptime  
Remote monitoring  
Insight from connected units

**ENRICHED BY DATA & INSIGHTS**



# 02 Investment highlights





# Key investment highlights

#1 or #2 Position  
in all segments

**1** Leading market positions in growing  
and attractive essential industries

Positioned to  
grow faster than  
the market

**2** Set to grow through continued innovation and  
focused segment strategy

**3** Geared to expand leading position in growing  
North American market

**4** Further leveraging of sizable installed base and  
connectivity to accelerate Services growth

Profitability  
upside

**5** Operating model enabling incremental efficiency  
improvement

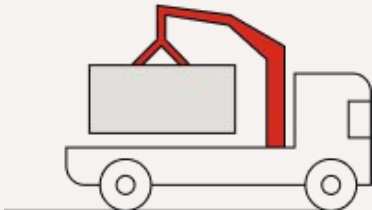
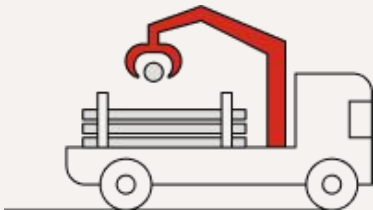
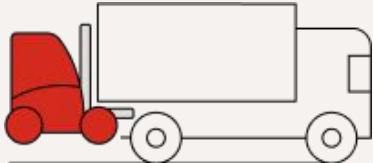
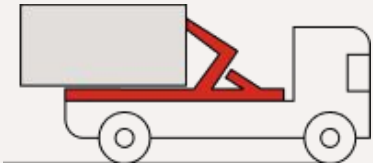
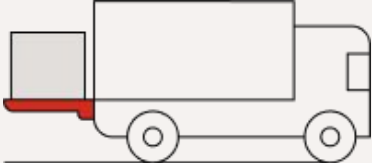

Sustainable  
value creation

**6** Best-in-class financial profile with further value  
creation potential through M&A



# 1 We are the leader in the markets where we choose to operate





Our broad portfolio of best-in-class lifting solutions allows us to maintain market leadership

PORTFOLIO	Loader Cranes 	Forestry & Recycling Cranes 	Truck Mounted Forklifts 	Demountables 	Tail Lifts 	Services 
GLOBAL POSITION	<b>#1</b> Medium & Super Heavy <b>#2</b> Light & Heavy	<b>#2</b>	<b>#1</b>	<b>#1</b>	<b>#1</b> In Nordics <b>#2</b> In US	<b>&gt;45%</b> Spare parts capture rate
MARKET SIZE (2023)	<b>~1,500 MEUR</b>	<b>~600 MEUR</b>	<b>~400 MEUR</b>	<b>~800 MEUR</b>	<b>~1,200 MEUR</b>	<b>350k units</b>

We benefit from operating in fragmented niche markets



# 2 Enhanced focus on key segments globally

Waste & Recycling	Defense Logistics	Retail & Last Mile	Construction
			

DEMAND DRIVERS	<ul style="list-style-type: none"><li>— Urbanisation</li><li>— Productivity requirements</li><li>— Sustainability challenges</li></ul>	<ul style="list-style-type: none"><li>— Geopolitical uncertainty</li><li>— Productivity requirements</li><li>— Autonomous technologies</li></ul>	<ul style="list-style-type: none"><li>— Growing e-commerce</li><li>— Sustainability challenges</li><li>— Increased pay loads</li></ul>	<ul style="list-style-type: none"><li>— Safety requirements</li><li>— Energy &amp; efficiency trends</li><li>— Ease of use</li></ul>
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KEY ENABLERS	Application specific <b>innovations</b> driven by understanding our <b>customers</b> , operators and load needs
	<b>Doubling our R&amp;D investments</b> to continue to shape the industry
	Targeted <b>value selling program</b> using fact based data and tools



# 3 Geared to expand our leading position in North America



Where we stand

**685 MEUR**  
In sales

**~800**  
Employees

**>800**  
Service locations

**#1-2**  
Positions  
in key products

How we will win in North America

**01**  
Expand through  
**Commercial Excellence**

- **Accelerate value selling** of complete portfolio
- Grow **key account** customer base
- Drive **adoption of more productive solutions** (e.g. stiff boom and mobile crane conversion)

**02**  
Increase customer  
**proximity**

- Expanding direct and **partner networks**
  - **7** new dealer agreements signed in 2024
- **Widen service location footprint**

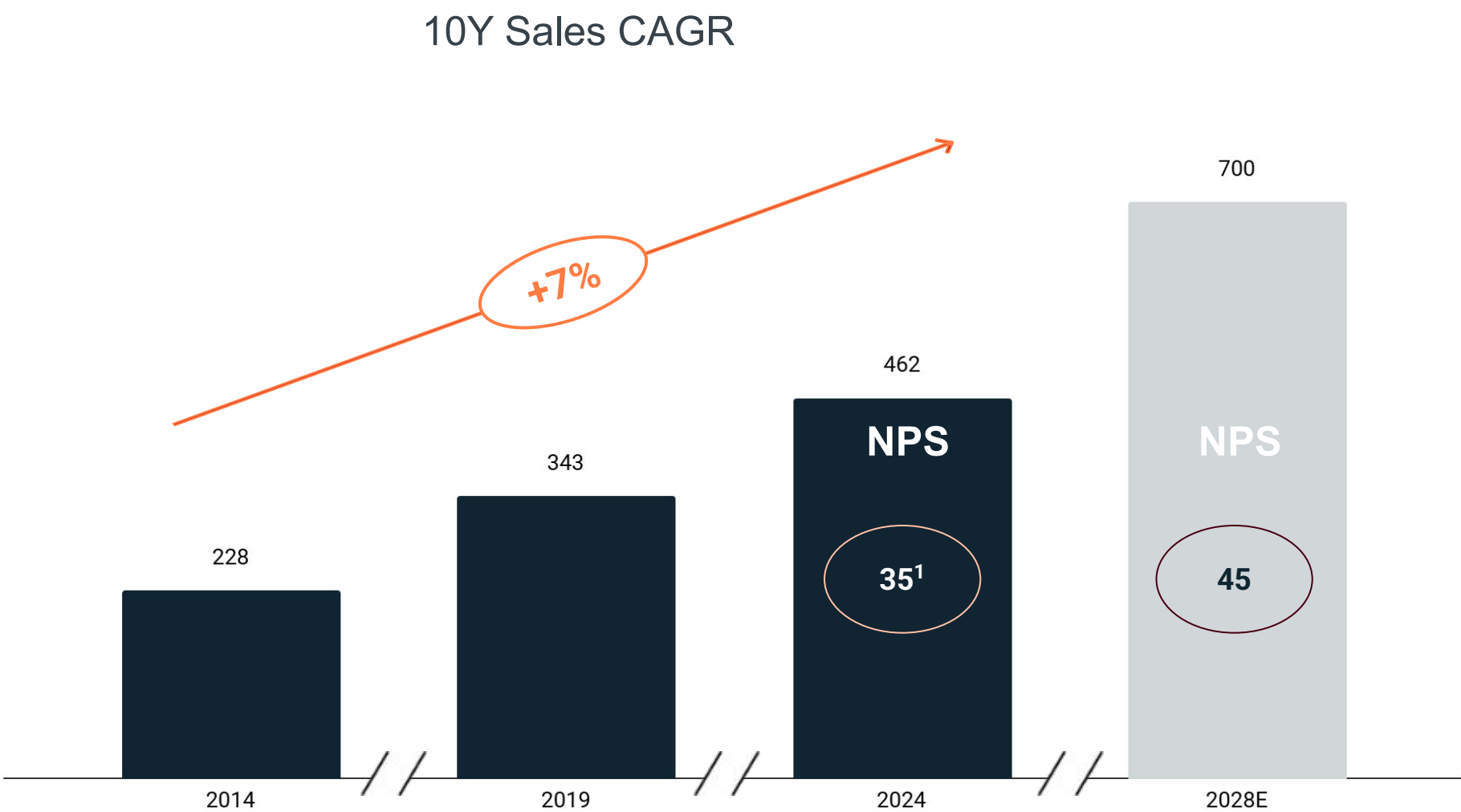
**03**  
Leverage **local** design  
& manufacturing

- Best-in-class **delivery times**
- **Local R&D** tailored to local needs



# 4 Further leveraging of sizable installed base and connectivity to accelerate Services growth

## Strong track record of service sales growth



<sup>1</sup> NPS for 2023

## Actions to increase aftermarket capture and grow services business

- 01  
Installed base and customer growth

Installed base of **+350k units**
- 02  
Leveraging connected units and increase contract capture

39,000 to **90,000** connect units by 2028  
  
16,500 to **50,000** ProCare contracts by 2028
- 03  
Service network expansion

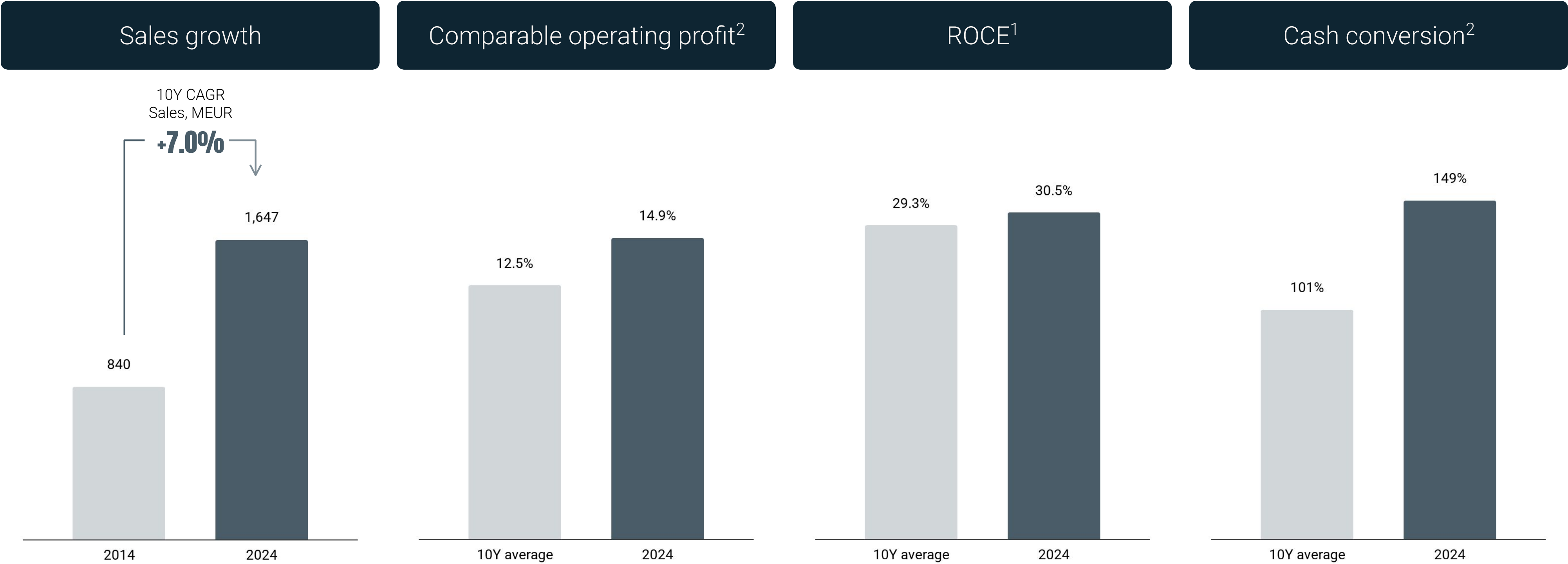
**+3,000** service locations in 2024

# 5 Productivity gains unlocked through decentralised business model





# 6 Strong track record of profitable growth

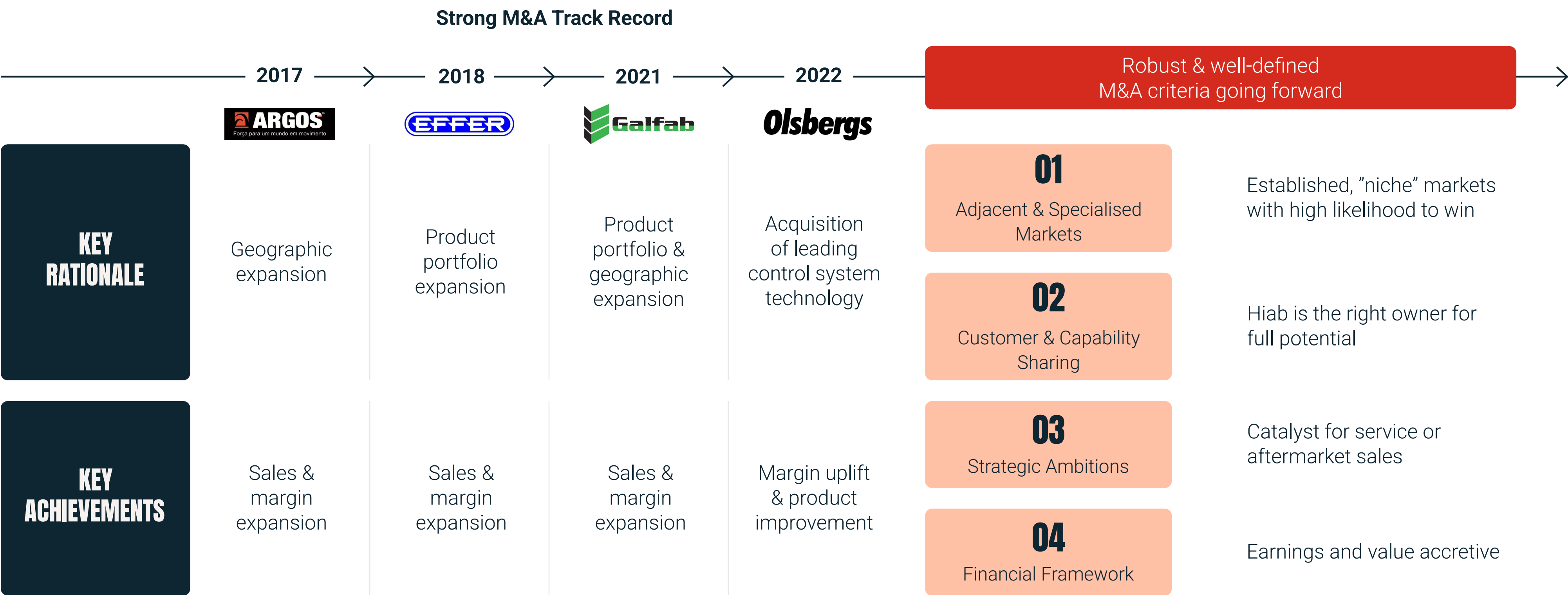


<sup>1</sup> Defined as Operating Profit / Operative Capital Employed. In this chart, ROCE presented as business area

<sup>2</sup> As business area, Cash conversion defined as Operative Cash Flow / Operating Profit.



# 6 Hiab is well-positioned to accelerate value-creation through M&A





03

Best-in-class financial profile with further value creation potential





## Key targets to measure success by 2028

Sales CAGR<sup>1</sup>

**>7%**

Comparable  
Operating Profit

**16%**

ROCE<sup>2</sup>

**>25%**

Sustainability

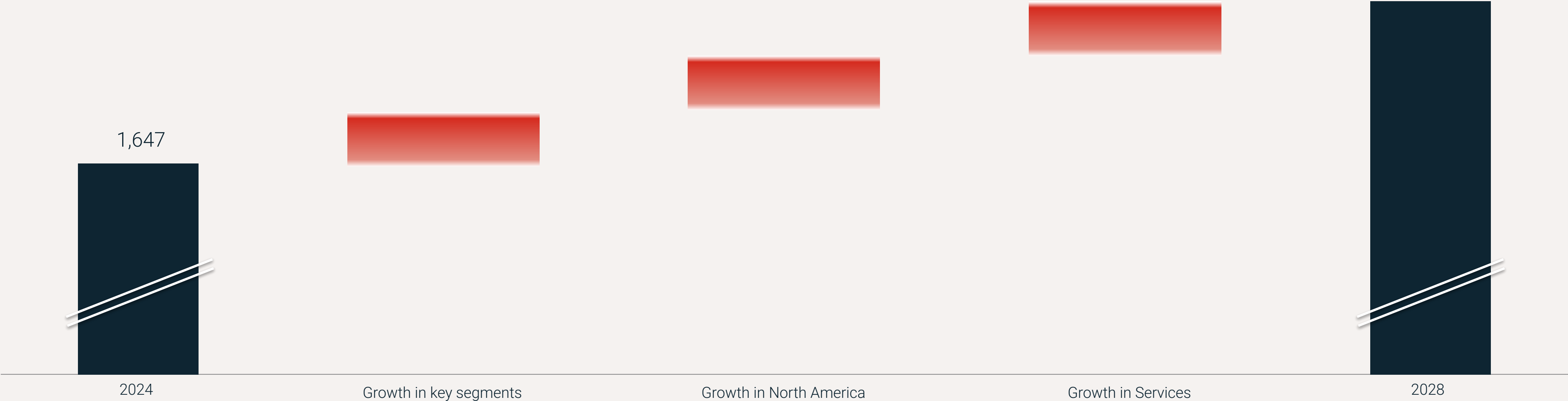
**SBTi**

<sup>1</sup> Over the cycle

<sup>2</sup> Defined as (Operating Profit / Operative Capital Employed)

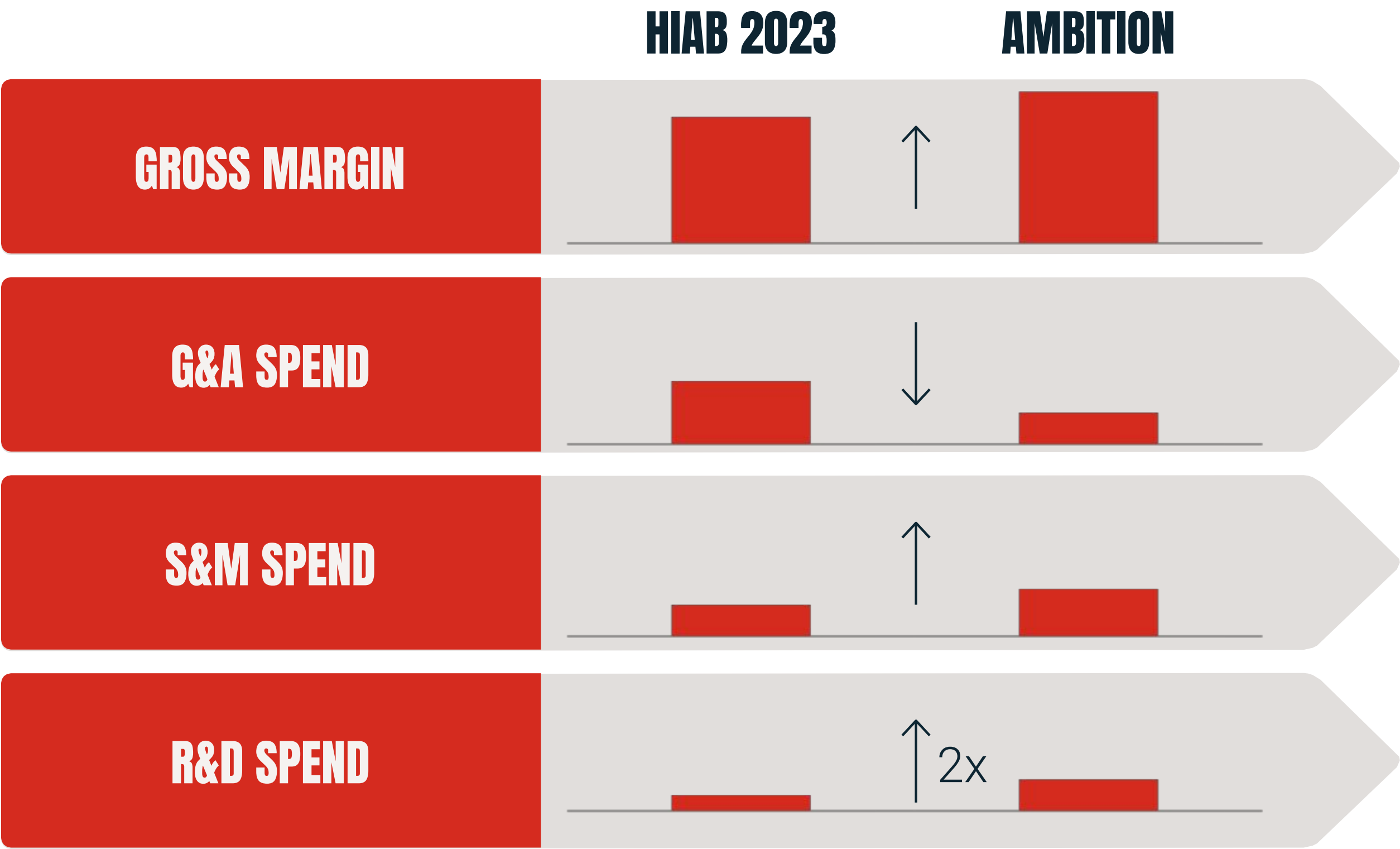
# Growth priorities to continue outperforming the market

Hiab sales bridge





# Operative & Commercial excellence to reallocate and optimize cost base



**Reduce** costs through design to cost, standardization, and portfolio management

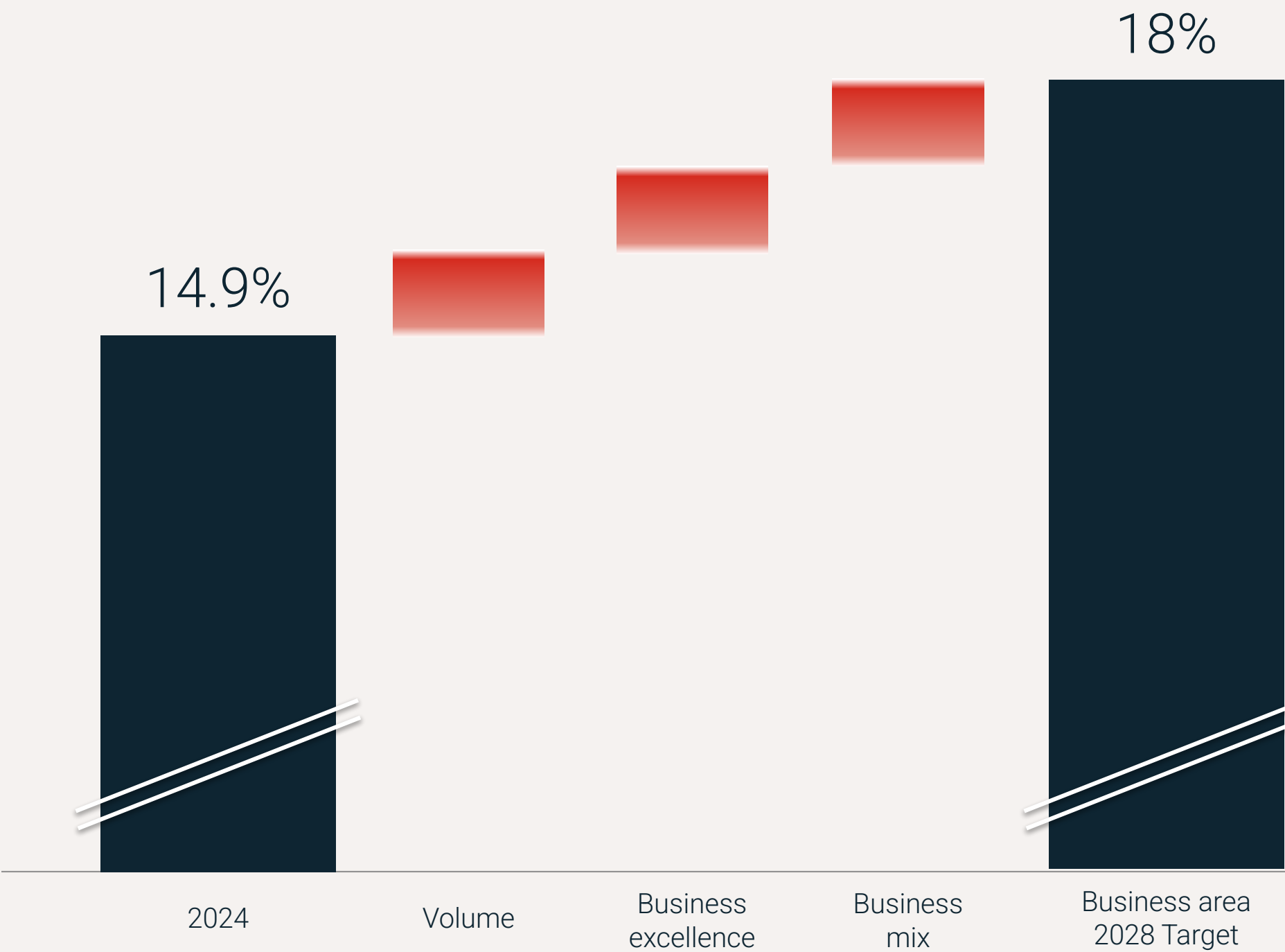
**Re-allocate cost** from Indirect and Administrative to S&M and R&D

**Invest in** Commercial excellence, services, digital, segment sales and marketing

**Double our spend** in R&D for customer-value driven game-changers for the future

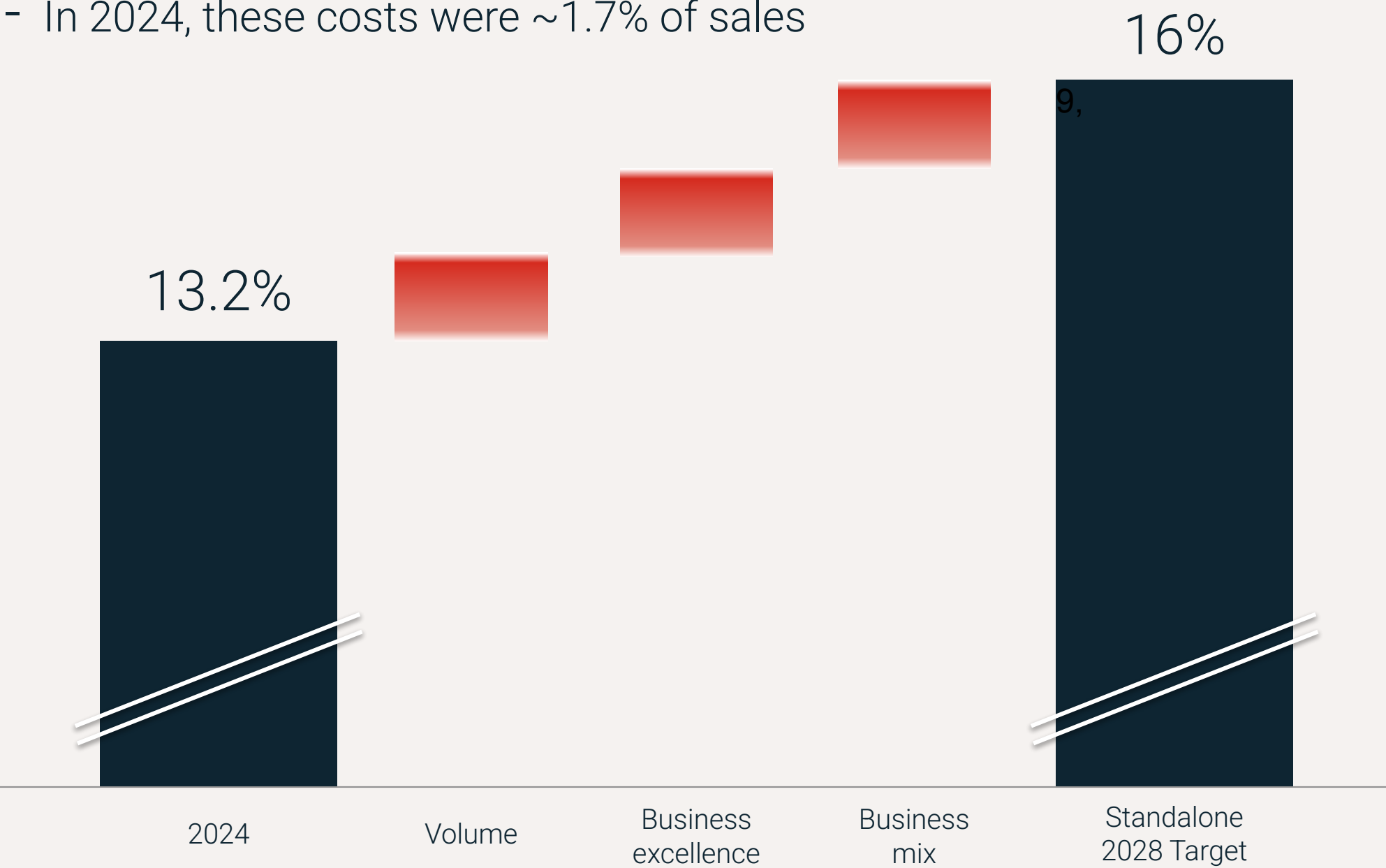
# On track to deliver 16% margin in 2028

Hiab comparable operating profit margin bridge to 2028 target  
*as business area*



*as standalone company*

- The difference between Hiab as a business area and standalone is corporate administrative and support functions
- In 2024, these costs were ~1.7% of sales





# Key investment highlights

#1 or #2 Position  
in all segments

**1** Leading market positions in growing  
and attractive essential industries

Positioned to  
grow faster than  
the market

**2** Set to grow through continued innovation and  
focused segment strategy

**3** Geared to expand leading position in growing  
North American market

**4** Further leveraging of sizable installed base and  
connectivity to accelerate Services growth

Profitability  
upside

**5** Operating model enabling incremental efficiency  
improvement

Sustainable  
value creation

**6** Best-in-class financial profile with further value  
creation potential through M&A





# 04 Appendix





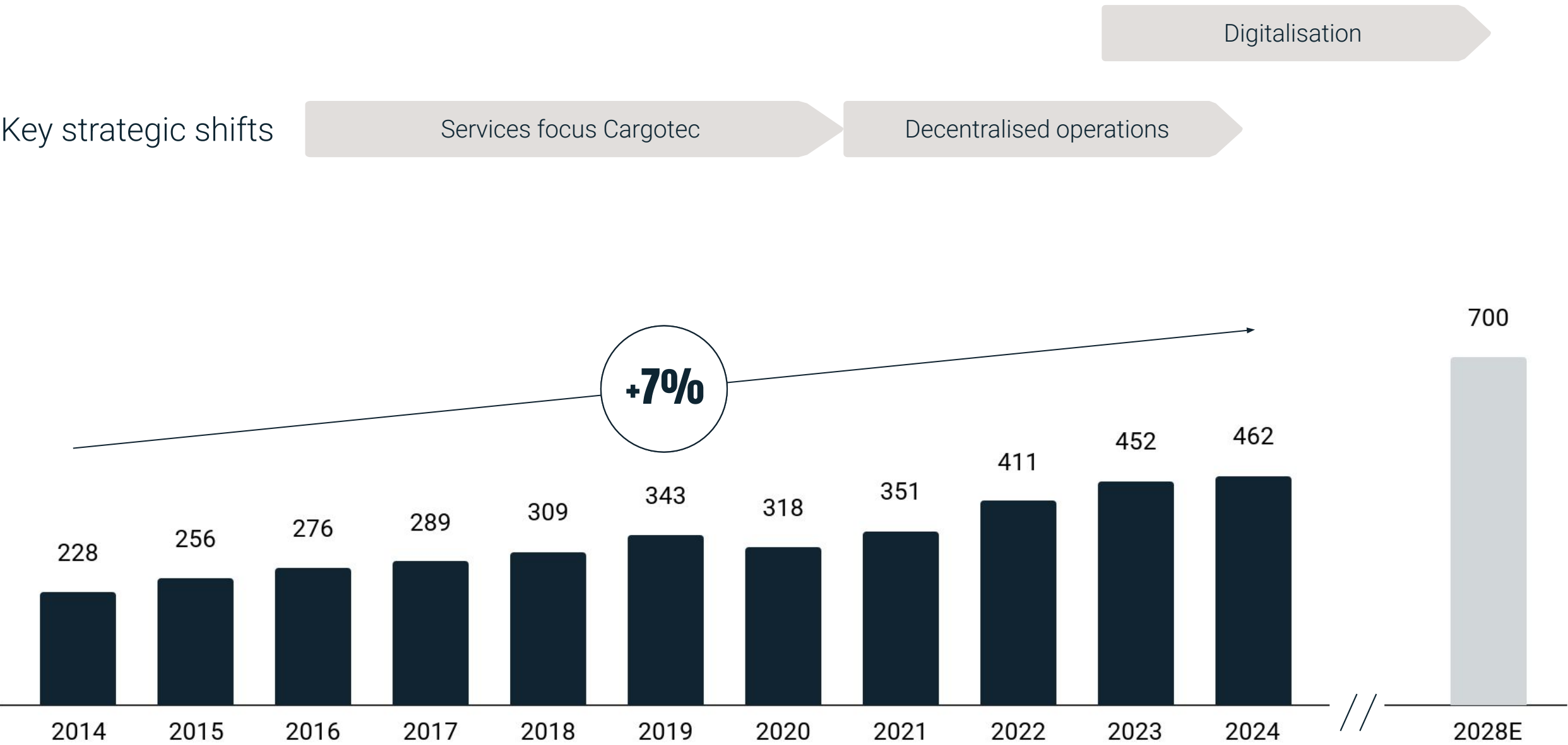
# A. Supplementary materials on Hiab





# Attractive and growing aftermarket business

Service sales<sup>1</sup> 2014–2024



Growth levers

INSTALLED BASE

INNOVATION

SERVICES NETWORK

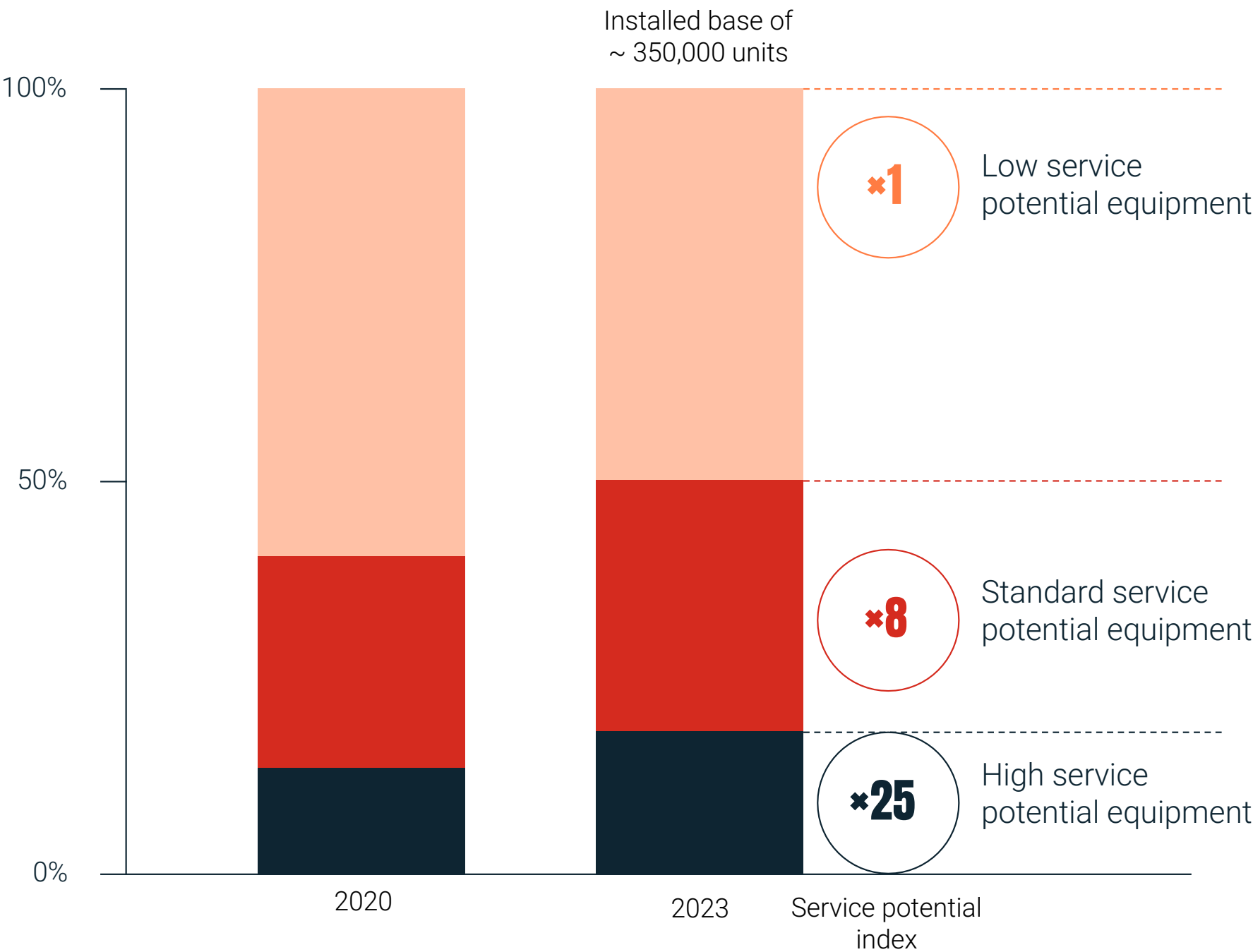
<sup>1</sup> AER FX rate, comparable portfolio mix over the periods



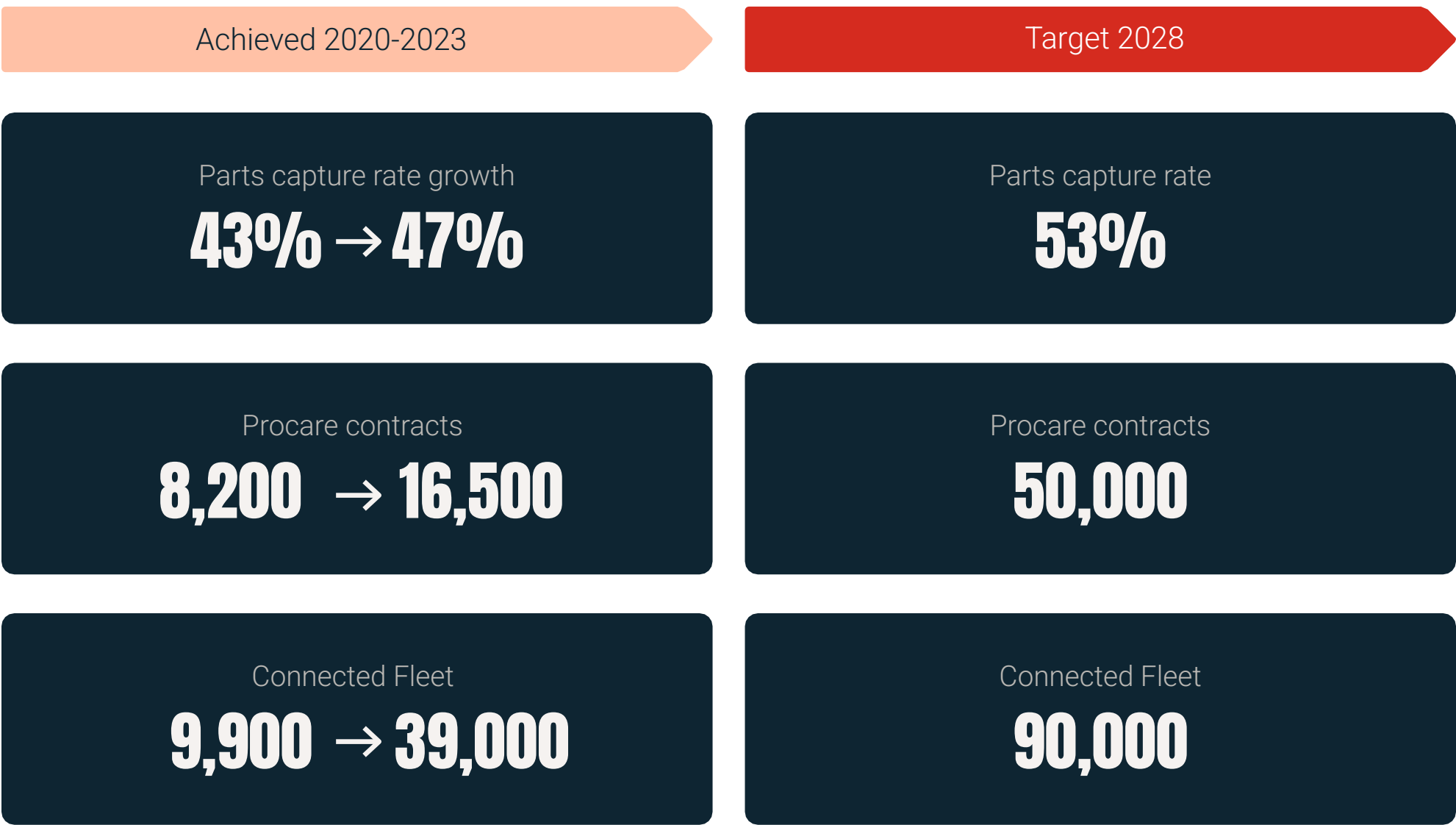
# Hiab is uniquely positioned...

...to tap into the increasing potential of the growing installed base.

Equipment mix development 2020–2023



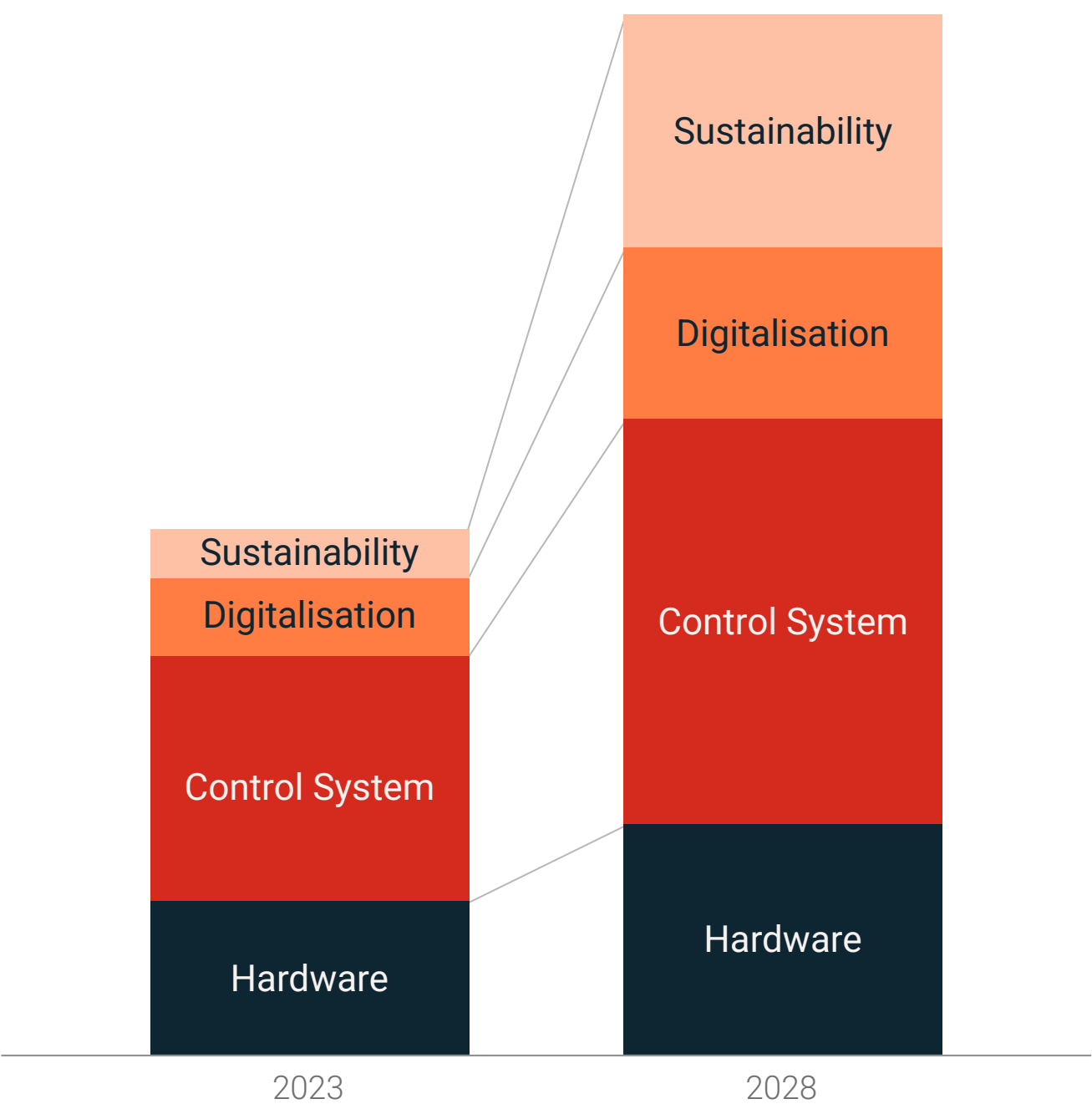
Value creation highlights



# Doubling our R&D investments to continue to shape the industry

Shifting costs from overheads to R&D...

...to solve industry challenges



Sustainability Solutions  
Share of ECO portfolio to 50%

Address Operator Shortage

Increase Productivity & Safety

Optimise Weight to Payload



- Energy efficient cranes
- Fossil free steels
- Fully electric product offering
- Solar powered Tail Lifts
- New SPACE Evo control system
- Automation
- VR training and simulation
- Operator assistance systems
- Semi-automated motion
- Operator detection
- Machine learning
- Reduced weight
- Increased capacity
- Alternative materials




# International leadership geared for success




 **Scott Phillips**  
President and  
Chief Executive  
Officer




 **Birgitte Skade**  
EVP, Marketing and  
Communications




 **Barry McGrane**  
President, Truck  
Mounted Forklifts



 **Magdalena  
Wojtowicz-Tokarz**  
President, Loader  
Cranes Light and  
Medium



 **Mikko Puolakka**  
EVP, Chief  
Financial Officer




 **Ghita Jansson-  
Kiuru**  
EVP, Human  
Resources




 **Michael Bruninx**  
President,  
Services




 **Hermanni Lyyski**  
President,  
Demountables  
and Defence




 **Sanna Ahonen**  
EVP, Business  
Excellence and  
Sustainability




 **Taina Tirkkonen**  
EVP, General  
Counsel



 **Marcel Boxem**  
Interim  
President,,  
Loader Cranes  
Heavy and Super  
Heavy



 **Martin Saint**  
President, Tail  
Lifts

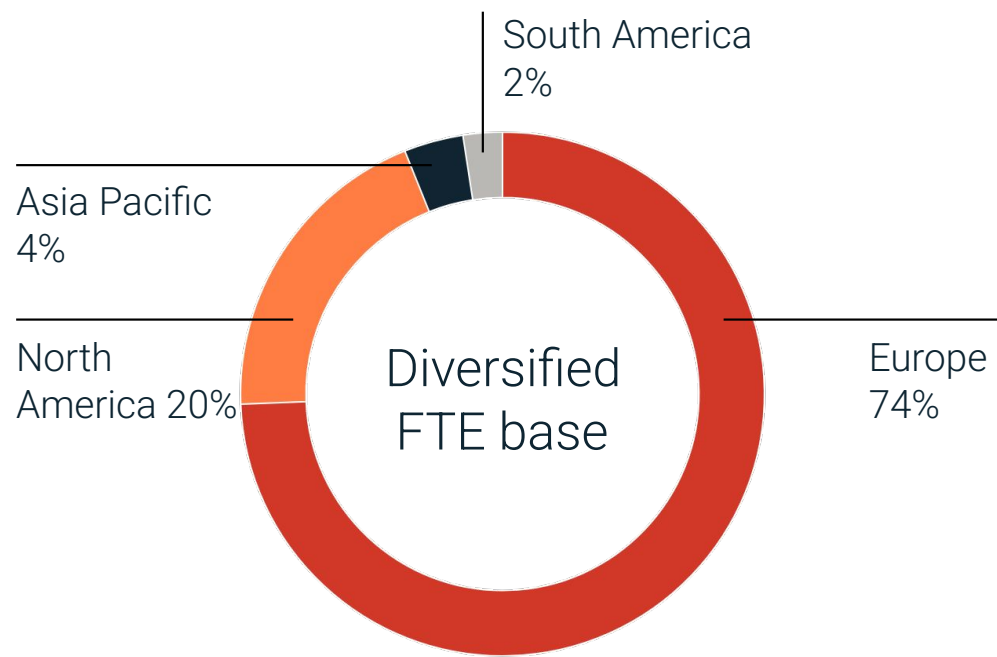


**Scott Phillips**  
Interim EVP, Business  
Operations  
Development

Employees <sup>1</sup>  
**> 4,000**

Countries with employees  
**22**

Nationalities  
**50+**



<sup>1</sup> Employee information at the end of FY24 for Cargotec’s continuing operations.



# B. Supplementary financial materials





# Orders received remained on a stable level for 11th quarter in a row

## Orders received and order book



MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
Orders received	377	348	8%	755	734	3%
Order received, organic*			10%			3%
Order book	556	676	-18%			

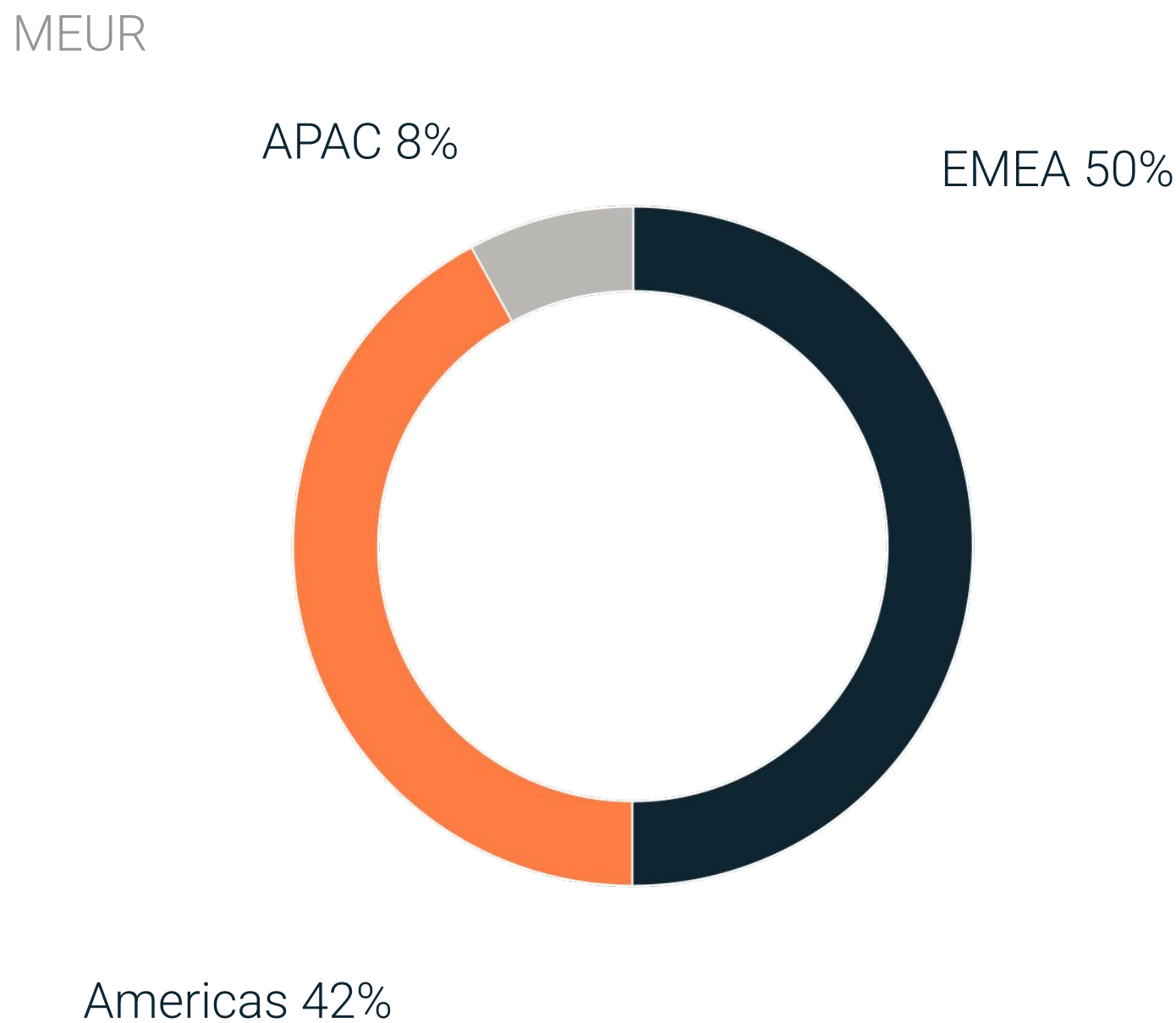
- Orders received remained on a stable level for 11th quarter in a row, LTM orders around 1.5 billion during the last 2 years
- Year-on-year improvement in orders received was explained by timing of key account orders
- Currencies had a 2 percentage point negative impact on orders received in Q2

\*in constant currencies excluding structural changes




# Q2 order growth in Americas’ orders was explained by timing of key account orders

## Orders received by geographical area, Q2/25




MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
EMEA	188	185	2%	391	364	8%
AMER	159	138	15%	303	320	-5%
APAC	30	26	15%	60	51	19%

## Operating environment



- Positive momentum in defence logistics opportunities
- Robust replacement demand

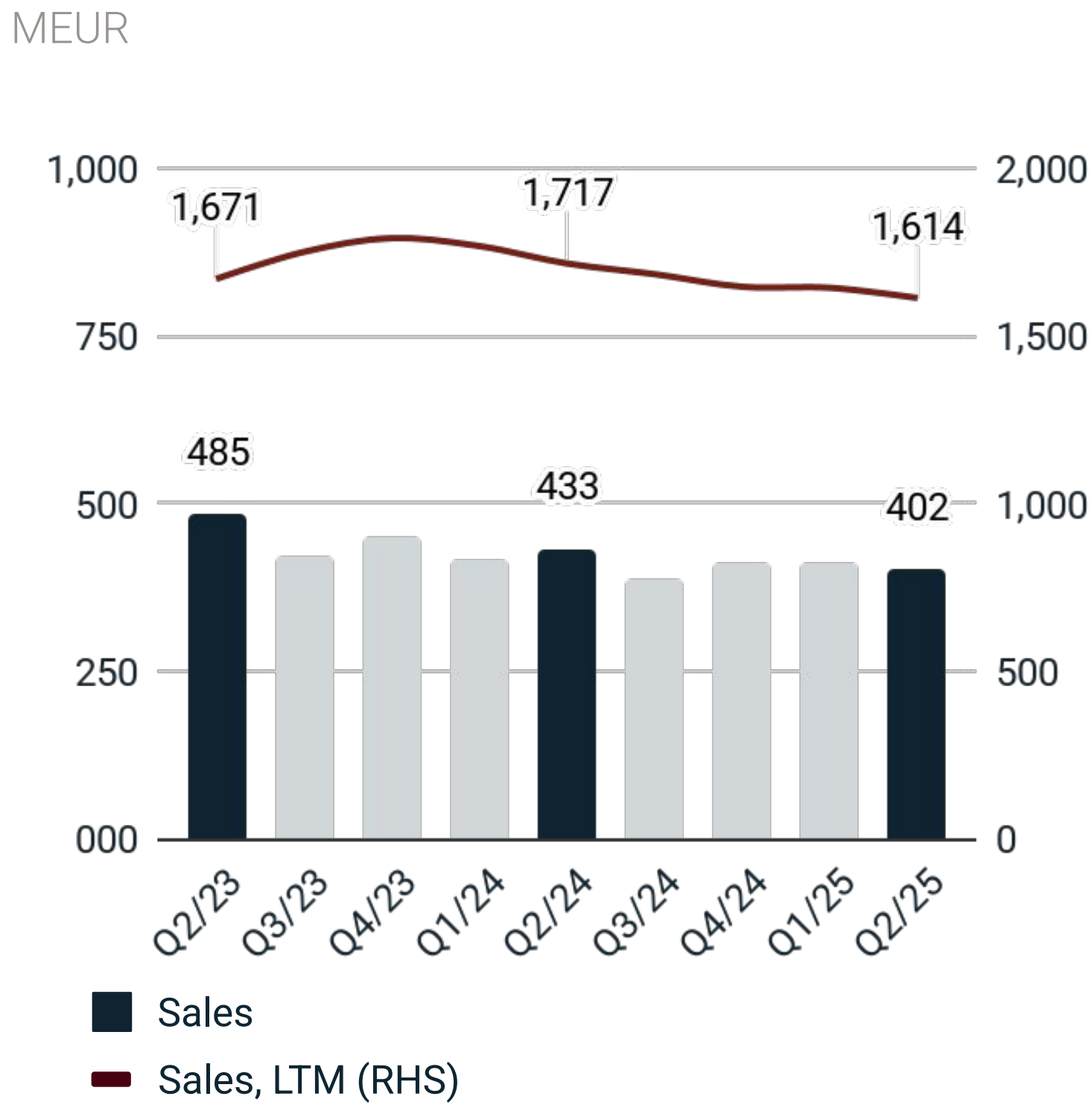


- Trade tensions have elevated uncertainty of the global growth outlook
- US customers have remained cautious



# Sales decreased due to lower order book

## Sales



MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
Sales	402	433	-7%	814	847	-4%
Sales, organic*			-5%			-4%
Share of Services, %	29%	27%		29%	27%	

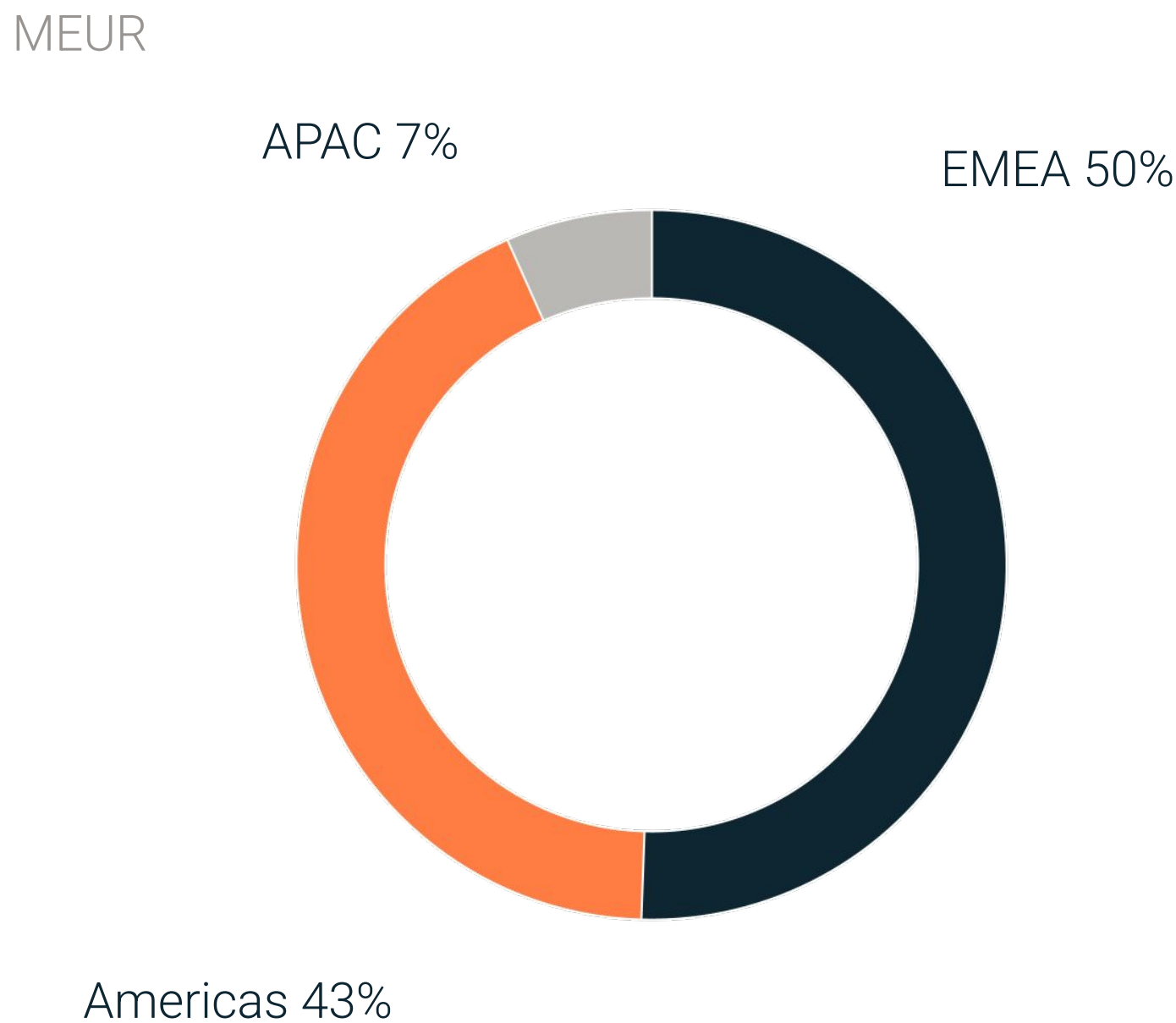
- Both second quarter and first half sales decreased
- Currencies had a 2 percentage point negative impact on sales in the second quarter
- Share of Services increased

\*in constant currencies, excluding structural changes



# Americas’ sales was impacted by low Q1 order intake

## Sales by geographical area, Q2/25



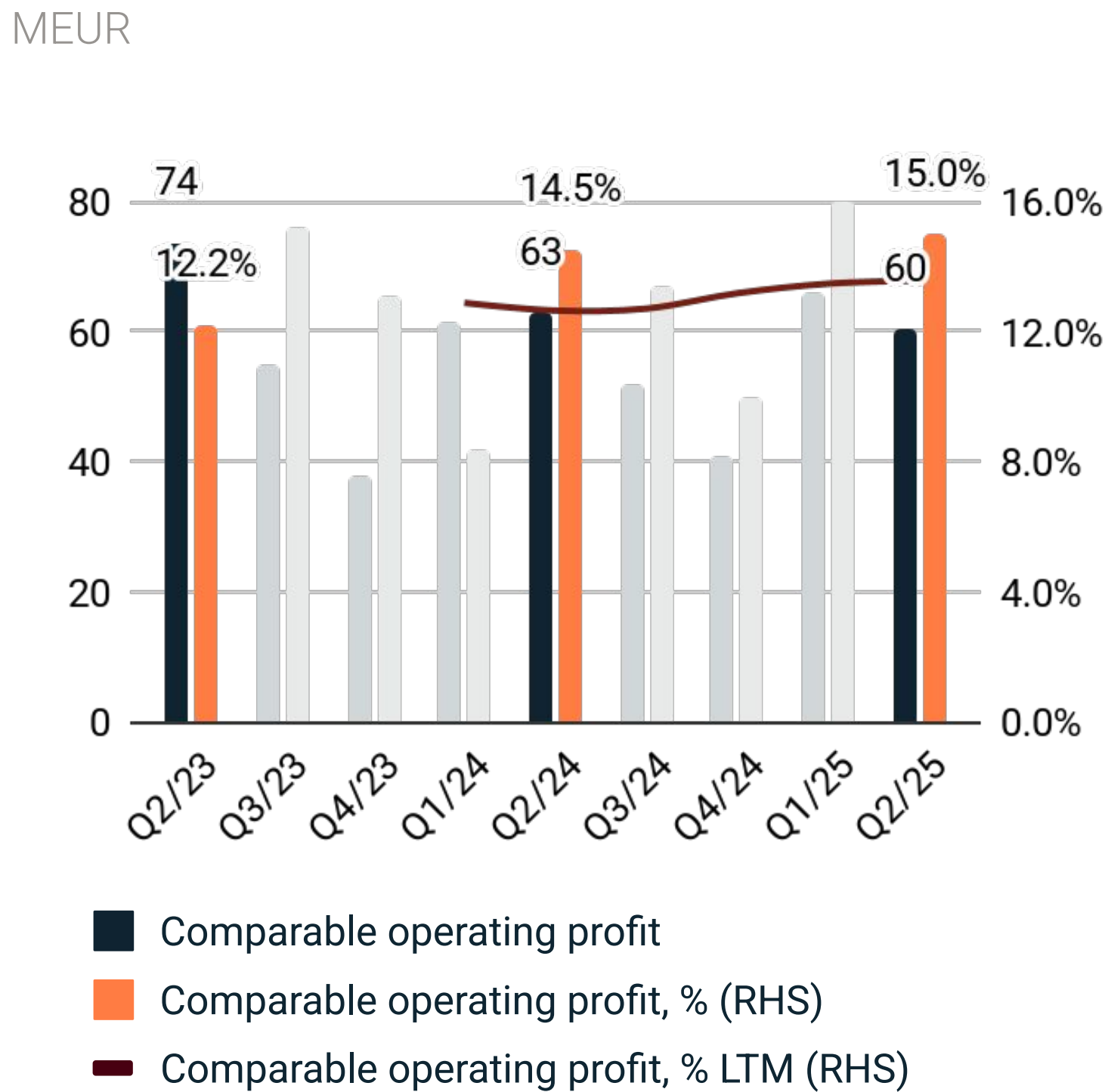
MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
EMEA	203	211	-4%	395	412	-4%
AMER	173	195	-12%	368	379	-3%
APAC	27	27	0%	51	56	-10%
Eco portfolio sales	155	126	23%	297	240	24%
Eco portfolio sales, %	38%	29%		37%	28%	

- Sales decline was most prominent in the Americas
- EMEA sales declined slightly
- APAC sales remained at the comparison periods level
- Eco portfolio sales\* increased in circular solutions and were stable in climate solutions

\*Eco portfolio criteria was revised as of 1. January 2025. Comparison period has not been restated.

# Comparable operating profit margin improved

## Comparable operating profit



MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
Comparable operating profit	60	63	-4%	126	124	1%
Comparable operating profit, %	15.0%	14.5%		15.5%	14.7%	
Operative ROCE	30.4%	27.1%				

- Commercial and supply chain actions led to higher gross profit margin
- Operative ROCE improved driven by better profitability

Operative ROCE defined as (Operating profit / Operative capital employed), Comparative information has been restated to include continuing operations Group administration costs.



# On track to deliver on our 2028 financial targets

## 2028 financial targets

Sales CAGR<sup>1</sup>

**>7%**

Comparable  
Operating Profit

**16%**

ROCE<sup>2</sup>

**>25%**

## Progress, as of Q2/25

Rolling 10-year  
average

**6.5%**

LTM

**13.6%**

LTM

**30.4%**

<sup>1</sup> Over the cycle, LTM 10 year average

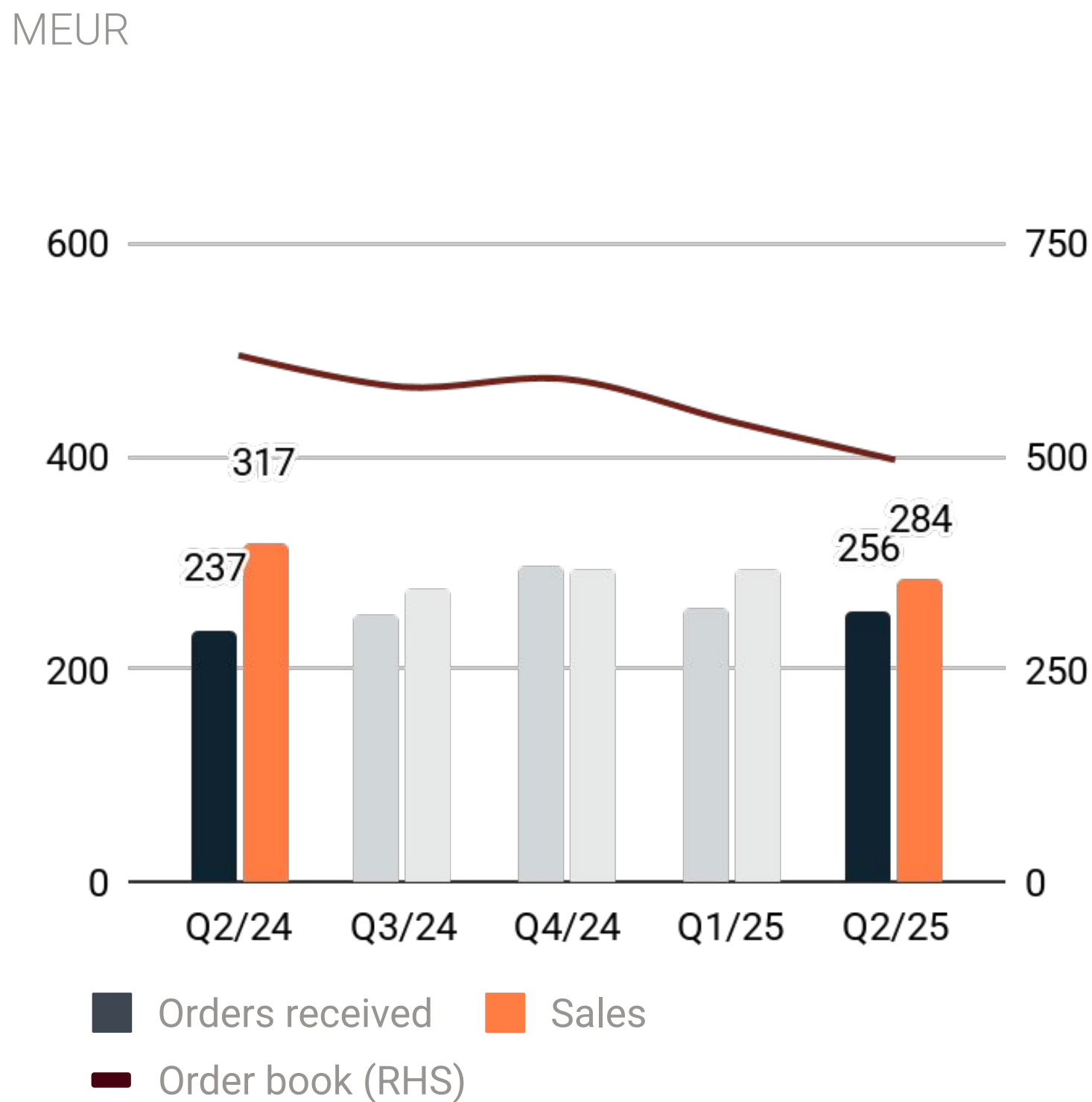
<sup>2</sup> Defined as (Operating Profit / Operative Capital Employed)

## 2. Reporting segments



# Orders received increased in Equipment while sales declined

## Equipment, Orders received, order book & sales

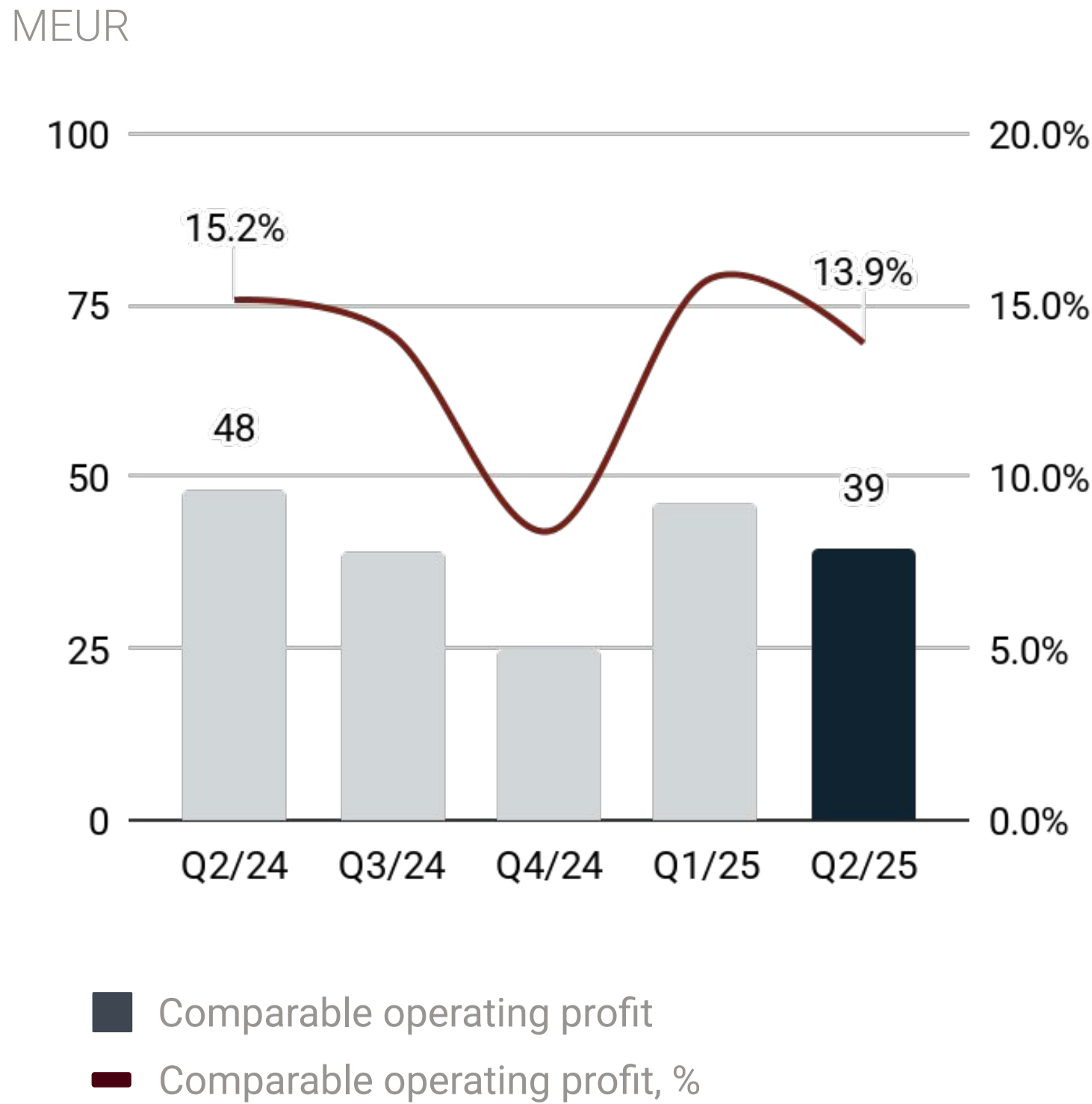


MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
Orders received	256	237	8%	514	512	0%
Order book	496	618	-20%			
Sales	284	317	-11%	578	615	-6%
Comparable operating profit	39	48	-18%	86	92	-7%
Comparable operating profit, %	13.9%	15.2%		14.8%	14.9%	

- Orders received increased in lifting equipment partly offset by decrease in delivery equipment
- Order book decreased mainly in delivery equipment
- Sales decrease in delivery equipment partly offset by increase in lifting equipment sales
- Comparable operating profit declined due to lower sales and an asset write-off of approximately EUR 5 million

# Equipments' comparable operating profit was impacted by lower sales

Equipment, Comparable operating profit



Equipment, Comparable operating profit bridge\*



\*Indicative management estimate



# Services continued to grow

## Services, Orders received, order book & sales

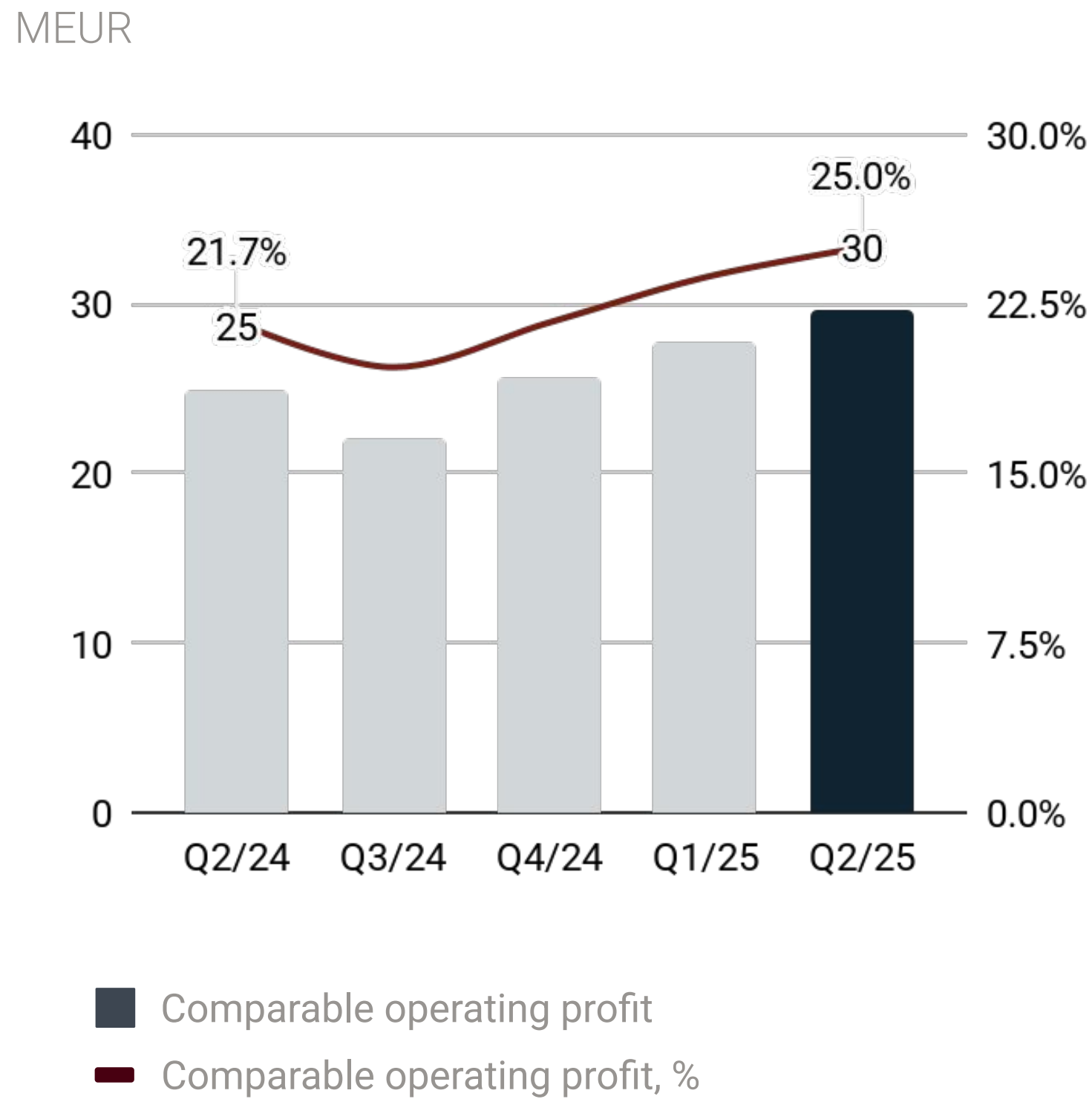


MEUR	Q2/25	Q2/24	Change	Q1-Q2/25	Q1-Q2/24	Change
Orders received	121	111	9%	241	222	8%
Order book	61	58	5%			
Sales	118	115	3%	236	233	1%
Comparable operating profit	30	25	18%	57	52	11%
Comparable operating profit, %	25.0%	21.7%		24.3%	22.3%	

- Orders received and sales increased driven by recurring services
- Commercial and sourcing actions contributed to profitability improvement
- Number of connected units and ProCare contracts continued to increase

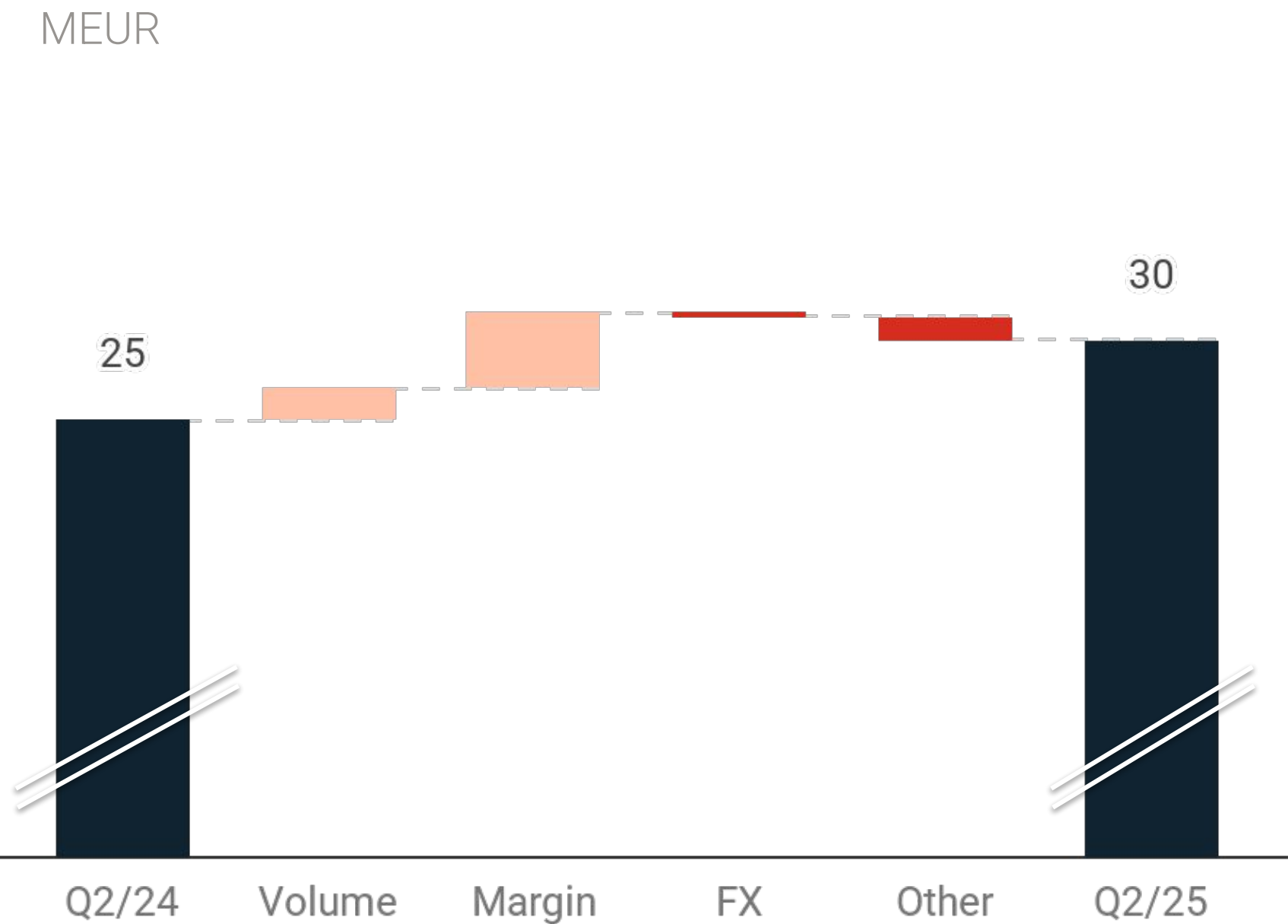
# Services profitability improved

## Services, Comparable operating profit



\*Indicative management estimate

## Services, Comparable operating profit bridge\*





# 3. Financials and outlook

# Income statement

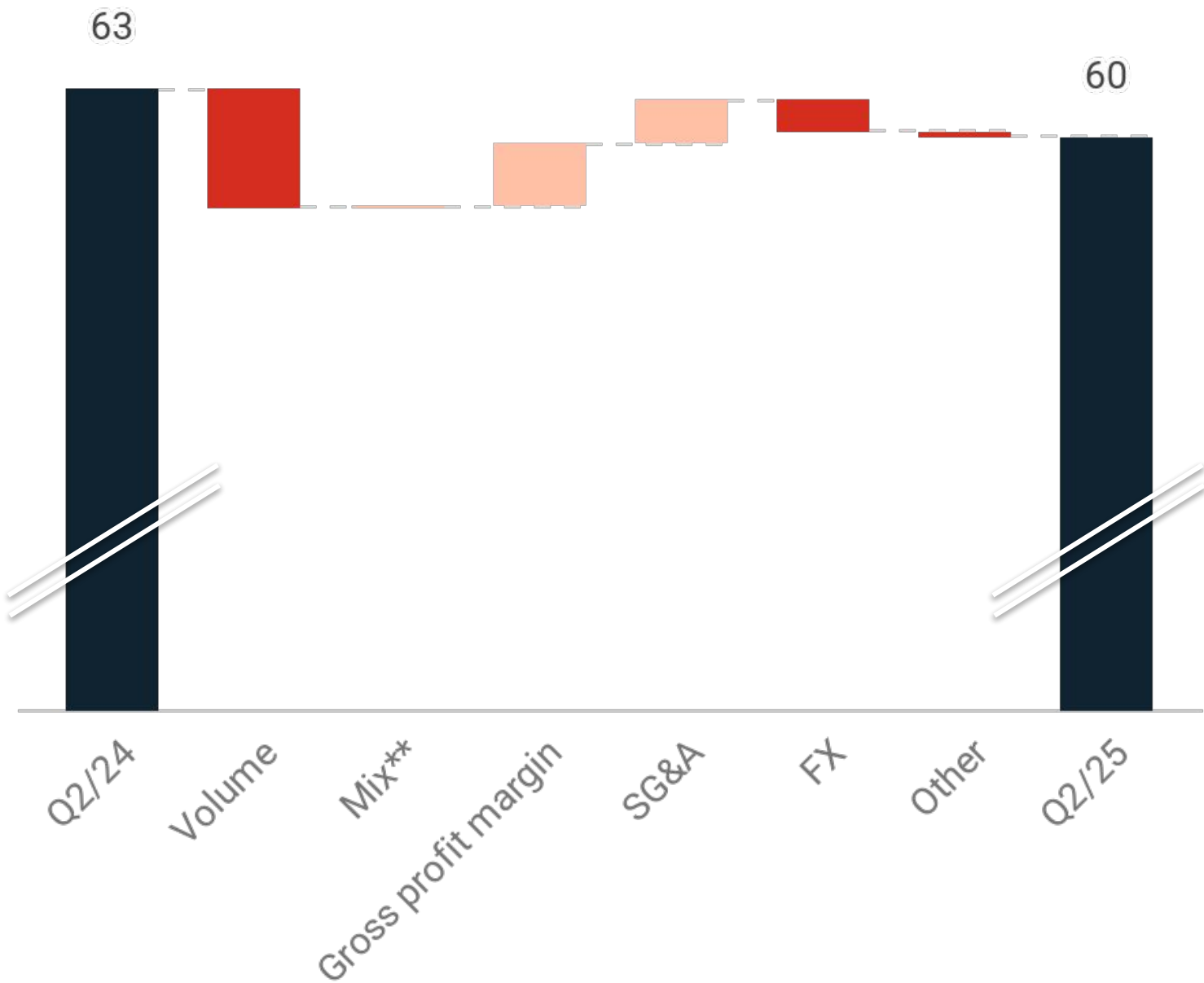
## Income statement

MEUR	Q2/25	Q2/24	Change
Sales	402	433	-7%
Gross profit	124	129	-4%
Gross profit, %	30.9%	29.9%	
EBITA	61	64	-4%
Comparable operating profit	60	63	-4%
Operating profit	60	63	-4%
Operating profit, %	15.0%	14.5%	
Net financial expenses	-1	0	>100%
Profit for period before taxes	59	63	-6%
Income taxes	-15	-17	-7%
Profit for the period	44	46	-6%
Basic earnings per share, EUR	0.67	0.72	

\*Indicative management estimate  
\*\* Services and Equipment

## Comparable operating profit bridge\*

MEUR

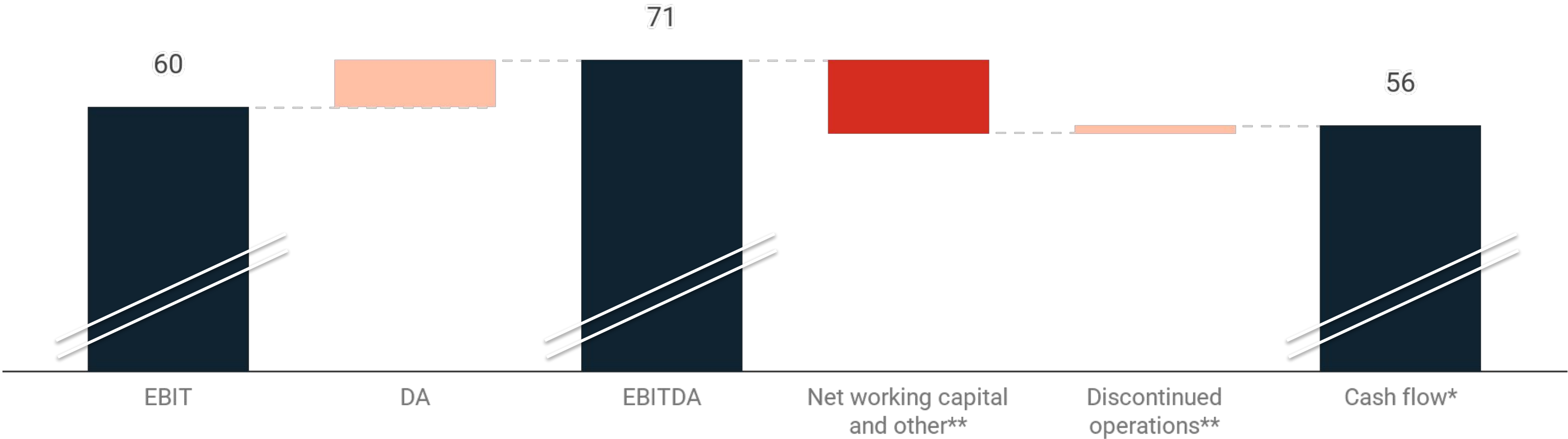




# Strong cash generation, typical seasonality impacted net working capital

## Cash flow from operations before finance items and taxes

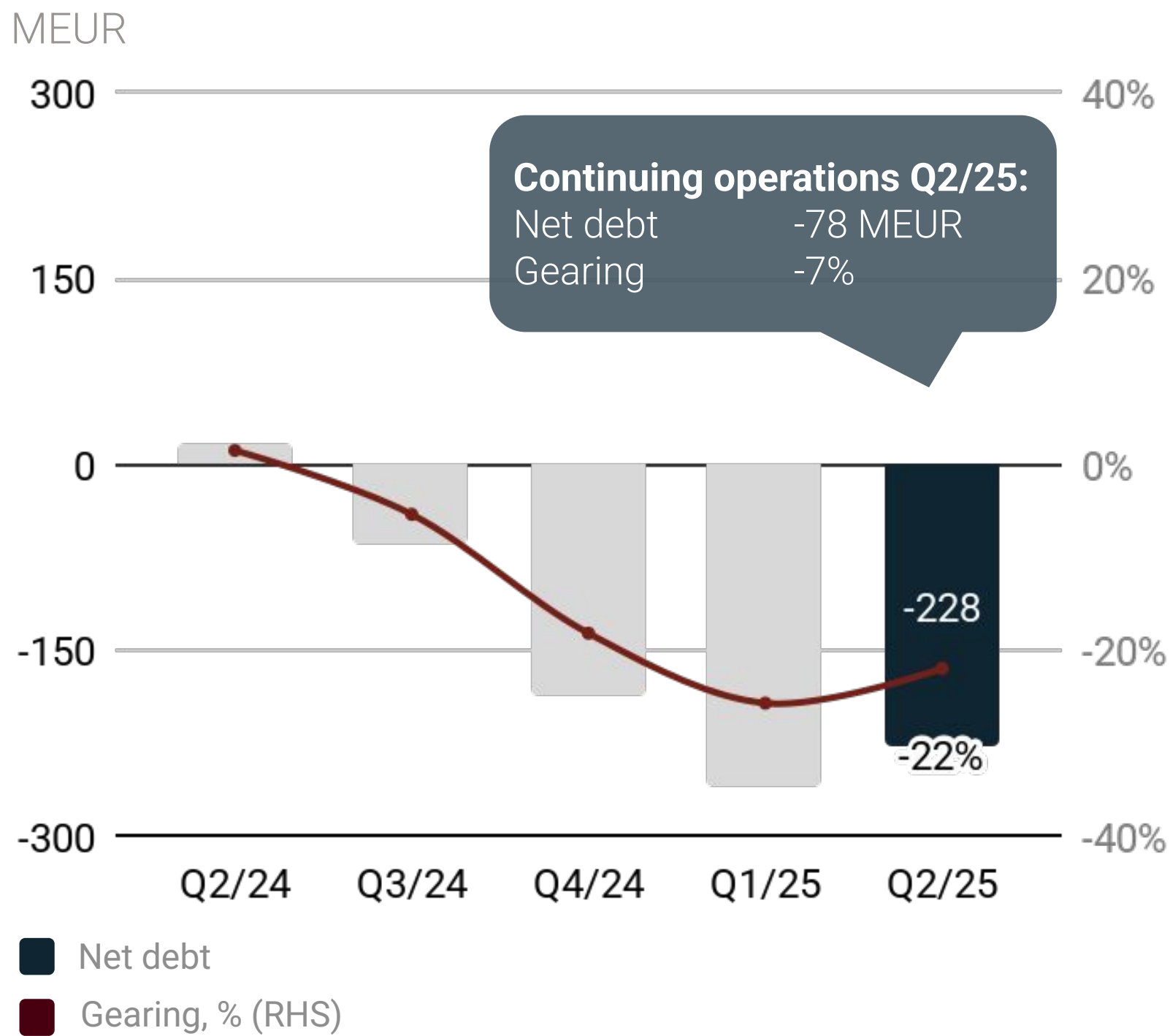
MEUR



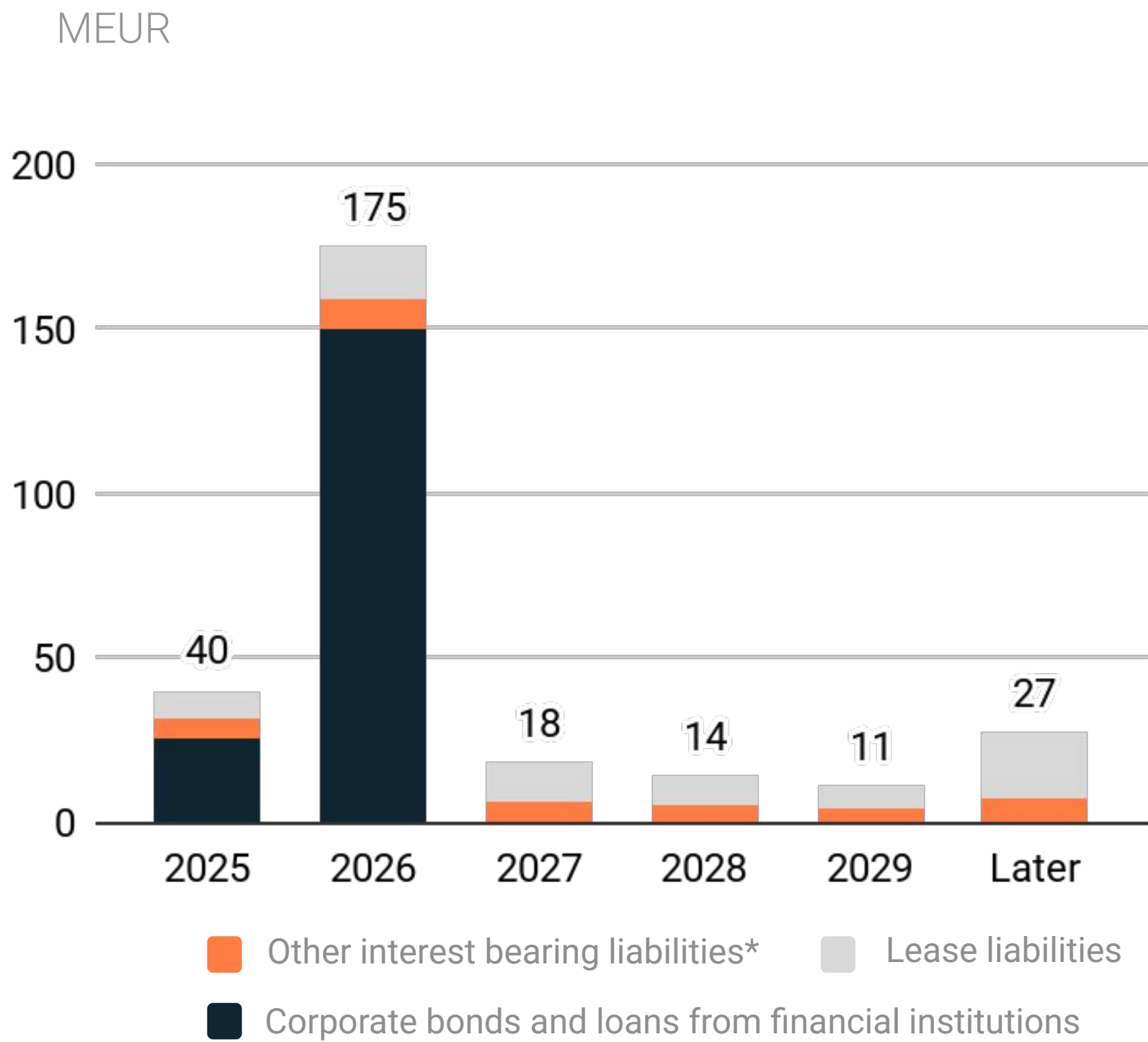
\*Cash flow from operations before finance items and taxes  
\*\*Indicative management estimate

# Very strong balance sheet enabling organic and inorganic growth

## Net debt and gearing



## Maturity profile, 30 June 2025



\*includes liabilities related to assets held for sale



# Outlook for 2025 specified

Hiab estimates:

**Continuing operations' comparable operating profit margin in 2025 to be above 13.5% (2024: 13.2%).**

Previous outlook (published 12 February 2025): Hiab estimates continuing operations' comparable operating profit margin in 2025 to be above 12.0 percent.





# Key financial figures

MEUR	Q2/25	Q2/24	Change
Orders received	377	348	8%
Order book	556	676	-18%
Sales	402	433	-7%
Gross profit, %	30.9%	29.9%	
EBITA	61	64	
Comparable operating profit	60	63	-4%
Comparable operating profit, %	15.0%	14.5%	
Operating profit	60	63	-4%
Profit for the period	44	46	-6%
Basic earnings per share	0.67	0.72	-6%
Operative ROCE, %	30.4%	27.1%	





# Consolidated balance sheet (1/2)



Assets, MEUR	30 Jun 2025	30 Jun 2024	31 Dec 2024
<b>Non-current assets</b>			
Goodwill	232.9	615.3	240.1
Intangible assets	18.1	95.4	23.2
Property, plant and equipment	152.4	170.0	159.1
Investments in associated companies and joint ventures	-	29.7	-
Loans receivable and other interest-bearing assets*	-	0.8	-
Deferred tax assets	139.9	78.8	82.1
Other non-interest-bearing assets	2.4	4.3	2.0
<b>Total non-current assets</b>	<b>545.7</b>	<b>994.2</b>	<b>506.5</b>
<b>Current assets</b>			
Inventories	306.4	564.3	333.8
Loans receivable and other interest-bearing assets*	0.2	20.4	0.3
Income tax receivables	35.4	34.5	31.5
Derivative assets	6.2	29.4	6.0
Accounts receivable	246.4	429.0	240.8
Contract assets	1.8	22.9	1.5
Other non-interest-bearing assets	75.0	128.6	99.0
Cash and cash equivalents*	341.0	336.2	439.1
<b>Total current assets</b>	<b>1,012.5</b>	<b>1,565.4</b>	<b>1,152.0</b>
Assets held for sale	817.5	-	791.6
<b>Total assets</b>	<b>2,375.7</b>	<b>2,559.6</b>	<b>2,450.1</b>

\*)Included in interest-bearing net debt  
MacGregor's net assets were classified as held for sale in Q4/24, the balance sheet as of 30 June 2024 has not been restated.

# Consolidated balance sheet (2/2)



Equity and Liabilities, MEUR	30 Jun 2025	30 Jun 2024	31 Dec 2024
<b>Equity attributable to the shareholders of the parent company</b>			
Share capital	20.0	20.0	20.0
Translation differences	-19.7	14.3	14.9
Fair value reserves	5.5	-6.3	-12.0
Reserve for invested unrestricted equity	-	26.0	-
Retained earnings	1,034.6	1,132.9	1,002.5
<b>Total equity attributable to the shareholders of the parent company</b>	<b>1,040.3</b>	<b>1,160.9</b>	<b>1,025.4</b>
Non-controlling interest	1.6	1.4	1.9
<b>Total equity</b>	<b>1,041.0</b>	<b>1,160.9</b>	<b>1,027.3</b>
<b>Non-current liabilities</b>			
Interest-bearing liabilities*	215.6	246.0	220.9
Deferred tax liabilities	7.9	10.6	11.7
Pension obligations	25.8	49.8	25.4
Provisions	0.2	2.5	0.3
Other non-interest-bearing liabilities	3.4	10.8	10.0
<b>Total non-current liabilities</b>	<b>259.4</b>	<b>316.8</b>	<b>268.2</b>
<b>Current liabilities</b>			
Current portion of interest-bearing liabilities*	48.0	129.4	148.5
Provisions	38.0	59.5	38.2
Income tax payables	93.1	50.3	50.1
Derivative liabilities	3.5	26.5	6.1
Accounts Payable	172.0	307.9	158.9
Contract liabilities	23.6	251.4	24.3
Other non-interest-bearing liabilities	101.7	252.6	126.8
<b>Total current liabilities</b>	<b>479.9</b>	<b>1,077.7</b>	<b>552.9</b>
<b>Liabilities associated with assets held for sale</b>	<b>600.9</b>	<b>-</b>	<b>601.7</b>
<b>Total equity and liabilities</b>	<b>2,375.7</b>	<b>2,559.6</b>	<b>2,450.1</b>

\*)Included in interest-bearing net debt  
MacGregor's net assets were classified as held for sale in Q4/24, the balance sheet as of 30 June 2024 has not been restated.



# We continue to invest in growth and profitability improvements



## 19 MEUR investment to MULTILIFT

**Expansion and modernisation of Multilift demountables production facility** in Raisio, Finland. The investment will modernise the production and office facilities, reduce energy consumption through energy-efficient solutions, and provide a new showroom.



## MES pilot successfully completed

**A Manufacturing Execution System (MES) pilot reached completion in June and was taken into use** at the MOFFETT production site in Dundalk, Ireland. Driving Hiab's manufacturing capabilities, the new operations platform provides a holistic view of quality and cycle times, boosting effectiveness in equipment assembly operations.



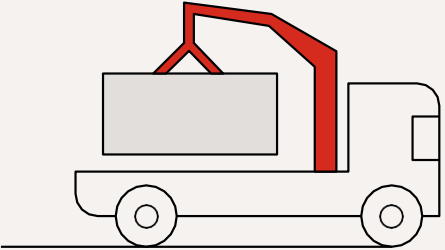
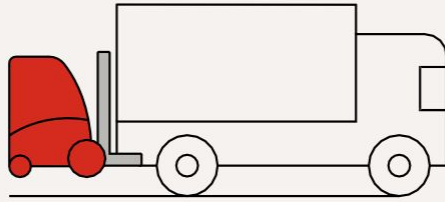
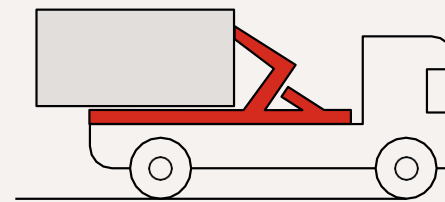
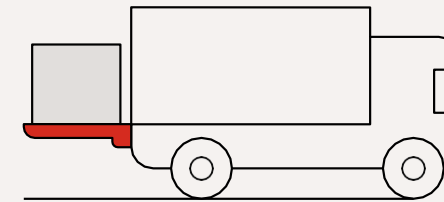
## Continued focus on R&D

**Several demountables solutions were launched** by **MULTILIFT** and **GALFAB** to specific markets including the Netherlands, the USA and the UK. **DEL** introduced a new heavy-duty tail lift for the UK and Ireland markets to handle intensive fleet operations and high payloads.



# We monitor closely the tariff situation

## Equipment offering with the highest US exposure

<div>Loader cranes</div> <div></div> <div>HIAB EFFER</div> <div>Assembly in Europe</div>	<div>Truck mounted forklifts</div> <div></div> <div>MOFFETT PRINCETON</div> <div>Assembly in Europe and in the US</div>	<div>Demountables</div> <div></div> <div>GALFAB</div> <div>Assembly in the US</div>	<div>Tail lifts</div> <div></div> <div>WALTCO</div> <div>Assembly in the US</div>
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## Short term actions

- Active monitoring of the volatile situation
- Alternative suppliers & USMCA local sourcing
- Price adjustments and tariff surcharges
- Factory capacity planning to match the demand



# IR contacts



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# Site visit to Stargard, PL 18.9.2025

- Stargard is one of Hiab's largest assembly sites
- Stargard assembles light and medium loader cranes
- The site visit will be arranged together with Kalmar Corporation
- Registration on:  
[www.hiabgroup.com/sitevisitregistration](https://www.hiabgroup.com/sitevisitregistration)





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# Built to perform

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