

# Hiab is now a standalone company

Q1/25 pre-silent call, 1 April 2025

CFO Mikko Puolakka

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## Key topics in Q1/25

- Hiab started as a standalone company on 1 April
- Trading code is now HIAB
- Last AGM of Cargotec was held on 26 March
- Scott Phillips started as CEO on 1 April
- Restated segment information was published
- Closing of MacGregor transaction is approaching



Hiab is a pure play equipment and services company with market leading positions and a decentralised operating model

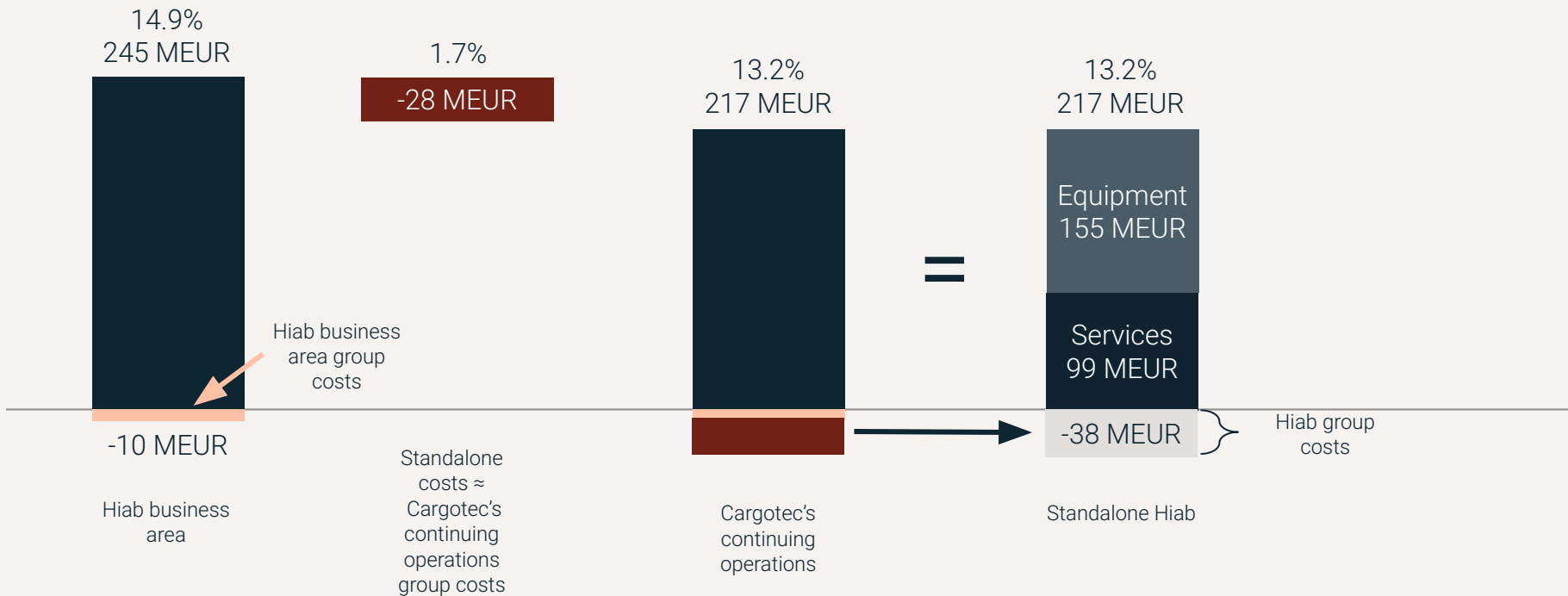
Our broad portfolio of best-in-class lifting solutions allows us to maintain market leadership

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

# Hiab's Equipment and Services are both profitable businesses

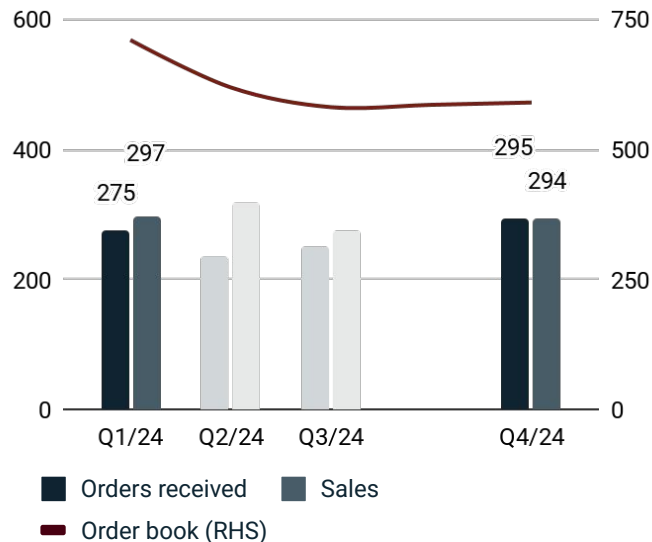
Comparable operating profit in 2024



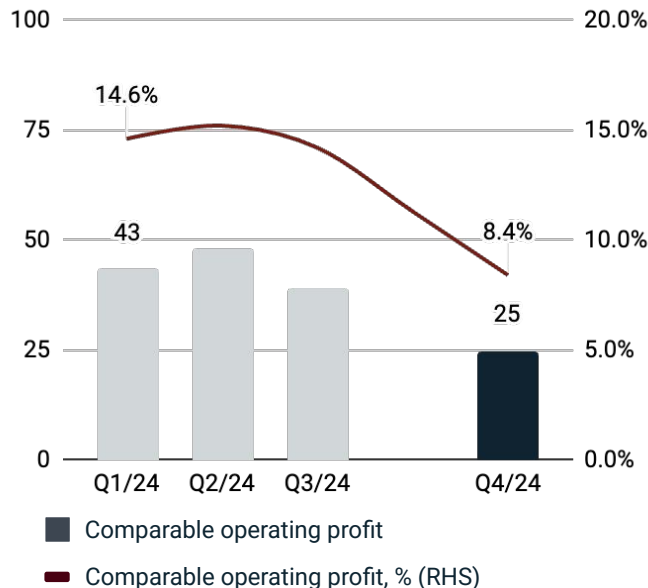
Equipment's Q4 was impacted by one-off costs, overall all divisions are contributing to its profitability

## Orders received, order book & sales

MEUR



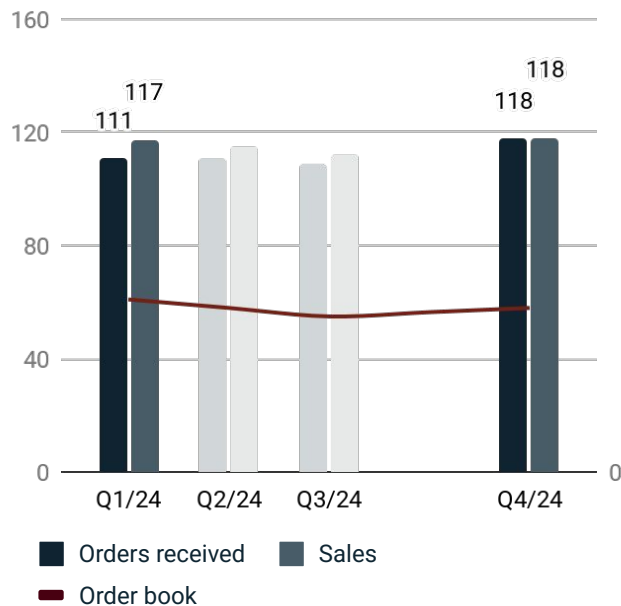
## Comparable operating profit



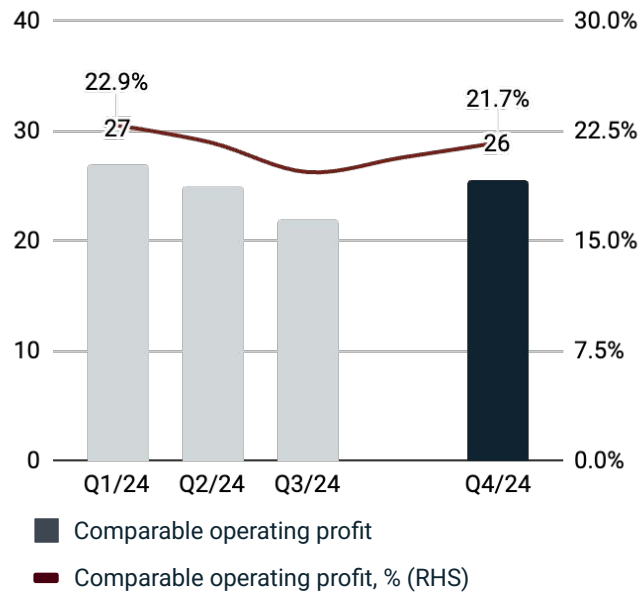
# Solid +20% profitability in Services

## Orders received, order book & sales

MEUR



## Comparable operating profit



## 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

Rolling 10-year  
average

**7%**

LTM

**13.2%**

LTM

**30.5%**

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

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



# We continue to invest in growth and profitability improvements



## Production optimisation in Italy

Hiab streamlines production setup in Italy. Purpose of the streamlining is to improve construction segment's **productivity** and **profitability**.

**Impacts will be visible from H2/25** onwards and associated costs, 11 MEUR, in Q4/24.



## New factory in Ireland

The new facility in Dundalk addresses the **significant growth in the truck mounted forklift business** in the past decade and enables more modern, productive and sustainable operations.



## Customer service center for UK

The center to be located in Wrexham focuses on **installations and services** and acts as a showroom and test center for customers. It helps to further solidify Hiab's leading position in the UK market which has strong potential.

# AGM on 26 March decided on dividend distribution

## Ordinary dividend

- EUR 1.20 per class B share
- Total EUR 77 million
- 50% of continuing operations' EPS, in accordance with dividend policy
- Record date was 28 March
- Payment date is 4 April

## Additional dividend

- EUR 1.57 per class B share
- Total EUR 100 million
- Subject to the closing of the sale of the MacGregor business
- The BoD intends to resolve on the additional dividend in its meeting scheduled for 29 September 2025
- The company will separately publish resolutions of the Board of Directors on the dividend payment and confirm the record and payment dates in connection with such resolutions



Total payment of EUR 177 million\*

\* The payment of the additional dividend will be subject to the closing of the sale of the MacGregor business to funds managed by Triton, as announced by the company on 14 November 2024.

# 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>

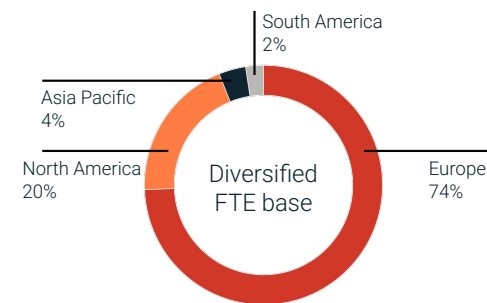
**> 4,000**

Countries with employees

**22**

Nationalities

**50+**



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

# Outlook for 2025

Hiab estimates:

Continuing operations' comparable operating profit margin in 2025 to be **above 12.0%** (2024: 13.2%)





Q&A



## Site visit to Stargard, PL 18.9.2025 SAVE THE DATE

- 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
- More information to follow
- Preliminary registration and more information [ir@hiab.com](mailto:ir@hiab.com)



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