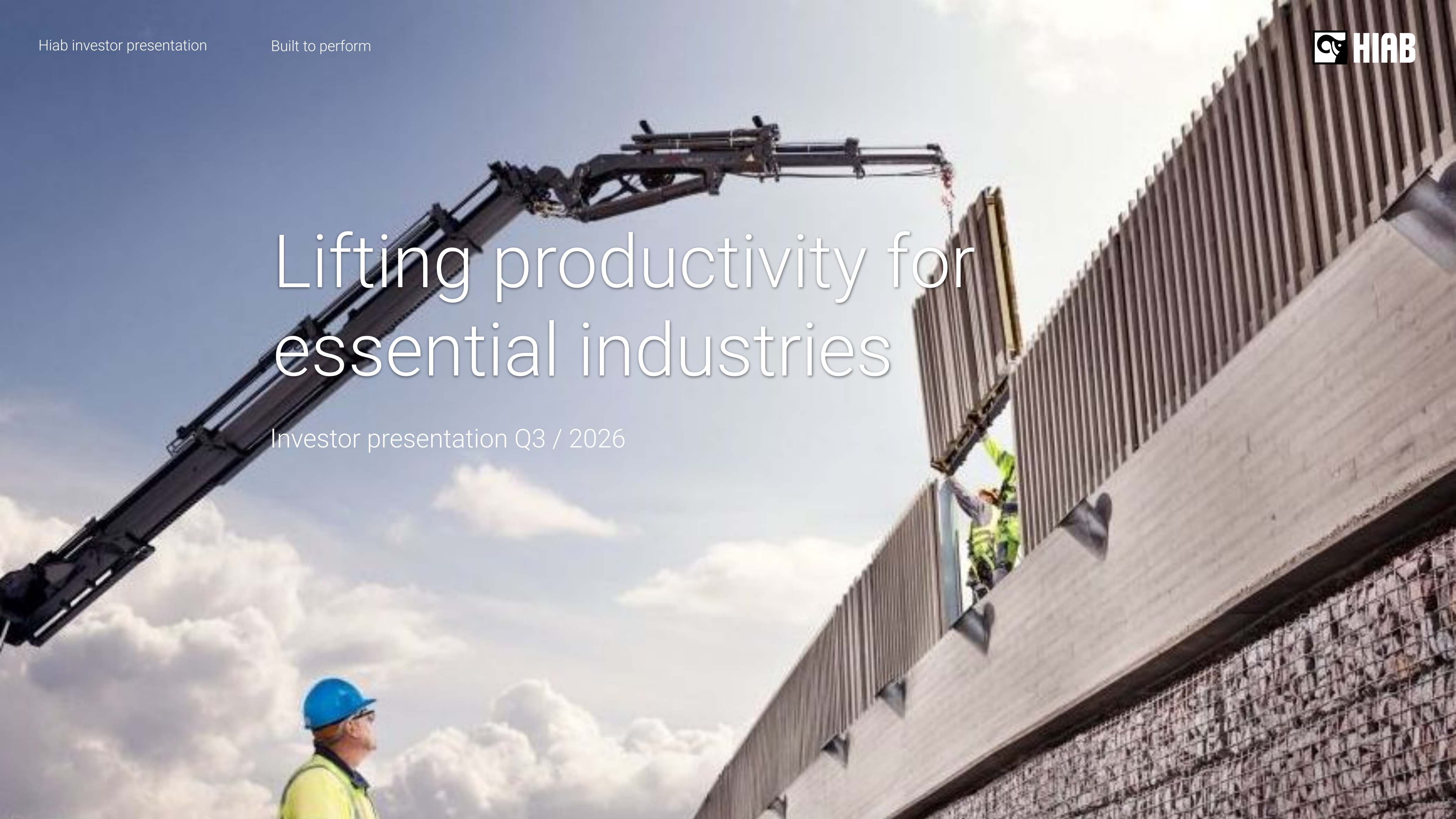


# Lifting productivity for essential industries

Investor presentation Q3 / 2026



# Content

- 01 Introduction to Hiab
- 02 Investment highlights
- 03 Best-in-class financial profile with further value creation potential
- 04 Acquisition of Labrie Environmental Group
- 05 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

## 2025 Key Facts

Sales

1,556 MEUR

10YR Sales CAGR

+5.5%

Comparable operating profit / margin

213 MEUR / 13.7%

Operative ROCE

30.8%

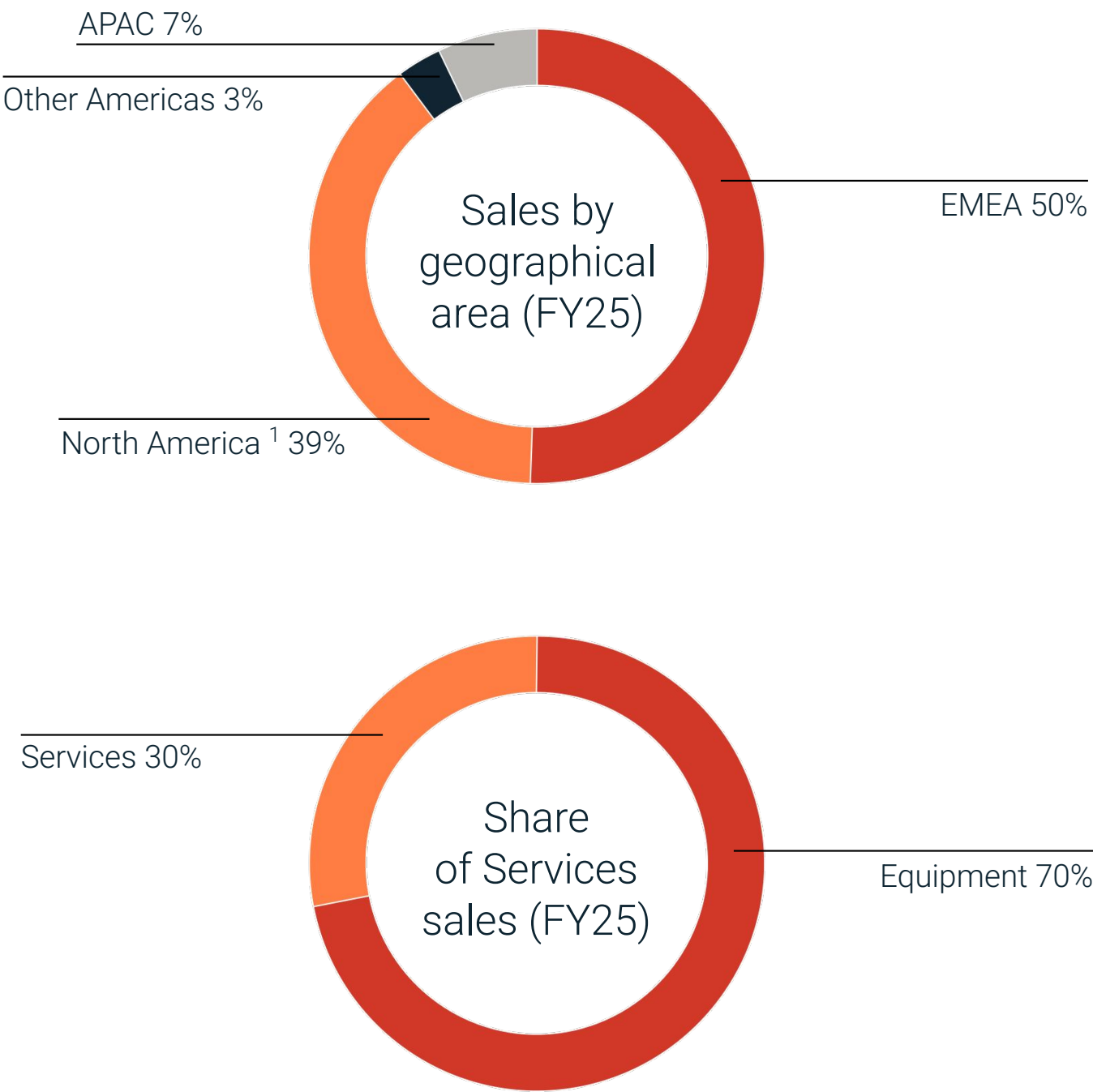
Service locations

>3,000

Employees

~4,000

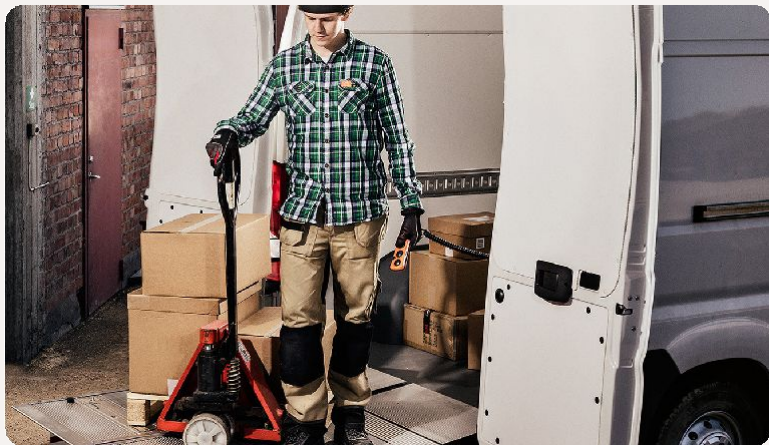
#1 OR #2 POSITION IN ALL SEGMENTS



<sup>1</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

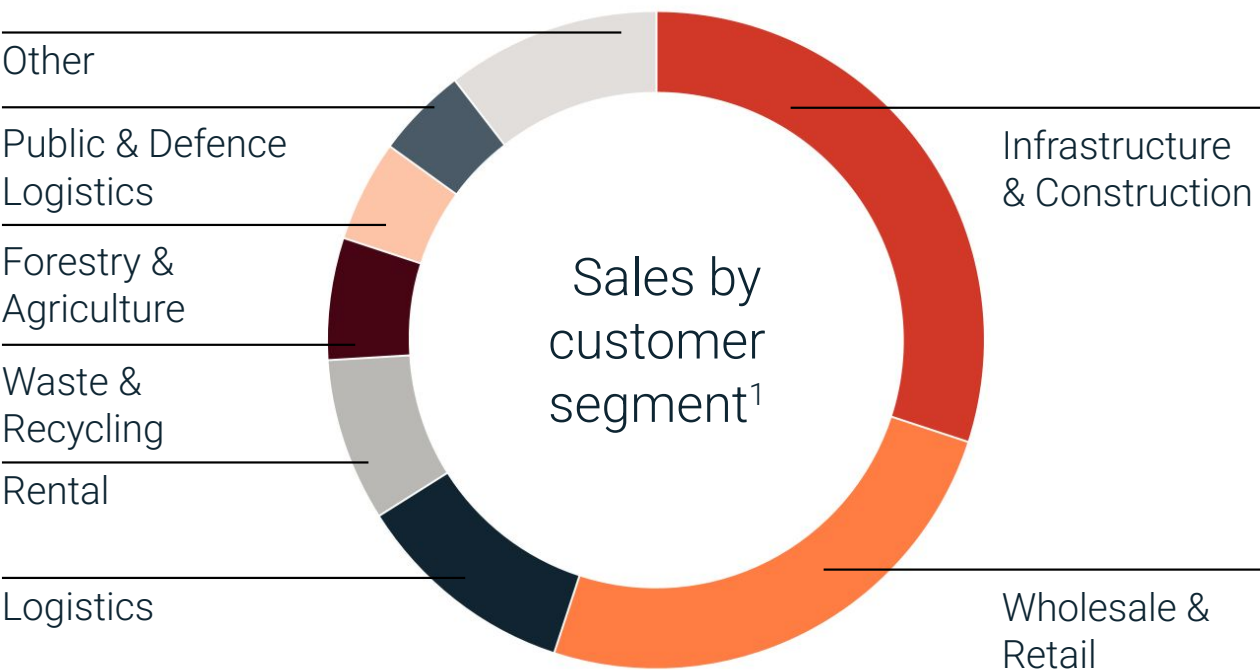
High barriers to entry due to  
niche end-markets

Gradual penetration to new  
industries through use-case  
expansion

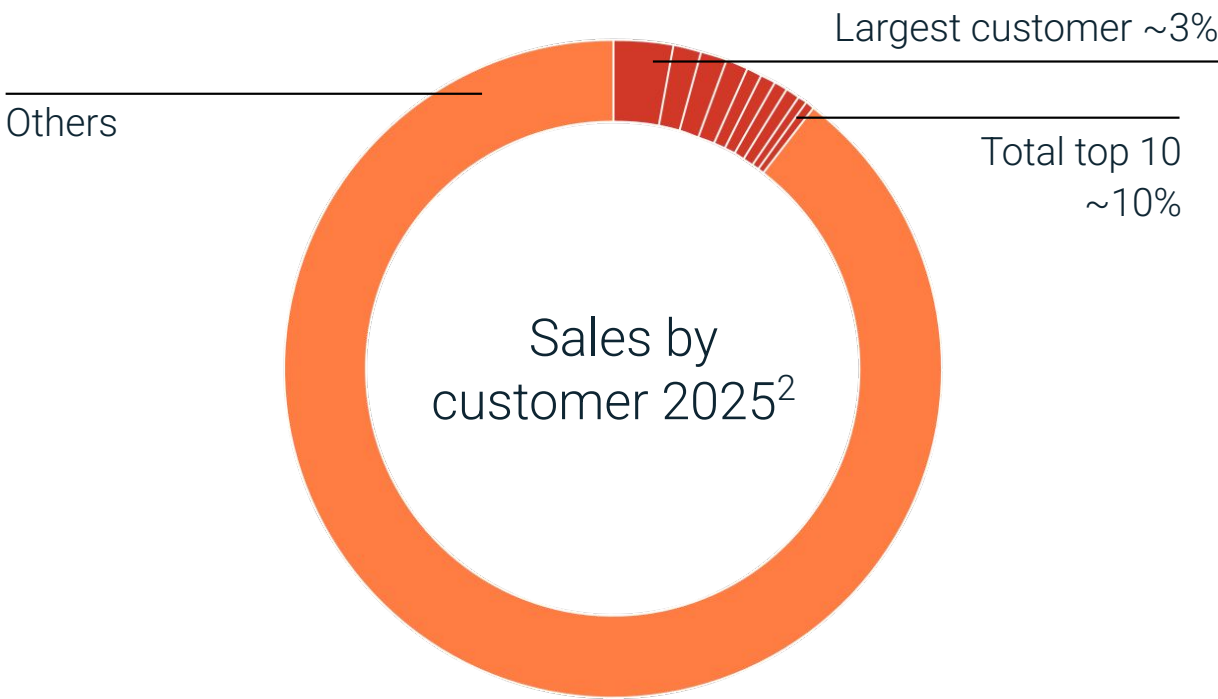


# Serving a diverse customer base with multiple customer types

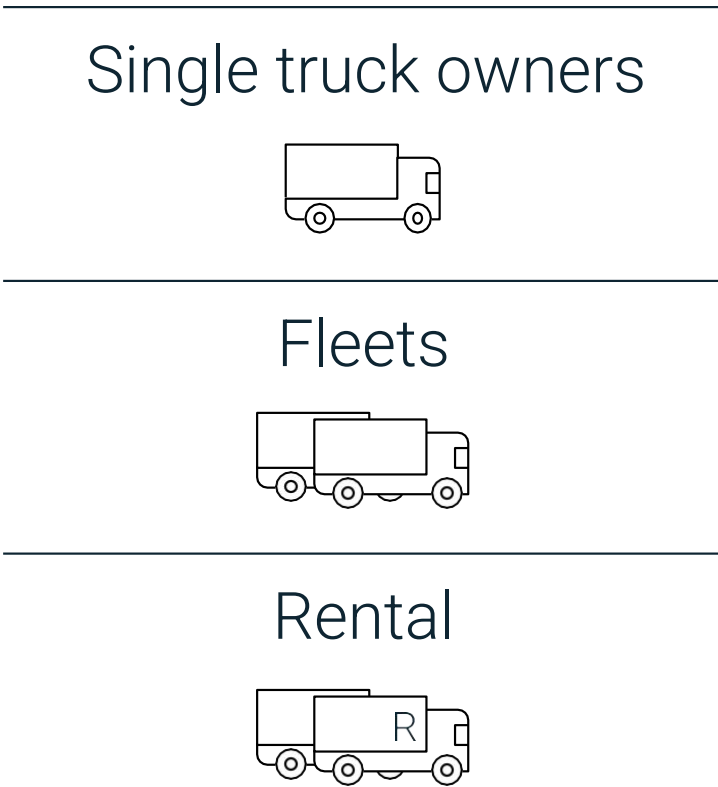
A diverse customer base



... with low concentration...



... and multiple customer types



<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

|           |                                                                                                                                                                                                                                                       |                                       |                                                                            |                                       |                                                     |                                                        |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|----------------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------|--------------------------------------------------------|
| PORTFOLIO | Loader cranes                                                                                                                                                                                                                                         | Forestry & recycling cranes           | Truck mounted forklifts                                                    | Demountables                          | Tail lifts                                          | Refuse collection vehicles <sup>1</sup>                |
|           |                                                                                                                                                                                                                                                       |                                       |                                                                            |                                       |                                                     |                                                        |
| BRANDS    | <b>HIAB</b><br><b>ARGOS</b><br><b>EFFER</b><br><b>ING</b>                                                                                                                                                                                             | <b>JONSERED</b><br><br><b>LOGLIFT</b> | <b>MOFFETT</b><br><br><b>PRINCETON</b><br><small>DELIVERY SYSTEMS®</small> | <b>MULTILIFT</b><br><br><b>GALFAB</b> | <b>ZEPRO</b><br><br><b>WALTCO</b><br><br><b>DEL</b> | <b>LABRIE</b><br><br><b>WITTKE</b><br><br><b>LEACH</b> |
|           | <div>Services</div> <div>Complete offering ranging from installation, spare and wear parts to life-cycle solutions from Hiab brands</div> <div> <b>HIPERFORM</b><br/><b>labrieplus</b><sup>1</sup><br/><small>SERVICE PARTS</small></div> <div></div> |                                       |                                                                            |                                       |                                                     |                                                        |

<sup>1</sup> Added to Hiab’s portfolio as of 1 July 2026 as a result of the closing of the acquisition of Labrie Environmental Group.



# 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% CO<sub>2</sub> 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 (2025)<sup>1</sup>

**37%**

CO<sub>2</sub> intensity<sup>2</sup> (25 vs. 24)

**-11%**

<sup>1</sup> Note that Hiab’s eco portfolio criteria was revised in 2025. <sup>2</sup> CO<sub>2</sub> intensity in sales, Scopes 1, 2 & 3.



# Asset-light footprint with global reach

3,000

Sales and service locations

100

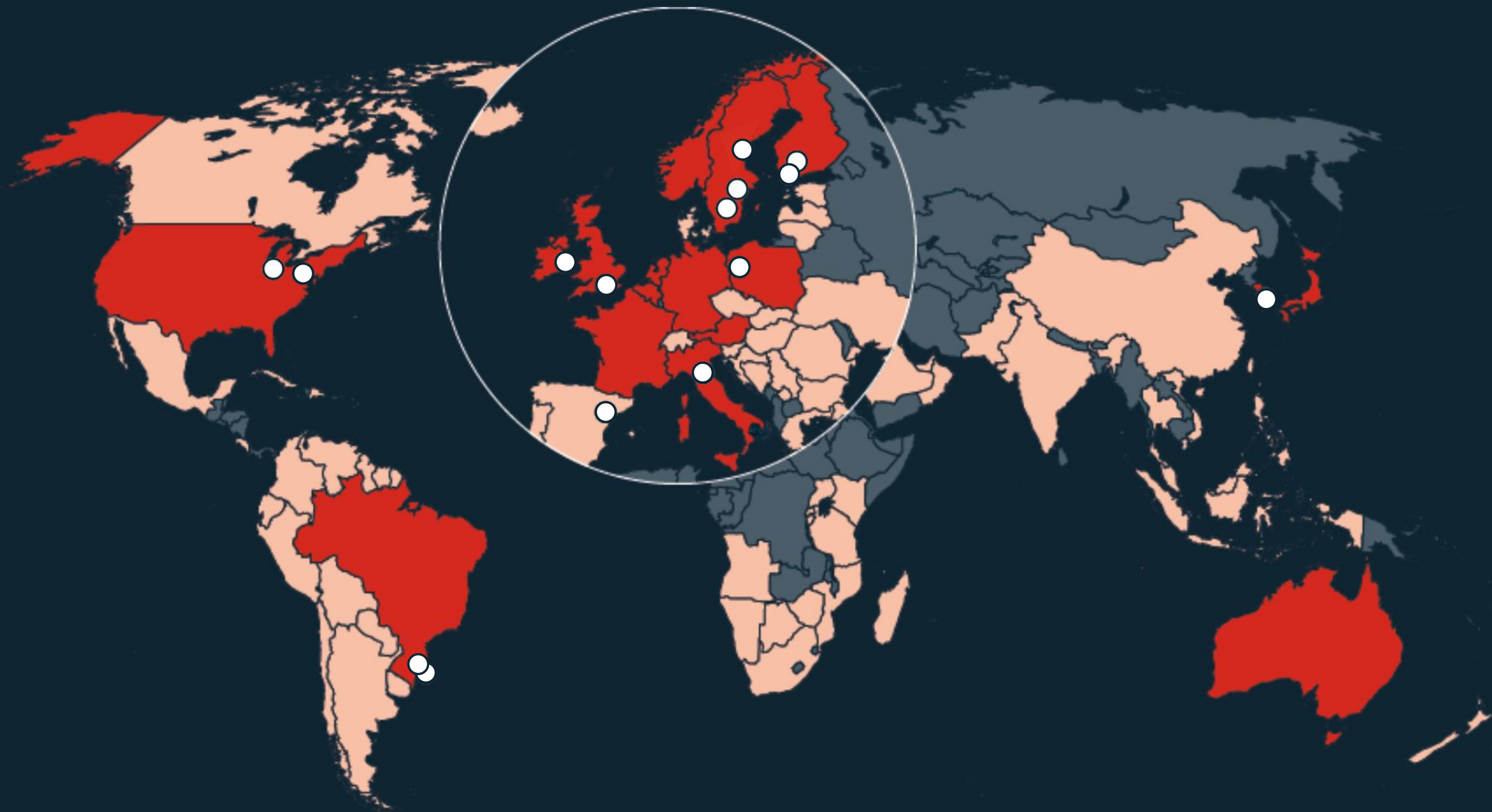
Countries with delivery footprint

## Direct and indirect sales and service

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

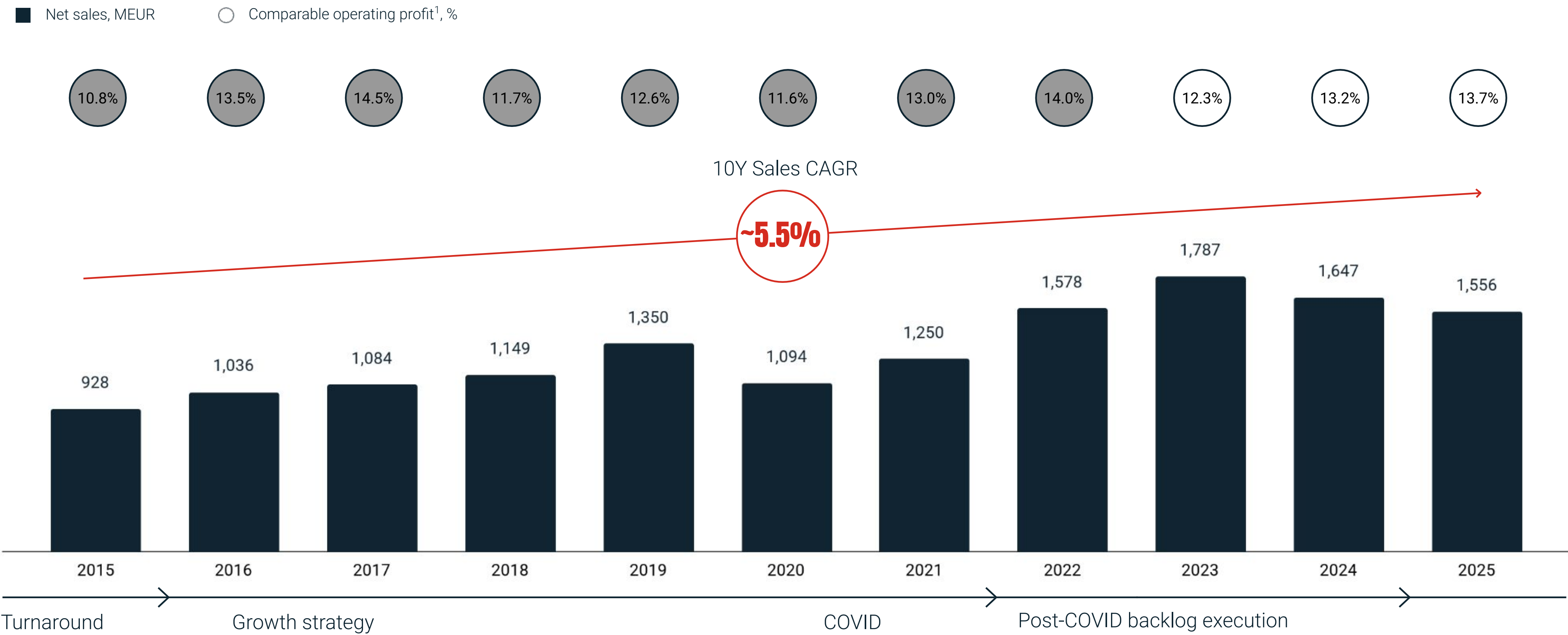
## Asset-light supply chain

Own production in key markets in Europe and the US





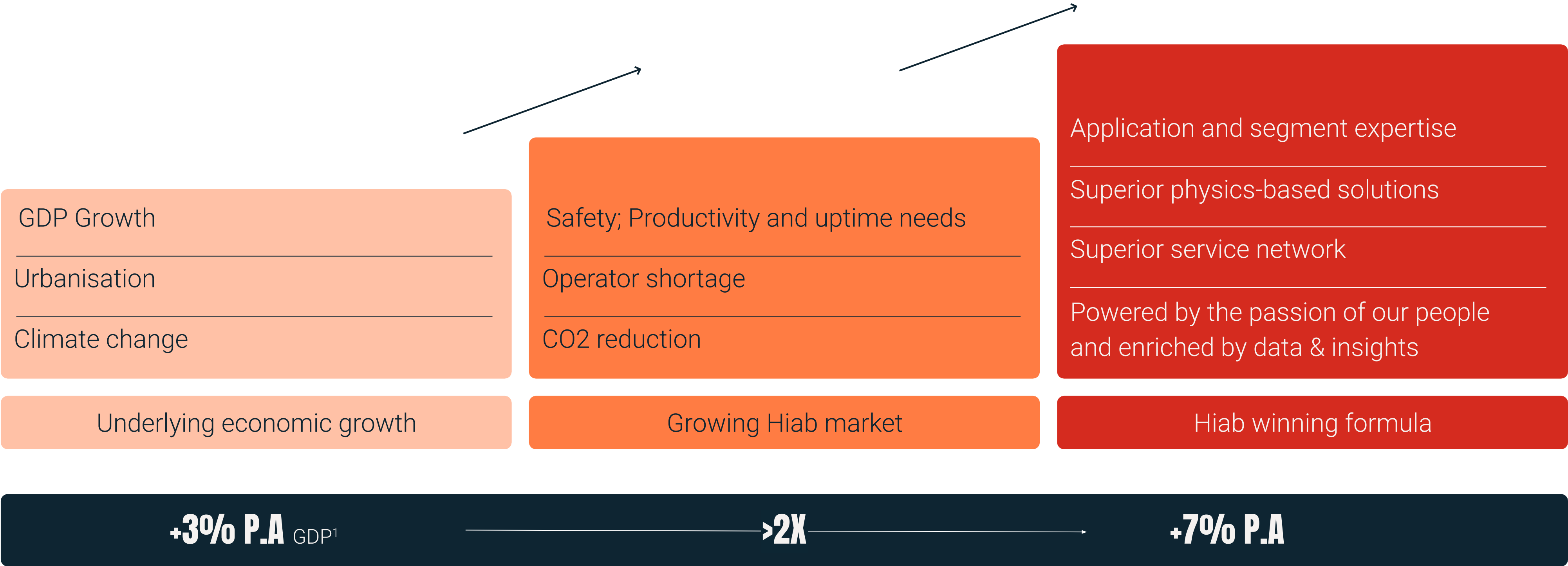
# Strong track record of delivering profitable growth, CAGR ~5.5% 2015–2025



<sup>1</sup>2015-2022 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

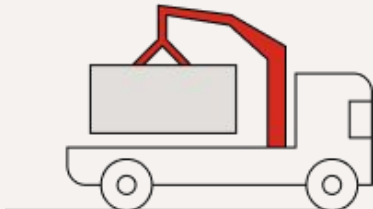
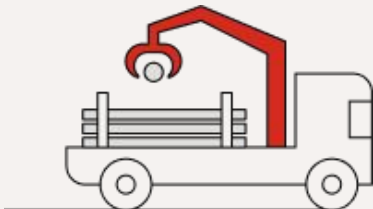
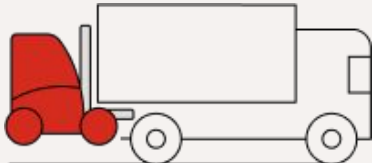
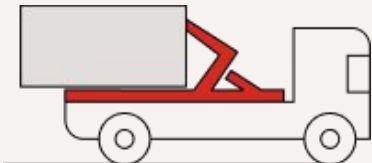
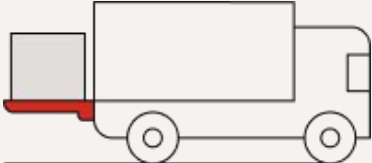
**6** Best-in-class financial profile with further value  
creation potential through M&A





# 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<br> | Forestry & Recycling Cranes<br> | Truck Mounted Forklifts<br> | Demountables<br> | Tail Lifts<br> | Services<br> |
|--------------------|----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| GLOBAL POSITION    | <b>#1</b><br>Medium & Super Heavy<br><b>#2</b><br>Light & Heavy                                    | <b>#2</b>                                                                                                          | <b>#1</b>                                                                                                      | <b>#1</b>                                                                                           | <b>#1</b><br>In Nordics<br><b>#2</b><br>In US                                                     | <b>&gt;45%</b><br>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> |
|----------------|----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|

|              |                                                                                                                 |
|--------------|-----------------------------------------------------------------------------------------------------------------|
| 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

**612 MEUR**  
In sales (2025)

**~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**
  - **16 new dealer** agreements signed in 2024 and 2025
- **Widen service location footprint**

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

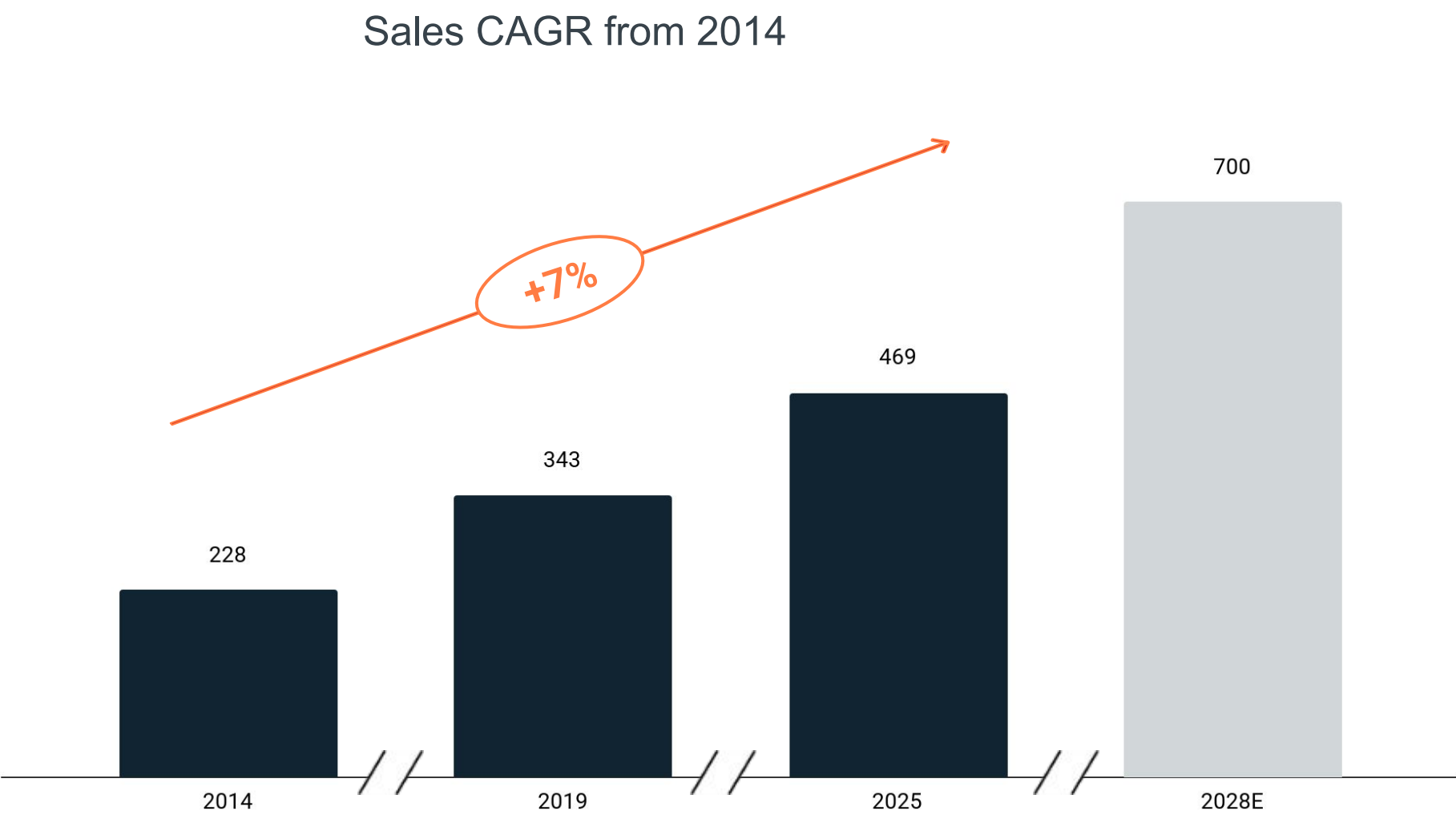
- Best-in-class **delivery times**
- **Local R&D** tailored to local needs



4

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

Strong track record of service sales growth



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 (2023), 56,000 (2025) to **90,000** connect units by 2028  
16,500 (2023), 25,000 (2025) to **50,000** ProCare contracts by 2028
- 03

Service network expansion

**+3,000** service locations in 2025

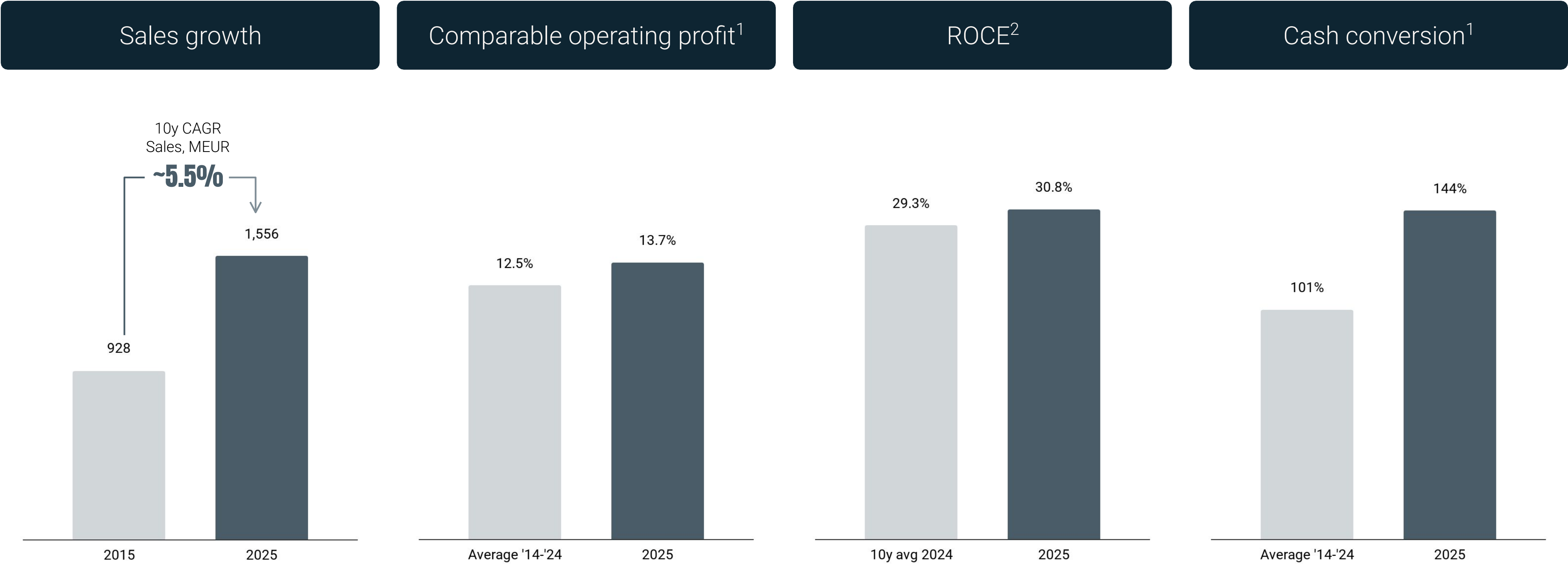


# 5 Productivity gains unlocked through decentralised business model



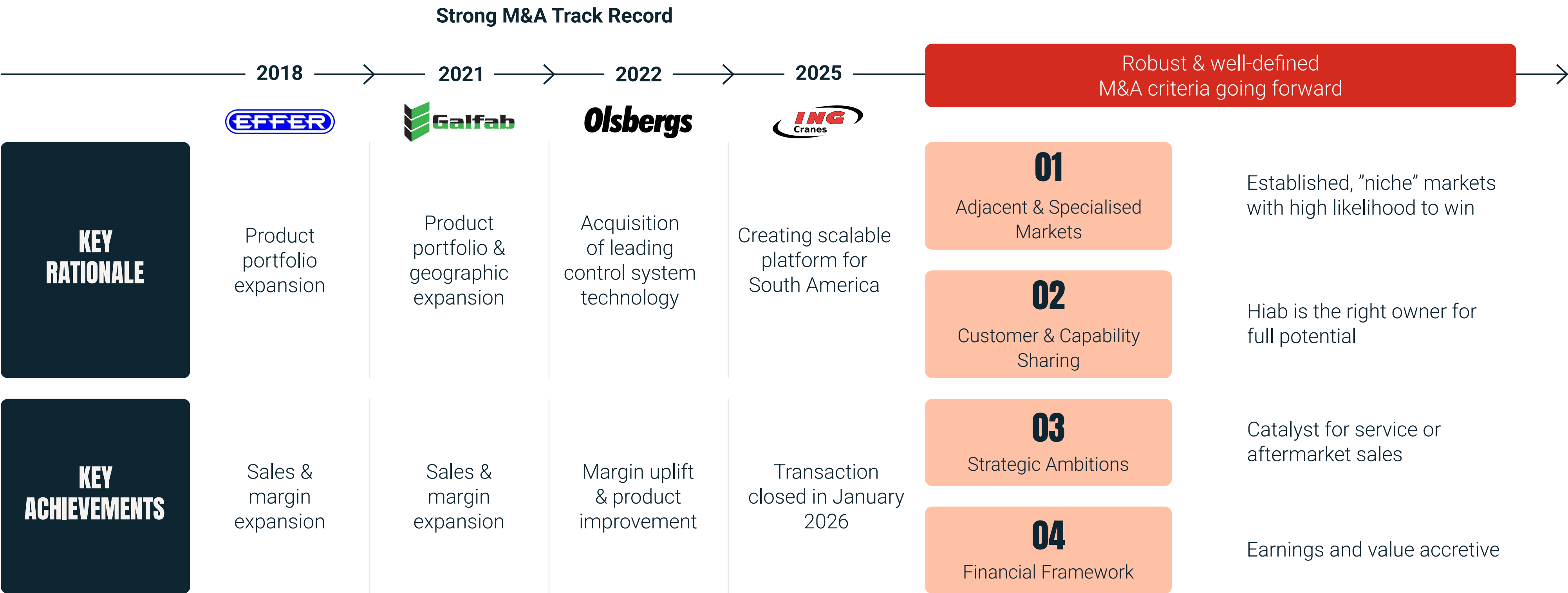


# 6 Strong track record of profitable growth



<sup>1</sup> 2014-2024 average as business area. 2014-2024 Cash conversion defined as Operative Cash Flow / Comparable Operating Profit. 2025 Cash conversion calculated as (Cash flow from operations before finance items and taxes / Operating Profit) due to data availability. <sup>2</sup> ROCE from 2024 as business area. ROCE defined as Operating Profit / Operative Capital Employed.

# 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**

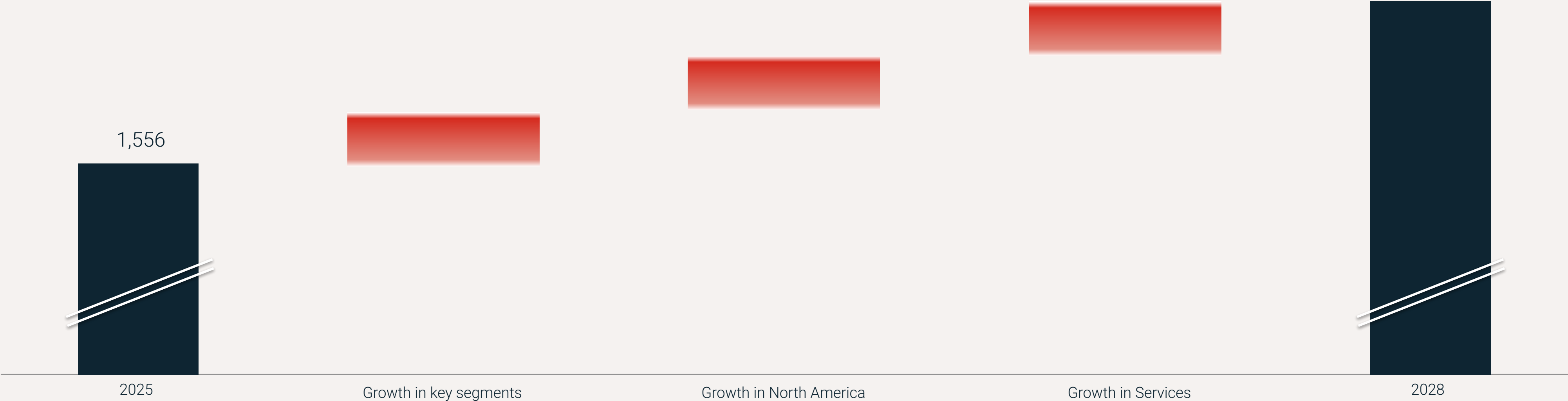
<sup>1</sup> Over the cycle

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

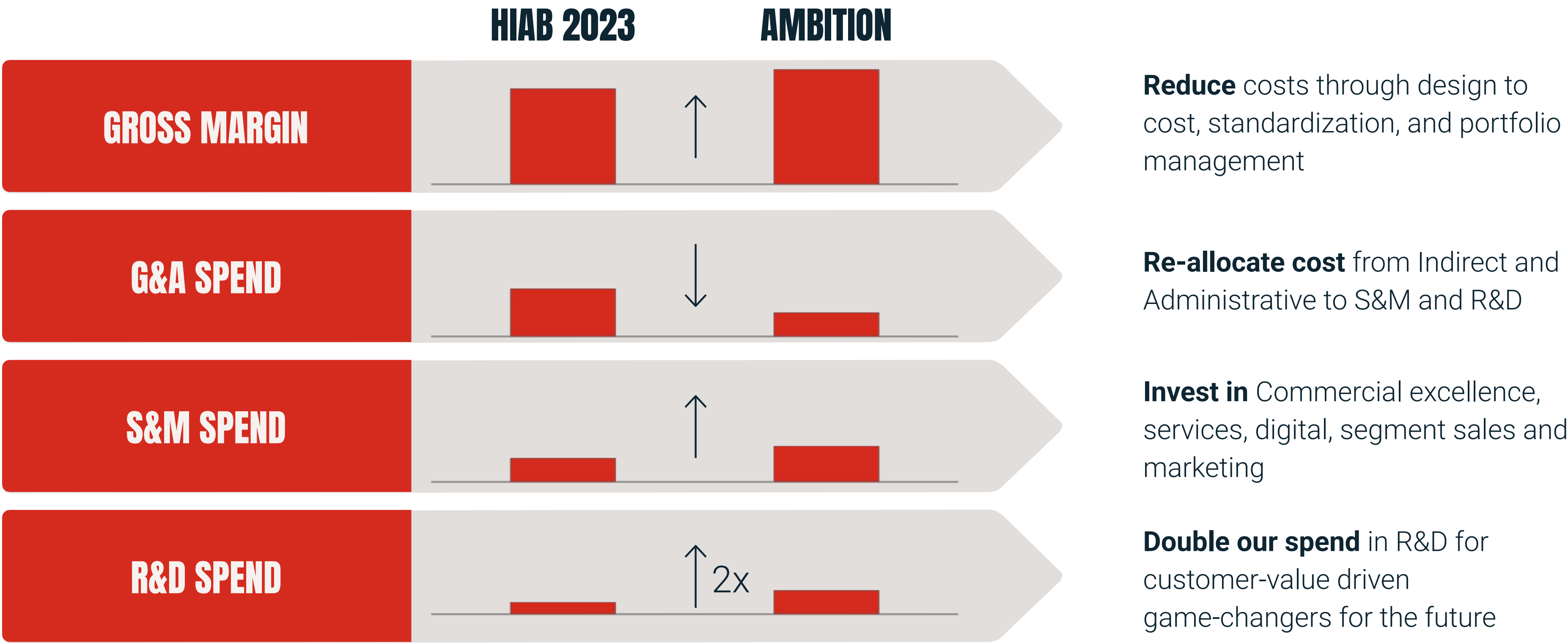


# Growth priorities to continue outperforming the market

Hiab sales bridge



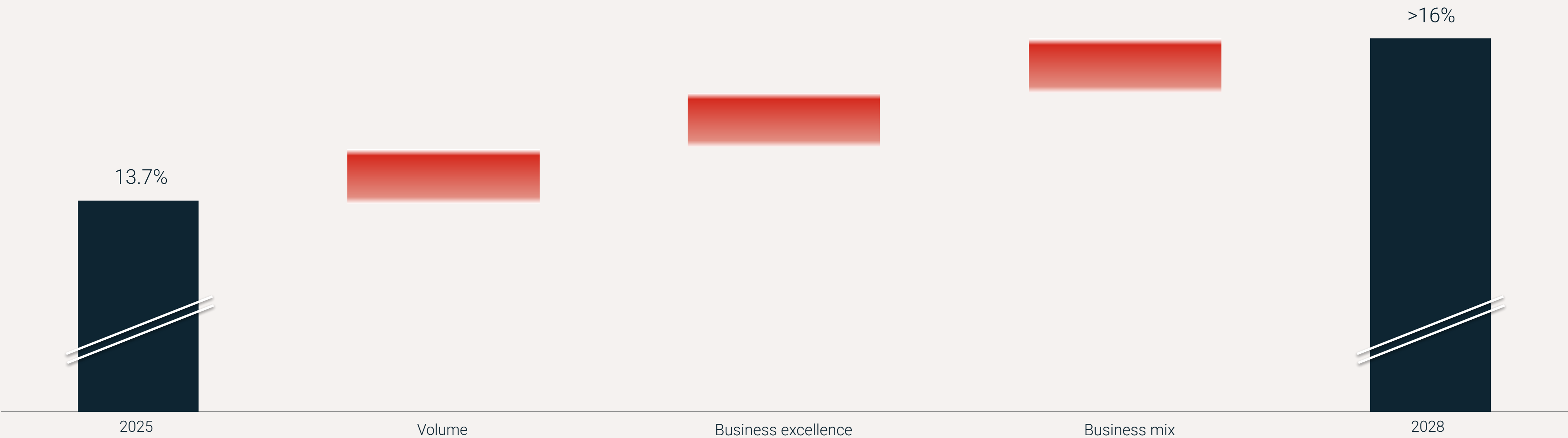
# Operative & Commercial excellence to reallocate and optimize cost base





# On track to deliver 16% margin in 2028

Hiab comparable operating profit margin bridge to 2028 target



# 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 Acquisition of Labrie Environmental Group





# Acquisition of Labrie Environmental Group, a leading provider of refuse collection vehicles in North America, is a major milestone in inorganic growth

Labrie in numbers<sup>1</sup>

Sales

491 MUSD

Comparable EBITDA / margin

113 MUSD / 23%

Comparable operating profit / margin

83 MUSD / 17%

Order book (as per March 2026)

~435 MUSD

Sales in North America

100%

Portfolio overview



Side Loaders

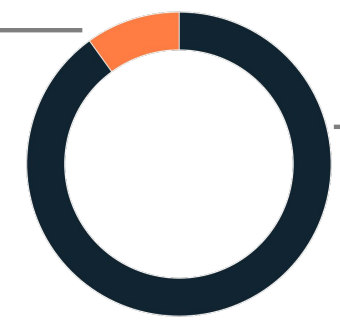
Front Loaders

Rear Loaders

Services & Parts

Attractive sales mix<sup>2</sup>

Parts & Service

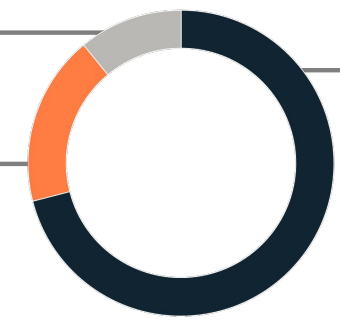


Equipment

Premium customers

Rental companies

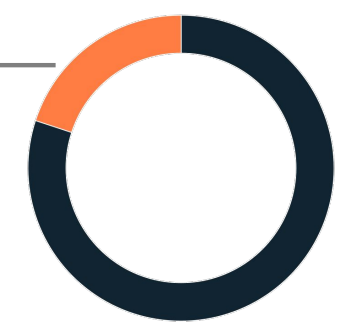
National accounts



Municipal/  
Independent regional

Most critical applications

Commercial



Residential

Notes: <sup>1</sup> Figures presented according to US GAAP and represent last 12 months as per March 2026. <sup>2</sup> Represents FY2025 management estimates.



# Overview of the transaction announced on 1 June 2026

## Purchase price

- Purchase price of 1,035 MUSD on cash-free, debt-free basis
- Last 12 months Comparable EBITDA<sup>1</sup> multiple of 9.2x

## Financial impact

- Enhanced financial profile that is expected to be both margin- and growth-accretive, with increased cash generation from more diversified end markets
- Expected synergies in sales and procurement

## Financing

- 100% cash consideration to be financed with cash at hand and additional debt of 900 MEUR
- Had the acquisition been completed at the end of the Q1 2026, the planned financing would have resulted in a pro forma gearing of approximately 70 percent and a pro forma Net debt to EBITDA of 2.1x
- Long-term target for gearing below 50%, supported by continued strong cash generation

## Closing

- Closing on 1 July 2026
- Labrie forms a new business area within Hiab, Environmental Vehicle Solutions
- Labrie's President and CEO, Michael Eastabrook joined Hiab Leadership Team as President Environmental Vehicle Solutions
- Labrie will for be consolidated into Hiab from Q3/26 onwards

Notes: <sup>1</sup> Last 12 months as per March 2026.

# Delivering on our strategy through inorganic growth

|                                                                                                                   | #1 or #2 position<br>in all segments                                                         | Positioned to grow faster than the market                                                                                    |                                                                                         |                                                                                                                     | Profitability<br>upside                                                       | Sustainable<br>value creation                                                                          |
|-------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| <br>Key investment<br>highlights | <b>1</b><br>Leading market<br>positions in growing<br>and attractive essential<br>industries | <b>2</b><br>Set to grow through<br>continued innovation<br>and focused segment<br>strategy                                   | <b>3</b><br>Geared to expand<br>leading position in<br>growing North<br>American market | <b>4</b><br>Further leveraging of<br>sizable installed base<br>and connectivity to<br>accelerate Services<br>growth | <b>5</b><br>Operating model<br>enabling incremental<br>efficiency improvement | <b>6</b><br>Best-in-class financial<br>profile with<br>further value creation<br>potential through M&A |
| <br>Acquisition                | ✓<br>#1 market position in<br>Automated Side<br>Loaders in<br>North America                  | ✓<br>Innovation leadership<br>in attractive W&R <sup>1</sup><br>segment which is one<br>of our four selected<br>key segments | ✓<br>Expands North<br>American footprint in<br>manufacturing and<br>sales channels      | ✓<br>Sets foundation for<br>strong aftermarket<br>business with further<br>growth potential                         | ✓<br>New best-in-class<br>business                                            | ✓<br>Highly attractive<br>long-term value<br>creation and well<br>aligned with Hiab's<br>M&A criteria  |

Note: <sup>1</sup> Waste and Recycling



# 05 Appendix



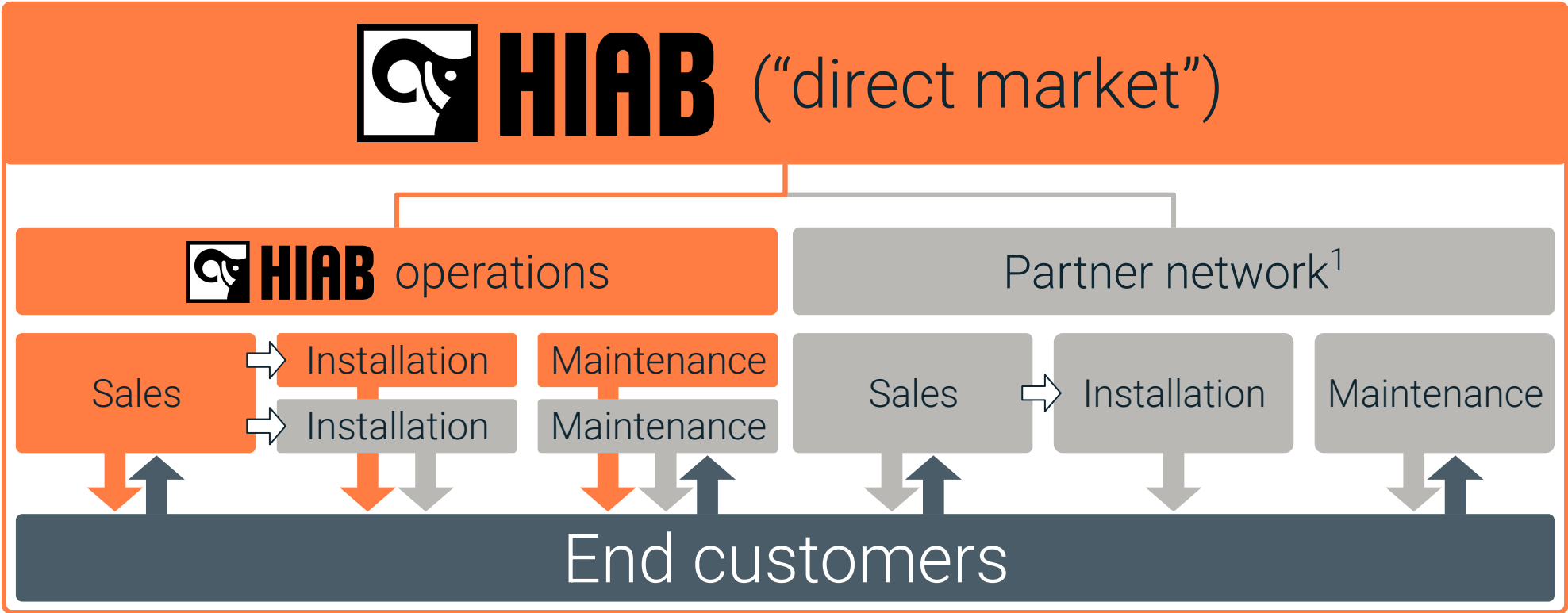
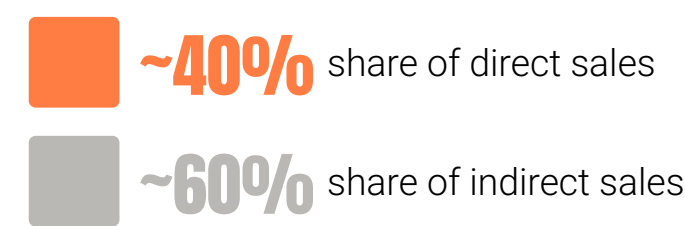


# A. Supplementary materials on Hiab

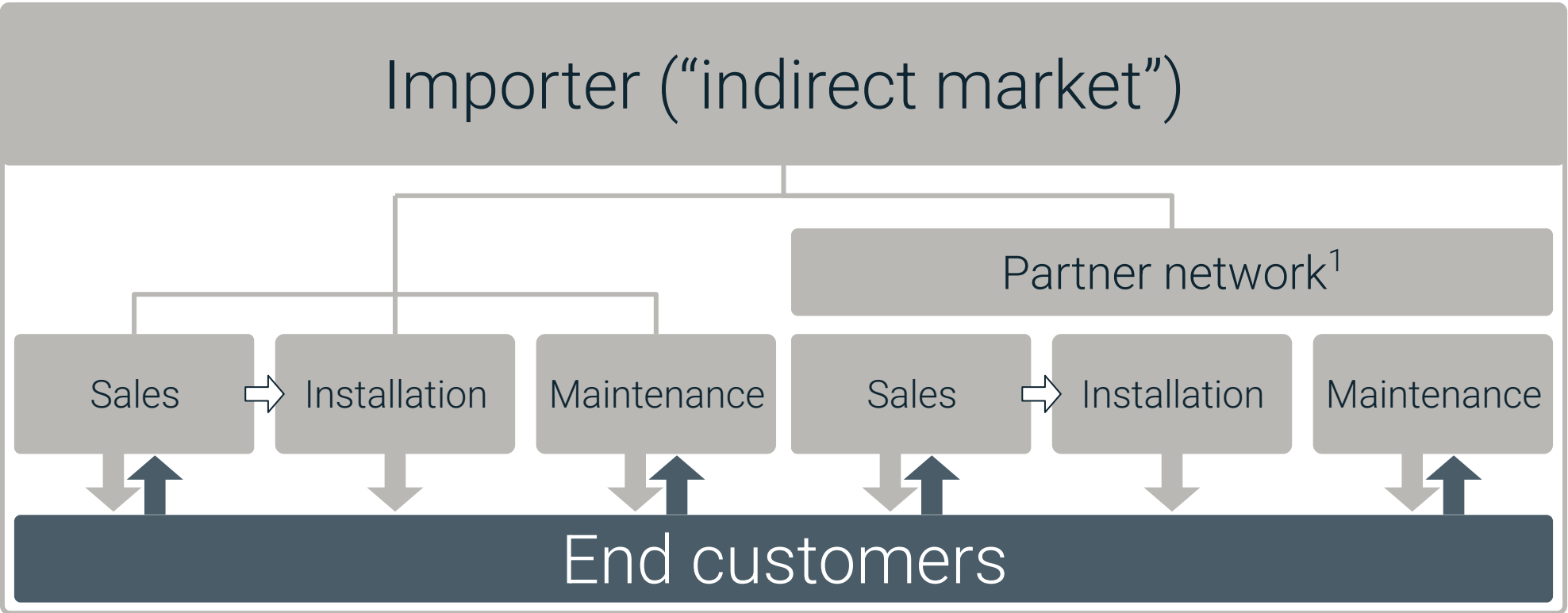
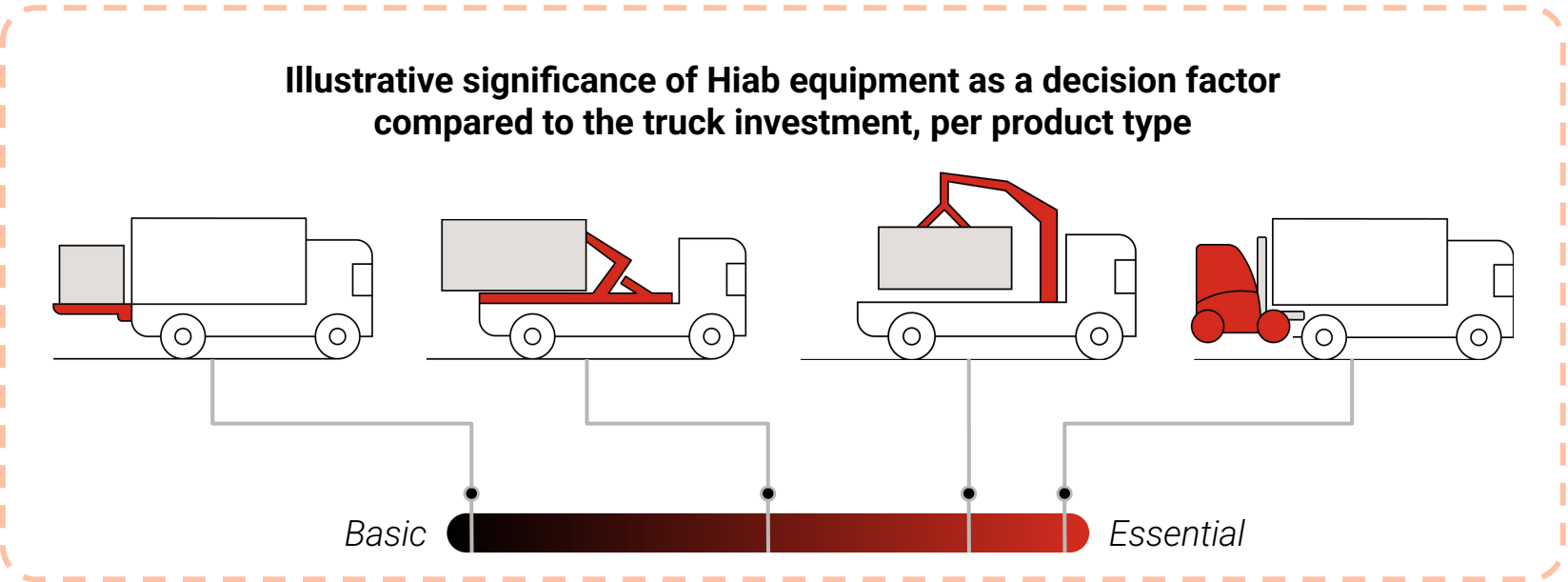




# Overview of Hiab's route to market



- Direct markets enables closer customer contact, improved value and cross selling opportunities as well as R&D insights
- Hiab's operations vary from market to market for “direct markets”, ranging from dealer managers to a full service offering
- Relatively low warehouse levels, some kept to optimize freight times and costs



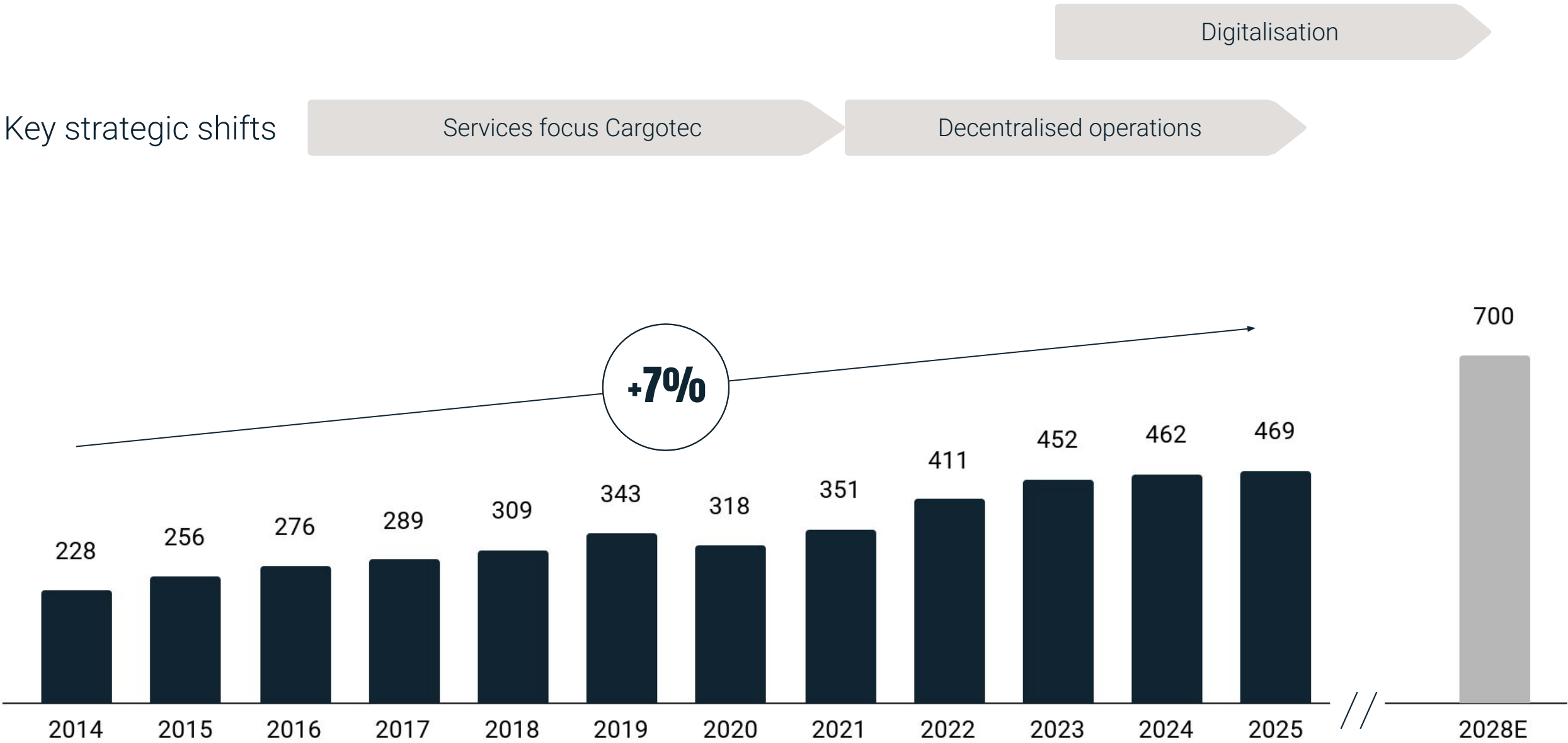
- For an indirect market, Hiab delegates the management of a selected geographical market, including local dealer management, wholly to an importer partner
- Importers carry inventories, especially of high runner products, but lower lead times of Hiab products compared to trucks and thin capitalizations keep volumes reasonable

Note: 1) Dealers and service & installation workshops.



# Attractive and growing aftermarket business

Service sales<sup>1</sup> 2014–2025



Growth levers

INSTALLED BASE

INNOVATION

SERVICES NETWORK

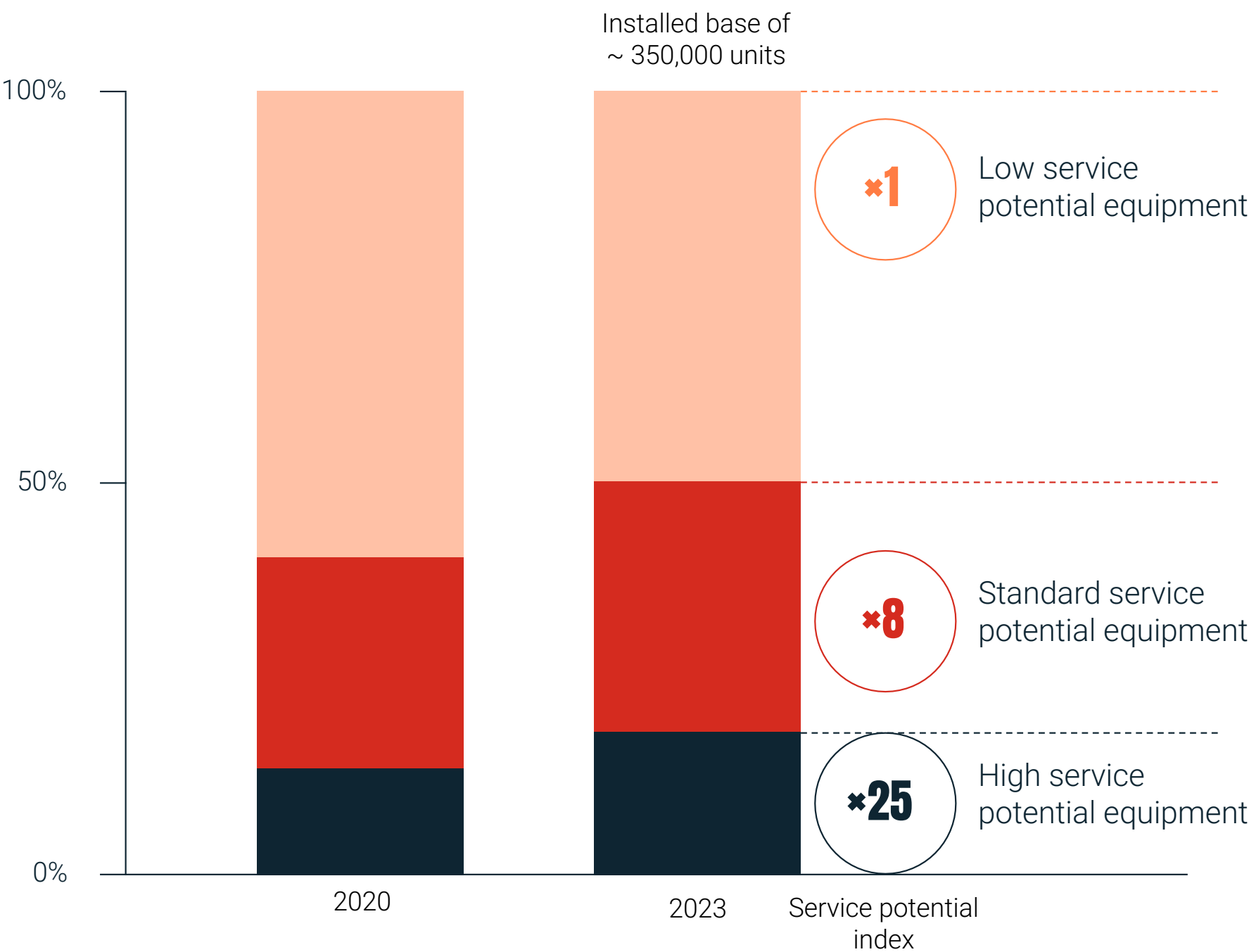
<sup>1</sup> AER FX rate, comparable portfolio mix over the periods



# Hiab is uniquely positioned...

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

Equipment mix development 2020–2023



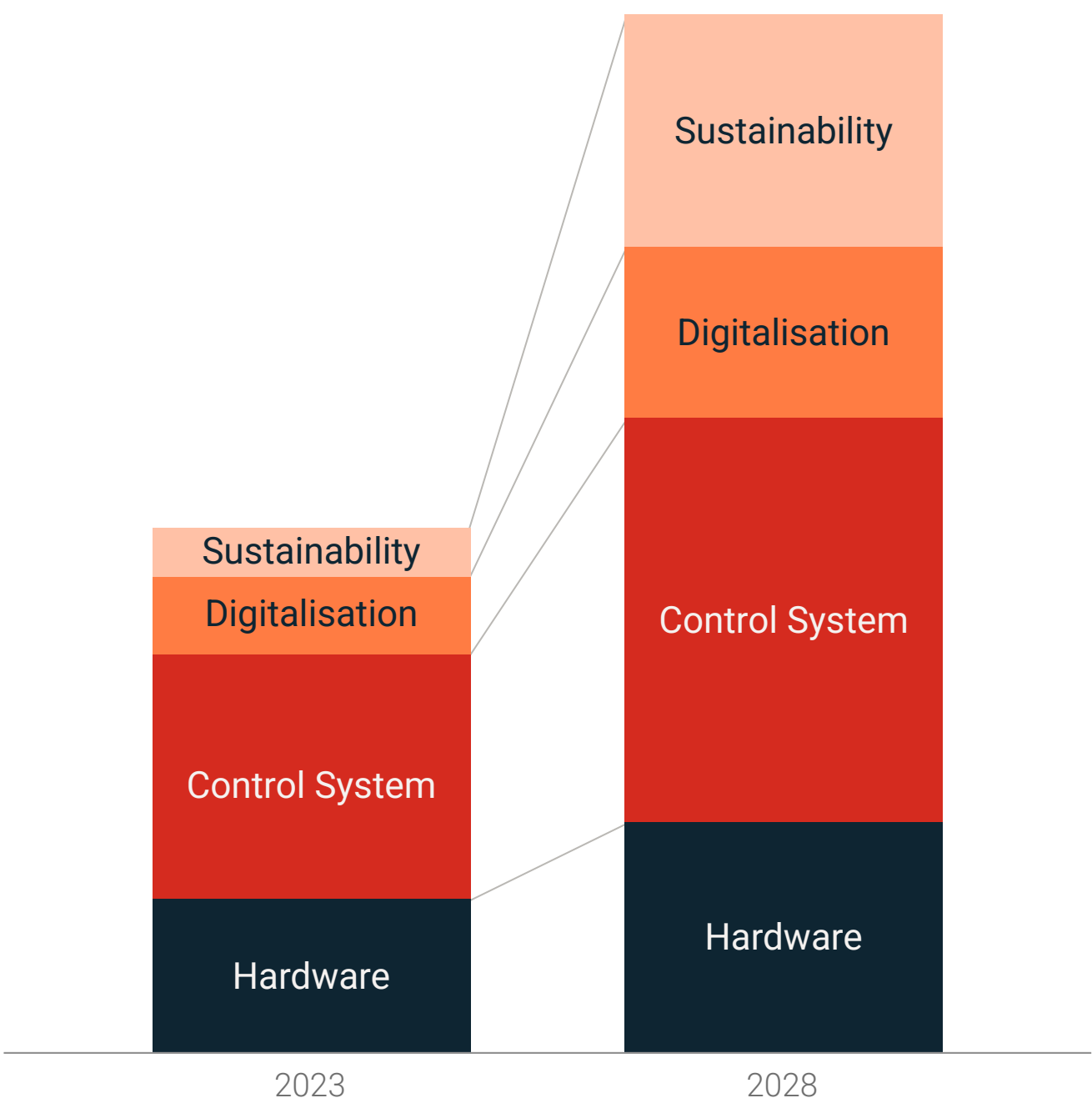
Value creation highlights



# 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





Mikko Puolakka  
EVP, Chief  
Financial Officer





Michael Bruninx  
President,  
Services





Magdalena  
Wojtowicz-Tokarz  
President, Loader  
Cranes Light and  
Medium





Hermann Lyyski  
President,  
Demountables  
and Defence





Kimberly Allan  
EVP, Business  
Excellence





Ghita Jansson-  
Kiuru  
EVP, People and  
Culture





Birgitte Skade  
EVP, Marketing and  
Communications





Taina Tirkkonen  
EVP, General  
Counsel

Employees

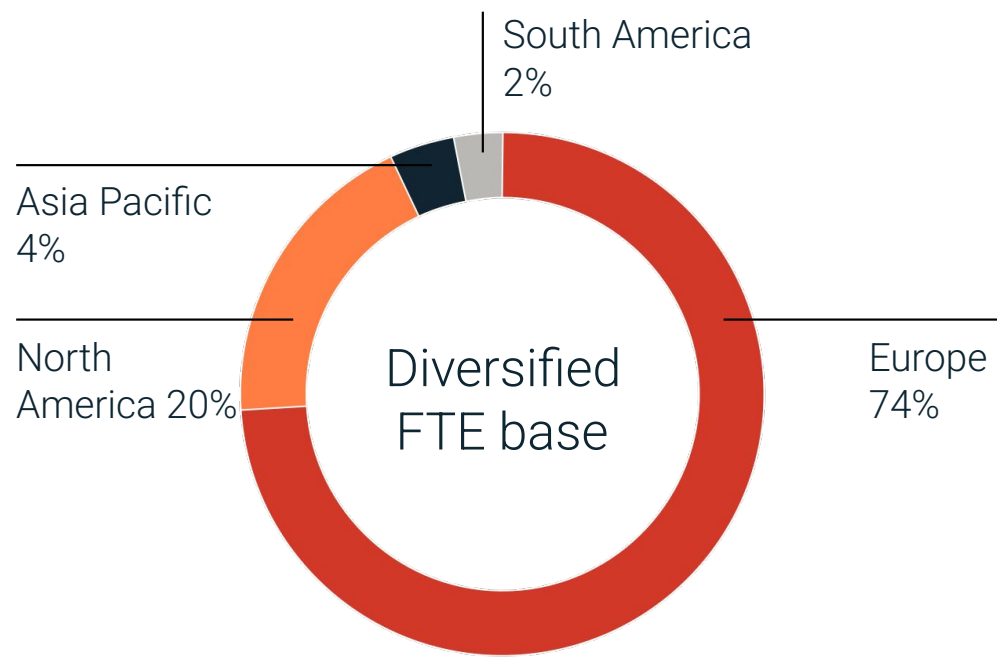
~ 4,000

Countries with employees

22

Nationalities

50+





# B. Supplementary financial materials





# Orders received in Q2/26 reached the highest level in four years

## Orders received and order book



| MEUR                      | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|---------------------------|-------|-------|--------|----------|----------|--------|
| Orders received           | 437   | 377   | 16%    | 839      | 755      | 11%    |
| Orders received, organic* |       |       | 13%    |          |          | 10%    |
| Order book                | 589   | 556   | 6%     |          |          |        |

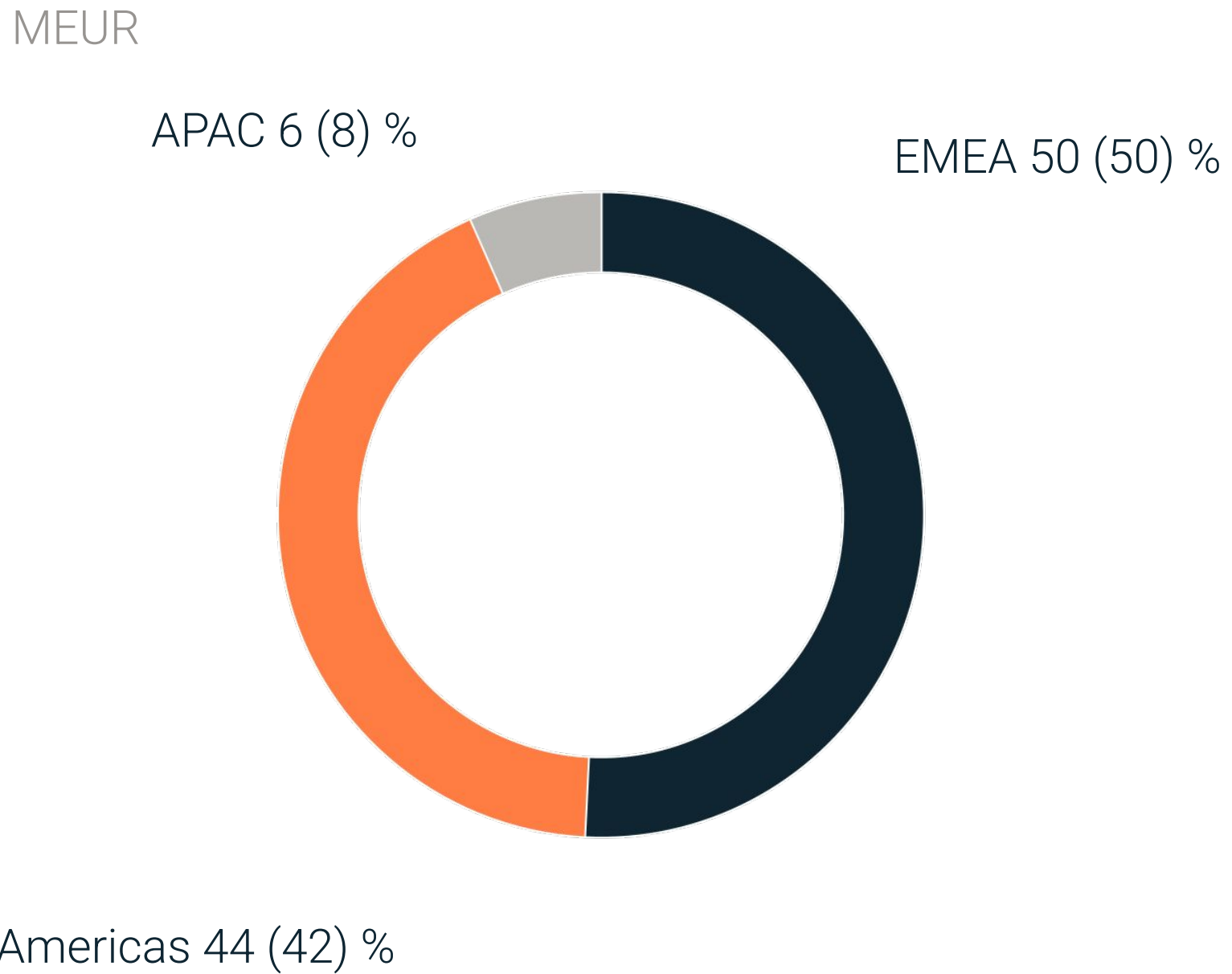
- Currencies had a negative EUR 4 million impact on orders received
- ING Cranes’ orders received amounted to EUR 17 million in Q2/26
- EUR 37 million truck mounted forklift order from a US home improvement segment customer
- Order book continued to increase due to positive book-to-bill in all geographies

\*in constant currencies excluding structural changes



# Orders received increased in EMEA and the Americas

## Orders received by geographical area, Q2/26



| MEUR | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|------|-------|-------|--------|----------|----------|--------|
| EMEA | 220   | 188   | 17%    | 426      | 391      | 9%     |
| AMER | 191   | 159   | 20%    | 357      | 303      | 18%    |
| APAC | 26    | 30    | -11%   | 56       | 60       | -7%    |

## Operating environment



- Gradual market recovery continued in EMEA
- US market recovered modestly in Q2
- Positive book-to-bill in APAC

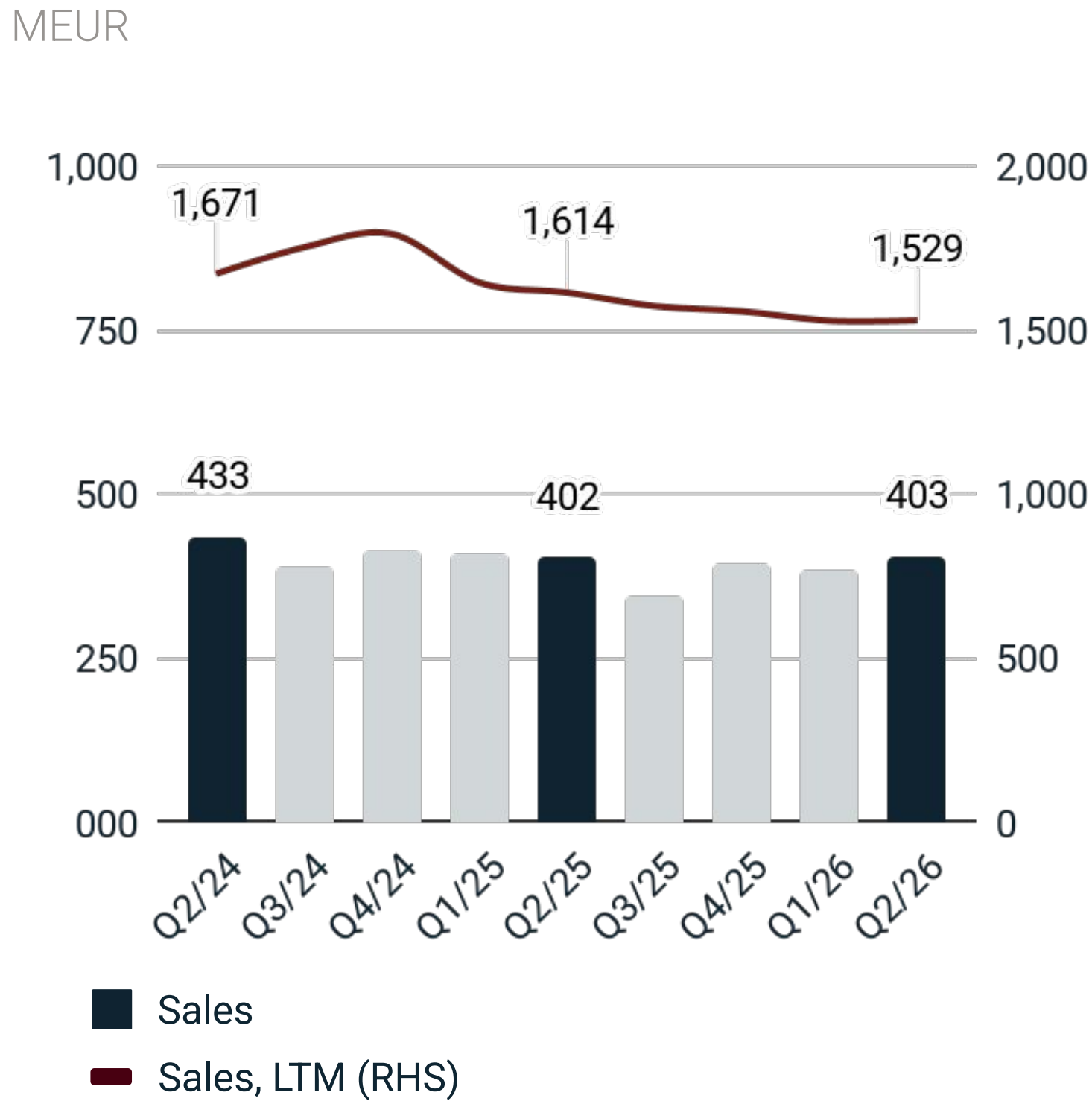


- Geopolitical and trade tensions have elevated uncertainty of the global growth outlook and slowing customer decision making



# Sales were at the comparison period’s level and increased sequentially

## Sales



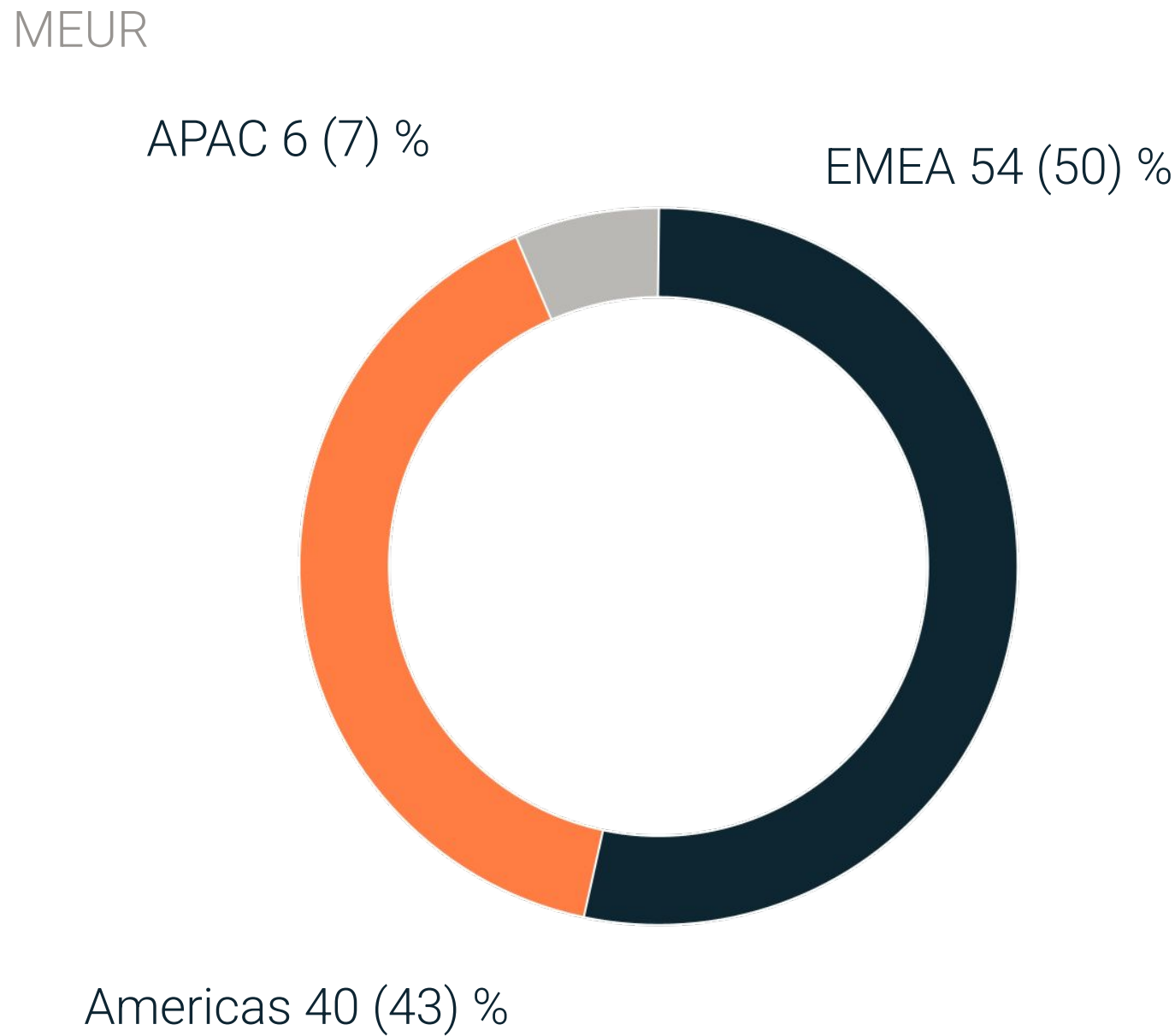
| MEUR                 | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|----------------------|-------|-------|--------|----------|----------|--------|
| Sales                | 403   | 402   | 0%     | 786      | 814      | -3%    |
| Sales, organic*      |       |       | -3%    |          |          | -4%    |
| Share of Services, % | 30%   | 29%   |        | 30%      | 29%      |        |

- ING Cranes’ sales, EUR 15 million, had a positive 4 percentage point impact in Q2
- Currencies had a negative 1 percentage point impact in Q2
- Share of Services increased to 30 percent

\*in constant currencies, excluding structural changes

# Sales growth in EMEA, offset by decline in the Americas

## Sales by geographical area, Q2/26



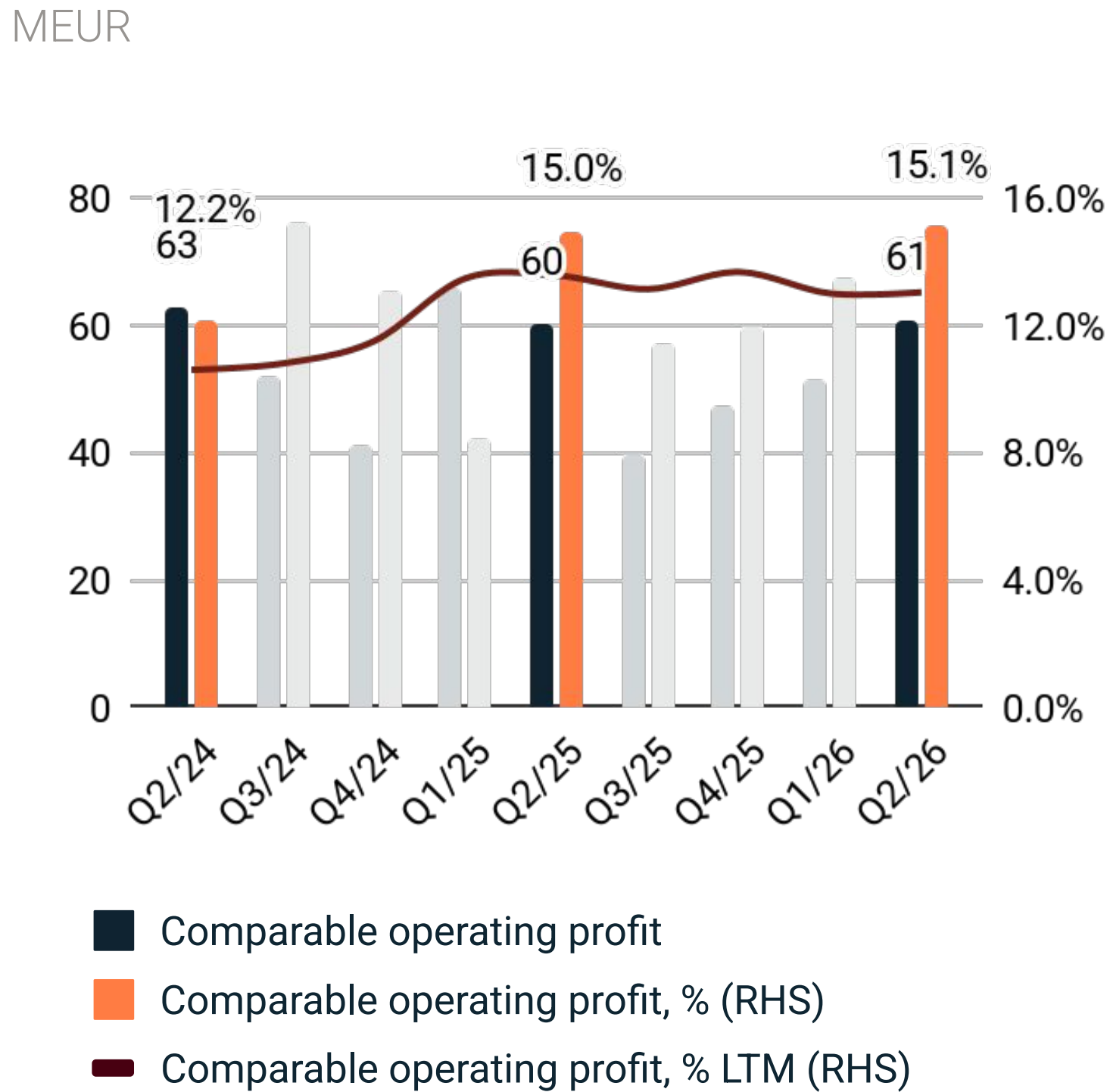
| MEUR                   | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|------------------------|-------|-------|--------|----------|----------|--------|
| EMEA                   | 218   | 203   | 7%     | 419      | 395      | 6%     |
| AMER                   | 160   | 173   | -7%    | 316      | 368      | -14%   |
| APAC                   | 26    | 27    | -4%    | 51       | 51       | 1%     |
| Eco portfolio sales    | 181   | 155   | 17%    | 357      | 297      | 20%    |
| Eco portfolio sales, % | 45%   | 38%   |        | 45%      | 37%      |        |

- Americas sales decline came from the US, partly offset by ING Cranes acquisition in Brazil
- Sales in EMEA increased
- APAC sales were stable YTD despite decline in Q2
- Eco portfolio sales increased in climate and in circular solutions



# Comparable operating profit increased with stable sales

## Comparable operating profit



| MEUR                           | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|--------------------------------|-------|-------|--------|----------|----------|--------|
| Comparable EBITA               | 62    | 61    | 2%     | 115      | 127      | -10%   |
| Comparable EBITA, %            | 15.4% | 15.2% |        | 14.6%    | 15.7%    |        |
| Comparable operating profit    | 61    | 60    | 1%     | 112      | 126      | -11%   |
| Comparable operating profit, % | 15.1% | 15.0% |        | 14.3%    | 15.5%    |        |
| Operative ROCE, LTM            | 25.0% | 30.4% |        |          |          |        |

- Comparable operating profit increased driven by Lifting equipment and Services
- Low order intake in US delivery equipment business in 2025 negatively impacted sales and comparable operating profit
- Operative ROCE decreased mainly due to lower LTM comparable operating profit and items affecting comparability

Operative ROCE defined as (Operating profit / Operative capital employed)

# 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, Q2/26

Rolling 10-year  
average

**4%**

LTM

**13.0%**

LTM

**25.0%**

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

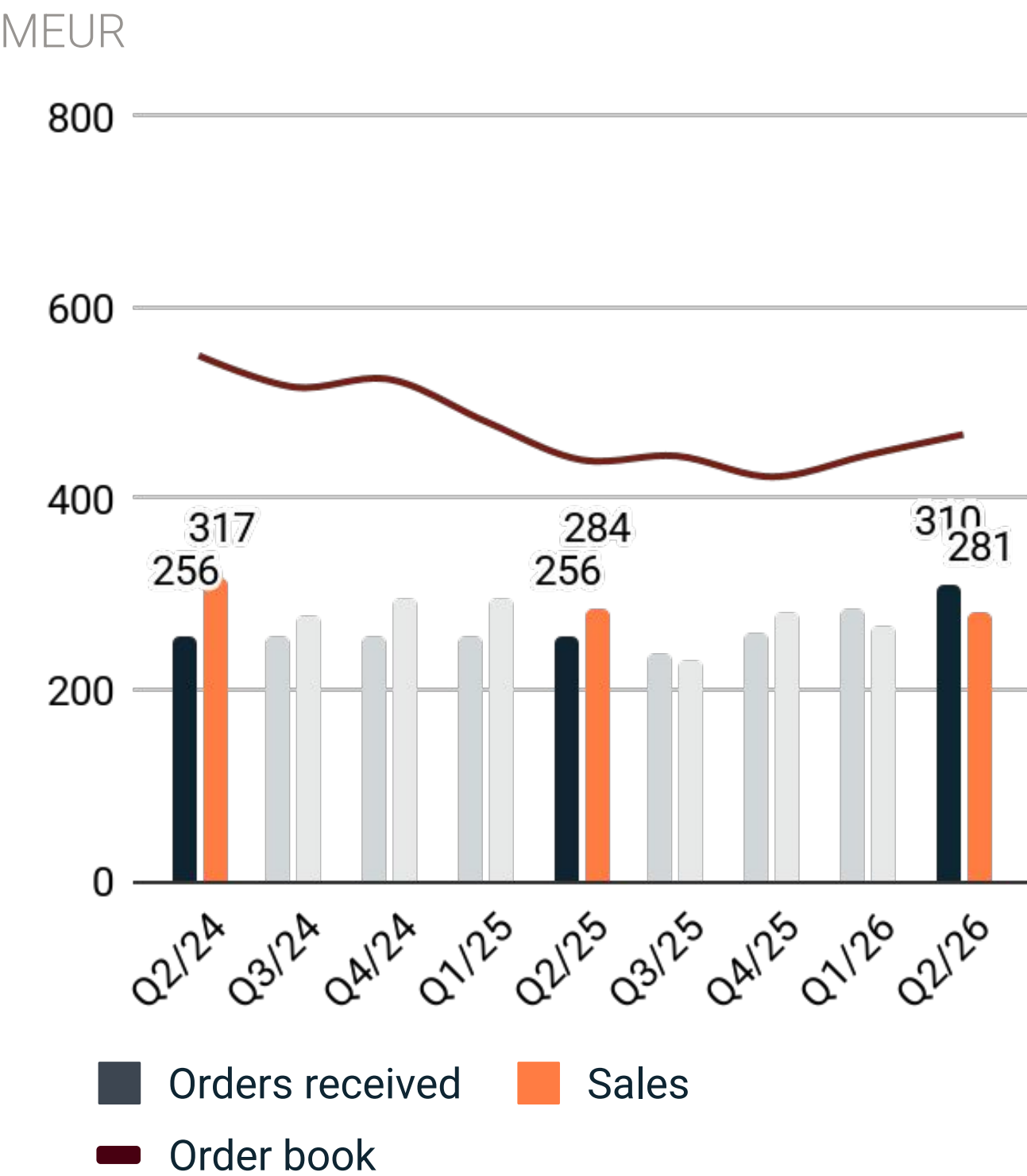
<sup>2</sup> Defined as (Operating Profit / Operative Capital Employed)



## 2. Reporting segments

# Order growth was driven by both lifting and delivery equipment, while sales grew only in lifting equipment

## Equipment, Orders received, Order book & Sales



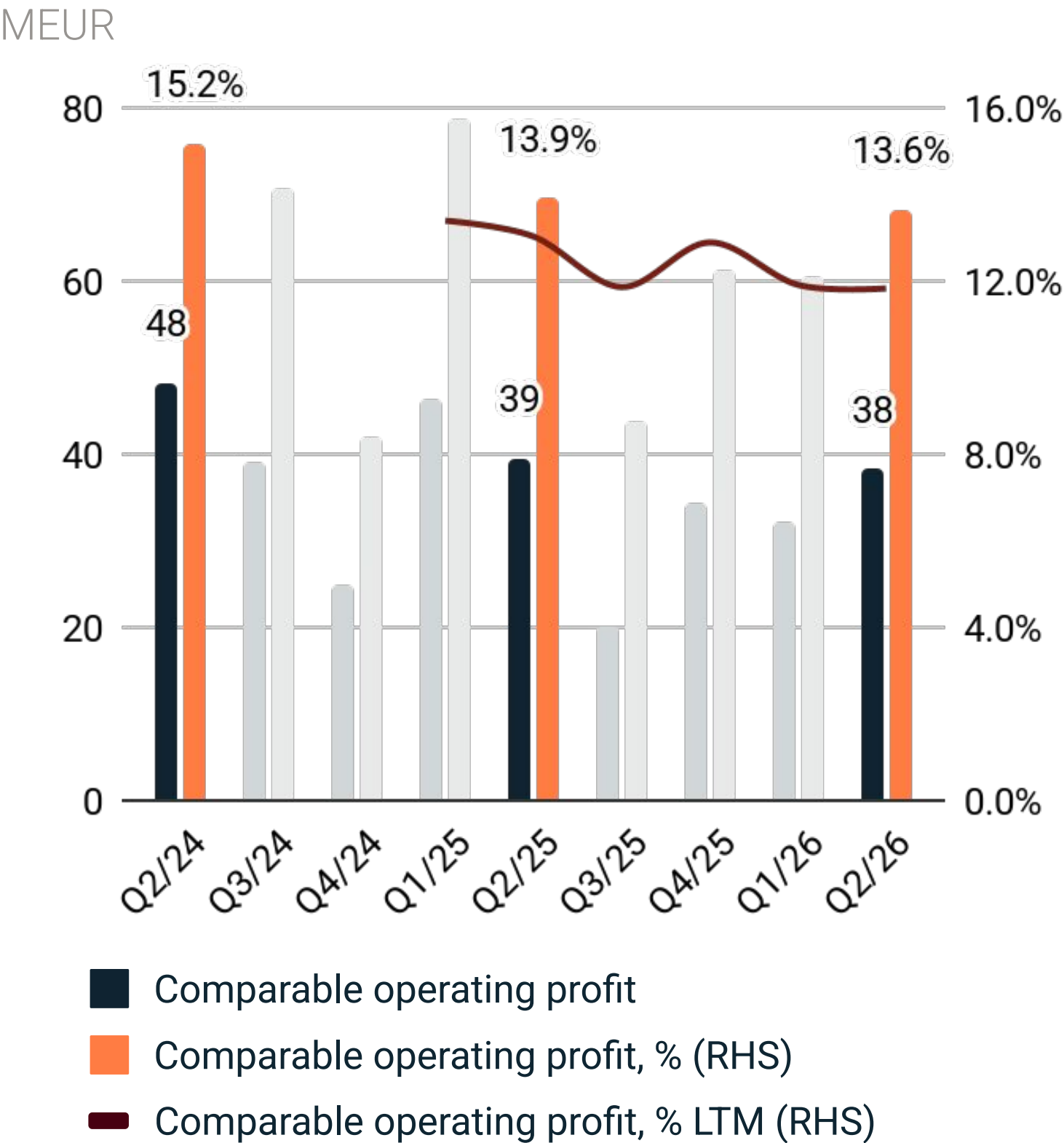
| MEUR                           | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|--------------------------------|-------|-------|--------|----------|----------|--------|
| Orders received                | 310   | 256   | 21%    | 593      | 514      | 15%    |
| Order book                     | 525   | 496   | 6%     |          |          |        |
| Sales                          | 281   | 284   | -1%    | 547      | 578      | -5%    |
| Comparable operating profit    | 38    | 39    | -3%    | 70       | 86       | -18%   |
| Comparable operating profit, % | 13.6% | 13.9% |        | 12.9%    | 14.8%    |        |

- Double digit order growth in both Lifting equipment and Delivery equipment
- Order book grew by 6 percent
- Sales decreased in the US delivery equipment business, offset by increase in other regions and in Lifting equipment
- Comparable operating profit was impacted by lower sales in delivery equipment in the US

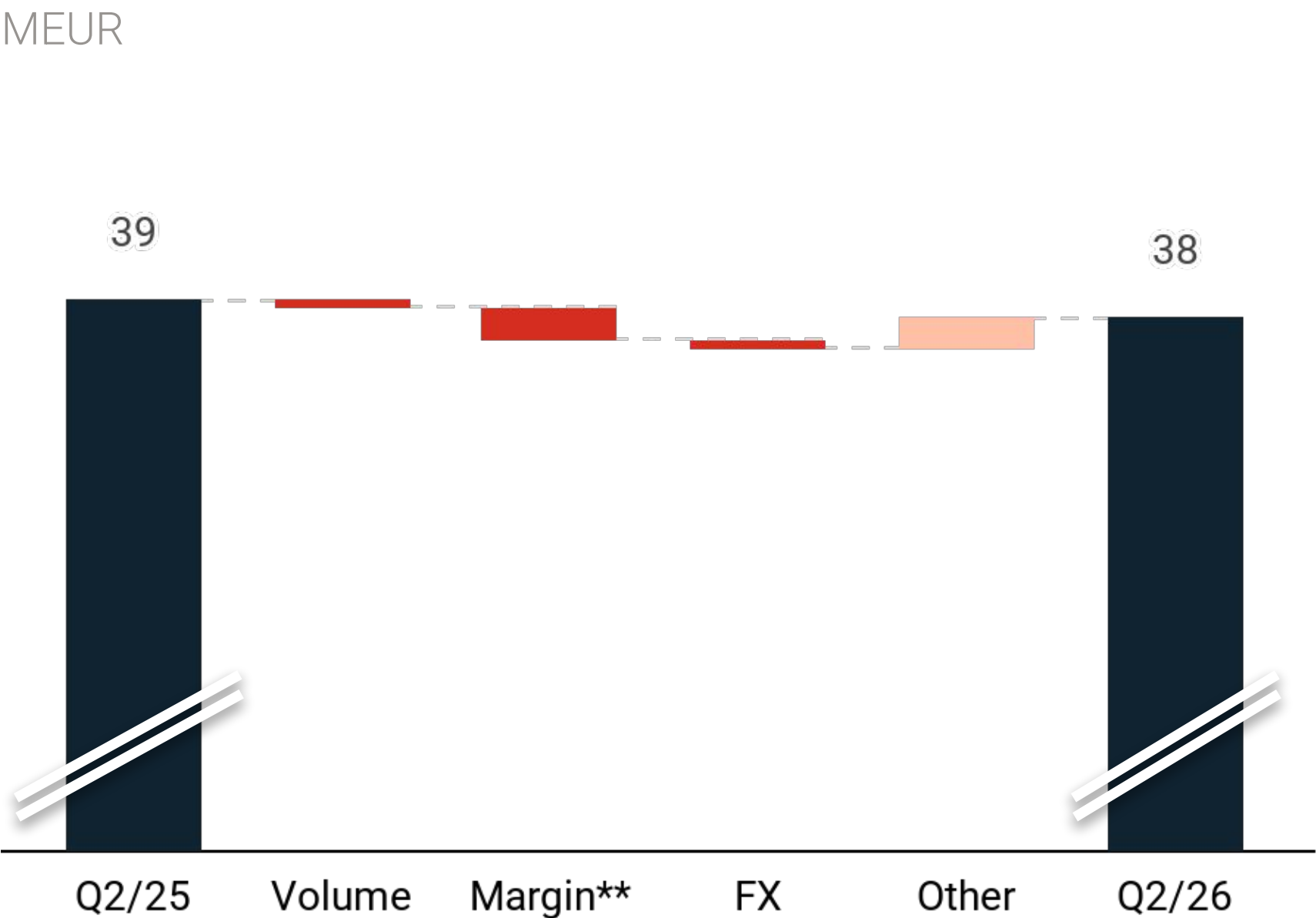


# Lower comparable operating profit due to sales decline in the US delivery equipment business

Equipment, Comparable operating profit



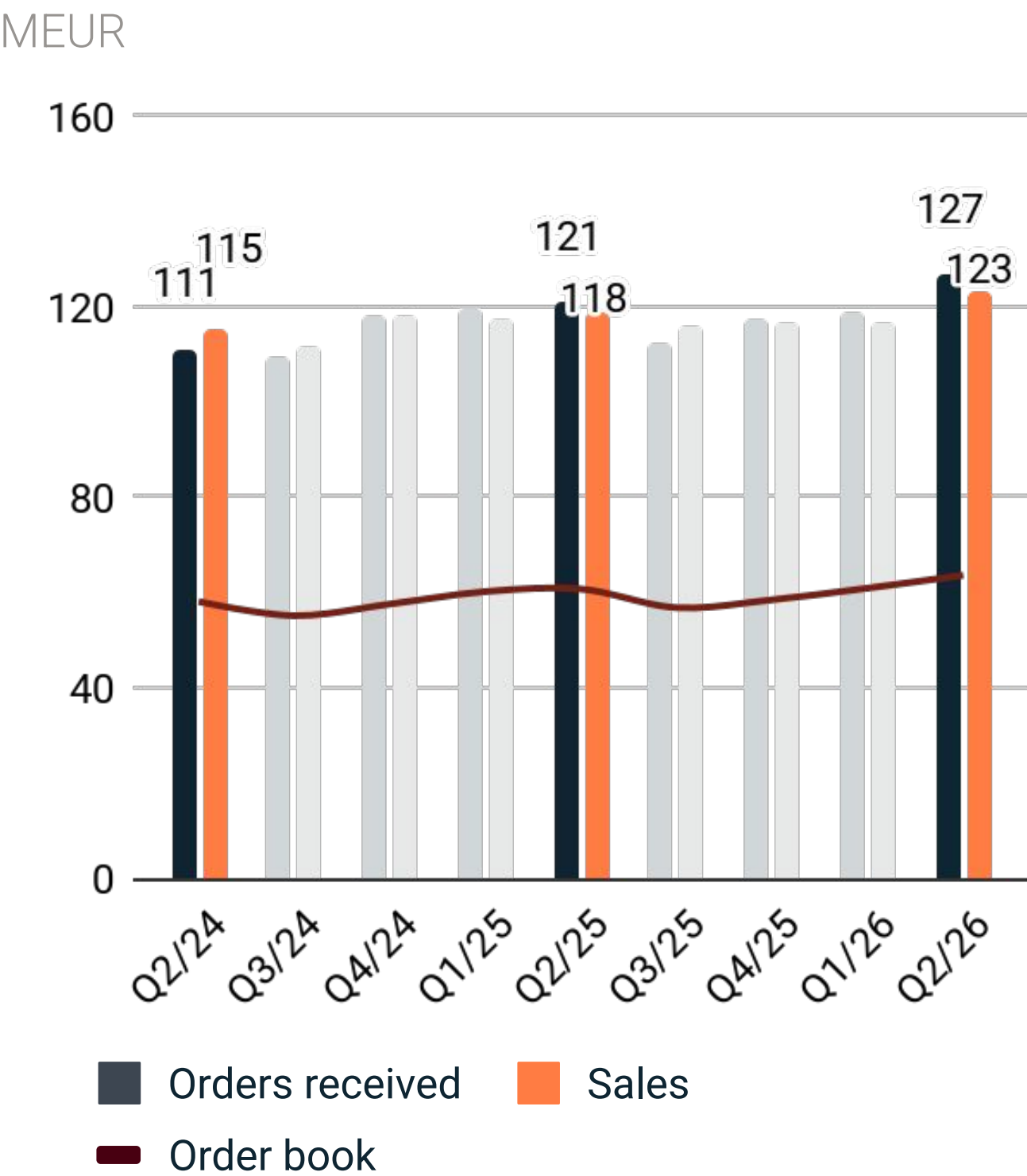
Equipment, Comparable operating profit bridge\*



\* Indicative management estimate  
\*\* gross profit margin

# Orders received, sales and comparable operating profit growth driven by recurring services

## Services, Orders received, Order book & Sales



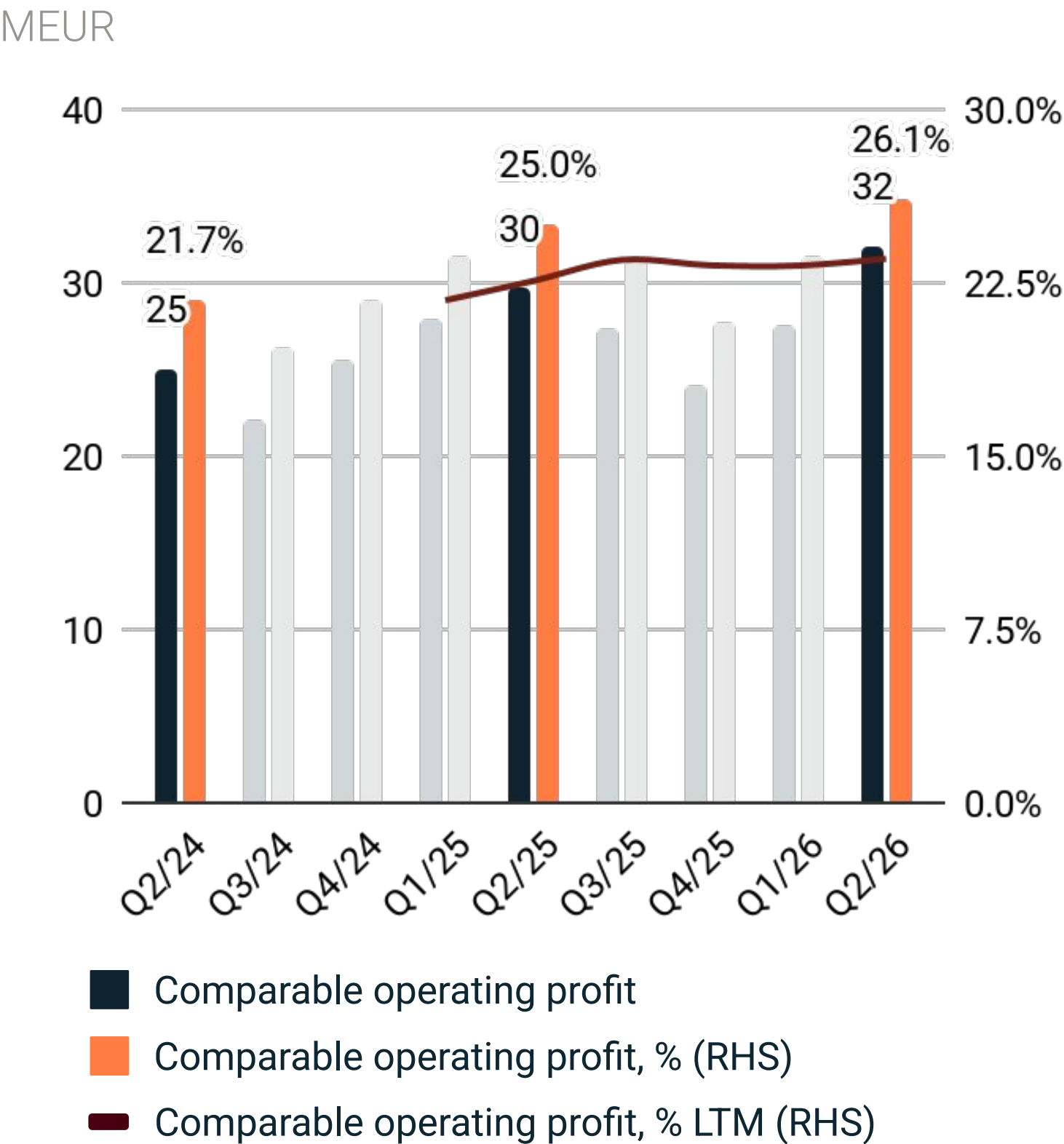
| MEUR                           | Q2/26 | Q2/25 | Change | Q1-Q2/26 | Q1-Q2/25 | Change |
|--------------------------------|-------|-------|--------|----------|----------|--------|
| Orders received                | 127   | 121   | 5%     | 246      | 241      | 2%     |
| Order book                     | 64    | 61    | 5%     |          |          |        |
| Sales                          | 123   | 118   | 4%     | 240      | 236      | 2%     |
| Comparable operating profit    | 32    | 30    | 8%     | 60       | 57       | 4%     |
| Comparable operating profit, % | 26.1% | 25.0% |        | 24.9%    | 24.3%    |        |

- Recurring services continued to grow through executing our strategy
- Non-recurring services decreased
- In constant currencies, Services sales increased by 5 percent in Q2/26 and in H1/26

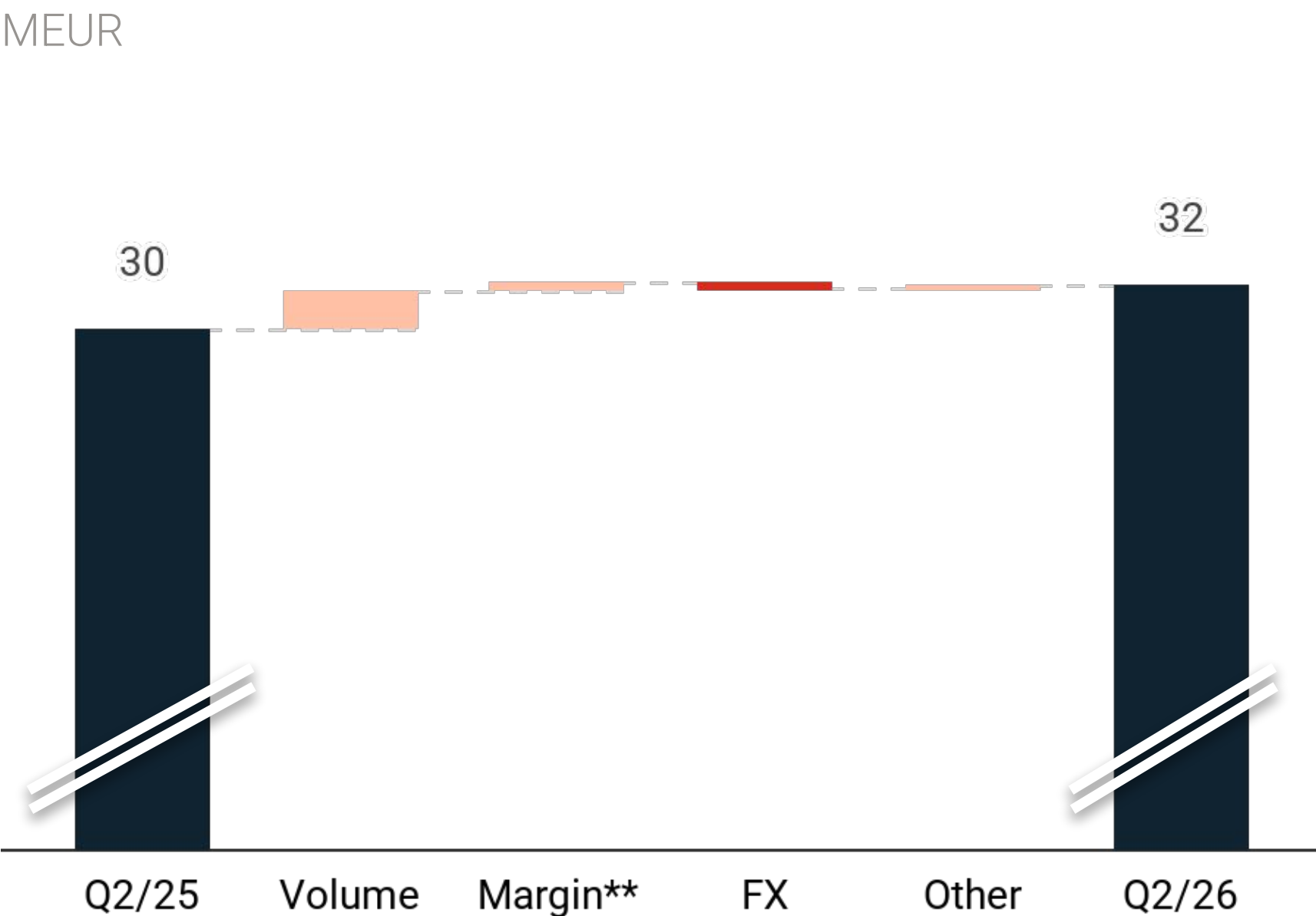


# Record high comparable operating profit margin in Services

## Services, Comparable operating profit



## Services, Comparable operating profit bridge\*



\* Indicative management estimate  
\*\* gross profit margin

# 3. Financials and outlook



# Income statement

## Income statement

| MEUR                           | Q2/26 | Q2/25 | Change |
|--------------------------------|-------|-------|--------|
| Sales                          | 403   | 402   | 0%     |
| Gross profit                   | 122   | 124   | -2%    |
| Gross profit, %                | 30.3% | 30.9% |        |
| Comparable EBITA               | 62    | 61    | 2%     |
| Comparable EBITA, %            | 15.4% | 15.2% |        |
| Comparable operating profit    | 61    | 60    | 1%     |
| Operating profit               | 50    | 60    | -18%   |
| Operating profit, %            | 12.3% | 15.0% |        |
| Net financial expenses         | -1    | -1    | -7%    |
| Profit for period before taxes | 48    | 59    | -18%   |
| Income taxes                   | -14   | -15   | -11%   |
| Profit for the period          | 35    | 44    | -20%   |
| Basic earnings per share, EUR  | 0.54  | 0.67  | -20%   |

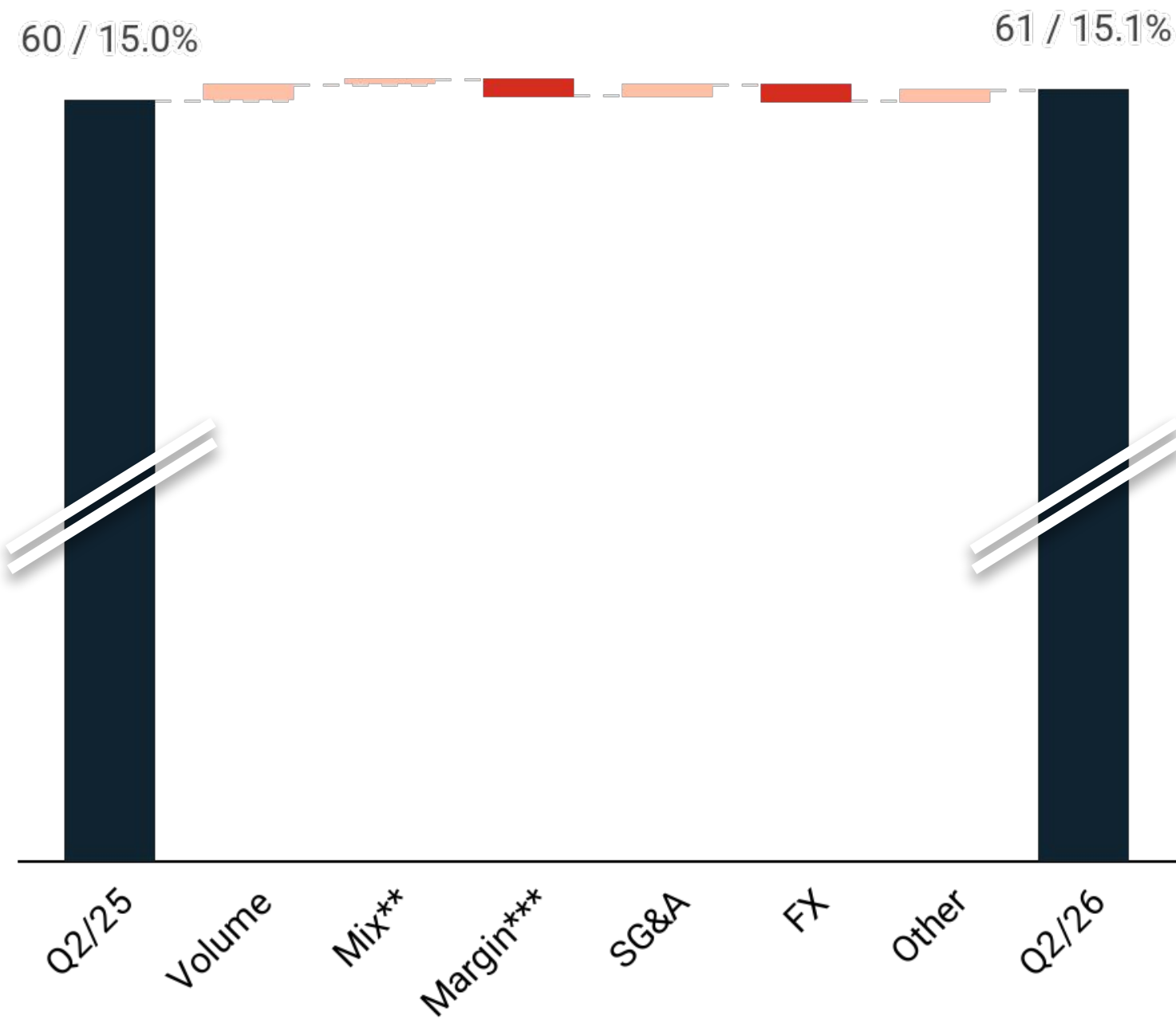
\* Indicative management estimate

\*\* Services and Equipment

\*\*\* Gross profit margin

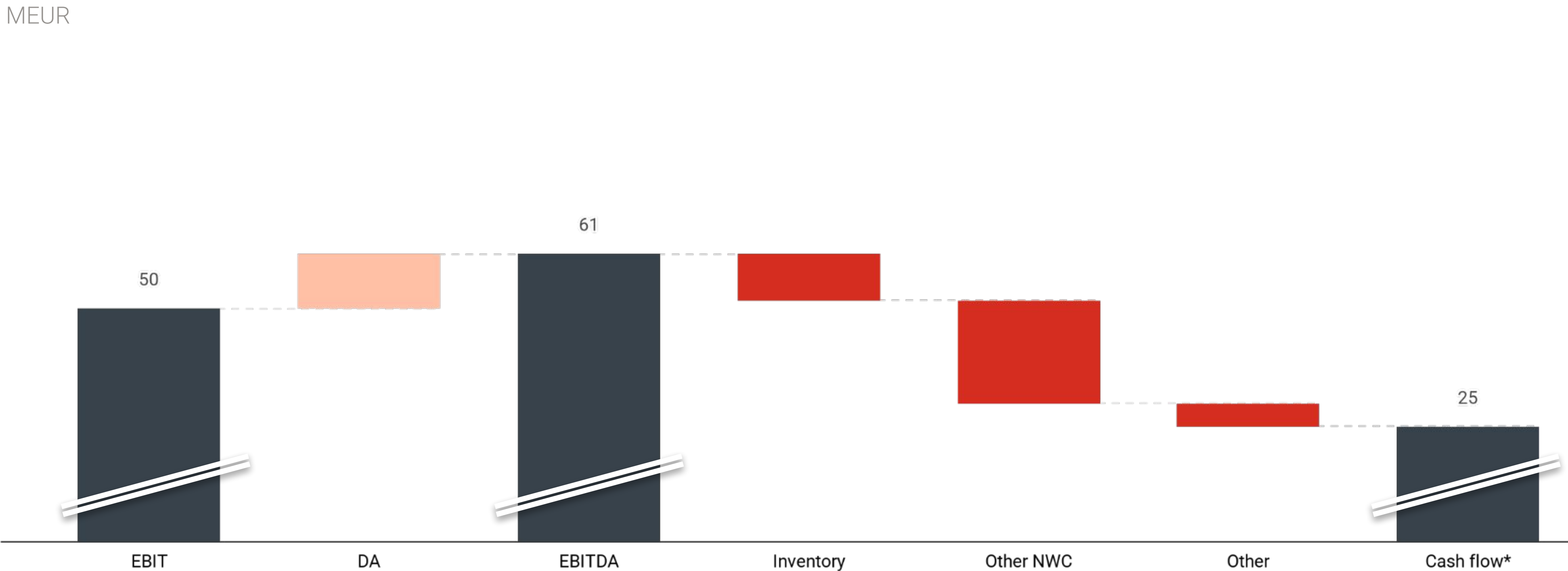
## Comparable operating profit bridge\*

MEUR



# Cash generation was impacted by increase in net working capital

## Cash flow from operations before finance items and taxes, Q2/26

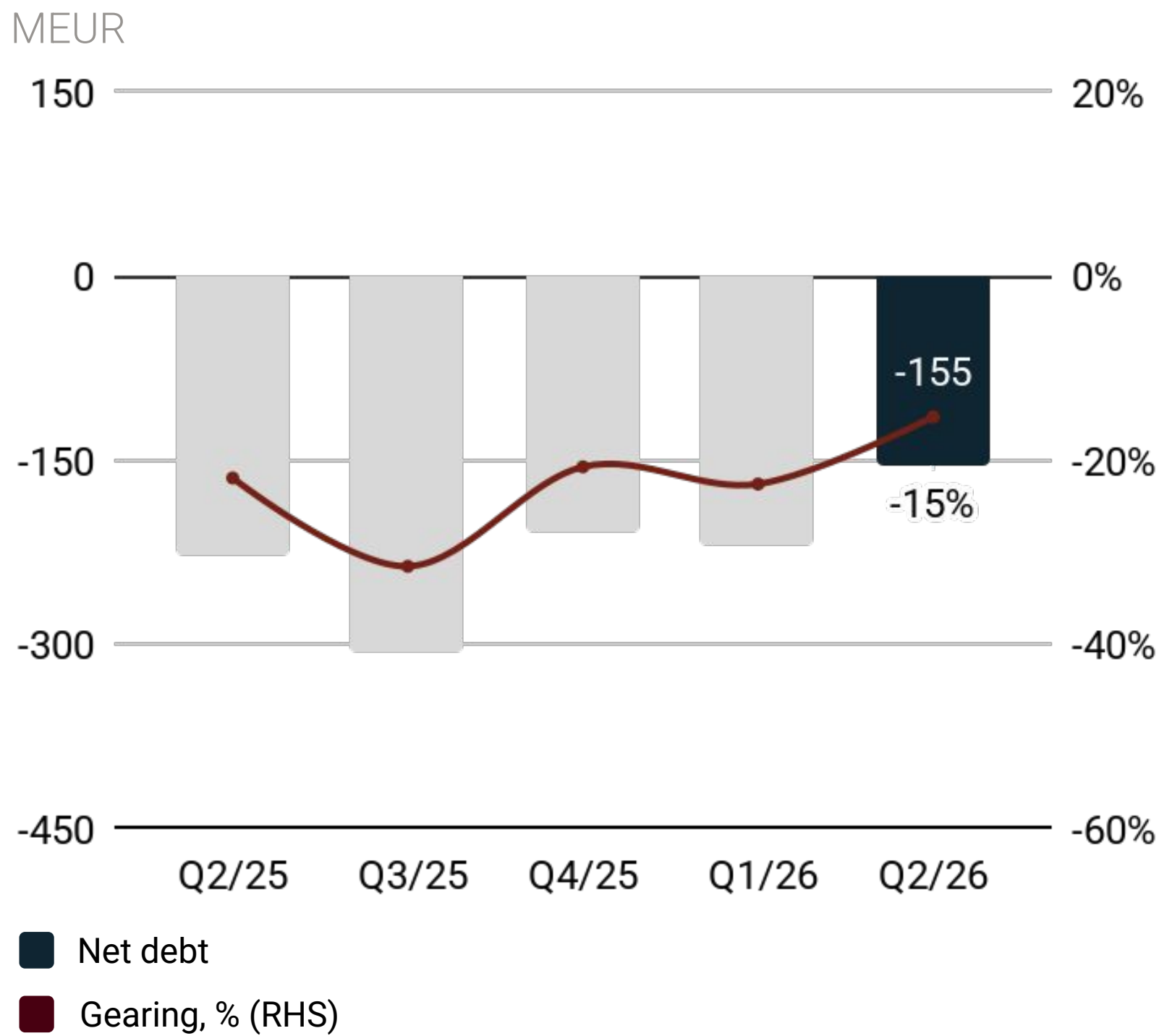


\*Cash flow from operations before finance items and taxes

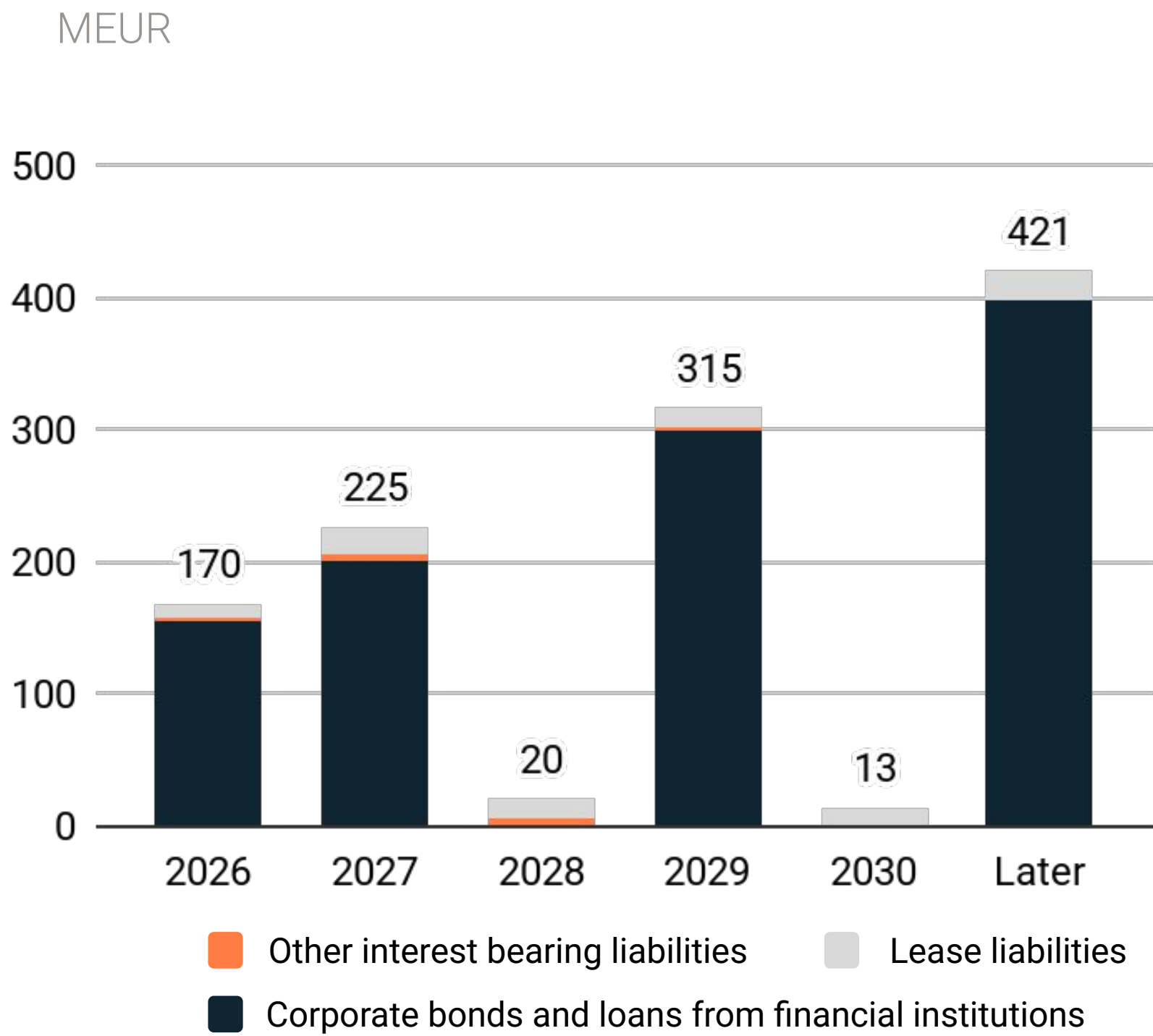


# Maturity profile reflects the new term loans used to finance the acquisition of Labrie on 1 July 2026

## Net debt and gearing, end of period



## Maturity profile, 30 June 2026





# Outlook for 2026 specified

Hiab estimates:

**Comparable operating profit margin in 2026 to be above 14.5 (2025: 13.7) percent\*.**

Previous outlook (published 24 April 2026):

Comparable operating profit margin in 2026 to be above 13.5 (2025: 13.7) percent.





# Key financial figures

| MEUR                           | Q2/26 | Q2/25 | Change |
|--------------------------------|-------|-------|--------|
| Orders received                | 437   | 377   | 16%    |
| Order book                     | 589   | 556   | 6%     |
| Sales                          | 403   | 402   | -      |
| Gross profit, %                | 30.3% | 30.9% |        |
| Comparable EBITA               | 62    | 61    | 2%     |
| Comparable EBITA, %            | 15.4% | 15.2  |        |
| Comparable operating profit    | 61    | 60    | 1%     |
| Comparable operating profit, % | 15.1% | 15.0% |        |
| Operating profit               | 50    | 60    | -18%   |
| Profit for the period          | 35    | 44    | -20%   |
| Basic earnings per share       | 0.54  | 0.67  | -20%   |
| Operative ROCE, %              | 25.0% | 30.4% |        |



# Consolidated balance sheet (1/2)



| Assets, MEUR                                        | 30 Jun 2026    | 30 Jun 2025    | 31 Dec 2025    |
|-----------------------------------------------------|----------------|----------------|----------------|
| <b>Non-current assets</b>                           |                |                |                |
| Goodwill                                            | 244.5          | 232.9          | 224.9          |
| Intangible assets                                   | 30.9           | 18.1           | 16.5           |
| Property, plant and equipment                       | 178.3          | 152.4          | 168.5          |
| Deferred tax assets                                 | 123.2          | 139.9          | 129.1          |
| Other non-interest-bearing assets                   | 1.1            | 2.4            | 1.2            |
| <b>Total non-current assets</b>                     | <b>577.9</b>   | <b>545.7</b>   | <b>550.2</b>   |
| <b>Current assets</b>                               |                |                |                |
| Inventories                                         | 305.9          | 306.4          | 284.4          |
| Loans receivable and other interest-bearing assets* | 0.3            | 0.2            | 0.3            |
| Income tax receivables                              | 27.4           | 35.4           | 32.0           |
| Derivative assets                                   | 9.4            | 6.2            | 4.2            |
| Accounts receivable                                 | 283.9          | 246.4          | 250.8          |
| Contract assets                                     | 3.1            | 1.8            | 2.0            |
| Other non-interest-bearing assets                   | 58.6           | 75.0           | 44.0           |
| Cash and cash equivalents*                          | 1,314.2        | 341.0          | 459.7          |
| <b>Total current assets</b>                         | <b>2,002.8</b> | <b>1,012.6</b> | <b>1,078.0</b> |
| Assets held for sale                                | -              | 817.5          | -              |
| <b>Total assets</b>                                 | <b>2,580.7</b> | <b>2,375.7</b> | <b>1,628.2</b> |

\*Included in interest-bearing net debt



# Consolidated balance sheet (2/2)



| Equity and Liabilities, MEUR                                               | 30 Jun 2026    | 30 Jun 2025    | 31 Dec 2025    |
|----------------------------------------------------------------------------|----------------|----------------|----------------|
| <b>Equity attributable to the shareholders of the parent company</b>       |                |                |                |
| Share capital                                                              | 20.0           | 20.0           | 20.0           |
| Translation differences                                                    | -2.9           | -19.7          | -10.1          |
| Fair value reserves                                                        | 6.0            | 5.5            | -0.1           |
| Retained earnings                                                          | 990.1          | 1,034.6        | 1,000.2        |
| <b>Total equity attributable to the shareholders of the parent company</b> | <b>1,013.2</b> | <b>1,040.3</b> | <b>1,010.0</b> |
| Non-controlling interest                                                   | -              | 1.6            | -              |
| <b>Total equity</b>                                                        | <b>1,013.2</b> | <b>1,041.9</b> | <b>1,010.0</b> |
| <b>Non-current liabilities</b>                                             |                |                |                |
| Interest-bearing liabilities*                                              | 778.6          | 215.6          | 76.1           |
| Deferred tax liabilities                                                   | 4.9            | 7.9            | 5.9            |
| Pension obligations                                                        | 24.7           | 25.8           | 24.5           |
| Provisions                                                                 | 5.4            | 0.2            | 0.2            |
| Other non-interest-bearing liabilities                                     | 10.4           | 3.4            | 2.9            |
| <b>Total non-current liabilities</b>                                       | <b>824.0</b>   | <b>253.0</b>   | <b>109.6</b>   |
| <b>Current liabilities</b>                                                 |                |                |                |
| Interest-bearing liabilities*                                              | 180.3          | 48.0           | 174.7          |
| Provisions                                                                 | 37.7           | 38.0           | 36.7           |
| Income tax payables                                                        | 10.0           | 93.1           | 26.1           |
| Derivative liabilities                                                     | 4.5            | 3.5            | 2.0            |
| Accounts Payable                                                           | 176.5          | 172.0          | 151.7          |
| Contract liabilities                                                       | 22.0           | 23.6           | 20.5           |
| Other non-interest-bearing liabilities                                     | 111.7          | 101.7          | 97.0           |
| <b>Total current liabilities</b>                                           | <b>743.5</b>   | <b>479.9</b>   | <b>508.5</b>   |
| <b>Liabilities associated with assets held for sale</b>                    | <b>-</b>       | <b>600.9</b>   | <b>-</b>       |
| <b>Total equity and liabilities</b>                                        | <b>2,580.7</b> | <b>2,375.7</b> | <b>1,628.2</b> |

\*Included in interest-bearing net debt



# We continue to shape the essential industries with pioneering innovations



## All-new MULTILIFT Optima range

Hiab launched an all-new **MULTILIFT Optima** hooklift range, which brings next-generation capabilities to the mid-market segment through several core technological and design enhancements across all four solutions: The updated classic 20S and 25S and the new 20Z and 25Z, which combine sliding and tilting movements seamlessly within a single configuration.



## #1 and #2 in VAK Innovationspreis 2026

**HIAB wspr+** received a first and **MULTILIFT L2 Driver Support** a second prize at the VAK Innovationspreis 2026 during the IFAT event in Germany. HIAB wspr+, fully integrated crane ePTO-system, enables quiet, emissions-free operation. MULTILIFT L2 Driver Support and its semi-automated assistance system improves safety and efficiency of container handling.

 **Hiab Defence Logistics**

## Hiab redefines military logistics

Hiab launched a suite of mission-ready logistics innovations at Eurosatory 2026., the **HIAB 1622 ATF** loader crane that combines heavy-duty lifting capacity with a low profile and long outreach and the **HIAB JMIC** Top Handler, which is designed for handling JMIC containers, a standard in defence and military logistics.



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# Built to perform

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