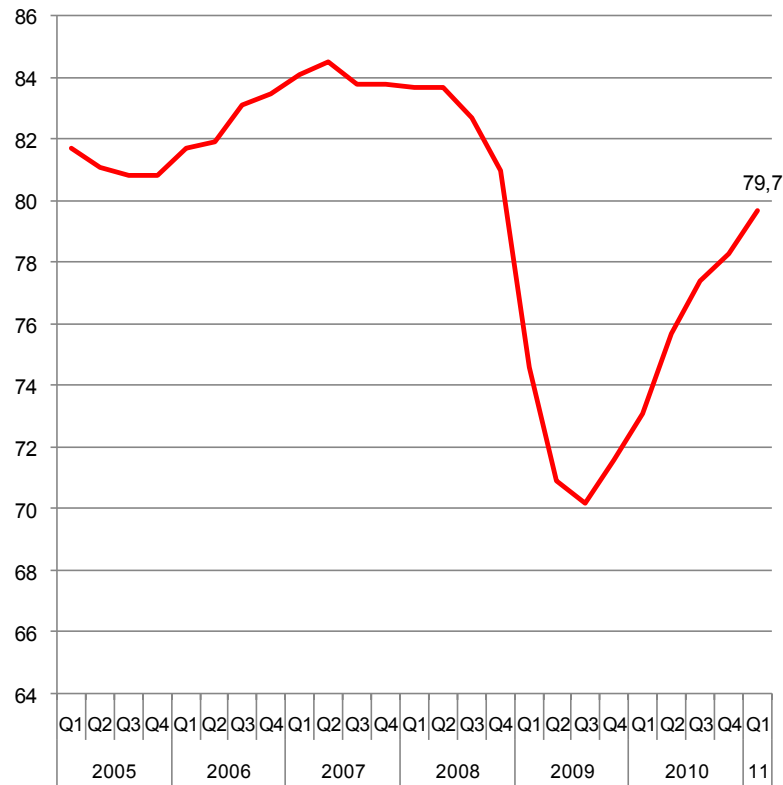


ANNUAL GENERAL MEETING

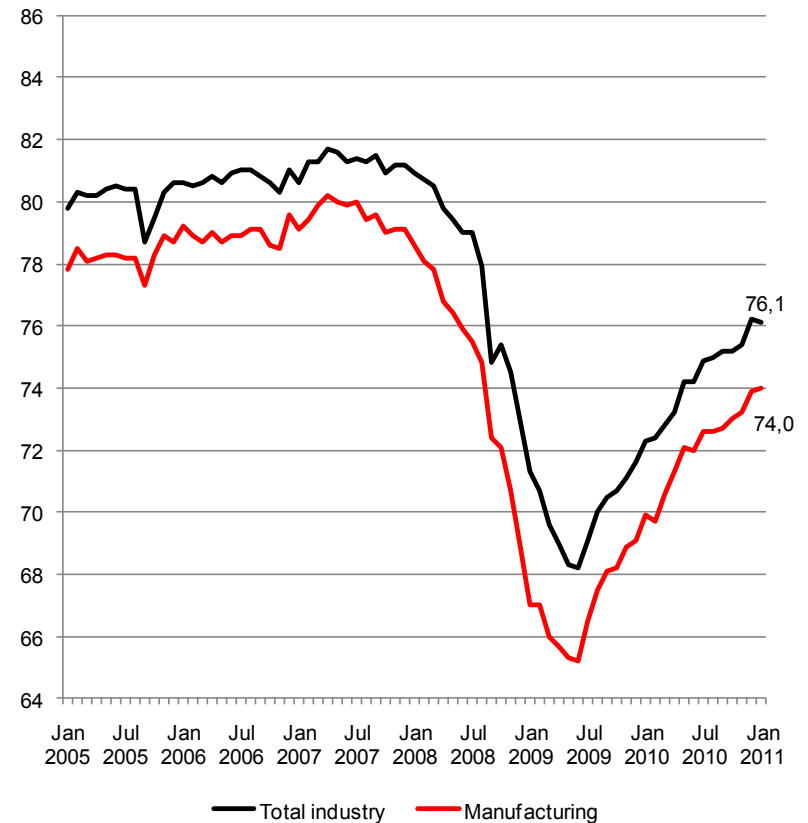
**March 31, 2011
Pekka Lundmark
President & CEO**

CAPACITY UTILIZATION: EU27 AND USA

Capacity utilisation of manufacturing in EU



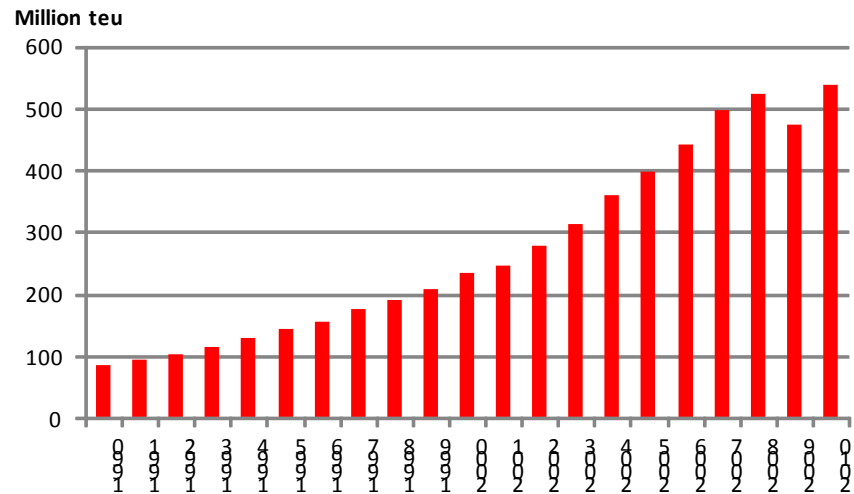
Capacity utilisation in the USA



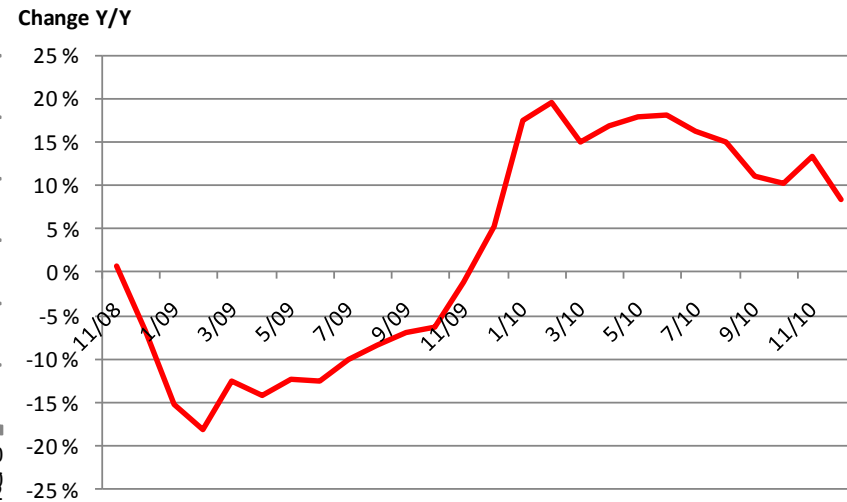
SOURCES: Eurostat (latest data point Q1/11), Federal Reserve Bank of St. Louis (January 2011)

CONTAINER TRAFFIC

Annual container handling volume



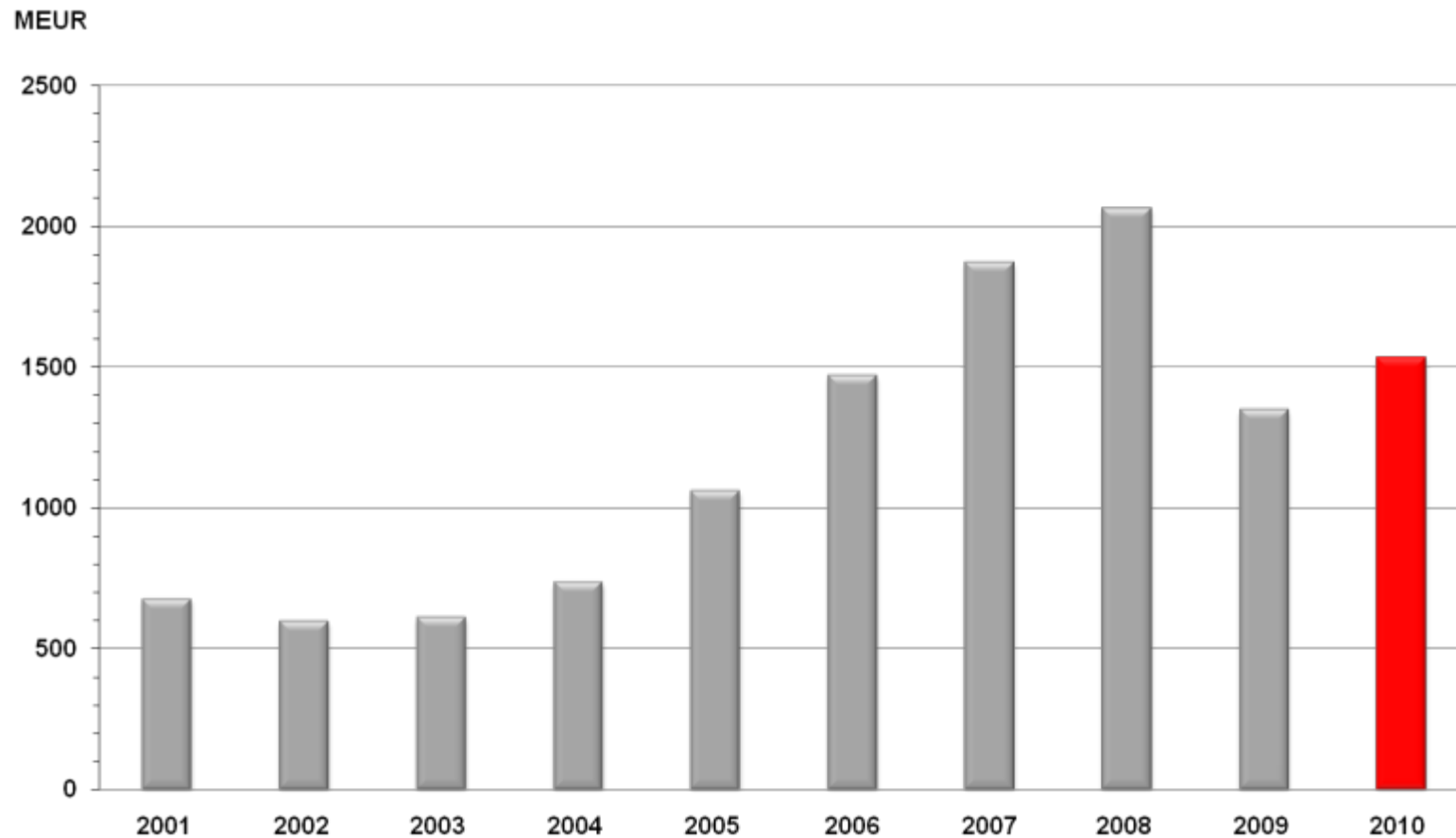
Monthly container handling volume



SOURCES: Drewry Container Annual 2009/2010, Drewry Freight Shipper Insight (latest data point December 2010)

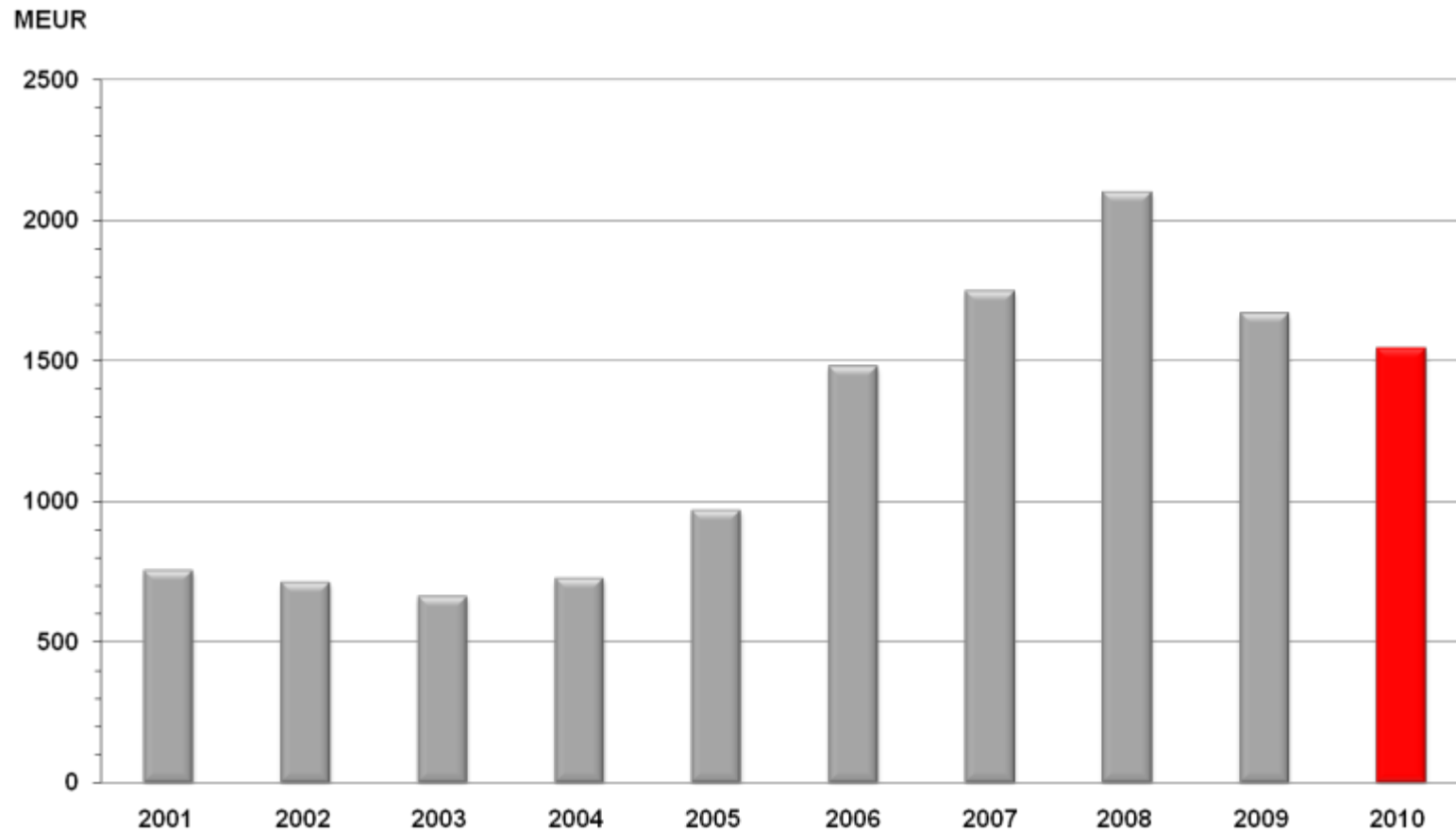
GROUP ORDERS RECEIVED

1 536.0 (1 348.9) MEUR, +13.9%



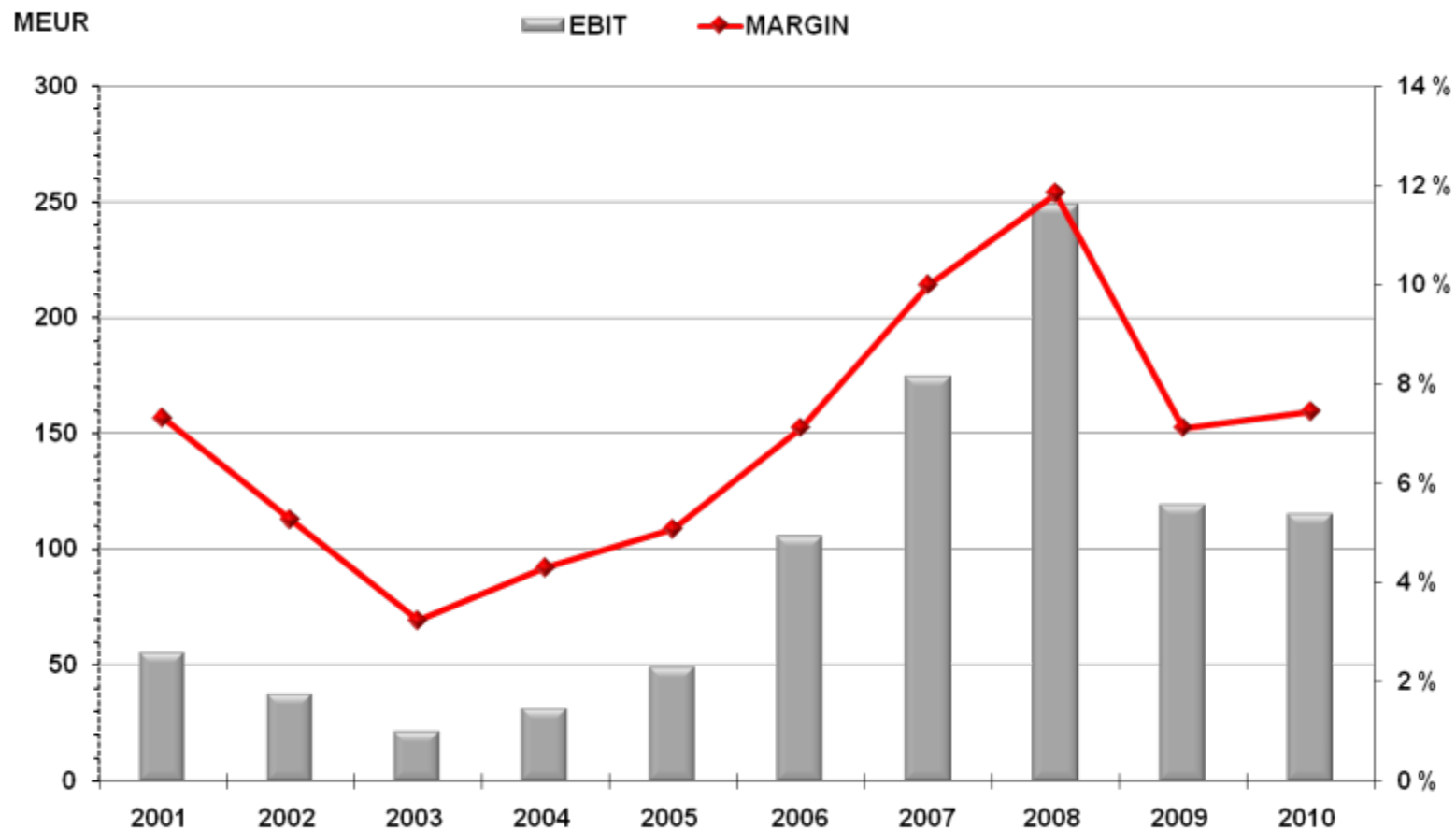
GROUP NET SALES

1 546.3 (1 671.3) MEUR, -7.5%



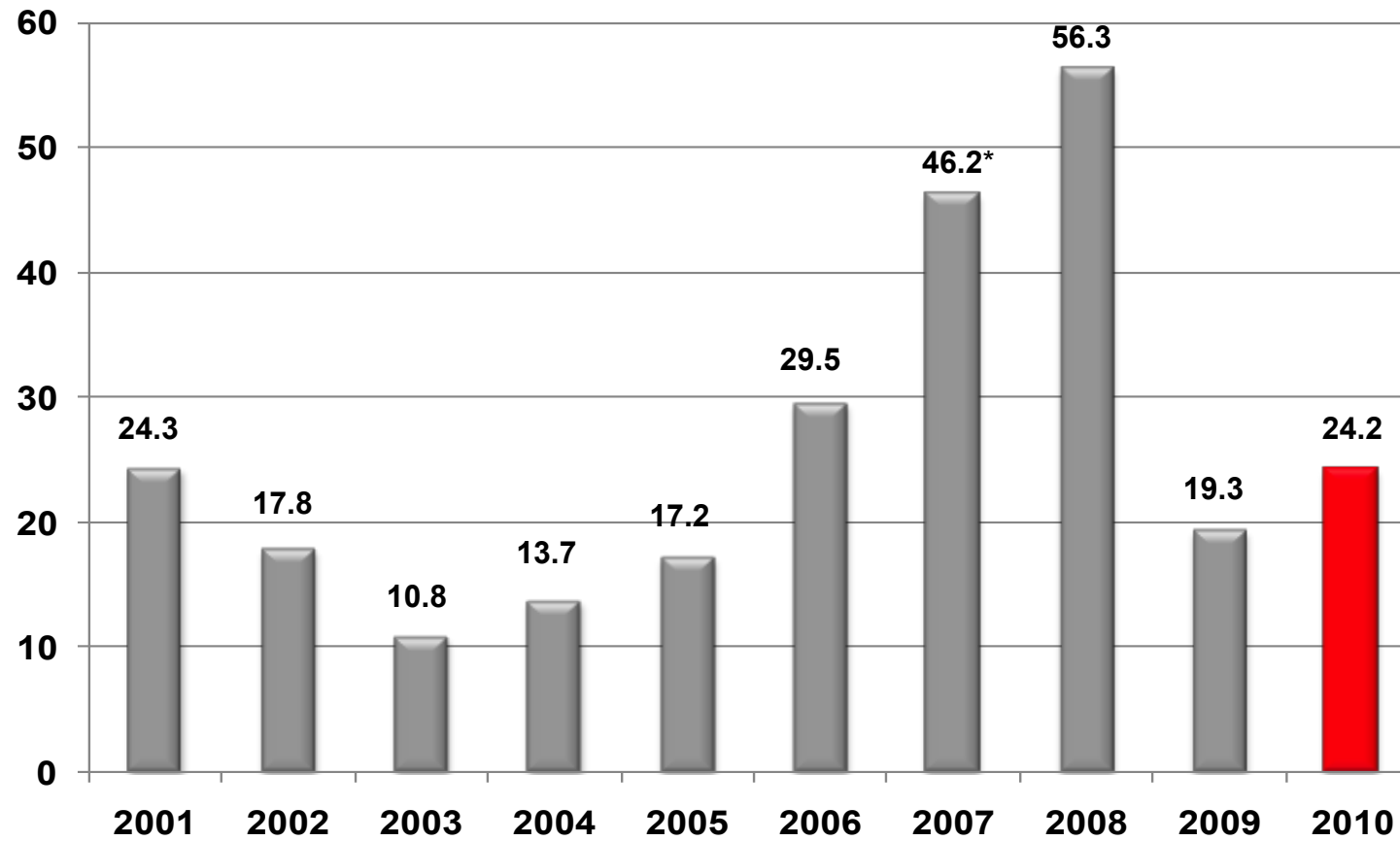
GROUP EBIT & MARGIN

EBIT: 115.1 (118.8) MEUR | MARGIN: 7.4% (7.1%), excluding restructuring costs



RETURN ON CAPITAL EMPLOYED

ROCE %

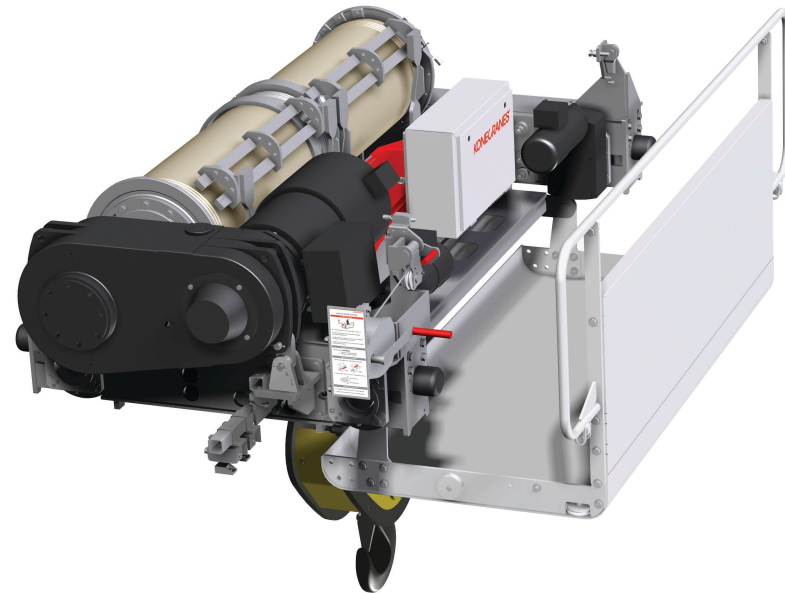


*The 2007 ROCE including capital gain was 50.4%

DIFFERENTIATION THROUGH SERVICE AND TECHNOLOGY INNOVATION



ROBORAIL



SMARTON®
SERVICE PLATFORM

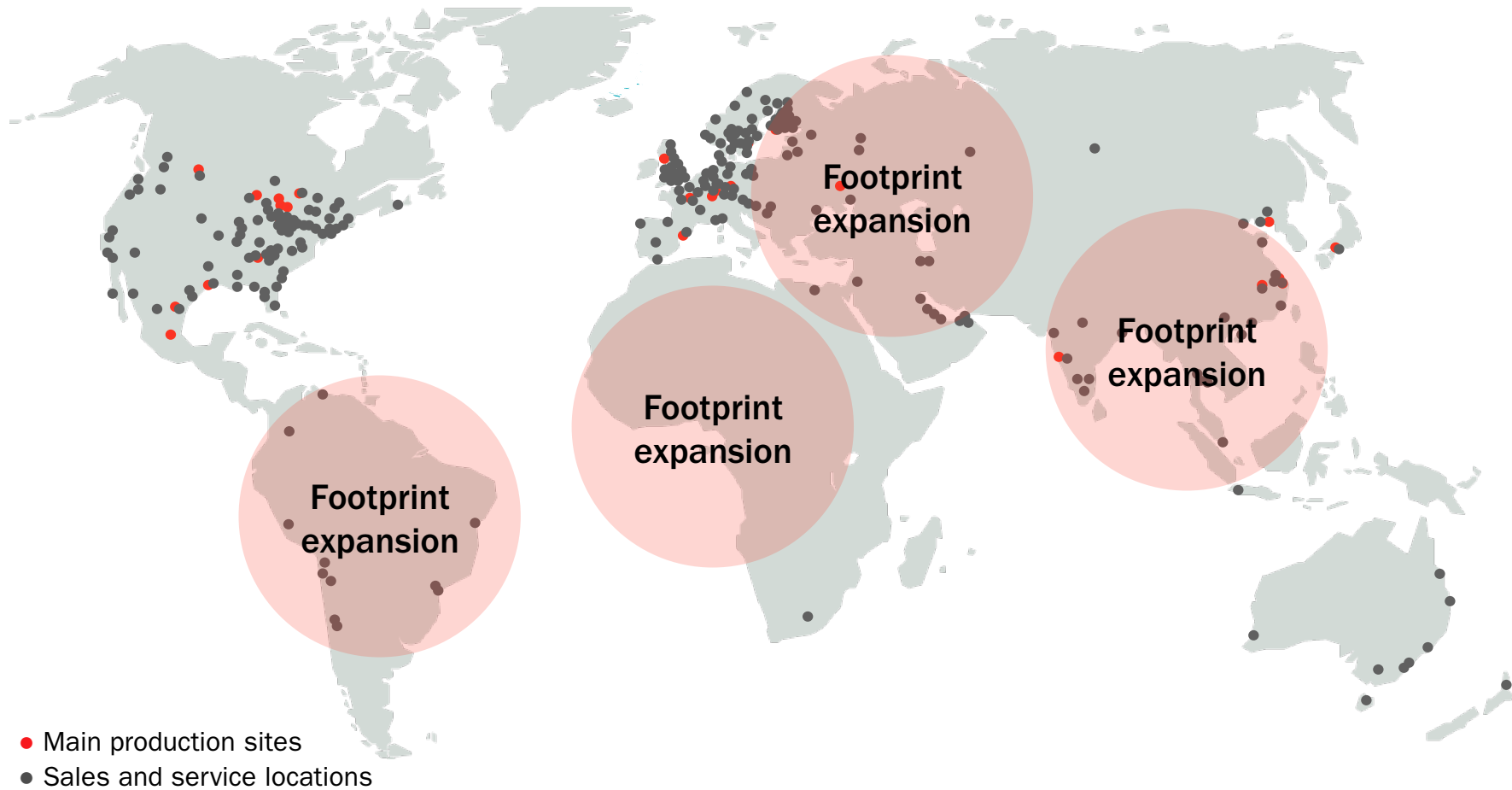
SMARTON®



REAL-TIME INFORMATION



GLOBAL FOOTPRINT

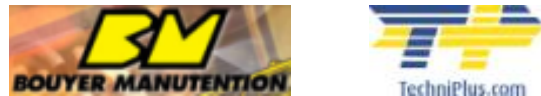


ACQUISITIONS IN 2010

- Six MTS companies: two in Denmark, in the UK and in the US



- Two crane service companies in France and Morocco



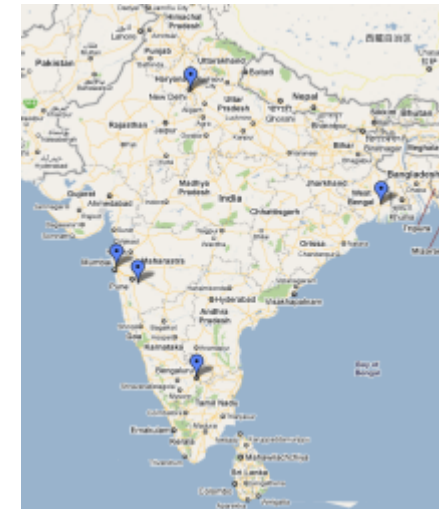
- Purchase of 22% of shares in Kito



- Capex on acquisitions and investments in associated companies EUR 46.5 million in 2010
- Acquisitive impact approximately 3% on orders and 2% on sales in 2010

ACQUISITION OF INDIAN WMI CRANES

- One of the leading suppliers of heavy-duty cranes in India
- Development of offering in India, adds in India to supply and sourcing network, enhances service business in India
- Acquisition in two phases within a year, maximum price approx. EUR60m
- Net sales of EUR30m, order book of more than EUR50m, good order prospects
- Approximately 350 people and additionally contracted workforce of about 600 persons



LIFTING PEOPLE

Important issues of:

- Finding new talent
- Retaining old talent
- Ageing population
- Well-being at work

**COMPANY
CULTURE**

LEADERSHIP

**PERFORMANCE
MANAGEMENT**

**COMPETENCE
DEVELOPMENT**

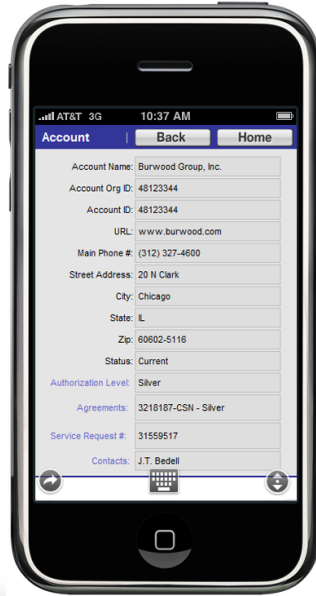
NOSTETTA TYÖHÖN – HEALTH CHECKS

- Survey of personnel's health and ability to work
- 1,346 employees participated in health checks in Finland
- 499 employees participating in daily activity monitoring to support one's development
- 60 employees participating in individual 6 months' well-being program

We want to achieve:

- Early and quick reaction/individual support
- Comprehensive improvement in ability to work
- Marked increase in health awareness
- Rewarding project for personnel
- Tools and background information for long-term development

IT DEVELOPMENT



Knowledge Tree

- Marketing Automation
- Sales Force Automation (SFA)
 - Core Functionality
 - Sales Strategy
 - Account Configuration Man
 - Contact manager
 - Pipeline Manager
 - Lead Manager
 - Activity manager
 - Sale Force Reporting
 - Sales Forecasts
 - Multimedia Encyclopedia
 - Service and Sales Support I
 - Design Customer Solution
 - Quote Management
 - Team Selling
 - Sales Process Scripting
 - Sales Territory and Bounda
 - Analytics and Reporting
 - Operations Support Systems (
 - Call Center and Customer Ser
 - E-CRM
 - E-Mail Response Management

Customer Relationship Management (CRM) Evaluation Project

CRM Component	Product/Provider	Network Factor (20%)	Weighted Average (80%)
1	Sales CRM (Oracle Solution)	82.50	88.36
2	Sales CRM (Sage Software)	85.34	87.20
3	Business Enterprise (Pioneer Software)	67.27	79.01
4	Network CRM (Microsoft)	66.82	77.54
5	Support CRM (Sage Software)	58.49	70.48

Weighted Average (80%) for Sales Force Automation (SFA)

EMPLOYEE DATA SHEET FOR MR. MICHAEL SPENCER

Full name: MR. MICHAEL SPENCER

ID NO.: 332321 | CURRENT POSITION: HR MANAGER | DATA TYPE: Employee

CATEGORY: ADMIN AND FINANCE | EMPLOYMENT TYPE: FULL TIME

DEPARTMENT: ADMINISTRATION | ARCHIVE NO.: 0 | SOCIAL SEC. NO.: 0 | INCOME TAX NO.: 0

NATIONALITY: UNITED KINGDOM | GENDER: MALE | BIRTH DATE: 29/06/1971 | MARITAL STATUS: MARRIED | RELIGION: CHRISTIAN

SPONSOR: LIVERPOOL HIGH SCHOOL | PERSONAL EMAIL ADDRESS: m.spencer@yahoo.com

EMERGENCY CONTACT PERSON: MS. KATHI HALL | EMERGENCY TELEPHONE NUMBER: 4433221100 | WORK EMAIL ADDRESS: m.spencer@liverpoolhs.com

PERMANENT ADDRESS: LIVERPOOL STREET ST. NO. 10 UK | CITY: LIVERPOOL | AREA: | COUNTRY: UNITED KINGDOM

CONTACT ADDRESS: CITY: | AREA: | COUNTRY: |

TELEPHONE 1: 4433221100 | TELEPHONE 2: | FAX NUMBER: | HOME TEL NO.: 443322110 | MOBILE NO.: 432321009 | FAX/PAGER NO.: |

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MARKET OUTLOOK AND FINANCIAL GUIDANCE FROM FEBRUARY 3, 2011

- The demand for maintenance services is expected to be above last year's level due to higher capacity utilization within customer industries
 - The demand for new equipment is expected to continue to grow in Asia-Pacific and in emerging markets in general. Also, customers in Western Europe and North America are gradually gaining confidence to increase their new equipment investments
- We forecast year 2011 sales and operating profit to be higher than in 2010



**NOT JUST LIFTING
THINGS, BUT
ENTIRE BUSINESSES**