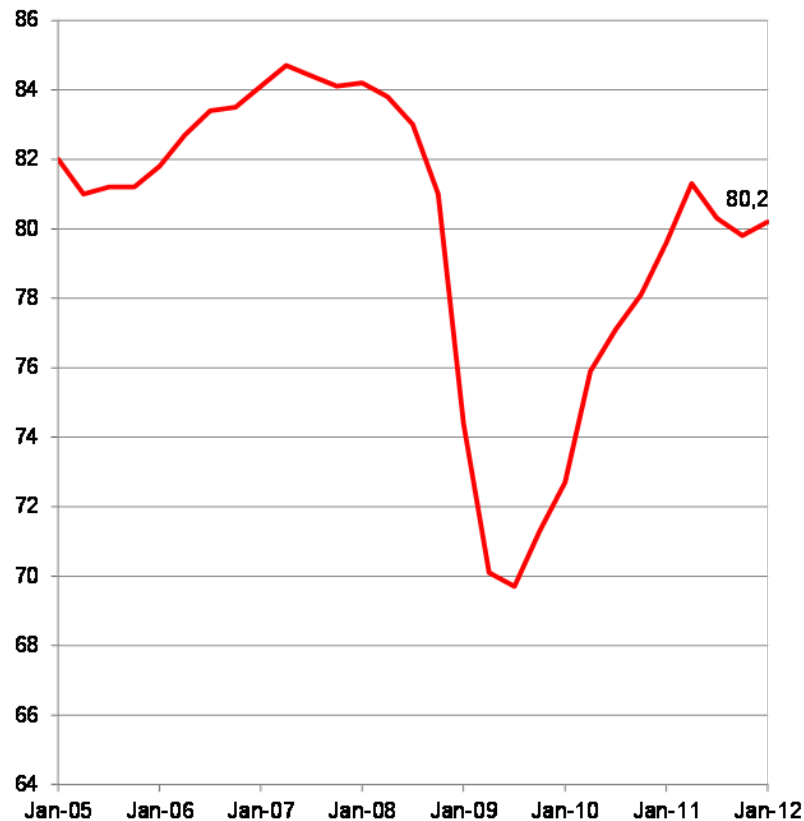


REVIEW BY THE CEO

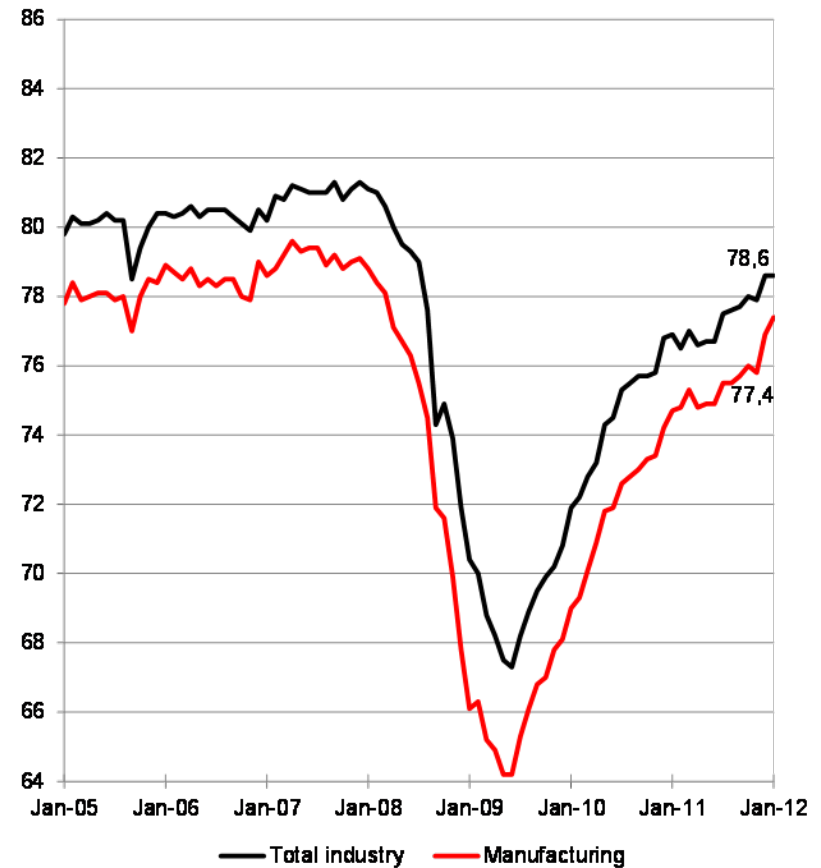
Annual general meeting March 22, 2012
Pekka Lundmark,

CAPACITY UTILIZATION: EU27 AND USA

Capacity utilisation of manufacturing in EU



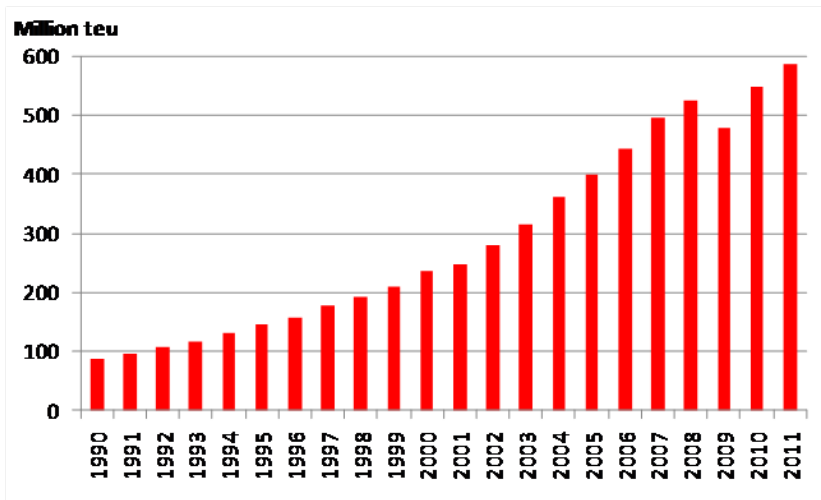
Capacity utilisation in the USA



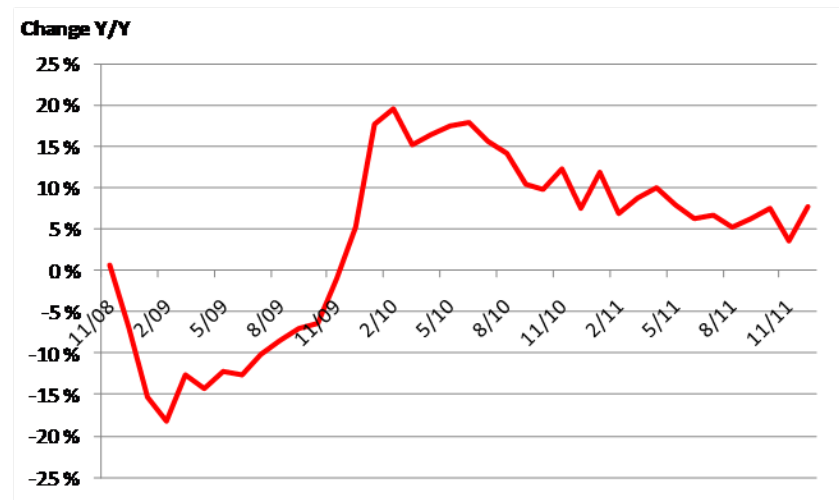
SOURCES: Eurostat (latest data point Q1/12), Federal Reserve Bank of St. Louis (January 2012)

CONTAINER TRAFFIC

Annual container handling volume



Monthly container handling volume

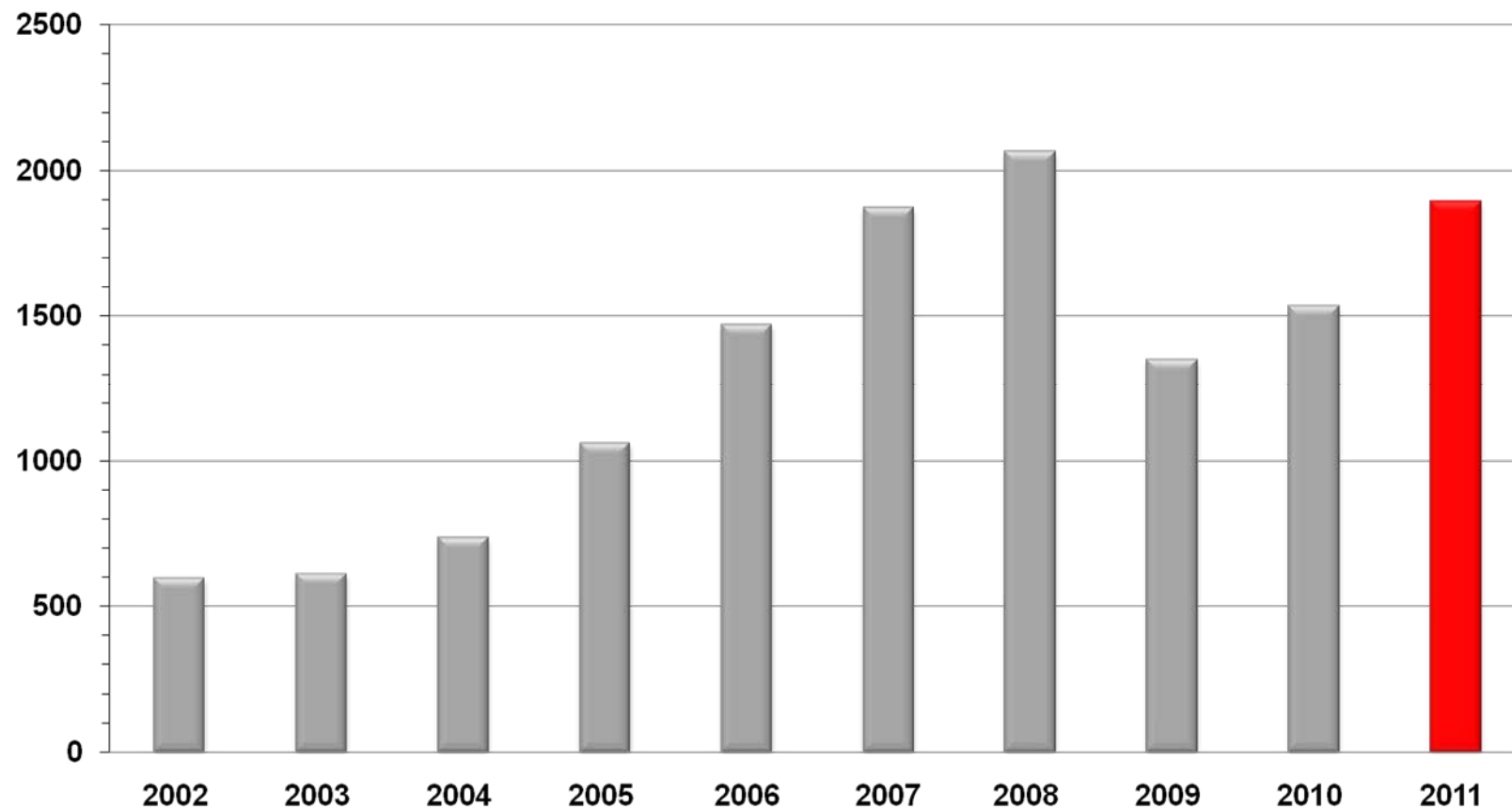


SOURCES: Drewry Container Port Insight (latest data point December 2011)

GROUP ORDERS RECEIVED

2011 Orders: 1,896.1 (1,536.0) MEUR, +23.4%

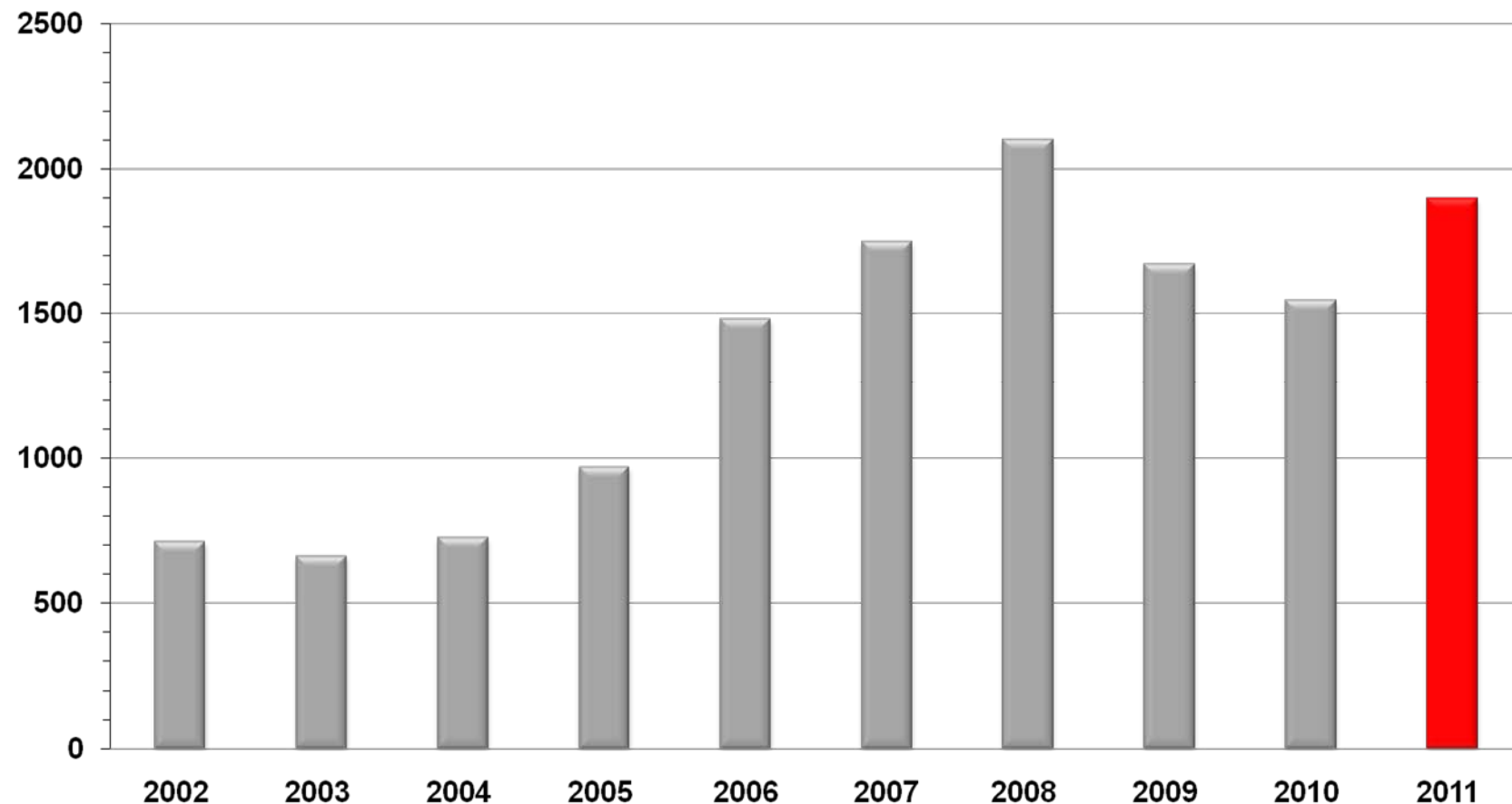
MEUR



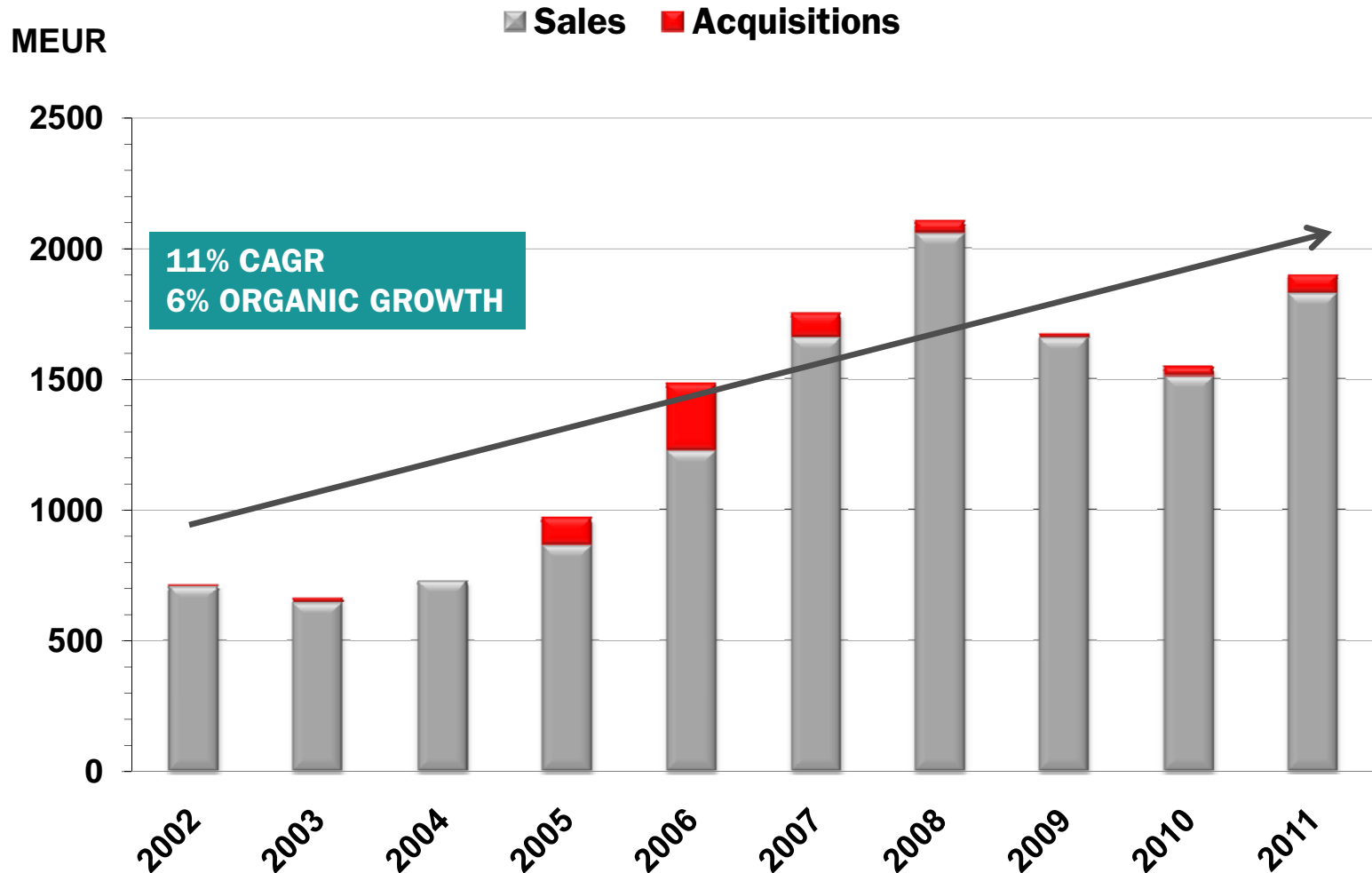
GROUP NET SALES

2011 Net sales: 1,896.4 (1,546.3) MEUR, +22.6%

MEUR

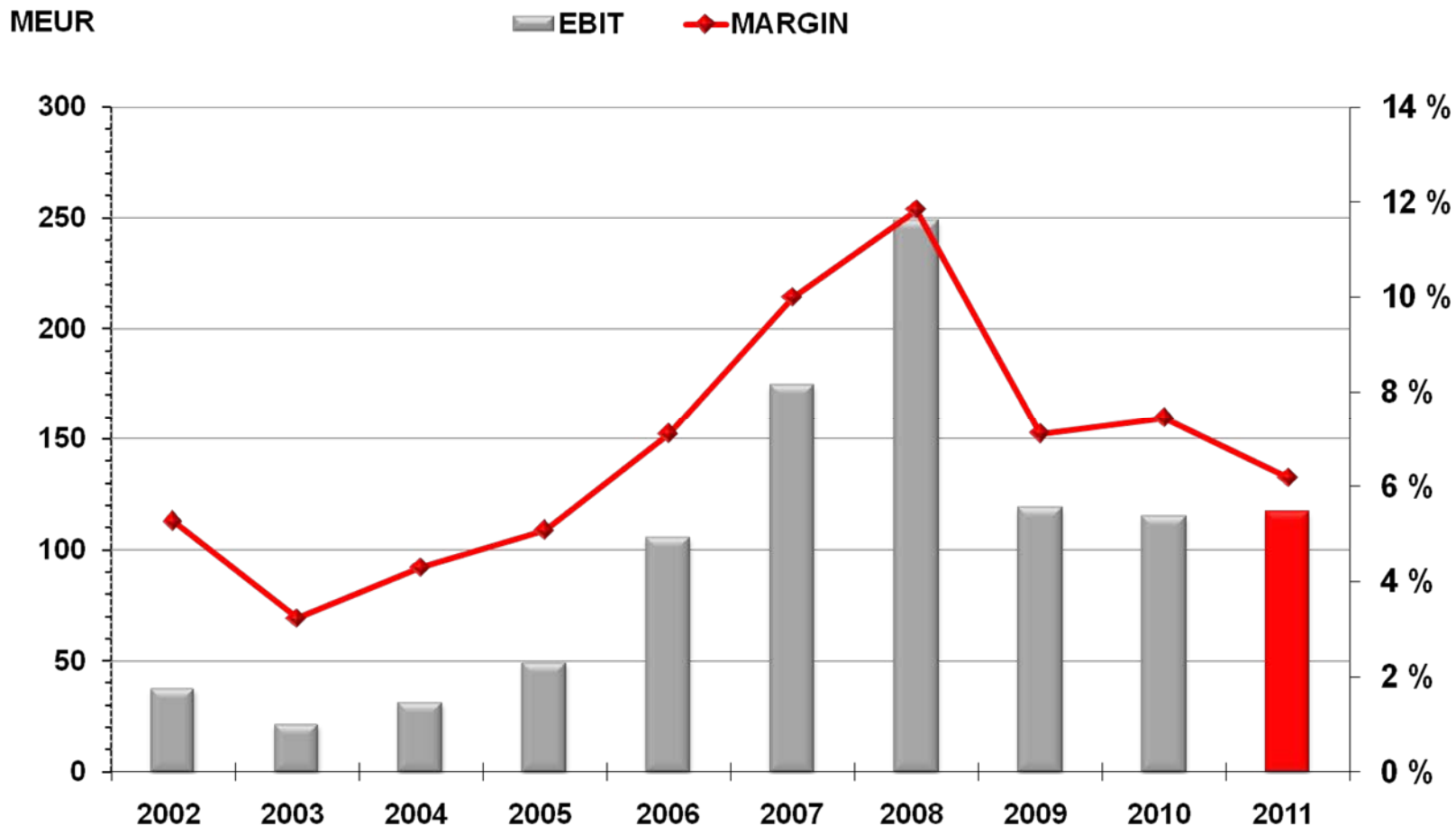


WE HAVE DELIVERED STRONG GROWTH



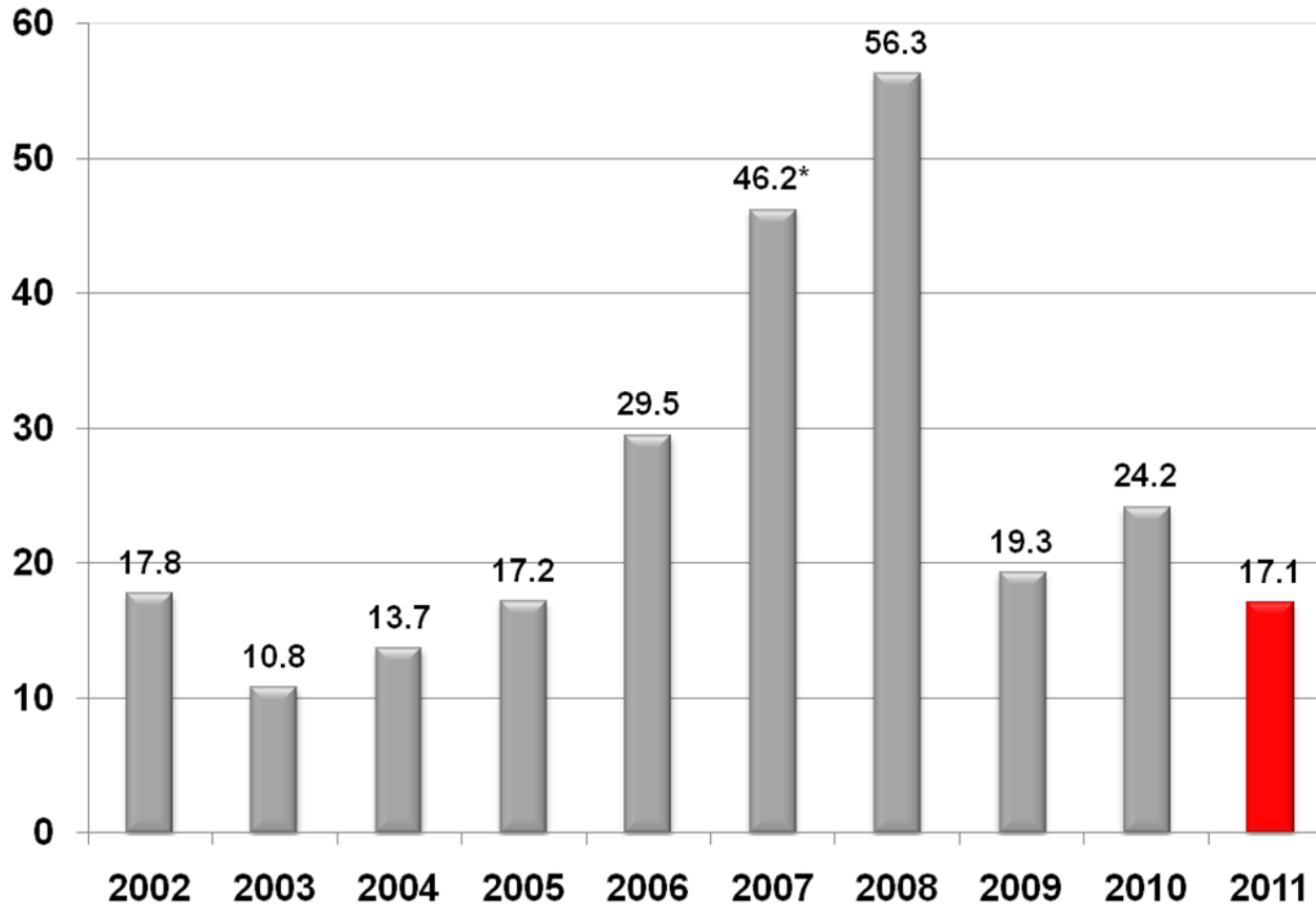
GROUP EBIT & MARGIN

2011 EBIT: 117.2 (115.1) MEUR, +1.8% | MARGIN: 6.2% (7.4%), excluding restructuring costs



RETURN ON CAPITAL EMPLOYED

ROCE %

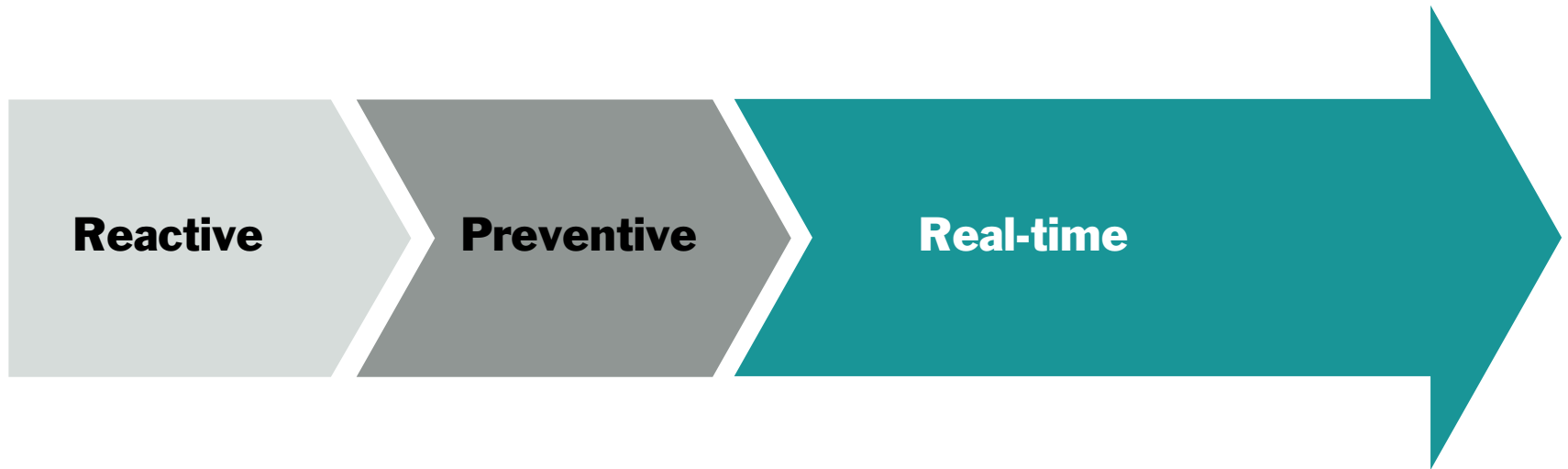


*The 2007 ROCE including capital gain was 50.4%

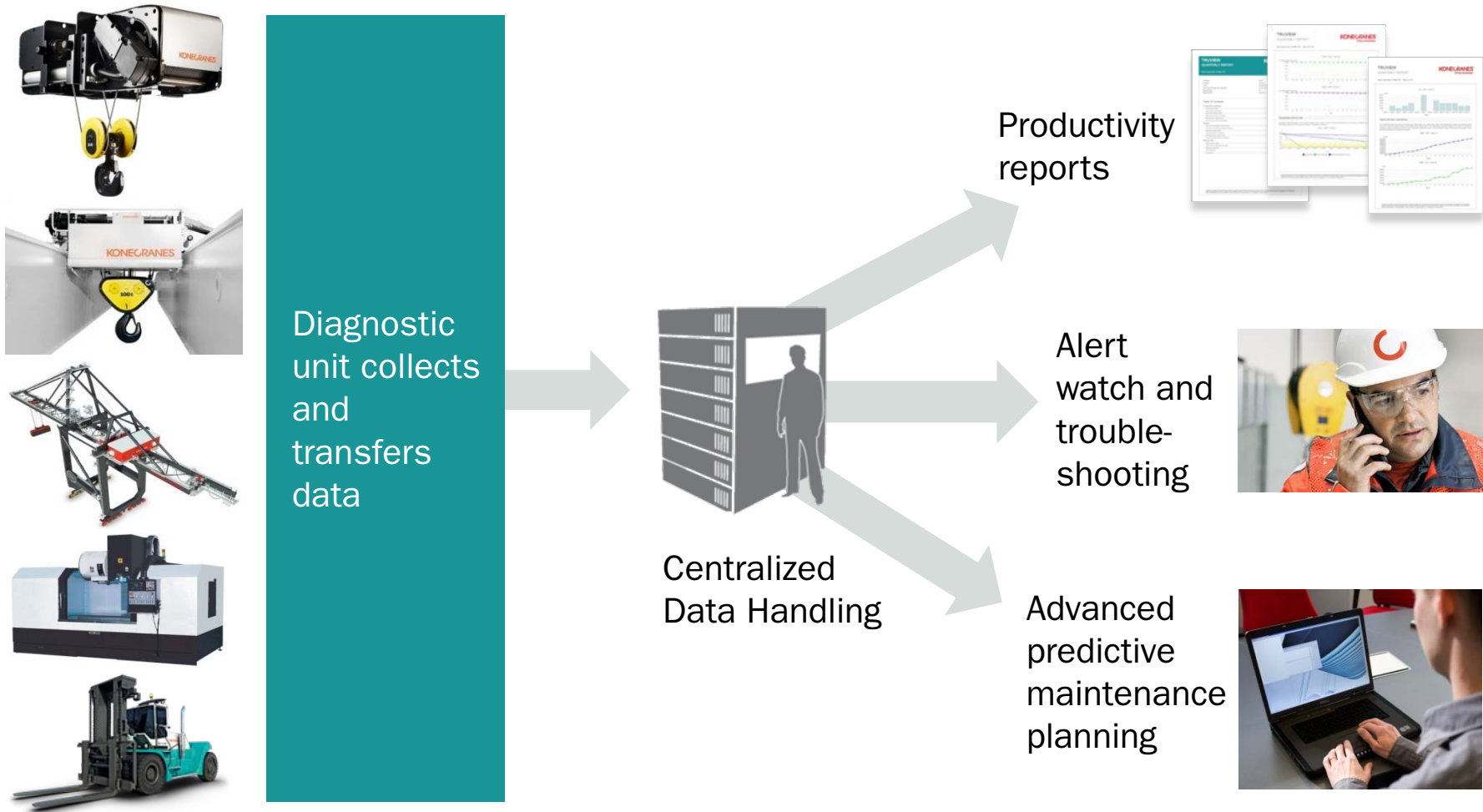
OUR NEW VISION

”We know in real time how millions of lifting devices and machine tools perform. We use this knowledge around the clock to make our customers’ operations safer and more productive.”

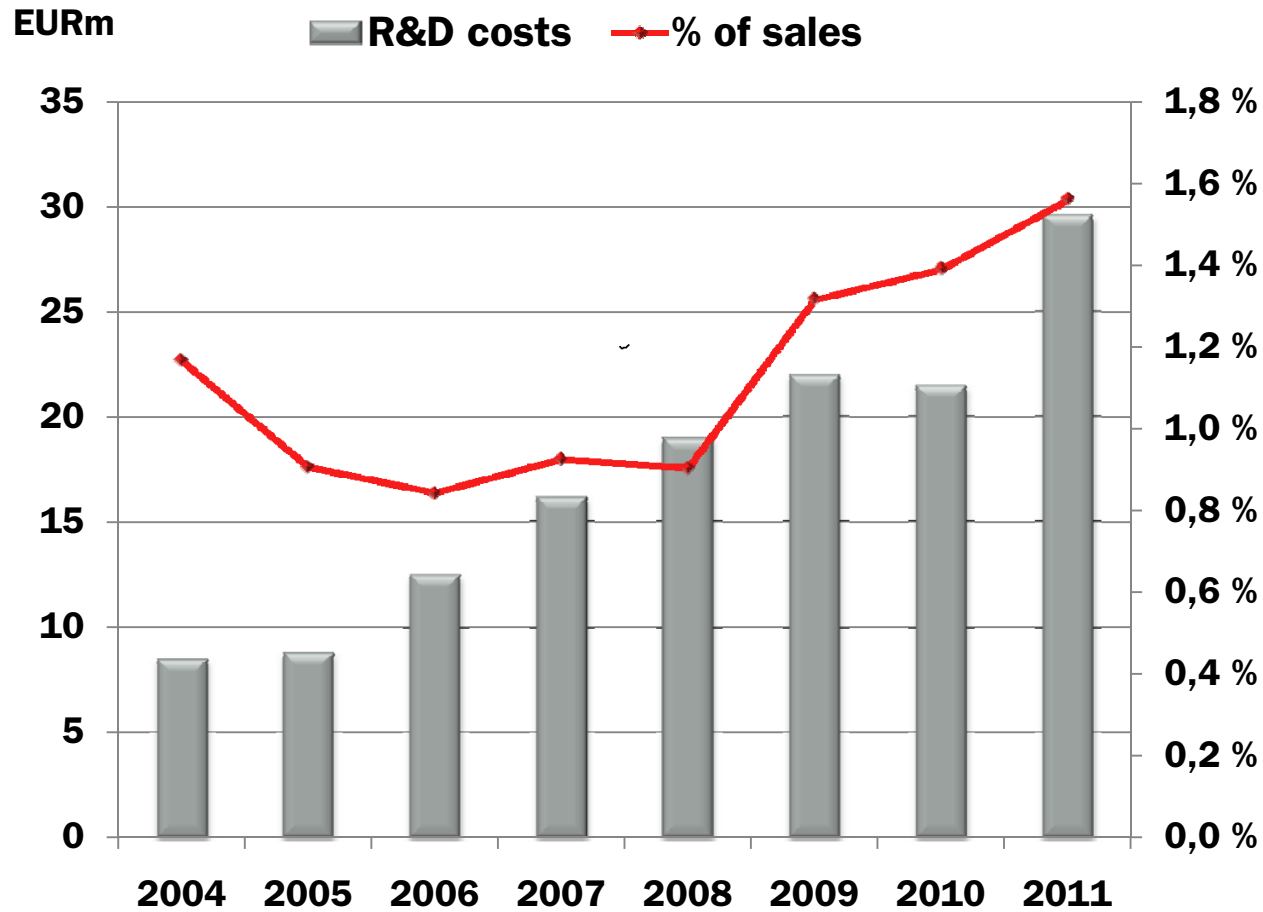
EVOLUTION OF SERVICES



REMOTE MONITORING LAYS FOUNDATION FOR REAL-TIME SERVICES



INCREASING R&D INVESTMENT



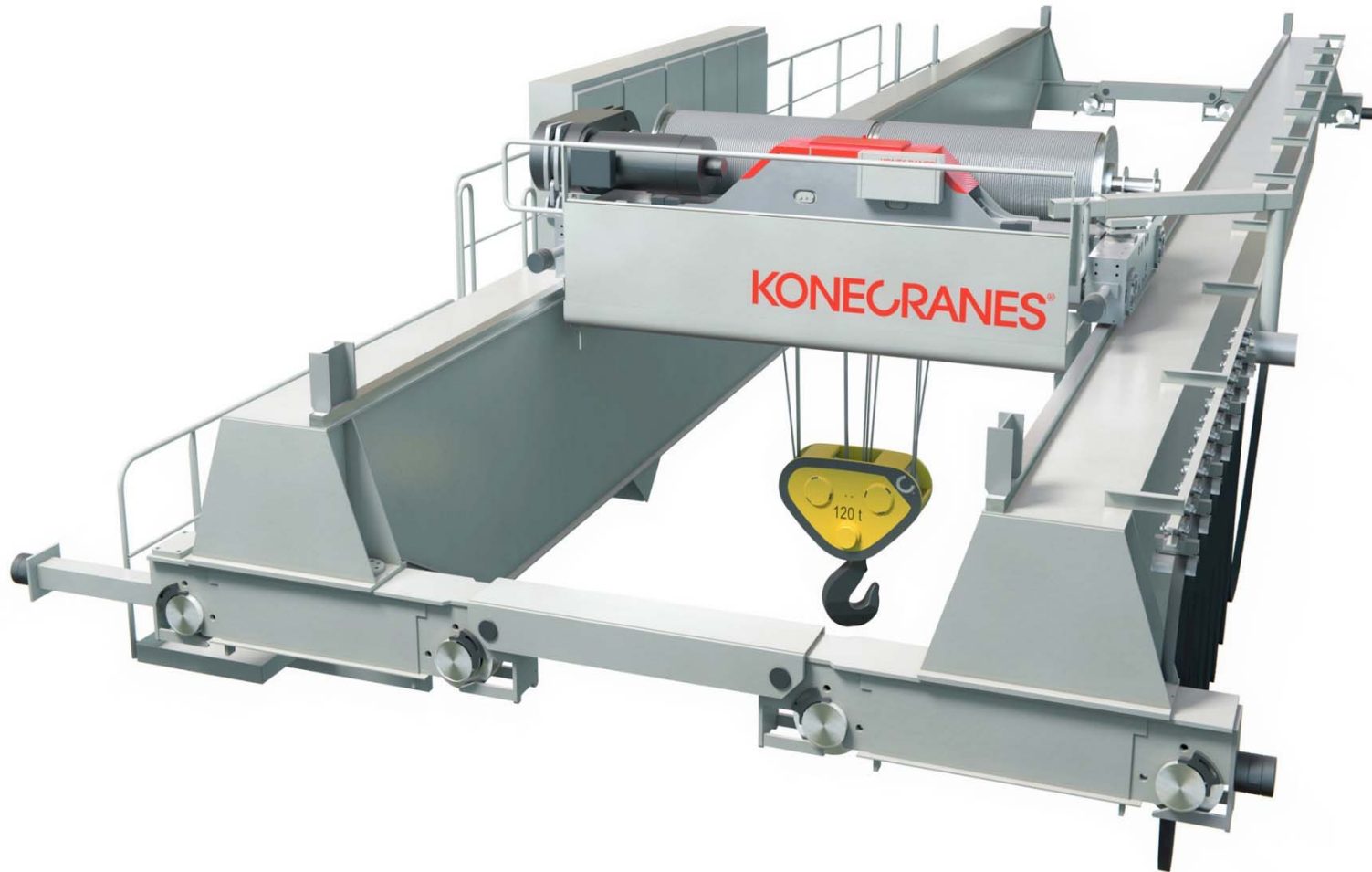
CABIN



STRADDLE CARRIER

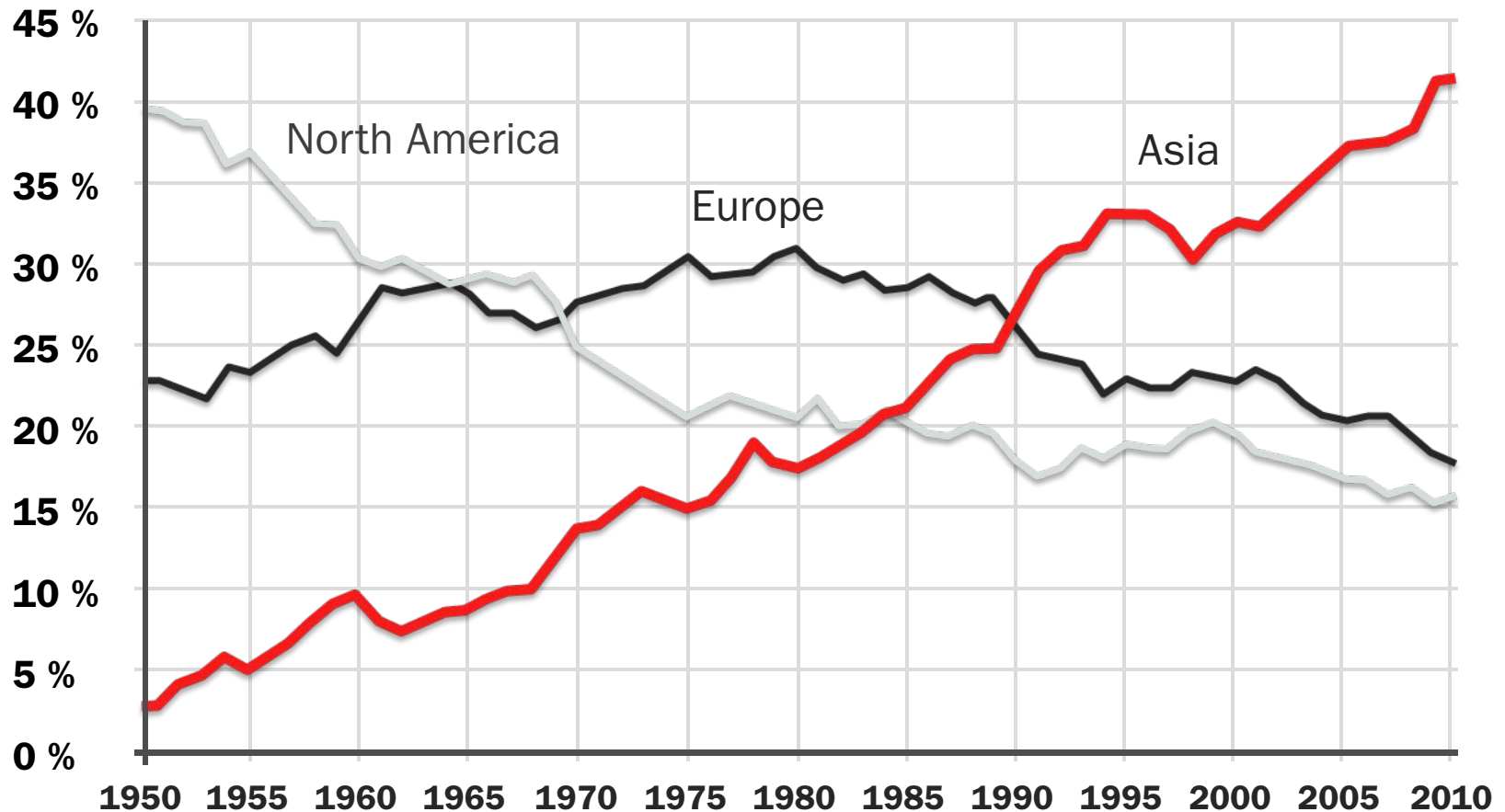


SMARTON



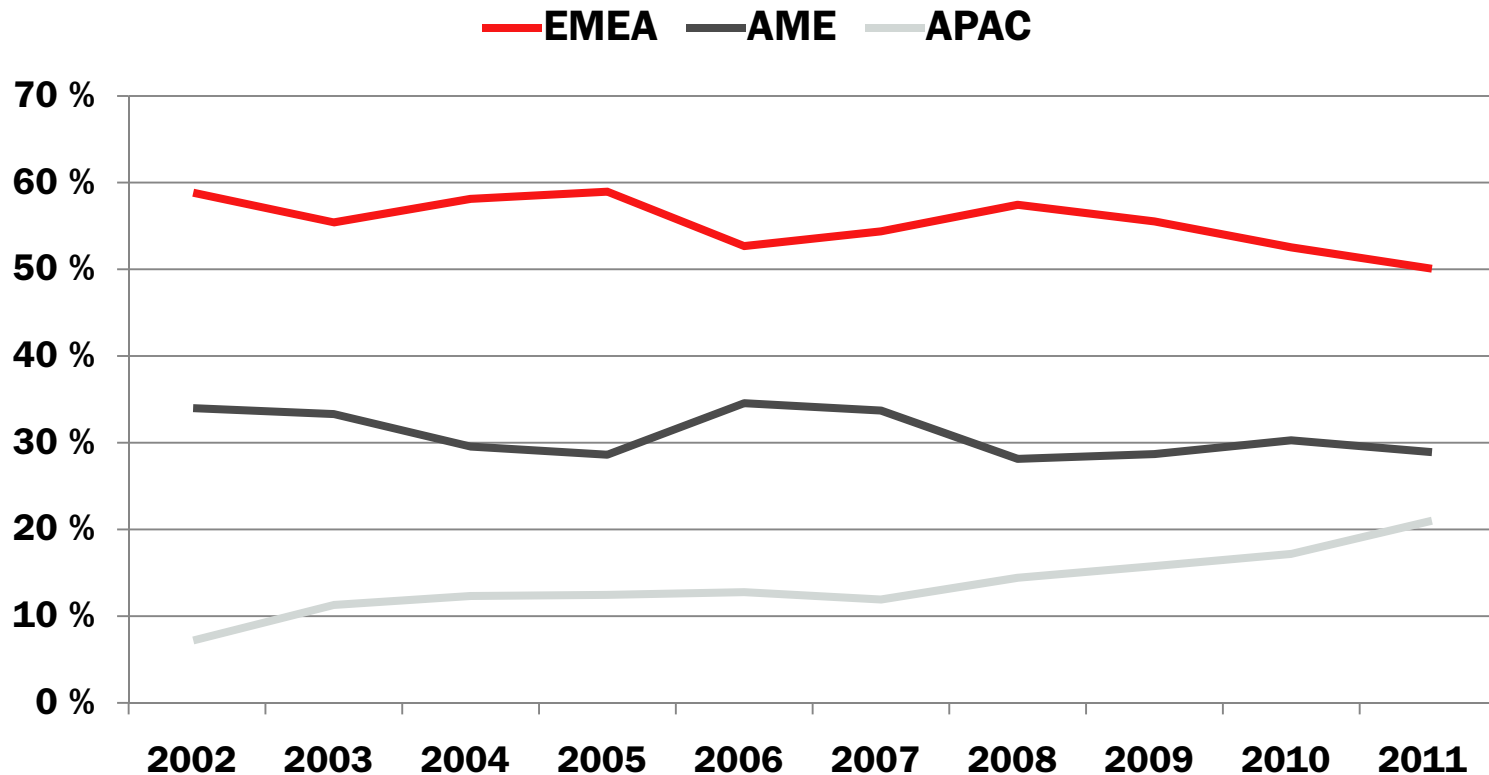
GLOBAL STRUCTURAL CHANGE IS CONTINUING

Asia's share of global industrial production continues to grow

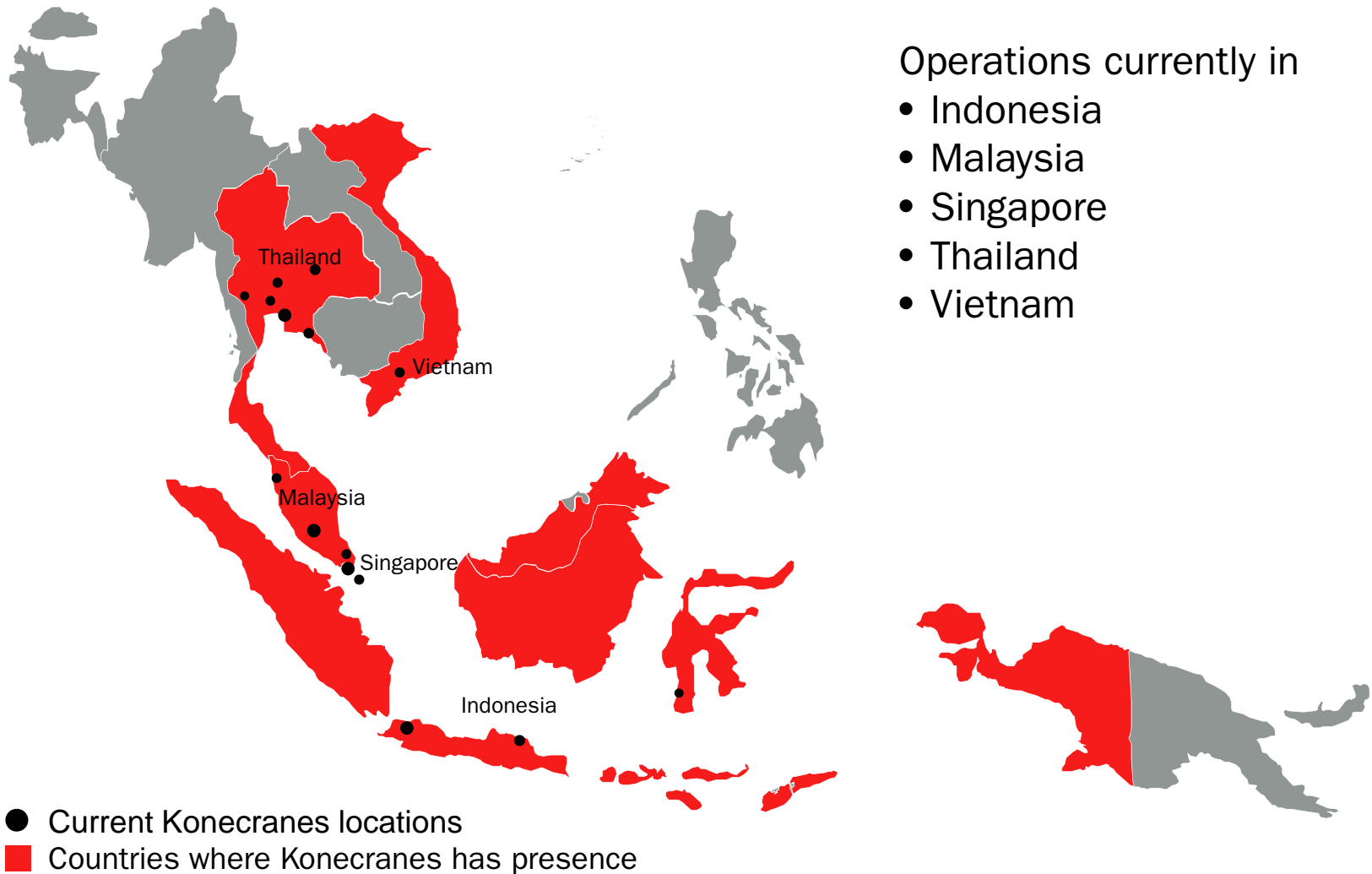


Source: Maddison (Historical Statistics), IMF, ETLA

APAC'S SHARE OF OUR SALES HAS INCREASED FROM 7% TO 21% IN 10 YEARS



STRENGTHENING PRESENCE IN SOUTHEAST ASIA

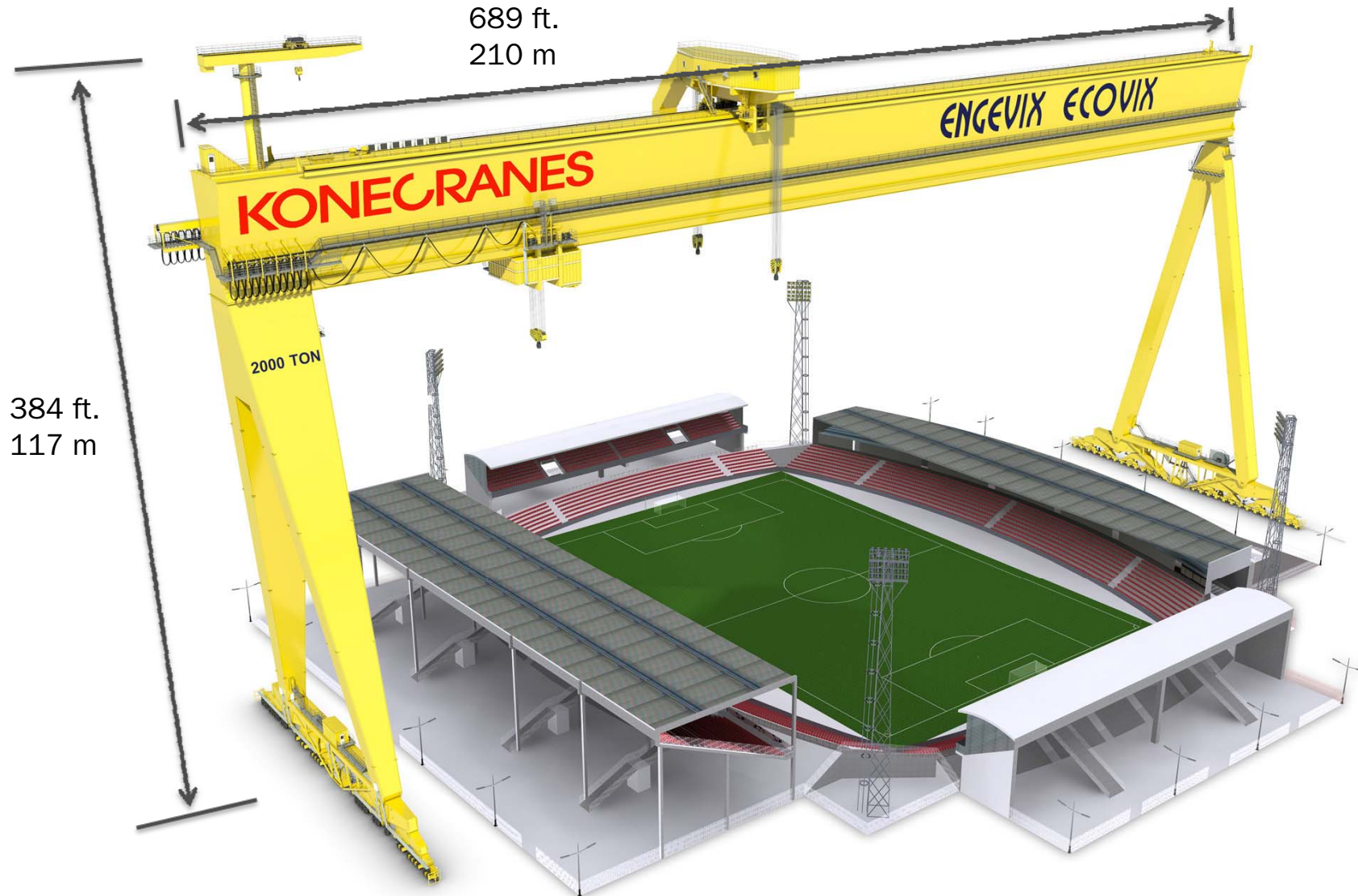


NEW MODERN CRANE MANUFACTURING FACILITY COMING UP IN JEJURI, INDIA



WORLD'S LARGEST GOLIATH CRANE

689 ft.
210 m



384 ft.
117 m

LIFTING PEOPLE

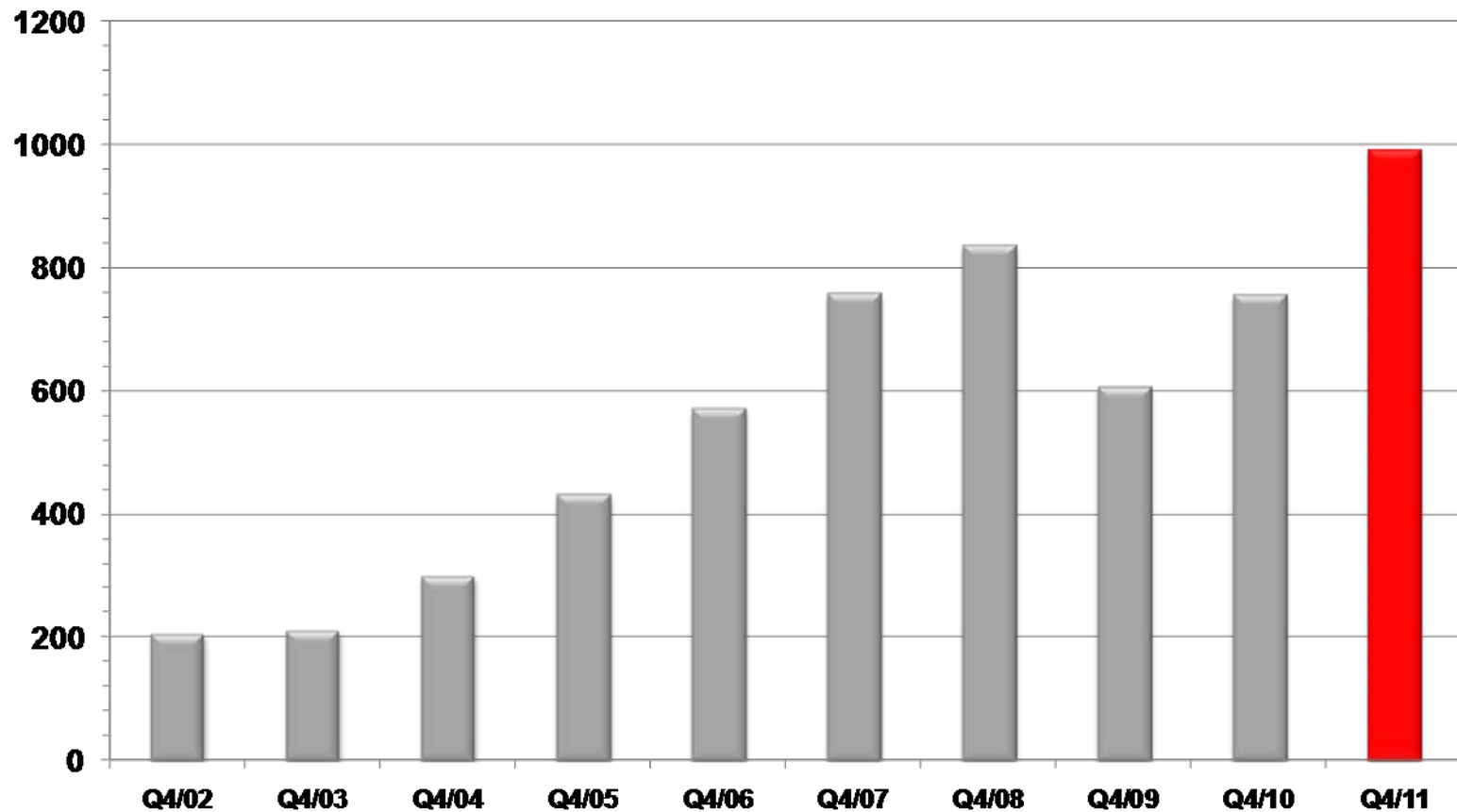


**WE WOULD LIKE AS MANY OF OUR
EMPLOYEES AS POSSIBLE TO BECOME
SHAREHOLDERS**

GROUP ORDER BOOK

Q4 Order book: 991.8 (756.2) MEUR, +31.2%

MEUR





THANK YOU!

