

## REVIEW BY THE CEO

Annual general meeting March 21, 2013

**Pekka Lundmark**

## Net sales

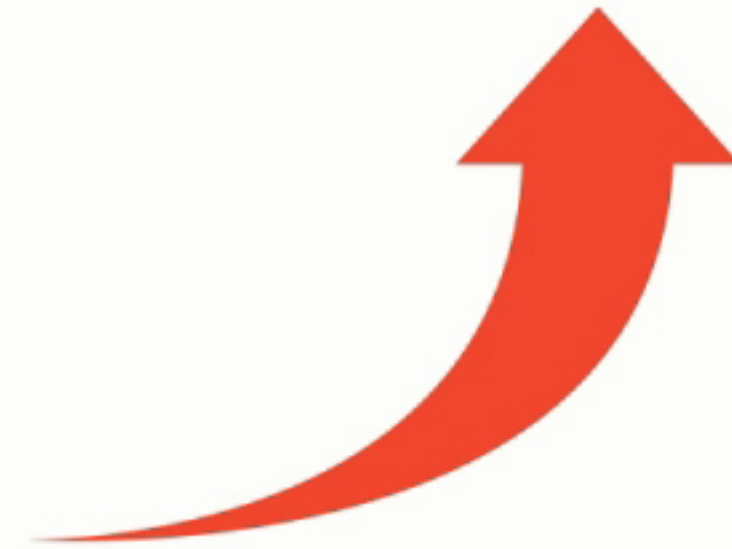


Year 2012  
**2,170** MEUR  
**+14%**

**Market share**

**2012 16%**

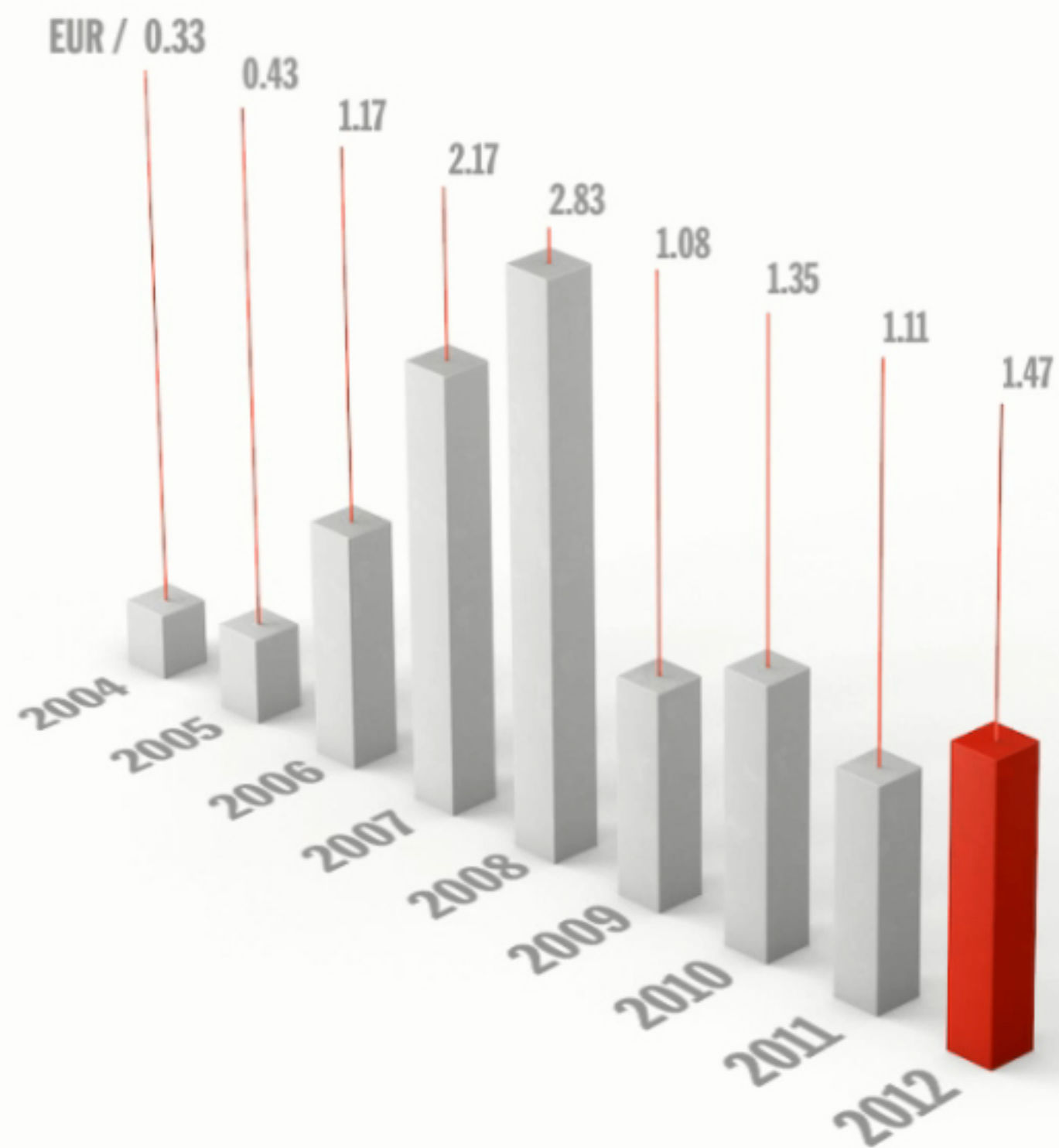
**2004 7.5%**



## Acquisitions

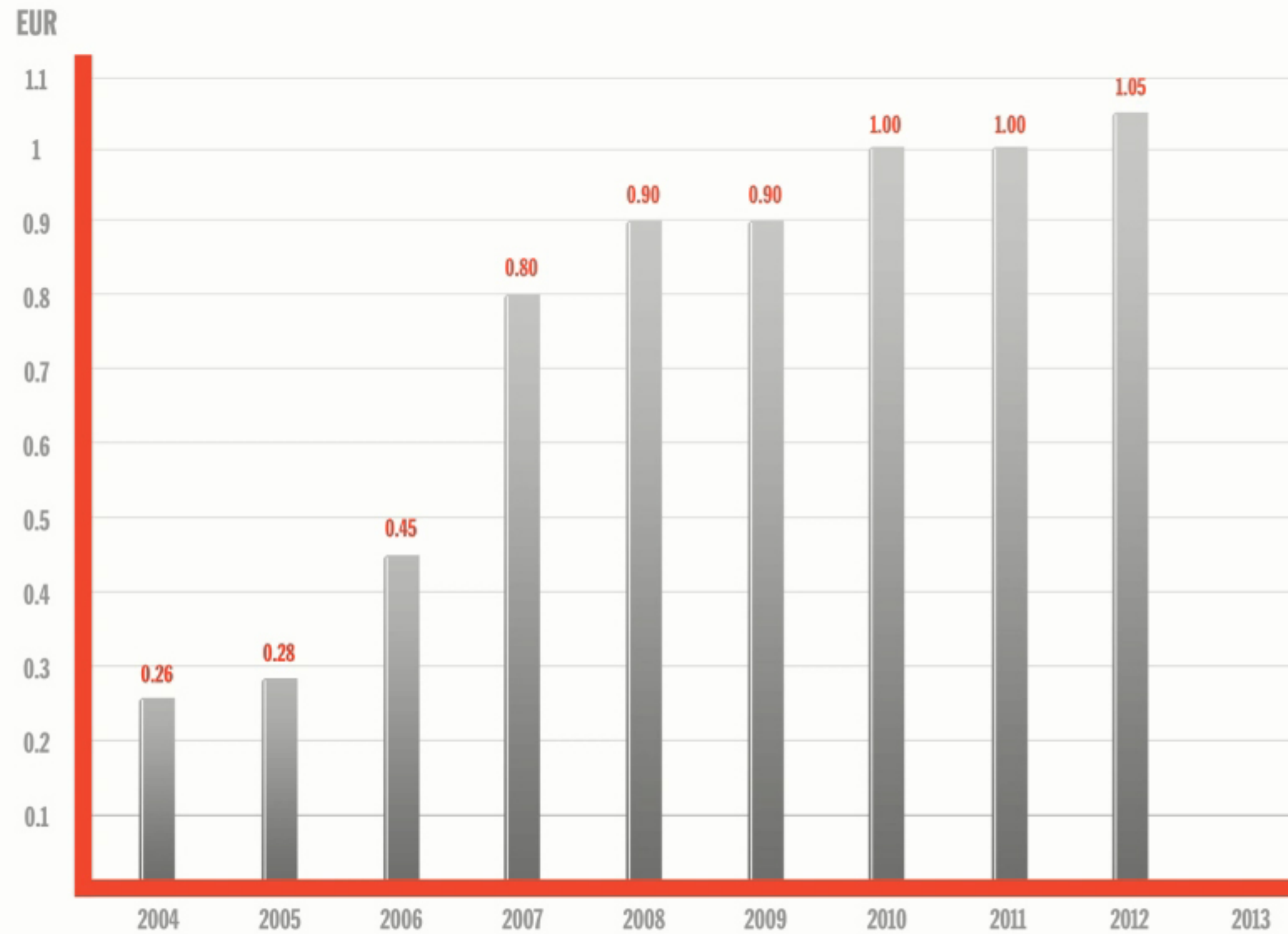


## Earnings per share



Year 2012  
**1.47** EUR  
**+32%**

## Dividend per share and share price





## Dividend per share and share price



## Market situation





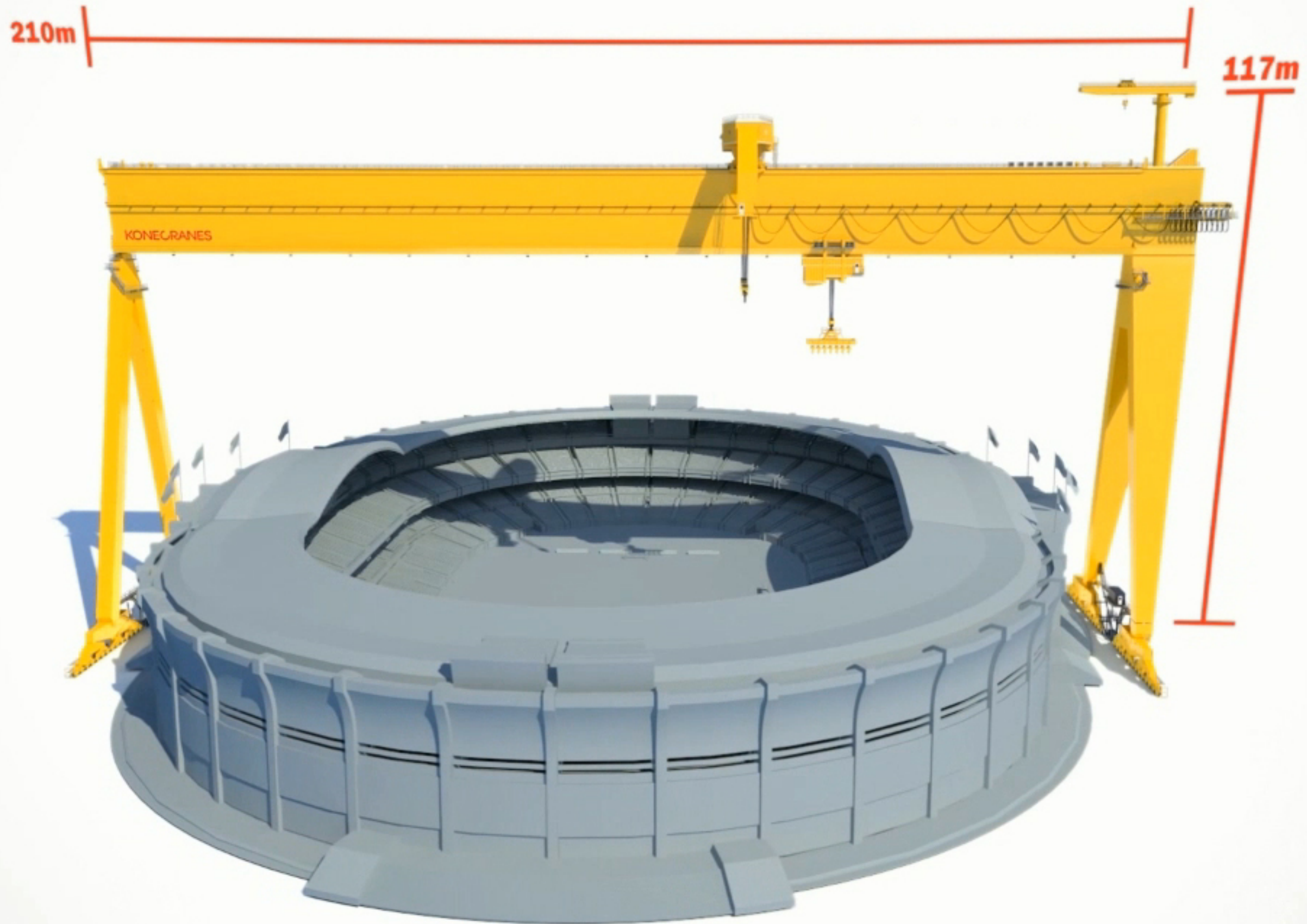


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# Future?

**Implementation** of the vision

**Emerging** markets

**IT**-systems

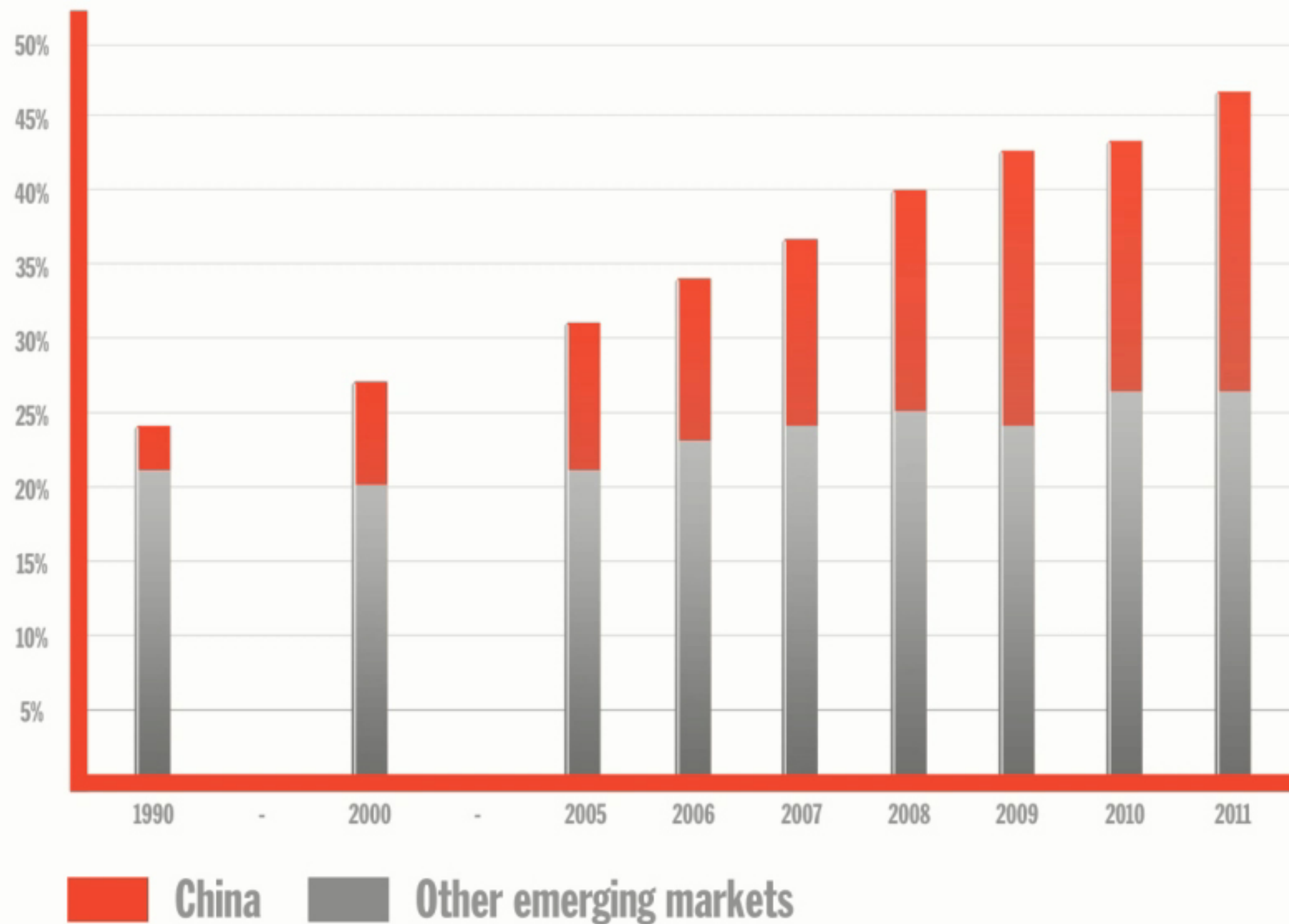


**We know in real time how millions of lifting devices and machine tools perform.**

**We use this knowledge around the clock to make our customers' operations safer and more productive.**



## Share of emerging markets in world manufacturing output



## Market segments in emerging markets



**Top**

**Mid**

**Low**

## Market segments in emerging markets



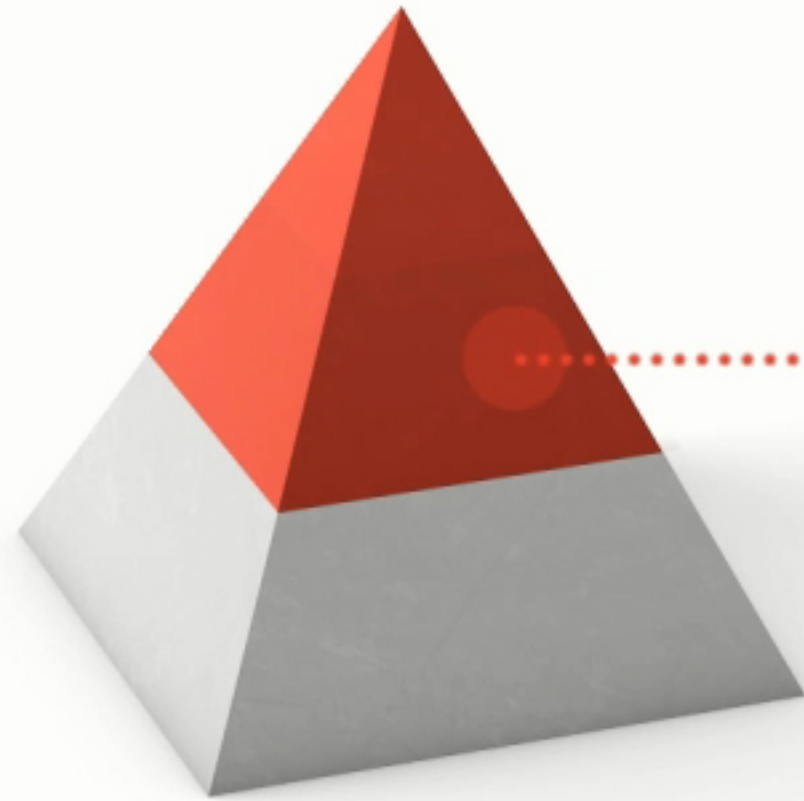
**Top**

**Mid**

**Low**



## Market segments in emerging markets



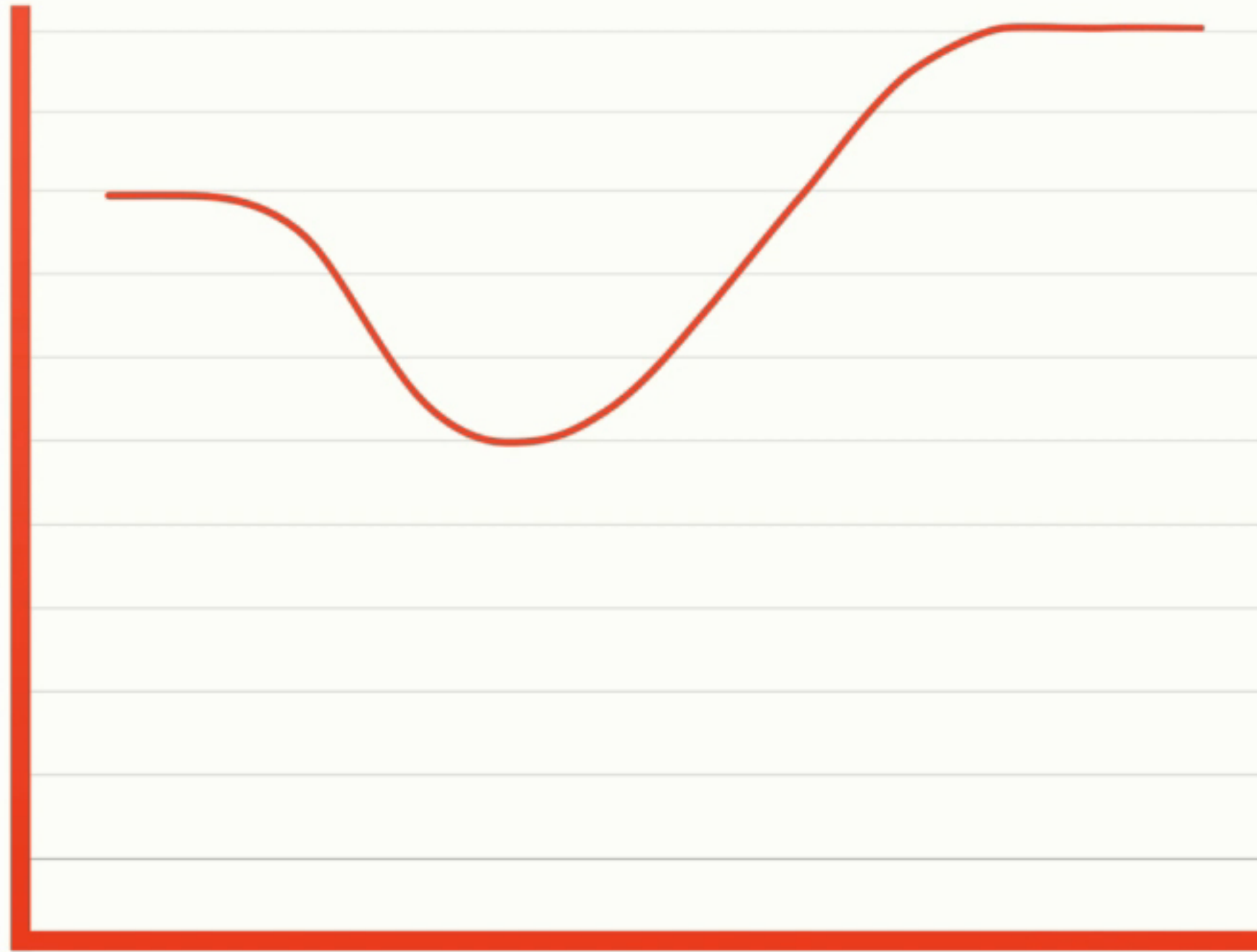
## IT systems



## IT systems



## Productivity development





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