



Making every move count

Pre-silent call with CFO Sakari Ahdekivi

16 June 2025



Disclaimer

This presentation includes forward-looking statements that are based on present plans, estimates, projections and expectations and are not guarantees of future performance. These forward-looking statements are subject to numerous risks, uncertainties and assumptions, including risks relating to Kalmar's industry and business and the risk that Kalmar's actual results of operations in future periods may differ materially from (and be more negative than) the expected results or performance targets discussed, or suggested, herein. These forward-looking statements reflect knowledge and information available at, and speak only as of, the date they are made, which, even though they seem to be reasonable at present, may turn out to be incorrect.

Except as required by law, Kalmar undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date hereof or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on such forward-looking statements.

Corporate information and basis for preparation

Kalmar Corporation was formed as a result of the partial demerger from Cargotec Corporation ("demerger"), which was completed on 30 June 2024. The trading in Kalmar Corporation shares on the main market of Nasdaq Helsinki commenced on 1 July 2024.

In this financial statements review, financial information is presented on an actual basis for the consolidated balance sheet as at 31 December, 30 September and at 30 June 2024, and on a carve-out basis for the earlier periods. Statement of income is presented on an actual basis for the period 1 July to 31 December 2024 and on a carve-out basis for all previous periods. The differences in carve-out and actual basis of preparation impacts the presentation of certain key figures. Key figures calculated based on equity, interest bearing debt and net debt are presented only for 30 June 2024, 30 September 2024 and 31 December 2024 information as the previous periods with carve-out information do not reflect the capital structure and financing of Kalmar Group. Key figures based on number of shares are calculated based on the number of shares upon listing of Kalmar Corporation on 1 July 2024 for all the periods before listing. Key figures that are based on market value or trading volume are not presented for periods prior to 1 July 2024.

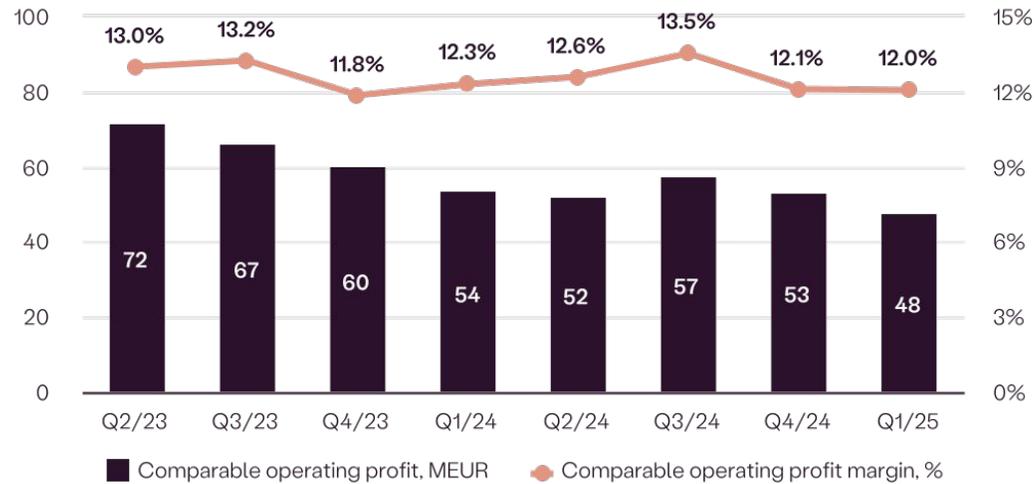
The carve-out financial statements do not necessarily reflect what the financials would have been had Kalmar operated as an independent consolidated group and had it therefore presented stand-alone consolidated financial information during the periods presented. Further, the carve-out financial information may not be indicative of Kalmar's future performance.

Agenda

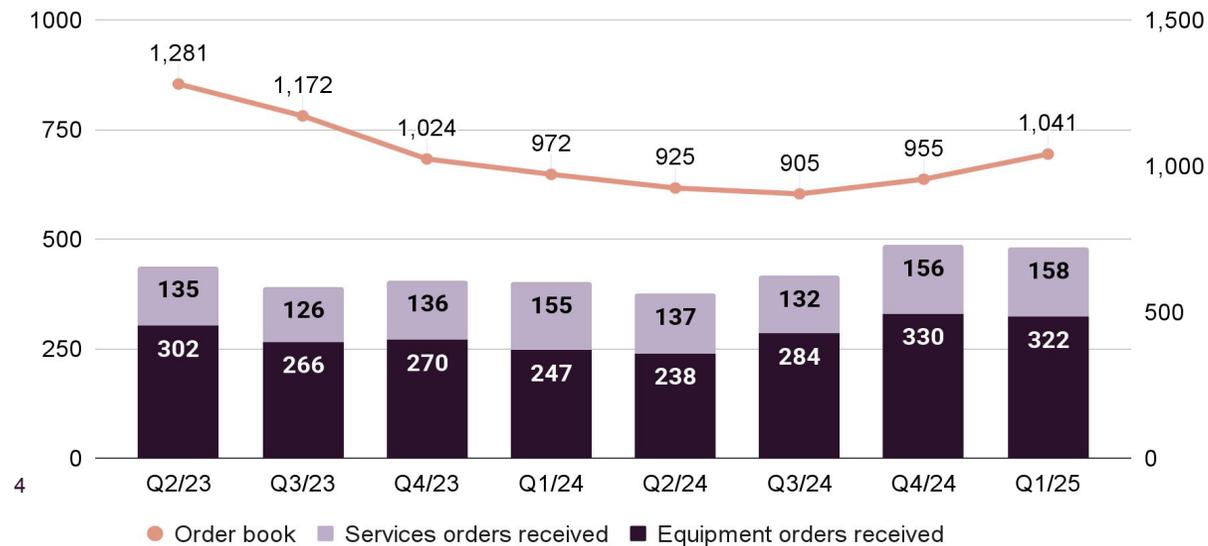
- Recap of Q1
- Announced orders and other releases in Q2 2025
- Market indicators
- Recent comments on the market environment
- Site visit for analysts & investors 17 September 2025

Where do we come from - Q1/2025 highlights

Comparable operating profit, MEUR and %



Orders received and order book, MEUR



- Orders received increased by 20%
 - Overall favourable demand in Q1
- Resilient comparable operating margin (12.0%)
 - Supported by record high services profitability
 - Sales decreased by 9%
- Investing in sustainable innovations. 5 year Move2Green R&D program launched
- Increased level of uncertainties, affected by e.g. the recent tariff announcements and geopolitical tensions

Q2/23 - Q2/24 are carve-out figures

Announced equipment orders booked in Q2 2025



11 hybrid straddle carriers +
MyKalmar INSIGHT to
Seayard, France
Size: significant



14 hybrid straddle carriers
to Hanseatic Global
Terminals, France
Size: significant



4 automated straddle
carriers to Victoria
International Container
Terminal, Australia
Size: large

Announced orders during Q2 but booked in earlier quarters



6 reachstackers, 3 empty container handlers and 6 terminal tractors to Perlis Inland Port, Malaysia
Booked in: 2024



12 fully electric straddle carriers and Kalmar FastCharge charging station to DP World, London Gateway, UK
Size: significant
Booked in: Q1 2025



STS crane repair project for JNPA in Mumbai, order booked in Q2 2024

Other releases from Q2



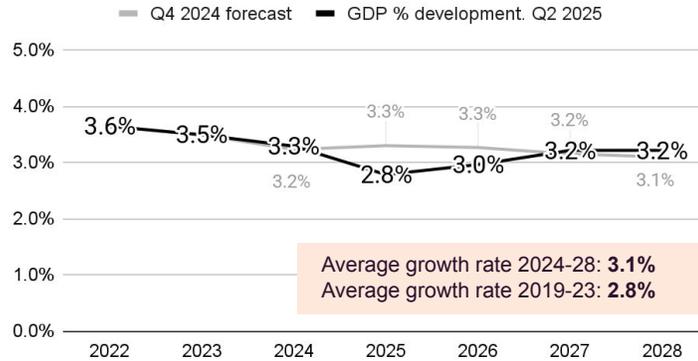
Kalmar One is introduced as a standalone automation solution



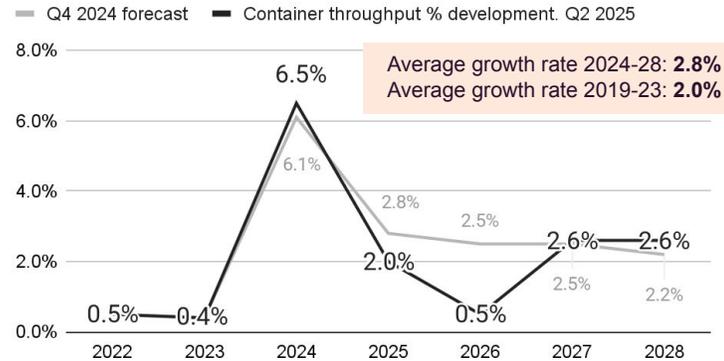
Relocation and outsourcing of Kalmar's Genuine Parts warehouse from Kansas to Indiana in line with the strategy of growing services

Market environment

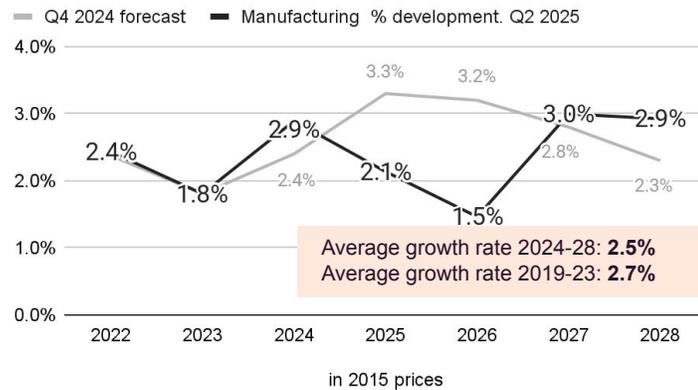
Global GDP development



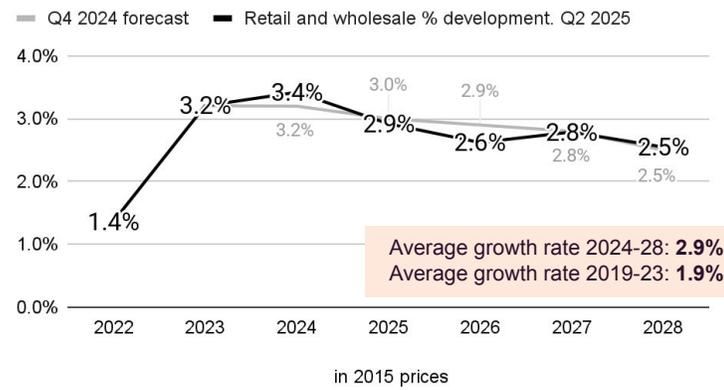
Global container throughput development



Global manufacturing output development



Global retail output development

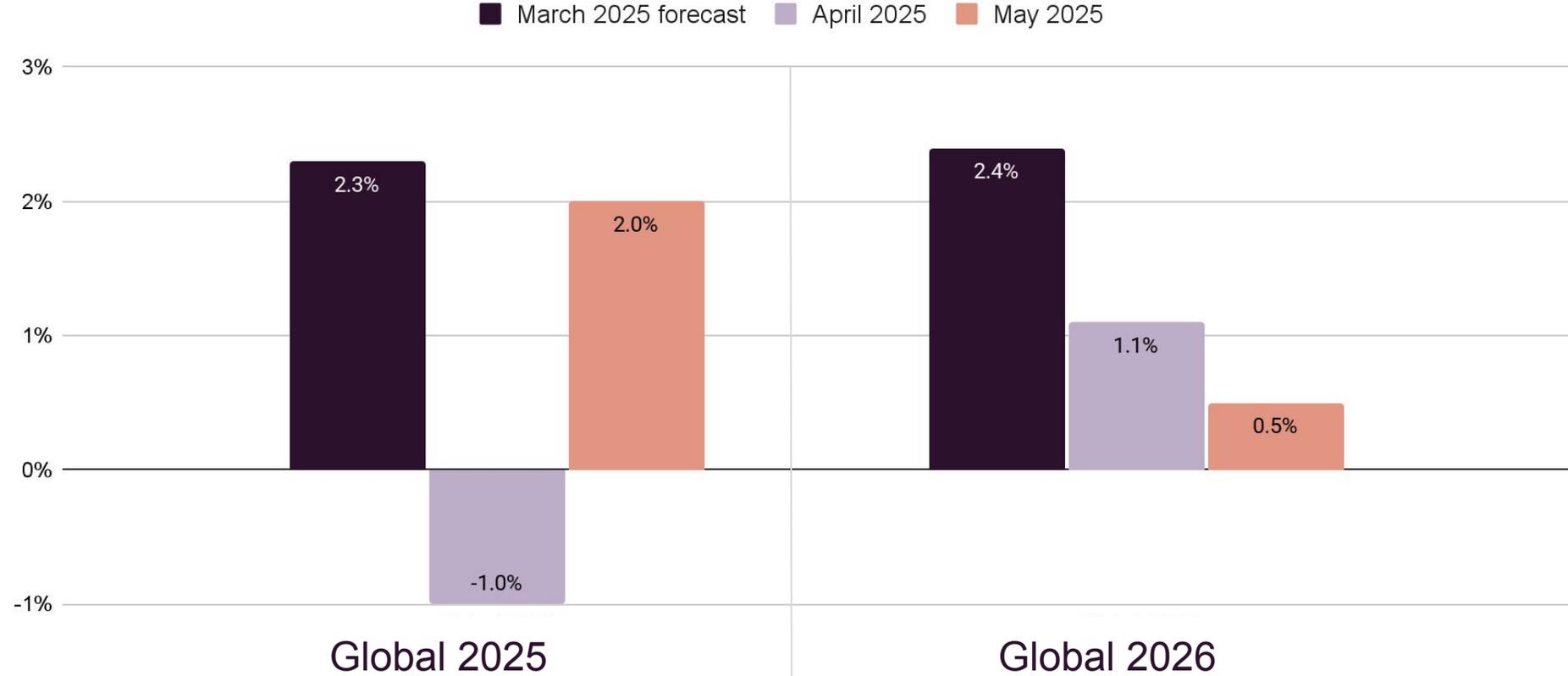


Sources:
IMF World Economic Prospect, October 2024, April 2025
Drewry: Container Forecaster, December 2024, June 2025
Oxford Economics, December 2024, June 2025, 2015 prices
Oxford Economics, December 2024, June 2025, 2015 prices
Forecasts are subject to change



The global container volume forecast has fluctuated in recent months, illustrating the market uncertainty

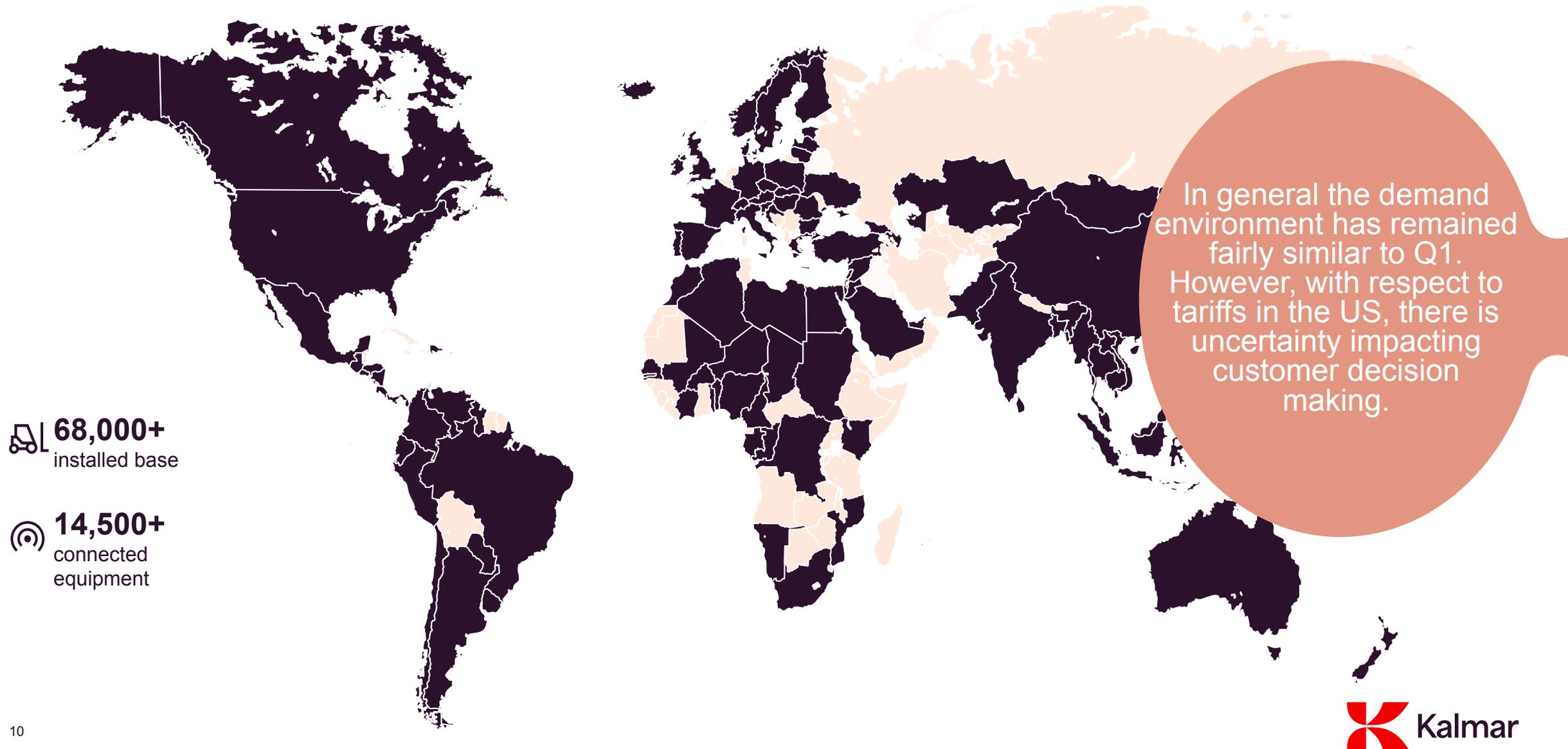
Global container throughput forecast changes, 2025 and 2026



Source: Drewry container forecaster, supplement report, May 2025



Running hours globally on a good level in April-May



Tariff impacts

- 21% of sales came from the US in Q1 2025 (26% in 2024)
- In terms of sales, terminal tractors is the largest product category in the US, and they are locally produced in our Ottawa, Kansas factory
- Tariff-related price increases of 5-10% have been implemented

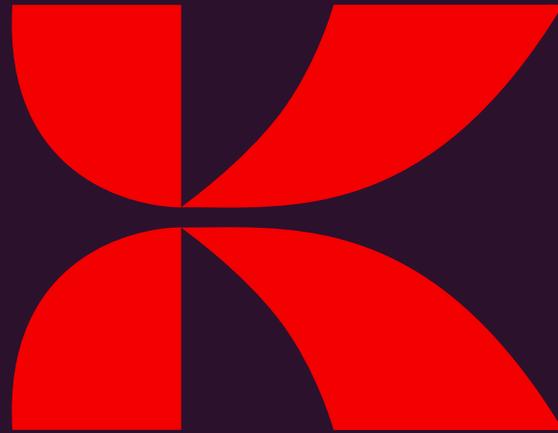
**Site visit for
analysts & investors**

17 September 2025

Kalmar's site in
Stargard, Poland

Please register [via this link.](#)





Kalmar