



Q3 2024: Record-high profitability in the third quarter

Investor presentation
November 2024

Agenda

- Strategy & performance targets
- Outlook for 2024
- Q3 2024 financials and market environment

- Appendix
 - Investment highlights
 - Electrification
 - Key figures
 - Segment figures
 - COP bridge
 - Balance sheet & cash flow key items

Making every move count

Vision: Forerunner in sustainable material handling equipment and services

Market drivers

- Productivity
- Safety
- Intelligent operations
- Decarbonisation & Electrification
- Changing logistics landscape
- Labour shortage

Strategic pillars

Investing in Sustainable Innovations

Growing Services

Driving Excellence

Foundations

Customer proximity
Experienced & talented people

Attractive market
Strong financial profile

Pure-play leader in the heavy material handling market



#1

Reachstackers¹



#2-3

Forklift Trucks,
medium and heavy



#1

Terminal
Tractors



#1

Straddle
Carriers



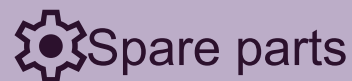
#1

Spreaders

EQUIPMENT

SERVICES

A leading service network in the industry, close to customers²



Spare parts



Maintenance



Lifecycle solutions

Refers to market position; 1) Reachstackers & Empty Container Handlers-category holds a market position of #1-3 globally; Source: KPMG Market Study (in respect of equipment market). Kalmar is a market leader across terminal tractors, straddle carriers, crane spreaders and reachstackers and empty container handlers, and one of the leaders for medium and heavy forklift trucks based on equipment volume (average in 2022-2023) and spare parts capture rate of 29 percent at the end of the first quarter of 2024, 2) Kalmar management estimate

Kalmar's performance targets for 2028

Financial targets

5%

Sales growth p.a.
over the cycle

15%

Comparable operating
profit margin

>25%

ROCE¹

Capital structure and sustainability framework

Aligned with²
**SBTi targets
with 1.5°C
commitment**

<2x

Leverage³ (Net Debt to
EBITDA)

Kalmar aims for a
dividend payout ratio of

30-50%

Per annum

¹ Defined as (Profit before taxes + finance expenses, last 12 months) / (Total equity + interest-bearing debt (12 months average)).

² Plan following criteria of the Science Based Targets initiative.

³ Including IFRS 16



Outlook for 2024 specified

Kalmar expects its comparable operating profit margin to be above 12 percent in 2024.

According to the previous outlook published by Kalmar on 1 July 2024, Kalmar expected its comparable operating profit margin as a standalone company to be above 11 percent in 2024.



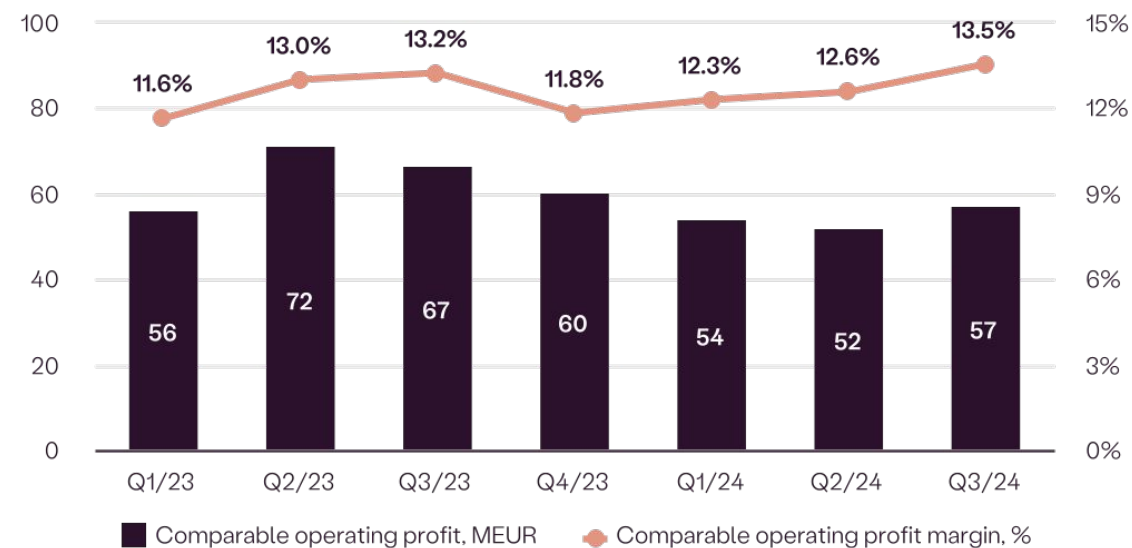


Q3 financials

Q3/2024 highlights – Record-high profitability in the third quarter

- Record-high profitability on lower sales volume
- Services comparable operating profit margin continued to improve.
- Overall demand has remained stable, with a prolonged softness in the North American distribution customer segment
- Outlook for 2024 specified

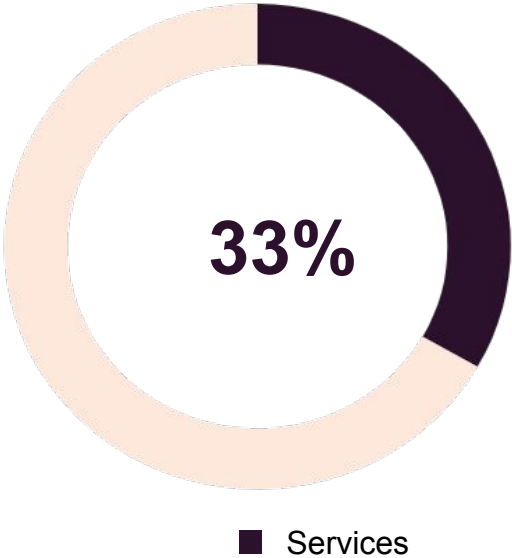
Comparable operating profit, MEUR and %¹



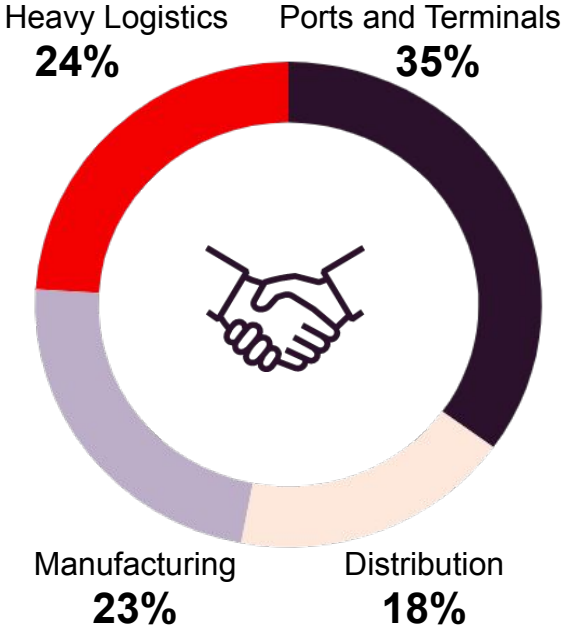
	Q3/24	Q3/23	Change	Q1-Q3/24	Q1-Q3/23	Change
Comp. OP, MEUR	57.5	66.5	-14%	163.7	194.5	-16%
% of sales	13.5%	13.2%		12.8%	12.6%	

A solid foundation and a well diversified business with solid profitability

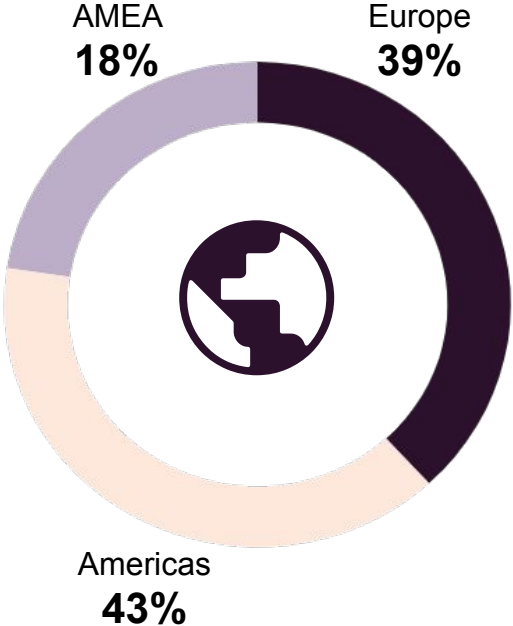
Services share of sales



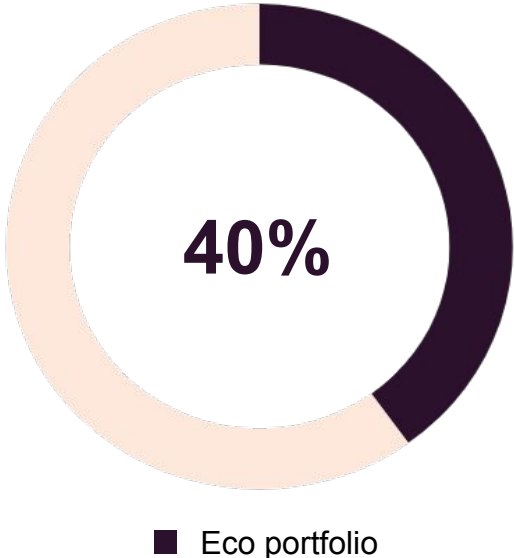
Addressable markets by customer segment



Geographical sales split



Eco portfolio share of sales



Sales, total
425 MEUR



Comparable operating profit margin
13.5%

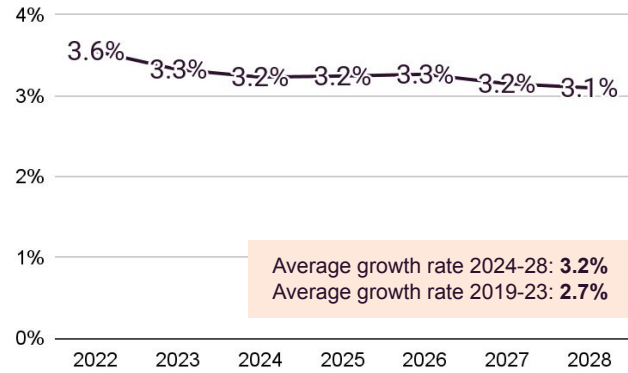


Employees¹
5,151

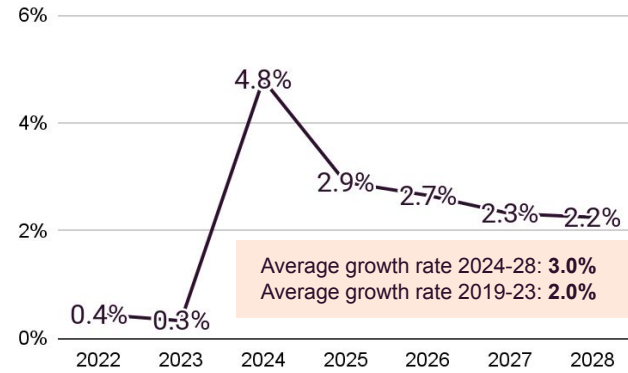
⁹ Q3/2024 figures, unless otherwise mentioned.
¹End of period 30 September 2024.

Market environment - mixed picture

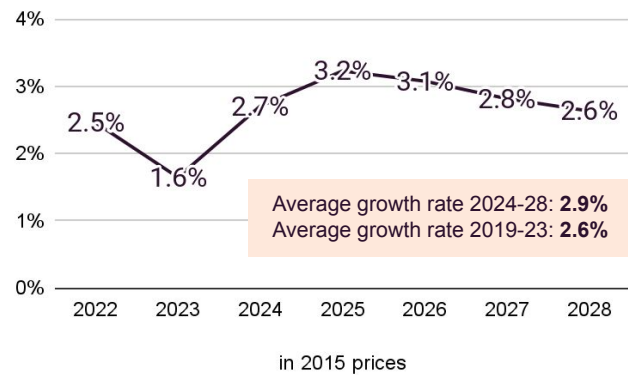
Global GDP development



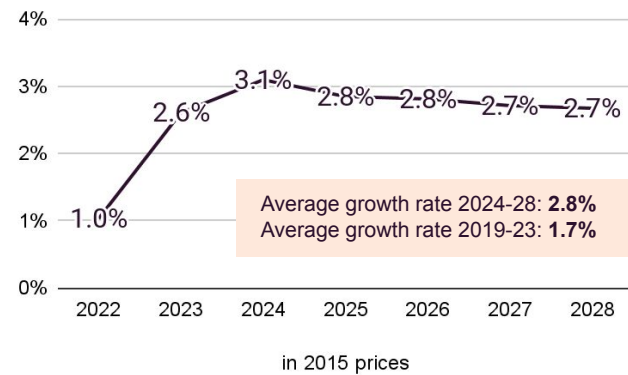
Global container throughput development



Global manufacturing output development



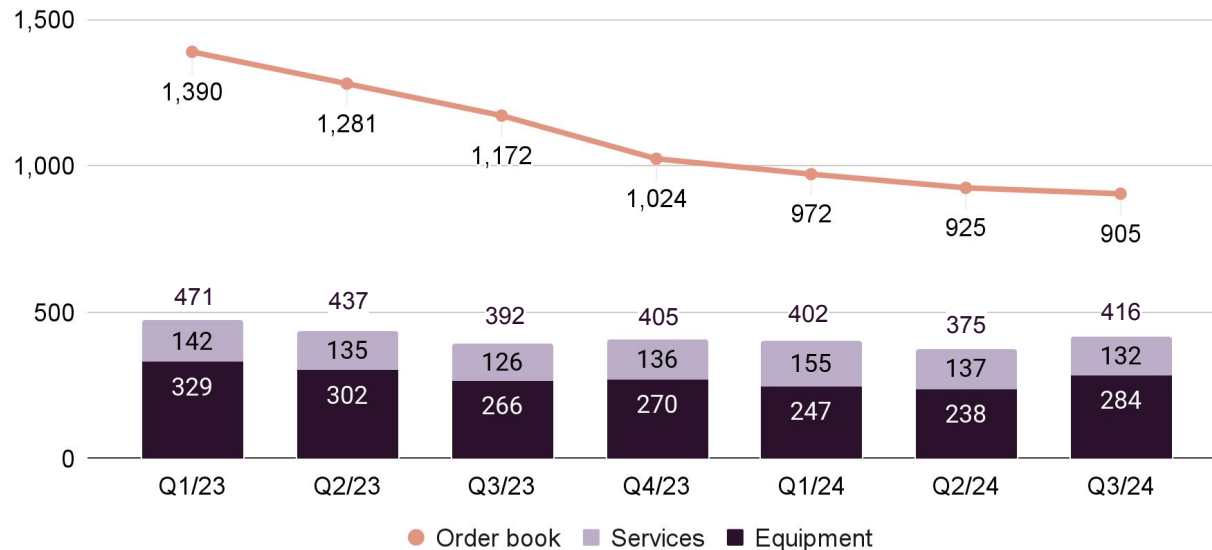
Global retail and wholesale output development



Sources:
IMF World Economic Prospect, October 2024
Drewry: Container Forecaster, September 2024
Oxford Economics, September 2024, 2015 prices
Oxford Economics, September 2024, 2015 prices

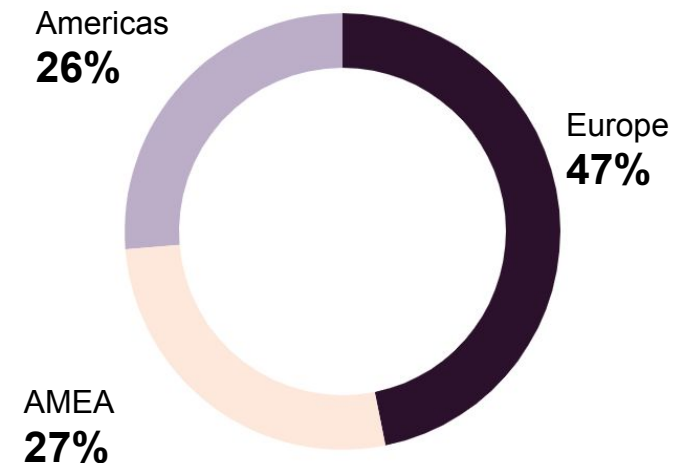
Sequentially stable demand and order book on a healthy level

Orders received and order book, MEUR



- The demand picture varied both regionally and by end-customer segments
 - Europe and the AMEA region remained stable
 - Continued softness in the North American market
- Some customers are still in the wait-and-see mode when placing larger orders

Orders received by region, Q3/24



MEUR	Q3/24	Q3/23	Change	Q1-Q3/24	Q1-Q3/23	Change
Orders received	416	392	6%	1,193	1,300	-8%
Order book	905	1,172	-23%	905	1,172	-23%

¹¹ Q1/23 - Q2/24 are carve-out figures

Announced orders booked in Q3 2024



26 hybrid straddle carriers to GMP Le Havre, France
Size: major



13 forklift trucks +
8-year service contract to BlueScope, Australia
Size: large



6 reachstackers and 2 empty container handlers to Super Terminais, Brazil
Size: large



3 heavy terminal tractors to Grimaldi Group, Italy/ Turkey

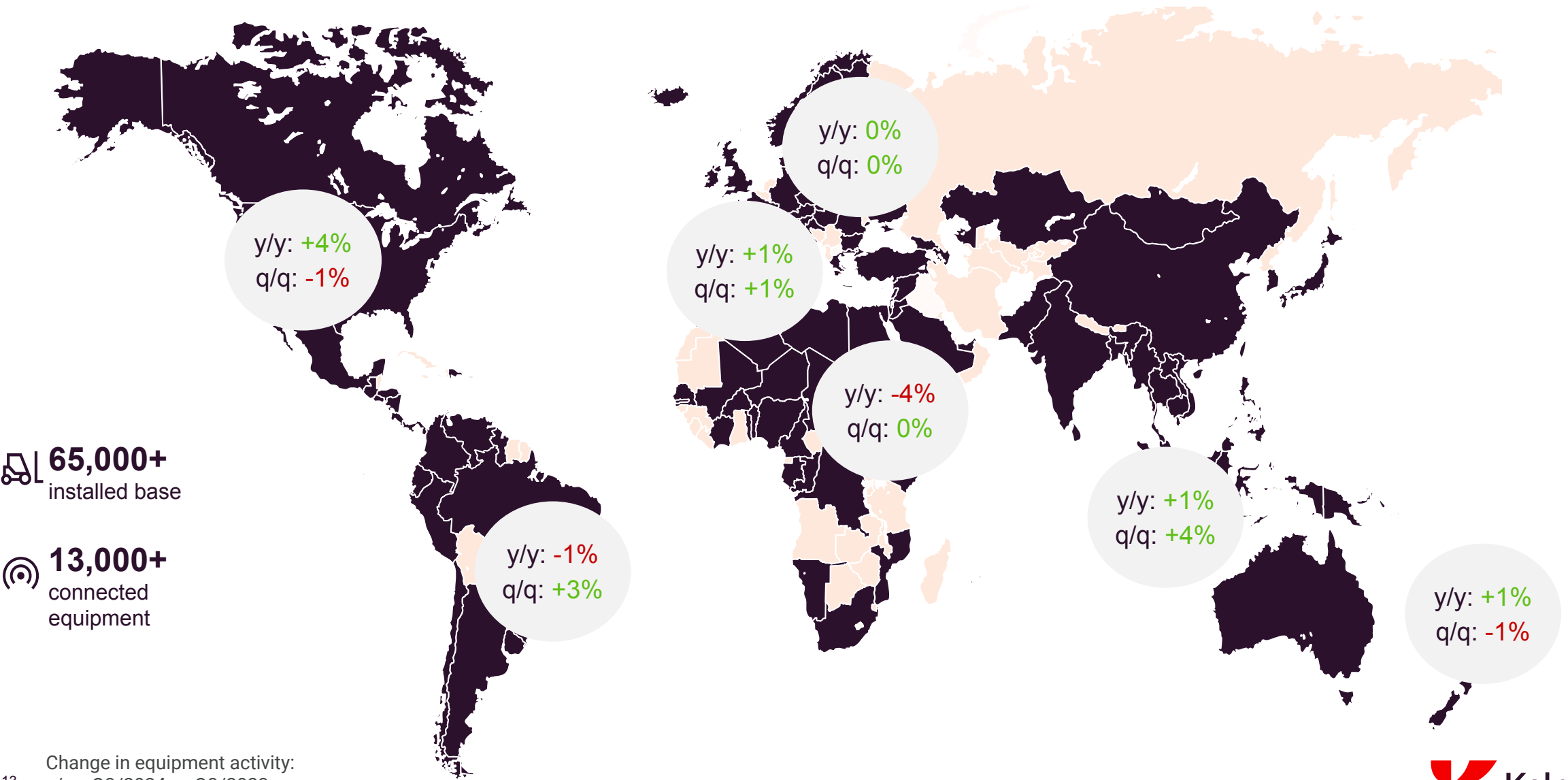


6 empty container handlers to ContainerCo, New Zealand



3 light electric + 1 medium electric forklift trucks to Outokumpu, Finland

Stable demand reflected in connected fleet activity



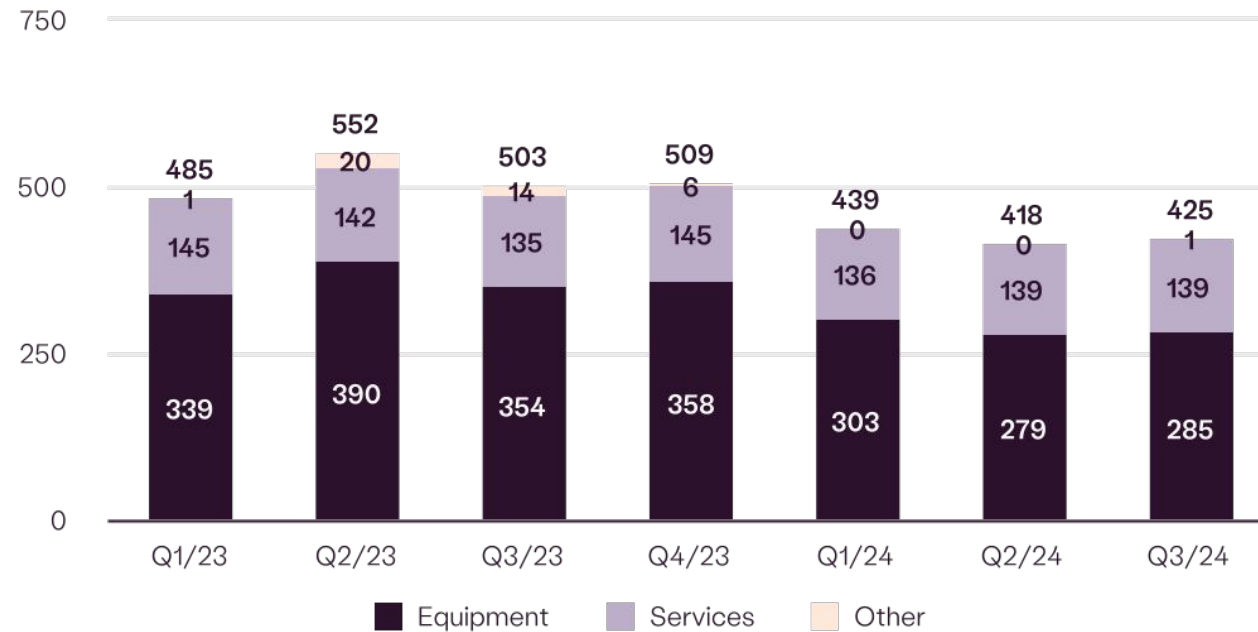
 **65,000+**
installed base

 **13,000+**
connected
equipment

13 Change in equipment activity:
y/y = Q3/2024 vs Q3/2023
q/q = Q3/2024 vs Q2/2024

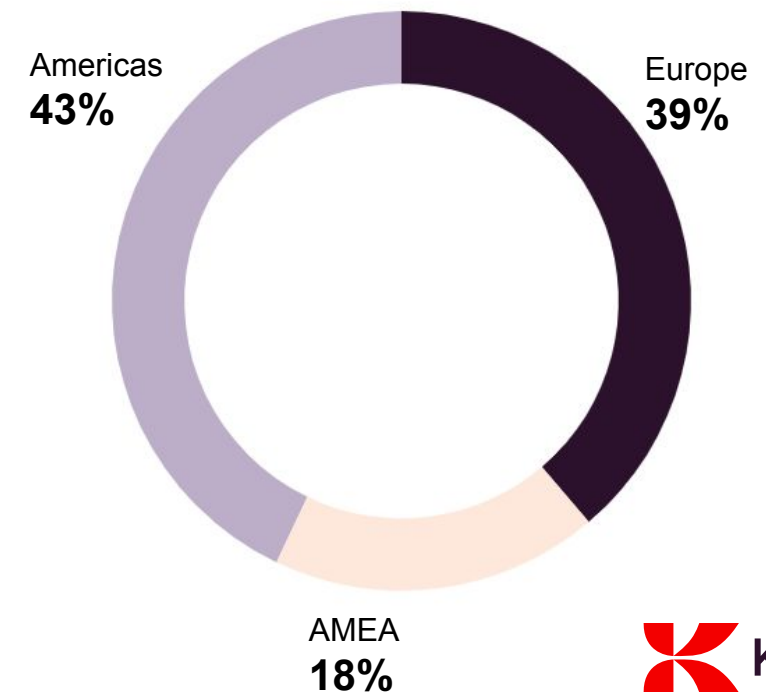
Slower market activity and lower order book than previous year visible in sales

Sales, MEUR



- Increased share of services sales providing resilience

Sales by region, Q3/24

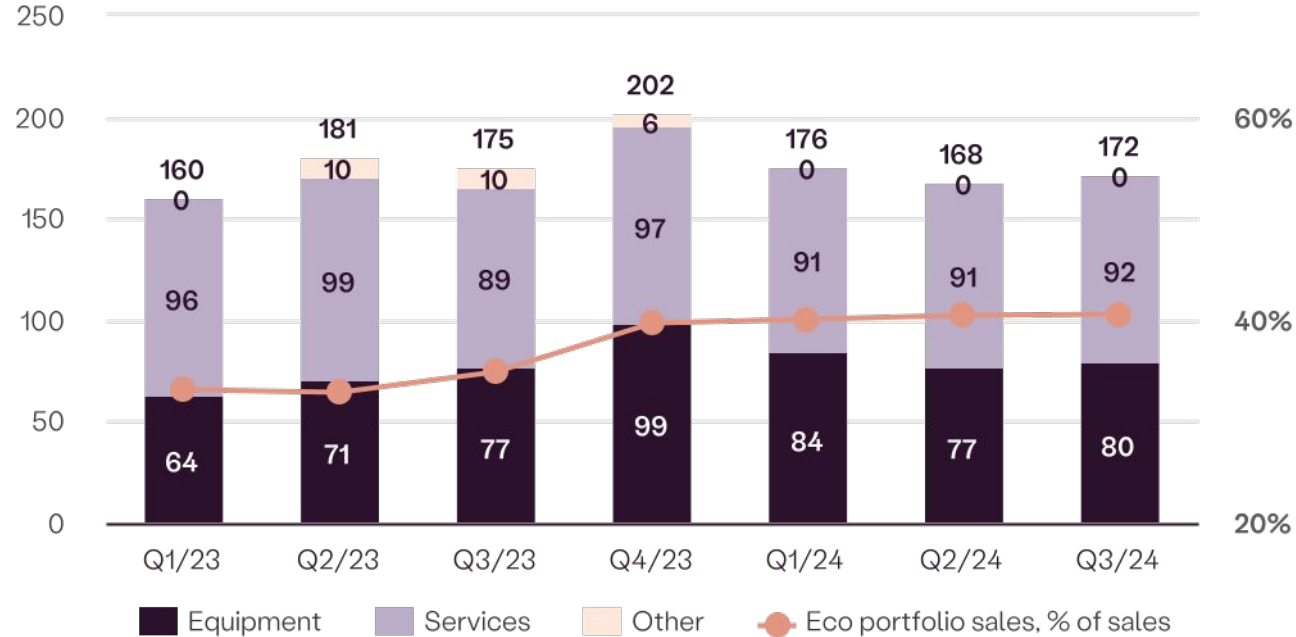


MEUR	Q3/24	Q3/23	Change	Q1-Q3/24	Q1-Q3/23	Change
Sales	425	503	-16%	1,280	1,540	-17%
Services share of total sales	33%	27%		32%	27%	

14 Q1/23 - Q2/24 are carve-out figures

Eco portfolio share of sales high

Eco portfolio sales, MEUR and % of total sales



- Customers showing strong interest towards electrical and hybrid solutions
- Fully electric share of total equipment orders was 10% on LTM basis

MEUR	Q3/24	Q3/23	Change	Q1-Q3/24	Q1-Q3/23	Change
Eco portfolio sales, MEUR	172	175	-2%	516	517	0%
% of total sales	40%	35%		40%	34%	

¹⁵ Q1/23 - Q2/24 are carve-out figures

Actions towards sustainable growth in Q3



Volvo Penta collaboration with framework service agreement for engines



Partnership with CES to distribute and service heavy-duty material handling equipment



Kalmar's climate commitment was approved by the Science Based Targets initiative in the beginning of October



Decision to expand our Innovation Center in Ljungby, Sweden by building a world class test center

Good business performance in both segments in Q3

Equipment

Services

Orders received:
284 MEUR

Orders received:
132 MEUR

Order book:
797 MEUR

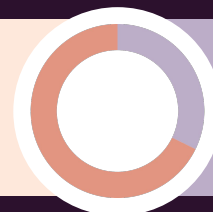
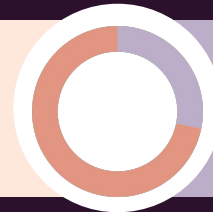
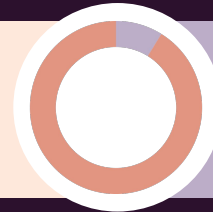
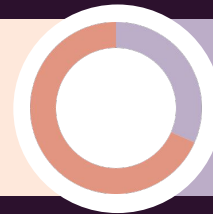
Order book:
103 MEUR

Sales:
285 MEUR

Sales:
139 MEUR

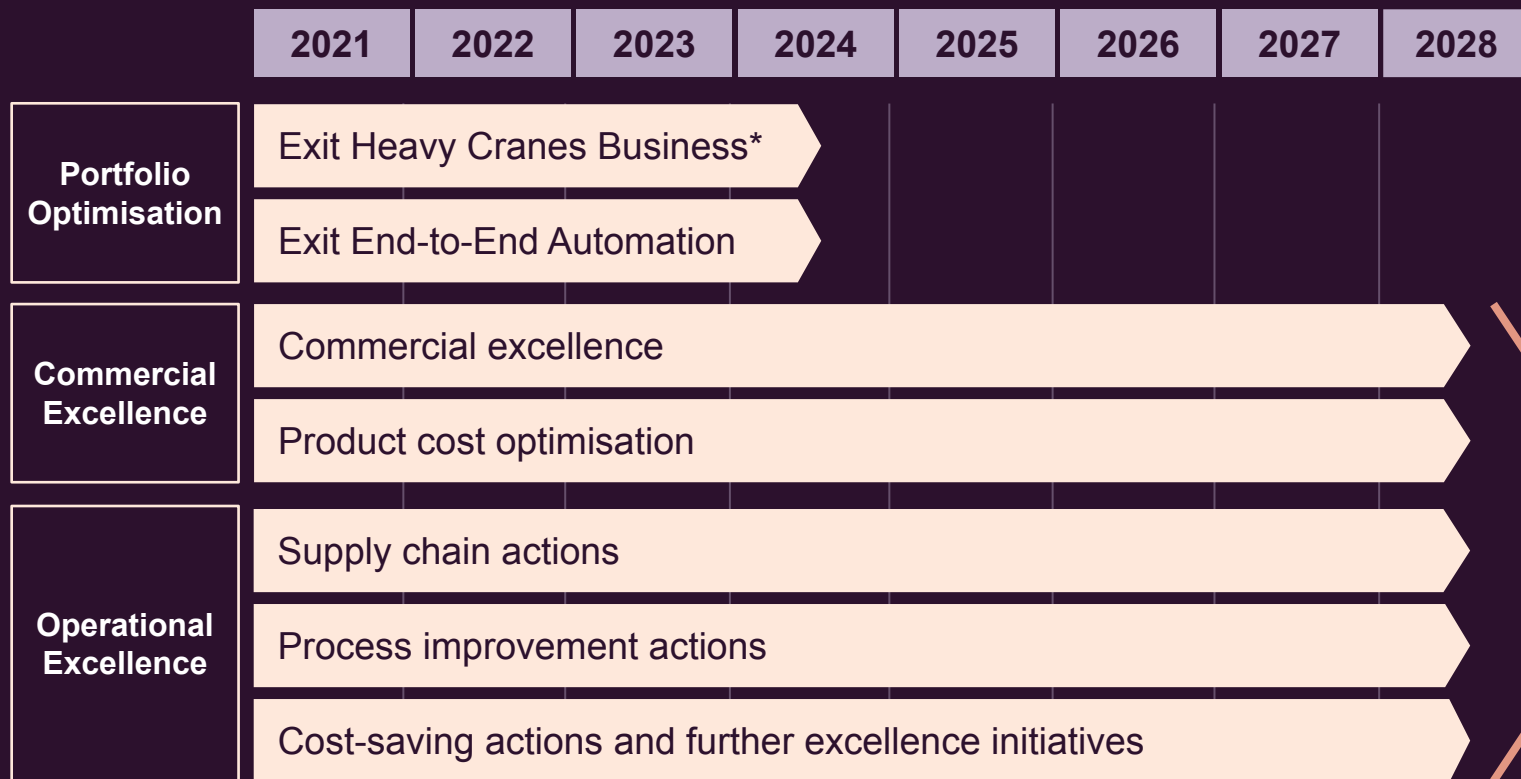
Comparable operating profit:
38.9 MEUR/13.6%

Comparable operating profit:
25.4 MEUR/18.3%



Driving excellence across operations

Driving excellence to target best-in-class commercial performance and cost efficiency



Kalmar is planning to reach approximately **€50 million** gross efficiency improvements by the end of 2026, in line with the aim of reaching the previously communicated 15% comparable operating profit margin target by 2028.

As part of strengthening the operational excellence, the composition of the Leadership Team has also changed as of 1 October 2024.

Attractive & strong financial profile

Q3 2024 LTM key financial figures

1,598 MEUR Orders received	905 MEUR Order book (at 30 September 2024)	26.2% Gross profit	12.5% Comparable operating profit margin
1,790 MEUR Sales	0.4x Leverage (interest bearing net debt at 30 September 2024 / EBITDA)	19.3% Return on capital employed	126% Cash conversion (operating cash flow before finance items and taxes / EBITDA)




Appendix



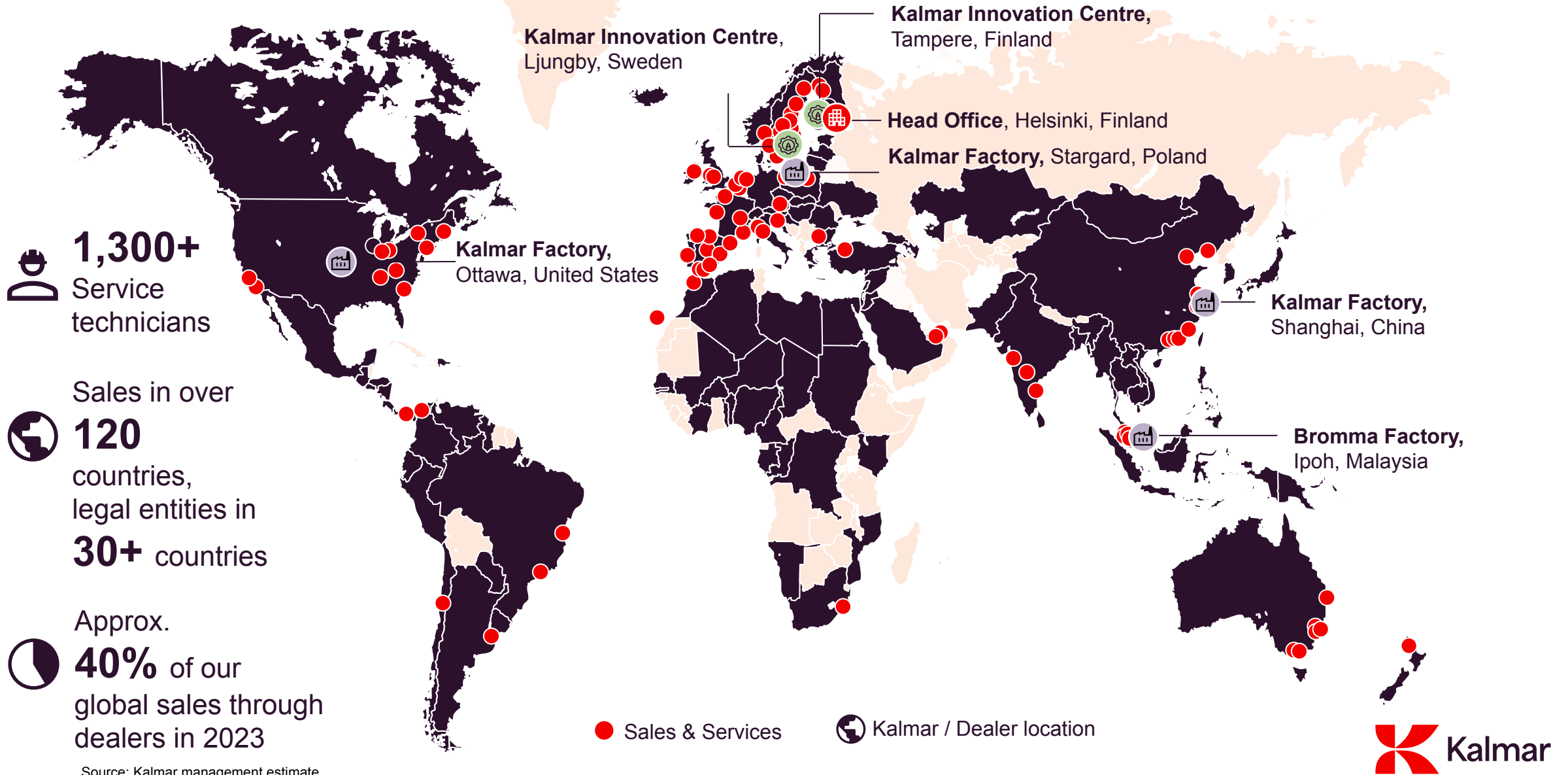
Investment highlights – Making every move count



People with unique industry experience driving innovation and excellence

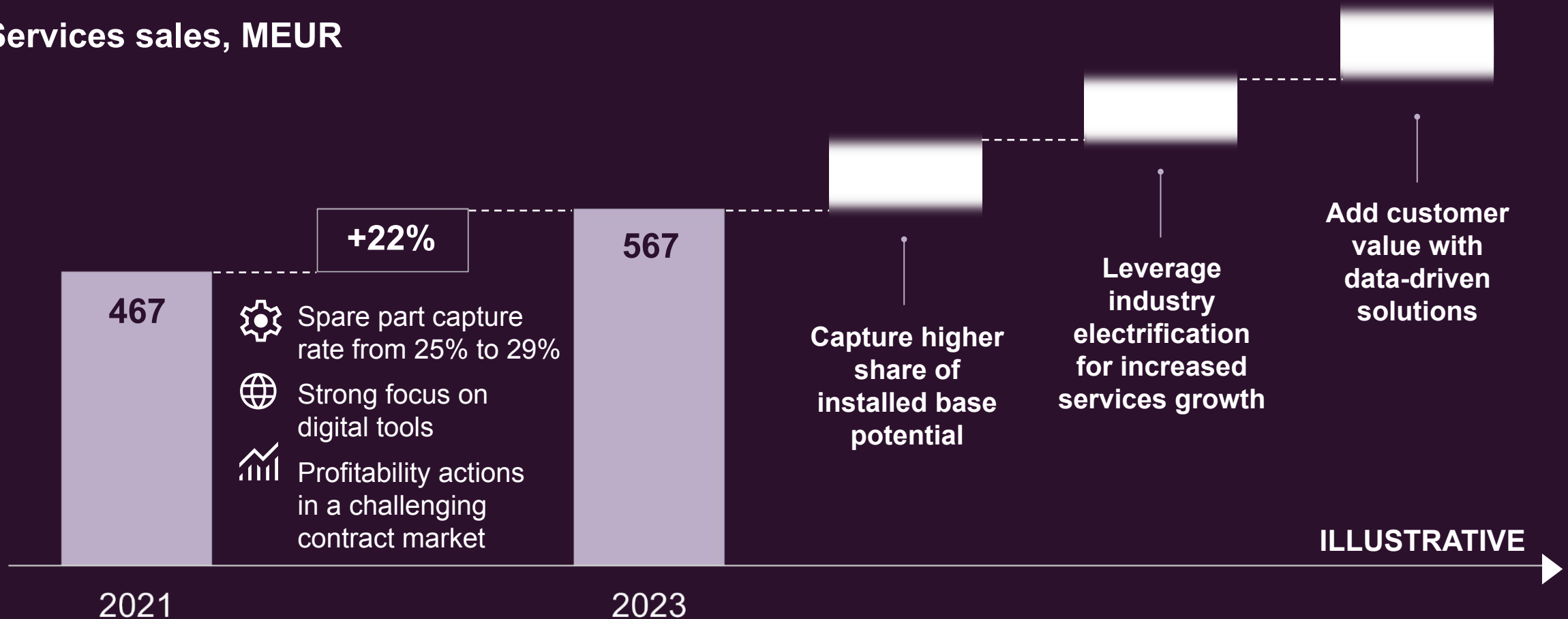
- 01** Global leader in an attractive market for mission-critical heavy material handling
-  **02** Partnering long-term with our customers to deliver a stronger impact
- 03** Geared to grow by making the industry more electrified, intelligent and sustainable
-  **04** Significant services growth upside from large installed base and innovation-enabled offering
- 05** Driving excellence to target best-in-class commercial performance and cost efficiency
-  **06** Significant sales growth and profitability potential enabled by strong financial profile

Leading sales and service network in the industry



Growth execution underway with clear priorities ahead

Services sales, MEUR



■ Services sales¹, MEUR

1) Kalmar carve-out financials

We will continue to allocate capital to profitable growth, sustainability and shareholder returns

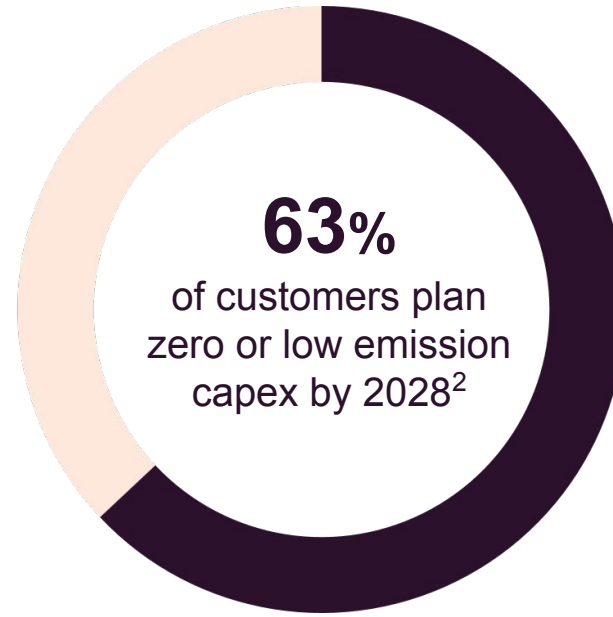
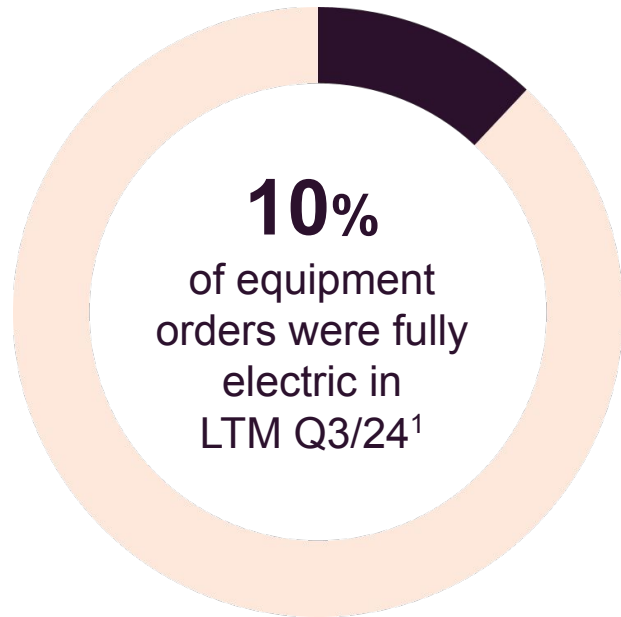
Investing in organic growth

<p>Organic growth possibilities</p> <p>Prioritising Growing services and Actions to capture market share</p>	<p>Long-term growth</p> <p>R&D spend 3.0% of sales in YTD Q3/2024</p> <p>1/4 of 2023 R&D spent to electrification</p>
Priority	Priority

Principles for capital allocation prioritization

<p>Shareholder returns</p> <p>Aim for a dividend payout ratio of 30-50% per annum</p>	<p>CAPEX</p> <p>Maintain and enhance machinery and equipment in operations</p>	<p>Strong balance sheet</p> <p>Maintain <2x leverage (Net Debt to EBITDA)</p>	<p>M&A readiness</p> <p>Maintain financial flexibility for M&A</p>
Priority	Maintain	Maintain	Maintain

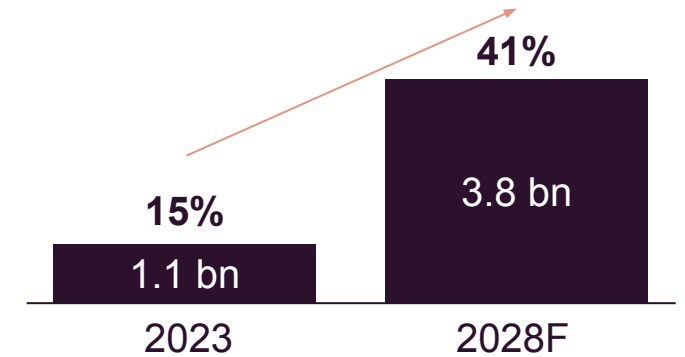
Market is pushing for electrification and our customers are increasingly active



■ Zero/Low-emission ■ No clear indication

Electrification is driving the market³

Safety, Sustainability & Regulation accelerates decarbonisation



■ Total electric market size, % of total market size

Multiple benefits



To Customers

- Ability to reduce CO₂ emissions
- Lower operational costs



To Kalmar

- Up to 2x revenue per unit
- Increased potential through lifecycle

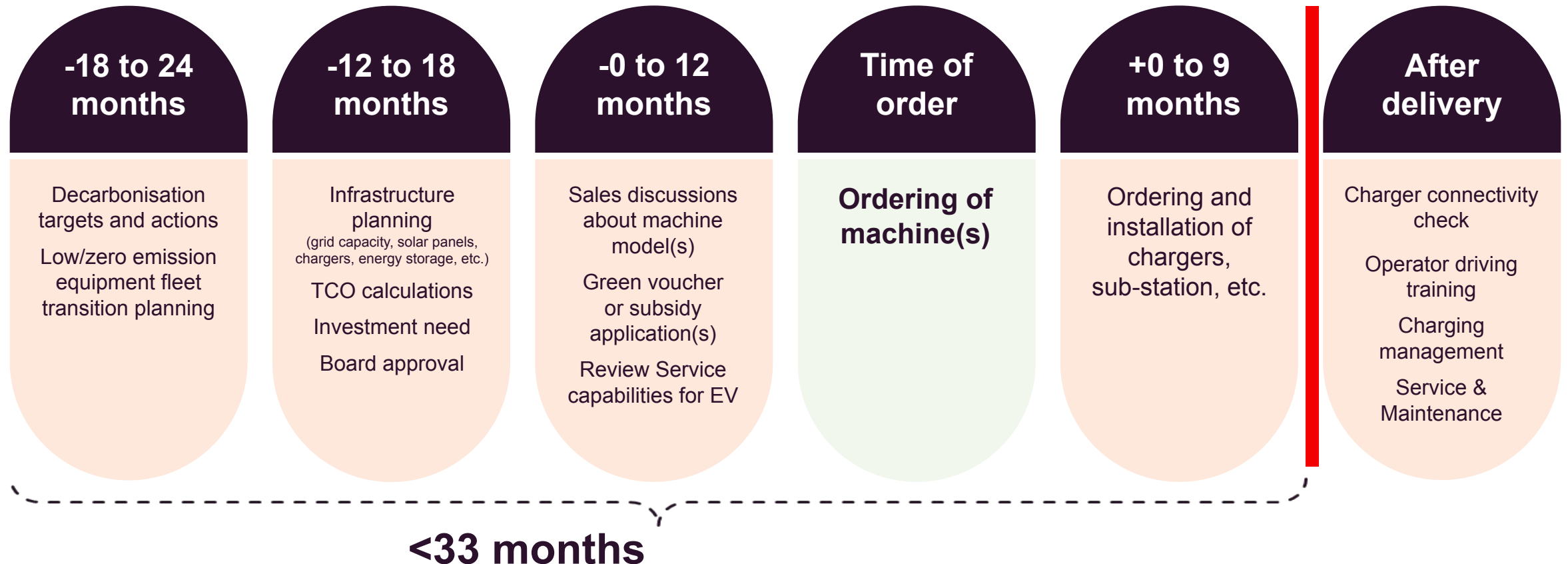
25 1) Share of the value of Kalmar's total equipment orders received in the last 12 months (Q4/23-Q3/24)
2) Kalmar Customer Satisfaction Survey 2023
3) KPMG Market Study

Customer's electric buying process simplified

With reference to time of order (first time EV buyers)



Delivery of machine = Sales



What can Kalmar offer that can reduce the time span, generate revenue for Kalmar and reduce cost for the customer?

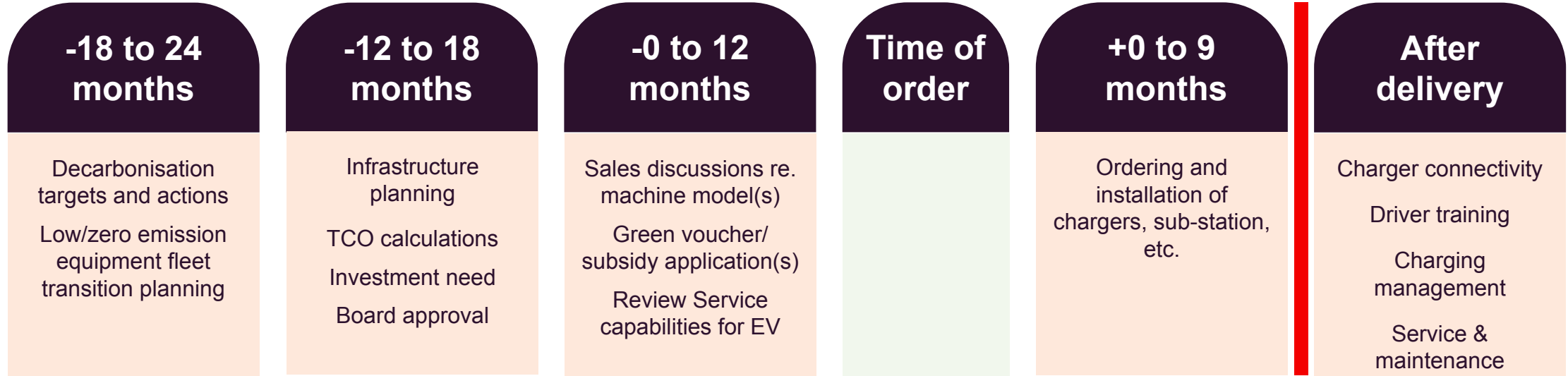
Customers' electric and diesel buying process compared

With reference to time of order (first time EV buyers)

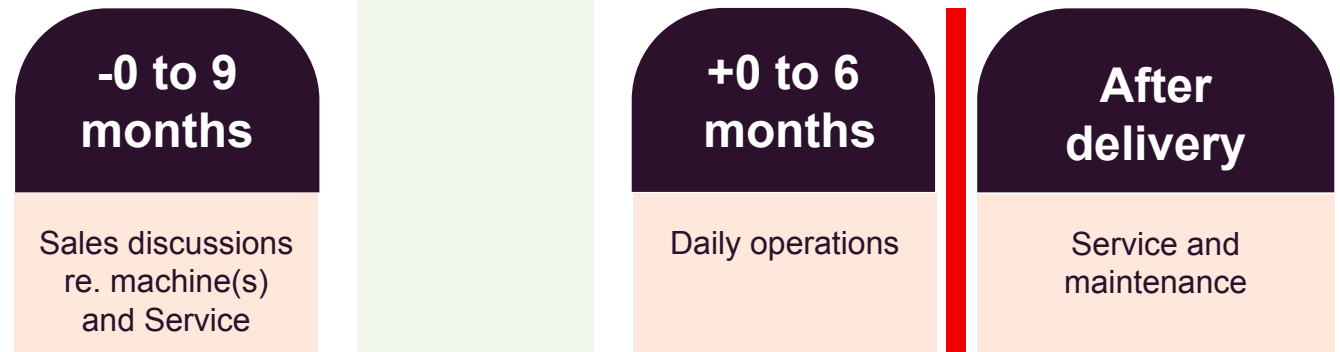


Delivery of machine = Sales

Electric

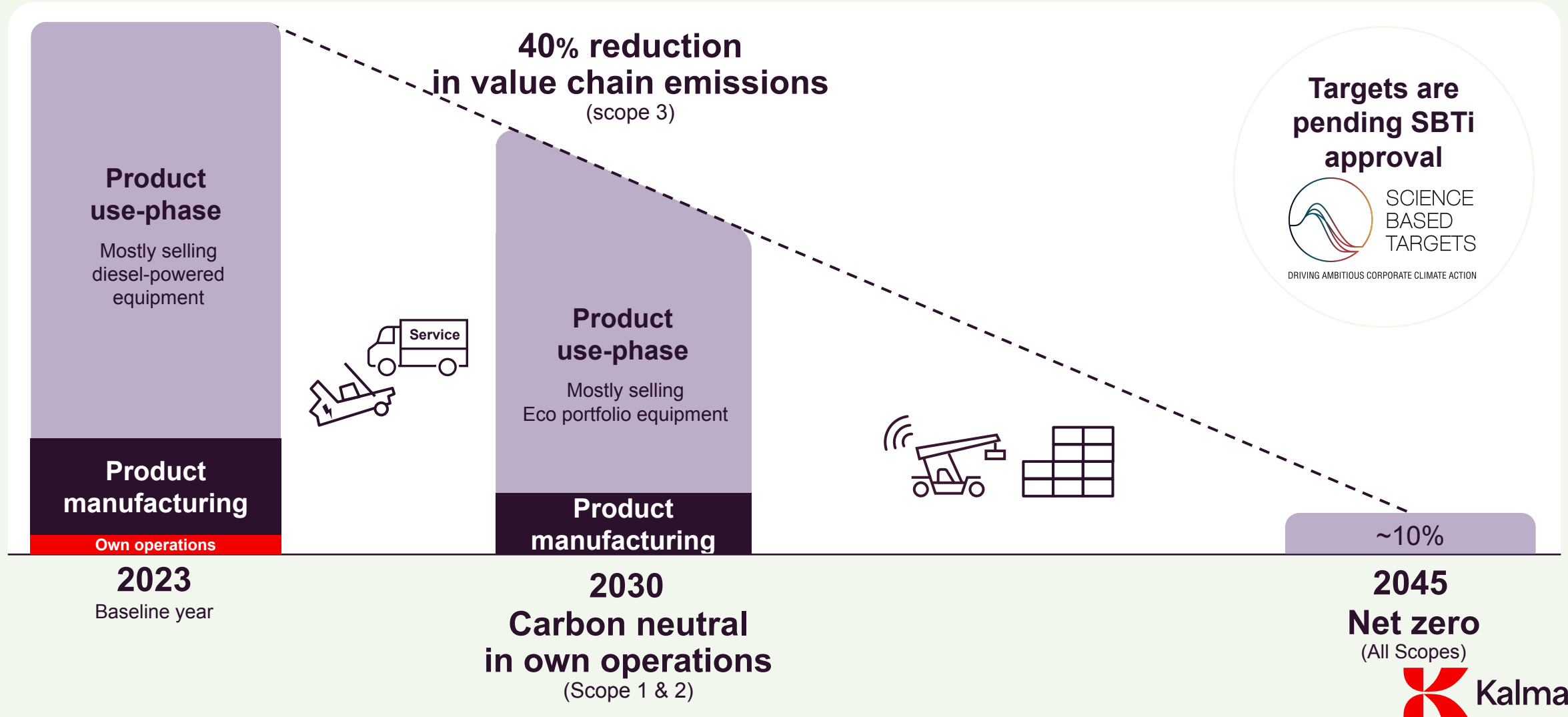


Diesel



Kalmar's new climate targets

From 1 January 2025



Key figures

MEUR	Q3/24	Q3/23 Carve-out	Change	Q1-Q3/24	Q1-Q3/23 Carve-out	Change	2023 Carve-out
Orders received	416	392	6%	1,193	1,300	-8%	1,705
Order book, end of period	905	1,172	-23%	905	1,172	-23%	1,024
Sales	425	503	-16%	1,280	1,540	-17%	2,050
Eco portfolio sales	172	175	-2%	516	517	-0.2%	718
Eco portfolio sales, % of sales	40%	35%		40%	34%		35%
Operating profit	53.9	59.4	-9%	135.6	187.0	-27%	240.2
Operating profit, %	12.7%	11.8%		10.6 %	12.1%		11.7%
Comparable operating profit	57.5	66.5	-14%	163.7	194.5	-16%	254.7
Comparable operating profit, %	13.5%	13.2%		12.8%	12.6%		12.4%
Profit before taxes	49.0	61.1	-20%	136.5	188.1	-27%	241.5
Cash flow from operations before finance items and taxes	71.8	131.3	-45%	184.8	127.9	45%	256.8
Profit for the period	36.2	49.7	-27%	100.9	150.4	-33%	193.8
Basic earnings per share, EUR*	0.56	0.77	-27%	1.57	2.34	-33%	3.01
Interest-bearing net debt, end of period	98	-200	> 100%	98	-200	> 100%	-123
Gearing, %	16.0%	n/a		16.0%	n/a		n/a
Interest-bearing net debt / EBITDA**	0.4	n/a		0.4	n/a		n/a
Return on capital employed (ROCE), last 12 months, %	19.3%	23.2%		19.3%	23.2%		24.4%
Personnel, end of period	5,151	5,186	-1%	5,151	5,186	-1%	4,991

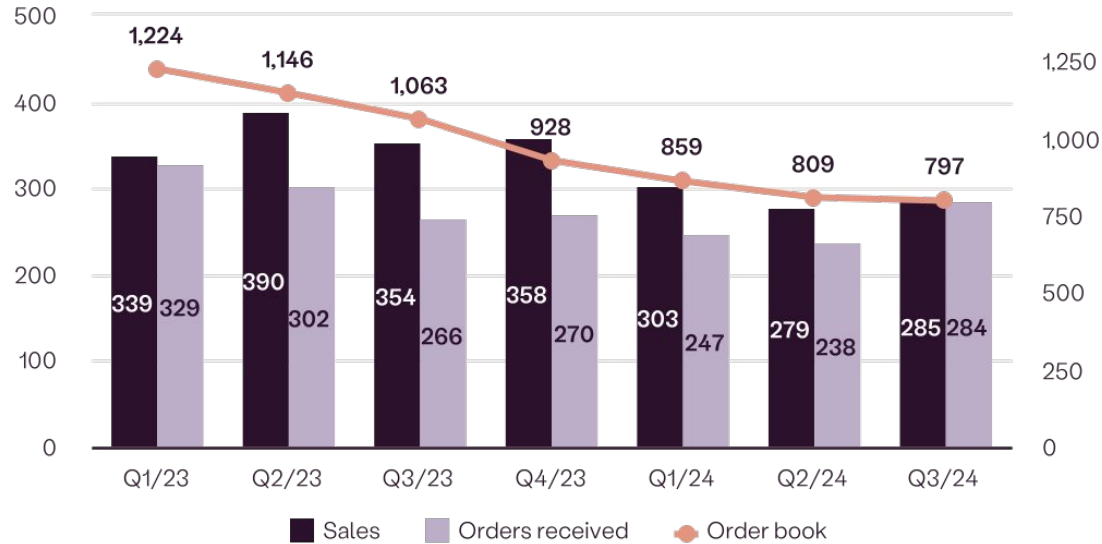
* Periods before the listing of Kalmar Corporation on 1 July 2024 are calculated based on the number of shares at the listing moment.

** Last 12 months' EBITDA

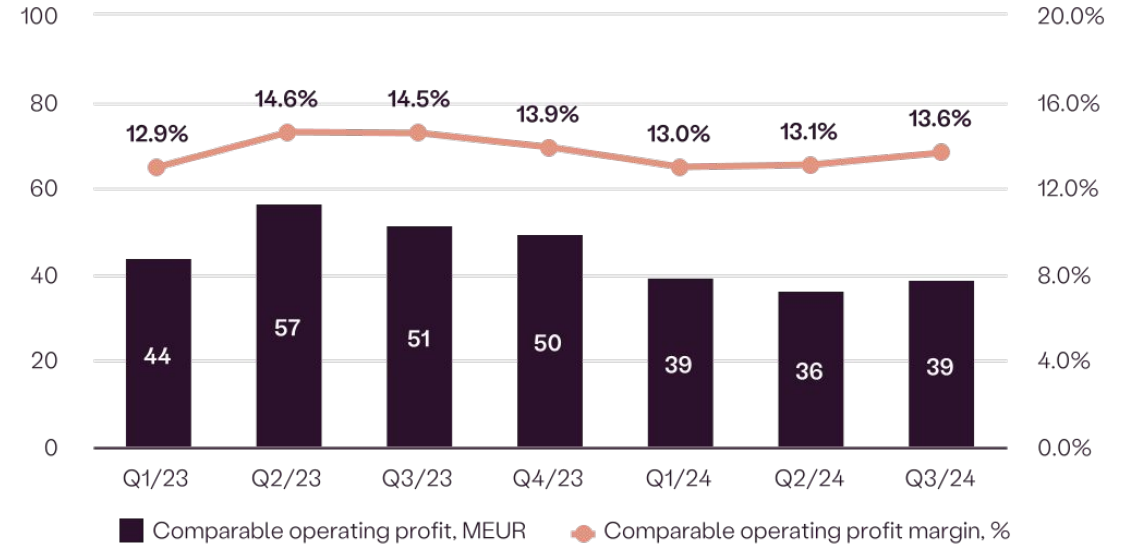
Statement of income is presented on an actual basis for the third quarter of 2024 and on a carve-out basis for all prior periods. Consolidated balance sheet is presented on actual basis as at 30 September and at 30 June 2024, and on a carve-out basis for the earlier periods. Gearing, % and interest bearing net debt / EBITDA are presented only for 30 September 2024 information as the previous periods with carve-out information do not reflect the capital structure and financing of Kalmar Group.

Equipment orders on a stable level

Equipment; Sales, orders received, order book, MEUR



Equipment; Comparable operating profit, MEUR and %

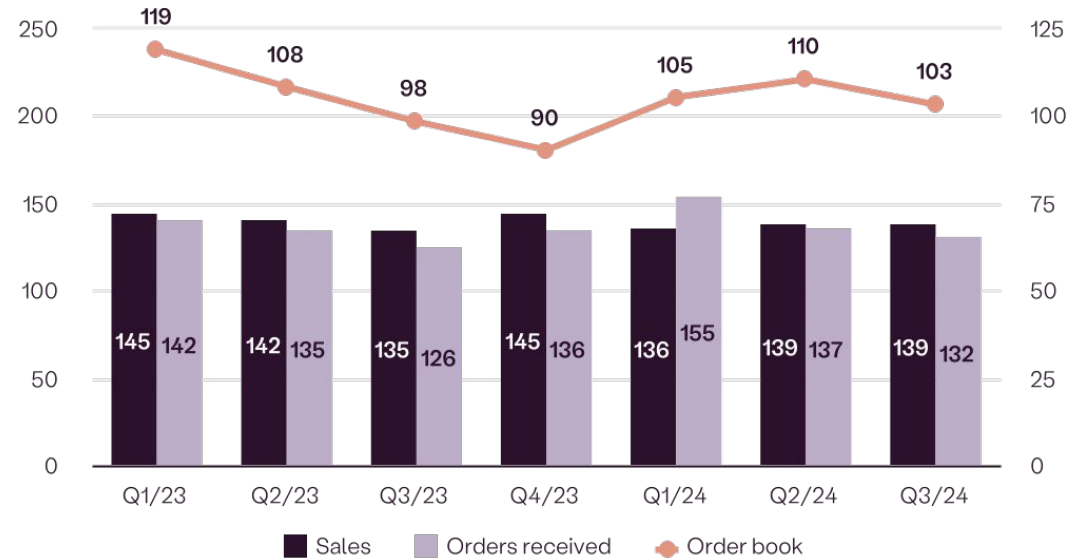


MEUR	Q3/24	Q3/23	Change
Orders received	284	266	7%
Order book	797	1,063	-25%
Sales	285	354	-19%
Comp. OP	38.9	51.4	-24%
% of sales	13.6%	14.5%	

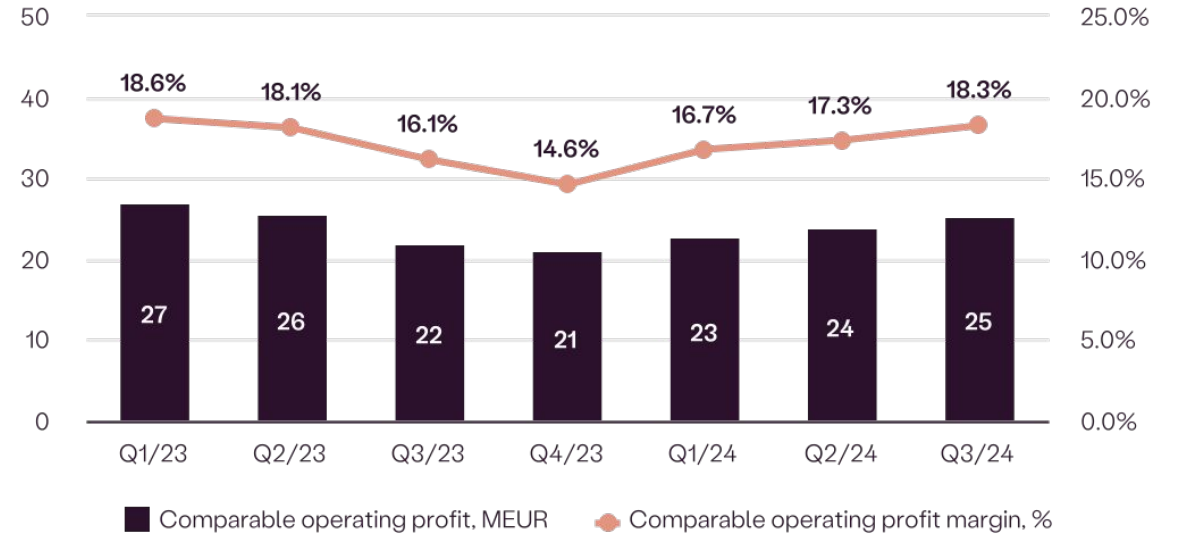
- Sequentially stable demand for the fifth quarter in a row
- Profitability remained strong despite lower sales due to successful commercial performance as well as cost savings actions executed

Services profitability continued to improve

Services; Sales, orders received, order book, MEUR



Services; Comparable operating profit, MEUR and %

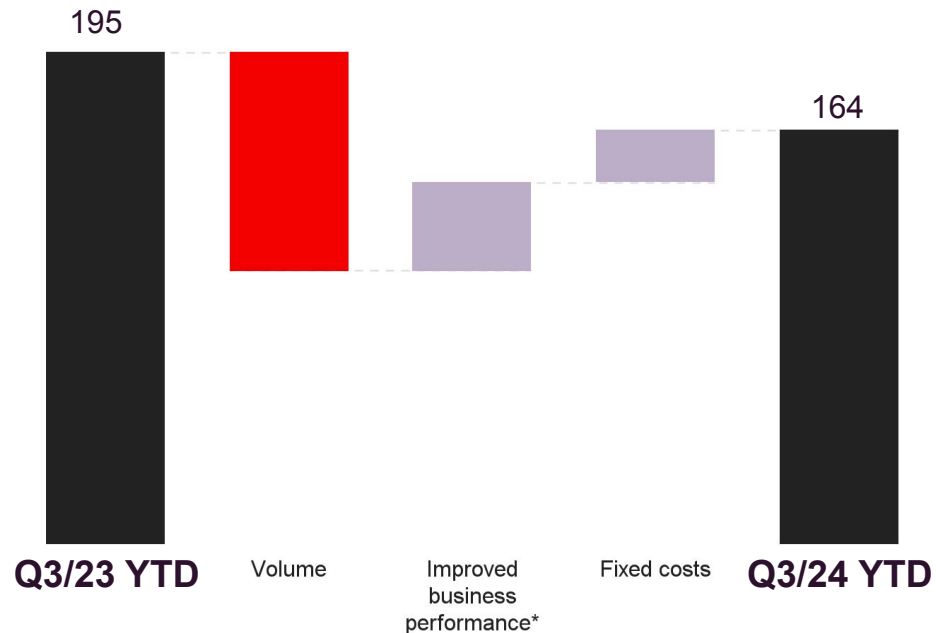


MEUR	Q2/24	Q2/23	Change
Orders received	132	126	5%
Order book	103	98	5%
Sales	139	135	3%
Comp. OP	25.4	21.8	17%
% of sales	18.3%	16.1%	

- Profitability improved due to good operational execution
- Stable order book and sales for several quarters providing resilience

Resilient performance drove solid profitability despite lower sales volumes

Comparable operating profit bridge, amounts in MEUR

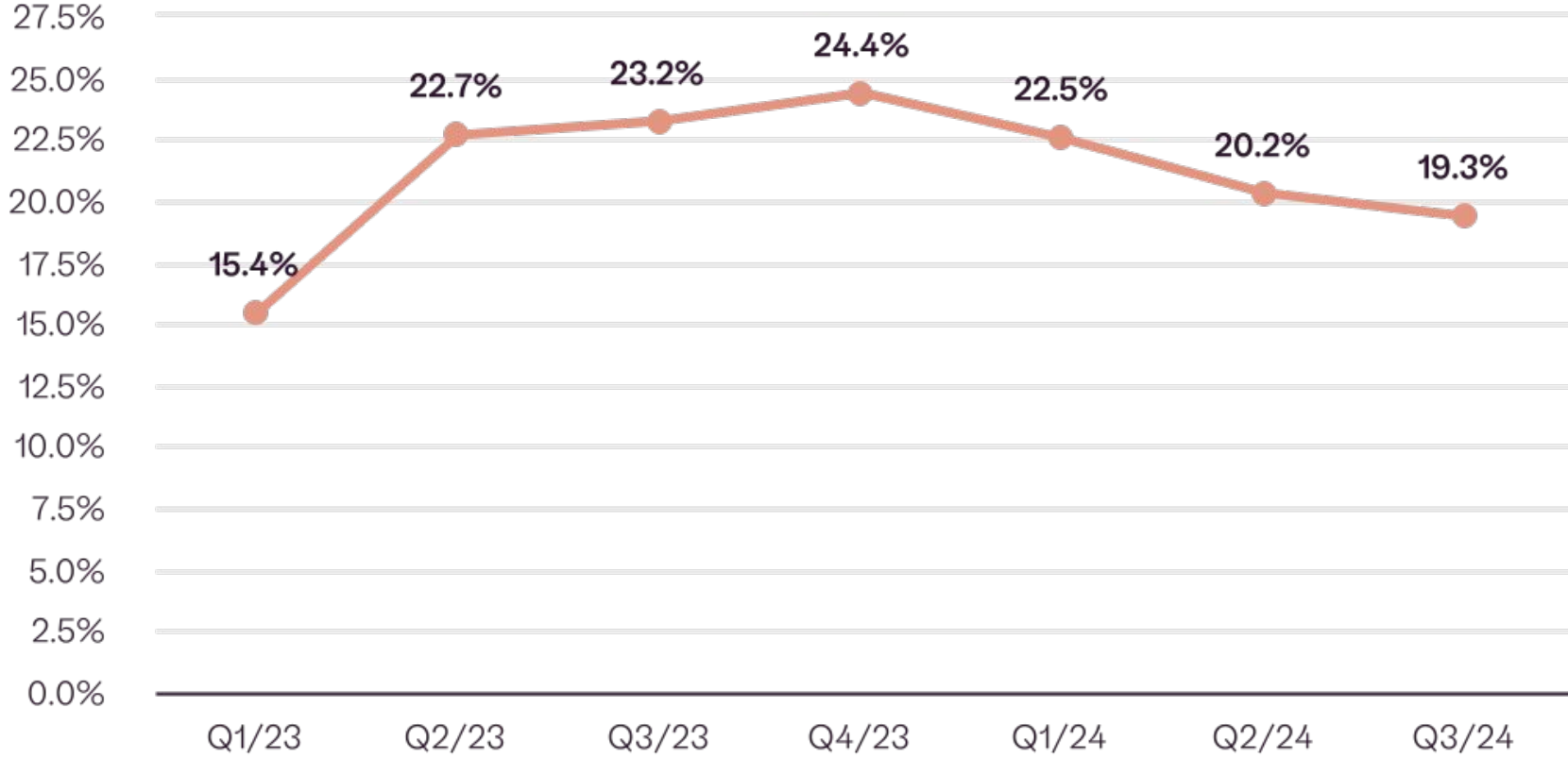


- In line with the previously communicated 30 meur annual cost savings, approximately 25 meur are visible in YTD Q3/2024 SG&A and production indirect costs

*Improved business performance includes e.g. improvement in the sales mix, price management and direct costs

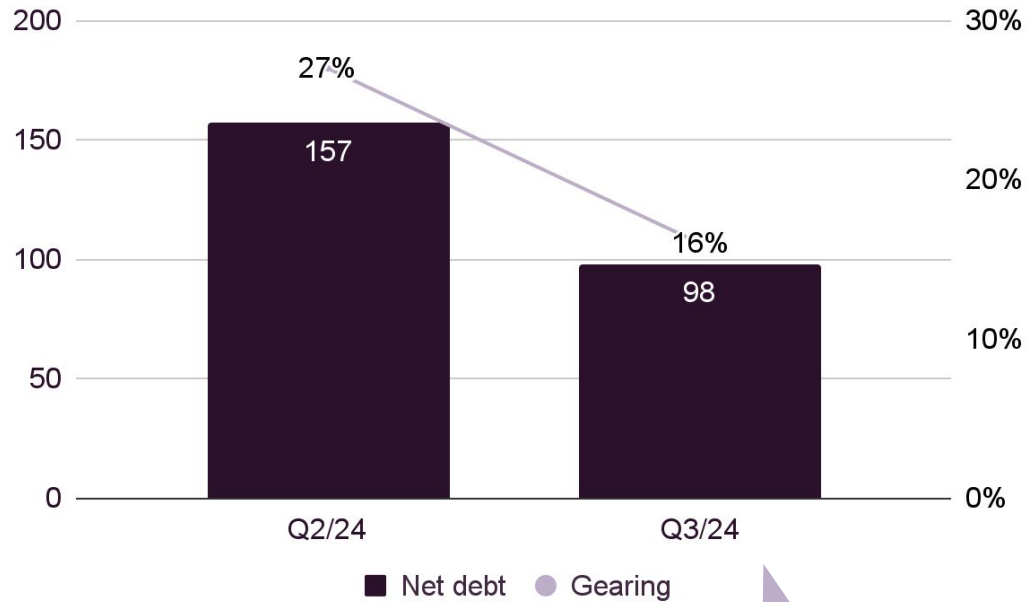
Kalmar's return on capital employed enables long-term growth

Return on capital employed (ROCE, last 12 months)



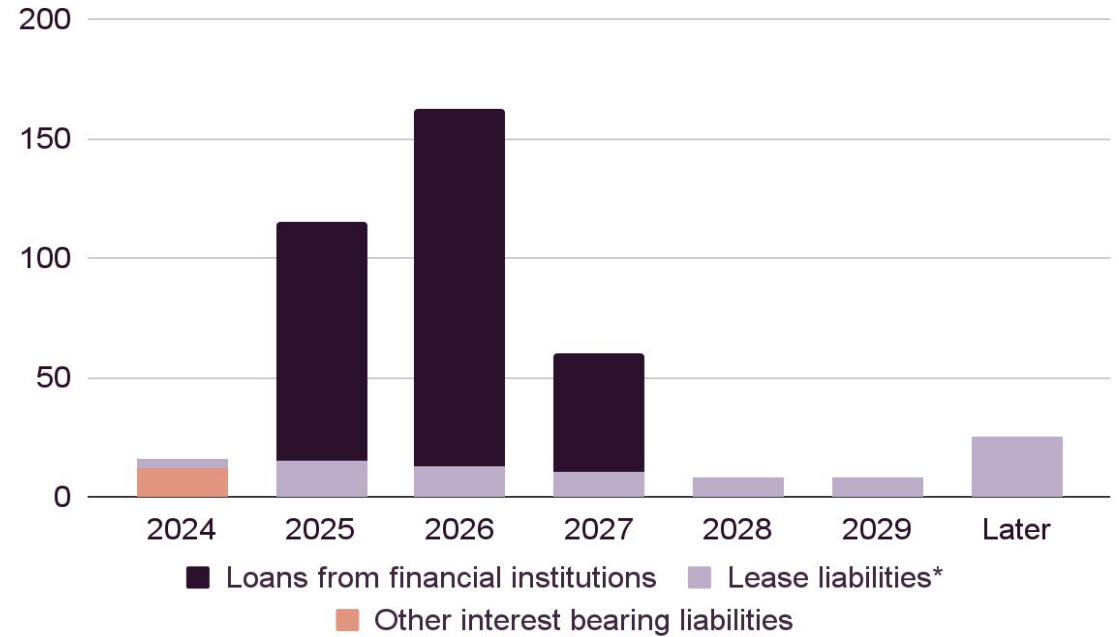
Strong balance sheet

Net debt and gearing, MEUR



Interest-bearing net debt / EBITDA**
0.4x

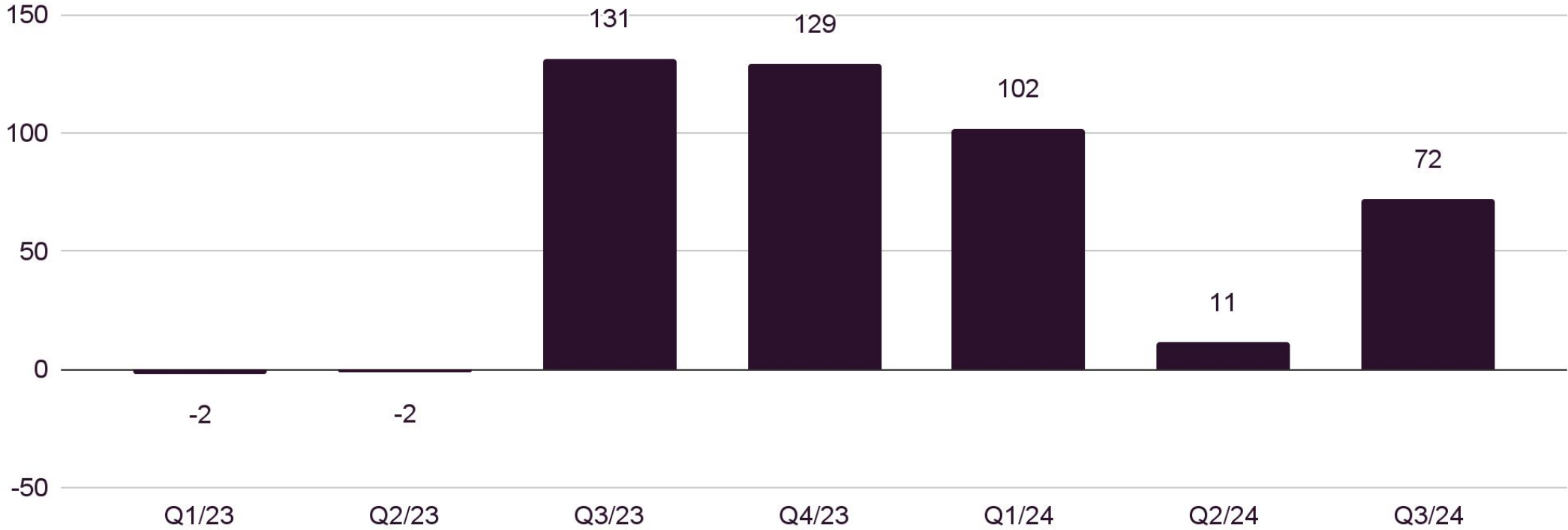
Maturity profile, 30 September 2024



34 *The detailed maturing profile of lease liabilities is reported annually and estimated in the interim reports.
**Last 12 months' EBITDA, periods prior to Q3/2024 are on carve-out basis

Cash flow remaining strong

Cash flow from operations before financing items and taxes, MEUR



³⁵ Q1/23 - Q2/24 are carve-out figures

Balance sheet key items

MEUR	31 Dec 2021 carve-out	31 Dec 2022 carve-out	31 Dec 2023 carve-out	30 Sep 2023 carve-out	30 Sep 2024
Total current assets	1,121	1,266	1,190	1,316	1,114
<i>o/w Cash</i>	103	100	83	77	293
<i>o/w Net Working Capital</i>	62	62	92	150	87
Total non-current assets	638	639	656	654	652
Total Assets	1,760	1,905	1,846	1,970	1,766
Invested Equity	776	853	818	961	611
Total non-current liabilities	198	181	243	187	488
Total current liabilities	786	871	785	822	667
Total Invested Equity and Liabilities	1,760	1,905	1,846	1,970	1,766
Net Indebtedness	-	-	-	-	98
<i>x Leverage</i>	-	-	-	-	0.4x
Gearing, %	-	-	-	-	16.0%

Cash flow key items

MEUR	2021 carve-out	2022 carve-out	2023 carve-out	Q3 2023 carve-out	Q3 2024
Capital Expenditure	38	60	82	26	20
<i>% Sales</i>	2.5%	3.1%	4.0%	5.2%	4.7%
Change in Working Capital	-42	12	-32	60	3
<i>% Change in Sales</i>	-2.8%	0.6%	-1.5%	11.9%	0.7%
Cash Flow from Operations Before Finance Items and Taxes	88	178	257	131	72
Net cash flow from operating activities	73	162	221	116	60
<i>% Cash Conversion¹</i>	-	-	86%		126%

¹ Cash Conversion defined as Cash Flow from Operations Before Finance Items and Taxes over EBITDA, last 12 months

Making every move count.

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 interim report, financial information is presented on an actual basis for the consolidated balance sheet as at 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 third quarter of 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 and 30 September 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.