

Cavotec MSL – Investor Relations



Presentation of Cavotec MSL – 1H2010 Results

New Zealand, August 2010

Who is Cavotec

Cavotec is a global engineering group, developing innovative solutions that help industry operate more efficiently and more sustainably. We design and manufacture systems for the airports, ports and maritime, mining and tunneling and general industry sectors.

Innovative ideas and advanced engineering define our systems and characterize the Cavotec Group as a whole. Our engineers seek to challenge and improve existing practice, wherever possible.

At the world's ports and airports, in mines and tunnels deep below the Earth's surface, far out at sea serving the offshore energy industry and in countless precision automation applications, Cavotec continues to apply expertise gathered from the past decades to help industry function more smoothly and more effectively.

Our Markets

Cavotec MSL is active in four distinct market sectors. These are:

Ports & Maritime

Airport

Mining & Tunneling

General Industry



Ports & Maritime Market Unit

The ports and maritime sector is at the heart of Cavotec's business – as it has been for over forty years. Our focus on safety, reliability and the environment has seen us evolve into a respected partner for operators around the world.

Cavotec is the home of MoorMaster, an innovative vacuum-based mooring system. We also supply Alternative Maritime Power (AMP) systems, and a comprehensive range of staple port equipment, including motorised cable reels, marine propulsion slip ring columns, electrical power connectors, power chains, and crane controllers.



Revenue from sales of goods 1H10 Ports & Maritime – 26%

Airports Market Unit

Cavotec entered the burgeoning market for specialised ground support equipment and 2004, and has grown ever since. Focusing on safety, reliability, innovation and above all, tailoring our solutions to specific challenges faced by airport operators, Cavotec has become a global leader with industry operators.

Cavotec is present in the GSE market through Cavotec Fladung, Cavotec Dabico and Cavotec Meyerinck.



Revenue from sales of goods 1H10 Airports – 18%

Mining & Tunnelling Market Unit

Cavotec started out as a specialist supplier of tunneling and mining equipment four decades ago – when we established our business on the same principles of innovation and efficiency that have guided us to becoming a global engineering group today.

Initially focusing on the electrification of drilling rigs and other mining equipment, Cavotec has adapted and expanded its range of products to become one of the most trusted names in the mining supply and tunneling equipment.



Revenue from sales of goods 1H10 Mining & Tunnelling – 16%

General Industry Market Unit

Matching the diversity of the general industry market, Cavotec offers a comprehensive range of products, from advanced slip ring columns to sophisticated radio remote control systems.

By working closely with clients, we consistently provide effective and cost efficient solutions. Flexibility, quality, and superior customer care, make Cavotec systems a clear favorite among industry operators throughout the world.



Revenue from sales of goods 1H10 General Industry – 40%

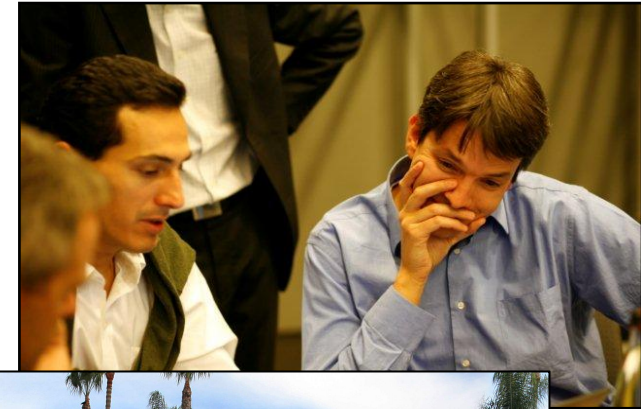
At work around the world

Behind any organisation there is a driving force.

Our people embody the Cavotec spirit of multi-nationalism. Working across borders as one global team, they are ready for to meet any challenge.

Cavotec Team facts:

- 10 Research & Engineering Centers
- 28 Sales companies
- 680 employees
- more than 140 graduate engineers
- 27 countries
- over 40 nationalities
- with 40 languages spoken



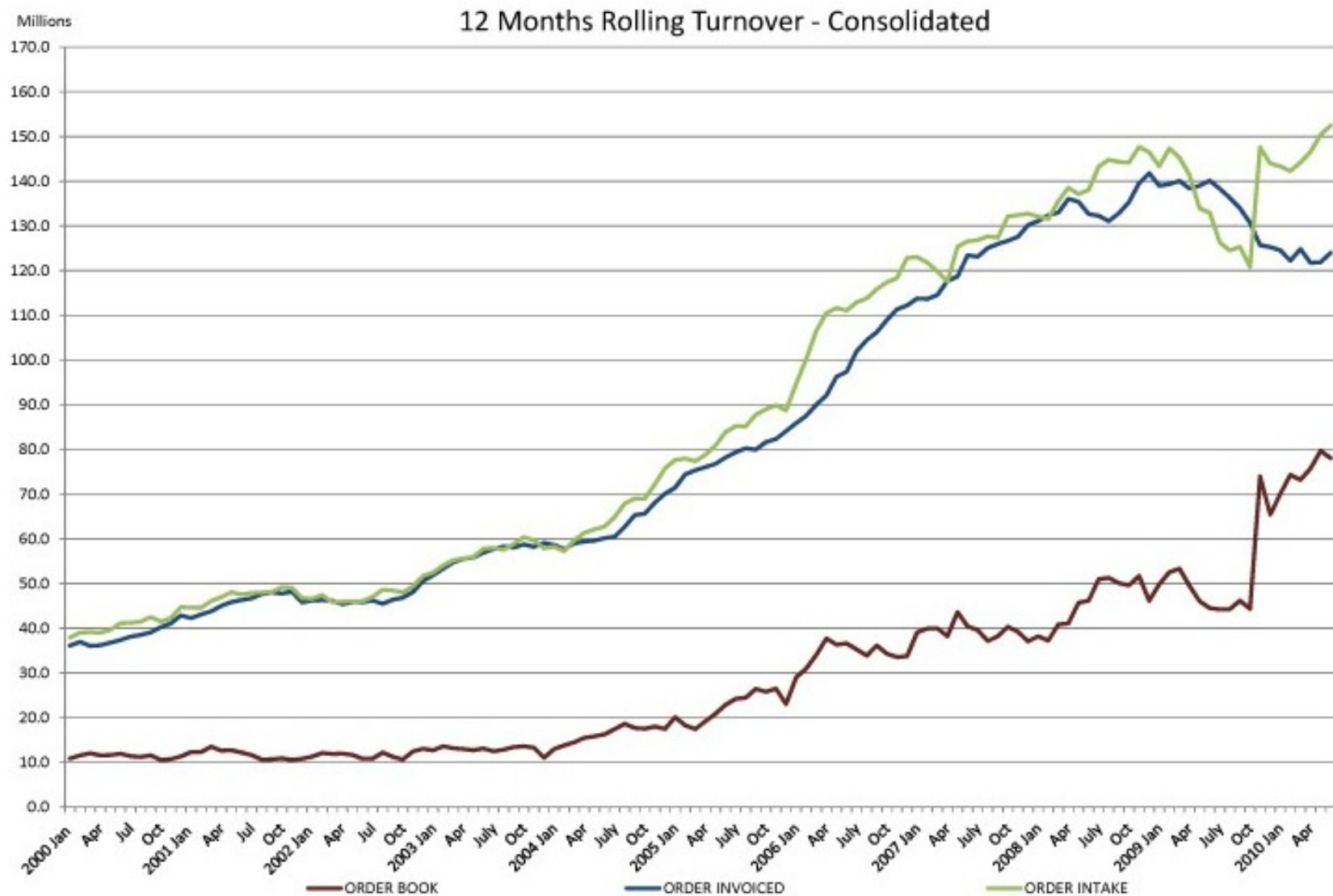
Key points of 1H2010

- We invoiced EUR 13.9 M in June bringing the YTD invoicing to EUR 62.8 M
- Order intake is EUR 69.7 M YTD which is 13.9% higher than 2009
- At the end of June, the order book stood at EUR 78.0 M
- China performed very well in the last 3 months and it's now comfortably above targets, while Scandinavia, France, Germany, Italy, USA and Australia continued their positive trend surpassing the forecast by more than 20%

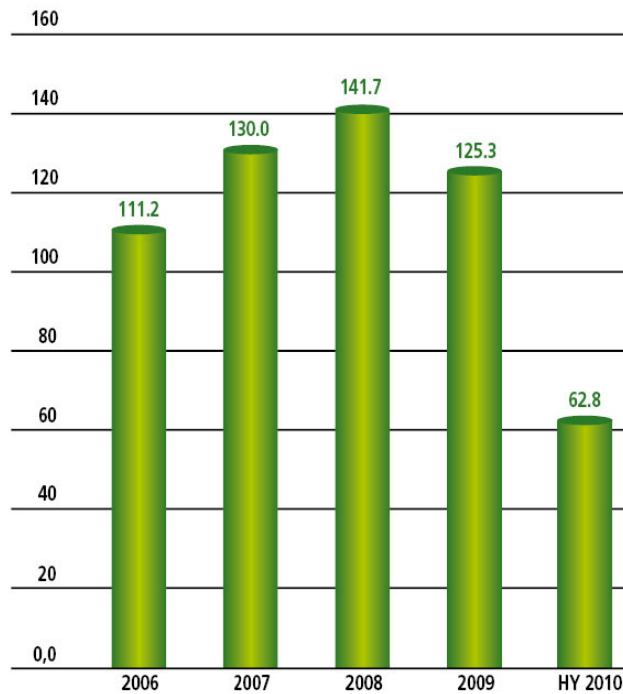
1H10 Results at a glance

MEUR	1H10	1H09	Change %
Revenues from sales of goods	62.8	64.1	-2.1%
Gross Margin	55.4%	55.0%	+0.4 pp
EBITDA	5.1	5.6	-8.9%
Operating profit (EBIT)	3.5	4.0	-11.8%
Net Profit	2.8	2.8	-0.3%
Operating cash flow	(0.4)	0.3	-0.7 M
Net Financial Position (NFP)	(25.3)	(27.1)	-6.4%
Order book	78.0	44.5	+75.3%

Key points of 1H2010 – 12 months rolling

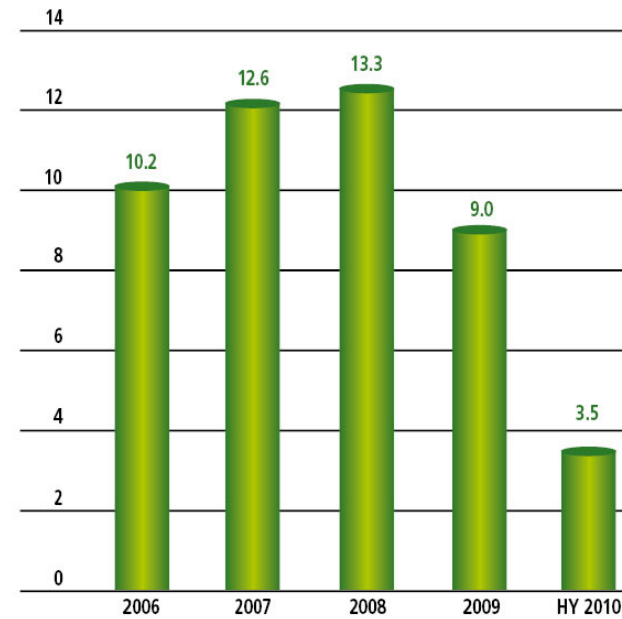


Revenue & EBIT development: 2005 to 1H10



Millions EUR

Consolidated sales
(Revenue from sales of goods)



Millions EUR

Operating profit before finance
costs and income tax (EBIT)

History of profitability and achievement

MEUR	1H2010	2009	2008	2007	2006
Result and Cash Flow					
Revenue from sales of goods	62,757	125,258	141,724	129,993	111,214
Earning before interest amortization & deprec.	5,141	12,270	16,406	15,182	11,999
Operating Profit (EBIT)	3,545	8,951	13,318	12,603	10,228
Finance costs - net	391	(820)	(3,013)	(982)	(1,141)
Profit before income tax	3,936	8,132	13,013	11,661	9,174
Profit for the period	2,832	5,200	9,198*	7,341	6,753
Cash flow from operating activities	(414)	8,594	4,648	8,820	6,889

* Disposal of asset (sale of Gantrex company)

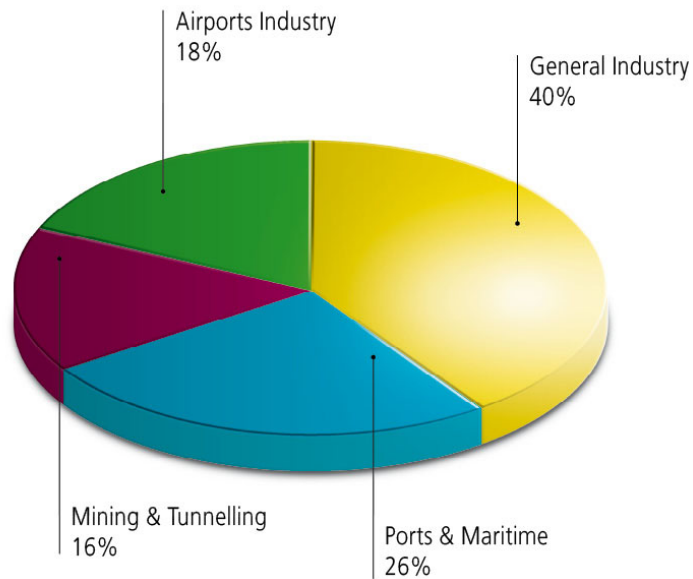
Ratios					
Operating profit (EBIT) margin	5.56%	7.15%	9.40%	9.70%	9.20%
Profit before income tax margin	6.27%	6.49%	9.18%	8.97%	8.25%
Operating Profit (EBIT) / avg. capital invested	9.99%	13.91%	22.81%	31.74%	53.92%
Profit for the period/ avg. capital invested	7.89%	8.08%	15.75%	18.49%	35.61%
Equity (incl. conv. bonds) / total assets (solidity)	49.71%	49.97%	46.73%	50.59%	33.11%
Total debt / total capital	34.18%	32.67%	35.78%	28.17%	50.24%
Leverage ratio (net debt / EBITDA)	2.15	1.78	1.66	1.16	1.38

History of fiscal conservatism

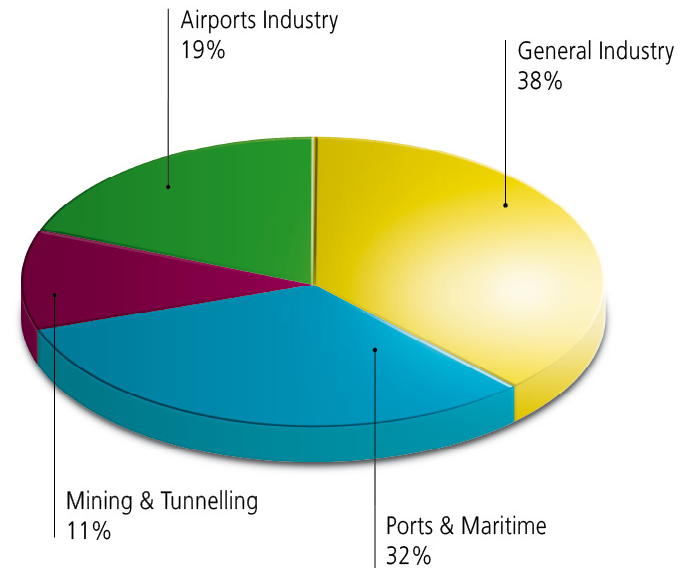
MEUR	1H2010	2009	2008	2007	2006
Balance Sheet					
Equity	74,289	67,613	61,092	55,681	23,736
Goodwill	45,595	44,089	43,640	31,636	12,846
Net consolidated debt	25,343	21,855	27,291	17,549	15,545
Total assets	149,435	135,305	130,747	110,220	71,686

Number of Employees					
Number of employees at end of period	689	677	718	568	490
Average number of employees	679	681	640	529	460
Revenue from sales of goods per employee	184,764	183,865	221,413	245,734	241,769
Operating profit (EBIT) per employee	10,437	13,140	20,806	23,824	22,235
Average cost per employee	57,359	54,169	55,159	61,034	59,510

Group Main Market Sectors 1H10 vs 1H09



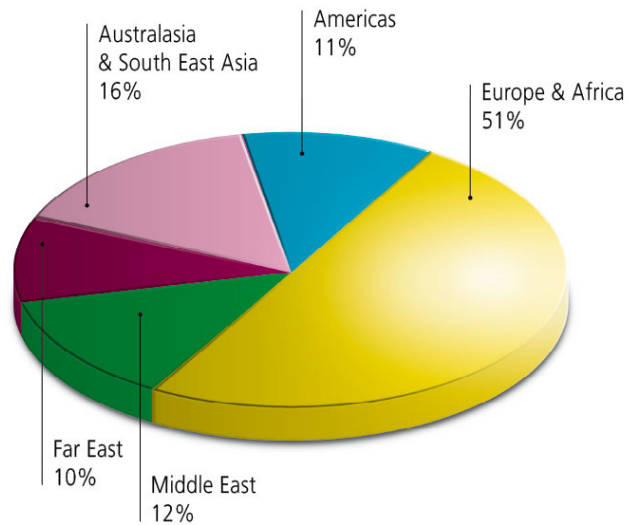
Main market sectors 30 June, 2010
(Revenue from sales of goods)



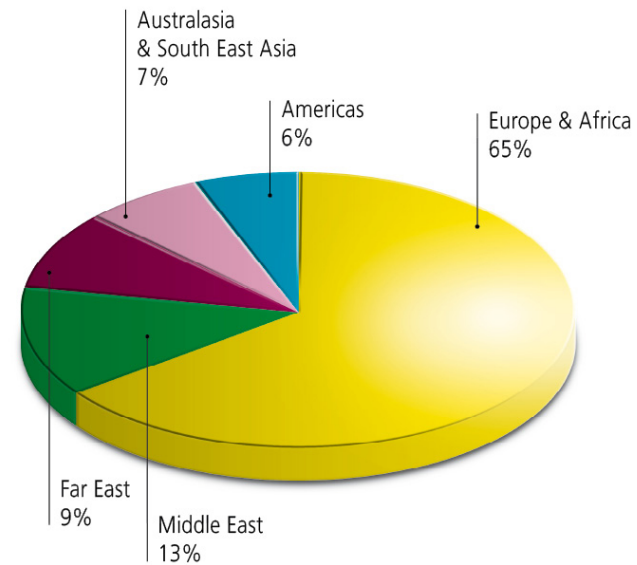
Main market sectors 30 June, 2009
(Revenue from sales of goods)

Consolidated sales 1H10 EUR 62.8 M (1H09: EUR 64.1 M)

Group Main Regions 1H10 vs 1H09



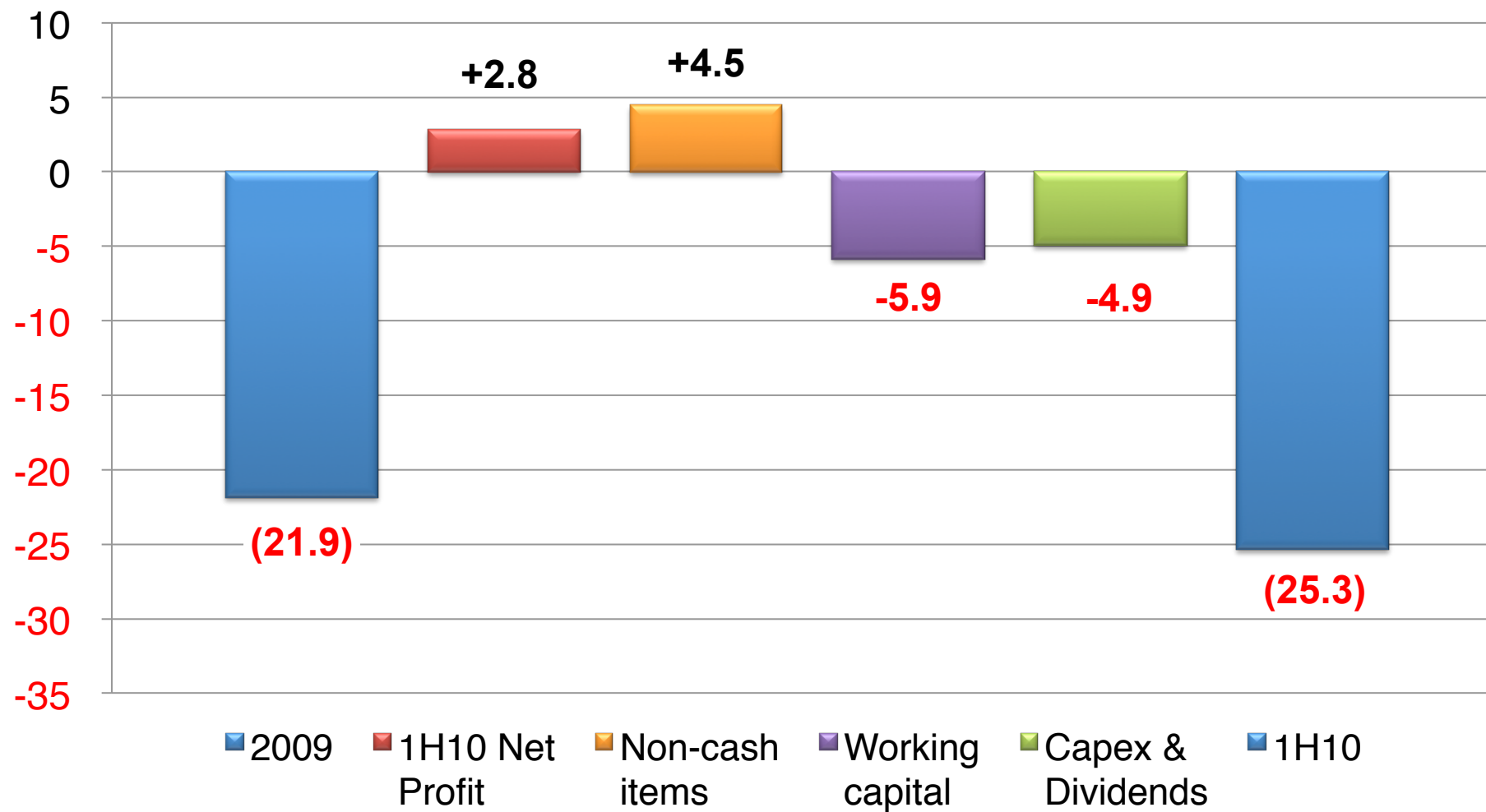
Main regions / revenue recognition 30 June, 2010
(Revenue from sales of goods)



Main regions / revenue recognition 30 June, 2009
(Revenue from sales of goods)

Consolidated sales 1H10 EUR 62.8 M (1H09: EUR 64.1 M)

NFP Evolution



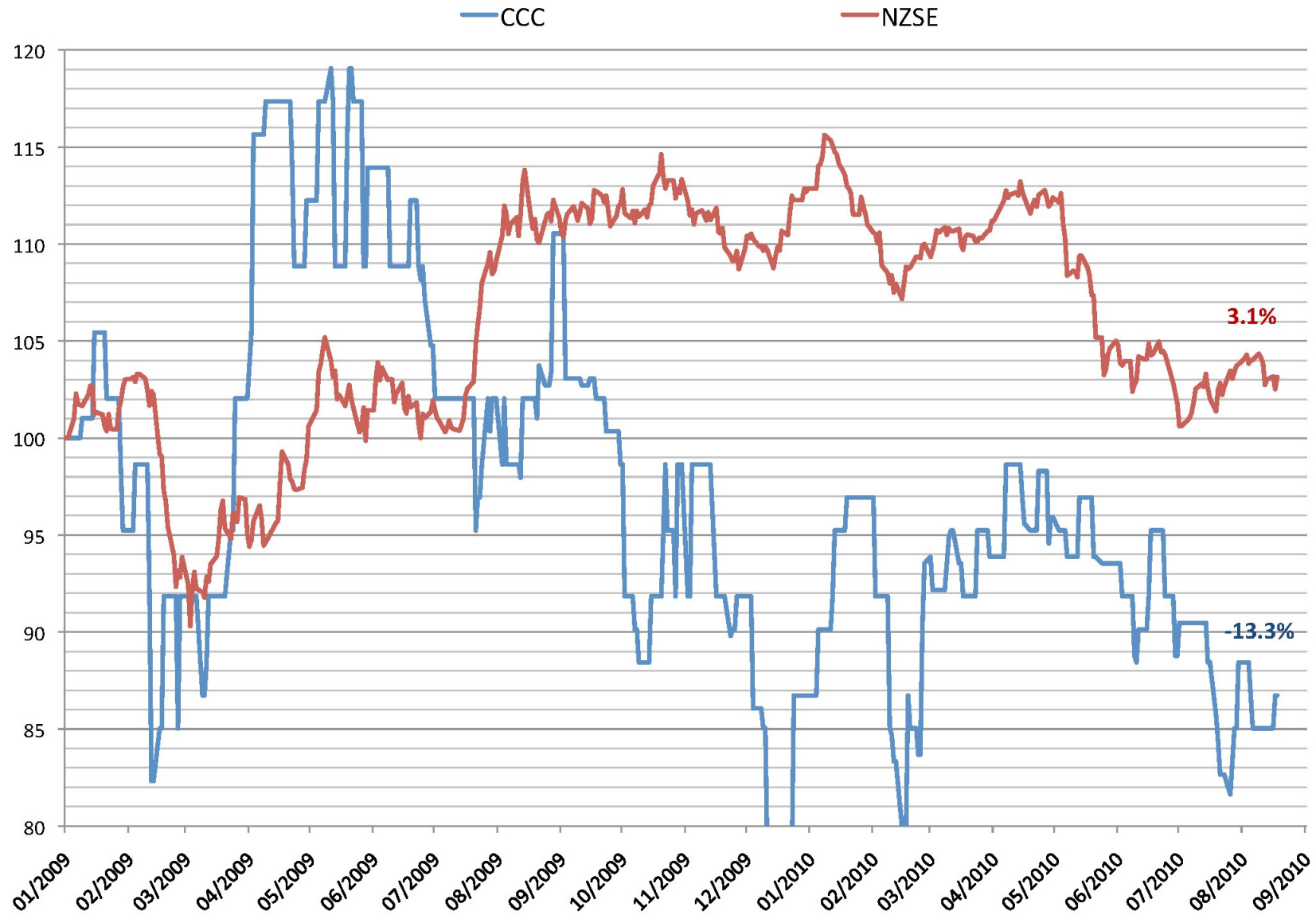
Cash flow

- Operating cash flow has been negative in the 1H10 reflecting seasonality and inventory build up for the Bahrain project
- The increase in working capital subtracted EUR 5.9 M from operating cash flow despite the significant reduction in overdue receivables and the advance payment received from the Bahrain Airport Corporation
- In 1H10 we recorded cash outflow of EUR 1.2 M in respect of dividend payments
- Our NFP was impacted by the significant capital expenditures sustained in the first half (EUR 3.7 M of which EUR 2.8 M related to the new Micro-control Norway premises)
- We expect an improvement of our NFP to the level achieved at the end of 2009 by the end of 2H10

Ageing of receivables

MEUR	1H10	2009	Change %
12 months rolling Revenues	124.0	125.3	-1.0%
Receivables	33.2	34.8	-4.7%
Receivables as % of sales	26.8%	28%	-1.2 pp
Overdue receivables	12.0	17.6	EUR -5.6 M
of which			
Overdue by more than 120 days	2.3	4.4	EUR -2.1 M

Cavotec MSL share price development



Looking ahead to 2010

- Market outlook for 2010 continues to look better than 2009
- Our main target is to return to 2008 operating levels within this year
- Medium-term market outlook remains positive
- EUR 78.0 million Order Book gives us a position moving into 2H10
- Cavotec has a leading position in niche markets and is present with the right technologies
- Cavotec has a very healthy balance sheet, able to support the business without any problem
- Ready to take growth opportunities in our markets, where we are present since almost half a century

Thank you for your attention

