

Cavotec MSL



Cavotec MSL – Annual General Meeting 2011 Christchurch, New Zealand

AGM 2011 - Programme

10.30 to 11.00 – Welcome coffee and refreshments for attendees

11.00 to 12.00 – Annual General Meeting

12.00 to 13.00 – CEO's Presentation highlighting Cavotec MSL's latest innovations and technologies, followed by a Q&A session

13.00 to 14.00 – Buffet lunch for attendees

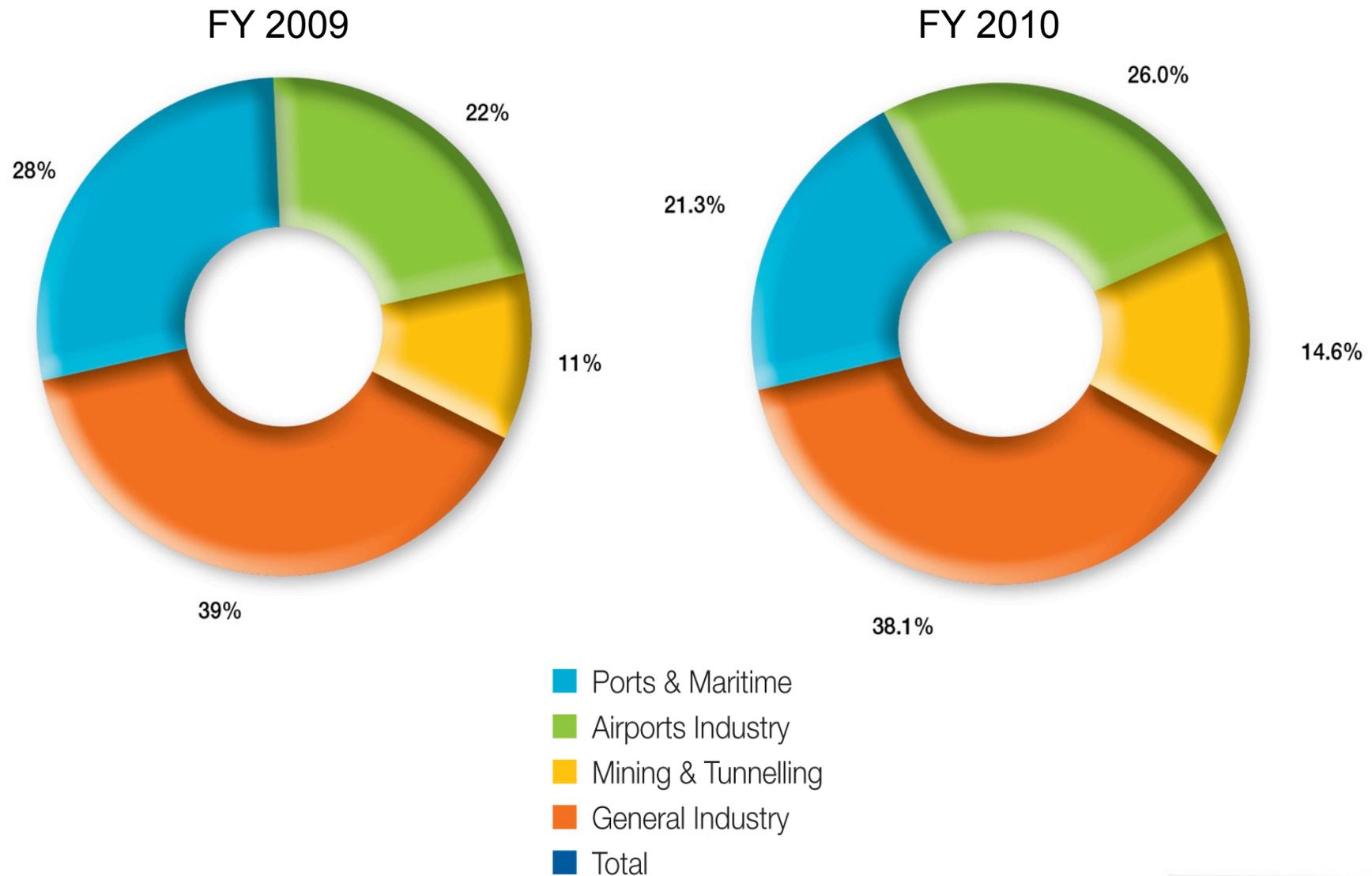
FY10 Results at a glance

MEUR	FY10	FY09	Change %
Revenues from sales of goods	145.0	125.3	15.7%
Gross Margin	57.1%	56.0%	1.1 pp
EBITDA	15.8	12.3	28.4%
Operating profit (EBIT)	12.4	8.9	38.4%
Net Profit	8.0	5.2	53.8%
Operating cash flow	11.0	8.6	+2.4 M
Net Financial Position (NFP)	(19.7)	(21.9)	+2.2 M
Order book	66.4	65.4	1.5%

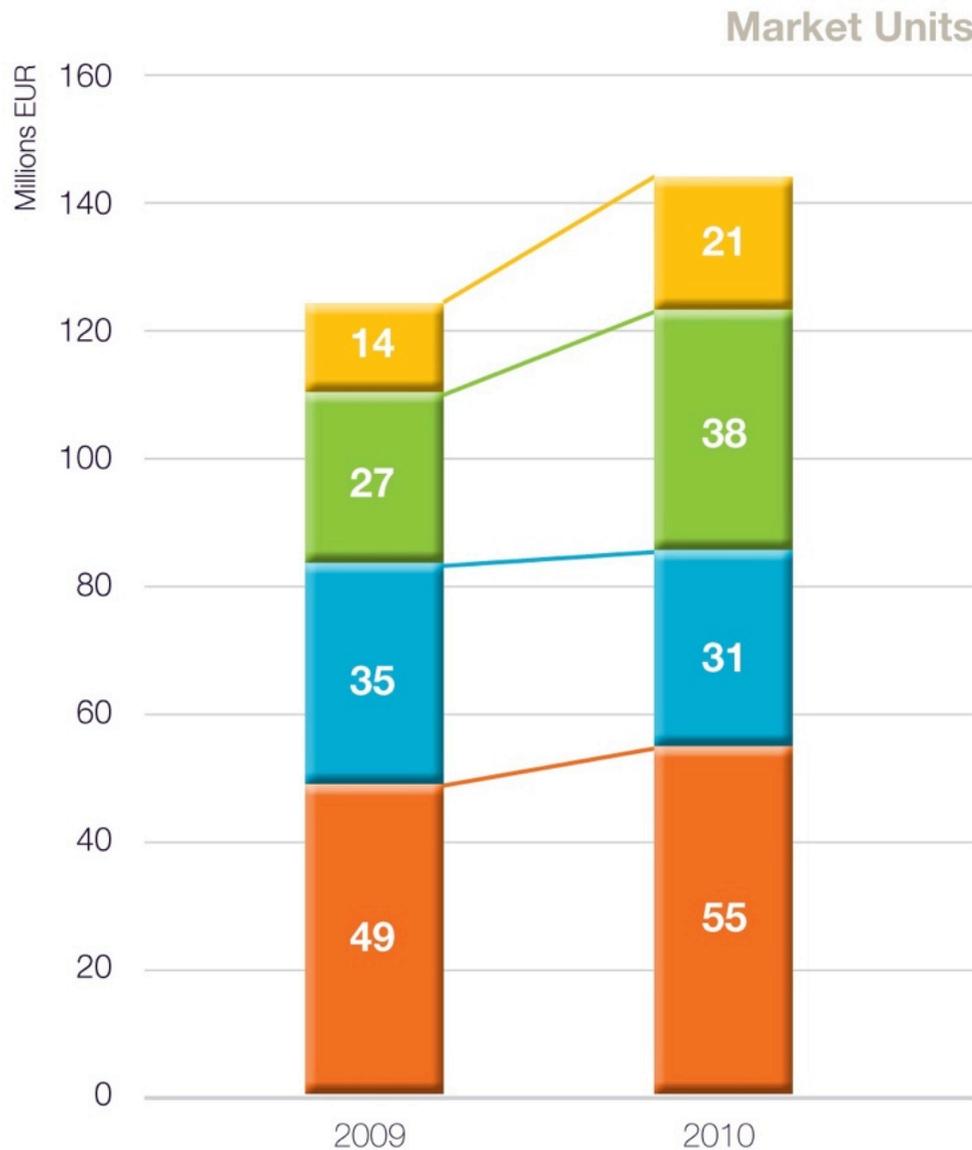
Key points of FY2010 vs FY2009

- Annual consolidated revenue **increased 15.7%** to EUR 145.0 million
- Operating profit (EBIT) **increased by 38.4%** to EUR 12.4 million
- Net profit **increased by 54%** to EUR 8.0 million
- Net Financial Position (NFP) **decreased** from EUR 21.8 million to EUR 19.7 million
- The Group's leverage **decreased** from 1.78x to 1.25x
- Continued geographical market diversification (% of total Group revenue)
 - Europe: 46.0%
 - Far East & Australasia: 19.1%
 - Middle East: 19.1%
 - Americas: 11.3%

Percentage split Market Units FY10 vs FY09



Group Market Units FY10 vs FY09

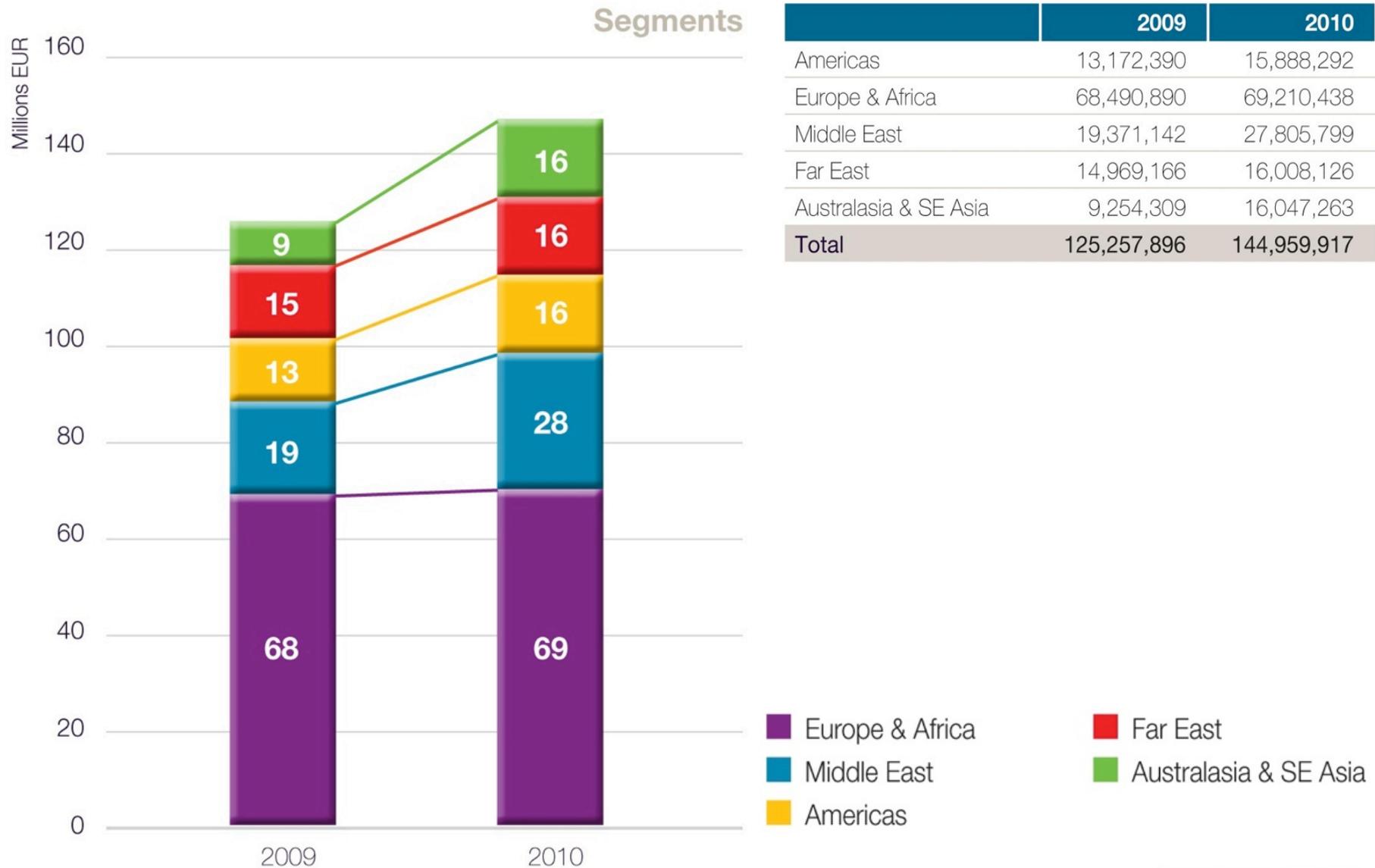


	2009	2010
Airport Industry	27,090,582	37,723,412
General Industry	49,149,727	55,281,925
Mining & Tunnelling	13,579,523	21,135,994
Ports & Maritime	35,438,064	30,818,586
Total	125,257,896	144,959,917

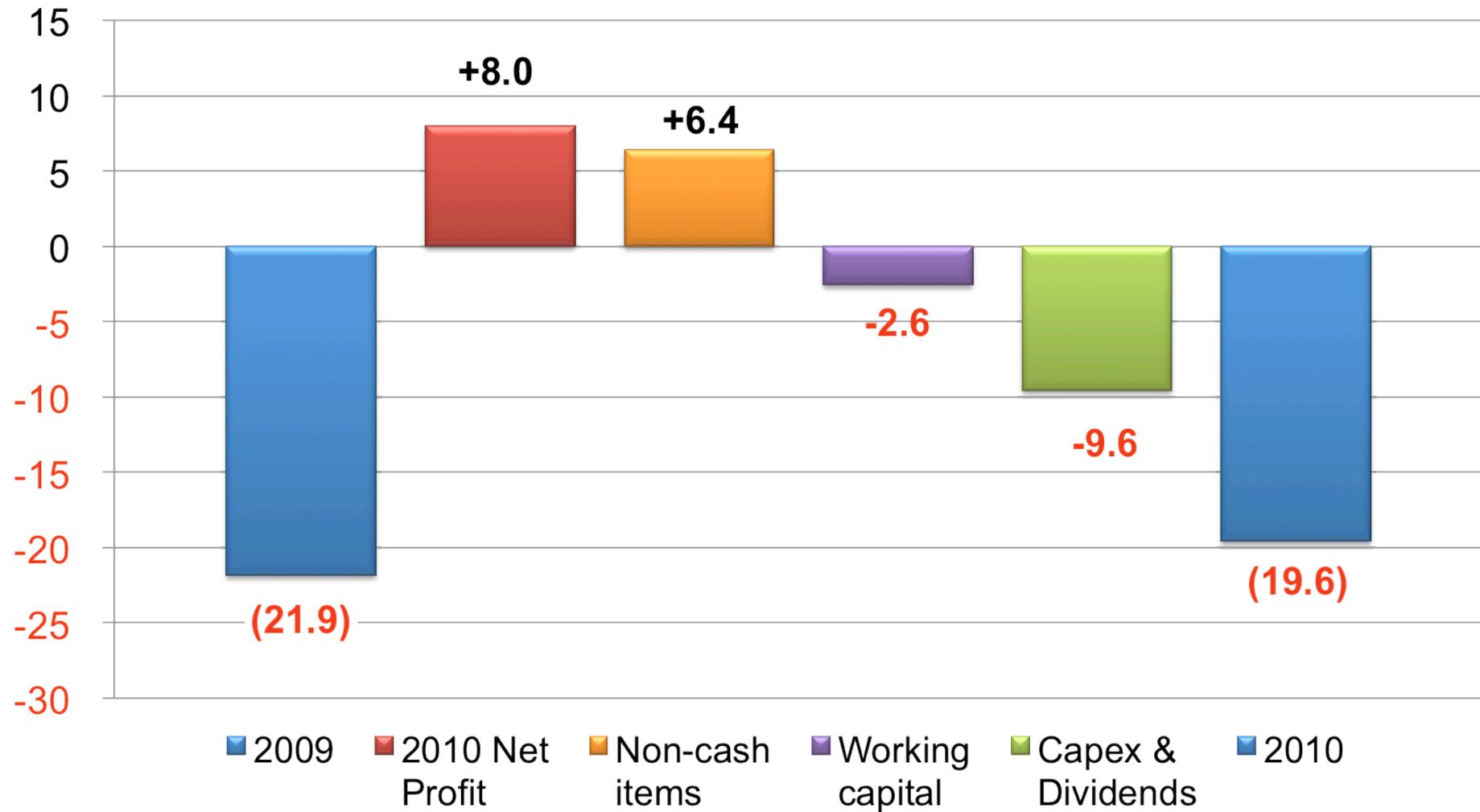
Ports & Maritime
Airports Industry

Mining & Tunnelling
General Industry

Group Main Regions FY10 vs FY09



NFP Evolution



Ports & Maritime – Key Figures

While revenue increased in all three of our Market Units in 2010, revenue for the Ports & Maritime sector fell 13.0%, to **EUR 30.8 million**, from EUR 35.4 million the previous year.

This figure represented a **21% share of the total revenue for the Group**. The performance of the unit reflects the extraordinary downturn experienced in the sector as investment struggled to recover following the financial crisis.

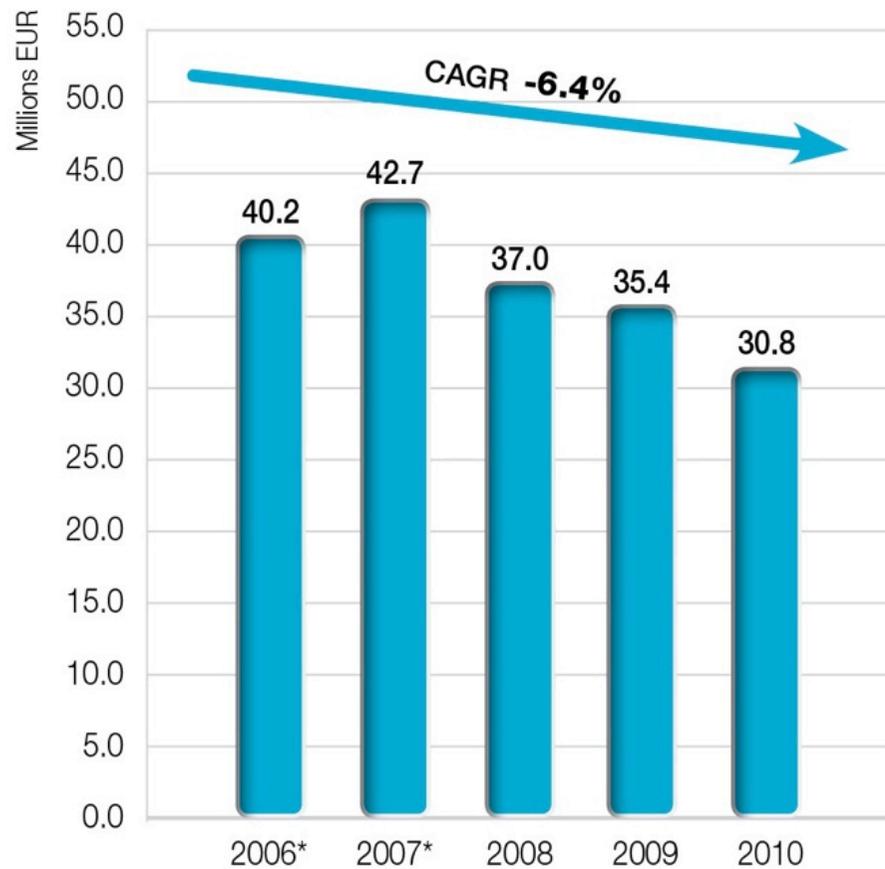


Some of our major customers in this market segment:

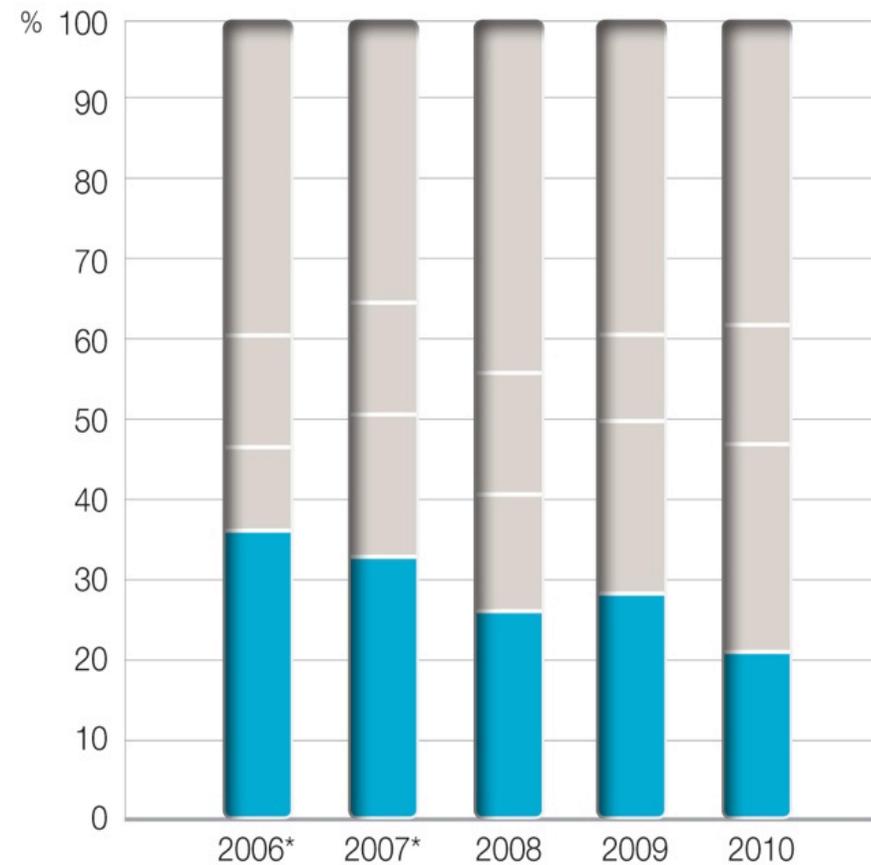
ABB – Aker – APMT – Cargotec – China Harbour Engineering – Dalian Huarai – DP World – Eurogate – Konecranes – MSC – National Oilwell Varco – Odim – Port of Los Angeles – Port of Long Beach – Port of Salalah - Pireaus Port – PSA – SLSMC – ZPMC

Ports & Maritime – Key Figures

Revenues



Percentage of Group revenues



Airports – Key Figures

Cavotec's Airports Market Unit reported the strongest growth of all our segments in 2010, primarily due to an exceptionally spirited performance in the Middle East.

Total revenue for the Airports Market Unit jumped 39.2%, to **EUR 37.7 million** from EUR 27 million in 2009. This figure represented a **26% share of the total revenue for the Group**, up from 21.6% in the previous year.

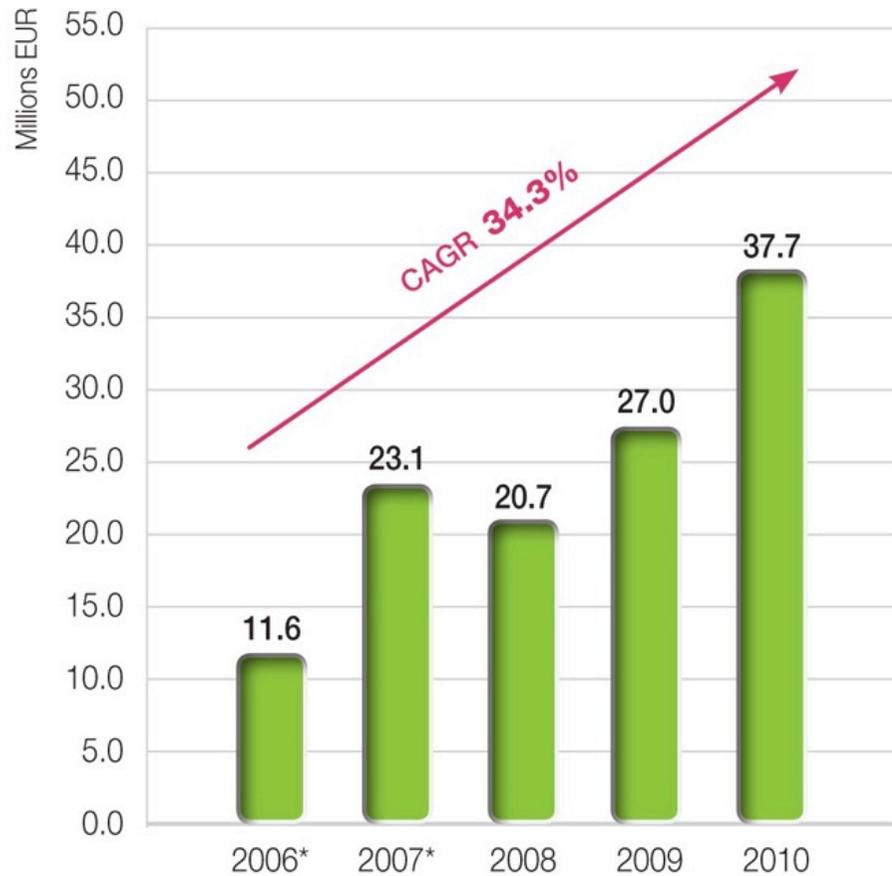


Some of our major customers in this market segment:

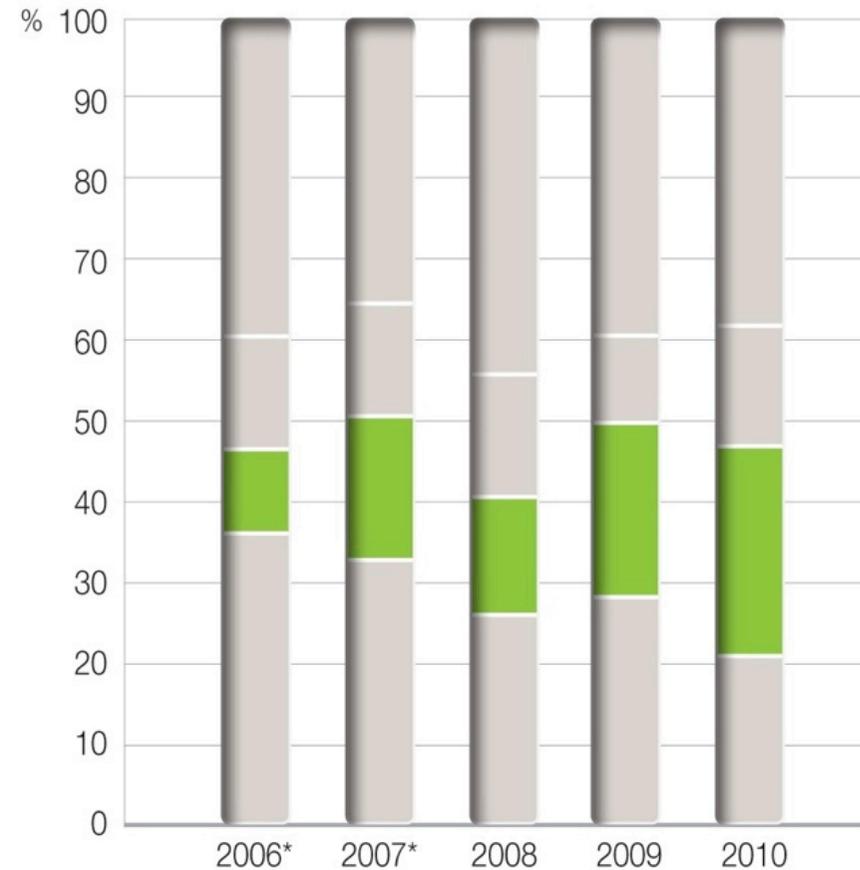
Anchorage Airport – Bahrain Airport – Boeing Corporation – Cargolux – ClaVal – Dubai Airport – Emte Sistemas – Frankfurt Airport – Gamuda – Gatwick International Airport – Heathrow International Airport – Lufthansa – Munich Airport – New Delhi Airport – Oslo Airport – Shanghai Airport – Siemens – Saudi Oger

Airports – Key Figures

Revenues



Percentage of Group revenues



Mining & Tunnelling – Key Figures

The Mining & Tunneling segment reported a strong year in all major markets, as customers resumed investment in equipment and new technologies, after the previous year's low levels of activity

Revenue for the year was up 55.6%, to **EUR 21.1 million**, accounting for **14.9% of total revenue for the Group**.

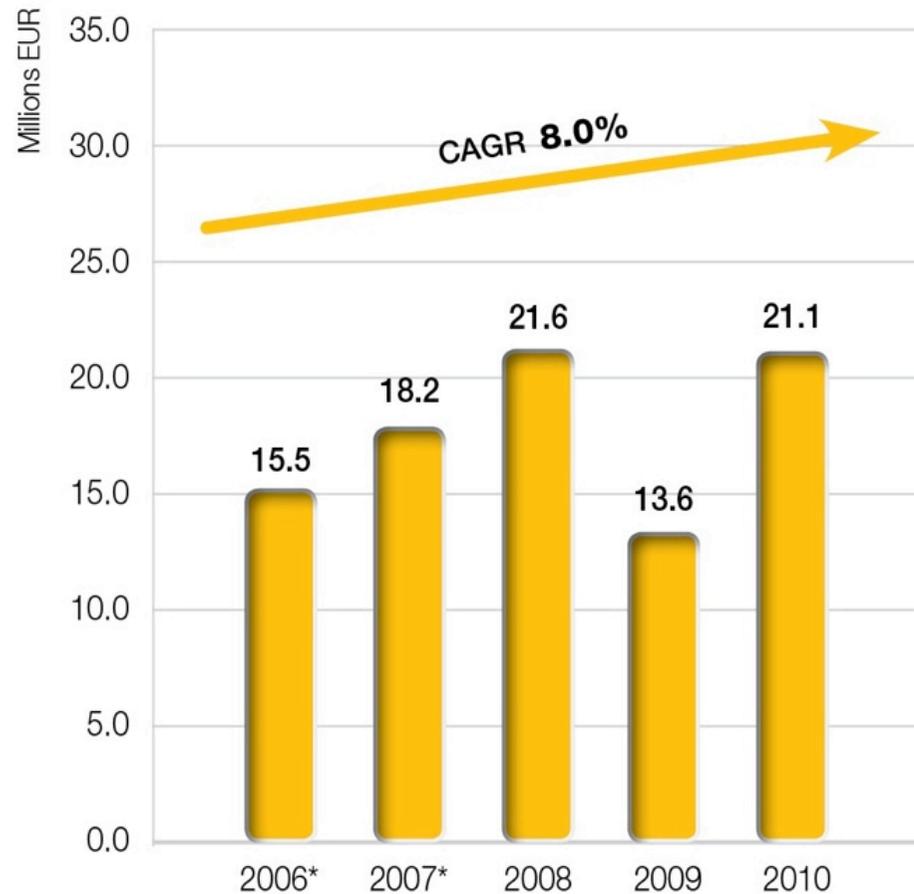


Some of our major customers in this market segment:

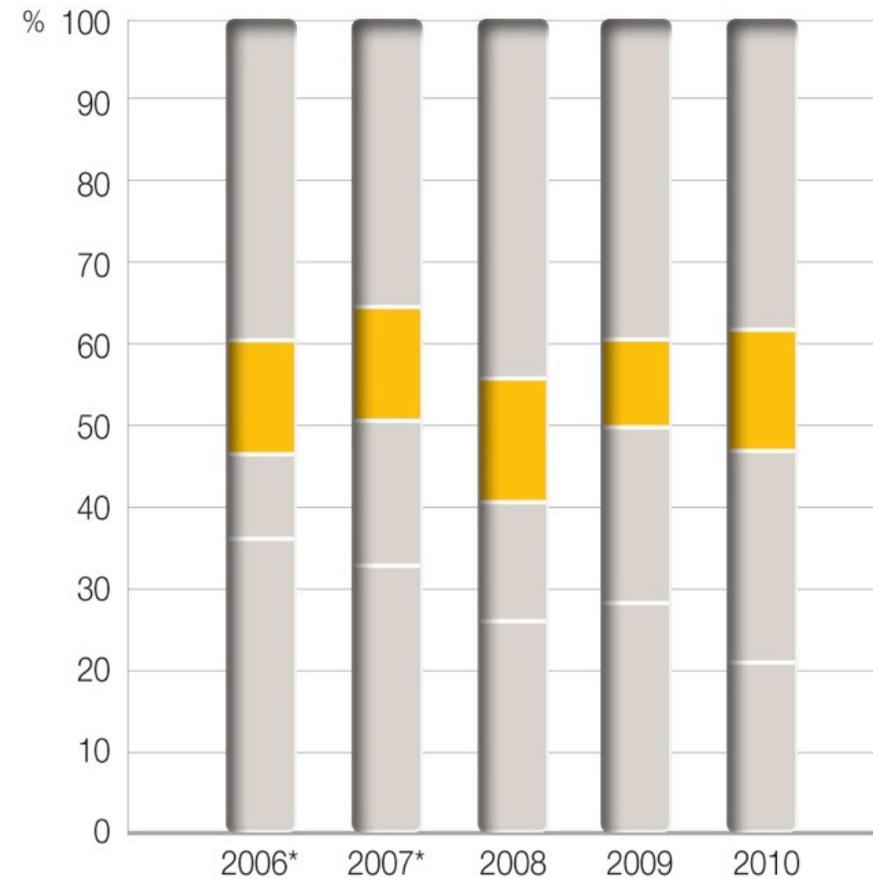
Atlas Copco – Bals – BHP Billiton – Blumenbecker Automation – Herrenknecht – LKAB – Pilbara Iron – Rambooms – Robbins – Sandvik – Thyssenkrupp – WHBO

Mining & Tunnelling – Key Figures

Revenues



Percentage of Group revenues



General Industry Market Unit – Key Figures

Cavotec's most diverse and largest market unit, General Industry, reported strong growth in 2010. Once again, the exceptionally wide application base for our products, coupled with our genuine global presence has enabled the General Industry Market Unit to grow as economic activity resumed.

Total revenue growth for the General Industry Market Unit for the year was 12.5%, **or 38.1% of the total revenue of the Group**, amounting to **EUR 55.3 million**.



Some of our major customers in this market segment:

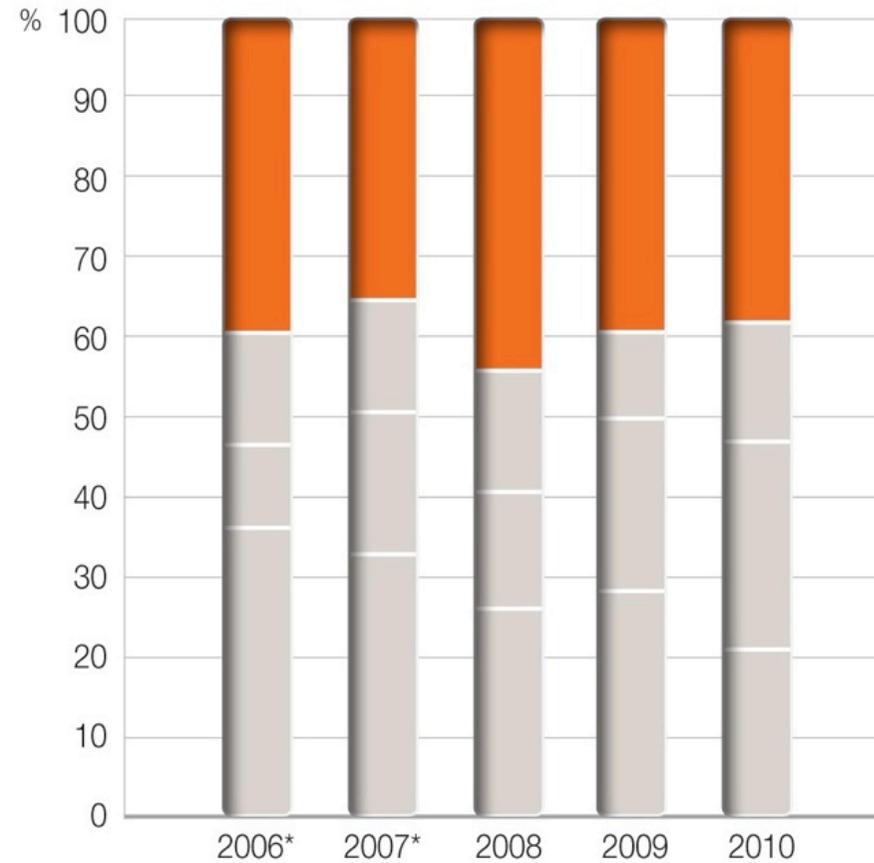
ABB – Alimak – Arcelor – Mittal – Al Habtoor – Costain – Fisia Italimpianti – GE International – Konecranes – Liebherr – Linde – Manitowoc – Palfinger – Rocktec – Siemens – Terex – Vahle

General Industry – Key Figures

Revenues



Percentage of Group revenues



Our team around the world

Wherever they are at work, Cavotec employees are consistently building the Group's identity around. Together, we are working to improve the future – around the world, around the clock.

Quite simply, our people are the most important investment that we make.

- 719 employees
- more than 140 graduate engineers
- 27 countries
- over 40 nationalities
- with 40 languages spoken



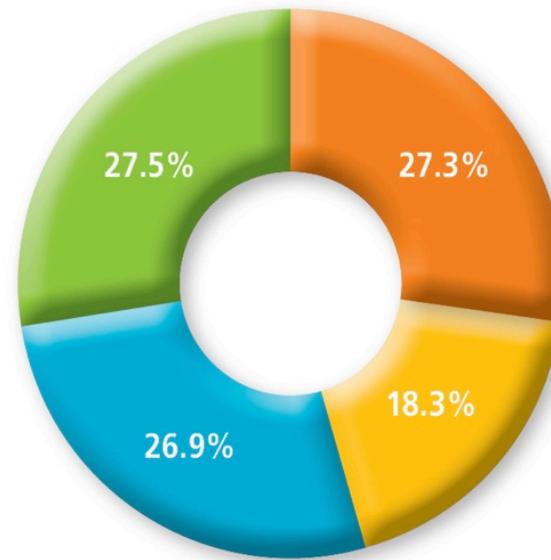
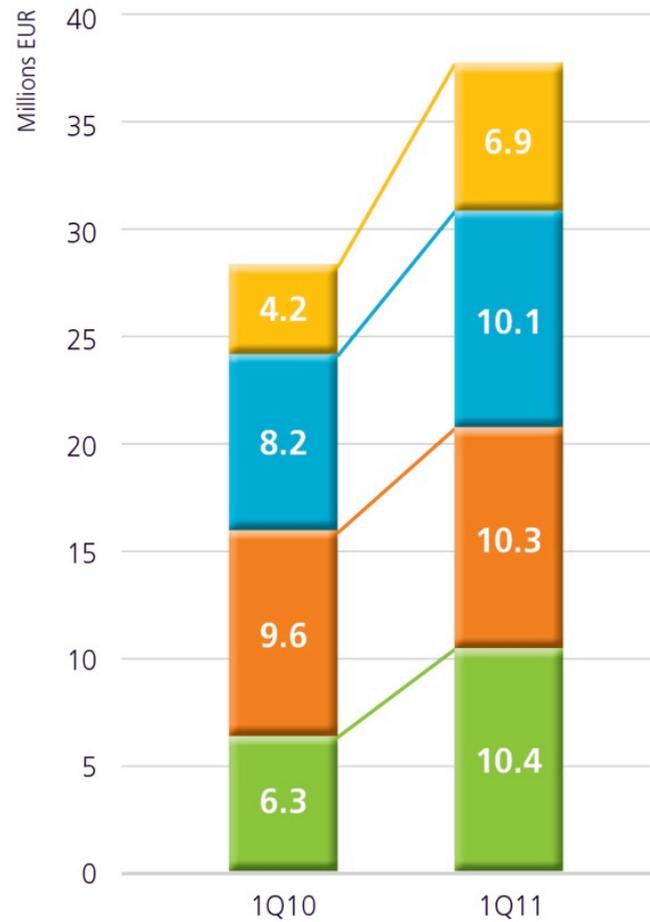
1Q11 Update – Key Figures vs. 1Q10

- Revenues for the Quarter increased 33.1% to EUR 37.7 million (28.3)
- Operating result (EBIT) up 77.1% to EUR 2.1 million (1.2)
- Profit before tax (EBT) amounted to EUR 1.9 million (0.5)
- Net Profit for the period was EUR 1.4 million (0.4)
- Basic earnings per share were EUR 0.022 (0.007)
- Order Intake for the period increased 46.3% to EUR 51.5 million (35.2)
- Order Book now stands at EUR 77.8 million, a 6.3% increase on 1Q10 (73.2) and up 17.2% on FY10 (66.4)
- Rolling 12-month Order Intake amounted to EUR 160.5 million, up 11.3% compared to 1Q10

1Q11 Update – Revenues Market Unit 1Q11 vs. 1Q10

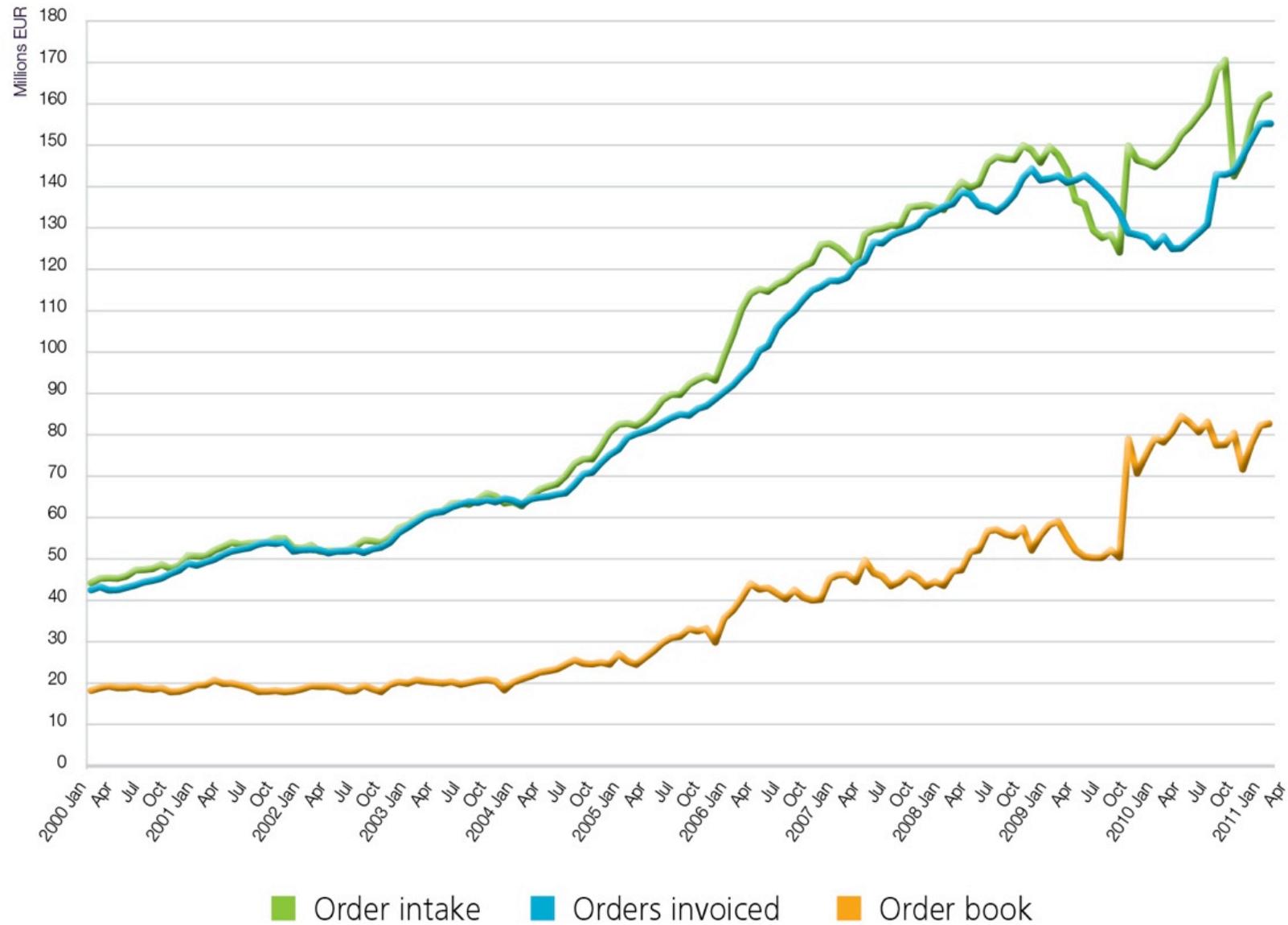
Millions EUR	1Q11	1Q10	Change %
Ports & Maritime	10.1	8.2	+23.1%
Airports	10.4	6.3	+64.3%
Mining & Tunnelling	6.9	4.2	+64.4%
General Industry	10.3	9.6	+7.8%
Total	37.7	28.3	+33.1%

1Q11 Update – Percentage split Market Units 1Q11



■ Ports & Maritime
 ■ Airports
 ■ Mining & Tunnelling
 ■ General Industry

1Q11 Update – 12 Months Rolling Turnover



1Q11 Update – Share Price Development



Nasdaq OMX – a pioneer in the exchange space

NASDAQ OMX is the world's largest exchange company with trading, technology and public company service capability spanning 6 continents.

NASDAQ OMX offers capital raising solutions to companies around the globe and is number one in worldwide listings with more than 3,600 listed companies representing \$4.5 trillion in total market value.

NASDAQ OMX offers trading across multiple asset classes including equities, derivatives, debt, commodities, structured products and ETFs. Its technology supports the operations of over 70 exchanges in 50 countries.

Through its Data and Financial Products units, NASDAQ OMX provides its companies and investors with unrivaled market insight and visibility across multiple trading pools.

Cavotec will be listed on NASDAQ OMX Stockholm.

Nasdaq OMX Stockholm – Number of Companies



Nasdaq OMX Stockholm – Market Cap (EUR bln)



Nasdaq OMX Averages

- P/E: 16.2x
- P/Book: 2.02x
- P/Sales: 1.44x
- EV/EBITDA: 7.47



Nasdaq OMX Stockholm – Average daily volumes



AGM – Resolutions & Voting

Ordinary Business

A

To consider and receive the Annual Report of the Company (incorporating the Company's financial statements and the Auditor's report on those financial statements) for the year ended 31 December 2010.

B

To consider and, if thought fit, to pass the following ordinary resolutions:

1. That Mrs Leena Essén be re-elected as director;
2. That Mrs Nicola Gerber be re-elected as a director;
3. That Mr Jack Groesbeek be re-elected as a director;
4. That Mr Joe Pope be re-elected as a director;
5. That Mr Stefan Widegren be re-elected as a director;

C

To record that PricewaterhouseCoopers continue in office as auditors and to authorise the Directors to fix their remuneration for the ensuing year.

AGM – Resolutions & Voting

Special Business

D

To consider and if thought fit pass the following resolution as an Ordinary Resolution:

“That the shareholders give authority to the Board to develop a full proposal for a court-approved scheme of arrangement, on the basis of the indicative proposal set out in the Explanatory Note (2) below, to be placed before shareholders at a subsequent meeting prior to implementation.”

Cavotec MSL – AGM 2011



CEO's Presentation – Annual General Meeting 2011
Christchurch, New Zealand

Our business model

A global industrial engineering and manufacturing partner of innovative systems

Our strategy is centered around:

1. Niche applications
2. Local presence around the world with own 34 subsidiaries
3. Market diversification:
 - Ports & Maritime
 - Airports
 - Mining & Tunnelling
 - General Industry

Competing in a challenging environment

There are two main questions which are vital to our continued success in competing in today's challenging environment:

- 1. What's triggering growth in some key developing Cavotec markets?**
- 2. Where are we investing?**

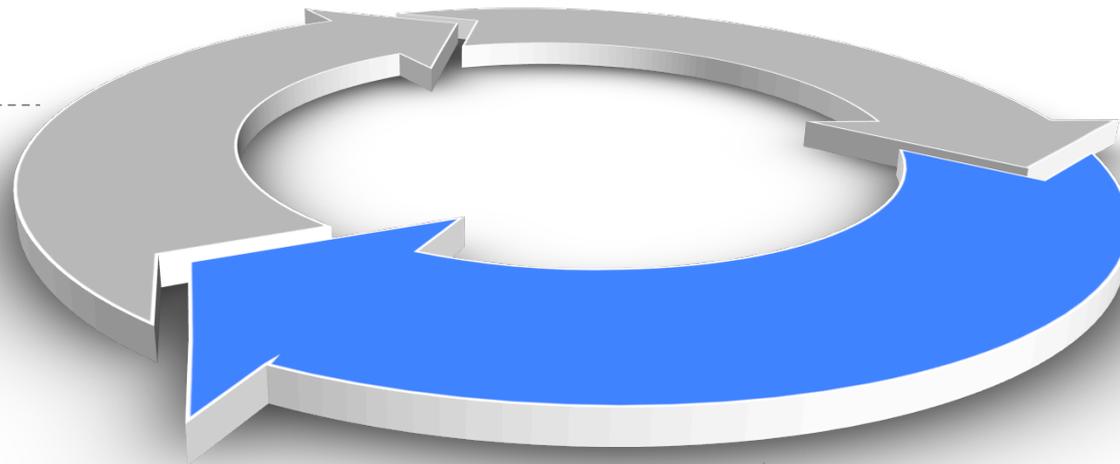
Competing in a challenging environment

Mega trends that will require significant changes

2.

Fight for natural resources will increase significantly.

3. Increased Climate Change effect



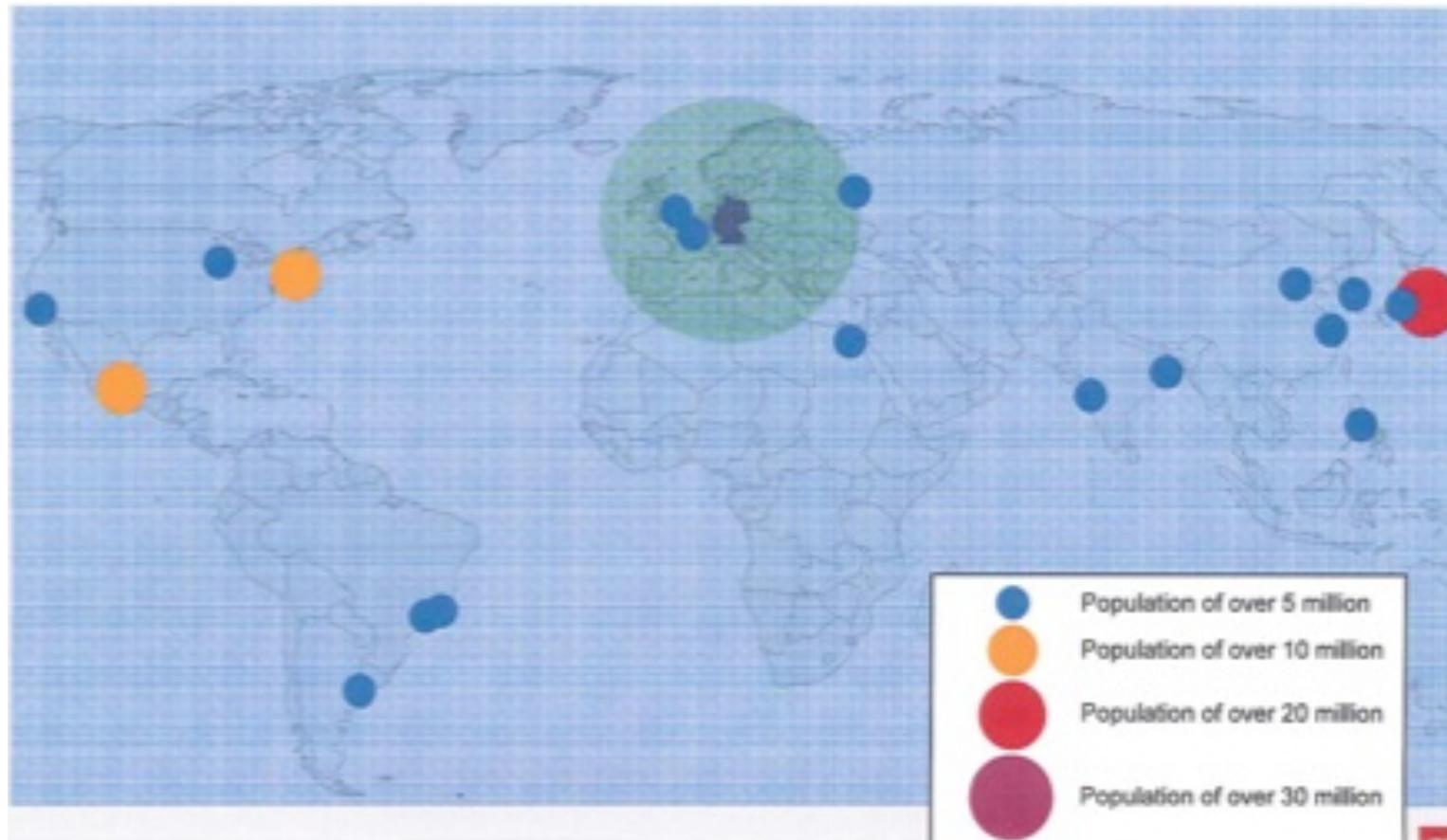
1.

In 40 years we will be 9 Bill. people on the planet, 4 Bill. in the Middle Class vs. 1 Bill. today.

Competing in a challenging environment

Urbanisation

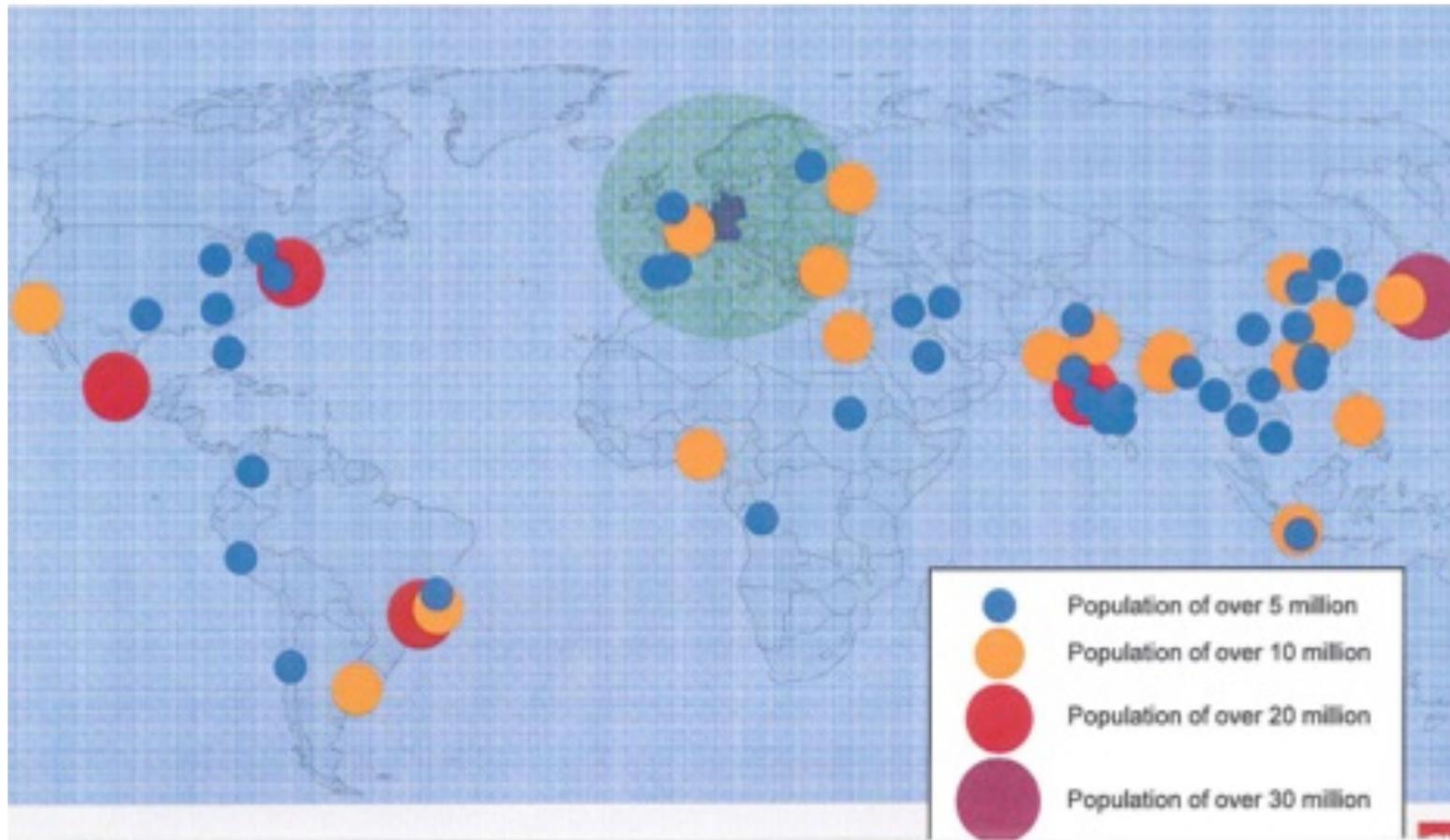
Agglomeration with more than 5 million people in 1975



Competing in a challenging environment

Mega-cities, mainly in Asia

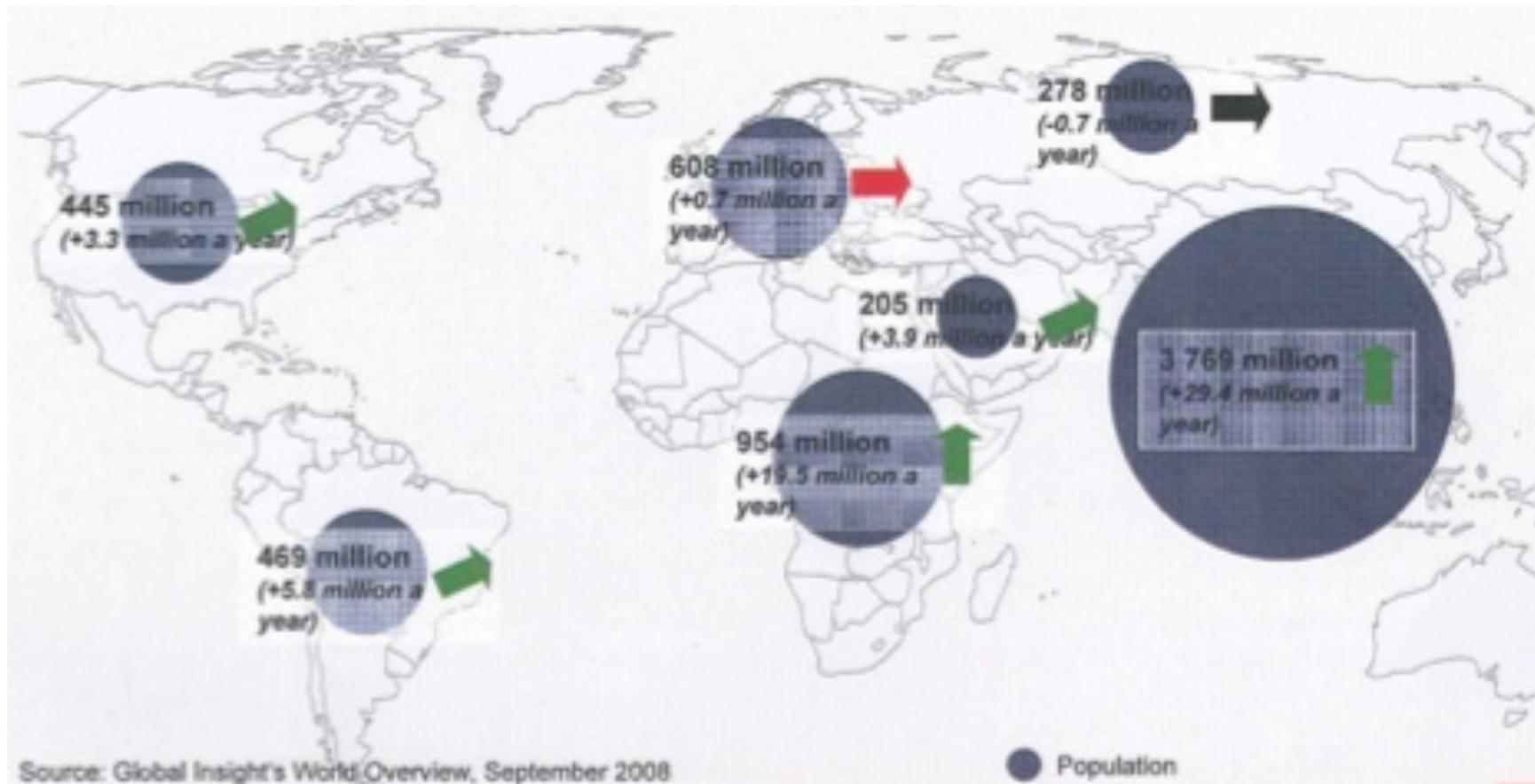
Agglomeration with more than 5 million people in **2015** (projected)



Competing in a challenging environment

Africa and Asia-Pacific to grow by nearly 50 million people a year

World population 2008 and average growth in the next 30 years



Competing in a challenging environment

What's triggering growth in some key developing Cavotec markets?

1. Transportation needs for people and goods will increase in the future
2. The availability of natural resources will become an even greater priority. Transporting these resources from source to end-user will require significant investments in ships, aircraft, trains and overall infrastructure requirements.
3. Growth in transportation will trigger environmental issues, which will become increasingly important closer to large agglomerations.

Transportation, transportation,

Competing in a challenging environment

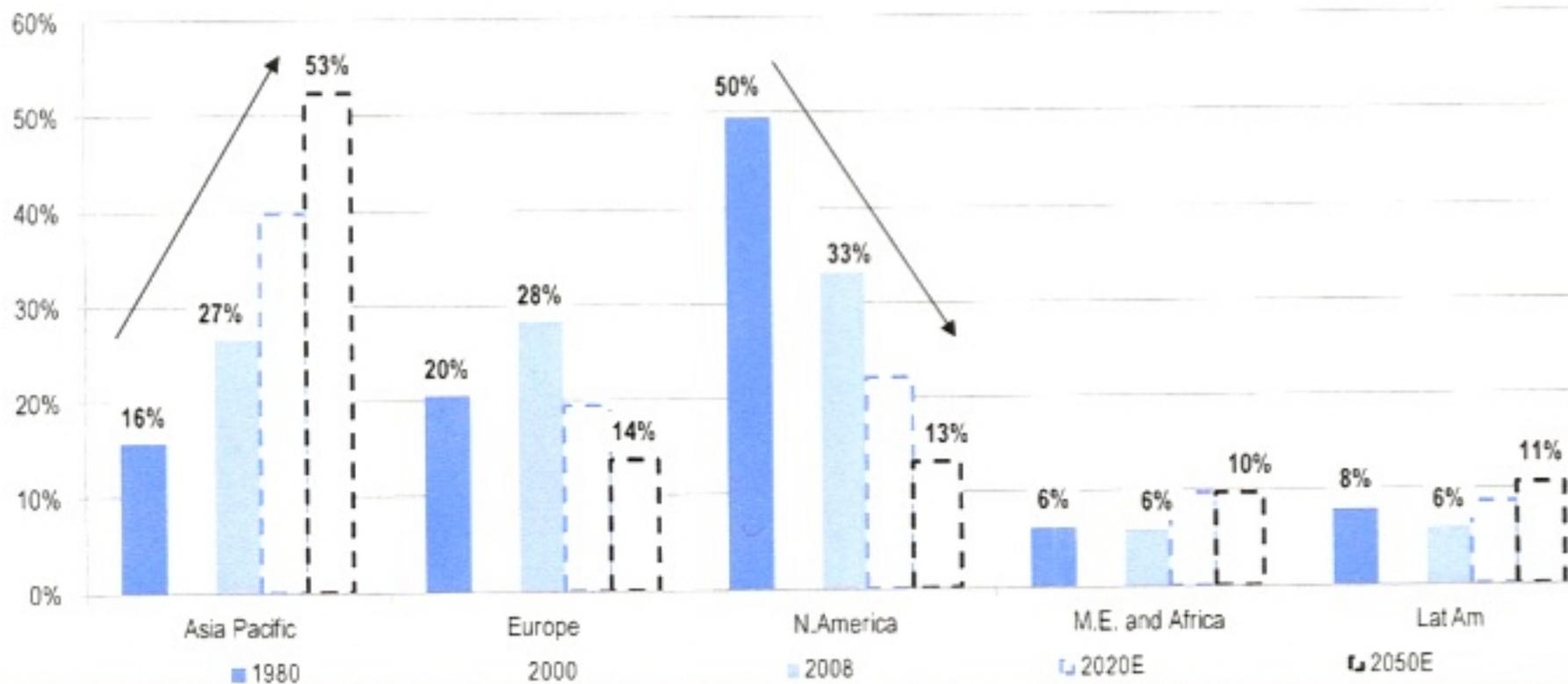
Expected industry trends for Cavotec markets linked to transportation:

- Aviation
- Ports & Maritime
- Mining

Competing in a challenging environment

Regional **aviation market** development 1980-2050

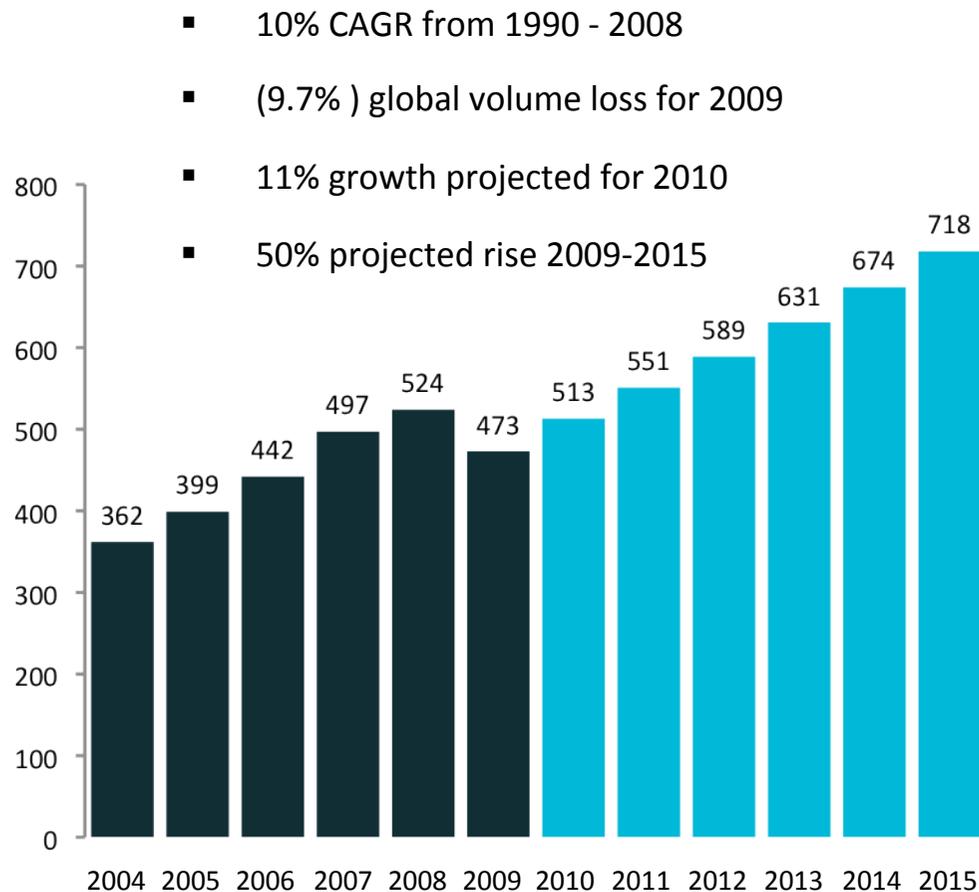
Asia will likely become the largest aviation by 2020



Competing in a challenging environment

Long-term attractiveness of the **port industry market** is driven ongoing globalization, containerization and privatization.

World container port handling demand (TEU million)



- Global economic growth.
- Increased regional trade (e.g. Intra-Asia).
- Increased containerization of commodities (e.g. reefer).
- Necessity to upgrade existing capacity (e.g. larger vessels, deep draft and larger crane requirements).
- Privatization opportunities.
- Growing consumer demand in developing countries.

(Source: Drewry Shipping Consultants, August 2010)

Competing in a challenging environment

Mining market outlook 2011 – 2015

- All big mining companies foresee positive market outlook
- Investments in the mining are moving at full speed
- New mines are opening/re-opening again
- First out after downturn: India/China, Australia, South America, Africa
- Russia still slow but starting to come out of the recession
- "Stan" countries (Afghanistan, Kazakhstan, Kyrgyzstan, Pakistan, Tajikistan, Turkmenistan, Uzbekistan) found new strategic resources to be explored.
For Afghanistan only: USD 3 trillion

Where are we investing next?

Being close to our customers has always been our main philosophy. This is why we have decided to increase our presence and activities in the following developing countries:

1. China
2. India
3. Brazil

New investments 2011 – 2013

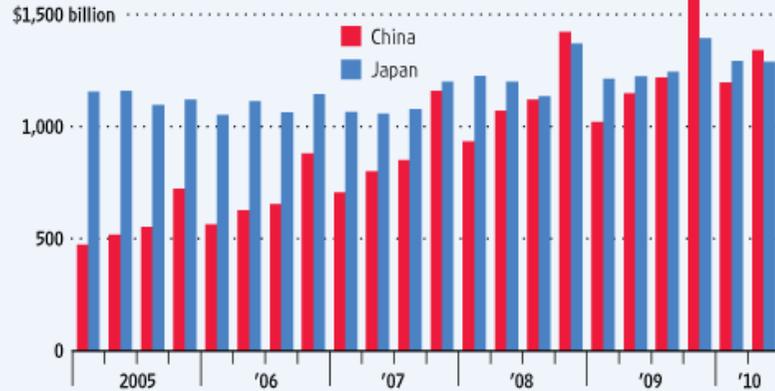
China

Present since 1989 with distribution and with our own Cavotec company since 1995

China – new investments 2011 – 2013

Marching on

China has surpassed Japan in quarterly GDP before but the latest figure has put China on track to top Japan in full-year GDP

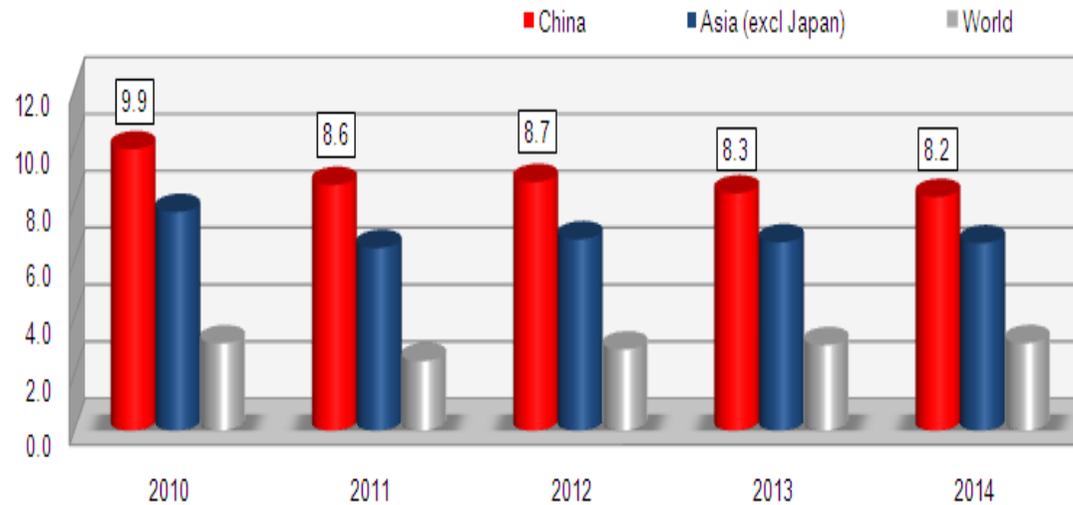


Sources: China's National Bureau of Statistics; WSJ reporting (China); Japan's Cabinet Office

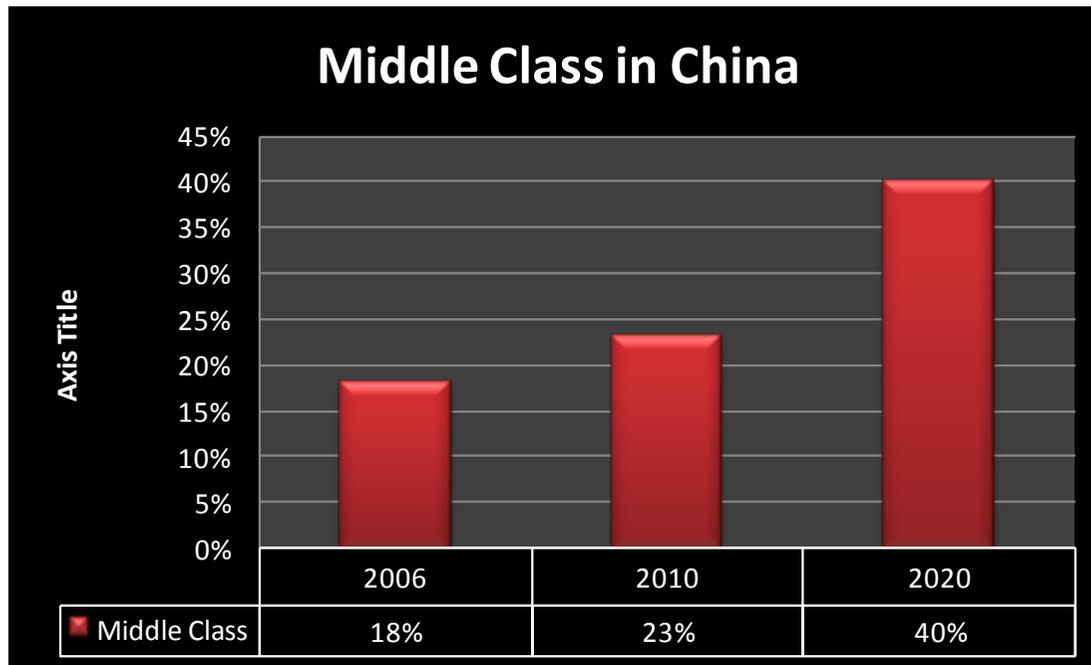
2nd

world economy
this year surpassing Japan.
GDP Reached 5.2 Trillion USD

9.9%
Average annual
GDP growth in the last
30 consecutive years



China – new investments 2011 – 2013



180,000

RMB - Annual family income

A monthly income of RMB
15,000

An engineer with 5 years
experience will earn 7,500
RMB/month in an east coast
city in China

90%

GDP Growth in
2010 came from
domestics
consumption

315

Million people already in
middle class by the
Chinese standard, or
Xiaokang definition

275

Million chinese consumers
will soon join the
consumption force to
further boost the economy

China – new investments 2011 – 2013



350,000,000

- Chinese city will add 350 m people in next 20 Y
- The population of the entire USA



1,000,000

- >200 cities with more a million inhabitants
- Today the whole of Europe 35 cities



50,000

- There will be up to 50,000 new skyscrapers
- The equivalent of 10 New York



8

- By 2020, China will have 8 cities with more than 10 million people

17.9%

In 1978, China's urbanization rate was 17.9%, or 172 million people

48%

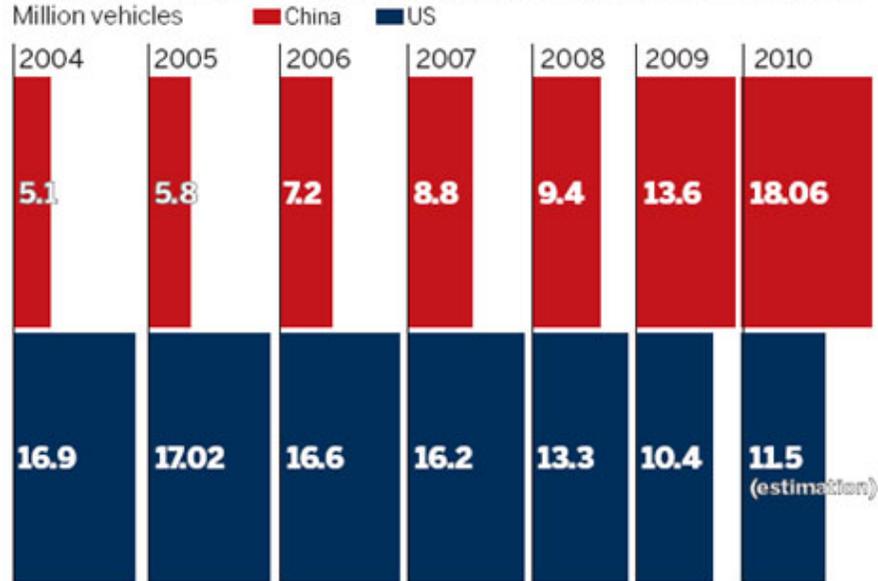
In 2010, China will have 48% of their population living in cities, or 660 million people

72%

In 2030, 72% of the Chinese population will live in cities, an additional 350 million people

China – new investments 2011 – 2013

ANNUAL VEHICLE SALES IN CHINA AND THE US



Source: marklines.com

XAN SABARÍS / CHINA DAILY

10-15%

Annual growth in next 10-15 year in
China of the automobile market

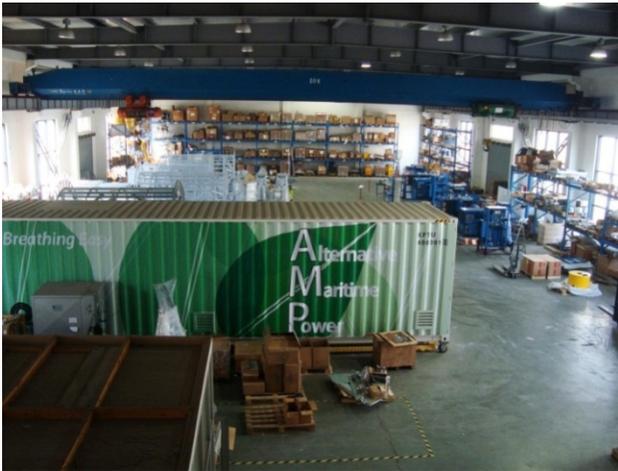
18.06

Million vehicles sales in 2010
in China; jumped 32.37%



China – new investments 2011 – 2013

Manufacturing & Warehouse Facilities



Workshop – Building 1



Ground Floor – Building 2



First Floor – Building 2



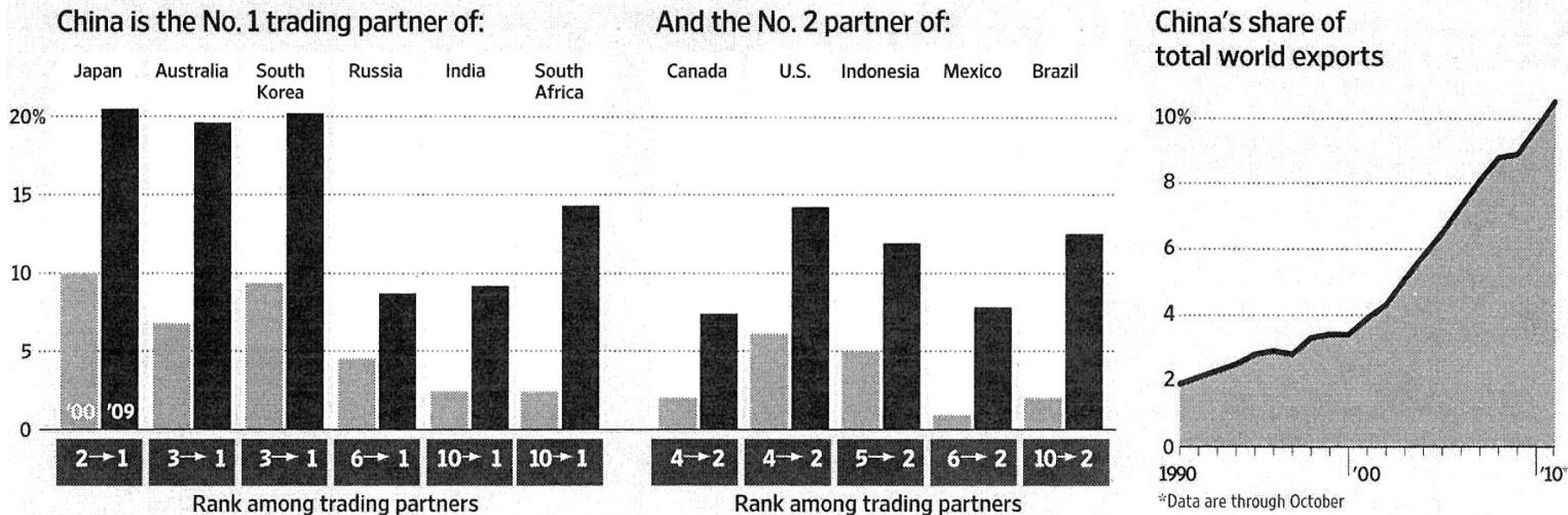
New Cable Warehouse 400m²
– Building 3

China – new investments 2011 – 2013

We need to think about our manufacturing facilities in China on a Global scale

The China factor | China is the No. 1 trading partner of six G-20 nations

Share of selected countries' trade (imports plus exports) with China at the start and the end of the 2000s.



Source: International Monetary Fund Direction of Trade Statistics via Karim Foda of Brookings Institution

China – new investments 2011 – 2013

New Warehouse for Cavotec Shanghai

Details of existing facilities (at present):

Area: 3,550 sqm divided in 3 warehouses (2050 + 1100 + 400).

Details of proposed facilities:

Location: Distance from existing warehouse 2.5 km



Area: total 9,000 sqm

China – new investments 2011 – 2013

Market Overview

Ports and Maritime - Highlights

- Several new orders from ZPMC
- new orders received from ABB for total of the equivalent of one year of sliprings for Azipods
- First order for a complete solution for shore to ship supply equipment for a large Container Terminal
- Strong ports development in terminals in Asia (Evergreen, YML, Yantian, Dalian, Tianjin)



China – new investments 2011 – 2013

Market Overview

Mining and Tunneling – Highlights

- Supporting Australian market
- Sandvik/Atlas production in China
- Cavotec China received “Best Supplier 2010” award from Atlas Copco Nanjing URE Division
- New blanket order from China Railways Chengdu



China – new investments 2011 – 2013

Market Overview

General Industry- Highlights

- Development of land rigs market
- Development of railways market
- Strong growth of MC, CC, Alfo and Gessmann sales
- Steel mill developments
- Mobile Cranes and construction equipment manufacturers increase demand for Alfo, Gessmann and Brevetti



China – new investments 2011 – 2013

Market Overview

Aviation- Highlights

- New airport for Beijing approved
- Old terminals T1 and T2 in Beijing to be upgraded
- Retrofit project for pits in HK airport and 400Hz upgrade project in HK
- Currently following up new developments in Nanjing, Yantai, Shenzhen, Nanning, Kunming, Chengdu, Chongqing, Beijing
- New hangar projects for China Eastern (2 projects already awarded),



India – new investments 2011 – 2013

India

Present with our own Cavotec company since 2005

India – new investments 2011 – 2013

Cavotec Engineering Services India

- 2 companies in Pune:
sales and engineering
- Currently 12 people, with 20 employees projected by end 2011
- Engineering services company formed in early March 2011 & first board meeting will be held in April 2011
- Approx. 1000m² single floor space in a modern facility, shared between India sales office & EDS
- Easy availability of qualified & experienced engineers with global exposure
- Quick availability of software & hardware
- Time zone advantage for instant contact with CoE's in Europe, NZ, China



Brazil – new investments 2011 – 2013

Brazil

present with distribution since 1995

Cavotec do Brazil: incorporated in Q1 2011

Brazil – new investments 2011 – 2013

Facts & Figures

- Brazil is the world's fifth most populous country after China, India, the United States and Indonesia.
- Brazil has one of the world's biggest afro-descendent population and the largest number of people of Japanese ancestry outside Japan.
- São Paulo is the biggest and the most populous city in the Southern Hemisphere. Its population is approximately 11 million, and 18 million if the adjacent metropolitan areas are considered.
- A pine tree in a Finnish forest takes 50 years before it can be pulped and milled into paper. A eucalyptus tree in Espírito Santo, on Brazil's coast, is ready in seven.

Brazil – new investments 2011 – 2013

Facts & Figures

- BM&F Bovespa (“A Nova Bolsa”, as a result of the merger of São Paulo Stock Exchange - BOVESPA and Futures and Commodities Exchange- BM&F) is public and is the third largest Stock and Futures exchange in the world in market cap.
- Brazil is the world’s largest exporter of sugar, coffee, orange juice, soy, beans, beef, tobacco and chicken.
- The Financial Times describes the country as “a powerhouse whose size and efficiency few competitors can match”.
- Massive investments in infrastructure are expected as Brazil will host the 2014 FIFA World Cup. Rio de Janeiro is a candidate city for the Olympic Games in 2016.

Brazil – new investments 2011 – 2013

Facts & Figures

- The Brazilian government controls Petrobras through its greater than 50% stake in its voting shares.
- Key to those plans is the development of the so-called "pre-salt" offshore oil frontier, so-named because the estimated 80 billion barrels of oil equivalent that area may contain are located deep
- A mega-oil field in the so-called pre-salt layer has impressive figures of potential volumes of barrels and investments required, which can put Brazil amongst the top oil exporter countries in the world
- **Petrobras raised \$66.9-billion share offer, making it second only to U.S. oil giant Exxon Mobil in the Western Hemisphere.**

Brazil – new investments 2011 – 2013

These investments in China, India and Brazil will allow us to follow locally the fastest growing world markets with the goal to double our revenues in these areas in the next years

Thank you for your attention

