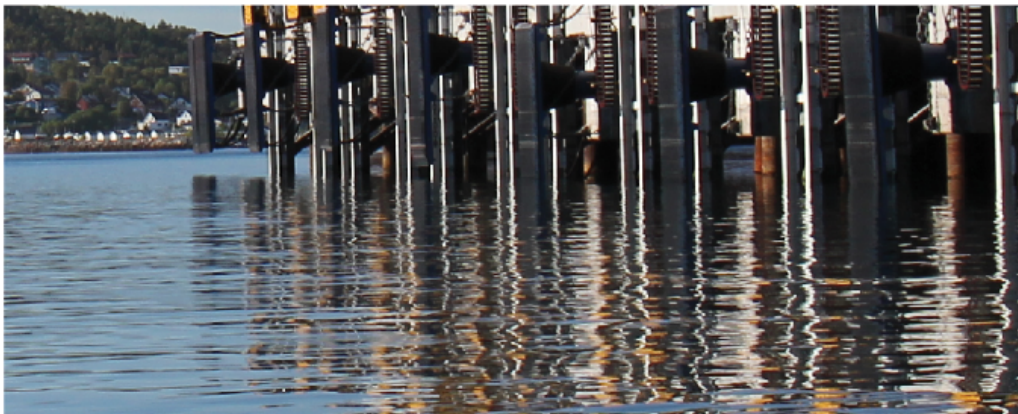


Information Meeting 2016



2015
A MoorMaster Year!



Information Meeting – Stockholm, Sweden

Ottonel Popesco – Chief Executive Officer
22 April 2016

 **CAVOTEC**
Inspired Engineering

2015 highlights – MoorMaster & other innovations lead the way



January 2015

Cavotec secures port equipment orders worth over EUR 11.5 million

“The largest single project in these orders is for our MoorMaster™ automated mooring system, indicating the increasing acceptance of the technology in the global ports sector. Cavotec will supply eight MoorMaster™ automated mooring units for installation at a container berth at the Port of Salalah in Oman, where a number of MoorMaster™ units have been in service for several years.”

March 2015

Cavotec awarded port equipment orders worth EUR 10 million

“The Group has been awarded a total of five orders by one of the world's largest port equipment manufacturers ZPMC, the most substantial of which is for cable reels that will supply electrical power to 72 ZPMC Automated Stacking Cranes (ASCs) and 28 spreader cable reels for ship-to-shore (STS) container cranes for use at the Pasir Panjang Terminal at the Port of Singapore.”

2015 highlights – Airports MU continues growth



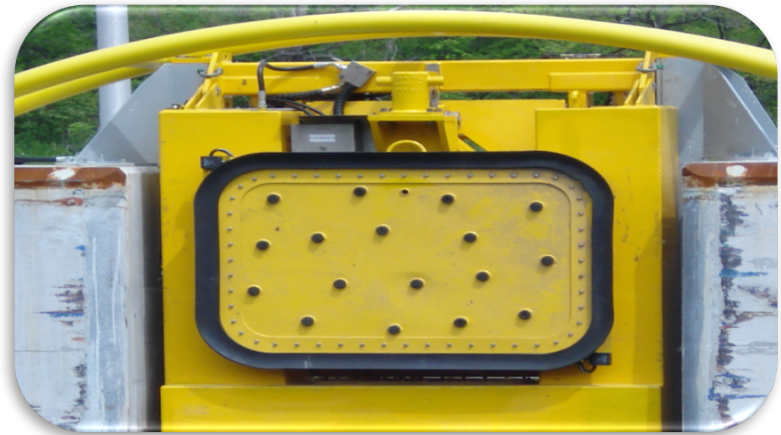
June 2015

Cavotec wins airport systems orders worth EUR 27 million

“The largest of these projects is for Soekarno-Hatta International Airport in Indonesia, where Cavotec is to supply its E3 Gate system which includes Cavotec Inet pre-conditioned air (PCA) units, 400Hz static frequency converter units, portable, blue and sewerage water systems, as well as Cavotec Fladung pit systems.

Group has also registered a further three projects in the US, two of which are for Miami International Airport. One of the orders at Miami is a maintenance contract and entails routine maintenance of Cavotec Inet 400Hz power and PCA units at many of the airport's gates. The second project at Miami involves the upgrade of PCA and 400Hz ground power supply units, and related”

2015 highlights – MoorMaster continues its success across the globe



October 2015

Cavotec wins MoorMaster™ orders in Australia, Canada and USA worth EUR 6.5 million

“In the largest of these projects, Cavotec is to supply six MoorMaster™ units for the two locks on the US side of the St. Lawrence Seaway. The units are scheduled for delivery for the first lock in July 2016, and the second lock in April the following year. MoorMaster™ units have been in operation at the Seaway for a number of years, and Cavotec is currently completing installation of 39 MoorMaster™ MM400L (Lock) units in all 13 of the locks on the Canadian side of the waterway.

In Newfoundland, eastern Canada, Cavotec has won a contract for four MoorMaster™ MM400E10 units for the Portugal Cove — Bell Island passenger ferry service. Two units will be installed at the Portugal Cove Dock and two at the Bell Island Dock.

The third order has been placed by SeaRoad Holdings a leading Australian transport and logistics provider. SeaRoad Holdings has purchased two additional MoorMaster™ MM400A10 units to supplement their existing installations in Devonport in Melbourne.”

2015 highlights – MoorMaster and other innovations play key role in growth



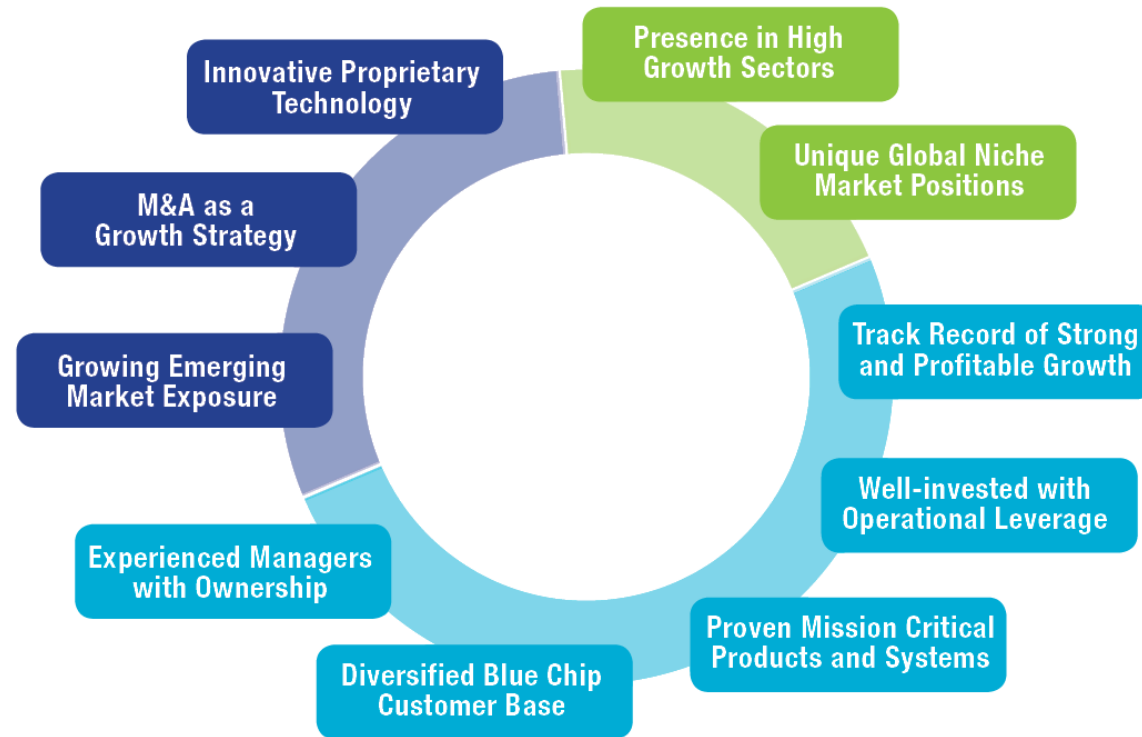
November 2015

Cavotec wins port equipment orders worth more than EUR 9 million

“The largest of these orders is for a number of MoorMaster MM400E automated mooring units at the port of Salalah in Oman, which are to be installed at one of the port's container berths. The order is the latest in a long series of MoorMaster projects at the Port of Salalah, where the technology first went into operation in 2006.

In the Alternative Maritime Power (AMP) segment, a leading ship owner has ordered six Cavotec AMPtainers; two of which will be mobile units, and four of which will, in the first project of its kind, be installed on two 13,000 TEU container vessels. In an important development for the Group's future growth in the Chinese market, Cavotec is to supply AMP pits and covers for the Port of Yantian and has won an award for three AMP reels for the retrofit of a Yang Ming Line container vessel.”

Cavotec – Key Investment Highlights

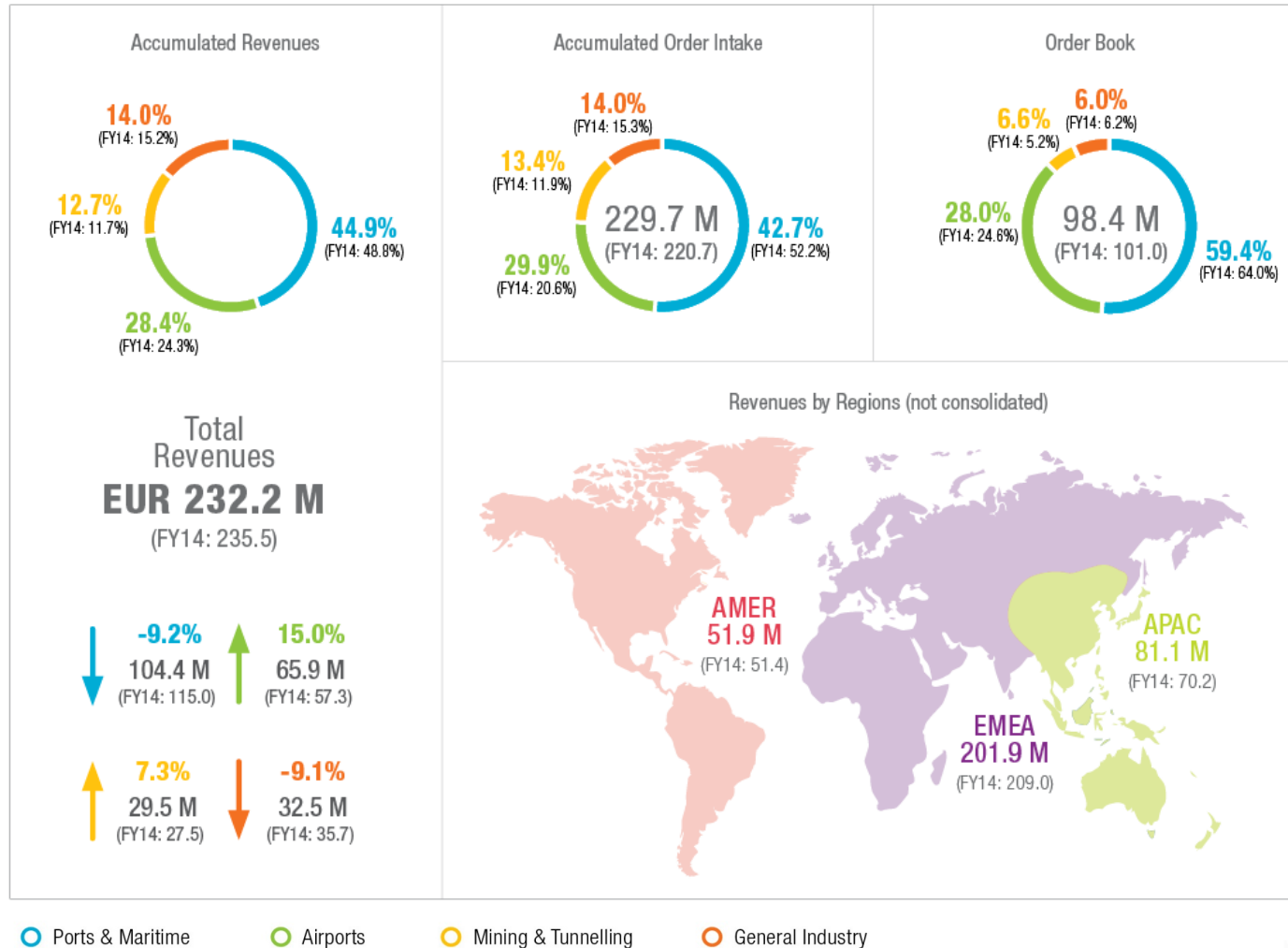


Attractive Market Positioning

Proven Business Model

Long-term Growth

FY15 - Financial Snapshot (EUR Million)



Cavotec MoorMaster – a key component for future success



An essential link

Cavotec MoorMaster systems are becoming an ever increasing sight at ports around the world.

Cavotec MoorMaster – a key component for future success



Operational challenges:

- At berth for 10 minutes, need to charge for as long as possible
- Need to connect & disconnect fast, < 1 minute

A world first – Cavotec MoorMaster & AMP charging electrical ferries



MoorMaster™ units & installations

- Container Terminals
- Bulk Terminals
- Dredging vessels
- Liquid terminals
- Ferry/RoRo terminals
- Locks
- Ship to Ship

- Hou, Denmark
- Sælvig, Denmark
- Spodsbjerg, Denmark
- Taars, Denmark
- Ballen, Denmark
- Kalundborg, Denmark
- Lavik, Norway
- Oppedal, Norway
- Helsinki, Finland
- Den Helder, Netherlands
- Picton, New Zealand
- Wellington, New Zealand
- Devonport, Australia
- Melbourne, Australia

- Berth 1 & 6, Salalah Oman
- Quay 16, Beirut Lebanon
- Port Ngqura, South Africa
- Brisbane, Australia
- Utah Point, Port Hedland Australia
- Geraldton, Australia
- LKAB Narvik, Norway
- Parker Point, Dampier Australia
- SLSMC locks (8), Canada

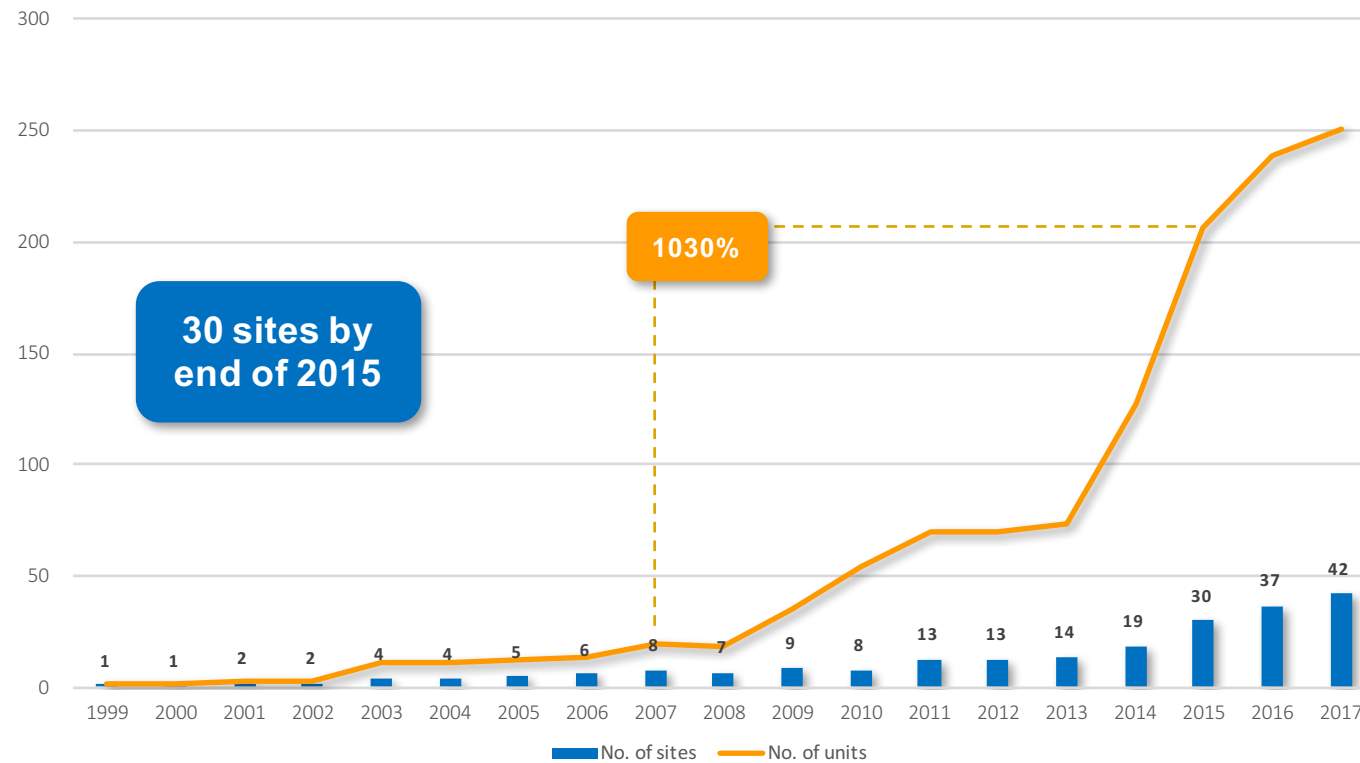
MoorMaster™ installations pending

- Container Terminals
- Bulk Terminals
- Dredging vessels
- Liquid terminals
- Ferry/RoRo terminals
- Locks
- Ship to Ship

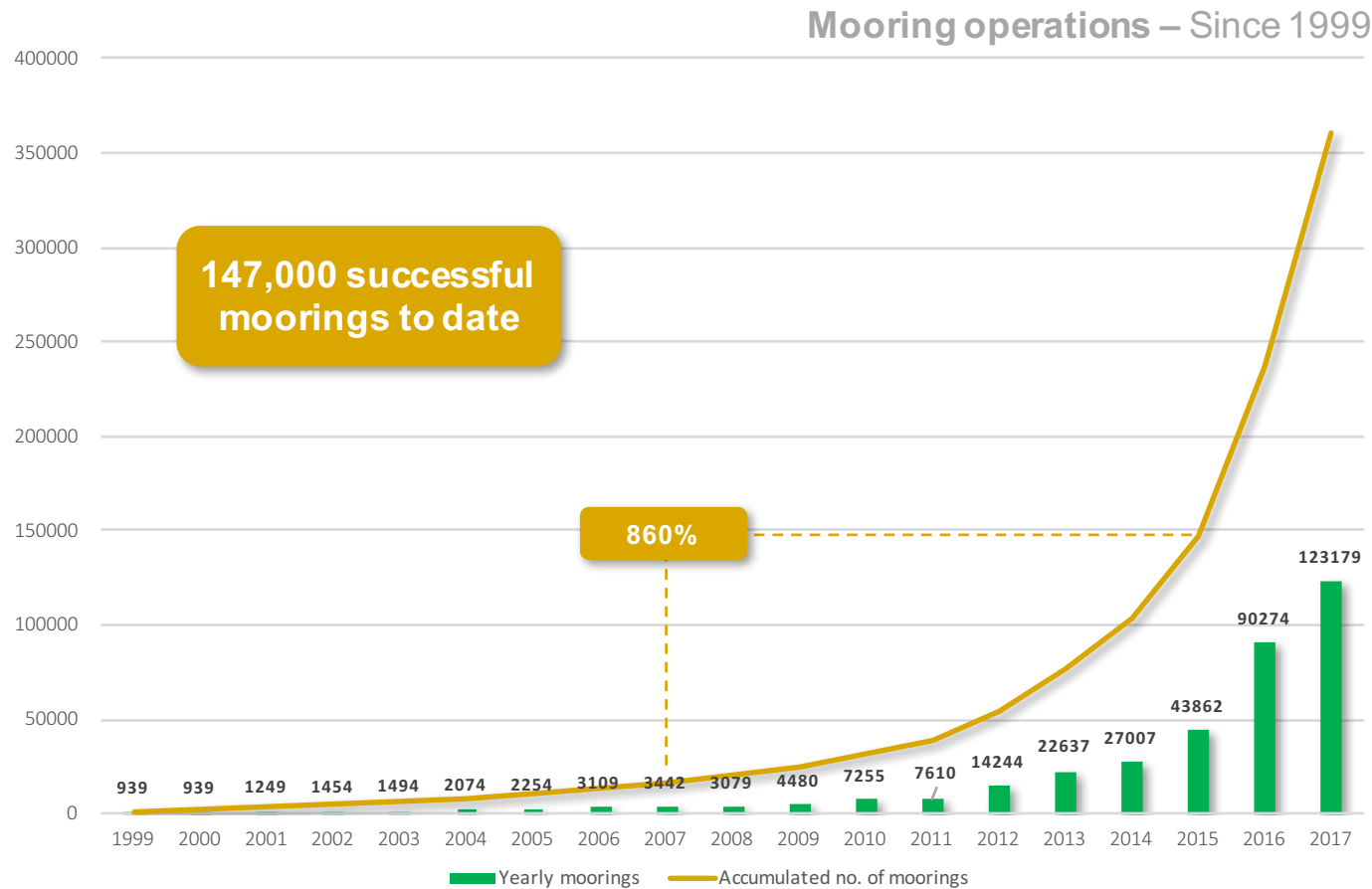
- Berth 5, Salalah Oman
- Portsmouth, UK
- Fishbourne, UK
- Bell island, Canada
- Portugal Cove, Canada
- SLSMC locks (5), Canada
- SLSDC locks (2), USA
- US Navy, USA

MoorMaster™ units & sites

MoorMaster™ units & sites – Existing & Future



MoorMaster™ mooring operations



Cavotec MoorMaster – a key component for future success



A view from a MoorMaster customer – PHPA Australia



Cavotec AMP – a crucial role in ensuring sustainability and productivity



Making ports more sustainable

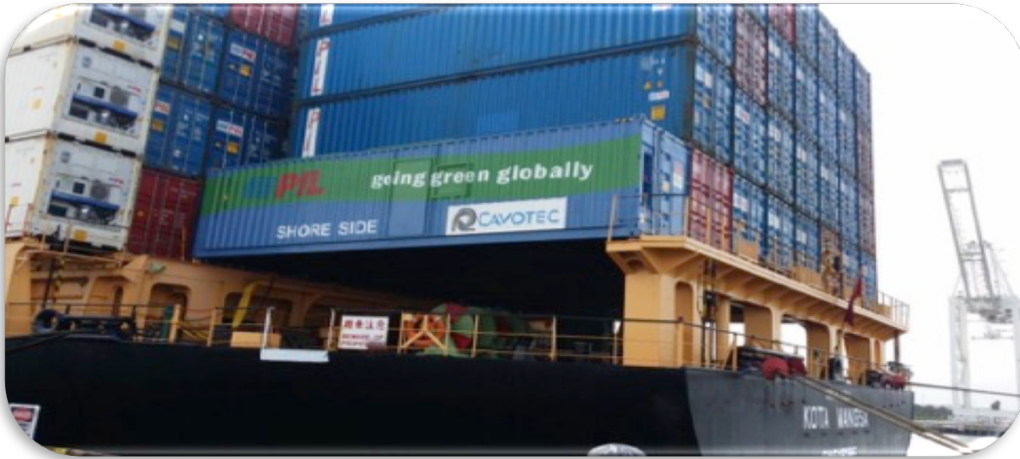
Cavotec AMP play a crucial role in ensuring port and shipping lines meet their targets

Cavotec AMP – a crucial role in ensuring sustainability and productivity



- Cavotec now has more than 20 years of experience in this field and is a recognised global leader in the development of AMP systems.

Cavotec AMP – a crucial role in ensuring sustainability and productivity



Cavotec in Airports – moving to the next level of sales performance

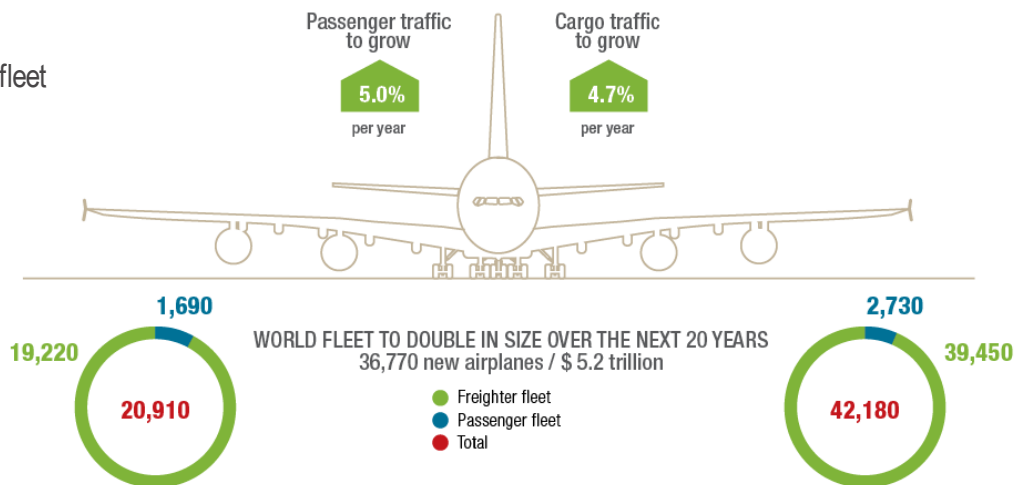


Where we deliver our expertise so customers' ideas take flight.

Through close local support and cooperation with customers we have become their trusted partners and help them achieve their targets and prepare for future growth.

A growing fleet to support an expanding market

Forecasted growth for Boeing aircraft fleet
2014 – 2033



NEW AIRPLANES TO BE DELIVERED BY 2033

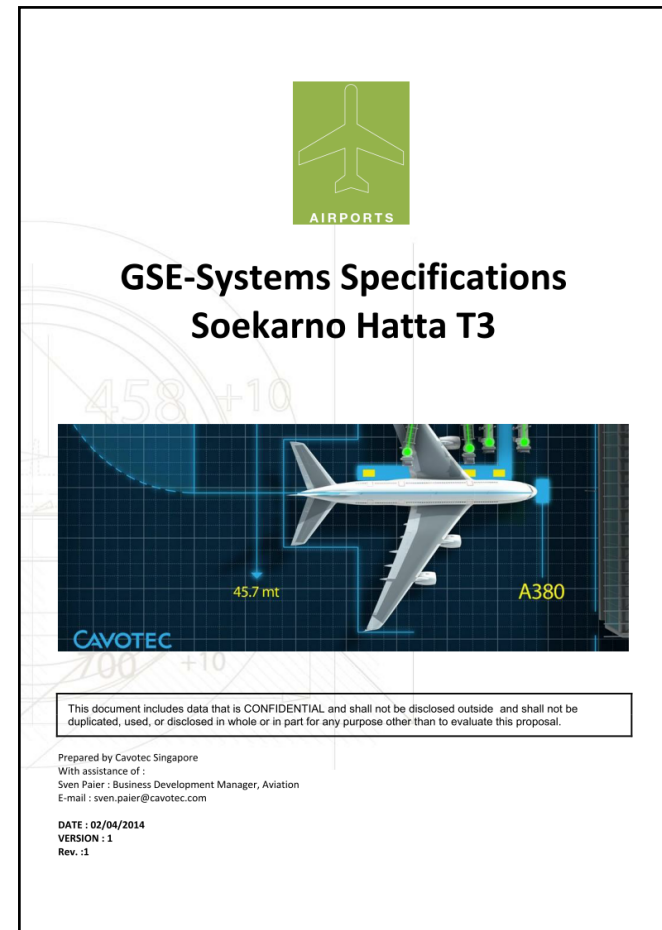
Cavotec in Airports – moving to the next level of sales performance

Case study: System offers – Contact Gates Soekarno Hatta International Airport, Indonesia

Scope of Supply

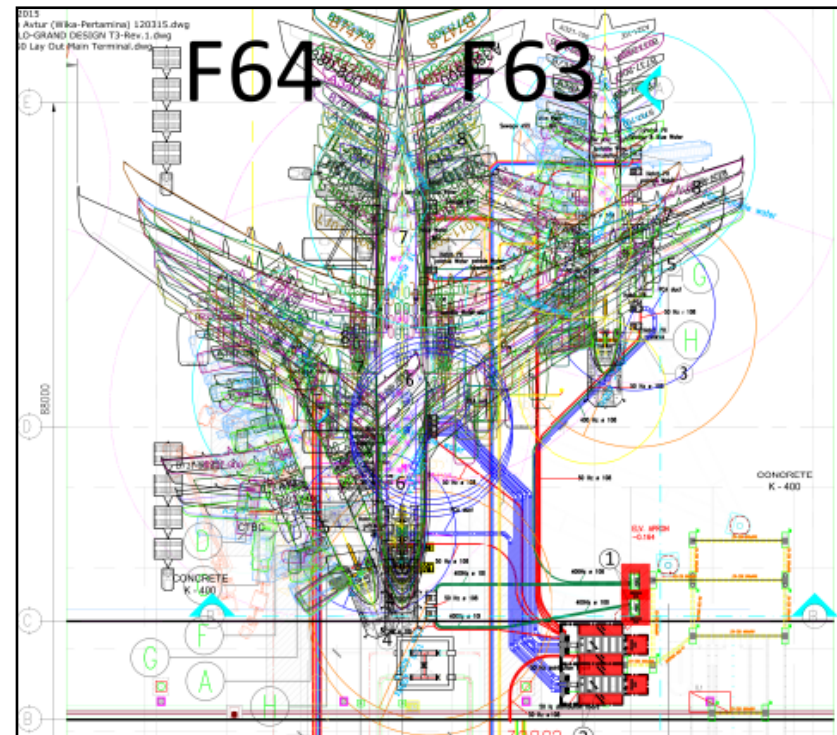
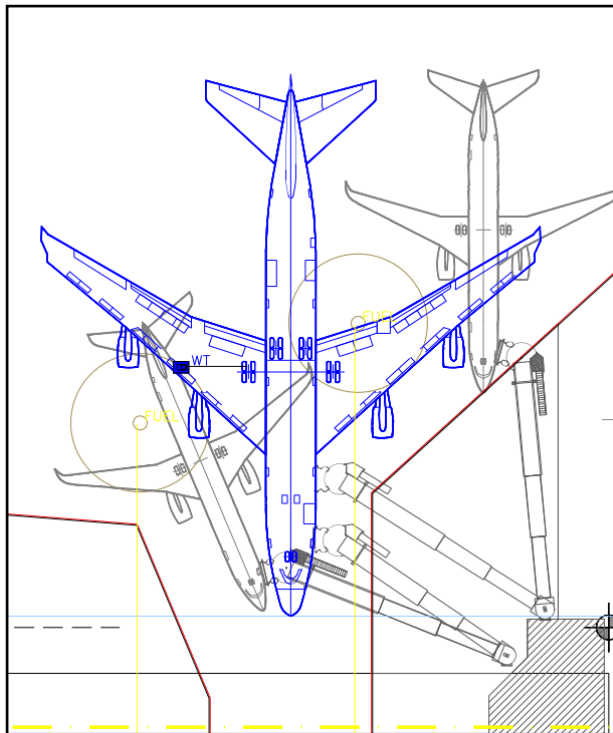
13 MARS Gates (3x Code F / 10x Code E)

- Engineering
(Gate layout, Positioning, Ducting Calculations)
- Delivery of:
 - PCA
 - 400Hz
 - Wet Services (including installation of plant room)
 - Pit-Systems
- Supervision of the complete installation
- Start up / commissioning



Cavotec in Airports – moving to the next level of sales performance

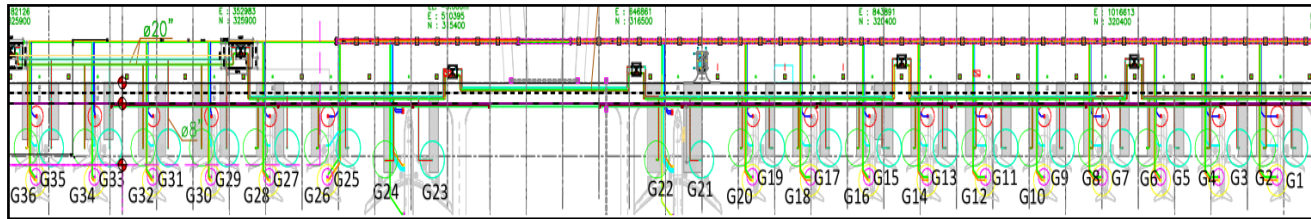
Case study: System offers – Contact Gates Soekarno Hatta International Airport, Indonesia



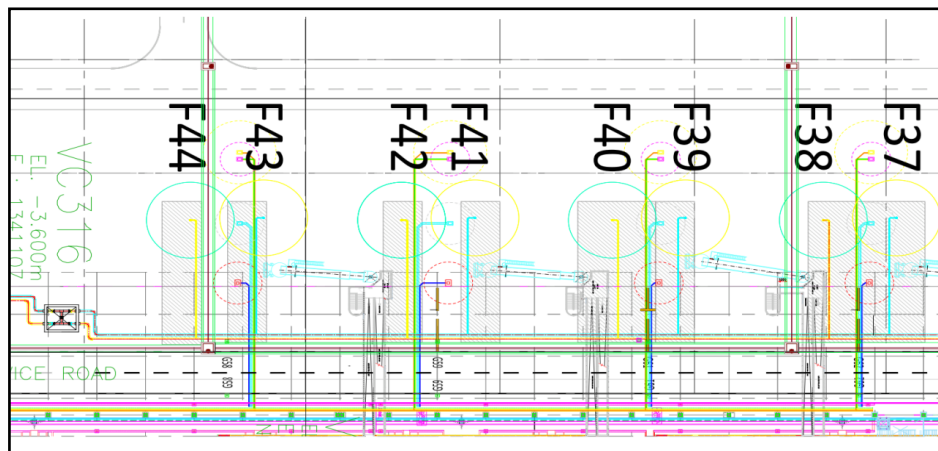
Cavotec in Airports – moving to the next level of sales performance

Soekarno Hatta International Airport, Indonesia

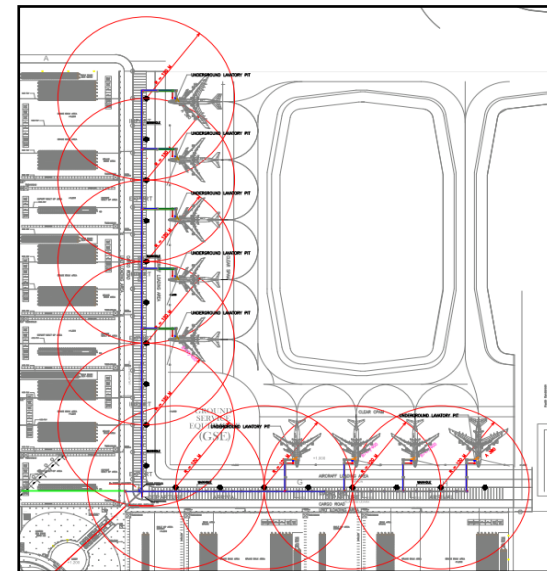
Planning for continued future growth



Soekarno Hatta T3 – Phase 3



Soekarno Hatta T3 – Phase 2



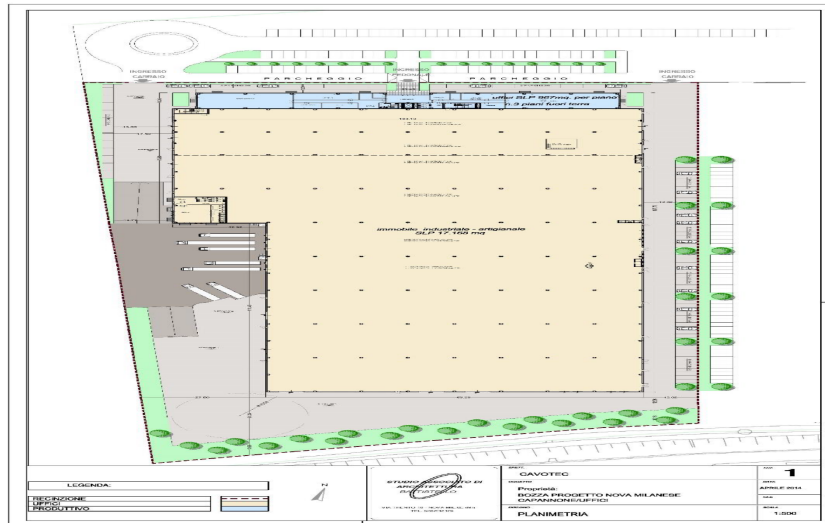
Soekarno Hatta – Cargo Apron

Cavotec – Investing for the future

Cavotec Specimas – a new state-of-art facility to support future growth

Key criteria for the new Cavotec Specimas production facility

- Centralise production of core products and systems under one roof
- Streamline production processes
- Maximise synergies between different product lines
- Reduce delivery times



Cavotec – Investing for the future

Cavotec Songjiang – a new production facility in the Shanghai free-trade zone



New factory details

- Location: Songjiang free trade zone, close to existing Cavotec Shanghai facility
- Office and workshop area: 2.500 sqm
- 5-tonne overhead crane for larger product assembly
- Operational: 4Q15

Efficient local support to further penetrate the South-East Asia's growth markets

- Shorter delivery times
- Proximity with our main customers (ZPMC) in the area with projected high GDP growth in the next decade
- Local assembly of Alfo, Brevetti, Connectors, RRC product ranges





THANK YOU

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