## Cavotec MSL - Quarterly Report

The 2Q of 2007 has proven to be another strong one for Cavotec MSL. Compared with 2Q last year, order intake increased substantially with 25.9% to €36.9 million.

The company's rolling 12-month order intake is now up to €128.2 million, or 15.4% higher than last year at this time.

Though the bulk of order activity is in Ports & Maritime, Airports and Mining & Tunneling, all of our market sectors are performing well through June.







## **Ports & Maritime**

Performance in the Ports & Maritime sector was particularly strong this quarter with interesting new Alternative Maritime Power (AMP) orders coming in from the Mediterranean Shipping Company (MSC) for 16 units and Totem Shipping USA for 2 units, outfitting container and Ro-Ro ships, accordingly. With these in hand, Cavotec has now received a total of 21 AMP orders in 2007 alone.

Cavotec further extended its pollution-reducing solutions to Ports &Maritime customers with products for electrifying rubber tired gantry cranes which were previously powered by diesel engines. Customers for these new 'E-RTG' conversions included Shen Zhen Da Chan Wan Container Ports, Shen Zhen Merchant Ports, Tai Cang Container Port, Yantian (YICT) Terminal, Shanghai Wai Gao Qiao Container Port and Noell in She Kou Port. As more ports understand the economic benefits inherent in powering RTGs with electricity instead of diesel fuel, Cavotec will be well-positioned to capitalize on this trend.

Cavotec China picked up an order from Doosan Heavy Industries in Korea for 28 power and control systems for ship-to-shore cranes to be installed at Damietta Port in Egypt, and Cavotec USA sold about 900 meters of the Panzerbelt cable protection system to the Port of Jacksonville in Florida.

## **Airports**

Cavotec Fladung continued to extend its geographic reach this quarter with sales to end users like Lithuanian Airlines / Vilnius Airport for pop-up pits and Abu Dhabi Airport for converter coils. Siemens ordered 27 cable coils to be installed in Austria (Vienna Airport), and airports in Russia (Domodedovo) and Slovenia (Ljubljana) placed orders for aircraft towbars.

In Denmark, Copenhagen Airport ordered 6 new crocodile systems for its ground support out on the tarmac. Finally, in Australia, Cavotec Fladung upgraded Qantas Hangar 96 at Sydney Airport with a pop-up pit to service the recently arrived Airbus A380.

Building on the order for 83 Hatch-Pit Systems to the German Air Force, Cavotec Fladung also picked up an order at the NATO airport in Neuberg, Germany, for 6 pop-up pits to be installed in the maintenance hangar. Other notable sales in Germany were to Frankfort Airport for 3 crocodile systems and to Dusseldorf Airport for 3 hangarbased pop-up pits.

During 2Q, Cavotec Fladung's order book reached €8.0 million, its highest level since the Cavotec Group bought the company in 2004. Cavotec continues to see significant near-term growth opportunities in the airport market.

## Mining & Tunneling

Global activity in this 'basic industry' continued its streak in 2Q. Major customers of ours like Atlas Copco and Sandvik Tamrock are manufacturing equipment at record-breaking levels, keeping Cavotec Specimas increasingly busy with power supply systems orders.

This quarter Cavotec Specimas supplied specialized Talpa reels literally all over the world for tunneling projects in Vienna, Florence, Belgrade, New York City, Brisbane and Greenland.

Sales activity in this sector at Cavotec Specimas alone has increased on average 46% year-to-date versus the same period in 2006.

