

# Making every move count

Pre-silent call with CFO Sakari Ahdekivi

23 June 2026



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# Agenda

- Recap of Q1/2026 highlights
- Orders booked in Q2/2026
- Market indicators for 2026
- Q&A



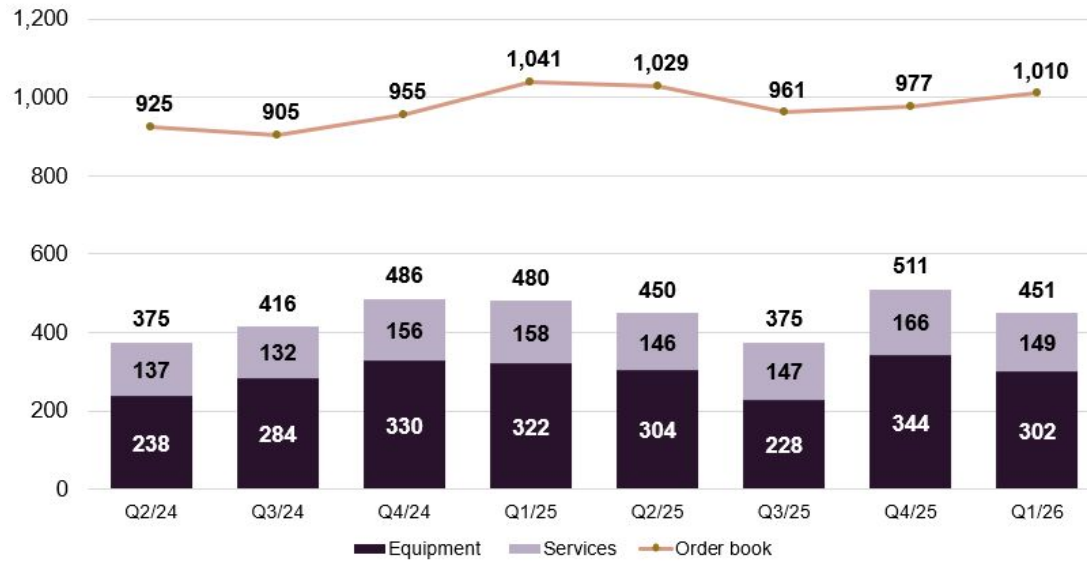
# Q1/2026: Steady sales growth amidst Services headwinds

- Overall stable demand amidst geopolitical instability
- Orders received decreased yoy due to strong comparison period to EUR 451 (480) million
- Sales +5% to EUR 420 (398) million (+10% in constant currencies)
- Eco portfolio sales on good level, fully electric order intake soft
- Improved overall profitability despite operational shortfalls in Services
- Driving Excellence: continued good execution
- Good operating cash flow and strong balance sheet



# Order intake sequentially on stable level

Orders received and order book, MEUR



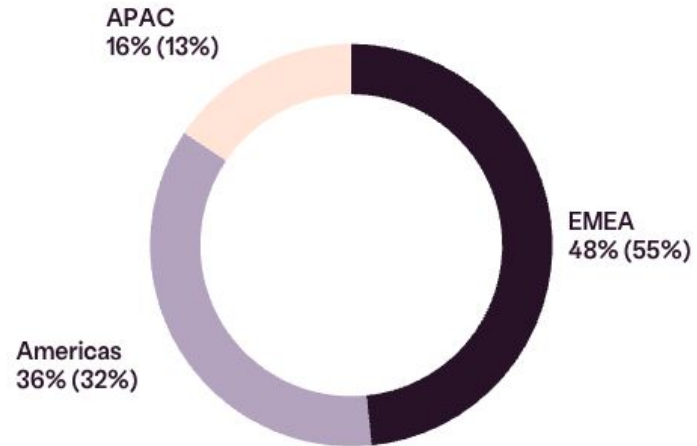
| MEUR            | Q1/26 | Q1/25 | Change |
|-----------------|-------|-------|--------|
| Orders received | 451   | 480   | -6%    |
| Order book      | 1,010 | 1,041 | -3%    |

- Relatively stable overall demand for equipment and services across different end customer segments
- Orders received EUR 451 (480) million
  - -2% in constant currencies
- Strong comparison period
  - **(-) Equipment:** timing of some sizeable orders from customers in ports and terminals
  - **(-) Services:** large service agreements
- Order book essentially unchanged

<sup>5</sup> Q2/24 are carve-out figures.

# Order intake increased in Americas and APAC

Orders received by geographical area, Q1/26



- (-) **EMEA** order intake decreased due to timing of some sizable orders during comparison period
- (+) **Americas** order intake grew due to gradual recovery of distribution end customer market in the US
- (+) **APAC** order intake increased in Oceania

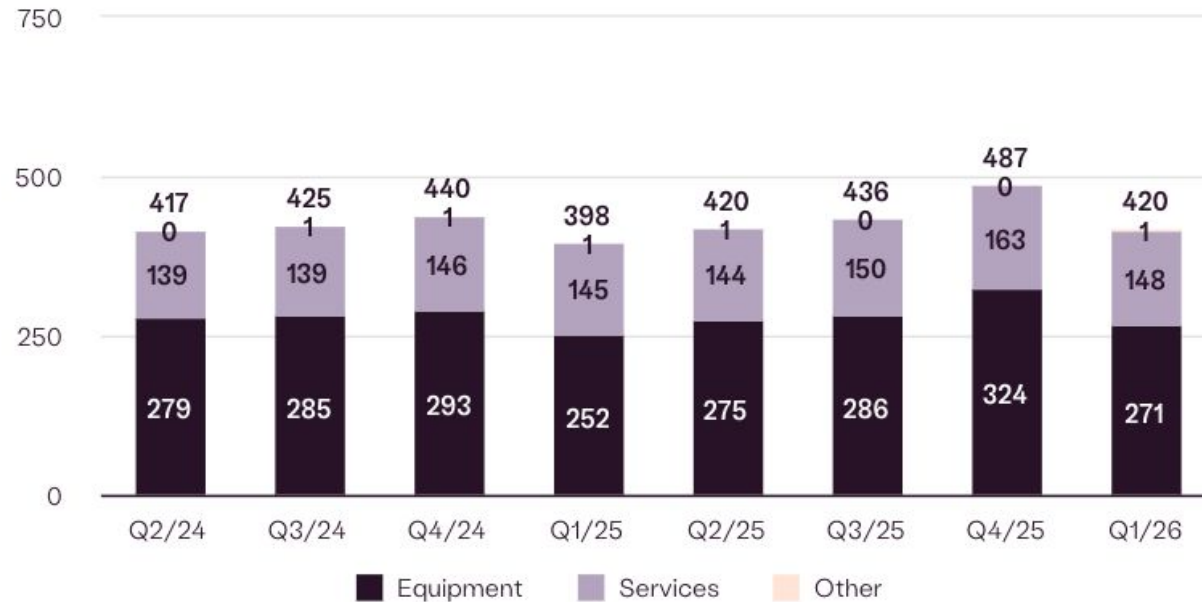
## Demand environment:

- Continued high interest in Kalmar's sustainable solutions across core customer segments and regions

| MEUR     | Q1/26 | Q1/25 | Change |
|----------|-------|-------|--------|
| EMEA     | 218   | 266   | -18%   |
| Americas | 162   | 153   | +6%    |
| APAC     | 70    | 61    | +16%   |

# Sales grew 10% in constant currencies

Sales, MEUR

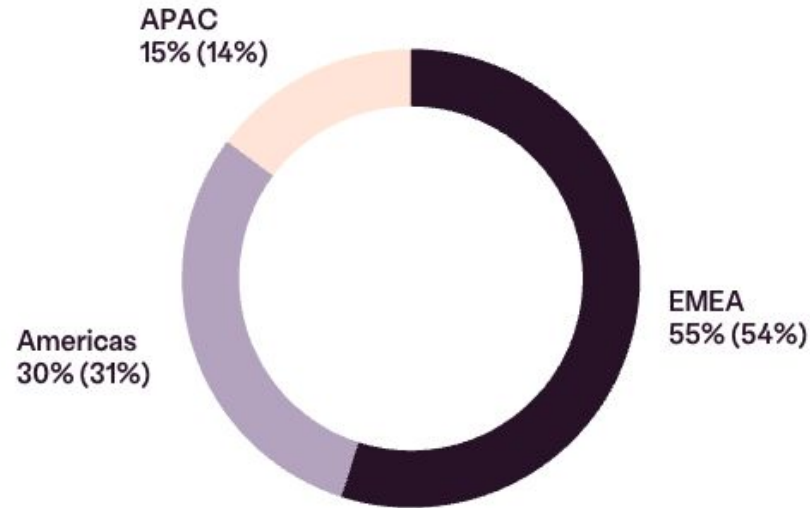


- Sales + 5% yoy, +10% in constant currencies
  - Equipment +7%
  - Services +2%
- Services' share of sales 35%

| MEUR                          | Q1/26 | Q1/25 | Change |
|-------------------------------|-------|-------|--------|
| Sales                         | 420   | 398   | +5%    |
| Services share of total sales | 35%   | 36%   |        |

# Sales grew in both segments and all market areas

Sales by geographical area, Q1/26



- (+) **EMEA** sales grew driven by a few sizeable order deliveries
- (+) **Americas** sales increased in the Equipment segment
- (+) **APAC** sales strong in ports and terminals

| MEUR     | Q1/26 | Q1/25 | Change |
|----------|-------|-------|--------|
| EMEA     | 231   | 216   | +7%    |
| Americas | 127   | 125   | +2%    |
| APAC     | 62    | 57    | +9%    |

# Mixed performance in Q1

## Equipment

## Services

Orders received:  
**302 MEUR**

Orders received:  
**149 MEUR**

Order book:  
**873 MEUR**

Order book:  
**137 MEUR**

Sales:  
**271 MEUR**

Sales:  
**148 MEUR**

Comparable operating profit:  
**34.1 MEUR/12.6%**

Comparable operating profit:  
**23.6 MEUR/16.0%**



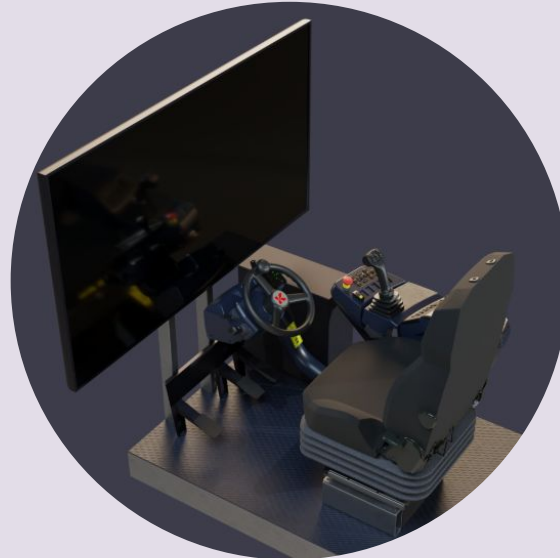
## Guidance for 2026

Kalmar expects its comparable operating profit margin to be above 12.5 percent in 2026.

# Order releases booked in Q2/2026



6 Kalmar electric empty container handlers to Lechman Terminals, Brazil



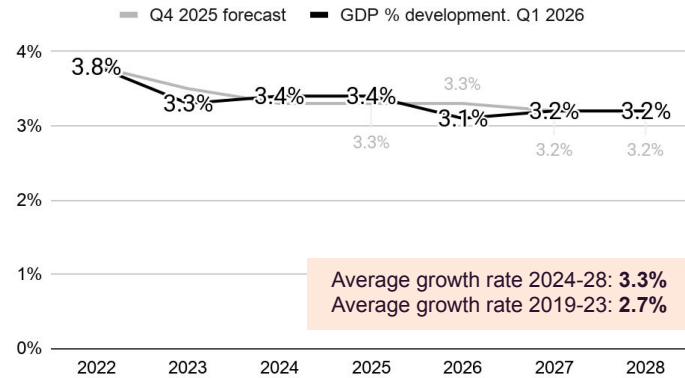
Customised training simulator for heavy material handling to SSAB Special Steel, Sweden



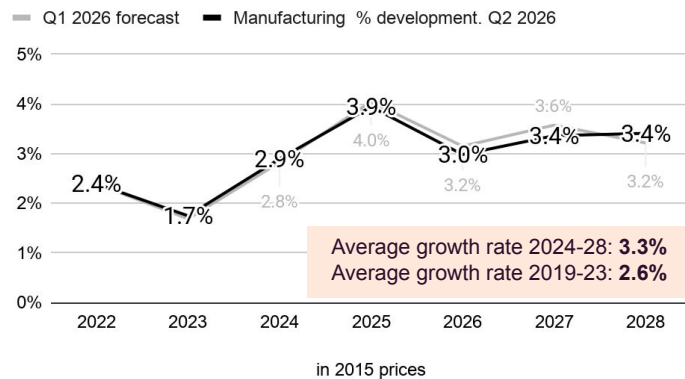
2 Kalmar electric reachstackers to C.Steinweg - Handelsweem B.V., the Netherlands

# Global growth forecasts

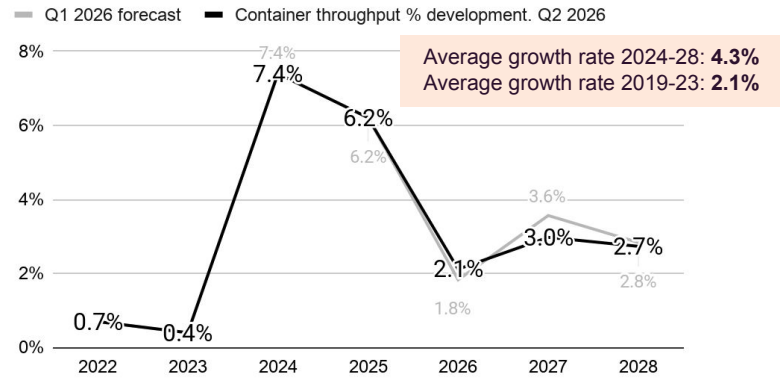
## Global GDP development



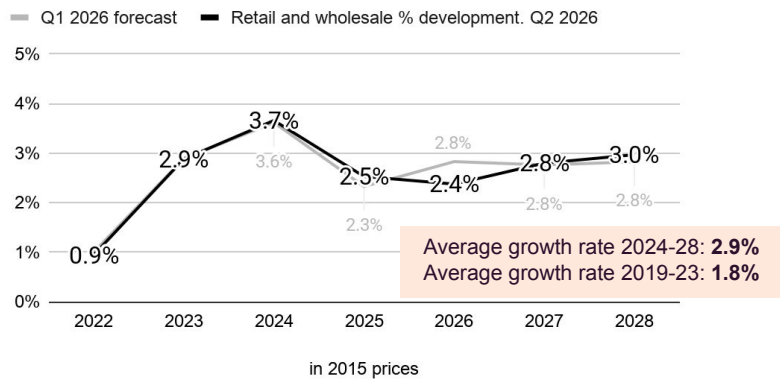
## Global manufacturing output development



## Global container throughput development



## Global retail output development



Sources:  
IMF World Economic Prospect, January 2026, April 2026  
Drewry, Container Forecaster, March 2026, May 2026  
Oxford Economics, March 2026, June 2026, 2015 prices  
Oxford Economics, March 2026, June 2026, 2015 prices  
Forecasts are subject to change



# Demand outlook

(as per Q1/26 in May)

- Kalmar expects that the total market demand for the next six (6) months remains approximately at a similar level as in the previous quarters
- However, trade tensions and increased geopolitical instability could affect Kalmar's markets and end-customer demand.



# Changes in Kalmar Leadership Team

## New team as of 1 October 2026



**Sami Niiranen**  
President and CEO



**Katri Hokkanen**  
Chief Financial Officer



**Ulla Bono**  
SVP, General Counsel



**Thor Brenden**  
President, Terminal  
Tractors



**Carina Geber-Teir**  
SVP, IR, Marketing &  
Communications



**Alf-Gunnar Karlgren**  
President, Counter Balanced



**Arto Keskinen**  
President, Horizontal  
Transportation



**Tamara de Gruyter**  
President, Services



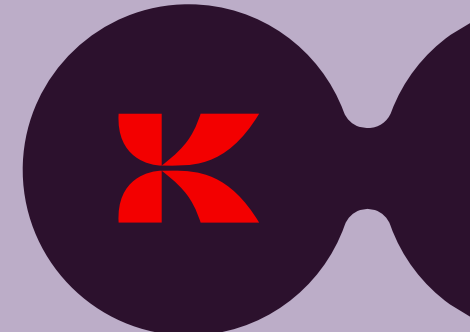
**Tommi Pettersson**  
SVP, Strategy, Sustainability  
and Technology



**Hanna Reijonen**  
SVP, Human Resources



**Shushu Zhang**  
President, Bromma



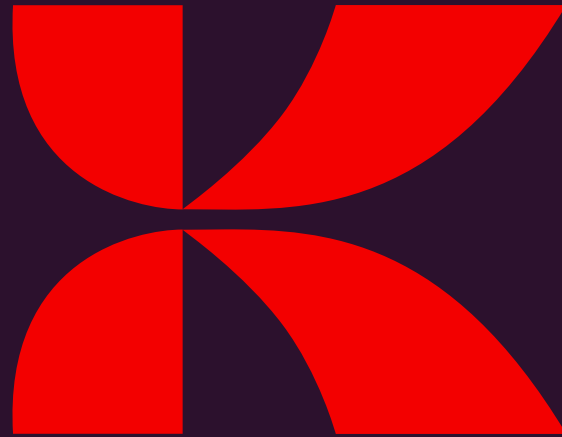
# Save the date: Kalmar's CMD on 2 November 2026

**Formal invitation will follow**



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Kalmar

# Q&A



**Kalmar**