

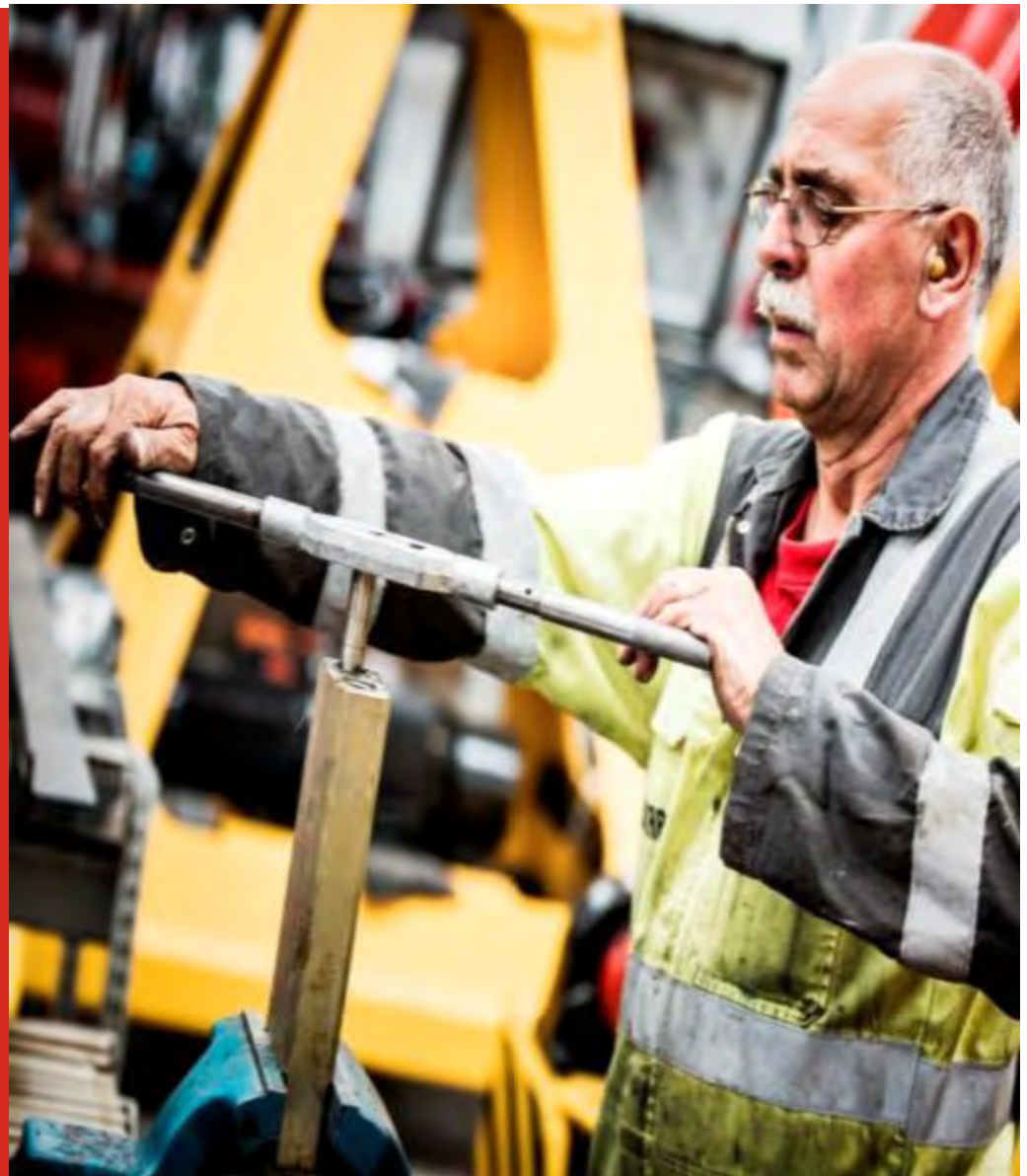


**KALMAR**

# 13<sup>th</sup> Intermodal Africa - Zambia

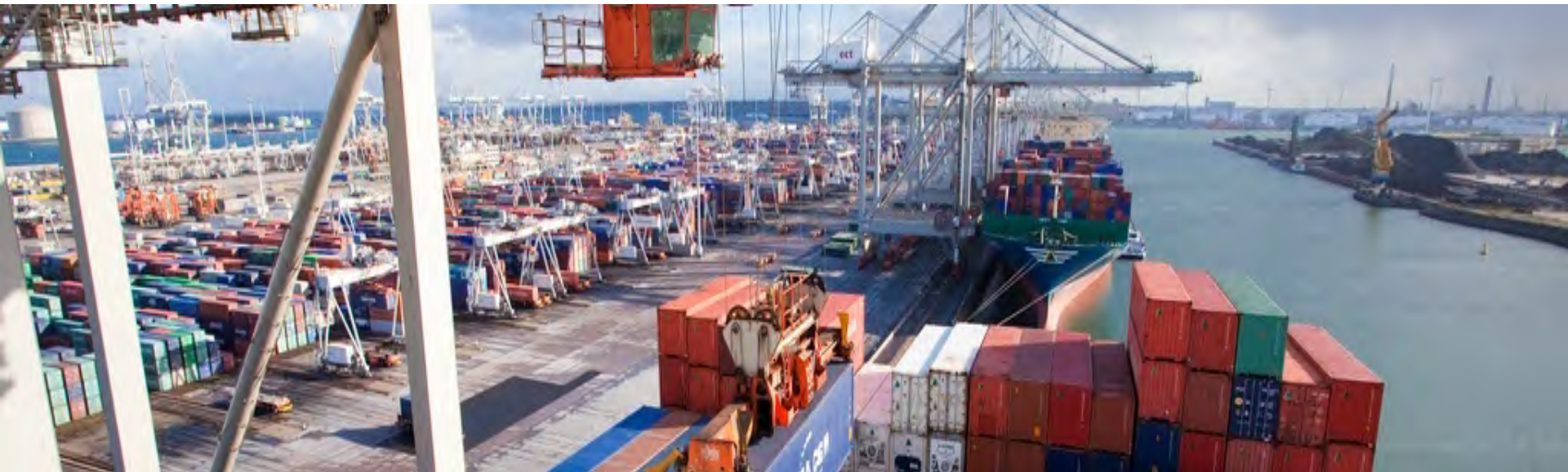
Intelligent Intermodal  
Solutions

Anton Burchell,  
Managing Director



# Kalmar in brief

- n Kalmar is the market leader in container handling equipment, port automation and services.
- n One in four container movements around the globe being handled by a Kalmar solution.
- n Our customers include port and terminal operators, distribution centres and heavy industry.





# Long heritage in innovation



1930s

1940s

1950s

1960-70s

1980-90s

# Kalmar vision

To be the preferred  
business partner of  
our customers.



# Kalmar mission

To improve the productivity of our customers' business.

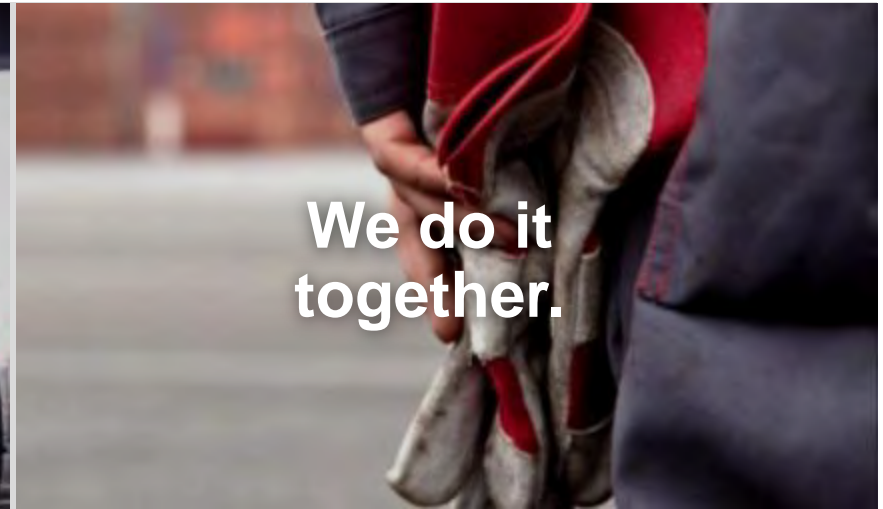




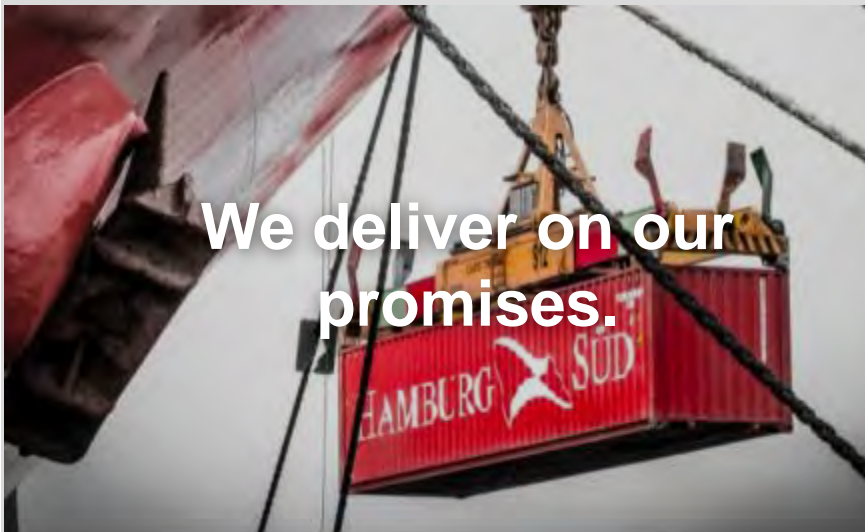
# Our values



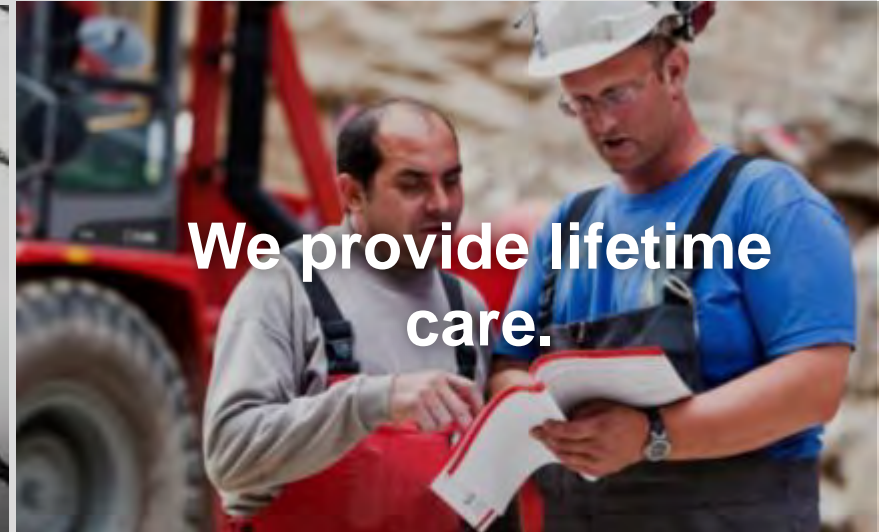
We drive  
innovation.



We do it  
together.



We deliver on our  
promises.



We provide lifetime  
care.

# Kalmar is the only complete ports and terminals solutions provider



## Equipment

Complete set of equipment for container and cargo handling tasks



## Services

Global service network  
Rebuilding and refurbishing  
Service contracting  
Terminal development

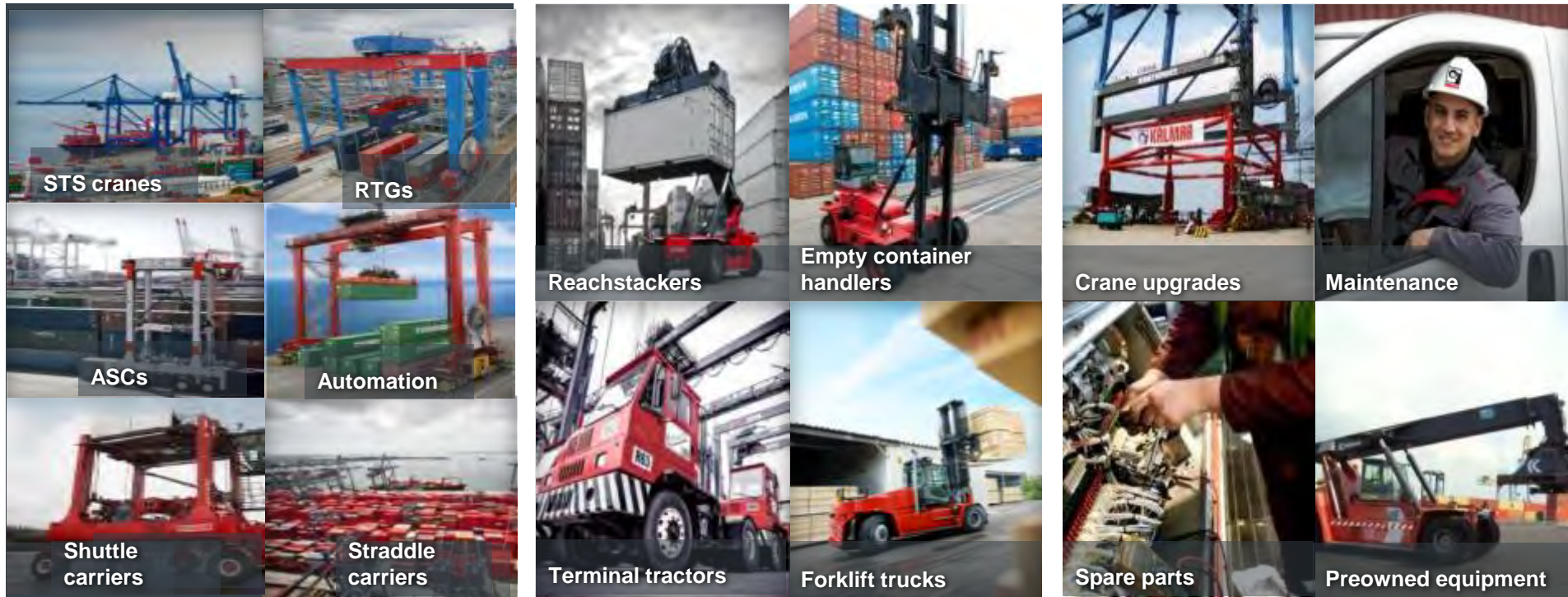


## Systems & Automation

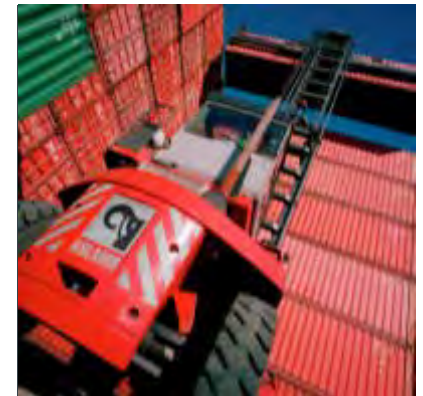
Terminal operating systems  
Automated equipment  
Automated terminals



# The market's widest product portfolio



# Kalmar Mobile Equipment



**Making your every move count**

# Mobile Equipment

Responsible for Global business and integrated profitability for:

- n Light, Medium, Heavy Forklift trucks
- n Reachstackers, Empty Container Handlers
- n Terminal Tractors
- n Fleet Management, including efficiency, quality and know how of whole value chain of Kalmar and its main partners





## Reachstacker range:

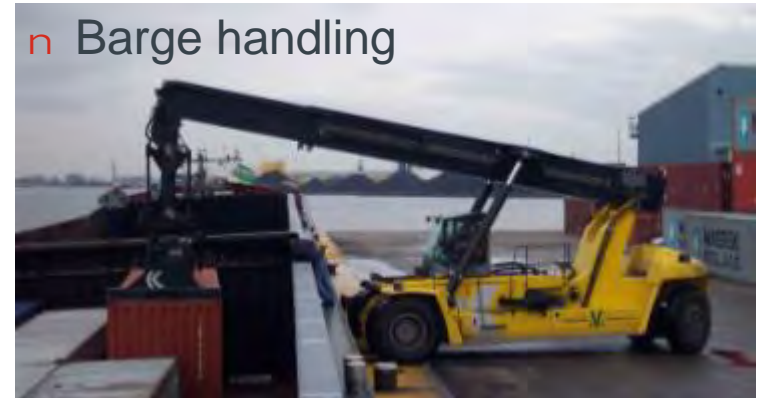
- § 40-45 tonnes capacity
- § Up to 6 high
- § 6 – 7,5 m wheel base
- § Top lift / Intermodal

## Empty container handling:

- 10 tonnes capacity
- Up to 8 high
- 5,4 wheel base
- Top lift
- Industrial application



# Reachstackers applications



# Empty container handlers:

## Single stacking:

- § 7-10 tonnes capacity
- § From 3 to 8 containers high

## Double stacking:

- 10 tonnes capacity
- Up to 8 high + 1 container high





## Forklift range:

- § 10-52 tonnes capacity
- § Light, Medium, Heavy range
- § 2,1m – 6 m wheel base
- § Kalmar forklifts has been produced in Sweden since 1949
- § Kalmar Forklifts are well known worldwide for its high reliability, quality and productivity.
- § Kalmar forklifts are sold to more than 170 countries.

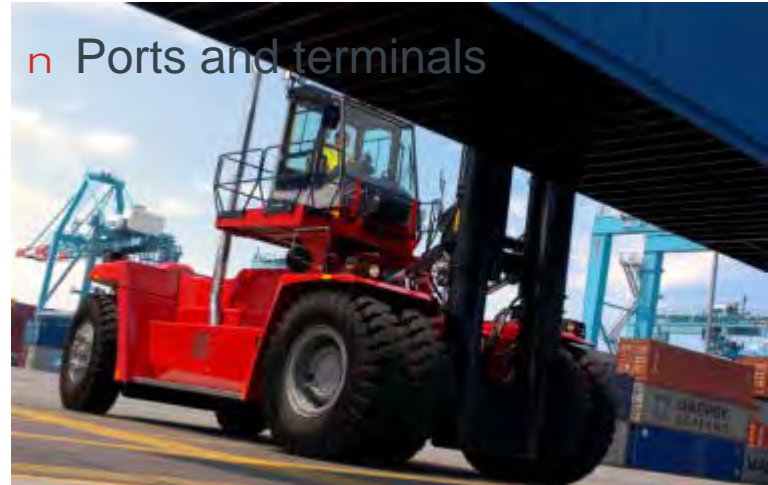


# Forklift applications

n Wood handling



n Ports and terminals



n Steel handling

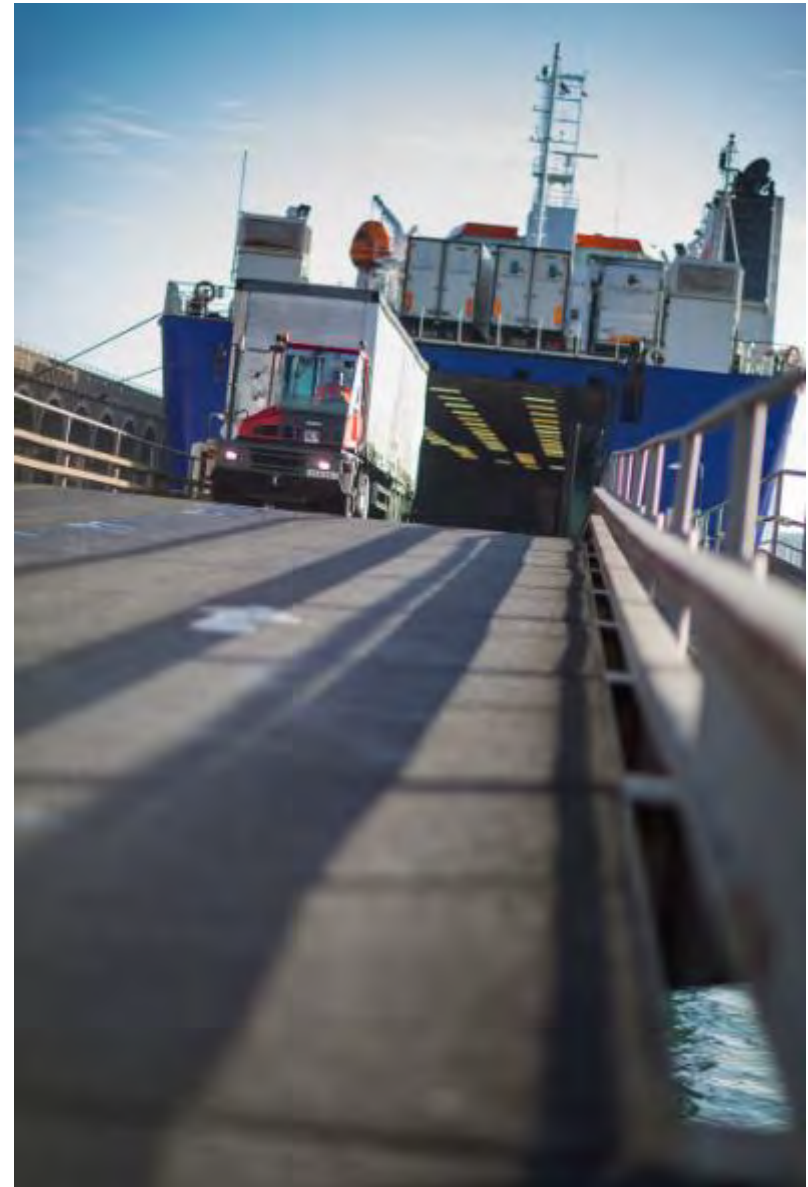


n Industrial handling



## Terminal tractor range:

- § Kalmar is world's leader in terminal tractors
- § Offering the most comprehensive range of models for heavy industry, ports and terminals, and distribution centres.
- § 4x2 and 4x4 range
- § 65-320 tonnes pulling capacity (GCW)
- § 28-50 tonnes lifting capacity
- § More than 60 000 delivered units globally





# Terminal tractor applications



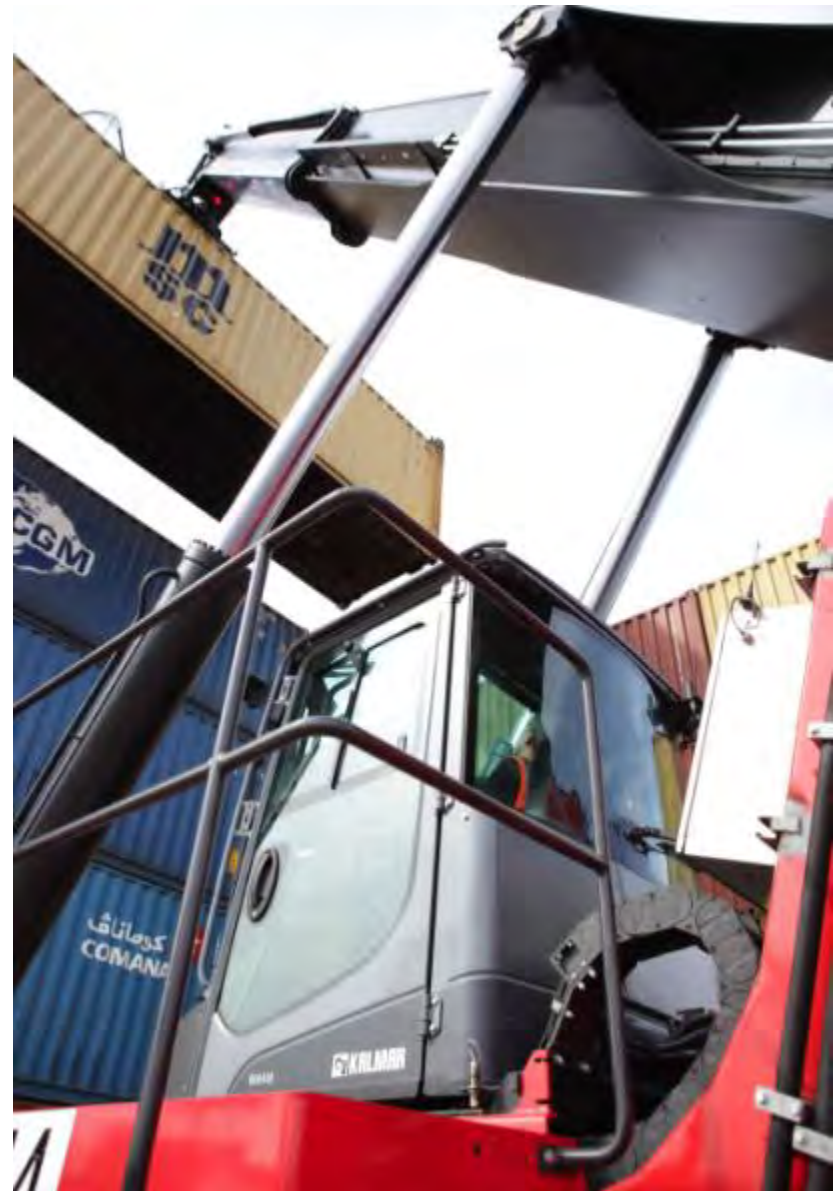
# With a global reach

Operations in more than 120 countries



# Kalmar Care Service Contracts

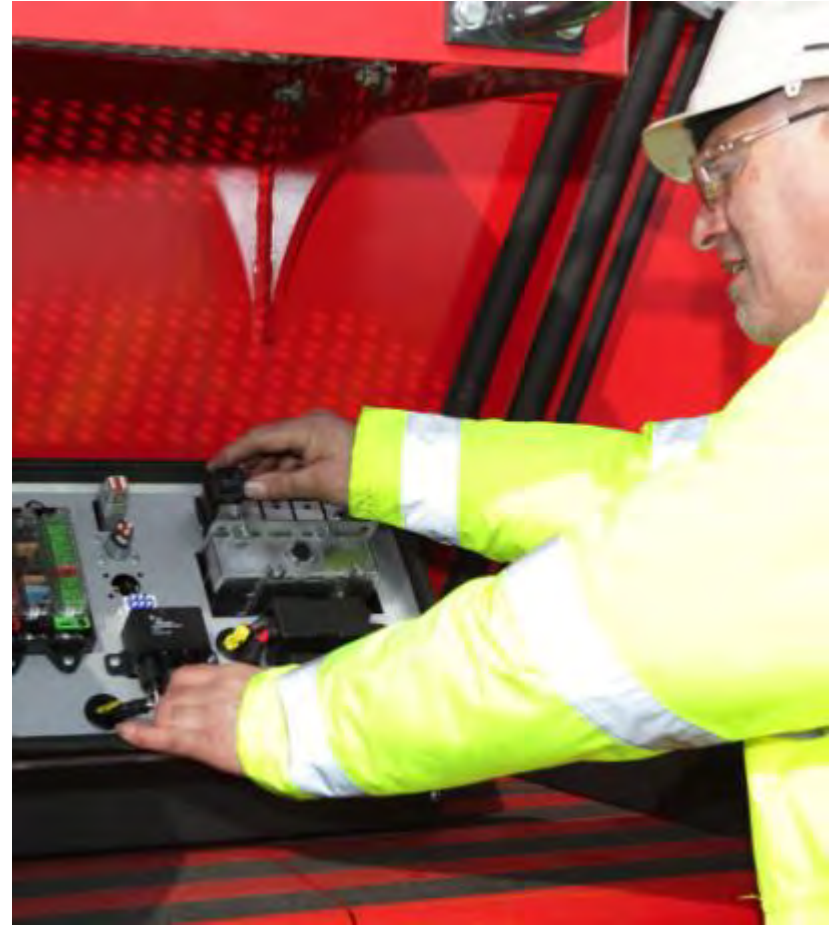
Tailored to Your  
Business.





# Full Service contracts, is nothing new..

- n We have over 1,500 employed service and support staff globally who take a personal responsibility for getting the job done
- n Over 5,800 machines currently under contract
- n Over 1,000 individual customers currently have a service contract with Kalmar
- n Over 20 Terminals Globally using full service contracts which cover both operational and maintenance management



# Kalmar Care Service Contracts – what can we offer?



# Kalmar Care modules



## Technical Services.

Designed to keep your equipment at peak operating levels as required by your business, as well as minimising break-downs and unnecessary downtime.



## Operations.

We provide you with skilled operations personnel, for example drivers, so your staff can focus on their day-to-day tasks.

## Availability Management.

Provides a full range of professional management services with the overall aim of improving the efficiency levels of your equipment utilisation.



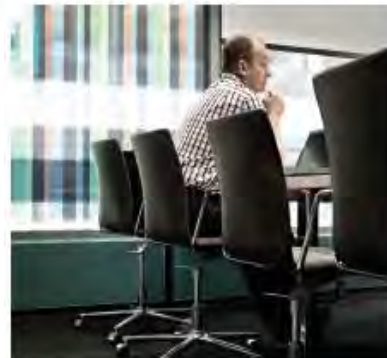
## Training.

We provide numerous training programmes that aim to continuously improve the competence of your operators, so you can maximise the return on your equipment.



## Spare Parts Management.

Maintenance starts from the availability of spare parts. Offering consists of full-scale spare part management – from inventory and logistics management to capital item financing.



## Financial Services.

Provides your business with the flexibility to adjust your equipment fleet and gives you predictability of equipment costs, as an alternative to purchasing the equipment.



# Parts & logistics

- § Warehousing facts & numbers
  - § Over 330 000 different active part number in system
  - § Over 40 000 line items in stock
  - § Over 60 000 delivered order lines per year
- § Full range of delivery options
- § Inventory planning and stock optimisation
- § Industry leading Parts availability
  - § We can usually get urgent orders dispatched within the same day of receiving the order



# Global footprint Kalmar MAU:s



Making Your Every Move Count.