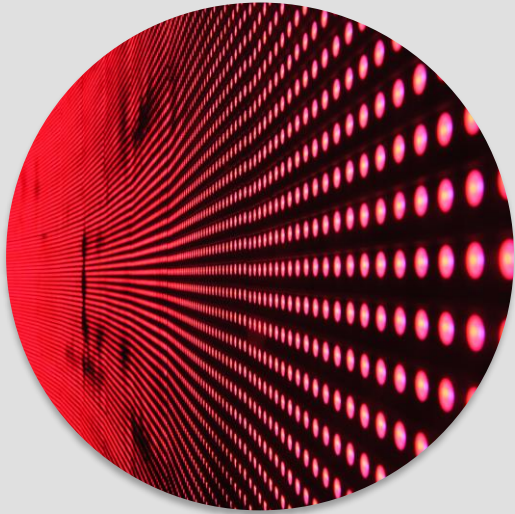


The Next Generation of Mobile Equipment for Ports

Michael Wahab
Director of MEQ, Kalmar APAC

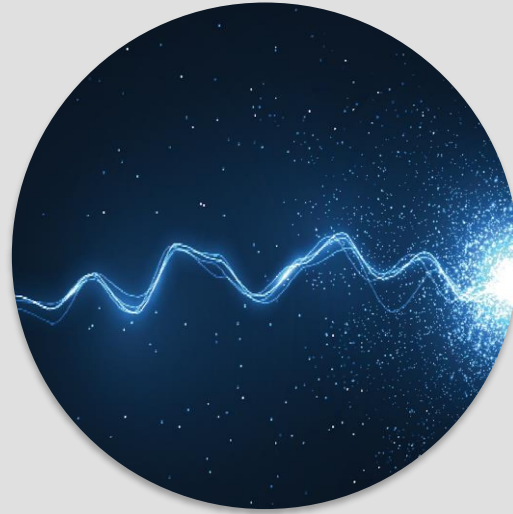
Next Generation Cornerstones



**Applied
Digitalisation**



**Driverless
Concepts**



**Alternative
Power**



**Integrated
Serviceability**

Next Generation Cornerstones



**New
Offering**



**New
Technologies**



**Industrial
Design**



**Products &
Functions**

Kalmar's full offering to be available as electrically powered by 2021.



Eco-efficiency is our future





The Kalmar Eco Reachstacker.

Guaranteed to reduce fuel consumption

Our new Eco-efficient Reachstacker is **guaranteed** to substantially **reduce your fuel consumption** and **cut your costs**.
Enhancing your **environmental credentials** and helping you meet **current and future emissions standards**.

The Green Impact

- More than 150 Eco Reachstacker (includes 1st generation)
- Approx. 400,000 running hours
- Approx. 6.5 liters less fuel per hour
- 1 liter diesel = 2.7 kilo mass CO₂

= Reduced Emissions of 7,000 tons of CO₂



The image features a background of a grid of red car icons. A central white rectangular area contains the text. The text is in a bold, italicized, black sans-serif font. The grid of car icons is composed of 15 rows and 15 columns. The central text box is approximately 10 columns wide and 5 rows high, centered within the grid.

***1,500,000 passenger
cars' CO₂ emissions
for 1 year***

The image features a background of a grid of red house icons. The grid is 10 columns wide and 10 rows high, with a total of 100 icons. The text is centered in the middle of the grid.

***1,100,000 Swedish
households' CO₂
emissions for 1 year***

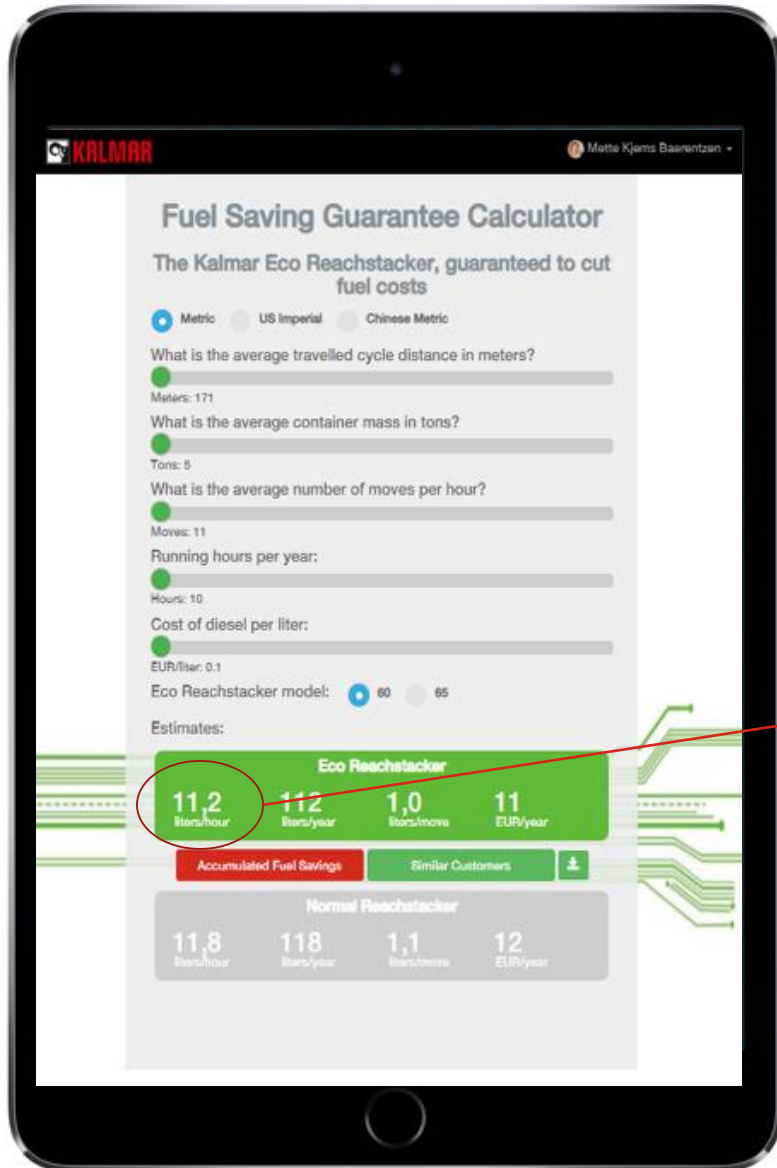


312,000 trees'
CO₂ absorption
for 1 year

The Fuel Saving Guarantee Solution



Fuel Saving Guarantee contract



ECO-EFFICIENCY AT WORK

Kalmar Fuel Saving Guarantee

The Kalmar Eco Reachstacker DRG450-65C5X with the driveline Volvo TAD-872-VE engine and Dana Rexroth R2-RS transmission is specified by the customer A. Customer to be used with the following driving and handling patterns:

Meters per move:	200 meters on average
Tons per move:	18 tons on average
Moves per hour:	14 moves on average

For the Kalmar Eco Reachstacker DRG450-65C5X with the driving and handling pattern listed above and under the terms and conditions listed below, we can offer a fuel warranty of:

12,3 litres per hour.

Failure to comply with the stated fuel warranty will result in a one-off financial compensation to the customer according to the following deviations:

- +0-10%: No compensation
- +10-15%: 3.000 EUR compensation
- +15-20%: 6.000 EUR compensation
- +20-25%: 9.000 EUR compensation
- +25-30%: 12.000 EUR compensation

Terms and conditions

- The fuel consumption warranty evaluation will be done after 6 months
- The Reachstacker must have Kalmar insight installed
- Eco Reachstacker drivers must receive the specified Driving Training
- The fuel consumption measurements for the evaluation will be based on Kalmar insight data
- All services and maintenance has been performed on the Reachstacker according to Kalmar recommendations and specifications
- No unauthorized alterations can be made to the Reachstacker
- Fuel consumption is based on the current overall average idle time for Kalmar's entire Eco Reachstacker fleet
- This Guarantee is subject to the Kalmar Global Warranty Policy.

Ljungby, 12 June 2018

On behalf of Cargotec Sweden AB

Dan Pettersson
Senior Vice President, Mobile Equipment

Cargotec Sweden AB
Torggatan 3, SE-341 71 Lidhult, Sweden
www.kalmarglobal.com

On behalf of Customer

A. Customer
CEO at Customer

If the promised fuel consumption level is exceeded **Kalmar will pay a one-off compensation*** to the customer

*Approximately the equivalent of 1 year's excess fuel usage compared to the fuel guarantee consumption level.

Fuel Saving Guarantee Solution



We offer a guaranteed fuel consumption based on 3 main cargo handling inputs:

- Driving distance in average “**meters or feet per move**“
- Load handling in average “**tons or pounds per move**”
- Productivity in average “**moves per hour**”

The Fuel Saving Guarantee Solution also includes:

- Operator Driving Training
- Kalmar Insight license for 3 years
- Automatic stop of engine and ignition at idling
- Kalmar’s Driving Speed Limitation system.



Creating Value for Our Customers



Reduce your total cost of ownership

- **Less fuel**, reduces your fuel costs by up to 40%
- **Lower service and maintenance costs** from less wear & tear and longer service intervals
- **Fuel guarantee** for complete peace of mind.



Cut your emissions.

- **Reduced CO2** with up to 40% reduction in CO2.
- **Reduced emissions** with up to 40% reduction particulate emissions.



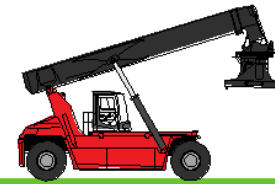
Provide a better and safer driving experience.

- **Safer to operate** as the machine has greater precision.
- **Improved productivity** through improved acceleration and lifting speed.
- **Noise reductions** by 1-4 dB(A) depending on drive mode settings.

The Eco Reachstacker solution

Guaranteed to reduce fuel consumption:

- Enhanced drivability
- Improved performance
- Easier servicing
- Reduced fuel consumption
- Less emissions
- Fuel guarantee with training and Kalmar Insight
- All the support you need
- Optional Kalmar Complete Care package
- Enhance your environmental credentials




Kalmar Operational Solution



Operational lease including:

- Fuel consumption guarantee solution
- Reduction of CO2 emissions
- Operator training
- All preventive maintenance
- All corrective maintenance
- Tire wear and replacement
- SmartFleet monitoring and reporting
- One all inclusive monthly charge.



Together we can shape the future of cargo handling, with the next generation of eco-efficient solutions that improves your every move.

Making your every move count.