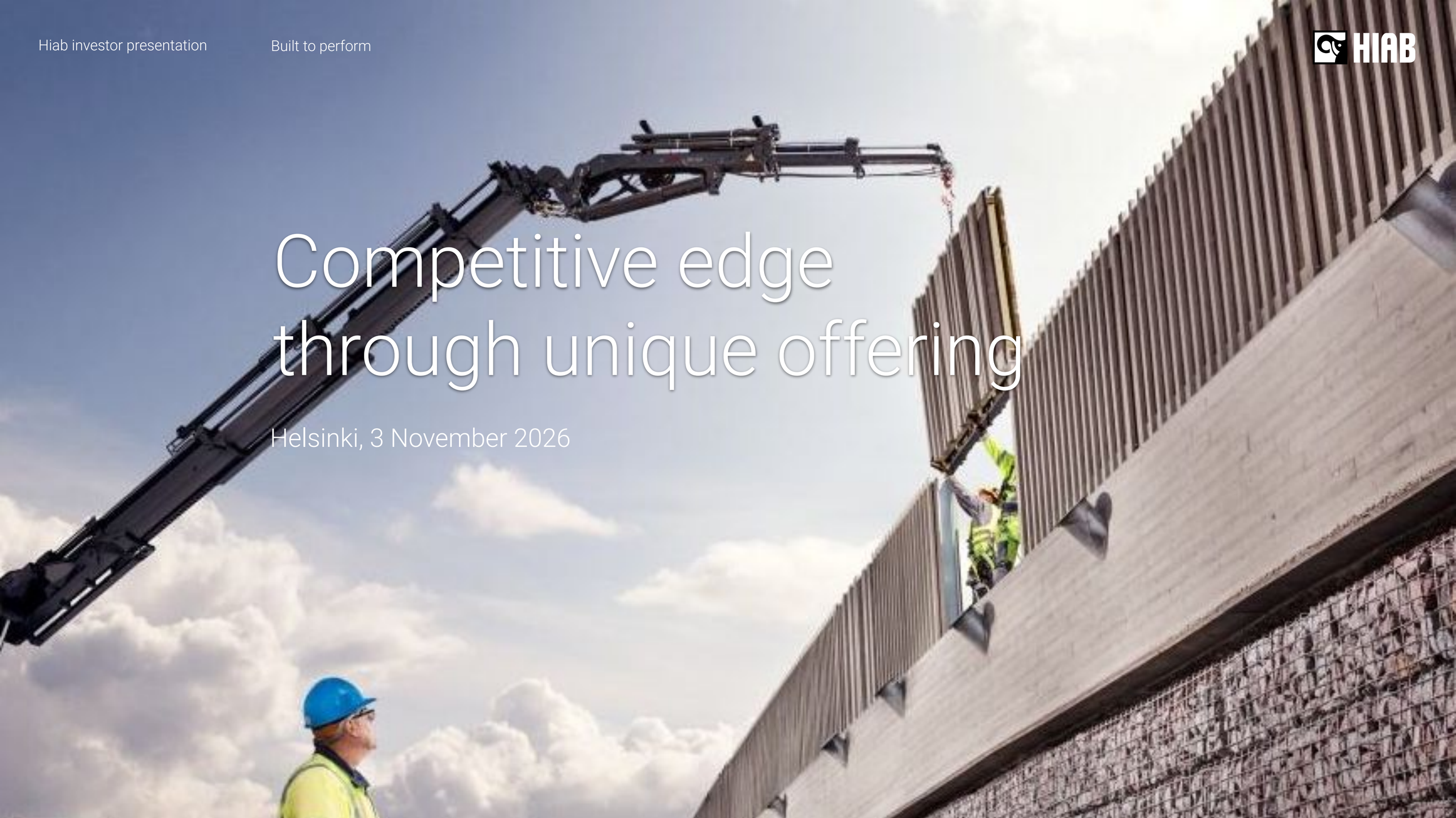
Competitive edge through unique offering

Helsinki, 3 November 2026



Agenda

1. Hiab’s Q3/26 results	Mikko Puolakka, CFO
2. Advanced Controls	Hannu Hyttinen, VP Advanced Controls
3. Q&A	

Presenters



Mikko Puolakka
CFO

Nationality
Finland

Educational background
M.Sc. (Econ)

Roles
CFO, Cargotec 2016-2025
CFO, Outotec Oyj 2010–2016
CFO, Elcoteq SE 2007–2010



Hannu Hyttinen
Vice President, Advanced Controls

Nationality
Finland

Educational background
M.Sc. (Hydraulics and Automation)

Roles
20+ years of experience from various R&D within Hiab

1. Hiab’s Q3/26 results

Highlights of Q3/26

- Orders received continued to grow in EMEA, while acquisitions boosted orders received in the Americas
- Comparable operating profit increased to EUR 69 (40) million corresponding to 14.2 (11.4) percent of sales
- Comparable EBITA margin was 15.5 (11.7) percent
- Cash flow* was strong at EUR 98 (69) million
- Outlook for 2026 unchanged
- Environmental Vehicle Solutions (“EVS”) acquisition completed



*Cash from operations excluding finance items and taxes, comparison period includes discontinued operations

Orders received and order book grew significantly in Q3/26 supported by acquisitions

Orders received and order book



MEUR	Q3/26	Q3/25	Change	Q1-Q3/26	Q1-Q3/25	Change
Orders received	441	351	26%	1,280	1,106	16%
Orders received, organic*			-4%			5%
Order book	873	557	57%			

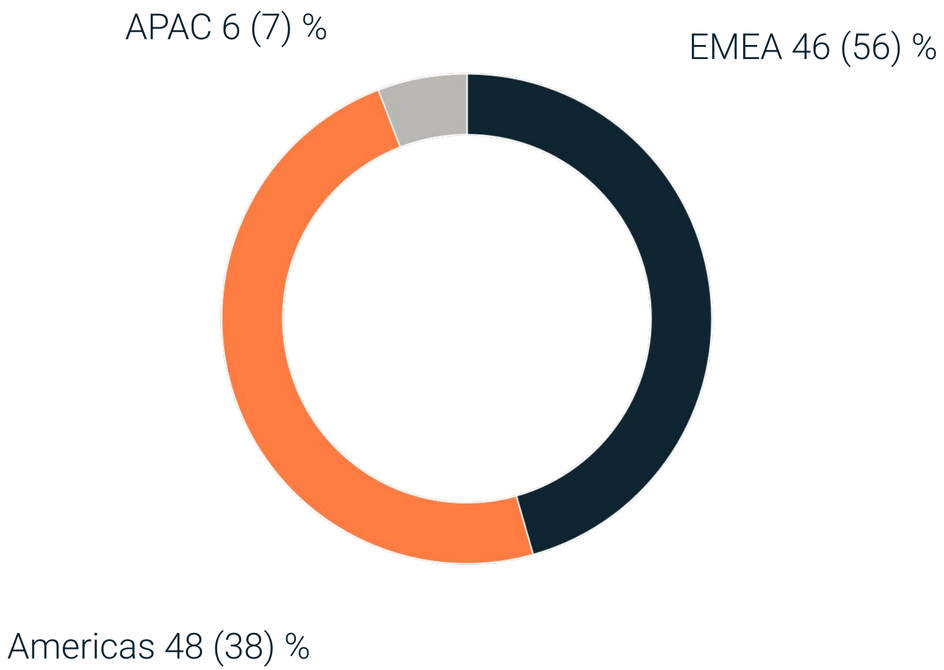
- 87 MEUR orders from Environmental Vehicle Solutions (EVS) orders and 14 MEUR orders from ING Cranes had a 30 percentage point positive impact in Q3
- Currencies did not have a significant impact on orders received
- No orders above EUR 10 million in Q3
- Order book increased due to inclusion of acquired EVS business

*in constant currencies excluding structural changes

Orders received grew in EMEA and in APAC, negative organic development in the Americas was a reflection of key account orders in a subdued market

Orders received by geographical area, Q3/26

MEUR



MEUR	Q3/26	Q3/25	Change	Q1-Q3/26	Q1-Q3/25	Change
EMEA	201	195	3%	627	587	7%
AMER	214	132	62%	571	435	31%
APAC	26	24	8%	82	84	-3%

Operating environment

+

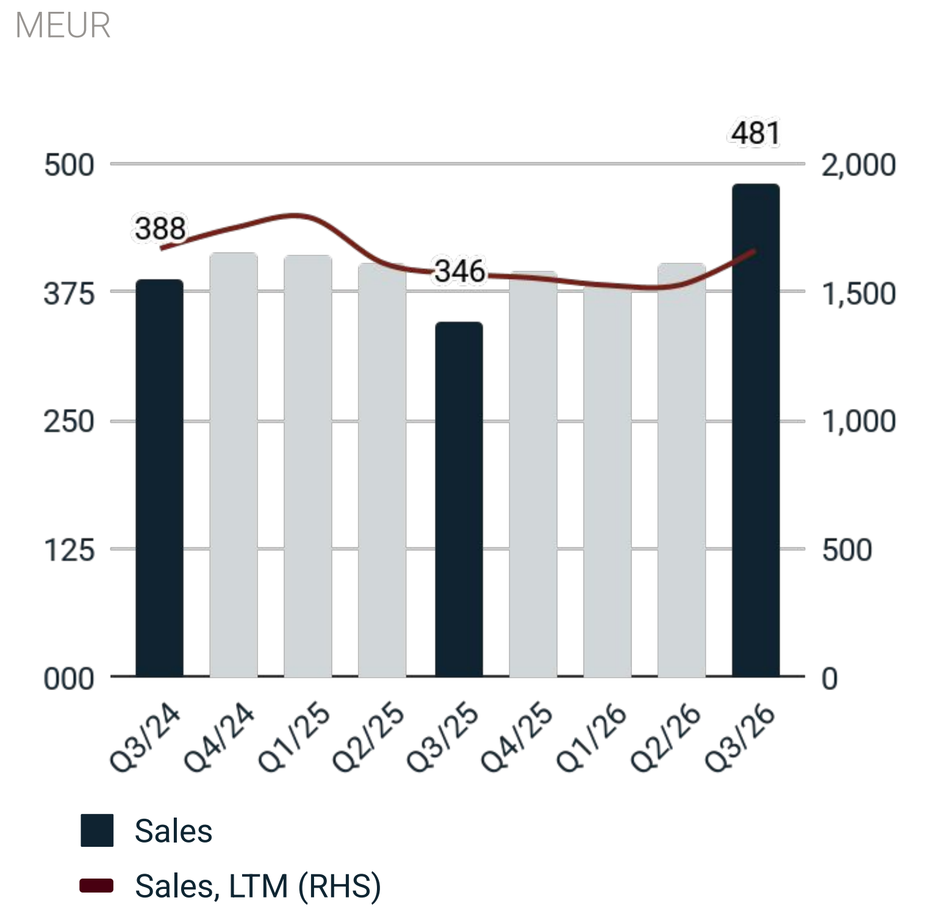
- Gradual market recovery continued in EMEA
- Sequential improvement in refuse collection vehicle orders

−

- Elevated uncertainty of the global growth outlook and slow customer decision making
- Increase in yields, interest rates and fuel prices

Sales grew organically by 5 percent in the quarter

Sales



MEUR	Q3/26	Q3/25	Change	Q1-Q3/26	Q1-Q3/25	Change
Sales	481	346	39%	1,267	1,160	9%
Sales, organic*			5%			-2%
Share of Services, %	28%	34%		29%	30%	

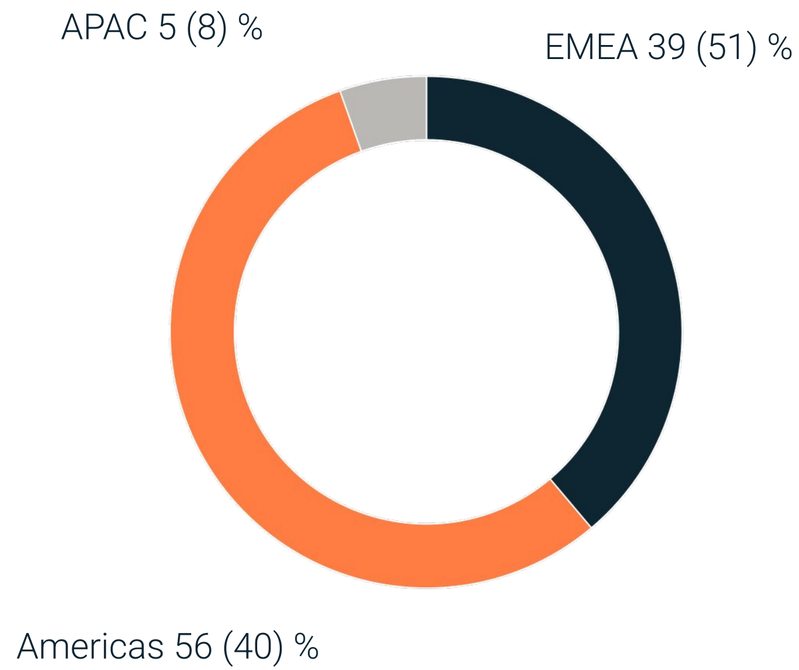
- 103 MEUR sales from EVS and 13 MEUR sales from ING Cranes had a 35 percentage point positive impact in Q3
- Currencies had a negative 1 percentage point impact in Q3
- Share of Services decreased to 28 percent due to smaller service portion in the acquired EVS business

*in constant currencies, excluding structural changes

Sales in the Americas almost doubled in Q3 driven by acquisitions

Sales by geographical area, Q3/26

MEUR



MEUR	Q3/26	Q3/25	Change	Q1-Q3/26	Q1-Q3/25	Change
EMEA	187	178	5%	606	573	6%
AMER	268	140	92%	584	508	15%
APAC	26	29	-9%	77	79	-2%
Eco portfolio sales	161	140	15%	518	437	19%
Eco portfolio sales, %*	33%	40%		41%	38%	

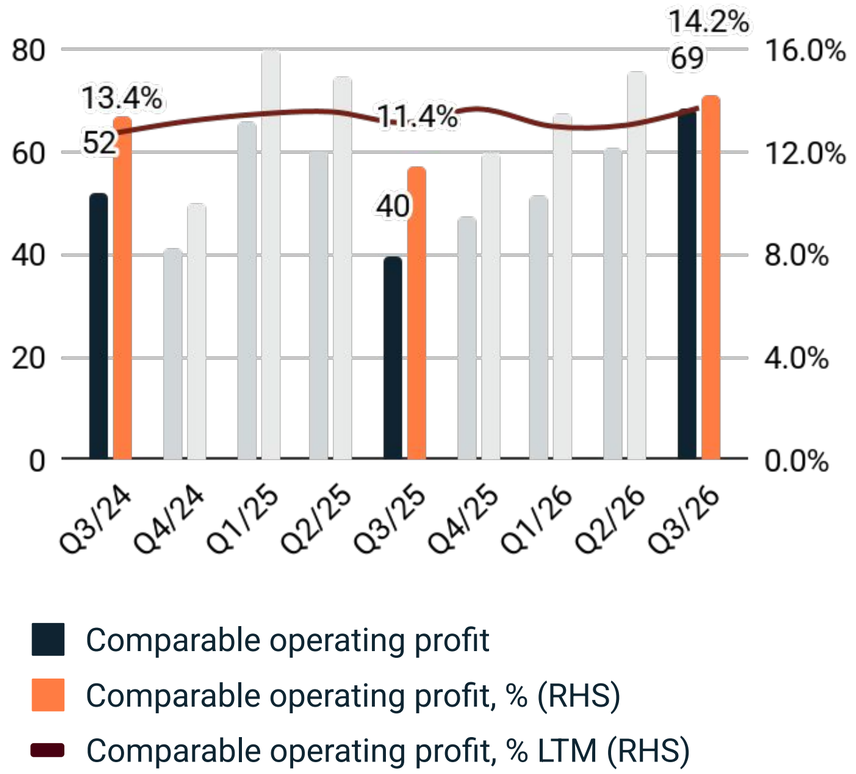
- Americas sales increased organically and was further boosted by acquisitions
- Sales in EMEA increased
- Sales declined in APAC
- Eco portfolio sales increased in climate and in circular solutions, share of sales adjusted for EVS was 43% in Q3

* Environmental Vehicle Solutions is not included in the Eco portfolio, as life cycle assessments for its solutions are not in place yet

Significant improvement in comparable operating profit and EBITA

Comparable operating profit

MEUR



MEUR	Q3/26	Q3/25	Change	Q1-Q3/26	Q1-Q3/25	Change
Comparable EBITA	75	40	85%	189	168	13%
Comparable EBITA, %	15.5%	11.7%		14.9%	14.5%	
Comparable operating profit	69	40	73%	181	166	9%
Comparable operating profit, %	14.2%	11.4%		14.3%	14.3%	
Operative ROCE, LTM	20.2%	29.8%				

- Comparable operating profit increased driven by higher sales and fixed cost savings
- EVS boosted Hiab's comparable EBITA to 15.5 percent
- EVS comparable EBITA was at high teens in the quarter
- Operative ROCE decreased mainly due to higher operative fixed assets stemming from the EVS acquisition

Operative ROCE defined as (Operating profit / Operative capital employed)

Environmental Vehicle Solutions is a perfect fit to our strategy and supports our profitable growth targets

Successful first quarter

Integration progressing according to plan	Focus on protecting business execution & preserving and connecting cultures
Financial performance enhancing Hiab's results	Orders received: 87 MEUR Sales: 103 MEUR Comparable EBITA: High teens

Further upside potential

Market with attractive growth prospects	~3–4% average market growth 2026e–2030e
Commercial and procurement synergies	>12 MEUR, 2029 run rate on EBIT level



2.

Advanced Controls

Competitive edge through unique offering

Hannu Hyttinen has deep industry knowledge after more than 20 years at Hiab



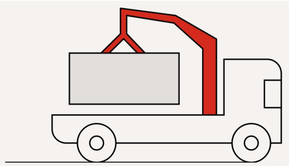
Hannu Hyttinen
Vice President, Advanced Controls

Nationality
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Educational background
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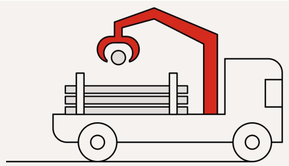
Roles
20+ years of experience from various R&D within Hiab

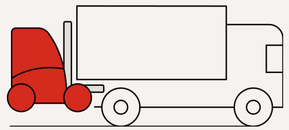
Advanced Controls is a group-wide organisation working closely with business-specific R&D teams…

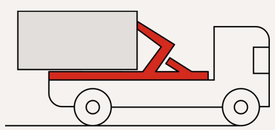


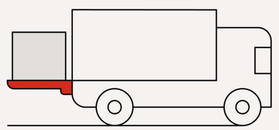
Lifting Solutions

Division and Business Unit R&D teams









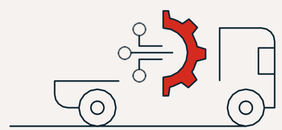
Delivery Solutions

Division and Business Unit R&D teams



Environmental Vehicle Solutions

Division R&D



Services

Selected R&D resources within divisions and business units

Advanced Controls
Autonomous systems, Olsbergs, IPR

Key takeaway | The R&D setup enables Hiab to offer market leading innovative solutions through deep technological knowledge

…and consists of Autonomous Technologies, Olsbergs and IPR, with locations in Finland and Sweden

Advanced Controls

Olsbergs
a Hiab company

Olsbergs Electronics



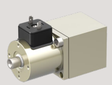







Olsbergs Hydraulics



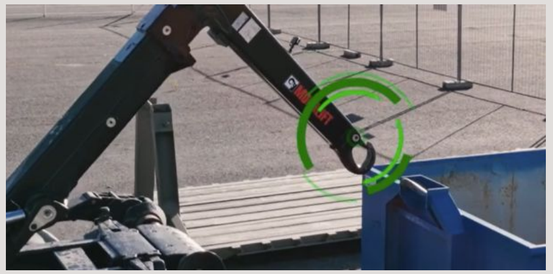



IPR

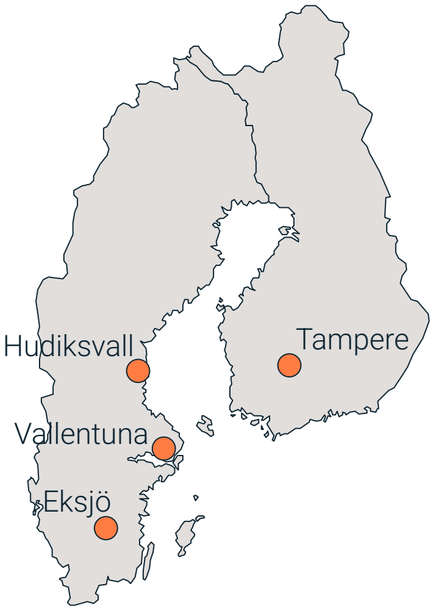
- **FREEDOM TO OPERATE**
- **KEEP HIAB UNIQUE**
- **IPR PORTFOLIO MANAGEMENT**

Autonomous Technologies





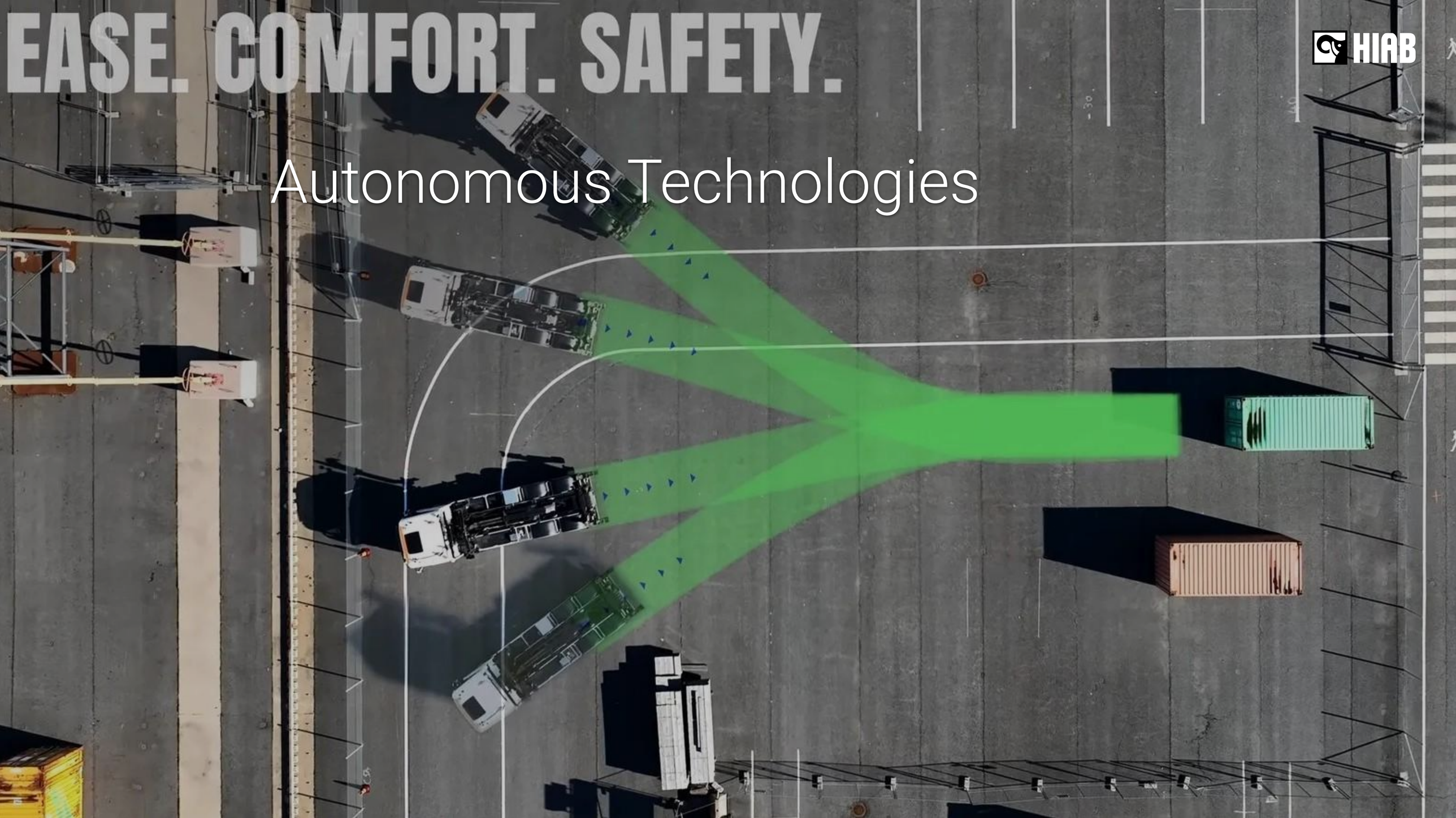
Geographical footprint



EASE. COMFORT. SAFETY.

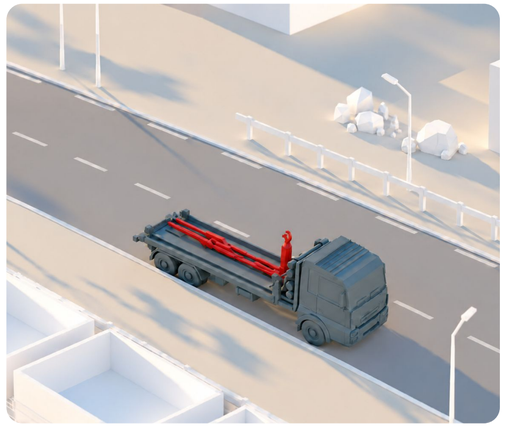
HIAB

Autonomous Technologies



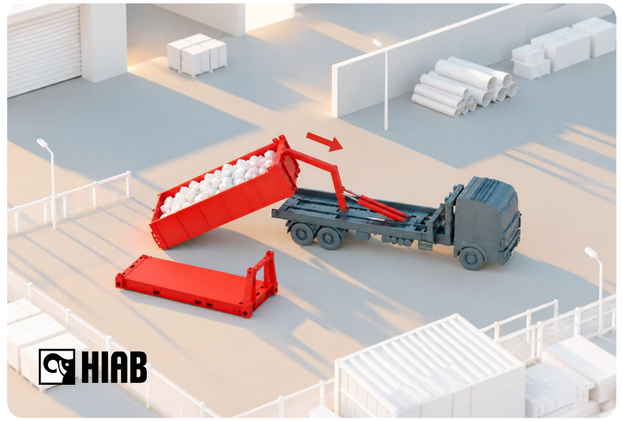
Hiab's autonomous capabilities are essential for autonomous on-road logistics

HIAB involvement



Manual, assisted or sustained autonomous driving by **truck OEM.**

Base / Logistics hub

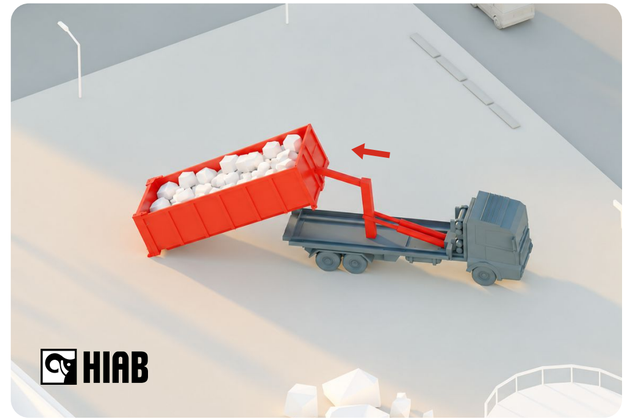


Hiab's autonomy capability **navigates** the vehicle to the selected flatrack or container to **perform the loading** process.



Manual, assisted or sustained autonomous driving by **truck OEM.**

Base / Logistics hub



Hiab's autonomy capability **navigates** the vehicle to a drop point to **perform the unloading** process.

Deep integration of truck OEMs and Hiab autonomous load handling capabilities required for loading and unloading.

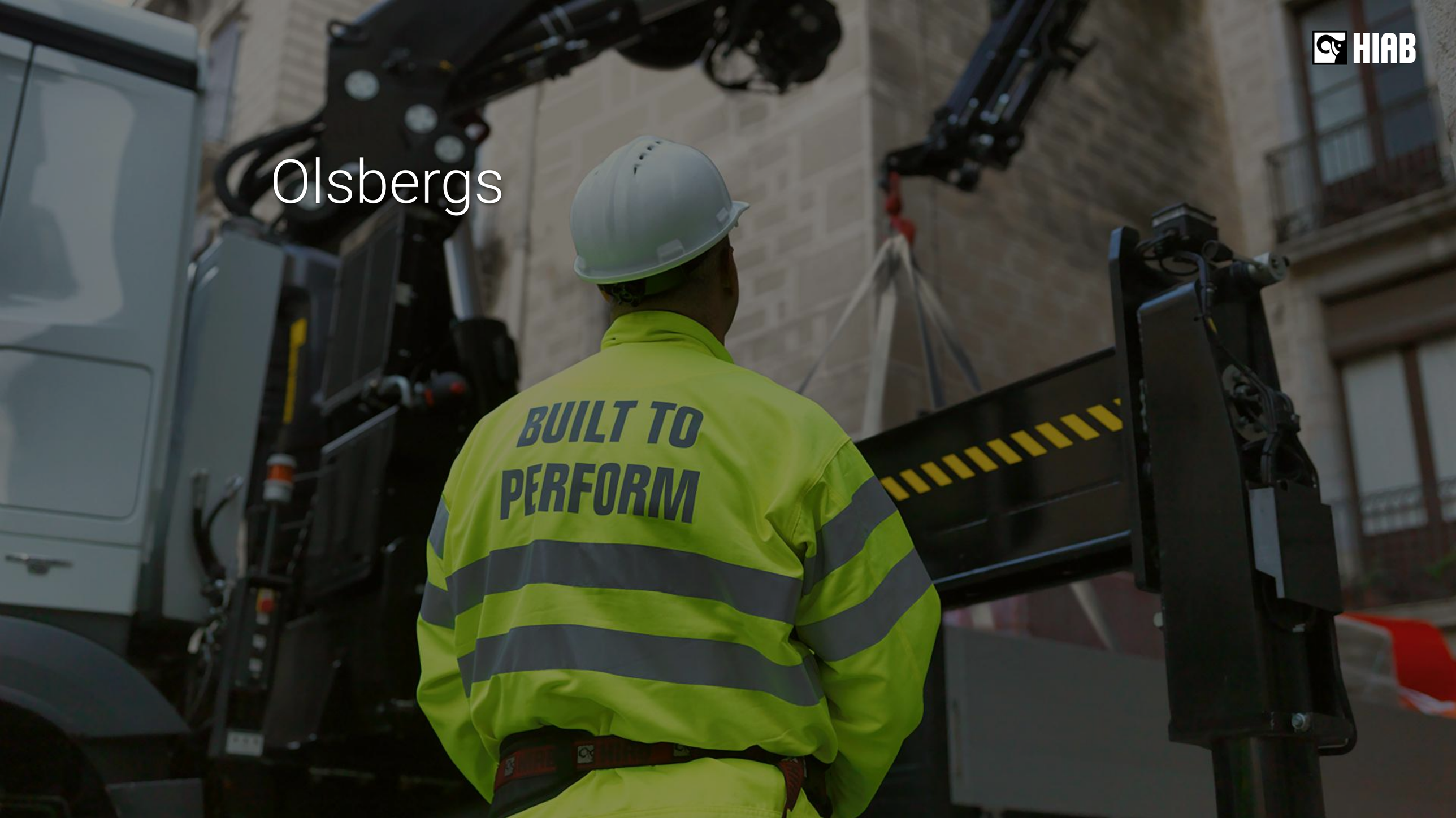
Introduction to Autonomous Load Handling with L2 Driver Support



Well positioned to capture growth as the industry becomes increasingly autonomous

Hiab's vision of autonomous technology

		HIAB
Skilled operator shortage	• Globally struggling shortage of operators • Stricter regulations and safety protocols	• Speeds up the onboarding of less experienced operators and bridges the gap between novice and experienced operators • Technology to improve efficiency and sustainability
Growing markets	• The autonomous truck market is growing rapidly • The main drivers are: demand for efficiency and safety, technological advancements, and the need to reduce labor costs	• Hiab's applications and focus segments will be closely interfacing this development
HIAB #1 Load handling technology	• Hiab's autonomous load handling capabilities provide customer's the solution that complements their vehicle's autonomous capabilities.	• Gradually increasing innovative automation and user-assistive features matches the truck-side autonomous capabilities, creating a compelling package



Olsbergs

Introduction to Olsbergs, the secret behind Hiab’s precision



Olsbergs brings many competitive advantages to Hiab

Deal thesis behind the acquisition of Olsbergs in 2022

- Strengthen the technology leadership and differentiate Hiab from competitors
- Pave the way for leading automated and autonomous solutions
- Faster development of features and securing critical IPRs.
- Wider roll-out of more advanced technology
- Margin uplift potential

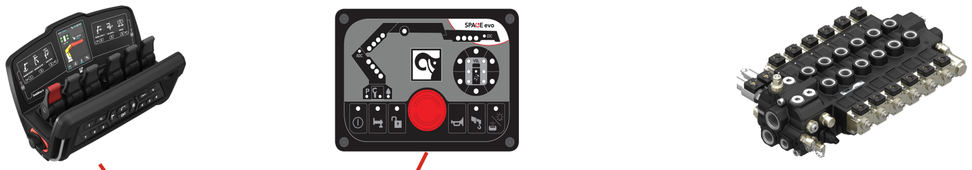




Core in-house technologies drive profitable growth and synergies across portfolio

Three key components in loader crane operations…

Olsbergs remote controller | **Advanced control system** | **Olsbergs hydraulic valves**



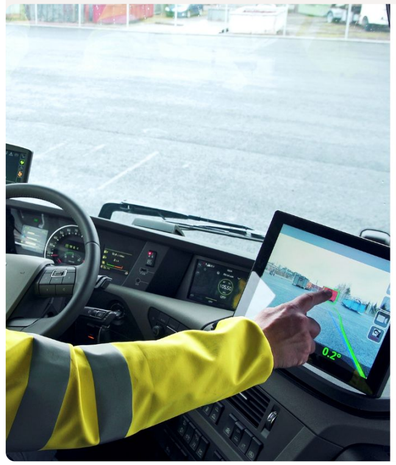
Input → Control → Execute



…and solutions throughout Hiab's portfolio

- Communication & sensors units
- Human Machine interface devices
- Hydraulic components













Key takeaway | By owning the entire control chain Hiab creates best-in-class solutions that scale across our full product range, deepening customer stickiness

Accelerating development with deep in-house knowledge

Hiab's vision of electronics and hydraulics development

		HIAB
Outsourcing & partnerships	• Full vertical integration not viable or capital-efficient • Standard global offering is broad with minimal product differentiation	• Control of premium technology in-house, external partners and suppliers for bulk products • Selected external manufacturing for premium products to maintain dual-sourcing flexibility
Selective insourcing	• Deeper vertical integration of core components that drive differentiation and high margins are becoming strategically critical	• Critical hydraulic and electronic components are insourced to protect core intellectual property • Consolidation of unique controls and hydraulic platforms enables standardization across Hiab
HIAB acceleration of niche development	• Undergoing a structural shift driven by electrification, electro-hydraulic systems, functional safety, and software-defined architectures	• Deep in-house knowledge to accelerate the development of the system and features • Controlling core development and manufacturing secures the position of being an industry pioneer

Intellectual Property Rights



Intellectual Property Rights management to protect Hiab’s competitive edge

- Ensures that Hiab can offer products and solutions without being attacked by competitors
- Protects Hiab’s creative work & unique solutions, to hinder benefits from copying
- Use Hiab’s IPR portfolio as a tool when creating new opportunities and in partnerships



Hiab’s IPR under Advanced Controls works throughout the organisation to protect Hiab’s unique offering

One product - many Intellectual Property Rights (IPR)



Patents
- A hydraulic crane”
- “A load handling assembly”

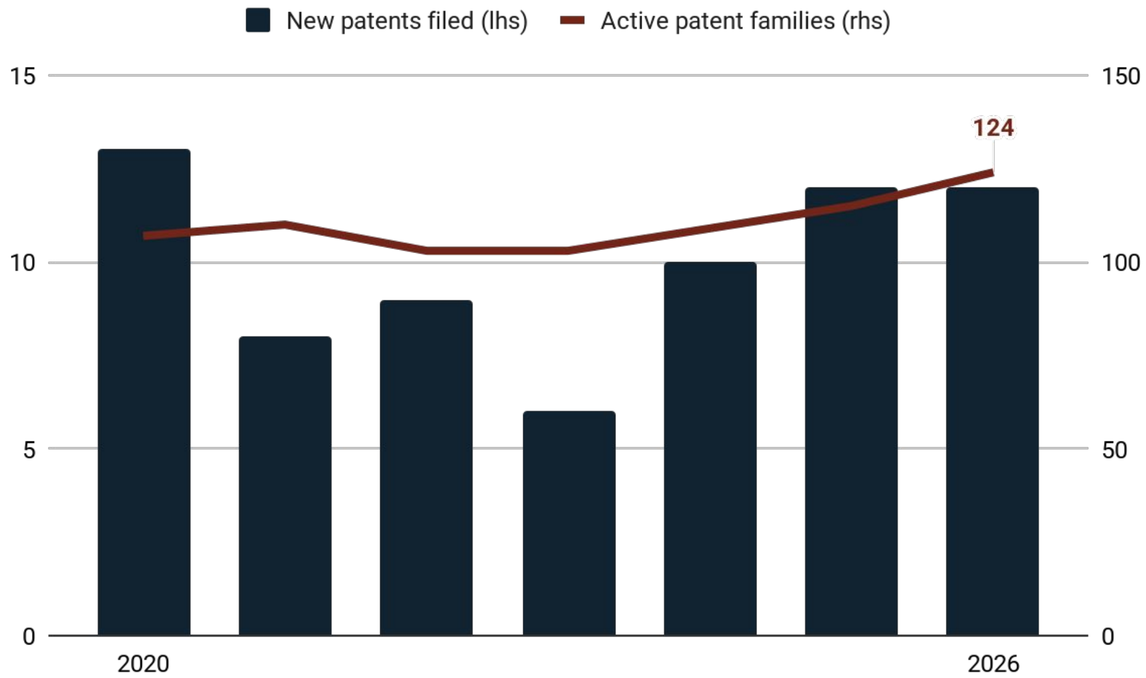
Design patents
- Ornamental design features
- Remote control unit
- Graphical User Interface

Copyright
- User manuals
- Software (code)
- Drawings

Trademarks
- HIAB
- HiVision
- Multilift, Loglift, Moffett, etc.

Trade secrets
- Technical know-how kept in-house, e.g. manufacturing processes

New patents filed and active patent families[1]



1 Including both pruning/termination and new filings.

We are the pioneer in automated and autonomous solutions and features

What we have achieved



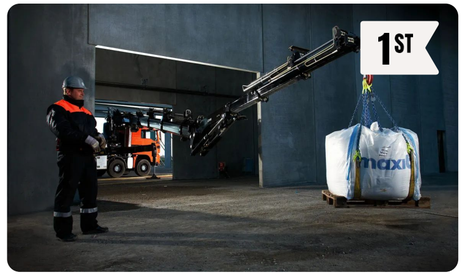
Electric Moffetts

The first electric truck mounted forklifts in the world



ePTO

Enabling crane operation without running truck engine



SPACEevo

The brain inside the control system increasing efficiency and safety



L2 Driver Support

Automates one of the most difficult aspects of load handling



MULTILIFT Talon

Automated configuration changes from within the cab, automatic functions and fast-speed features



HiSkill

First with VR zero emission operator training

Summary of today's presentation

- Advanced Controls is a **business unit** within Hiab, working in close **collaboration** with the **whole organisation**
- Advanced Controls consists of **Autonomous Technologies, Olsbergs** and **IPR**
- Hiab is a **pioneer** in smart and sustainable on-road load handling solutions and has a strong offering in **autonomy, electronics** and **hydraulics**
- The **offering** is **protected** by a large patent portfolio, ensuring **freedom to operate** and **keeping Hiab unique**, giving Hiab a **sustainable competitive advantage**



3. Q&A