



Your Kalmar.





Building a business around you.

Millions of items, from consumer goods to raw materials, are moved every day between and within countries. In order to make these goods flow more efficiently, safely and sustainably, innovative cargo handling solutions are needed. This is our expertise.

Innovation has always been at the heart of our business. We developed the first industrial straddle carrier in the 1940s, and the first

RoRo tractor in the 1970s. To meet the need for more efficient container handling, Kalmar commercialised the first generation of reach-stackers in the 1980s and, a decade later, introduced the first container handler for rough terrain operations. Our first steps in terminal automation were taken more than 20 years ago.

With these innovations and many others we revolutionised the cargo and container handling

industries. And with our passion, combined experience and deep knowledge of the industry, our aim is to exceed your expectations again and again.

Today, Kalmar is the industry forerunner in port automation and energy-efficient cargo handling. We are unique in our ability to enable seamless integration of different terminal processes.

We want to be your true and valued business partner – one that can provide the complete solution: the best products, comprehensive services and unique integration and automation capabilities for the benefit of your business.

Our promise is summed up in five words: **making your every move count.**

Equipment you can rely on.

We believe that the greatest results can be achieved by being open and working closely together with our customers, partners and colleagues. This is the heart and soul of our product development.

We offer you the market's most comprehensive range of cargo handling solutions and services for ports, terminals, distribution centres and heavy industry.

Our offering includes ship-to-shore and yard cranes, straddle and shuttle carriers, reach-stackers, empty container handlers, terminal tractors, forklift trucks, Bromma spreaders and Siwertell bulk handling systems. We also provide terminal automation and integration solutions, and Navis terminal operating systems (TOS).

One in four container moves around the globe is handled by a Kalmar solution.



Changing the way you do business.

The increasing volume of container traffic, larger vessels and the pressure to minimise turnaround times is driving the need for increased efficiency. Terminal and process automation are recognised as the next steps towards improving productivity and performance at today's container terminals. The benefits of automation are becoming increasingly accessible for operations of all sizes.

Terminal automation is not only about creating a greenfield terminal from scratch. Instead, existing terminals can be automated partially or wholly to achieve the benefits of automation. The transition to automated operation is carried out step-by-step to avoid loss of capacity. Automation can also be implemented by expanding the terminal into previously unused areas.

For example, Kalmar SmartPort process automation solutions are designed to optimise the information flow within the terminal's business processes to ensure the most efficient equipment utilisation. They represent an accessible and fast way to get immediate productivity improvements for

a relatively small initial investment. The process automation solutions fit any size of terminal, any brand of equipment and any TOS.



10 Days Gained

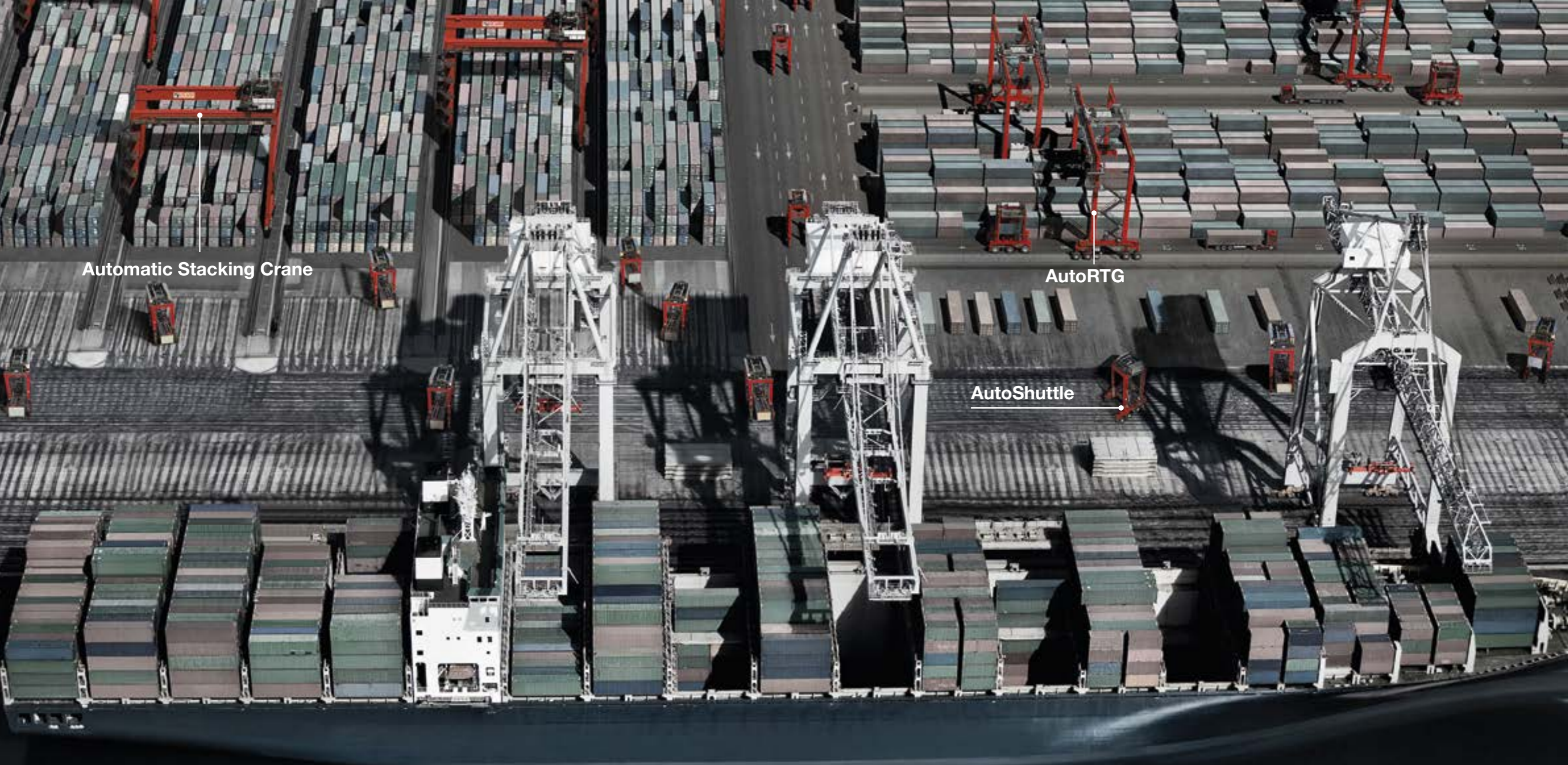
46 Hours Saved

-80% Effort

100% Visibility

6,480 More Moves

0.00 Containers Lost



Automatic Stacking Crane

AutoRTG

AutoShuttle

Optimising your performance.

Kalmar offers various solutions for terminal automation, which can help you optimise the performance of your business. Depending on the size, throughput, container handling patterns, geography and existing equipment in the terminal, different combinations can be used for stacking and horizontal transport equipment. A dedicated Kalmar team will provide the

expertise required to deploy and integrate the systems as well as on-going maintenance and system support.

An AutoStrad terminal combines stacking and transportation capabilities. Straddle carrier operations are typically suited for medium-sized terminals.

Automatic stacking cranes (ASC) enable the highest possible capacity and stacking density. The ASC terminal optimises throughput and stack footprint.

Rubber-tyred gantry (RTG) cranes are the most popular equipment choice for container stacking

at terminals around the world, especially where high-capacity stacking and good manoeuvrability are key requirements. How far you take automation will depend on your application requirements, and at Kalmar we give you the freedom to choose the mix that's right for you.

Upgrades for the future.

We are here to contribute to the long-term success of your business. Whatever the brand of your crane, we can help you enhance performance and availability with our wide range of upgrade and modernisation services.

We help you reduce fuel consumption, extend equipment lifespan and convert to electrically operated machines. For instance, converting diesel-powered rubber-tired gantry cranes to

run on electricity will reduce emissions and fuel costs significantly. Or heightening a ship-to-shore crane to accommodate bigger ships will bring you improved capacity, at a lower cost, through higher stacking height and extended reach.

In addition to performance upgrades and crane modifications, we provide engineering consultancy, repair, refurbishment and relocation services.



An extension of your team.

Our global service network and spare parts supply ensure that your machinery is kept in optimum working order at all times.

We provide maintenance contracts tailored to your needs to ensure optimum equipment availability, guaranteed service performance, reduced tied-up capital and improved business performance.

Kalmar Care covers all the essential services for maintaining your equipment and keeping your operations running.



Global reach, local presence.

Examples of our customers.



With our combined experience and deep knowledge of the industry, plus our extensive portfolio of products, automation solutions and services, we can help to improve the efficiency of your every move – with a focus on the overall performance and productivity of your business. For further information, visit kalmarglobal.com



KALMAR

Making your every move count

Kalmar offers the widest range of cargo handling solutions and services to ports, terminals, distribution centres and heavy industry. Kalmar is the industry forerunner in terminal automation and in energy-efficient container handling, with one in four container moves around the globe being handled by a Kalmar solution. Through our extensive product portfolio, global service network and ability to enable a seamless integration of different terminal processes, Kalmar improves the efficiency of every move. Kalmar is part of Cargotec.
www.kalmarglobal.com

Kalmar Head Office
Cargotec Finland Oy
Porkkalankatu 5
FI-00180 Helsinki, Finland
Tel. +358 20 777 4000
kalmar@kalmarglobal.com