

Built to perform



# Welcome to the world of Hiab

1. We are Hiab
2. Why Hiab - the value we create
3. Products and brands

# 01 We are Hiab

**BUILT TO  
PERFORM**





Hiab is a leading provider of smart and **sustainable load handling solutions.**

We are committed to delivering the best customer experience every day with the most engaged people and partners.

## VISION

To be the number one partner in smart and sustainable load handling solutions

## PURPOSE

Together, we keep everyday life moving to build a better tomorrow

## VALUES

Reliable  
Caring  
Pioneering



## The global leader in sustainable cargo flow

**200,000 TONNES  
LESS CO<sub>2</sub>**

Carbon emission reduction  
by 2024

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**CARBON NEUTRAL  
BY 2030**

Our own operations carbon neutral  
by 2030

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**-50% VALUE CHAIN  
CARBON FOOTPRINT**

Carbon footprint of our value chain  
reduced by 50% by 2030

# Hiab is part of Cargotec



on roads



at sea



Smarter cargo flow  
For a better everyday

## Located near our customers

**4000**

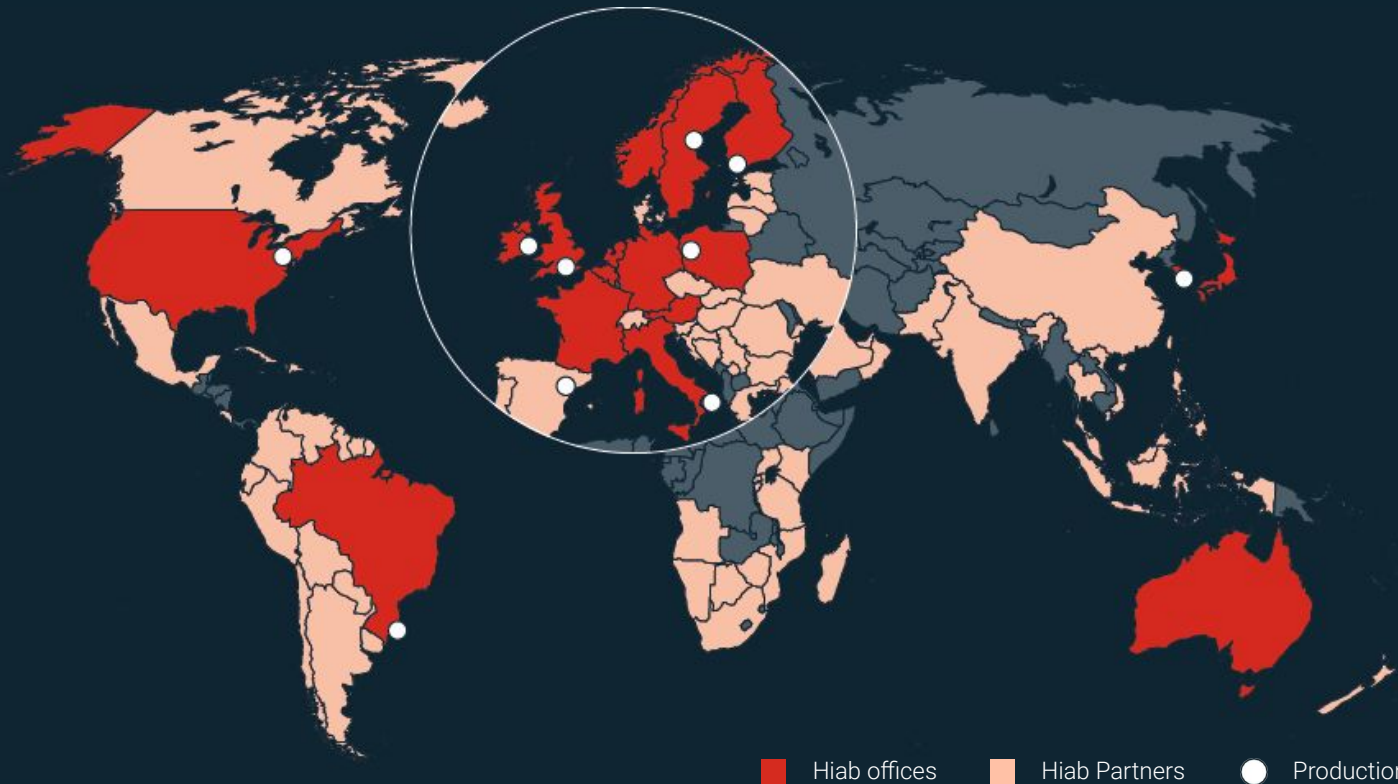
Employees

**15**

R&D and production sites

**62**

Own service centres





# 2

# Why Hiab



# Easy to do business with



Customer's preferred partner and segment specialists



Service excellence and connected services benchmark



Leading in automation, alternative power, and software solutions



The most engaged and empowered people, proudly serving our customers

# Your number one partner in smart and sustainable load handling solutions



Our equipment keeps everyday life moving with both complex and repetitive load movements, smartly, sustainably and safely.



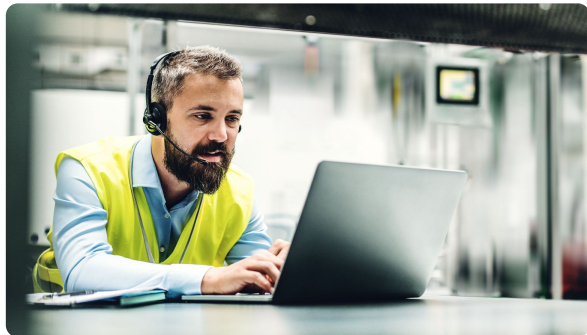
At the same time, we take the load off our customers shoulders. Thanks to our reliable, long-life products and connected services, customers can spend more time on their core business and lift their targets to new levels.

# Shaping the future of smart load handling

**DIGITAL SERVICES**



**FLEET AUTOMATION**



Fleet management, remote monitoring and predictive maintenance

**PRODUCTIVITY AND SAFETY**

Automation and electrification

## Leading the industry in sustainable load handling

Hiab continuously expands its eco portfolio of equipment and services that reduce environmental impact and optimise customer performance.

We increase the share of renewable energy in our operations with the target to be climate neutral by 2030.



# 3 Products and Brands



# We serve customers across diverse industries



Retail & last mile



Waste management



Recycling



Defence



Fire rescue



Construction



Special logistics



Infrastructure



Forestry



Agriculture



Rail



Wind

Single truck owners



Fleets



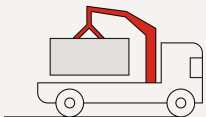
Rental



Hiab sales & services network serve over **100 MARKETS GLOBALLY**

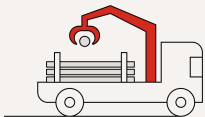
# Hiab offers lifting and delivery solutions through an extensive portfolio of brands covering all types of applications

Loader cranes



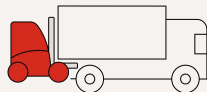
**HIAB EFFER ARGOS**

Forestry &  
Recycling cranes



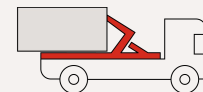
**JONSERED LOGLIFT**

Truck mounted  
forklifts



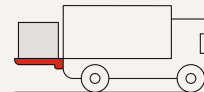
**MOFFET PRINCETON**

Demountables



**MULTILIFT GALFAB**

Tail lifts



**ZEPRO WALTCO DEL**

Service

Complete offering ranging from installation, spare and wear parts to life-cycle solutions for Hiab brands

**HIPERFORM**





## Premium services enhancing customer productivity

### **LIFECYCLE SERVICES**

Support from installation to predictive maintenance to extending the lifetime of the equipment and ProCare service agreements for maintenance at a fixed cost.

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### **SERVICE NETWORK**

A global service network and experts to support customers when and where they need it.



### **CONNECTED SERVICES**

Next generation HiPerform digital services such as HiConnect to further enhance productivity, efficiency, sustainability, and safety.

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### **ORIGINAL PARTS & ACCESSORIES**

Webshop open 24/7. Original parts maintain performance, reliability, safety, and re-sell value.

## Standard and custom installations



### FRAMEWORKS

Pre-manufactured, fully bolted system with subframe solution to install heavy range HIAB loader cranes.



### BODYWORKS

Installation system for truck bodies. Weld-free construction for quicker installation and easier maintenance.



### T-BODY

Off the shelf ready to install rear truck installation packages for dealers, OEMs, and bodybuilders.

## CUSTOM INSTALLATIONS

It starts with understanding the specific requirements and usage, before designing the best solution. The Hiab installation team supports you through the entire process from engineering to handover.

## Do more with accessories for every job



### **LOADER, FORESTRY & RECYCLING CRANES**

Buckets, rotators grapples, pallet forks, brushes & more



### **TRUCK MOUNTED FORKLIFTS**

Tools for flexibility and versatility



### **DEMOUNTABLES**

Weighing systems, load covering, speed enhancing technology & more



### **TAIL LIFTS**

Safety, vehicle & control systems

# BUILT TO PERFORM



HIAB • JONSERED • LOGLIFT • EFFER • ARGOS • MULTILIFT • GALFAB • MOFFETT • WALTCO • DEL • ZEPRO • HIPERFORM