







MEGATRENDS



Public, internal and external pressure and demands



Legislation and Standards - local, regional & global



Government, investor, finance and operator needs



Customers and public interests



DEGREE COMPANY

Cargotec is a 1.5 degree company. Reduction of CO2 emissions of at least 50% by 2030.

Kalmar promise to have an electric offering in every range by 2021.

Cargotec CO²-emission targets by 2024:

- Cargotec reduce 1.000.000 tons of CO².
- Kalmar ME reduce 550.000 tons of CO².







Electric Forklifts Developments







1980

Kalmar presents its **first** battery electric forklifts, today > 5.500 made (FLT range 2-7 tons).

2012

Kalmar presents its latest electrical forklift range in the G-generation (FLT range 5-9 tons).

2016

Kalmar presents its first medium-size battery electric forklift range, (FLT range 9-18 tons). (ECH range 7-12 tons).

2017

Kalmar present the first **Fuel-Cell driven Forklift** in cooperation with steel producer (SSAB Sweden). 2022

Kalmar full electric Portfolio promise, now available in Lead-Acid + Li-Ion 5-9 / 9-18 / 18- 33 tons







Kalmar Heavy Electric Forklifts





Kalmar Heavy Electric Forklifts

7 lifting capacities on three wheelbases

ECG180-220; WB 4000 mm

ECG250; WB 4250 mm

ECG280-330; WB 4750 mm









Kalmar Heavy Electric Forklifts, ECG180-330

- 1 range with 2 families (180-250 / 280-330)
- > 7 normal capacities (same as diesel range)
- 3 different wheelbases (no short models)
- > Full lift capacity to 7.0 m (23ft)*
- Battery capacity 163 to 392 kWh.

















Models	Wheelbase (mm / in)	Capacity (tons / lbs)	Lifting equipment
ECG180-12	4.00 m (158")	18 T (40,000 lbs)	Class A
ECG200-12	4.00 m (158")	20 T (44,000 lbs)	Class A
ECG220-12	4.00 m (158")	22 T (48,000 lbs)	Class A
ECG250-12	4.25 m (167")	25 T (55,000 lbs)	Class A
ECG280-12	4.75 m (187")	28 T (62,000 lbs)	Class B
ECG300-12	4.75 m (187")	30 T (66,000 lbs)	Class B
ECG330-12	4.75 m (187")	33 T (73,000 lbs)	Class B

^{*} Full lift capacity up to 7.0 m (23ft) with Duplex or Duplex Freelift masts with integral sideshift & fork positioning carriage (SS/FP).





^{**} ECG180-250 use class A of Lifting Equipment (mast, carriage & forks).

^{***} ECG280-330 use class B of Lifting Equipment (mast, carriage & forks)

Kalmar Electric Forklifts



ECG50-330 Range Overview





OTHER ELECTRIC RANGE: Reachstackers (2021) Terminal Tractors (2018) Straddle Carriers (2000)



LIGHT RANGE

Capacity 5 - 9 tons (11 models)
Battery Lead-Acid & Li-Ion
Start in 1980

MEDIUM RANGE

Capacity 9 - 18 tons (20 models)
Battery Lead-Acid & Li-Ion
Start in 2017

HEAVY RANGE

Capacity 18 - 33 tons (7 models)
Battery Li-Ion
Sales start in Q3 / 2022







Ready to take on your

TOUGHEST

loads and applications



Terminals Stevedoring



Metal Distribution



Forestry Intermodal



Logistics Transports **Concrete Precast**

Energy Wind

gy Mining of Min





Kalmar Heavy Electric Forklifts, ECG180-330

Strong hardware from global suppliers

Powertrain: Bosch-Rexroth AC-motors

Drive axles: Kessler D91-NL408 / NL-487

Brakes: Oil-cooled Wet Disc Brakes and

regenerative brakes (kW to battery)

Batteries: Li-Ion solution (670V / NMC-type)

Full TMS: for battery, powertrain and cabin

Full BMS: control on battery performance

Full BMS: for optimal charging of battery



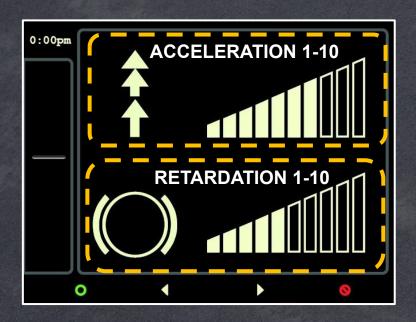


Smart Programmable

Acceleration & Retardation

The machine can easily be adapted to different drivers and driving conditions.

The driver can choose from up to 10 different steps for both ACCELERATION and RETARDATION (brake force).



Acceleration (1-10):

- 1 for maximum battery time.
- > 10 for maximum productivity

Brake (1-10):

- > 1 for transmission machine behavior
- > 10 for hard hydrostatic machine behavior

STANDARD





Complete offerings from Kalmar

- Almar offers the widest range of sustainable solutions, and we will find the solution that fit your operational needs the best.
- → Kalmar offer the most suitable and cost efficient solution for your operation, based on running hours, shifts and local conditions.





Plug-in standards and regions (DC)

	North America	Japan	EU and other markets	China
Vehicle inlet		00		o o o o o o o o o o o o o o o o o o o
Connector				
Standard	CCS1	CHAdeMO	CCS2	GB/T
Communication	PLC	CAN	PLC	CAN
3-phase voltage	480 / 600 V	200 V	400 / 415 V	380 V
Grid frequence	60 Hz	50 / 60 Hz	50 Hz	50 Hz





Impact of different charger sizes

CHARGER NAME	CHARGING CAPACITY (MAX)	CHARGING OPTIONS	GRID POWER (KVA)	CHARGING STANDARD (CCS1, CCS2, GB/T)	ELECTRICAL STANDARD (CE, UL)	CHARGING EQUIPMENT	
Mobile 24 kW	24 kW	24 kW	29 (40 A)	CCS2	CE	Mobile charger	
Terra 94 (1x90 kW)	90 kW	90 kW	96	CCS1, CCS2	CE, UL	1 charging post incl. power modules	
Terra HP 175 (1x175 kW)	175 kW	175 kW	192	CCS1, CCS2	CE, UL	1 power cabinet 1 charging post	
Terra 184 (1x180 kW) (2x90 kW)	180 kW	2 * 90 kW or 1 * 180 kW	192	CCS1, CCS2	CE, UL	1 charging post incl. power modules and double guns	

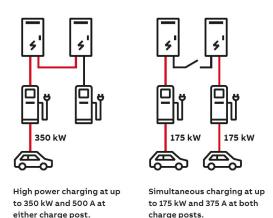






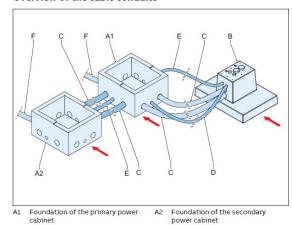
Charge post / electric central

Dynamic DC power sharing illustrated



Commissioning

Overview of the cable conduits



Foundation precast

Charger sales from the Price List

Order handling:

- Orders handled by local Frontline.
- Taxation reasons demand this principle.
- Local support from ABB is included.
- Cooperation local Frontline and ABB.
- > Other brands can be offered.

What is included in our price?

- > Charger hardware (central + post).
- Charger foundation (cable preparation).
- Commissioning after ready installation.
- Installation not included (in the prices).









- High IP ratings
- TMS (warm & cold)
- Lift/lower speed

TMS controlled temperatures on batteries, motors, inverters & power electronics.

Modular battery & charger approach to adapt to different customer demands

High voltage system

- Built in safety system
- Protective casing and shielded HV cabling
- High Voltage training for technicians and operators

Zero CO₂ Emissions Zero exhaust gases Low noise Less vibrations

The most energy efficient and powerful solution on the market.

Drivning Experience

- Fast
- Smooth
- Precise
- Quiet





Technical information



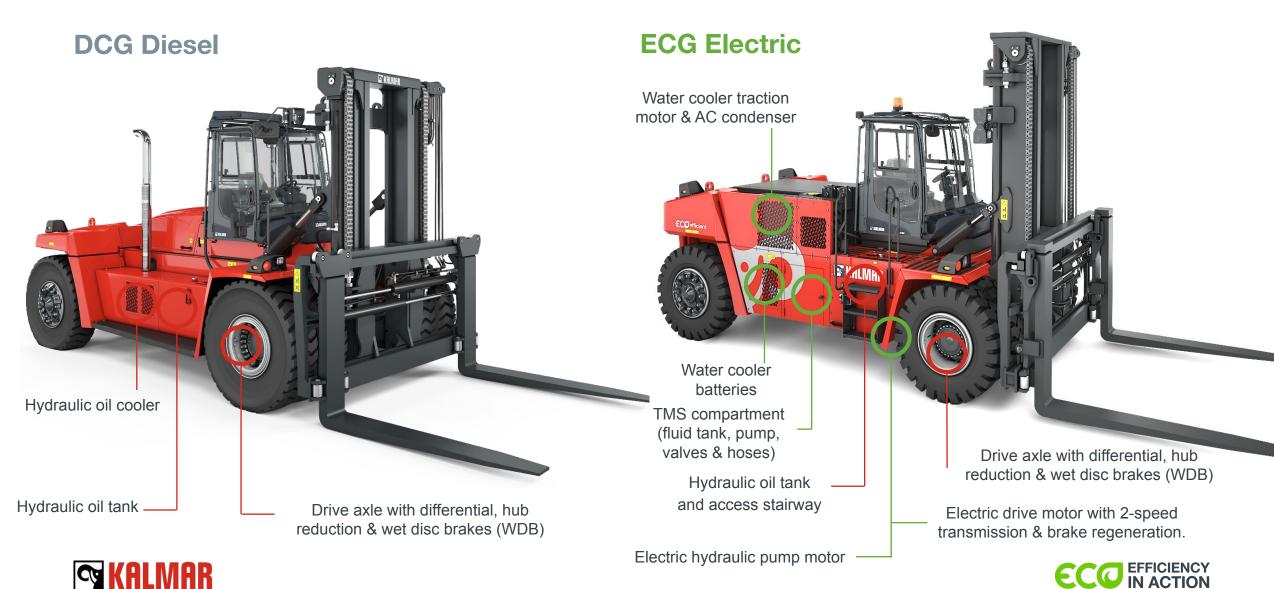


- 1 Lifting equipment
- 2 Drive axle, same type different ratio
- 3 Steering axle and hubs
- 4 Tires and rims
- 5 Frame (Base structure ~90%)
- 6 Cabin
- 7 Control system CECS²



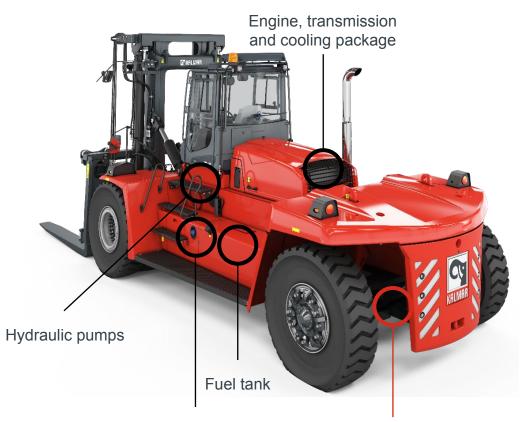


External design DCG180-330 and ECG180-330



External design DCG180-330 and ECG180-330

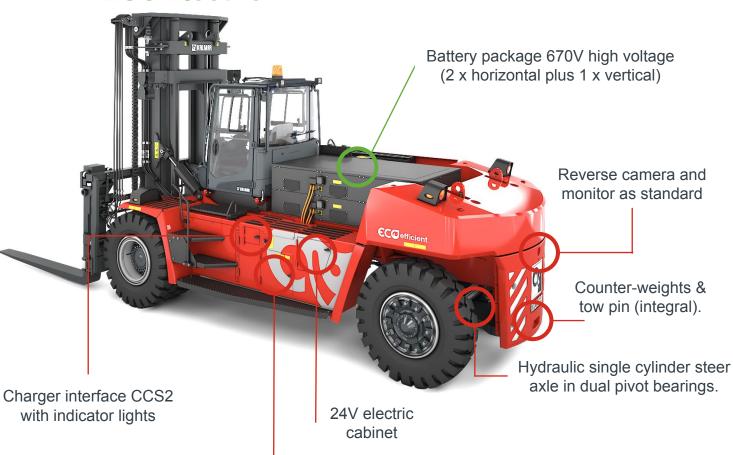
DCG Diesel



AdBlue tank

Hydraulic single cylinder steer axle in dual pivot bearings.

ECG Electric

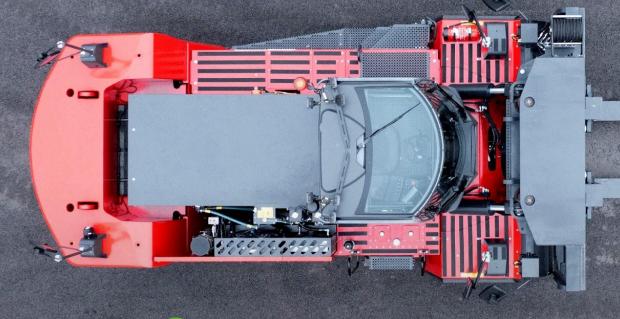


Power Distribution Unit (PDU) high voltage cabinet









Benefits e-Powertrain vs Diesel

- 1 Sustainability & Work Environment
- 2 Energy efficiency
 - > Electric motor >90% (vs Diesel <50%)
 - > Transmission without loss from Torque Converter
 - > Regenerative braking/retardation
- 3 Instant power





The electric powertrain

Kalmar Webinars

e-Drive

Powerful traction motor 2-speed transmission.

Drive axle with differential, hub reduction and wet disc brakes (WDB).









High-Voltage solution (670 V). Modular battery capacity.

e-Hydraulics

Powerful pump motor for load handling
Separate pump motor for auxiliaries







Power Electrics 670V

> Strong traction motor: (Bosch-Rexroth) ECG180-250: prel. 152 kW (continuous) / max 300 kW. ECG280-330: prel. 152 kW (continuous) / max 300 kW.

- Strong hydraulic motors: (Bosch-Rexroth)
 prel. 110 kW (continuous) / max 230 kW.
- Auxiliary motor: (Bosch-Rexroth)prel. 23 kW (continuous) / max 50 kW.
- Full Thermal Management System for active and passive liquid cooling and/or heating.
- > Full TMS-cooling of motors, inverters and batteries.

NEW





Traction & Transmission

Bosch-Rexroth Traction motor:

- ECG180-250; power 152 kW
- ECG280-330; power 152 kW
- Motor 10.500 rpm
- Re-generation brake function,
 with 60-80% energy recuperation

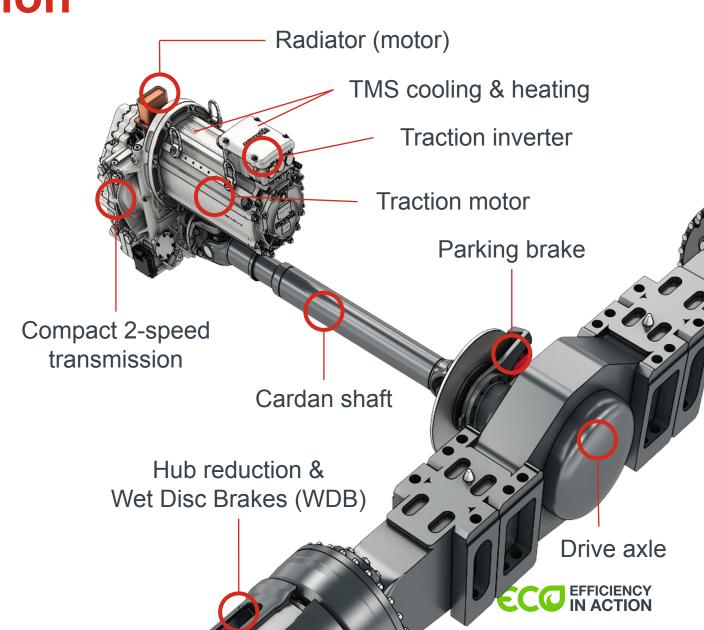
Bosch-Rexroth Transmission unit:

- No power shift / high-efficient
- 2-speeds for optimum efficiency

Kessler drive axle D91-E:

- > 1:19.8 (ECG180-250)
-) 1:26.7 (ECG280-330)
- Differential with Wet Disc Brakes





e-Hydraulics

Load Handling System and Auxiliary

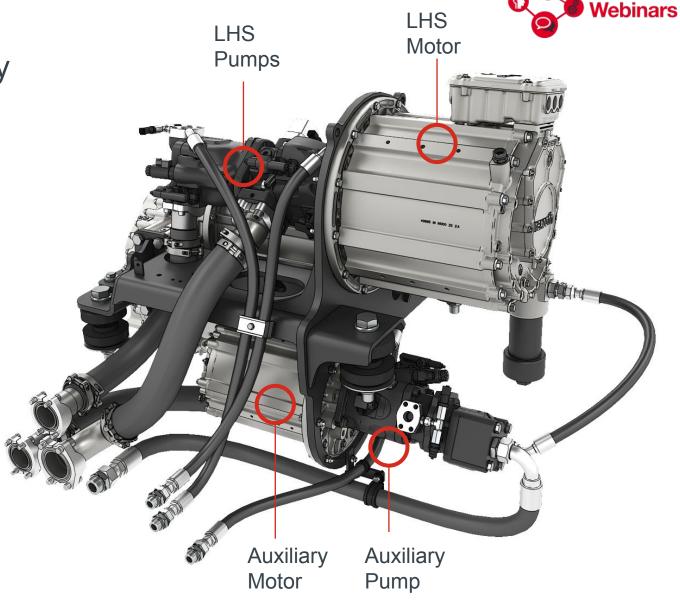
Bosch-Rexroth LHS motor:

- Power cont. 110 kW / max 230 kW
- 145cc + 100cc variable pumps,(100cc with el-controlled displacement)

Bosch-Rexroth Aux motor:

- > Power cont. 23 kW / max 50
- Bosch-Rexroth 72cc variable pump (el-controlled deplacement)
- Salami 34cc fixed pump

One hydraulic tank for both the brake system and the LHS-system







Batteries

 Modular capacities and chargers to optimize return on investment.

> 3 battery capacity configurations.

 NMC (LiNiMnCoO2) for best specific energy density & power performance.

> Battery Monitoring System (BMS).

Thermal Management System (TMS)
 optimizes battery life and performance.

> 5 year warranty or reached kWhs.

- (Details to be defined Requires Kalmar Services)
- Expected first life >10 years@ 2500 hours/year.





Power battery High voltage system

 Li-ion NMC (Li NiMnCoO2) battery technology

Modular battery design with multi level
 Battery Management System (BMS)

3 battery configurations, capacity levels

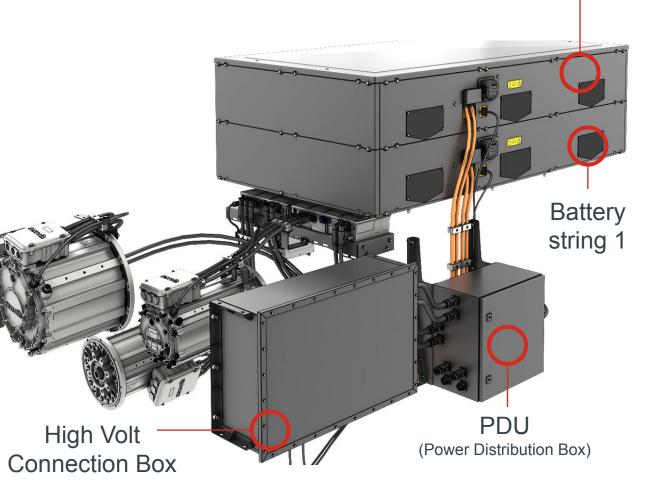
 Cooling/Heating controlled by Thermal Management System (TMS)

 5 year warranty or reached kWhs.
 (details TBD - Requires Kalmar Service Agreement)

Expected first life >10 years @ 2500 hours/year.



Battery string 2







Battery capacities ECG180-330



BATTERY CAPACITY:	163 kWh	245 kWh	392 kWh
ECG180 (WB 4000 mm)	Standard	Option	NA
ECG200 (WB 4000 mm)	Standard	Option	NA
ECG220 (WB 4000 mm)	Standard	Option	NA
ECG250 (WB 4250 mm)	Standard	Option	Option
ECG280 (WB 4750 mm)	NA	Standard	Option
ECG300 (WB 4750 mm)	NA	Standard	Option
ECG330 (WB 4750 mm)	NA	Standard	Option





Electric Forklift ECG180-250

Battery capacity specifications

- Two (2) battery capacities ECG180-220
 - Est. energy consumption/hour: 32 kWh/h (average drive cycle)
- > Three (3) battery capacities ECG250
 - Est. energy consumption/hour: 35 kWh/h (average drive cycle)

	63 Wh	VAAII	ECG180-220; 163kWh ECG250; 163- 245 kWh
			ECG180-220; 245 kWh ECG250; 392 kWh
n	392 kWI	า	
	NA		
	NA		
	NΔ		

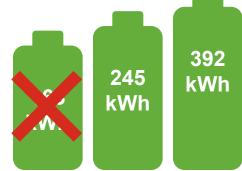
BATTERY CAPACITY:	163 kWh	245 kWh	392 kWh
ECG180 (WB 4000 mm)	Standard	Option	NA
ECG200 (WB 4000 mm)	Standard	Option	NA
ECG220 (WB 4000 mm)	Standard	Option	NA
ECG250 (WB 4250 mm)	Standard	Option	Option



Electric Forklift ECG280-330

Battery capacity specifications

- > Two (2) battery capacities ECG280-330
 - Est. energy consumption/hour: 40 kWh/h (average drive cycle)





BATTERY CAPACITY:	163 kWh	245 kWh	392 kWh
ECG280 (WB 4750 mm)	NA	Standard	Option
ECG300 (WB 4750 mm)	NA	Standard	Option
ECG330 (WB 4750 mm)	NA	Standard	Option
ECG280 (WB 4750 mm)	NA	Standard	Option







Battery solution ECG 180-330



OPTION

More battery capacity available on all models ⇒ 163 / 245 / 392 kWh

Horizontal battery boxes (2-3 units)

Vertical battery box (1 unit) horizontal 1 vertical ECG280-330 with 392 kWh (3+1)

Thermal Management System

(full TMS solution)

 Cooling/Heating system for batteries, motors, power components, transmission & cabin

Ensures battery temperature for optimal performance and energy-efficiency (25-30°C in core).

Operational temperature conditions
 -30 to +40 °C (-22 to 104 °F).

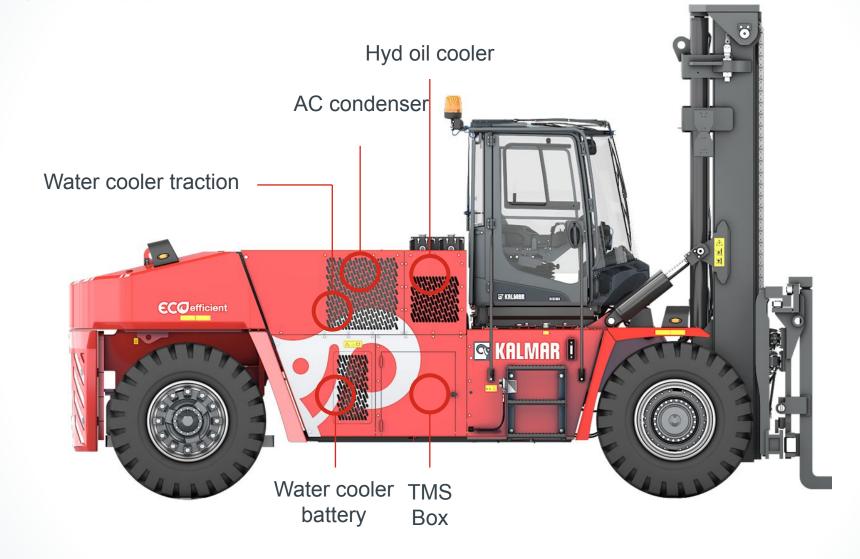
 Connected to cabin AC to ensure operator comfort (and minimize energy consumption).





ECG180-330



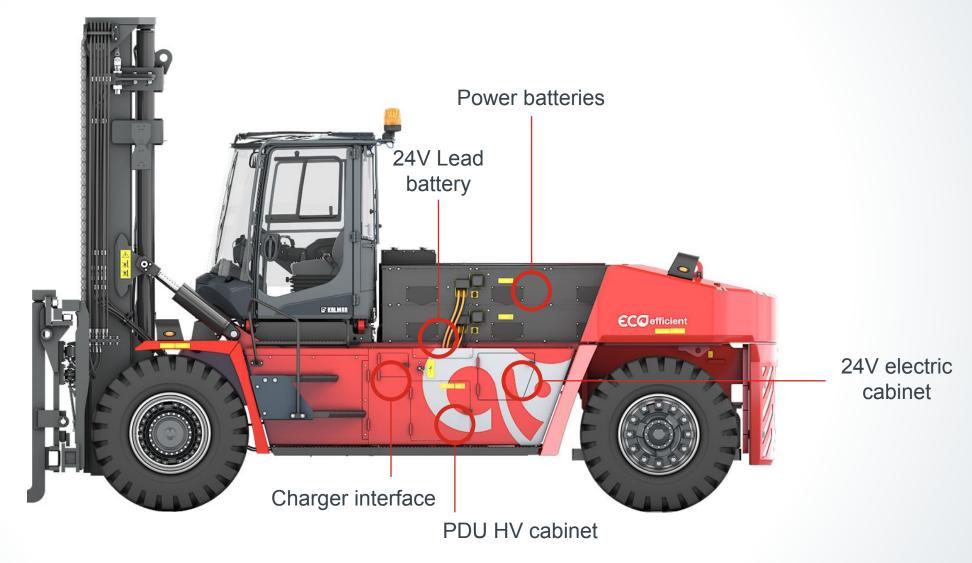






ECG180-330









Video KAMOS products ECG250-12 / ERG450-65S5 / T2E+











High Speed 25-25 (km/h) **Faster** Acceleration 15-30% better vs IC

Great performances

Drive Speeds (Forward & Reverse):

- Strong drive motor: <u>152 kW</u> cont. (max 300 kW).
- Increased durability can take more loads.
- Faster acceleration vs diesel drive (wo/w load).

High Drive Speeds - matching IC forklifts.

F 25 km/h – without load

18 km/h – at rated load

Hydraulic Speeds (lift, lower, sideshift & fork pos.):

Hydraulic motor: <u>110 kW</u> cont. (max 230 kW).

0.40 m/s – without load

0.35 m/s - at 70% of rated load

0.32-0.34 m/s — without load

0.40 m/s – at rated load

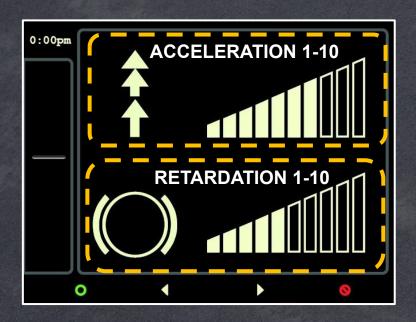


Smart Programmable

Acceleration & Retardation

The machine can easily be adapted to different drivers and driving conditions.

The driver can choose from up to 10 different steps for both ACCELERATION and RETARDATION (brake force).



Acceleration (1-10):

- 1 for maximum battery time.
- > 10 for maximum productivity

Brake (1-10):

- > 1 for transmission machine behavior
- > 10 for hard hydrostatic machine behavior

STANDARD





Operation time vs battery capacity

Estimated continuous operating times (excl. idling) versus duty cycle and on-board battery capacity

Model / Duty	Lower	Medium	Higher
ECG180-220	~28 kWh/h	~32 kWh/h	~36 kWh/h
ECG250	~30 kWh/h	~35 kWh/h	~40 kWh/h
ECG280-330	~35 kWh/h	~40 kWh/h	~46 kWh/h

ECG180-220 WB 4000 mm

ECG250 WB 4250 mm ECG280-330 WB 4750 mm

Nominal Capacity

163 kWh

245 kWh

163 kWh

245 kWh

392 kWh

245 kWh

392 kWh

Operating time

~ 5 h Lower Duty ~ 7h 30min Lower Duty ~ 4h 30min Lower Duty ~ 7 h
Lower Duty

~ 11 h Lower Duty ~ 6 h Lower Duty ~ 9h 30min Lower Duty

Operating time

~ 4h 15min Medium Duty ~ 6h 30min Medium Duty ~ 4 h Medium Duty ~ 6 h Medium Duty ~ 9h 30min Medium Duty ~ 5h 15min Medium Duty ~ 8h 30min Medium Duty

Operating time

~ 3h 45min Higher Duty ~ 5h 45min Higher Duty ~ 3h 30min Higher Duty ~ 5h 15min Higher Duty ~ 8h 15min Higher Duty ~ 4h 30min Higher Duty ~ 7h 15min Higher Duty





f Efficient operating times (see chart ⇒)

Usable capacity 80% of nominal battery capacity (SOC 80%)

ECG180-330

Charging setup

- Charging is done with CCS2 (EU) standard plug and protocol
- Charger offering consist of 4 models of chargers (power 24-90-175 kW)
- Charger with 1 or 2 charging guns (CCS2 connectors)
- Touch-screen for easy operation
- External heater and 400VAC grid interface (included as standard):
 - Heating batteries & cabin
 - Heating of hydraulic oil
 - Heating of transmission oil





Plug-in standards and regions (DC)

	North America	Japan	EU and other markets	China
Vehicle inlet		00		o o o
Connector				
Standard	CCS1	CHAdeMO	CCS2	GB/T
Communication	PLC	CAN	PLC	CAN
3-phase voltage	480 / 600 V	200 V	400 / 415 V	380 V
Grid frequence	60 Hz	50 / 60 Hz	50 Hz	50 Hz



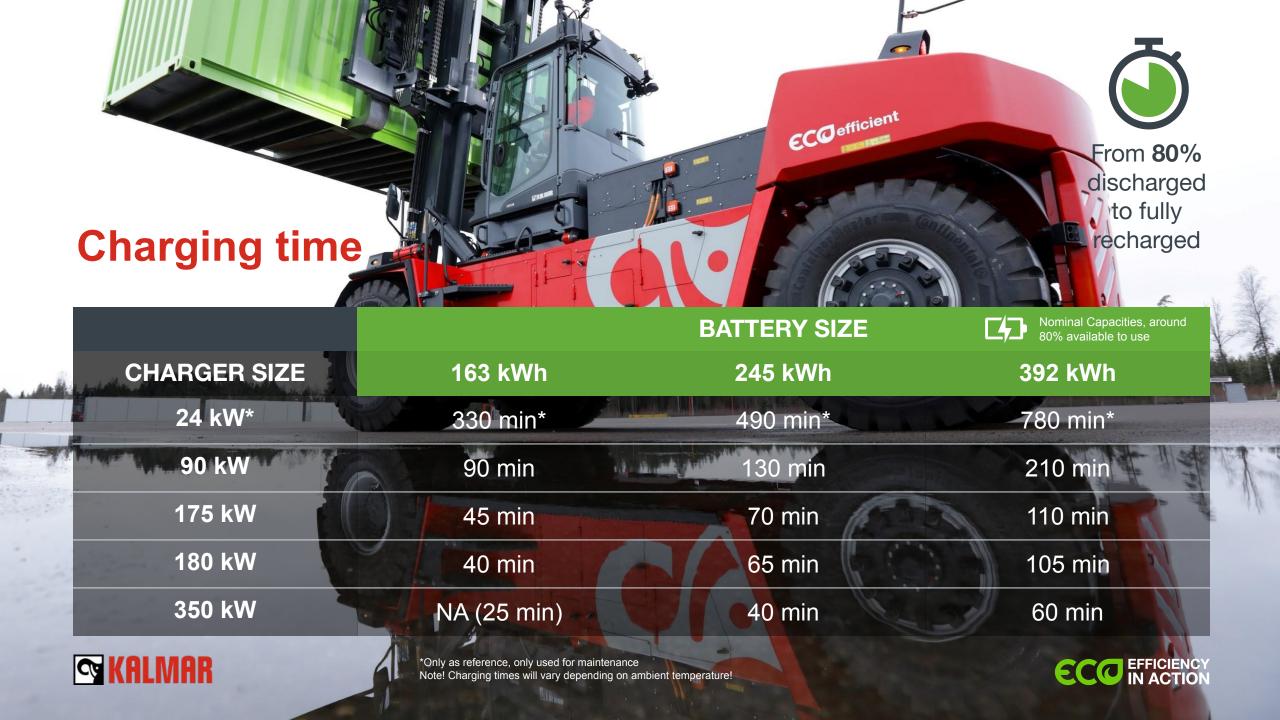


Charger options

CHARGER NAME	CHARGING CAPACITY (MAX)	CHARGING OPTIONS	GRID POWER (KVA)	CHARGING STANDARD (CCS1, CCS2, GB/T)	ELECTRICAL STANDARD (CE, UL)	CHARGING EQUIPMENT
Mobile 24 kW	24 kW	24 kW	29 (40 A)	CCS2	CE	Mobile charger
Terra 94 90 kW	90 kW	90 kW	96	CCS1, CCS2	CE, UL	1 charging post incl. power modules
Terra HP 175 175 kW	175 kW	175 kW	192	CCS1, CCS2	CE, UL	1 power cabinet 1 charging post
Terra 184 180 kW	180 kW	2 * 90 kW or 1 * 180 kW	192	CCS1, CCS2	CE, UL	1 charging post incl. power modules and double guns
Terra HP 350 350 kW	350 kW	2 * 175 kW or 1 * 350 kW	384	CCS1, CCS2	CE, UL	2 power cabinets 2 charging posts
Terra HP 350 350 kW	350 kW	350 kW	384	CCS1, CCS2	CE, UL	2 power cabinets 1 charging post









2022 2023 2024



Prototypes (3x)

Field test

Start of sales

Ramp up production

First deliveries

Full commercialisation

Preliminary stages for Europe:

- First wave of Customer Project: Q2 (may-june)
- First wave of Customer Pricing: Q3 (aug-oct)
- First wave of Customer Orders: Q4 (oct-dec)







SOS Wave 1 KAMOS

FIRST LAUNCH PLAN / WAVE

2021 2022 2023 **North/Central Europe CCH - RST 450** Sweden, Norway, Denmark*, Germany, Austria, Switzerland **West/South Europe** Spain, Italy, France, The Netherlands, Portugal, Belgium & UK Oceania **North America North/Central Europe** TT - T2E+ Sweden, Norway, Denmark*, Germany, Austria **West/South Europe** Spain, Portugal, Italy, France, Belgium, Netherlands North America USA. Canada Latin America Mexico * Pending Charger /Grid **North/Central Europe** FLT - ECG180-330 Sweden, Norway, Denmark*, Germany & Austria **West/South Europe** Spain, Italy, France, Belgium, Netherlands, UK **Oceania North America**

Key points considered

- Laws and regulations
- Infrastructure
- Environmental impact (How is the energy produced)
- Operational cost diesel vs electric
- Maintenance & Service level
- Sales experience for electrical products





Warranties



Base machine

Standard warranty

) 1 year / 2000 hours

Optional warranty

Gold (complete machine)

- On request Silver (e-driveline)*
- On request

Bronze (structural parts)

> 3-10 years / 6.000-20.000 h



Batteries

5 years or:

> 163 kWh/h: 652.640 kWh

> 245 kWh/h: 978.960 kWh

> 392 kWh/h: 704.892 kWh

Optional warranty

- > 1 year extra (6 years or kWh as above)
- > 2 years extra (7 years at kWb as above)
- 3 years extent (8 years or kWh as above)
- > 4 years or kWh as above)
- > 5 Vears extra (10 years or kWh as above)





Chargers

Standard warranty

> 2 years

Optional warranty

-) 1 year extra
- > 2 years extra
- 3 years extra

See example on next slide





Video KAMOS products

ECG250-12 / ERG450-65S5 / T2E+













SLIDES Nedan är "ARKIV"



Kalmar Mobile Solutions

Product Portfolio 2022

(Diesel ▲ and Electric ﴾)

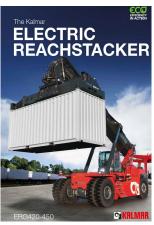


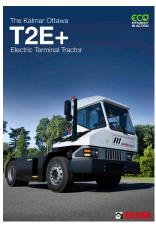
















LIGHT range

- Cap 5-9 tons
- No diesel
- Electric 80V
- Lead-acid + Lion
- Since 1980
- >5.000 built

MEDIUM range

- Cap 9-18 tons
- Diesel EU3 to 5
- Electric 120V
- Lead-acid + Lion
- Since 1950's
- >20.000 built

HEAVY range

- Cap 18-33 tons*
- Cap 38-54 tons
- Cap 60-85 tons
- Diesel EU3 to 5
- Electric 700V*
- Lion battery only
- Since 1950's
- >5.000 built

E/FC-HANDLER

- Cap 7-11 tons*
- Cap 40-41 tons
- Diesel EU3 to 5
- Electric 120V*
- Lead-acid + Lion
- Since 1985
- >10.000 built

REACHSTACKER

- Cap: 10-14 tons
- Cap: 42-70 tons*
- Cap: 45-130 tons
- Diesel EU3 to 5
- Electric 700V*
- Lion battery only
- Since 1985
- >10.000 built

TRACTOR range

- GCW 20-100 tons
- RWD / AWD
- Diesel EU3 to 5
- Electric 700V*
- Lion battery only
- Since 1958
- >75.000 built

STRADDLE range

- Cap 40-60 tons
- Diesel + Classic
- Electric* + Hybrid*
- Lion 700V (only)*
- Since 1930
- >10.000 built

SHUTTLE range:

- Cap 35-50 tons
- Electric* + Hybrid*
- Lion 700V (only)*
- Since 2014
- >500 built



Kalmar Electric Forklifts Customers





Only Supplier of fully SUSTAINABLE

Offerings

ZERO-Emission Electric Forklifts, Reachstackers, TT and SC:

- ⇒ Lead-Acid Batteries (FLT only) Energy source:
- ⇒ Li-Ion Batteries (FLT + RST + TT + SC) Energy source:

LOW-Emission Diesel Forklifts, Reachstackers, TT and SC:

- Diesel Regular: ⇒ EN590 / ASTM D975-2D (type ULSD)
- Diesel Synthetic: ⇒ EN15940 (HVO100 ⇒ minus 90% of CO²)

Modern and efficient Transmissions:

- ZF / DANA: ⇒ Torque Converter, 3-to-5 speed + LockUp
- ⇒ HVT (Hydraulic Variable Transmission) • DRTS:

Smart Controls for increased efficiency:

- Eco Drive Modes with reduced average engine / motor speeds
- Optimized performance and efficiency with smart controls



















CO₂ emissions (per 1 liter diesel)











0.72kgs Carbon 1.92kgs Oxygen **2.64**kgs CO₂

DIESEL COMBUSTION PROCESS





Energy Consumption (diesel versus electric

DIESEL



1.0_{Liter}
17.500_{Liter}

~3.0kWh

BATTERY



2.5 - 3.5 kWh ~52.500 kWh

THE REAL COMPARISON





Examples:



DCG180-250 DCG280-330









Operation 1-shift

Fuel consumption

Total fuel consumption

Emission CO²

Total electric power

Emission CO2

CV KALMAR

1.750 hours

10.0 lit/hour

17.500 lit/year

46.2 tons

52.500 kWh

0 tons

Operation 1-shift

Fuel consumption

Total fuel consumption

Emission CO²

Total electric power

Emission CO2

1.750 hours

12.5 lit/hour

21.900 lit/year

57.8 tons

65.600 kWh

0 tons





Model designation key

Description:

<u>D</u>iesel or <u>E</u>lectric

Counter balance

Generation (F, **G**, T)

Capacity (in kN)

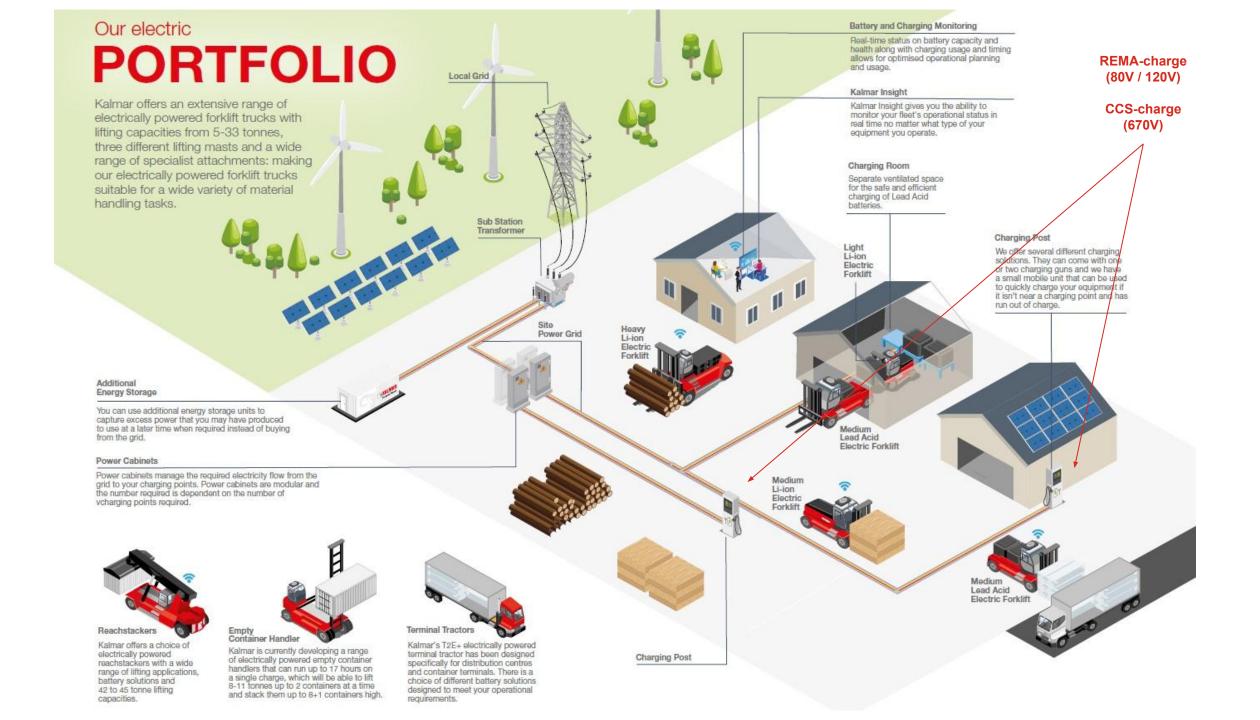
Load Center (in dm)

Special model identifier:

> S = Short wheelbase







Chargers technology - HEAVY range

Li-lon (LI) with High Voltage 670V:

- Heavy range forklifts 18 25 / 28 33 tons.
- Energy capacity 163 245 392 kWh.
- Li-lon (high volt) has been in use since 2020-.
- New solutions with higher price levels.
- Typical charger capacities 75-180-350 kW.
- Charging gun: CCS-1 or CCS2 (1x).
- Connection: 400V / 50-60Hz / 3-Phase (NE).
- MP: 100A 500A (75 350 kW)
- Outlet: for above





