



**Per Andersson**

**Dealer Manager**

Kalmar Europe



# Kalmar at a glance

## Kalmar

Personnel of **5200**

Sales **EUR 1720 million** in 2024

Own operations in **35** countries

Over **1,400** service and support professionals in **120** countries.

## Innovation

~**50 MEUR** of R&D investments annually

**50+ years** of experience with electric cargo handling equipment

## Widest range

of cargo handling solutions to ports, terminals, distribution centres and to heavy industry.

Focus on **electrification**, **robotics** and **digitalisation**





## Sustainability

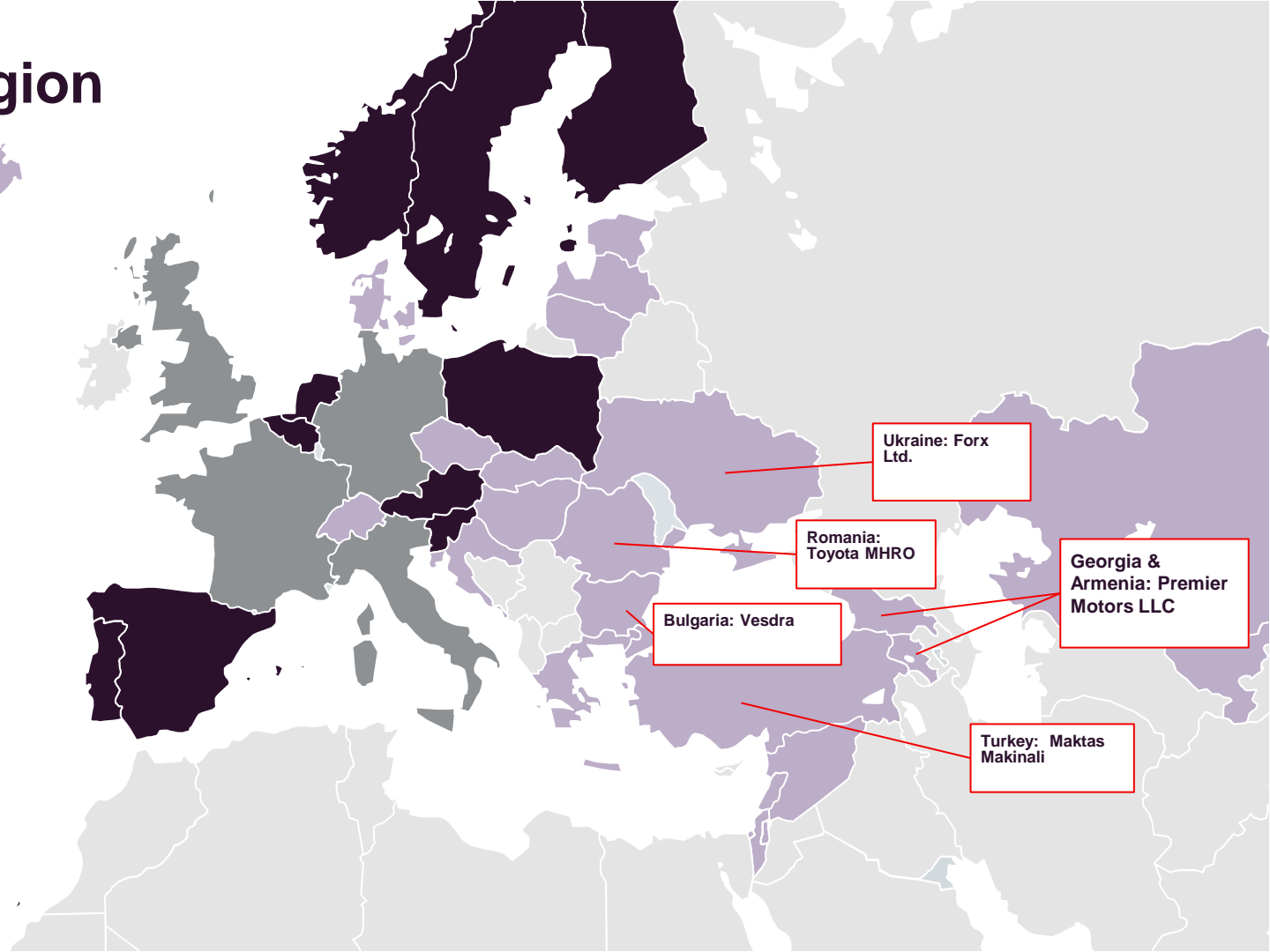
Industry leader in eco-efficient cargo and material handling.

Eco portfolio sales share of total sales in 2024 was **41%**

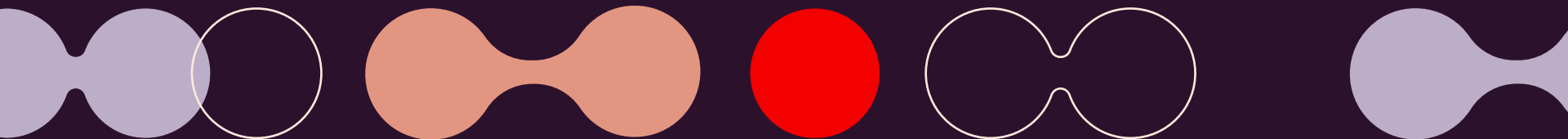
Safe and sustainable by design

# Black Sea Region

-  Kalmar location
-  Kalmar & Dealer Location
-  Dealer location
-  Dealer



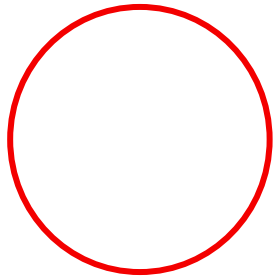
Manage your entire fleet with  
**Intelligent Solutions**



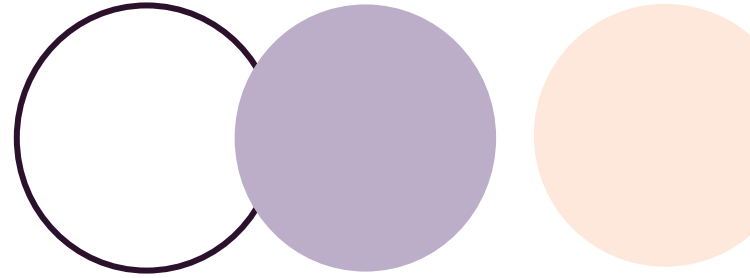
# Make sure you are getting the most out of your **equipment**

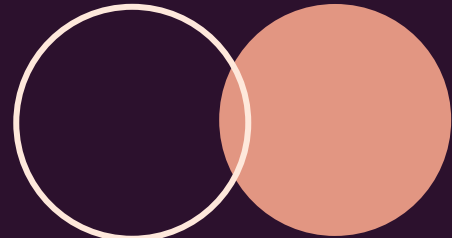
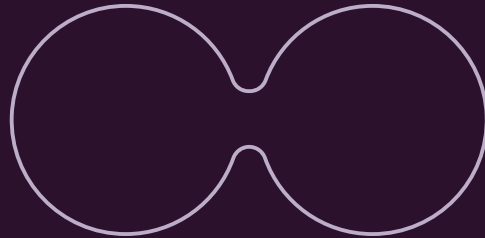
The data will prove you there's always space for improvement. And will help you to find it.





It's time to become  
**predictive**





**For us,  
data driven  
solutions  
mean**

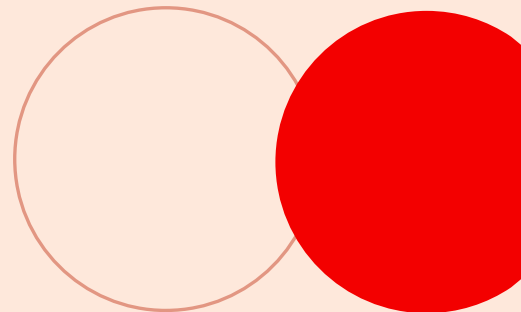
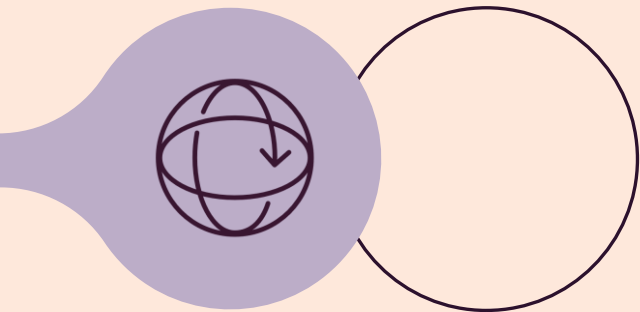
No more guessing

Anticipating events before they happen

Analysis, comparisons & reference points

Insights turned into actions

# Welcoming Industry 4.0



# Examples of Industry 4.0 tech – explained:

➞ **Automation**

➞ **Connectivity**

➞ **IoT**

➞ **AI**



**Digitisation is  
here to stay**



## Early adopters have a lot to win

Those who embrace this change  
will gain positive impacts on  
KPIs such as productivity,  
sustainability and safety.

A man with short dark hair, wearing a light blue polo shirt, is sitting in the operator's seat of a forklift. He is looking towards the camera with a slight smile. His hands are on a laptop keyboard that is mounted on the forklift's controls. The forklift is outdoors, and a white van is visible in the background through the forklift's window. A large, semi-transparent purple circle is overlaid on the left side of the image, containing text.

**But those who  
oppose will lose  
their  
competitiveness**

Inefficiencies in material handling  
can be extremely costly, which  
will lead the late-comer's  
to eventually fall behind.

Make sure you get  
**the most of your**  
**equipment**



**Digitizing my  
business sounds like  
a mammoth task.  
Where do I even start?**

**Start with the low  
hanging fruit,  
connectivity**



Make sure you get  
**the most of your**  
**equipment**



We provide a user-  
friendly service  
software which can  
help you digitise  
your entire fleet in  
an instant.

Make sure you get  
**the most of your  
equipment**

Kalmar **Insight**



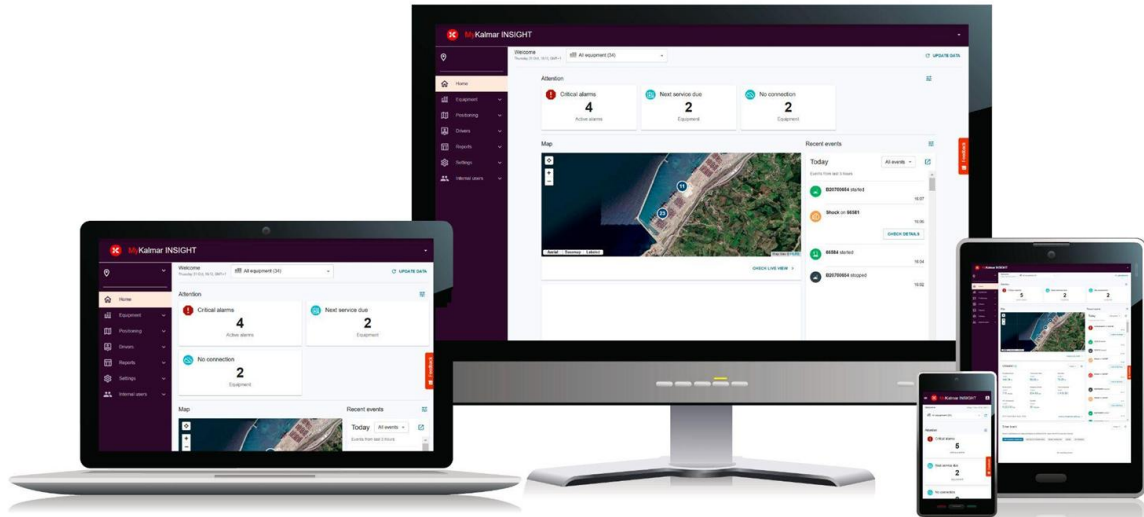
MyKalmar  
INSIGHT for  
your whole  
fleet with  
**retrofits**

You can use **MyKalmar  
INSIGHT** with any type  
of equipment. **New** as  
well as **older models**  
from Kalmar **and other  
manufacturers.**

# Basic features



# MyKalmar **INSIGHT** helps to optimize your fleet's performance



Monitor every move



View shocks & alerts



Manage machine access



Check emissions & fuel consumption



Analyze performance

# Who can use it?



**General  
Management**



**Fleet  
Management**



**Maintenance  
Management**



**Health and Safety**

# How can you benefit from Kalmar Insight?

It helps you improve

Safety

Productivity

Sustainability

# Safety



# Make your business safer



**Track and trace of safe and unsafe behavior.**



**Streamline daily communication.**



**Enable standardized safety procedures.**

Make your business safer

# Track and trace of safe and unsafe behavior.

- ➞ Safety analysis
- ➞ Driving behavior
- ➞ Equipment usage



Make your business safer

# Track and trace of safe and unsafe behavior.



## Included features

- ✓ Incidents recorded
- ✓ View of working cycles
- ✓ Behavior evaluation
- ✓ Dangerous/hazardous routes
- ✓ Playback features
- ✓ Analyse shocks
- ✓ Speed analysis



Make your business safer

# Streamline daily communication.

- ✓ Notifications and alarms
- ✓ Driver data
- ✓ KPI's
- ✓ Status reports



# Boost Productivity

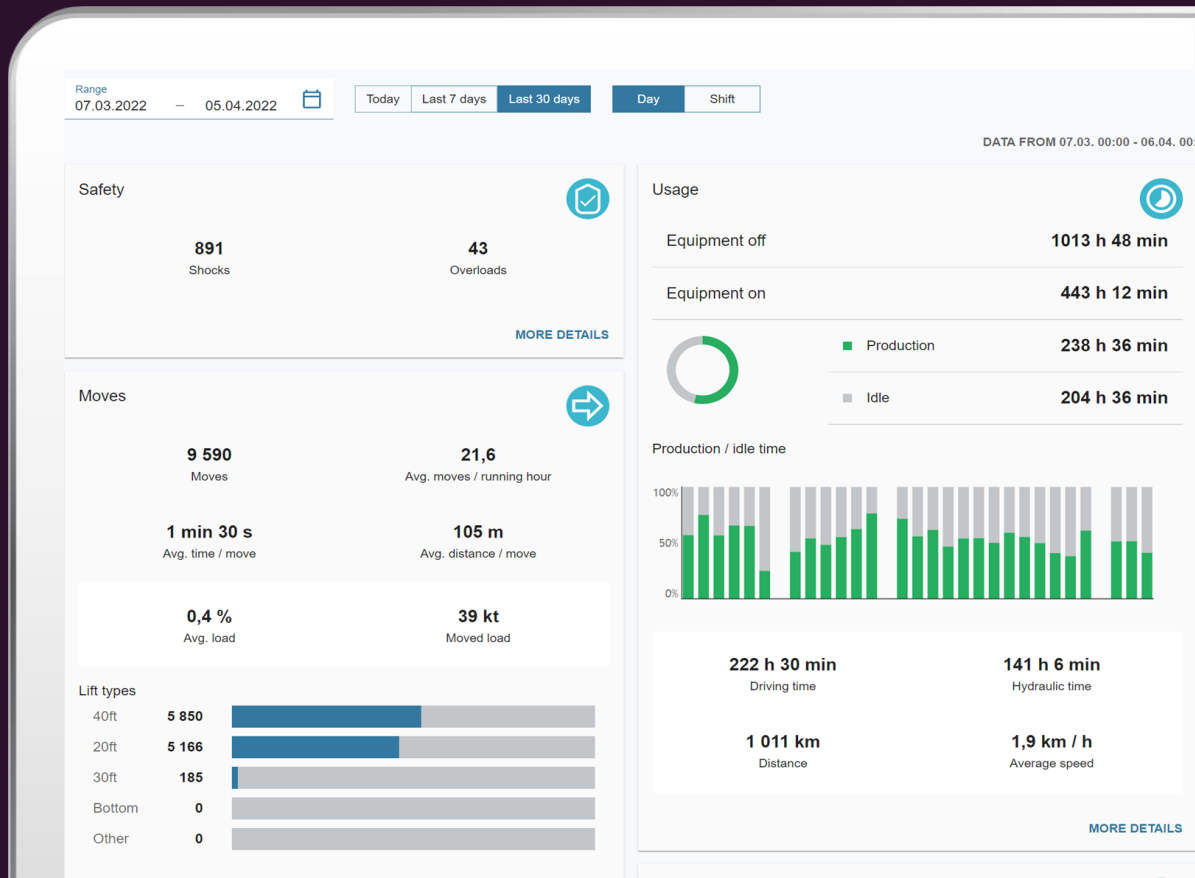
→ Data usage

→ Processes

→ Tracking

→ Performance

→ Reporting

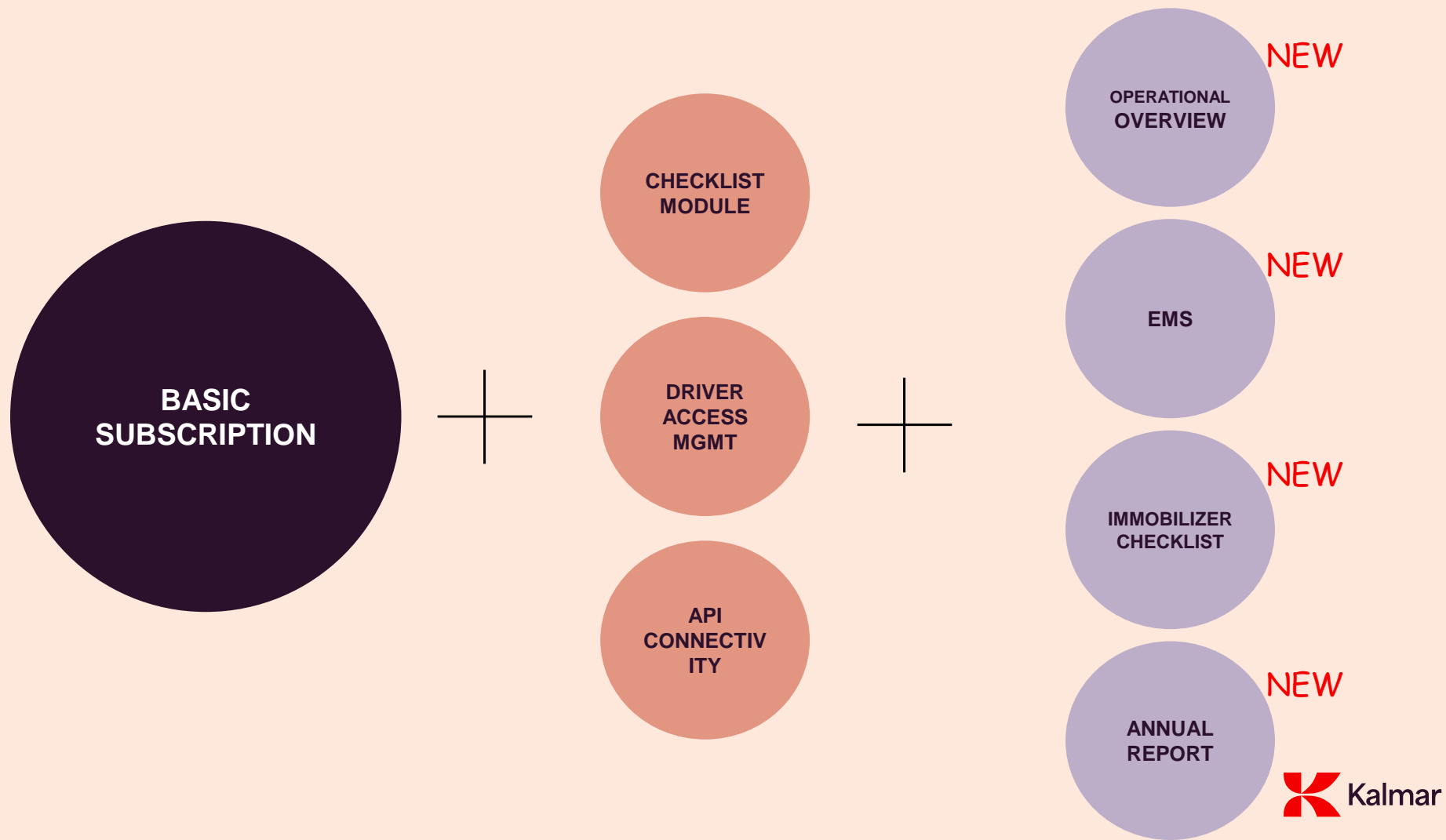


# Optional modules



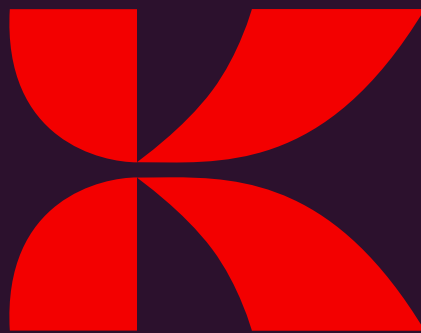
**MyKalmar INSIGHT  
offers  
a basic subscription  
model and a number of  
optional features.**

**We will guide you and  
help you decide which  
are going to have the  
most positive impact on  
your operations.**





**Thank you for  
your attention**



Kalmar