

Agenda

- 1. Strategy overview
- 2. Q3/2025 highlights & performance
- 3. Market environment
- 4. Strategy progress
- 5. Financial profile
- 6. Appendix:
 - Reporting segments
 - Tariffs
 - Balance sheet & cash flow
 - Capital allocation
 - Competitors
 - Electrification & total cost of ownership
 - End-customer segments
 - Investment highlights





Disclaimer

This presentation includes forward-looking statements that are based on present plans, estimates, projections and expectations and are not guarantees of future performance. These forward-looking statements are subject to numerous risks, uncertainties and assumptions, including risks relating to Kalmar's industry and business and the risk that Kalmar's actual results of operations in future periods may differ materially from (and be more negative than) the expected results or performance targets discussed, or suggested, herein. These forward-looking statements reflect knowledge and information available at, and speak only as of, the date they are made, which, even though they seem to be reasonable at present, may turn out to be incorrect.

Except as required by law, Kalmar undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date hereof or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on such forward-looking statements.

Corporate information and basis for preparation

Kalmar Corporation was formed as a result of the partial demerger from Cargotec Corporation ("demerger"), which was completed on 30 June 2024. The trading in Kalmar Corporation shares on the main market of Nasdaq Helsinki commenced on 1 July 2024.

Financial information prior to the demerger is presented on a carve-out basis. The carve-out financial statements do not necessarily reflect what the financials would have been had Kalmar operated as an independent consolidated group and had it therefore presented stand-alone consolidated financial information during the periods presented. Further, the carve-out financial information may not be indicative of Kalmar's future performance.



Kalmar's performance targets for 2028

Financial targets

5%

Sales growth p.a. over the cycle

15%

Comparable operating profit margin

>25%

ROCE¹

Capital structure and sustainability framework

Aligned with²

SBTi targets with 1.5°C commitment

<2x

Leverage³ (Net Debt to EBITDA)

Kalmar aims for a dividend payout ratio of

30-50%

Per annum



¹ Defined as (Profit before taxes + finance expenses, last 12 months) / (Total equity + interest-bearing debt (12 months average)).

² Plan following criteria of the Science Based Targets initiative.

³ Including IFRS 16

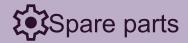
Pure-play leader in the heavy material handling market



EQUIPMENT

SERVICES

A leading service network in the industry, close to customers²

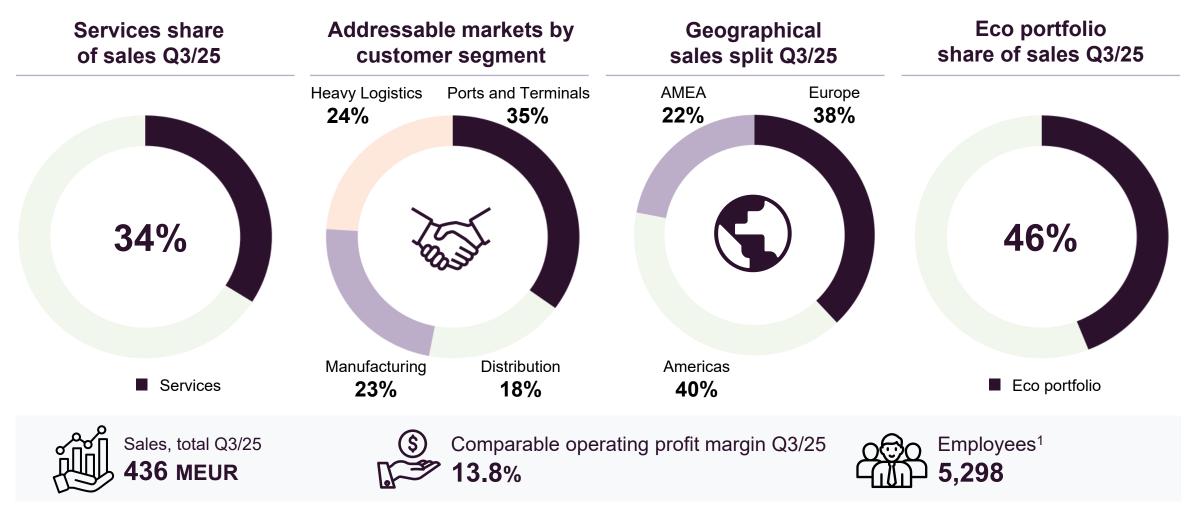






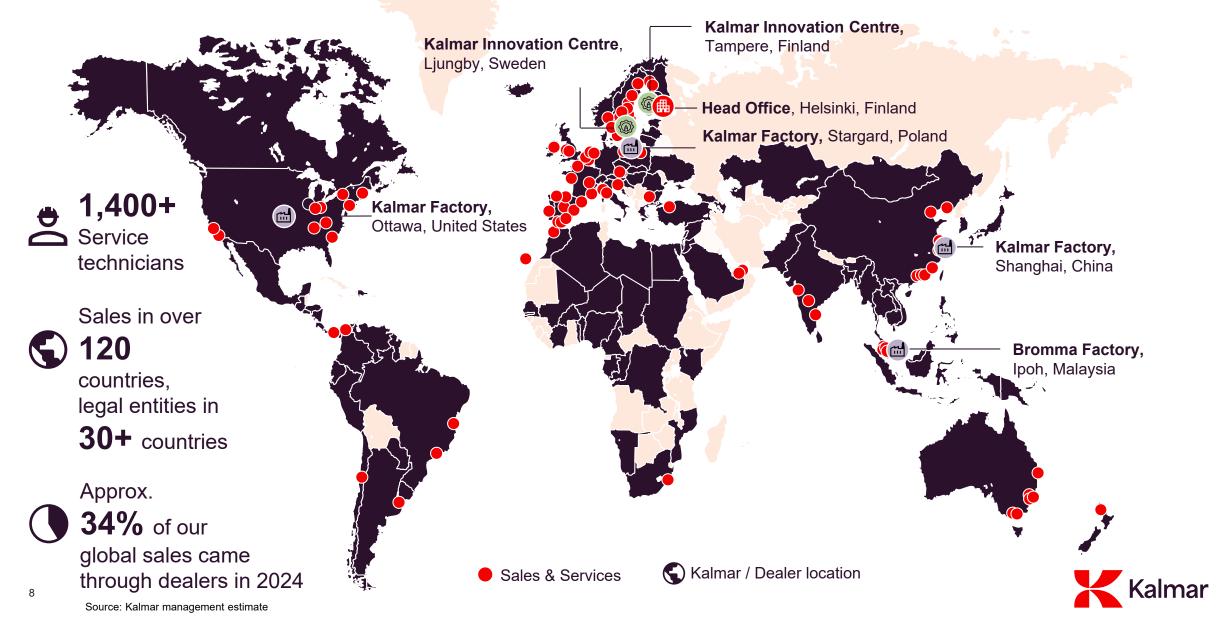


A solid foundation and a well diversified business with solid profitability





Leading sales and service network in the industry

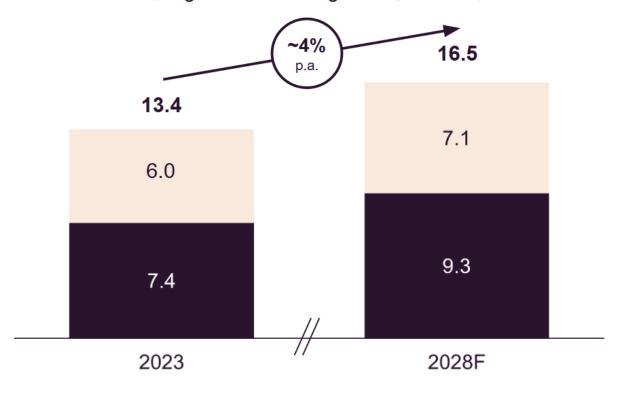


Kalmar is addressing a large and growing global market

Global heavy material handling market

Services

Total market size, segmentation and growth¹, EUR bn, 2023-



- Upside from industry decarbonisation and electrification increasing equipment complexity
- Additional value pools from new data-driven business models

- Electrification driving a 28%¹ annual growth in the electric equipment segment
- EVs have up to 2x revenue potential per unit



■ Equipment

¹⁾ Equipment categories: Terminal tractors, forklift trucks (lifting capacity of 5t and above), reachstackers, empty container handlers, and crane spreaders. Services include spare parts, maintenance and field service, upgrades and refurbishments and digital solutions. Kalmar has not previously included light forklift trucks (5-9t) in its market definition contributing ~3 EURbn to equipment market and ~1.5 EURbn to services market in 2023; KPMG Market Study

Q3/2025 highlights - Improved profitability in the quarter

- Record-high comparable operating profit margin (13.8%), supported by Services and improved efficiencies
- Market activity during the quarter in line with our expectations: global market uncertainty persisted, volatility in the tariff and trade policy landscape dampened decision-making
- Services orders received increased, equipment orders declined.
- Outlook for 2025 unchanged: Comparable operating profit margin to be above 12 percent in 2025.

Comparable operating profit, MEUR and %



	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Comp. OP, MEUR	60.0	57.5	4%	162.8	163.7	-1%
% of sales	13.8%	13.5%	0.3 pp	13.0%	12.8%	0.2 pp



Services orders strong while equipment orders declined

Orders received and order book, MEUR



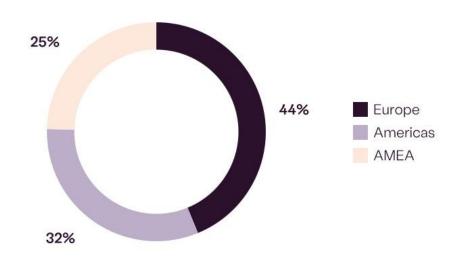
MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Orders received	375	416	-10%	1,306	1,193	9%
Order book	961	905	6%	961	905	6%

- Strong orders in services across the entire portfolio.
- Equipment orders declined, impacted by timing of larger orders and delayed decision making.
- Underlying demand remained mostly stable, however, subdued in Americas.
- Tariffs causing further uncertainty.
- Order book remained on a solid level.



A mixed development in orders received across regions and end customer segments

Orders received by geographical area, Q3/25



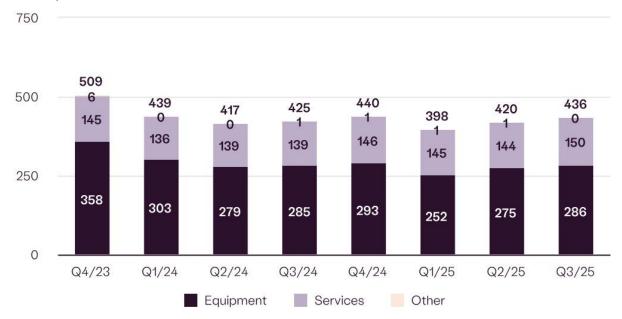
MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Europe	164	195	-16%	601	543	11%
Americas	119	109	9%	398	341	17%
AMEA	92	112	-18%	307	309	0%

- Europe order intake YTD has been strong, Q3 decline explained by timing of larger orders
- Americas order intake growth driven by the distribution end customer segment compared to a weak comparison period
- AMEA order intake YTD has been stable
- Services orders strong across regions



Sales continued to grow driven by services

Sales, MEUR



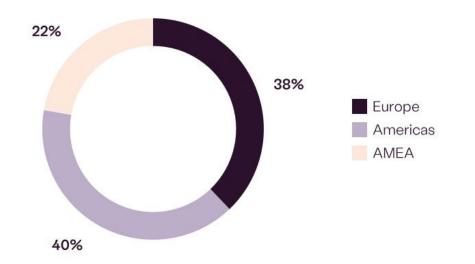
MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Sales	436	425	3%	1,254	1,280	-2%
Services share of total sales	34%	33%		36%	32%	

- Sales growth was 3%, and 5% in constant currencies
- Strong operational execution
- Services share of sales continued to grow



Americas' sales continued to decline slightly

Sales by geographical area, Q3/25



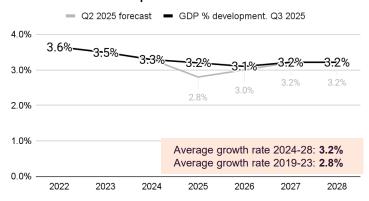
MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Europe	165	165	0%	530	518	2%
Americas	174	182	-4%	429	513	-16%
AMEA	97	78	24%	294	250	18%

- Europe sales was stable, variations by end customer segment and country
- Decrease in sales in Americas due to lower order book in the distribution end customer segment
- Strong sales performance in AMEA in ports and terminals end-customer segment

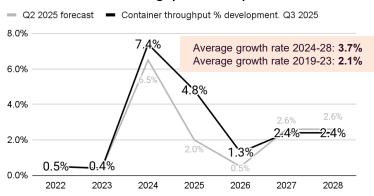


Slightly more resilient global growth in 2025

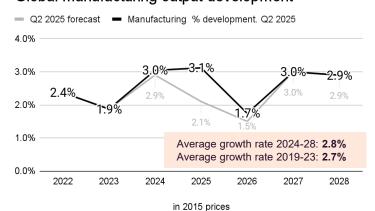
Global GDP development



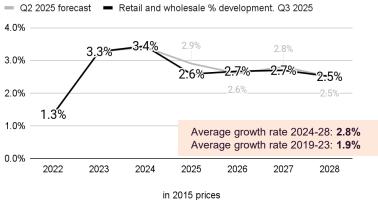
Global container throughput development



Global manufacturing output development



Global retail output development

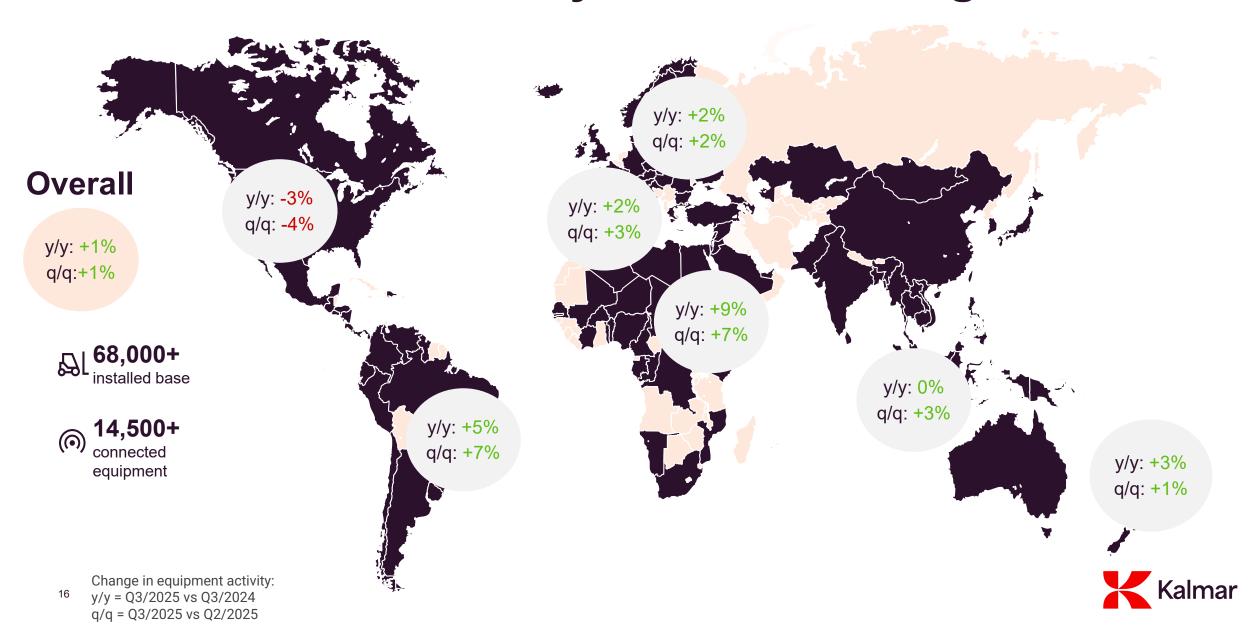




IMF World Economic Prospect, April/July 2025, October 2025 Drewry: Container Forecaster, June 2025, October 2025 Oxford Economics, June 2024, September 2025, 2015 prices Oxford Economics, June 2024, September 2025, 2015 prices Forecasts are subject to change

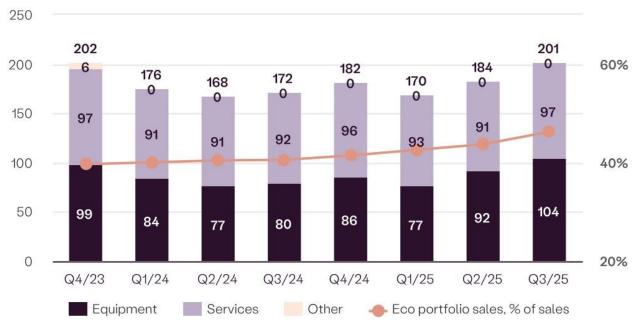


Connected fleet activity remained on a good level



Eco portfolio share of sales on a high level

Eco portfolio sales, MEUR and % of total sales



- Fully electric share of total equipment orders LTM increased slightly to 11%
- Focus on innovation: Next Generation battery system launched

MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Eco portfolio sales, MEUR	201	172	17%	555	516	8%
% of total sales	46%	40%		44%	40%	
Eco portfolio orders received, MEUR*	163	n/a		575	n/a	
% of total orders received	43%	n/a		44%	n/a	

Q4/23 - Q2/24 are carve-out figures



^{*}Eco portfolio orders received are presented starting from Q1 2025.

Order releases booked in Q3



3-year Kalmar Care maintenance contract for Noatum Ports Malaga Terminal, Spain



5 hybrid straddle carriers +
MyKalmar INSIGHT
performance management
tool to Rotterdam Shortsea
Terminals, Netherlands
Size: large



14 hybrid AutoStrad machines to Patrick Terminals, Australia Size: significant



Actions towards sustainable growth in Q3



Move2Green 5-year program funded by Business Finland was kicked off with a successful launch event in our innovation centre

19 in Tampere, Finland



The construction work of the new test center kicked off in our innovation centre in Ljungby, Sweden



Kalmar was awarded with an EcoVadis Gold medal, placing us in the top 5 percent of all rated companies

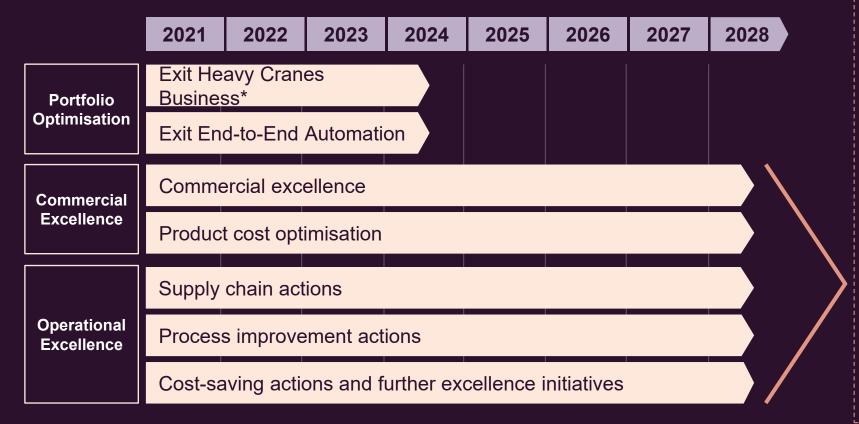


Bromma to deliver world's first fossil-free steel crane spreader to DP World Egypt



Driving excellence across operations

Driving excellence to target best-in-class commercial performance and cost efficiency



Kalmar is planning to reach approximately

€50 million

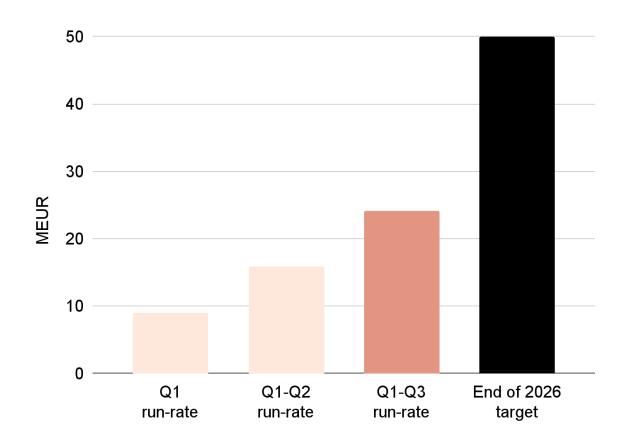
gross efficiency improvements by the end of 2026, in line with the aim of reaching the previously communicated 15% comparable operating profit margin target by 2028.

During Q1-Q3 2025, a run rate of approximately EUR 24 million annualised gross efficiency improvements have been secured.



Approximately 24 MEUR of annualised gross efficiency improvements secured during Q1-Q3/2025

- During Q1-Q3/2025, a run rate of approximately EUR 24 million annualised gross efficiency improvements have been secured
- Kalmar is planning to reach EUR 50 million gross efficiency improvements by the end of 2026
- Majority of the improvements secured so far originate from commercial excellence actions around sourcing, with impacts from operational excellence actions starting to materialise





Solid business performance in Q3 despite continued market uncertainty

Equipment Services

Orders received:

228 MEUR

Orders received:

147 MEUR

Order book:

829 MEUR

Order book:

131 MEUR

Sales:

286 MEUR

Sales:

150 MEUR

Comparable operating profit:

36.3 MEUR/12.7%

Comparable operating profit:

27.7 MEUR/18.5%



Attractive & strong financial profile

Q3 2025 LTM key financial figures

1,792 MEUR

Orders received

961 MEUR

Order book

(at 30 September 2025)

26.6%

Gross profit

12.7%

Comparable operating profit margin

1,694 MEUR

Sales

0.3x

Leverage

(interest bearing net debt at 30 September 2025 / EBITDA)

20.8%

Return on capital employed

75%

Cash conversion

(operating cash flow before finance items and taxes / EBITDA)





Appendix

- Reporting segments
- Tariffs
- Balance sheet & cash flow
- Capital allocation
- Competitors
- Electrification & total cost of ownership
- End-customer segments
- Investment highlights





Equipment order intake was impacted by both delayed decision making and timing of larger orders

Equipment; Sales, orders received, order book, MEUR



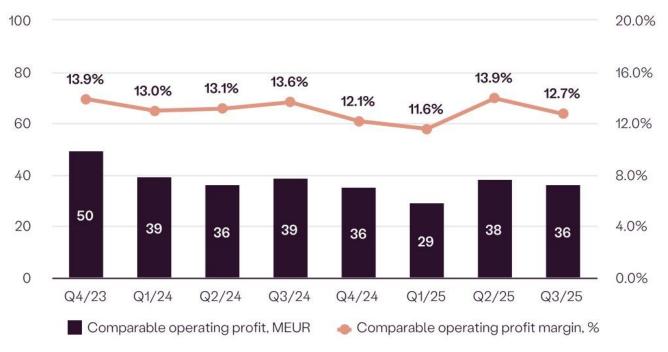
MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Orders received	228	284	-20%	854	769	11%
Order book	829	797	4%	829	797	4%
Sales	286	285	0%	813	867	-6%
Comp. OP	36.3	38.9	-7%	103.7	114.6	-10%
% of sales	12.7%	13.6%		12.8%	13.2%	

- Demand environment mostly stable, but continued to be affected by the elevated market uncertainties, especially in the Americas
- Sales on a good level, driven by successful project deliveries
- Temporary 4 weeks delay of forklift deliveries to the US due to the new tariffs and documentation requirements.

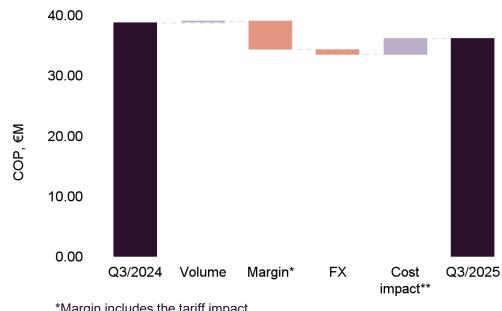


Equipment profitability at a solid level

Equipment; Comparable operating profit, MEUR and %



Equipment, Comparable operating profit bridge



- *Margin includes the tariff impact.
- **Cost impact includes all fixed and indirect costs.

- Profitability impacted by product mix and tariffs
- Driving Excellence initiative continues to support the profitability



Good progress in Service growth

Services; Sales, orders received, order book, MEUR



MEUR	Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change
Orders received	147	132	12%	452	424	7%
Order book	131	103	27%	131	103	27%
Sales	150	139	8%	439	414	6%
Comp. OP	27.7	25.4	9%	79.5	72.2	10%
% of sales	18.5%	18.3%		18.1%	17.4%	

- Strong order intake driven by recurring business, renewals and won contracts
- Successful sales execution across the portfolio despite market turbulence
- Order book on a good level providing resilience



Services profitability improved



- Comp. OP increased by 9%, strong commercial performance
- US spare parts distribution center project on track supporting growth
- Focus on tariff related mitigation actions



Navigating tariffs - the full impact remains unclear

Current and proposed tariffs with potential direct impact on Kalmar

Section 232 - 50% tariff on steel, copper and aluminum

- Of our equipment portfolio, forklifts and empty container handlers are included on the section 232 list
- In the latest round of suggestions reach stackers have been put forward

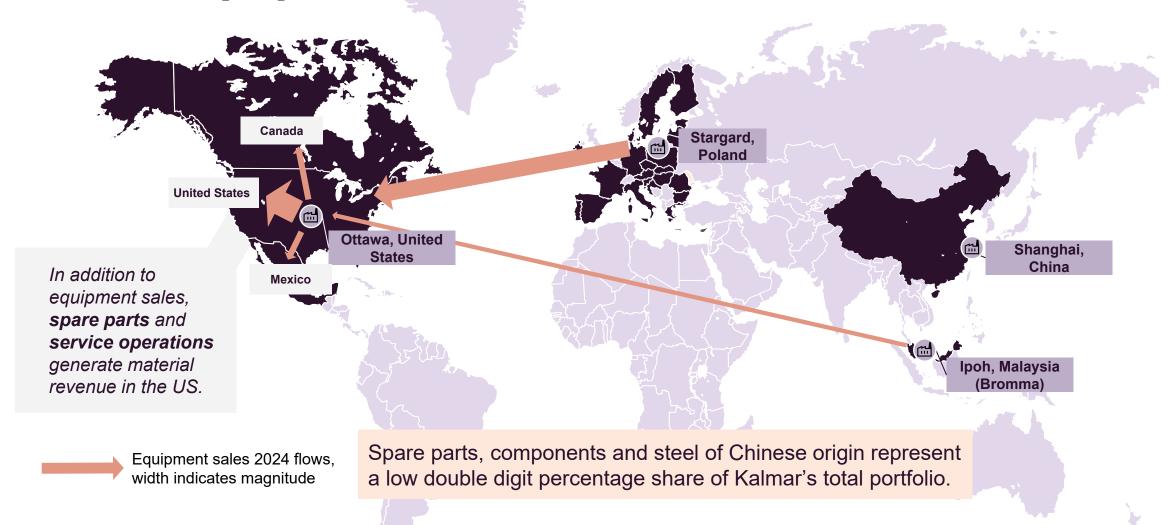
Section 301 - 150% tariff on products of China

- The interpretations of the modifications regarding section 301 are still unclear, but targeted towards Chinese products based on Kalmar's understanding.
- Kalmar's equipment manufactured in Poland undergo a substantial transformation and should not as such be "Products of China".
- However, any components directly sourced from China to US may be subject to the new tariffs.

Reciprocal tariffs vary depending on the country of origin, from EU 15%



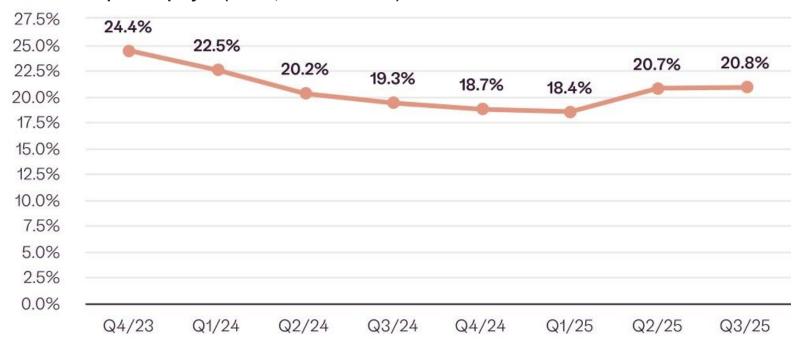
2024 equipment sales to and from US





Kalmar's return on capital employed enables longterm growth

Return on capital employed (ROCE, last 12 months)



Items affecting comparability deriving mostly from demerger and listing costs had a -1.7 percentage points impact on ROCE Q3/25.

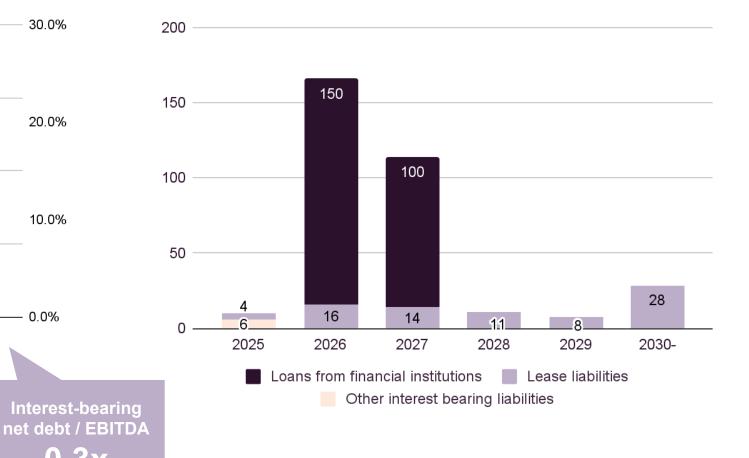


Strong balance sheet

Net debt and gearing, MEUR



Maturity profile, 30 September 2025*

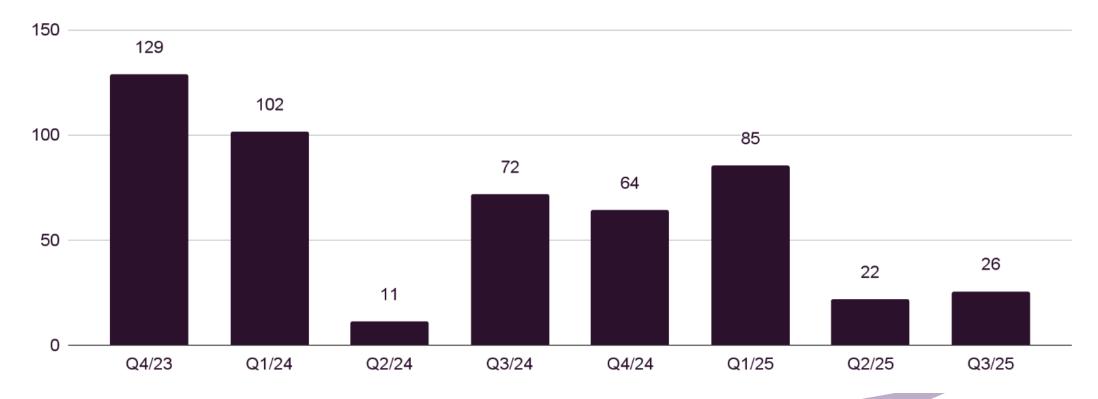




0.3x

Cash flow impacted by increased working capital

Cash flow from operations before financing items and taxes, MEUR



Q4/23 - Q2/24 are carve-out figures

Increase in inventories explained by tariff related causes and improved spare parts availability



Key figures

Q3/25	Q3/24	Change	Q1-Q3/25	Q1-Q3/24	Change	2024
375	416	-10%	1,306	1,193	9%	1,679
961	905	6%	961	905	6%	955
436	425	3%	1,254	1,280	-2%	1,720
201	172	17%	555	516	8%	698
46%	40%		44%	40%		41%
163	n/a		575	n/a		n/a
43%	n/a		44%	n/a		n/a
60.7	53.9	13%	160.3	135.6	18%	174.4
13.9%	12.7%		12.8%	10.6%		10.1%
60.0	57.5	4%	162.8	163.7	-1%	216.8
13.8%	13.5%		13.0%	12.8%		12.6%
58.5	49.0	19%	153.5	136.5	12%	172.5
25.6	71.8	-64%	132.9	184.8	-28%	249.1
44.7	36.2	24%	118.0	100.9	17%	127.9
0.70	0.56	24%	1.84	1.57	17%	1.99
84	98	-14%	84	98	-14%	76
12.7%	16.0%		12.7%	16.0%		11.9%
0.3	0.4		0.3	0.4		0.3
20.8%	19.3%		20.8%	19.3%		18.7%
22.8%	18.3%		22.8%	18.3%		17.6%
5,298	5,151	3%	5,298	5,151	3%	5,207
	375 961 436 201 46% 163 43% 60.7 13.9% 60.0 13.8% 58.5 25.6 44.7 0.70 84 12.7% 0.3 20.8% 22.8%	375 416 961 905 436 425 201 172 46% 40% 163 n/a 43% n/a 60.7 53.9 13.9% 12.7% 60.0 57.5 13.8% 13.5% 58.5 49.0 25.6 71.8 44.7 36.2 0.70 0.56 84 98 12.7% 16.0% 0.3 0.4 20.8% 19.3% 22.8% 18.3%	375 416 -10% 961 905 6% 436 425 3% 201 172 17% 46% 40% 163 n/a 43% n/a 60.7 53.9 13% 13.9% 12.7% 60.0 57.5 4% 13.8% 13.5% 58.5 49.0 19% 25.6 71.8 -64% 44.7 36.2 24% 0.70 0.56 24% 84 98 -14% 12.7% 16.0% 0.3 0.4 20.8% 19.3% 22.8% 18.3%	375 416 -10% 1,306 961 905 6% 961 436 425 3% 1,254 201 172 17% 555 46% 40% 44% 163 n/a 575 43% n/a 44% 60.7 53.9 13% 160.3 13.9% 12.7% 12.8% 60.0 57.5 4% 162.8 13.8% 13.5% 13.0% 58.5 49.0 19% 153.5 25.6 71.8 -64% 132.9 44.7 36.2 24% 118.0 0.70 0.56 24% 1.84 84 98 -14% 84 12.7% 16.0% 12.7% 0.3 0.4 0.3 20.8% 19.3% 20.8% 22.8% 18.3% 22.8%	375 416 -10% 1,306 1,193 961 905 6% 961 905 436 425 3% 1,254 1,280 201 172 17% 555 516 46% 40% 44% 40% 46% 40% 44% 40% 163 n/a 575 n/a 43% n/a 44% n/a 60.7 53.9 13% 160.3 135.6 13.9% 12.7% 12.8% 10.6% 60.0 57.5 4% 162.8 163.7 13.8% 13.5% 13.0% 12.8% 58.5 49.0 19% 153.5 136.5 25.6 71.8 -64% 132.9 184.8 44.7 36.2 24% 118.0 100.9 0.70 0.56 24% 1.84 1.57 84 98 -14% 84 98	375 416 -10% 1,306 1,193 9% 961 905 6% 961 905 6% 436 425 3% 1,254 1,280 -2% 201 172 17% 555 516 8% 46% 40% 44% 40% 163 n/a 575 n/a 43% n/a 44% n/a 60.7 53.9 13% 160.3 135.6 18% 13.9% 12.7% 12.8% 10.6% 60.0 57.5 4% 162.8 163.7 -1% 13.8% 13.5% 13.0% 12.8% 58.5 49.0 19% 153.5 136.5 12% 25.6 71.8 -64% 132.9 184.8 -28% 44.7 36.2 24% 118.0 100.9 17% 0.70 0.56 24% 1.84 1.57 17% 84 98 -14% 84 98 -14% 84 98 -14% 12.7% 16.0% 0.3 0.4 20.8% 19.3% 20.8% 19.3% 22.8% 18.3% 22.8% 18.3%

^{*} Periods before the listing of Kalmar Corporation on 1 July 2024 are calculated based on the number of shares at the listing moment.

Periods prior to the demerger on 30 June 2024 are presented on a carve-out basis. Gearing, % and interest bearing net debt / EBITDA are presented only from 31 December 2024 onwards as the previous periods with carve-out information do not reflect the capital structure and financing of Kalmar Group. Eco portfolio orders received are presented starting from the first quarter of 2025.



^{**} Last 12 months' EBITDA

^{***} Items affecting comparability deriving mostly from demerger and listing costs had a -1.7 (-3.3) percentage points impact on ROCE in the third quarter and -4.1 percentage points in the full year 2024.

Flexibility and agility through an asset-light business model

Asset-light



Efficient operations



Robust cash conversion

Kalmar Business Model Global market coverage with an optimized manufacturing footprint

Rigorous working capital management

Liquidity for organic growth and capital allocation

Evidence

2.1%

CAPEX, % of sales1

7.7%

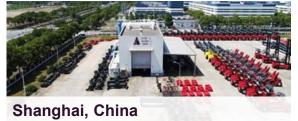
Net working capital, % of sales²

75%

Cash conversion³



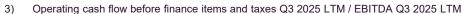






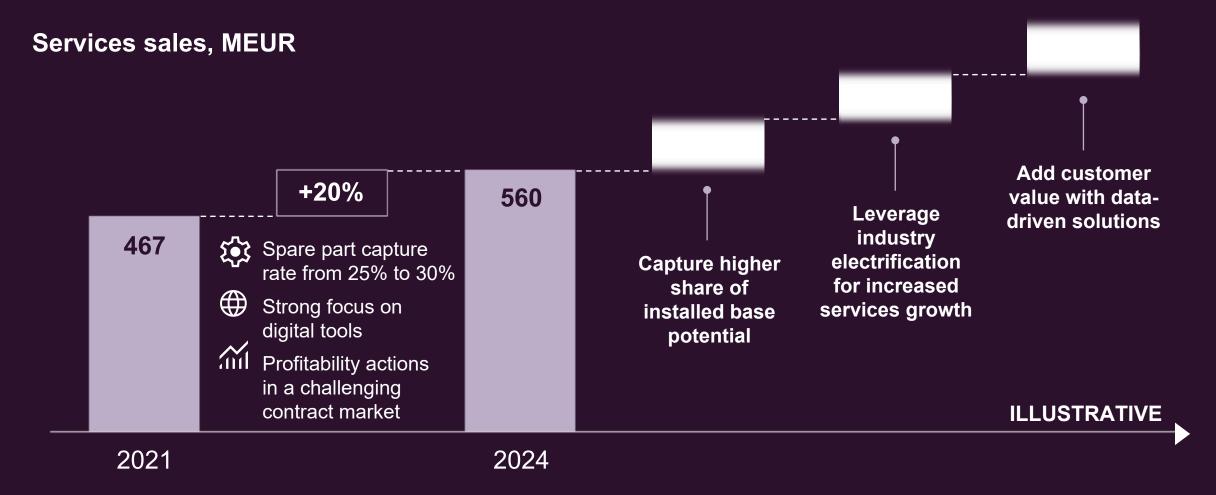
The financials are Q1-Q3 2025

- 1) Consisting of investments into intangible assets, PPE, and leased assets, excluding acquisitions and customer financing
- Net working capital defined as inventories + operative derivative assets + accounts receivable + contract assets + other operative non-interest-bearing assets provisions advances received operative derivative liabilities accounts payable pension obligations contract liabilities other operative non-interest-bearing





Growth execution underway with clear priorities ahead



■ Services sales¹, MEUR



We will continue to allocate capital to profitable growth, sustainability and shareholder returns

Investing in organic growth

Organic growth possibilities

Prioritising
Growing
services and
Actions to
capture
market share

Priority

Priority

Long-term

growth

R&D spend

3.1% of sales in

YTD Q3 2025

1/4 of 2024

R&D spent to

electrification

Principles for capital allocation prioritization

Shareholder returns

Aim for a dividend payout ratio of **30-50%** per annum

CAPEX

Maintain and enhance machinery and equipment in operations

Strong balance sheet

Maintain <2x
leverage (Net
Debt to
EBITDA)

M&A readiness

Maintain financial flexibility for M&A

Priority

Maintain

Maintain

Maintain



Kalmar market position across equipment categories and services and relevant competitors



#1

Konecranes, ZPMC



Hyster-Yale, Konecranes, Taylor



#1

Terberg, TICO Tractors



Limited presence Hyster, Kion Group, Mitsubishi Logisnext, Toyota



#1-3 Hyster-Yale, Konecranes, SANY



#1

Ram spreaders, Stinis, ZPMC



30% spare part capture rate

In-house services, local services & repair shops, other equipment manufacturers, 3rd party spare part suppliers

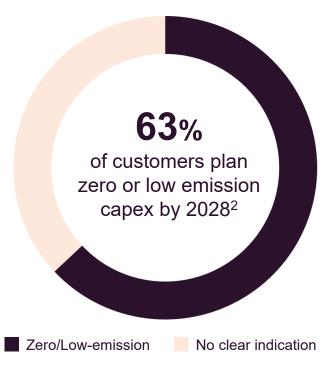


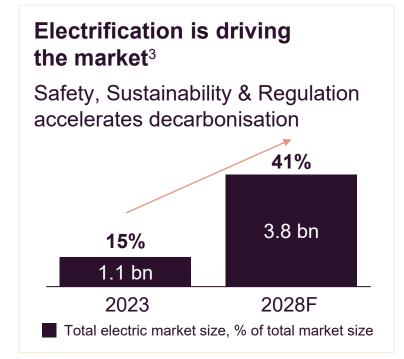
Source: KPMG Market Study

Market is pushing for electrification and our customers are increasingly

active

11% of equipment orders were fully electric in Q3/25 LTM¹





Multiple benefits

C To Customers

- Ability to reduce CO₂ emissions
- Lower operational costs



Increased potential through lifecycle

- 1) Share of the value of Kalmar's total equipment orders received in Q2 2025 last twelve months
- Kalmar Customer Satisfaction Survey 2023
- 3) KPMG Market Study



Customers' electric and diesel buying process compared

With reference to time of order (first time EV buyers)



-18 to 24 months

Decarbonisation targets and actions

Low/zero emission equipment fleet transition planning

-12 to 18 months

Infrastructure planning

TCO calculations
Investment need
Board approval

-0 to 12 months

Sales discussions re. machine model(s)

Green voucher/ subsidy application(s)

Review Service capabilities for EV

Time of order

+0 to 9 months

Ordering and installation of chargers, sub-station, etc.

After delivery

Charger connectivity

Driver training

Charging management

Service & maintenance

-0 to 9 months

Sales discussions re. machine(s) and Service

+0 to 6 months

Daily operations

After delivery

Service and maintenance





Electric

Comparing the total cost of ownership for Reachstackers

Norway

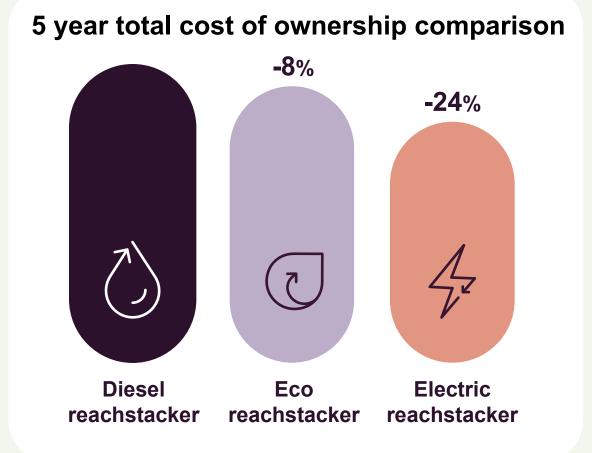


Equipment assumptions

- Same machine model sizes and capacities
- Basic configurations for all machines
- 326 kWh battery for ERG450
- Same drive cycle and energy consumptions
- 3,000 running hours/year
- Resale value included

Cost assumptions

- Diesel cost: 1.83 EUR/liter*
- Electricity cost: 0.09 EUR/kWh
- No charger or infrastructure cost included





Comparing the total cost of ownership for Reachstackers

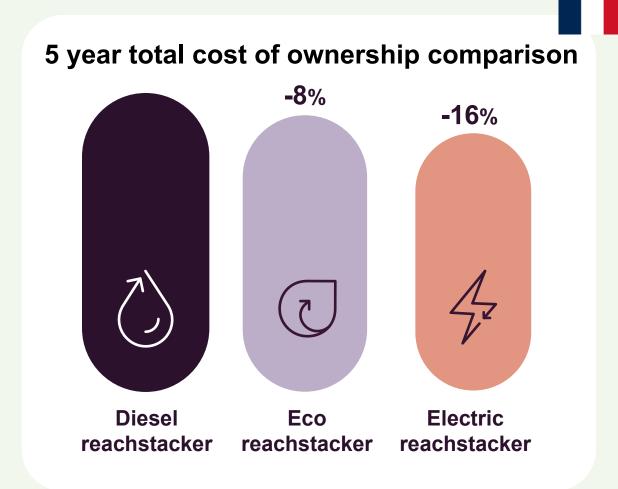
France

Equipment assumptions

- Same machine model sizes and capacities
- Basic configurations for all machines
- 326 kWh battery for ERG450
- Same drive cycle and energy consumptions
- 3,000 running hours/year
- Resale value included

Cost assumptions

- Diesel cost: 1.70 EUR/liter
- Electricity cost: 0.16 EUR/kWh
- No charger or infrastructure cost included





Serving all our customer segments









Ports & terminals

Distribution

Manufacturing

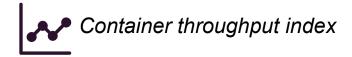
Heavy logistics



Ports & Terminals

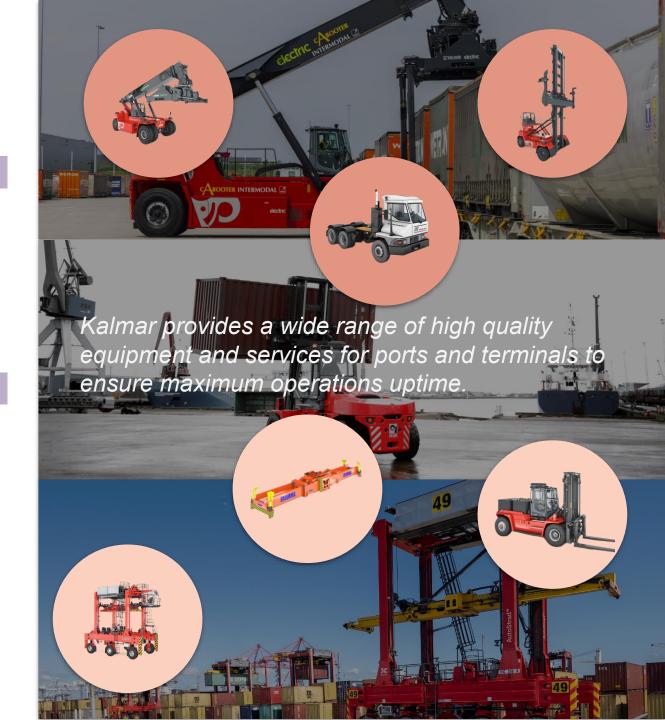


Key Indicators





- Container terminals
- Bulk terminals
- Roro and Cruise terminals
- Intermodal terminals
- Multipurpose ports
- Inland container depots



Distribution



Key Indicators



Global retail and wholesale output development



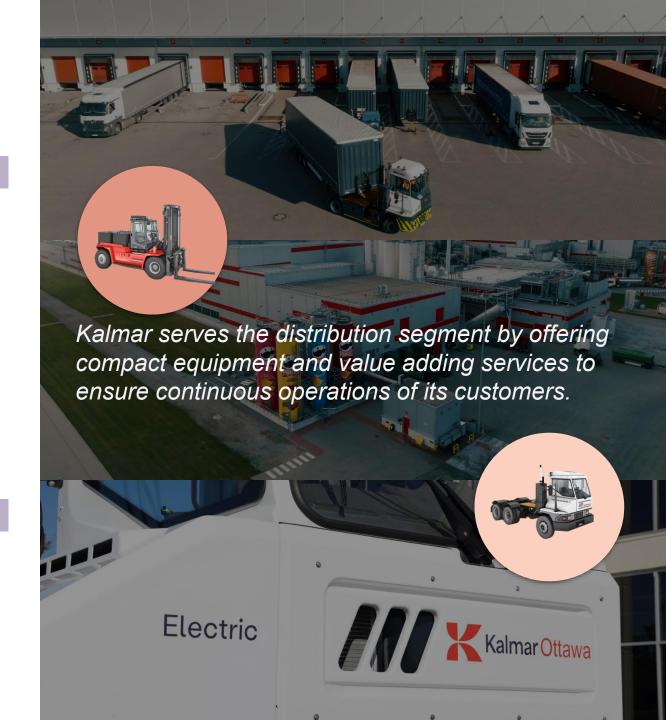
GDP growth



EV penetration rate



- Distribution and Logistic centers
- Warehousing



Manufacturing



Key Indicators



Manufacturing output index

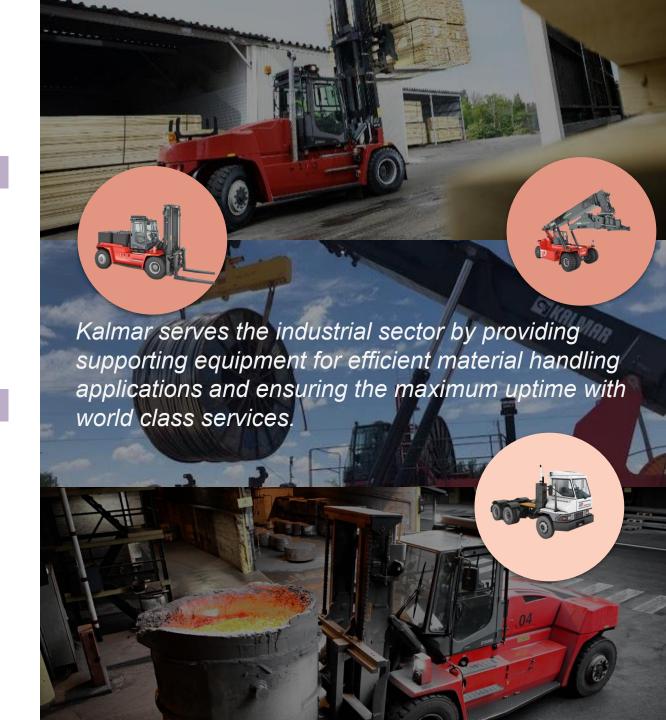


Purchasing Managers' Index



GDP growth

- Iron, Steel & Metal
- Forestry and sawmills
- Pulp and paper
- Mining



Heavy Logistics



Key Indicators



Manufacturing output index

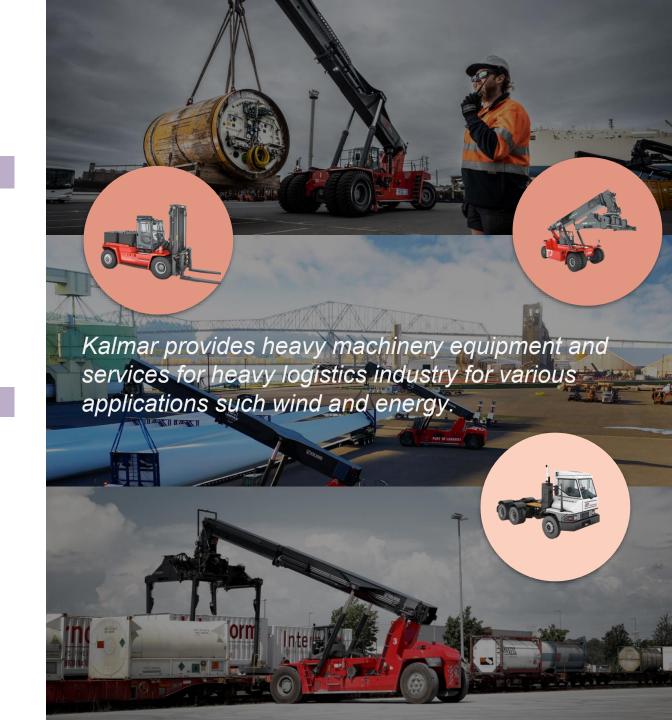


Purchasing Managers' Index



GDP growth

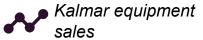
- Wind & Energy
- Waste and recycling
- Chemical
- Concrete
- Automotive
- Food and Beverages

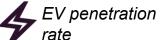


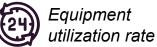
Services



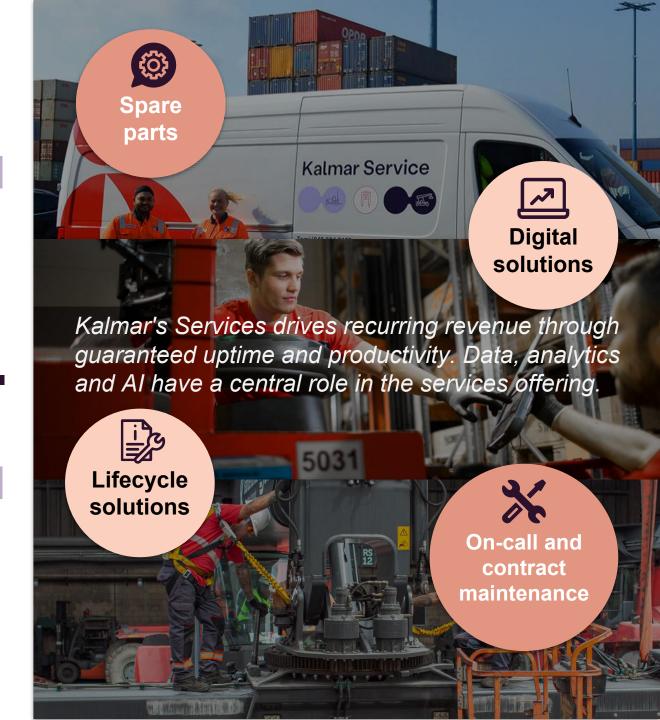








- Large ports and terminals
- Medium and small terminals
- Industrial operators
- Distribution and logistic centers



Kalmar Dealer Network

Approx. **34%** of our global sales came through dealers in 2024.

A global network of ~170 dealers, of which ~60 in North America



36% of our dealers have represented Kalmar for more than **10** years.



98% of our dealers are **family-owned** businesses.
5 publicly traded companies.

In most of the regions, Kalmar operates in **hybrid** mode.



Dealers focus on counter balanced equipment, terminal tractors and parts sales.

Additionally, they have their own service business with specialised service technicians





of all dealer parts orders are made online in MyKalmar STORE. Kalmar's biggest dealers include Tracsa (Mexico), Yard Truck (USA), Maktas (Turkey), PT Indo Tractor Utama (Indonesia) and Tractafric (several countries in Africa)





Investment highlights – Making every move count



Global leader in an attractive market for mission-critical heavy material handling



Partnering long-term with our customers to deliver a stronger impact



Geared to grow by making the industry more electrified, intelligent and sustainable



Significant services growth upside from large installed base and innovation-enabled offering



Driving excellence to target best-in-class commercial performance and cost efficiency



Significant sales growth and profitability potential enabled by strong financial profile



