

13 February, 2002  
 10.00 a.m.

## KCI KONECRANES GROUP 2001 FINANCIAL RESULTS

### STRONG PROFIT GROWTH

- Good profits based on ongoing efficiency gains
- Operating Income and Net Income up 39.5 % and 51.2% respectively
- Sales up 7.6% to EUR 756.3 million
- Orders down 11.2% from record year 2000
- Order book at EUR 279.7 million, a very good level

Million EUR	Full year		Full year		Change %
	1-12/01	%	1-12/00	%	
<b>SALES</b>					
Maintenance Services	365.2		342.0		6.8
Standard Lifting Equipment	244.9		253.4		-3.4
Special Cranes	227.3		189.6		19.9
Internal Sales	-81.1		-82.0		-1.1
<b>Sales total</b>	<b>756.3</b>	<b>100</b>	<b>703.0</b>	<b>100</b>	<b>7.6</b>
<b>Income from operations (EBITA)</b>	<b>59.4</b>	<b>7.9</b>	<b>43.7</b>	<b>6.2</b>	<b>36.1</b>
Goodwill amortisation	-4.1		-4.1		2.4
<b>Operating income (EBIT)</b>	<b>55.3</b>	<b>7.3</b>	<b>39.6</b>	<b>5.6</b>	<b>39.5</b>
Financial income and expenses	-2.8		-5.6		-49.2
<b>Income before taxes and minority interest</b>	<b>52.4</b>	<b>6.9</b>	<b>34.0</b>	<b>4.8</b>	<b>54.1</b>
<b>Net income</b>	<b>35.3</b>	<b>4.7</b>	<b>23.4</b>	<b>3.3</b>	<b>51.2</b>
<b>Earnings per share (EUR)</b>	<b>2.40</b>		<b>1.59</b>		<b>51.2</b>
<b>Cash flow per share (EUR)</b>	<b>2.93</b>		<b>-0.29</b>		
<b>Dividend per share (EUR)</b>	<b>0.90<sup>1)</sup></b>		<b>0.71</b>		<b>26.8</b>
<b>ORDERS RECEIVED</b>					
Maintenance Services	307.2		300.9		2.1
Standard Lifting Equipment	229.2		256.9		-10.8 <sup>2)</sup>
Special Cranes	209.6		284.4		-26.3
Internal Orders	-66.9		-77.8		-14.0
<b>Orders Received total</b>	<b>679.1</b>		<b>764.4</b>		<b>-11.2</b>
<b>Order book at end of period</b>	<b>279.7</b>		<b>308.8</b>		<b>-9.4</b>

<sup>1)</sup> Board's proposal <sup>2)</sup> for continuing operations -5.5%

#### Future Prospects:

In spite of a good start, 2001 markets soon turned into a recessive mode. It now appears that although the total market picture for 2002 still remains clouded, there is optimism for KCI Konecranes.

A number of positive developments compensate for the effects of a depressed market: The Group is gaining market share, the Group has constantly trimmed its cost base for increased efficiency, and the Group has a thoroughly modern and competitive product range.

In particular: Maintenance Services stable growth continues in spite of low markets. In Standard Lifting Equipment the new product range captures market share. In Special Cranes, new orders flow returned during the second half of the year 2001 and its order backlog now supports a full load for the whole year. New Special Cranes' products are set to boost orders further.

The Group expects operational efficiency improvements to continue in all business areas. On the total, the Group expects further improvements in profitability.



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## **STIG GUSTAVSON, PRESIDENT & CEO**

### **Profit and margins**

During 2001 many of our improvement endeavours started to pay dividends. Group profit level, on all meters, increased considerably.

There is, however, more to come.

The best improver, Standard Lifting Equipment, is still burdened with introductory costs for the new product line. The bigger units of the range will start selling only in 2002. In 2001, against a drop in Sales (which was clearly smaller than market decline) margins already strengthened considerably.

In Special Cranes, a similar development as in Standard Lifting Equipment is under way. Because of much longer book-to-bill times (one year or more) most of the benefits of the new product range are still to come.

In Maintenance Services, the effects of the ill-fated Baan project are slowly fading. Margins improved, in spite of an unfavourable market. The improvement process will continue.

### **Orders**

For the first time in many years, the Group shows a clear decrease in total new orders compared to the previous year.

The important question is then: Will the Group be able to continue on its sales growth track also in 2002?

I believe it will, and here's why:

Maintenance Services did grow, also in orders during 2001, and in spite of a total standstill after September 11. At the end of 2001 and beginning of 2002, activity levels were back to normal.

In Special Cranes, only Q2/01 orders were low, whereas the second half of 2001 posted a return to a level of EUR 200 million per year. September 11 events did not have immediate effect on Special Cranes, as the nature of this business calls for long planning horizons. The order book in itself already speaks for a good development in 2002, and going into 2003. Our new product range will also support growth.

In Standard Lifting Equipment, market swings are much more pronounced compared to the other Business Areas. After September, the markets partly came to a standstill. Yet, the overriding picture is valid: due to its superior performance our product range is winning market share.

In Standard Lifting Equipment we now see a certain pent up demand, and the year 2002 has started on a positive keynote.



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## BUSINESS DEVELOPMENT

Group sales and operating income developed favourably in 2001. The increase in sales was 7.6% and in net income 51.2%. Growth was recorded in all geographical areas with the exception of the Americas. The Operating Income grew by 39.5%. The Operating Income developed positively in all Business Areas both in absolute terms and in margin to sales. Financing costs halved. Group earnings per share improved by 51.2% to EUR 2.40 per share. Cash flow from operations was EUR 43 million or EUR 2.93 per share.

### Sales

Group sales were EUR 756.3 million, which is EUR 53.3 million higher than 2000 sales. The growth was 7.6%. Sales growth was strongest in Asia-Pacific and Nordic and Eastern Europe while sales in the Americas decreased slightly. Most of the growth was organic, as there were only minor acquisitions in 2001.

### Order Intake and Order Backlog

Order intake was EUR 679.1 million, with a decline of 11.2 % compared to EUR 764.4 million for the previous year. Excluding discontinued products the decrease was approx. 9.5 %.

The value of the order backlog (excluding the value of the maintenance agreement base) at the end of 2001 stood at EUR 279.7 million which is 9.4 % less than it was at the end of 2000.

Special Cranes new orders decreased with 26.3%. During the previous year, in Q3/00 the Group received one big Special Crane order worth EUR 75 million. Save for this one time big order, the orders flow in 2001 matched that of 2000. The backlog for Special Cranes decreased by approx. 10 % but now represents a more comfortable level when considering the customers' need for reasonable delivery times.

Orders for Standard Lifting Equipment decreased with 5.5% for continuing operations. Orders dropped significantly in Q4/01, as September 11 caused a total orders standstill, particularly in the Americas but also elsewhere for several weeks. At the end of the year, and especially in January 2002, the orders flow recovered. For Standard Lifting Equipment the order backlog decreased by approx. one third from the level of the previous year mainly due to the North American market.

In Maintenance Services the Group saw an increase in the order backlog in spite of a total standstill after September 11. The average monetary value per unit in the maintenance agreement base increased considerably.

### Profitability

The Operating Income was EUR 55.3 million or 39.5 % more than in 2000 (EUR 39.6 million). The Operating Income margin was 7.3%, which is up from the margin of 5.6 % in 2000. Operating Income before goodwill amortisations (EBITA) was EUR 59.4 million or 7.9 % on sales (2000: 6.2%) and the Operating Income before all depreciations and amortisations (EBITDA) was EUR 71.3 million or 9.4 % on sales (2000: 7.9%).

The Operating Income includes under "Other Operating Income" capital gains from the sale of Vacon Oyj shares (approx. EUR 9.9 million). The level of other operating income decreased to EUR 12.2 million from EUR 14.0 million in 2000.

The Group also recorded one-off costs for restructuring measures aiming at further efficiency improvements. Certain actions were completed during the fiscal year and decisions were taken on some further improvements in all Business Areas. The most significant actions relate to Group's new equipment activities in Europe and North America.

The profit from the sale of the above mentioned shares is reported in "Other operating income" and most of the costs and charges for restructuring are included in "Other operating expenses" in the Consolidated Statement of Income. In the Business Area review the net effect of these two impacts is reported under "Group costs".

The development of Sales and Operating Income by business area is presented under "Business Review by Business Area".

The Income before taxes was EUR 52.4 million, which is 54.1 % better than previous year's pre-tax profits of EUR 34.0 million. The corresponding profit margin was 6.9 % compared to 4.8 % in 2000.

Income taxes were EUR 17.1 million corresponding to a 32.7 % effective tax rate (2000: 31.4 %). The increase in the tax rate is a



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consequence of higher taxable income and the tax treatment of certain one-off charges.

Net income or after tax profit was EUR 35.3 million and 4.7 % on sales. Net Income growth was EUR 11.9 million from the previous year equalling a 51.2 % improvement. Earnings per share increased accordingly from 1.59 euro to 2.40 euro.

Return on capital employed reached 24.3 % in 2001, up from 19.4 % in 2000. Return on equity was 22.0 % (2000: 16.4 %). Improving returns on capital are a direct consequence of improved profitability and more efficient use of capital.

### Balance Sheet and Financing

Cash flow from operations was EUR 43.0 million (2000: EUR -4.2 million). Free cash flow amounted to EUR 40.0 million (2000: 23.2 million) and EUR 3.0 million was released from the net working capital (2000: increase by EUR 27.4 million).

Disposals of fixed assets exceeded capital expenditures by EUR 1.1 million, thereby cash flow before financial items reached EUR 44.1 million (2000: EUR 27.3 million negative). EUR 10.4 million was used for dividends, and interest-bearing debts were reduced by EUR 28.4 million.

Group's net interest bearing borrowing decreased to EUR 50.1 million, from EUR 85.3 million in 2000. This meant a reduction of EUR 35.2 million in net interest bearing debts. The gearing decreased from 57.7 % in 2000 to 28.9 % in 2001.

The Group renewed its USD 100 million revolving credit facility for back-up purposes by a new similar type of facility of EUR 100 million. At the end of 2001 approx. EUR 15.0 million was in use. In 2000 the Group launched a serial bond with a maximum compound value of EUR 100 million. EUR 25.0 million worth of bonds were issued and sold in 2000. During 2001 there were no new issues or other changes relating to this bond instrument.

### CURRENCIES

Currency exchange rates had only a very small effect on Group sales, net income and orders received development. The average

consolidation rates of some of the most important currencies developed as follows (euro/currency):

	2001	2000	Change %
USD	0.89599	0.92321	3.04
CAD	1.3867	1.3699	-1.21
GBP	0.62193	0.60926	-2.04
SEK	9.2558	8.4443	-8.77
SGD	1.604	1.5916	-0.77
AUD	1.7324	1.5886	-8.30

The Group continued its currency policy of hedging. All transactions in foreign currencies are subject to approximately one year of hedging ahead or, alternatively, risks are covered by other instruments.

### INVESTMENTS

Group investments into tangible assets were EUR 10.0 million (2000: EUR 10.1 million). Most of the investments were targeted on machinery and information technology and were mainly replacement investments aiming at improved efficiency.

Investments into intangible assets were EUR 1.3 million and were mainly related to improving the management of product information.

The investment level corresponded approximately to the level of depreciations of related assets.

### R&D

Total direct R&D costs were EUR 7.7 million (2000: EUR 6.9 million). This represents one per cent of sales, but in relation to the sales of corresponding components and other key technologies this equals to approximately 5%. R&D costs are mainly related to the development of hoists, electrical and electronical components and container handling technology. The launching of the high tech BoxHunter container crane was started during the summer and already lead to three major orders.

### HUMAN RESOURCES DEVELOPMENT

The Group continued its training and development efforts. The KCI Konecranes



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Academy, with its focus on middle management and experts continued as planned. The year 2001 was the fifth year of operation for the Academy. The educational and developmental executive level program, together with IMD of Lausanne, Switzerland, was also continued as planned. The biggest training effort, however, focused increasing expertise and versatility of the personnel in sales, maintenance and manufacturing. An important part of these efforts concerned training on new products and technologies as part of the market introduction in Standard Lifting Equipment.

## PERSONNEL

At the end of 2001 the KCI Konecranes Group had 4401 employees. The net reduction in personnel was 62 from the end of previous year.

## RISK POLICIES AND LITIGATION

The Group continuously reviews its insurance policies as part of its total risk management. Insurances are used to provide sufficient cover to all risks that are financially or otherwise insurable.

The Group discontinued the Omniman, the computer based enterprise resource planning systems development project in 2000 because of the severe problems and uncertainties relating to the project. As the negotiations with the vendor, Baan Company N.V. (now owned by Invensys Plc) did not lead to an acceptable conclusion, the dispute was taken to arbitration proceedings. The arbitration process will take place in Stockholm.

The Consolidated Balance Sheet includes a receivable (approx. EUR 14.5 million) relating to licence, development and implementation fees and costs for the project. The Group expects the arbitration award to be given during year 2002.

At year-end the Group did not have any other pending legal processes or business claims with material effect.

## GROUP STRUCTURE

The two units acquired just before the end of 2000: Caillard in France, specialising in harbour crane maintenance and TEPA-Mestarit Oy (remaining 50% of total shares), the plant

maintenance services company in Finland, were taken over at the beginning of the year. Caillard is now fully operative and both companies' positive results exceeded expectations. No other new business or company acquisitions of significance were completed during the fiscal year.

In USA, a business specialising in crane electric drives and their modernisations with annual sales of approx. EUR 3 million was acquired in November.

The Group will continue its active acquisition policy.

## SHARES AND SHAREHOLDERS

KCI Konecranes' share price increased with 5.6 % during year 2001. During the same period HEX general index decreased by 32.4 % and HEX portfolio index by 22.3 %. The HEX Metal & Engineering index increased with 9.9 %.

The 2001 closing share price was EUR 28.50 (2000: EUR 27.00). The highest share price was EUR 38.46 (2000: EUR 39.90), the average price was EUR 31.72 (2000: EUR 32.67) and the lowest share price was EUR 25.00 (2000: EUR 25.10). Total market capitalisation at year-end was EUR 427.5 million (2000: EUR 405 million), the 34th highest market value of companies listed on Helsinki Exchanges.

The trading volume totalled 8,581,051 shares of KCI Konecranes, which represents 57.2 % of the outstanding shares. In monetary terms trading was EUR 272 million, which was the 27th largest trading of companies listed on Helsinki Exchanges.

### The Company's own shares

At year-end 2001, KCI Konecranes International Plc held 300,000 of its own shares with a total acquisition cost of EUR 7.5 million. This represents 2.00 % of the total amount of shares and voting rights. The Parent Company's ownership of its own shares did not change during the fiscal year.

### Dividend Proposal

The Board of Directors proposes to the AGM that a dividend of EUR 0.90 per share will be paid for



the fiscal year 2001. The dividend will be paid to persons, who are entered as shareholders in the share register on the record date March 12, 2002. Dividend payment day is March 19, 2002.

## **BUSINESS REVIEW BY BUSINESS AREA**

### **Maintenance Services**

Maintenance Services sales was EUR 365.2 million (2000: EUR 342.0 million), up 6.8 % year-on-year. Operating Income amounted to EUR 24.1 million (2000: EUR 21.3 million), up 13.1 % from the previous year. The margin improved from the 6.2 % of sales in 2000 to 6.6 %. Order intake was EUR 307.2 million (2000: EUR 300.9 million), up 2.1 % from the previous year.

The growth was clearly slower than in the year before. This was a consequence of our actions to focus service and maintenance activities on more demanding cranes and crane applications and by the increased hesitance among customers immediately after September 11. Also no acquisitions were made during the fiscal year.

The new harbour crane maintenance business unit, KCI Koneports that was formed in 2000 by combining the existing harbour crane maintenance activities with the acquired Noell Konecranes and Caillard port activities, developed very positively both in terms of sales and operating income. The harbour and shipyard crane maintenance sales amounted to approx. EUR 60 million.

The value of the maintenance agreement base grew with approx. 6 % and the value of the maintenance agreements base per unit grew with approx. 7 %.

### ***Future prospects***

It appears that the market will be somewhat dampened in 2002, particularly in view of the events of September 11. The recession of 2002 will probably be less of a gift to the maintenance services business than the previous deeper recession. However, the same recessionary environment encourages repair and refurbishment of existing equipment rather than replacement, so we can look forward to improved repair opportunities and strong sales for spare parts.

The stable growth rate illustrated by 2001 performance is expected to continue into the beginning of 2002. The prospects for continued select acquisitions are increasing.

### **Standard Lifting Equipment**

Sales in 2001 amounted to EUR 244.9 million (2000: EUR 253.4 million), a 3.4 % decrease from the previous year. The Operating Income in 2001 increased to EUR 29.2 million (2000: EUR 22.5 million), up by 29.8 % from the previous year. The Operating income margin increased from 8.9 % in 2000 to 11.9 %.

Sales stayed at the level of the year 2000 when corrected for the discontinued out-of-date products at the hoist factory in USA.

The considerable improvement in profitability is mainly due to the new hoist platform and other efficiency improvements. The net decrease in personnel in the Standard Lifting Equipment Business Area was 69 persons or 5.9 %. The Business Area also profited from a favourable dollar-euro exchange rate.

Orders received were EUR 229.2 million (2000: EUR 256.9 million), down 10.8 % from the previous year. Corrected for discontinued products the decline was approximately 5.5 %.

The launch of the new wire rope hoist line progressed according to plan. Today, two thirds of the orders are for the new product line and also in monetary terms the new products account for approximately half of the total value of hoist orders. The Operating Income was burdened by extra development, production and market launching costs. The costs amounted to EUR 1.4 million (2000 EUR 1.7 million).

### ***Future prospects***

The market outlook for 2002 remains recessionary. Some analysts forecast investment spending bottoming in mid year and a return to growth to occur in the second half of the year.

For KCI Konecranes, there are a number of elements supporting a better development. The new product range attracts widespread attention, also among competitor's dealers. We believe that we can increase our market shares further.



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In 2002, the remaining models of the new hoist line will be introduced. This supports an ongoing positive momentum for our line. It will also support production efficiencies when the production structure for the old line is dismantled.

Our activities in China are very encouraging. We have already obtained full operational licenses in China, and our production plant in Shanghai is nearing completion.

During recent years, our name has gained considerably increased attention amongst our customer industries. More than before, we are invited to forming "most preferred supplier" relationships with large clients.

### **Special Cranes**

Special Cranes sales increased to EUR 227.3 million (2000: EUR 189.6 million), up 19.9 % from the previous year. Operating income was EUR 17.1 million (2000: EUR 13.8 million), up 23.9 % from the previous year. The operating margin grew to 7.5 % from 7.3 % in the previous year.

Orders received were EUR 209.6 million (2000: EUR 284.4 million), down 26.3 % from the previous year. Orders received in 2000 included one large order with total value of approx. EUR 75 million. That order apart, our "normal" order flow in 2001 was at the same good level as in 2000.

The growth in sales and profit is mainly attributable to new products with higher performance and reliability as well as better margins.

In the summer of 2001 the Group launched a new high performance ship-to-shore container crane, the BoxHunter®. Soon after market introduction three significant orders for six cranes were recorded.

### **Future prospects**

New products and totally new control technology, the latest being the "BoxHunter" design for ship-to-shore container handling, together with a good level of orders in the backlog allow a favourable development for the year 2002.

In 2001 the Group saw rapid growth in Special Cranes sales. In 2002 the growth will continue, but at a more moderate level.

### **IMPORTANT ORDERS**

Here are some examples on new equipment orders during the year. The list illustrates our reach, both in terms of customer base and geographical coverage.

Several orders were received in China, including 13 industrial overhead cranes for Hi Standard, four industrial cranes for Ningbo QIYI Metal Co. and two overhead cranes for Bohai Shipyard.

Heavy engineering and equipment maker Komatsu Ltd in USA ordered 20 modular crane packages via the Group's distribution network in North Carolina, USA.

Volkswagen Nutzfahrzeuge ordered an industrial crane complete with KCI Konecranes own control technology for its plant in Hanover, Germany.

StoraEnso chose Konecranes to supply the cranes for its new production line at Langenbrugge in Belgium. Altogether the delivery contains 10 paper mill cranes and constitutes one of the biggest paper mill crane orders ever.

Papierfabrik Palm PM GmbH & Co in Wörth, Germany ordered several paper hall cranes including five automatic paper roll storage cranes.

Sydkraft Öst Värme AB, Sweden, ordered two Bio Fuel Plant cranes with Grab Unloaders.

Esbjerg incineration plant in Denmark ordered two Waste-to-Energy process cranes.

Wei Sheng Steel Co Ltd, Vietnam ordered a 180 ton special crane to its Can Don Hydro Power Plant.

Kvaerner Songer ordered two power house cranes for its power station in Pennsylvania, USA.

Automated Waste-to-Energy cranes were ordered for two projects in Sweden, for Sysav WTE and for Steinmüller, BBP Halmstad Renhållnings AB. Two Refuse handling cranes were also ordered for a project by CNIM in France

Siemens ordered several heavy duty special cranes for its Hydro Power Plant in Caruachi, Venezuela.



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AvestaPolarit Stainless Oy in Tornio, Finland, ordered 14 industrial maintenance cranes for its new cold rolling mill.

Nassco (National Steel and Shipbuilding Company), USA, ordered a magnet crane for plate handling.

Two Port terminals in Spain, Terminal de Contenedores de Barcelona (TCB) and Terminal de Contenedores de Algeciras, S.A. (TCA) ordered altogether four Post Panamax Ship-to-Shore (STS) Container Cranes of the new BoxHunter design.

Georgia Port Authority Savannah, USA, ordered two Super Post Panamax Ship-to-Shore container cranes.

Maryland Port Administration, Baltimore, USA, ordered six Konecranes Rubber Tyred Gantry Cranes (RTG) and reserved an option to buy up to 12 additional identical cranes during the next two years.

The Port of Copenhagen, Denmark ordered one ship-to-shore container crane.

Japanese Oshima Shipbuilding Co. Ltd. ordered eight Konecranes-Munckloader cranes (Shipboard Gantry Cranes) to be installed onboard vessels ordered by Singaporean shipowner Masterbulk Ptd. Ltd.

The harbours in Le Havre in France and Koper in Slovenia both ordered one high capacity grab type unloader.

The Port of Aarhus, Denmark and the Port of Kotka in Finland both exercised their options for an additional new ship-to-shore container crane.

## FUTURE PROSPECTS

In spite of a good start, 2001 markets soon turned into a recessive mode. It now appears that although the total market picture for 2002 still remains clouded, there is optimism for KCI Konecranes.

A number of positive developments compensate for the effects of a depressed market: The Group is gaining market share, the Group has constantly trimmed its cost base for increased efficiency, and the Group has a thoroughly modern and competitive product range.

In particular: Maintenance Services stable growth continues in spite of low markets. In Standard Lifting Equipment the new product range captures market share. In Special Cranes, new orders flow returned during the second half of the year 2001 and its order backlog now supports a full load for the whole year. New Special Cranes' products are set to boost orders further.

The Group expects operational efficiency improvements to continue in all business areas. On the total, the Group expects further improvements in profitability.

Helsinki, 13 February, 2002

Board of Directors

## FORMAL STATEMENT

Certain statements in this report are forward looking and are based on management's expectation at the time they are made. Therefore they involve risks and uncertainties and are subject to change due to changes in general economic or industry conditions.

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	<b>2001</b>	<b>% of 2001</b>	<b>2000</b>	<b>% of 2000</b>
	<b>MEUR</b>	<b>total</b>	<b>MEUR</b>	<b>total</b>
Maintenance Services	<b>307.2<sup>1)</sup></b>	41	300.9 <sup>1)</sup>	36
Standard Lifting				
Equipment	<b>229.2</b>	31	256.9	30
Special Cranes	<b>209.6</b>	28	284.4	34
./. Internal	<b><u>-66.9</u></b>		<b><u>-77.8</u></b>	
<b>Total</b>	<b>679.1<sup>1)</sup></b>	100	<b>764.4<sup>1)</sup></b>	100

1) Excl. Service Contract Base

**Order Book<sup>2)</sup>**

	<b>2001</b>	<b>2000</b>
	<b>MEUR</b>	<b>MEUR</b>
<b>Total</b>	<b>279.7</b>	<b>308.8</b>

2) Percentage of completion deducted

**Sales by Business Area**

	<b>2001</b>	<b>% of 2001</b>	<b>2000</b>	<b>% of 2000</b>
	<b>MEUR</b>	<b>total</b>	<b>MEUR</b>	<b>total</b>
Maintenance Services	<b>365.2</b>	44	342.0	44
Standard Lifting				
Equipment	<b>244.9</b>	29	253.4	32
Special Cranes	<b>227.3</b>	27	189.6	24
./. Internal	<b><u>-81.1</u></b>		<b><u>-82.0</u></b>	
<b>Total</b>	<b>756.3</b>	100	<b>703.0</b>	100

**Operating Income by Business Area (MEUR)**

	<b>2001</b>	<b>% of 2001</b>	<b>2000</b>	<b>% of 2000</b>
	<b>Operating</b>	<b>total sales</b>	<b>Operating</b>	<b>total sales</b>
	<b>Income</b>		<b>Income</b>	
Maintenance Services	<b>24.1</b>	<b>6.6</b>	21.3	6.2
Standard Lifting				
Equipment	<b>29.2</b>	<b>11.9</b>	22.5	8.9
Special Cranes	<b>17.1</b>	<b>7.5</b>	13.8	7.3
Group costs	<b>-11.9</b>		-14.4	
Consolidation items	<b><u>-3.2</u></b>		<b><u>-3.6</u></b>	
<b>Total</b>	<b>55.3</b>		<b>39.6</b>	



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### Sales by Market

	<b>2001</b>	% of	2000	% of 2000
	<b>MEUR</b>	2001 total	MEUR	total
Nordic and Central Europe	<b>183.4</b>	24	156.6	22
EU (excl. Nordic)	<b>213.6</b>	28	200.9	29
Americas	<b>277.4</b>	37	284.4	40
Asia-Pacific	<b><u>81.9</u></b>	<u>11</u>	<u>61.1</u>	<u>9</u>
<b>Total</b>	<b>756.3</b>	100	703.0	100

### Personnel by Business Area (at the End of the Period)

	<b>2001</b>	% of 2001	2000	% of 2000
		total		total
Maintenance Services	<b>2,481</b>	56	2,501	56
Standard Lifting Equipment	<b>1,109</b>	25	1,178	26
Special Cranes	<b>705</b>	16	673	15
Group Staff	<b><u>106</u></b>	<u>3</u>	<u>111</u>	<u>3</u>
<b>Total Company</b>	<b>4,401</b>	100	4,463	100



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## CONSOLIDATED STATEMENT OF INCOME

	<b>2001</b>	2000
	<b>MEUR</b>	MEUR
Sales	<b>756.3</b>	703.0
Other operating income <sup>1)</sup>	<b>12.2</b>	14.0
Share of result of participating interest undertakings	<b>-0.3</b>	-0.1
Depreciation and reduction in value	<b>-16.0</b>	-16.0
Other operating expenses <sup>2)</sup>	<b><u>-697.0</u></b>	<u>-661.3</u>
Operating profit	<b>55.3</b>	39.6
Financial income and expenses <sup>3)</sup>	<b><u>-2.8</u></b>	<u>-5.6</u>
Income before taxes	<b>52.4</b>	34.0
Taxes	<b><u>-17.1</u></b>	<u>-10.6</u>
Net income	<b>35.3</b>	23.4

1) Includes 9.9 MEUR (10.8 MEUR in 2000) profit from the sale of shares in Vacon Oyj.

2) Includes 6.9 MEUR (8.8 MEUR in 2000) one-time restructuring costs and charges.

3) Financial income and expenses

	<b>2001</b>	2000
	<b>MEUR</b>	MEUR
Dividend income	<b>0.3</b>	0.2
Interest income from current assets	<b>2.7</b>	2.2
Other financial income	<b>0.7</b>	0.7
Interest expenses	<b>-6.1</b>	-8.3
Other financial expenses	<b>-0.5</b>	-0.4
<b>Total</b>	<b>-2.8</b>	-5.6

### Investments

	<b>2001</b>	2000
	<b>MEUR</b>	MEUR
<b>Total (excl. Acquisitions)</b>	<b>11.3</b>	14.7

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<b>CONSOLIDATED BALANCE SHEET</b>		
ASSETS	<b>31.12.2001</b>	31.12.2000
<b>Non-current assets</b>	<b>MEUR</b>	MEUR
<b>INTANGIBLE ASSETS</b>		
Intangible rights	3.7	3.4
Goodwill	18.9	20.4
Group goodwill	6.6	8.7
Advance payments	3.7	0.5
	<b>32.9</b>	33.1
<b>TANGIBLE ASSETS</b>		
Land	4.1	4.0
Buildings	21.7	23.6
Machinery and equipment	29.1	28.6
Advance payments and construction in progress	1.8	2.3
	<b>56.7</b>	58.5
<b>INVESTMENTS</b>		
Participating interests	1.2	1.5
Other shares and similar rights of ownership	0.7	5.0
Own shares	7.5	7.5
	<b>9.4</b>	14.0
<b>Current assets</b>		
<b>INVENTORIES</b>		
Raw materials and semi-manufactured goods	39.7	42.0
Work in progress	48.1	47.2
Advance payments	3.0	3.8
	<b>90.8</b>	93.0
<b>LONG-TERM RECEIVABLES</b>		
Loans receivable	0.6	0.0
Other receivables	0.3	0.6
Deferred assets	0.1	0.2
	<b>1.1</b>	0.8
<b>SHORT-TERM RECEIVABLES</b>		
Accounts receivable	138.5	152.2
Amounts owed by participating interest undertakings	2.6	2.5
Loans receivable	0.1	0.1
Other receivables	21.6	21.2
Deferred tax assets	4.9	4.3
Deferred assets	80.6	59.2
	<b>248.3</b>	239.5
CASH IN HAND AND AT BANKS	16.8	11.2
<b>Total current assets</b>	<b>356.9</b>	344.4
<b>TOTAL ASSETS</b>	<b>455.9</b>	450.0

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SHAREHOLDERS' EQUITY AND LIABILITIES	31.12.2001 MEUR	31.12.2000 MEUR
<b>Equity</b>		
Share capital	30.0	30.0
Share premium account	20.5	20.5
Reserve for own shares	7.5	7.5
Equity share of untaxed reserves	3.3	3.9
Translation difference	-3.6	-3.8
Retained earnings	87.2	73.9
Net income for the period	35.3	23.4
	<b>180.2</b>	155.3
<b>Minority share</b>	0.1	0.1
<b>Provisions</b>	12.9	15.5
<b>Liabilities</b>		
<b>LONG-TERM DEBT</b>		
Bonds	25.0	25.0
Loans from credit institutions	25.0	10.4
Pension loans	2.5	3.0
Bond with warrants	0.1	0.1
Other loans	0.6	2.7
Deferred tax liability	2.8	2.3
	<b>56.0</b>	43.4
<b>CURRENT LIABILITIES</b>		
Loans from credit institutions	0.4	43.0
Pension loans	0.5	0.5
Advance payments received	31.4	29.7
Accounts payable	58.4	55.3
Amounts owed to participating interest undertakings	0.1	0.1
Other short-term liabilities	29.9	27.6
Accruals	85.9	79.6
	<b>206.7</b>	235.7
<b>Total liabilities</b>	<b>262.7</b>	279.1
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>455.9</b>	450.0
<b>Interest-bearing debts</b>	<b>67.5</b>	96.5



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### Contingent Liabilities and Pledged Assets (MEUR)

	2001	2000
<b>CONTINGENT LIABILITIES</b>		
For own debts		
Mortgages on land and buildings	5.9	10.0
For own commercial obligations		
Pledged assets	0.8	0.6
Guarantees	143.7	125.1
For associated company's debt		
Guarantees	0.7	0.7
For others		
Guarantees	0.2	0.2
<b>OTHER CONTINGENT AND FINANCIAL LIABILITIES</b>		
Leasing liabilities		
Next year	8.6	9.1
Later on	9.4	7.8
Other liabilities	2.2	0.5
<b>Total</b>	<b>171.6</b>	<b>154.0</b>

Leasing contracts follow the normal practices in corresponding countries.

#### Total by Category

Mortgages on land and buildings	5.9	10.0
Pledged assets	0.8	0.6
Guarantees	144.6	126.1
Other liabilities	20.3	17.3
<b>Total</b>	<b>171.6</b>	<b>154.0</b>

### Notional Amounts of Derivative Financial Instruments (MEUR)

	2001	2000
Foreign exchange forward contracts	582.7	486.2
Interest rate swap	25.0	25.0
<b>Total</b>	<b>607.7</b>	<b>511.2</b>

Derivatives are used for currency and interest rate hedging only. The notional amounts do not represent amounts exchanged by the parties and are thus not a measure of the exposure. A clear majority of the transactions relate to closed positions, and these contracts set off each other. The hedged orderbook and equity represent approximately one half of the total notional amounts.



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<b>CONSOLIDATED CASHFLOW</b>	<b>2001</b>	<b>2000</b>
	<b>MEUR</b>	<b>MEUR</b>
<b>Operating income <sup>1)</sup></b>	<b>45.4</b>	28.0
Depreciation	<b>16.0</b>	16.0
Financial income and expenses	<b>-4.7</b>	-8.2
Taxes	<b>-16.7</b>	<u>-12.6</u>
<b>Free cashflow</b>	<b>40.0</b>	23.2
Increase in current assets	<b>-5.2</b>	-56.5
Increase (-), decrease (+) in inventories	<b>3.6</b>	-12.4
Increase (+), decrease (-) in current liabilities	<b>4.6</b>	<u>41.5</u>
<b>Cashflow from operations</b>	<b>43.0</b>	-4.2
Capital expenditure and advance payments to machines	<b>-9.3</b>	-11.2
Capital expenditure and advance payments to intangible and financial assets	<b>-4.5</b>	-5.1
Fixed assets of acquired companies	<b>-0.8</b>	-22.7
Purchase of own shares	<b>0.0</b>	0.0
Disposals of fixed assets	<b>15.7</b>	<u>15.9</u>
<b>Investments total</b>	<b>1.1</b>	-23.1
<b>Cashflow before financing</b>	<b>44.1</b>	-27.3
Change of long-term debt		
Increase (+), decrease (-)	<b>12.1</b>	-9.3
Change of short-term interest-bearing debt		
Increase (+), decrease (-)	<b>-40.5</b>	48.5
Dividend paid	<b>-10.4</b>	<u>-10.4</u>
<b>External financing</b>	<b>-38.8</b>	28.8
Correction items <sup>2)</sup>	<b>0.3</b>	-0.3
<b>Net financing</b>	<b>5.6</b>	1.2
Cash in hand and at banks at 1.1.	<b>11.2</b>	10.0
Cash in hand and at banks at 31.12	<b>16.8</b>	11.2
<b>Change in cash</b>	<b>5.6</b>	1.2

1) Operating income after depreciation has been corrected by the result of associated companies and the profit / loss of disposal of assets.

2) Translation difference in cash in hand and at banks.



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## KCI KONECRANES GROUP 1997-2001

<b>Business development</b>		<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>	<b>1997</b>
Order intake	MEUR	679.1	764.4	538.7	542.8	526.8
Order book	MEUR	279.7	308.8	178.4	194.8	217.5
Net sales	MEUR	756.3	703.0	591.5	597.0	517.3
of which outside Finland	MEUR	679.2	644.2	538.3	542.3	461.5
Export from Finland	MEUR	263.5	217.8	180.7	213.0	167.9
Personnel on average		4,434	4,244	4,050	3,968	3,720
Capital expenditure	MEUR	11.3	14.7	12.9	15.1	16.6
as a percentage of net sales	%	1.5	2.1	2.2	2.5	3.2
Research and development costs	MEUR	7.7	6.9	7.8	7.2	7.1
as % of Standard Lifting Equipment 1)	%	3.1	2.7	3.6	3.5	3.7
as % of Group net sales	%	1.0	1.0	1.3	1.2	1.4

### Profitability

Net sales	MEUR	756.3	703.0	591.5	597.0	517.3
Income from operations ( before goodwill amortization)	MEUR	59.4	43.7	34.8	44.5	39.8
as percentage of net sales	%	7.9	6.2	5.9	7.5	7.7
Operating income	MEUR	55.3	39.6	32.1	42.6	39.0
as percentage of net sales	%	7.3	5.6	5.4	7.1	7.5
Income before extraordinary items	MEUR	52.4	34.0	30.2	43.3	39.4
as percentage of net sales	%	6.9	4.8	5.1	7.2	7.6
Income before taxes	MEUR	52.4	34.0	30.2	43.3	39.4
as percentage of net sales	%	6.9	4.8	5.1	7.2	7.6
Net income	MEUR	35.3	23.4	21.8	31.4	27.9
as percentage of net sales	%	4.7	3.3	3.7	5.3	5.4

### Key figures and balance sheet

Shareholders' equity	MEUR	180.2	155.3	143.7	131.2	112.6
Balance Sheet	MEUR	455.9	450.0	352.3	308.3	290.7
Return on equity	%	22.0	16.4	16.3	25.7	27.2
Return on capital employed	%	24.3	19.4	21.7	32.6	36.2
Current ratio		1.6	1.4	1.7	1.3	1.3
Solidity	%	41.4	35.8	42.2	47.0	43.9
Gearing	%	28.9	57.7	35.8	7.2	1.3

### Shares in figures

Earnings per share	EUR	2.40	1.59	1.48	2.09	1.86
Equity per share	EUR	11.75	10.06	9.27	8.75	7.50
Cashflow per share	EUR	2.93	-0.29	-0.33	2.36	2.21
Dividend per share	EUR	0.90*	0.71	0.71	0.71	0.63
Dividend/earnings	%	37.5	44.7	48.0	34.2	33.9
Effective dividend yield	%	3.2	2.6	1.9	1.8	2.1
Price/earnings		11.9	17.0	25.8	18.5	16.3
Trading low / high	EUR	25.00/38.46	25.10/39.90	23.05 / 38.30	26.07 / 53.48	23.88 / 39.52
Average share price	EUR	31.72	32.67	30.24	37.50	33.00



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Year-end market capitalization	MEUR	427.5	405.0	572.7	580.2	454.1
Number traded	(1000)	8,581	7,379	13,198	8,039	5,992
Stock turnover	%	57.2	49.2	88.0	53.6	39.9

\* The Board's proposal to the AGM

1) R&D serves mainly Standard Lifting Equipment

## CALCULATION OF KEY FIGURES

Return on equity:	$\frac{\text{Income before extraordinary items - taxes}}{\text{Equity - own shares (average during the period)}} * 100$
Return on capital employed:	$\frac{\text{Income before taxes + interest paid + other financing cost}}{\text{Total amount of equity and liabilities - non-interest bearing debts - own shares (average during the period)}} * 100$
Current ratio:	$\frac{\text{Current assets}}{\text{Current liabilities}}$
Solidity:	$\frac{\text{Shareholders' equity - own shares}}{\text{Total amount of equity and liabilities - advance payment received - own shares}} * 100$
Gearing:	$\frac{\text{Interest-bearing liabilities - liquid assets - loans receivable}}{\text{Shareholders equity + minority share - own shares}} * 100$
Earnings per share:	$\frac{\text{Net income +/- extraordinary items}}{\text{Number of shares - number of own shares}}$
Equity per share:	$\frac{\text{Shareholders' equity in balance sheet - own shares}}{\text{Number of shares - number of own shares}}$
Cash flow per share:	$\frac{\text{Cashflow from operations}}{\text{Number of shares - number of own shares}}$
Effective dividend yield:	$\frac{\text{Dividend per share}}{\text{Share price at the end of financial year}} * 100$
Price per earnings:	$\frac{\text{Share price at the end of financial year}}{\text{Earnings per share}}$
Year -end market capitalization:	Number of shares multiplied by the share price at the end of year
Average number of personnel:	Calculated as average of number of personnel in quarters

### **Note!**

*The numbers are rounded to nearest EUR 0,1 million. The key figures are calculated from exact data.*



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### Dividend Proposal

The Board of Directors proposes to the AGM that a dividend of EUR 0.90 per share will be paid for the fiscal year 2001. The dividend will be paid to persons, who are entered as shareholders in the share register on the record date March 12, 2001. Dividend payment day is March 19, 2001

### Teleconference

An international teleconference will be arranged today on 13 February 2002 at 4.00 p.m. Finnish time (2.00 p.m. London time). The dial-in number is +44-(0) 20 8401 1043. (Please call in at 3.50 p.m.) The graphics of the presentation are attached to the report on the Internet. A reply of the teleconference will be available for two working days at +44-(0) 20 8288 4459, code 637482.

### Internet

This report is also available on the Internet at [www.kcigroup.com](http://www.kcigroup.com). An audio recording of Mr Gustavson's presentation at the teleconference will be available on the Internet (under Results 2000) later on February 13. to listen to the recording you will need a Java-enabled browser, Netscape Navigator 3.0+ or Microsoft Internet Explorer 3.0+ recommended. Optimal sound quality can be achieved by using version 4 or either Netscape or IE.

### Annual General Meeting

The Annual General Meeting 2002 will be held on 7 March, 2002 at 11.00 a.m. at Group headquarters (address: Koneenkatu 8, 05830 Hyvinkää, Finland). A press release on the decisions made at the AGM will be published upon conclusion of the meeting.

### Next report

Interim report 1<sup>st</sup> quarter, will be published on 7 May 2002 at 10.00 a.m. Finnish time (8.00 a.m. London time).

#### Further information

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### Graphics

A graphical presentation of this report is available on the Internet at [www.kcigroup.com](http://www.kcigroup.com).

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