

INDUSTRIAL CRANES
NUCLEAR CRANES
PORT CRANES
HEAVY-DUTY LIFT TRUCKS
SERVICE
MACHINE TOOL SERVICE

KONECRANES®
Lifting Businesses™

YOUR PARTNER IN LIFTING



AIMING BEYOND YOUR EXPECTATIONS

NOT JUST LIFTING THINGS, BUT ENTIRE BUSINESSES

Konecranes is an industry-leading group of lifting businesses that offers a complete range of advanced lifting solutions to many different industries worldwide. Regardless of your lifting needs, Konecranes will provide you with lifting equipment and services that increase the productivity and value of your business.

A LONG HISTORY IN LIFTING BUSINESSES

For over 80 years, we have been dedicated to improving the efficiency and performance of businesses in all types of industry. And we have done this by continuously providing products and services people can trust. When you choose Konecranes, you acquire a unique source of global experience and knowledge combined with local know-how to empower your lifting solution and increase your productivity.

WE ARE HERE FOR THE LONG RUN

Today we are probably the world's only single-source supplier of experienced and intelligent lifting solutions on both a local and global scale. Our aim is to become your long-term partner helping to develop your business by providing the right lifting solutions and services at every step of your growth.

The soul of our very existence is to lift your business.



**NOT JUST LIFTING
THINGS, BUT ENTIRE
BUSINESSES**







THOUSANDS OF PEOPLE HUNDREDS OF LOCATIONS

OUR PEOPLE MAKE THE DIFFERENCE

Our people are the face of our business. We strive to make every encounter with a Konecranes employee a positive one. With operations in almost 50 countries, Konecranes has the manpower and resources to help you run your material handling operations as efficiently as possible. We have technicians permanently on-site in many different industries, and our close relationships with our customers mean that wherever we implement solutions, that's our home.

A DEDICATED GLOBAL COMPANY

Konecranes lifting solutions and customer services keep businesses running around the globe. Our worldwide presence means you receive local know-how acquired on a global scale. This allows us to continuously meet your high-end demands for increased uptime, reliability, safety, performance and cutting-edge technology while reducing the overall lifetime costs, whatever your field of business.

**YOU CAN NEVER
OVERESTIMATE
THE NEED FOR
UNDERSTANDING**





A DEEPER UNDERSTANDING

At Konecranes, we understand that we are part of your processes and what you invest in is not only a piece of equipment or service; you look for a solution you can depend on. We are driven to constantly evolve and raise the level of our solutions to stay ahead of your needs.

KNOWLEDGE FROM MILLIONS OF PROJECTS

When you work with Konecranes, you access knowledge pooled from millions of projects. Our global network has provided us with a valuable source of unique experience and knowledge. All this is passed on to you when you partner with us for your lifting solutions.

A COMBINATION THAT IS HARD TO BEAT

By applying this extensive knowledge, combined with our never-let-a-customer-down attitude, we develop innovative and integrated solutions that dramatically reduce downtime and help increase the productivity of uptime. This has established Konecranes as the world leader in providing lifting solutions and maintenance services; a position we intend to maintain for many decades to come.

A VALUABLE IDEA

WHAT IS HIGHEST LIFECYCLE VALUE?

Most of the companies in today's lifting industry are focused on minimizing downtime. Which is a good thing. However, we continuously strive to go further. That's why we focus on maximizing the productivity of uptime as well. By increasing productivity, and minimizing the cost of downtime, we can deliver the highest lifecycle value of a lifting solution, and the lowest lifecycle cost – depending on the priority lifting has in your processes.

HOW DO WE ACHIEVE THIS?

Focusing on things like the right product specification, and delivering an optimal service and maintenance program for a specific industrial process, we increase the flow of your business and maximize the productivity of your uptime.

By applying our unique knowledge, innovative technology and our responsive service attitude, we deliver the highest lifecycle value, and power the productivity of your whole value chain.

OUR CUSTOMERS

We understand that our strong quality and productivity orientation is something our customers appreciate. And providing long-term cost efficiency is a major priority for us. On these pages, we've outlined the different ways we can help you achieve the highest lifecycle value. Find your industry, and we'll help you find the solution.

PULP & PAPER

Konecranes operates globally in the pulp & paper industry. Innovative paper handling solutions integrate the efficient load handling with the process. Operator teachable load positioning features increase safety and reduce the work cycle times. Energy feedback to grid reduces energy consumption considerably.

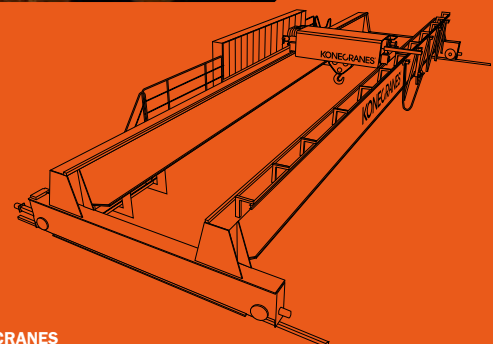
STEEL

Backed by extensive experience and process knowledge, Konecranes focuses on combining our intelligent lifting solutions with advanced and proven technology packages. Maintenance management systems supported by our 24/7 Global Technical Support help to ensure the highest availability and the lowest lifecycle cost.



OUR OFFERING

Konecranes is your single-source partner offering a complete range of products and services to improve every part of your business that involves lifting. Whatever your lifting need – cranes, lift trucks, maintenance services – Konecranes will exceed your expectations and provide lasting value.



PROCESS CRANES

Our process cranes are purpose-built for your heavy process use and demanding service applications up to 1,000 ton. Typically they are used in industries like steel, pulp & paper, power and energy from waste.

PORTS

We have industry-leading expertise in container handling, shipyard and bulk lifting equipment and services. The world's leading container terminal operators, ship-builders and bulk terminal operators turn to us for innovative technology that maximizes the productivity of their operations over the long term.



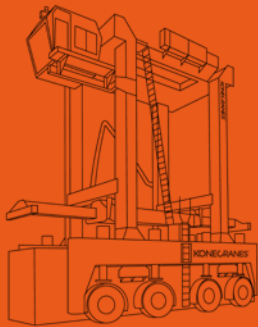
AUTOMOTIVE

Konecranes serves as a flexible one-stop-shop for different load handling needs and service for the automotive industry. As a single-source provider of various lifting equipment, Konecranes offers practical Smart Solutions for the real process needs with safety, reliability, availability and support.



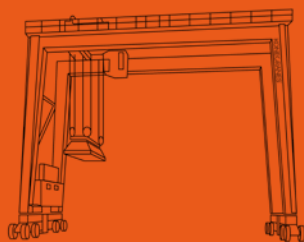
GENERAL MANUFACTURING

Regardless of your lifting needs, we have a solution for you. Our comprehensive design maximizes your factory floor space. A quick and precise load position with an advanced control system provides superior safety and prevents material and human accidents.



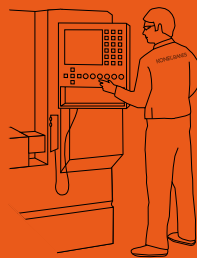
STRADDLE CARRIERS

Used as the primary means of moving containers at many small to medium-sized terminals. An important part of the container handling chain in many large container terminals.



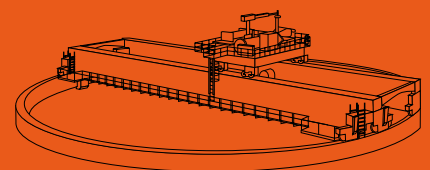
CONTAINER YARD CRANES

Include RTG and RMG cranes used to stack containers in the yards of large container ports and intermodal terminals.



MACHINE TOOL SERVICE

Provides service and maintenance for all makes of machine tools in the general manufacturing industry.



NUCLEAR CRANES

We are a one-stop-shop for all nuclear lifting equipment and service needs. We offer every piece of lifting equipment, modernization and service used in the nuclear industry and have over 45 years of experience with an excellent balance of global technical know-how and a local customer focus.

NUCLEAR

We are your sole-source solution provider for all nuclear material handling equipment, services and equipment modernization needs. We have almost a half century of nuclear experience supplying cranes, hoist and complex material handling equipment to nuclear facilities.



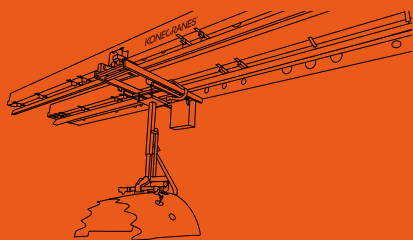
POWER

We offer a wide variety of products for the different needs of the power industry. Accurate positioning and reliability gives you peace of mind when lifting valuable and heavy generators. Modular solutions for automated energy from waste and biomass applications are optimized for getting best out of your processes.



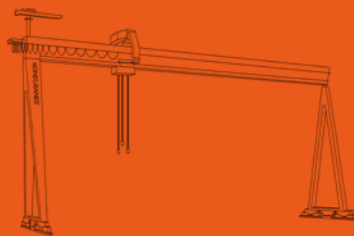
MINING

Konecranes global network and wide product range enables us to offer modern and effective lifting solutions for the mining industry. Long lifting heights (up to 1 kilometer) with accurate hook movements provide you with safe lifts in harsh environments.



LOAD MANIPULATORS

Load manipulators are designed for fast and challenging material handling applications and can handle loads up to 2,000 kg. They are typically used in the automotive, general manufacturing, aviation and solar energy industries.



GOLIATH SHIPYARD CRANES

Can span over 150 m. Used for ship section assembly in the ship-building process.



SHIP-TO-SHORE CRANES

Are used for loading and unloading containers from ship to quay.

INDUSTRIAL CRANES

Industrial cranes are standardized up to 80 ton typically for applications e.g. in general manufacturing, steel warehousing and automotive industries. Cranes can also be engineered to meet the various demanding requirements.



INTERMODAL & RAIL

Our hands-on approach to intermodal terminals and rail solutions combined with our high-quality innovations has made us the leading expert in this industry. We leverage our deep experience to provide you with easy-to-use solutions for a smoother operation.

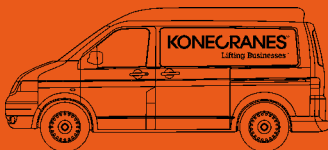
OIL & GAS

We provide you with high-quality and efficient solutions that you can rely on. This comes from the extensive knowledge we've gathered by being the lifting expert in the oil & gas industry. We have a proactive approach that adapts to your needs and helps your operations run safely and smoothly.



SERVICE AND MODERNIZATION

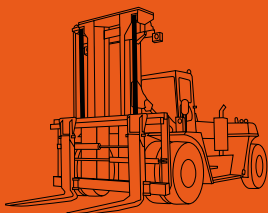
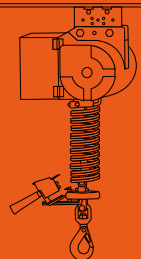
Activities are aimed at maximizing the availability of the equipment, while minimizing the ownership costs.



WORKSTATION LIFTING SYSTEMS

We improve your processes by moving loads ergonomically and safely with our standardized workstation cranes up to 2 ton. Product offering includes e.g. airbalancers, chain hoists, jib cranes and hollow profile cranes. Typical applications are in workshops, general manufacturing and automotive industries.

KONECRANES



FORK LIFT TRUCKS

Heavy-duty fork lift trucks with lifting capacities from 10 to 60 tons, that are used in ports and terminals, in general manufacturing and in process industries.



REACH STACKERS

Used to stack, handle and transport containers. Loading and unloading trucks, trains and barges in ports, intermodal terminals and heavy industrial depots. Lifting capacities ranging from 10 to 45 tons.



MAXIMIZING
THE PRODUCTIVITY
OF UPTIME

KONECRANES[®]
Lifting Solutions
HIGHEST LIFECYCLE VALUE

MINIMIZING
THE COST OF
DOWNTIME

CUSTOMER VALUE SPREAD

INDUSTRY
SHAPER
PRICES

GENERAL
INDUSTRY
PRICES



WHAT WE CARE ABOUT

Innovative technology has always been the heart of our business, and we continuously strive to increase the performance and raise the quality, functionality and safety of our solutions. We are constantly raising industry standards and driving new technologies and innovations.

OUR DESIGN PHILOSOPHY

We are innovative not only in terms of functionality, but also in design. We develop our products to be as clear and intelligent as possible. The easier a product is to use, the safer it is to use in the long run. User-friendliness leads to better productivity and business flow.

GREAT IDEAS COME FROM YOU

Our core inspiration comes from long-term customer relationships based on communication, honesty and trust. By listening to and understanding your needs, we can develop solutions that dramatically improve the efficiency of your business.



INNOVATION



IMPROVEMENT

FROM INFORMATION TO VALUE

Service will often be an important part of an innovative Konecranes solution. By drawing upon our knowledge gained from many thousands of service contacts, we can create effective systems for transferring information and knowledge. Our integrated service technology allows us to increase a given product's top performance at a given moment – and across the product's entire lifecycle.

WE LEAVE LIGHT FOOTPRINTS

We take eco-efficiency very seriously. Through the efficient use of materials, recyclability, low fuel consumption and energy-efficient design, we can dramatically reduce the environmental impact of our products. For a long time, our products have been pioneers in our industry in terms of eco-efficiency. With more than 98% of the material in a typical Konecranes crane being recyclable, we are taking into account the environmental demands of today, and the future.



WHENEVER



SERVICING THE GLOBE

We understand that when you invest in a lifting solution, you expect excellent reliability. Therefore, service is a major part of our commitment to you. With a global network of maintenance professionals operating from more than 570 service depots around the world, we repair, inspect and maintain more cranes worldwide than any other company.

Today, we have the largest service organization in the lifting industry. We make over 1.6 million service visits annually, including equipment made by other manufacturers.

PROACTIVE SERVICE EQUALS INCREASED PRODUCTIVITY

The hands-on experience we gather from these contracts provide us with a unique knowledge base that is invaluable to our R&D and preventive maintenance programs. This allows us to know exactly which part of your equipment needs to be serviced and when. Proactive planning of downtime reduces its cost, and ensures that your operations run smoothly with the highest possible productivity, resulting in the highest lifecycle value.



CHOOSE YOUR SERVICE LEVEL

We have five different levels of service to accommodate your individual needs:

CONTACT

When you need a reliable service provider to work with on a needs basis. **Contact** provides expert services and solutions for your spare parts, repairs, inspection, emergency on-calls and modernization needs, while giving you the freedom to arrange and manage your maintenance activities independently.

CONDITION

If you are looking for a reliable service provider for your periodic and scheduled inspections. **Condition** brings you our industry-leading inspection services to guarantee the safety of your equipment. Our inspection reports give you a sound basis and exact information for the planning of other maintenance activities, including the need for repairs and other preventive maintenance actions to ensure the overall reliability of your operation.

CARE

When you prefer a service provider for maintaining and improving the condition of your equipment. **Care** relieves you of the responsibility for planning, arranging and managing inspections and preventive maintenance activities. We will provide you with that service as well as planned repairs based on recommendations given well in advance of the appearance of possible defects.

COMMITMENT

When you need a partner to maintain and improve the productivity and availability of your equipment. **Commitment** is a full scope maintenance solution, which provides you with a long-term development plan tied to your critical key performance indicators. We plan, arrange and execute a full range of activities, including inspections, preventive maintenance, spare parts, on-call service, personnel and site management as well as long-term planning.

COMPLETE

When you need a partner to provide material handling services and to assume responsibility for parts of your production. **Complete** is a solution where we take full responsibility for the equipment and personnel. It may also involve operational responsibility for specific parts of the production process.



HOW CAN WE LIFT YOUR BUSINESS?

We're in the business of building trust. This trust stems from an unwavering confidence in the safety, reliability and performance of our products and people. You tell us exactly how wide or how high you want your business to go, and we'll help you get there.

To find out how Konecranes can help lift your business, visit www.konecranes.com.

"Our cooperation with Konecranes has run very smoothly. The RTGs ordered are high-efficiency cranes with modern technology. With these new cranes we are looking to increase productivity at our port."

**Gene Smith,
Director of SSA Mexico**

"The new reach stackers and empty container handlers will definitely sustain our highest degree of customer service as we continue to provide high reliability and gear up for quicker and more efficient services for our clients. We also see the order as a great opportunity for TIPS and Konecranes to benefit as we grow together in this global environment."

**Captain Chatchawan Ghettalae,
General Manager, TIPS Co. Ltd**

"Vestas Towers has selected Konecranes America Inc. as the supplier of cranes to our new tower factory in Pueblo, Colorado, because we see their products as well-known and very reliable. Reliability is a key issue for Vestas."

**Thomas Sorensen,
Production Expert, Towers, Vestas Towers A/S**

"We were able to compare the price and quality of work during the process, and Konecranes did better. The company completed its tasks more meticulously, and information about machine-to-machine progress was more readily available to our foremen. These experiences spoke in favor of a service contract with Konecranes."

**Mika Vilén,
Director of Component Plants at Metso Automation**

"There are many reasons for working in such close cooperation with Konecranes, but the most important reasons are, absolute, certified and environmental quality, delivery reliability, total cost of ownership and being a global company with a local network for service, maintenance and spare parts."

**Fredrik Olson,
Purchasing Manager of Wärtsilä Power Plant**



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CRANES



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PORT
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HEAVY-DUTY
LIFT TRUCKS




SERVICE



MACHINE
TOOL
SERVICE



Konecranes is a world-leading group of Lifting Businesses™ offering lifting equipment and services that improve productivity in a wide variety of industries. The company is listed on NASDAQ OMX Helsinki Ltd (symbol: KCR1V). With over 10,000 employees at more than 570 locations in almost 50 countries we have the resources, technology and determination to deliver on the promise of Lifting Businesses™.

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