

COMPANY PRESENTATION

KONECRANES

OUR CORPORATE DRIVERS

Vision

- We know in real time how millions of lifting devices and machine tools perform. We use this knowledge around the clock to make our customers' operations safer and more productive.

Strategic cornerstones

- Differentiation through service and technology innovation
- Lifting people
- Global footprint
- Dual-channel strategy
- Global, demand-driven supply chain
- Real-time information

What we value most

- Trust in people
- Total service commitment
- Sustained profitability



OUR COMPANY IN NUMBERS

12,100
EMPLOYEES

626
LOCATIONS WORLDWIDE

ACTIVE IN ALMOST
50
COUNTRIES

EQUIPMENT IS
61%
OF TOTAL SALES

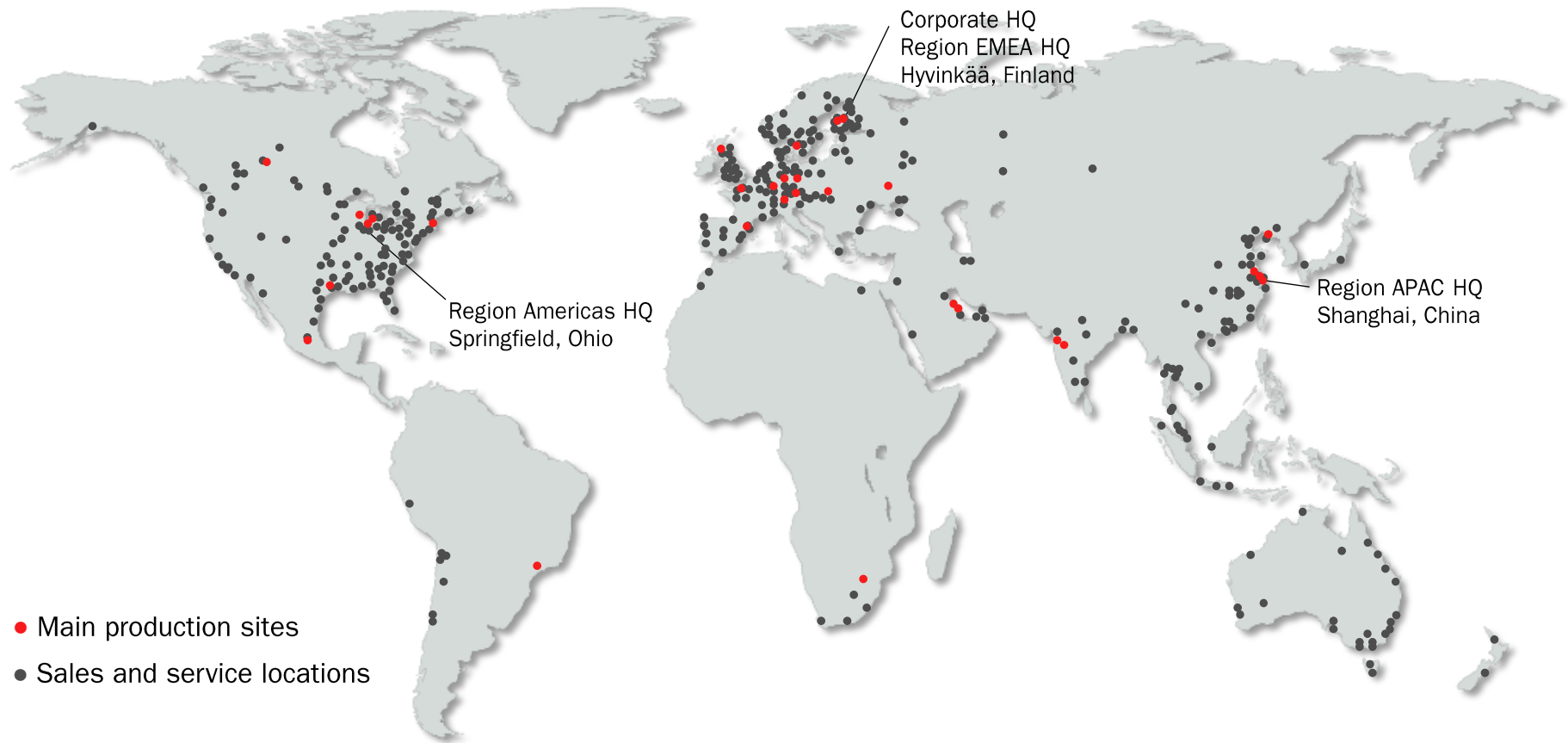
1,73
MILLION ANNUAL
SERVICE CALLS

SERVICE IS
39%
OF TOTAL SALES

MAINTENANCE CONTRACTS
COVERING MORE THAN
418,000
EQUIPMENT OF DIFFERENT
MAKES

€2,170
MILLION IN SALES
IN 2012

OUR COMPANY ON THE MAP



HUNDREDS OF LOCATIONS THOUSANDS OF PEOPLE



Our long-term relationships are built on trust in people and on keeping promises

We offer in-house technicians who are permanently on site in various industries

Our worldwide presence ensures that you receive global know-how on a local level

We strive for the same premium experience, regardless of where you are

OUR CUSTOMERS



PAPER



STEEL



PORTS



AUTOMOTIVE



**GENERAL
MANUFACTURING**



POWER



MINING



**INTERMODAL
& RAIL**



OIL & GAS

OUR PRODUCTS AND SERVICES



WORKSTATION
LIFTING SYSTEMS



INDUSTRIAL CRANES -
PRODUCTS



INDUSTRIAL CRANES -
SOLUTIONS



NUCLEAR CRANES



YARD CRANES



STRADDLE CARRIERS



SHIP-TO-SHORE
CRANES



GOLIATH
SHIPYARD CRANES



REACH STACKERS



FORKLIFT TRUCKS



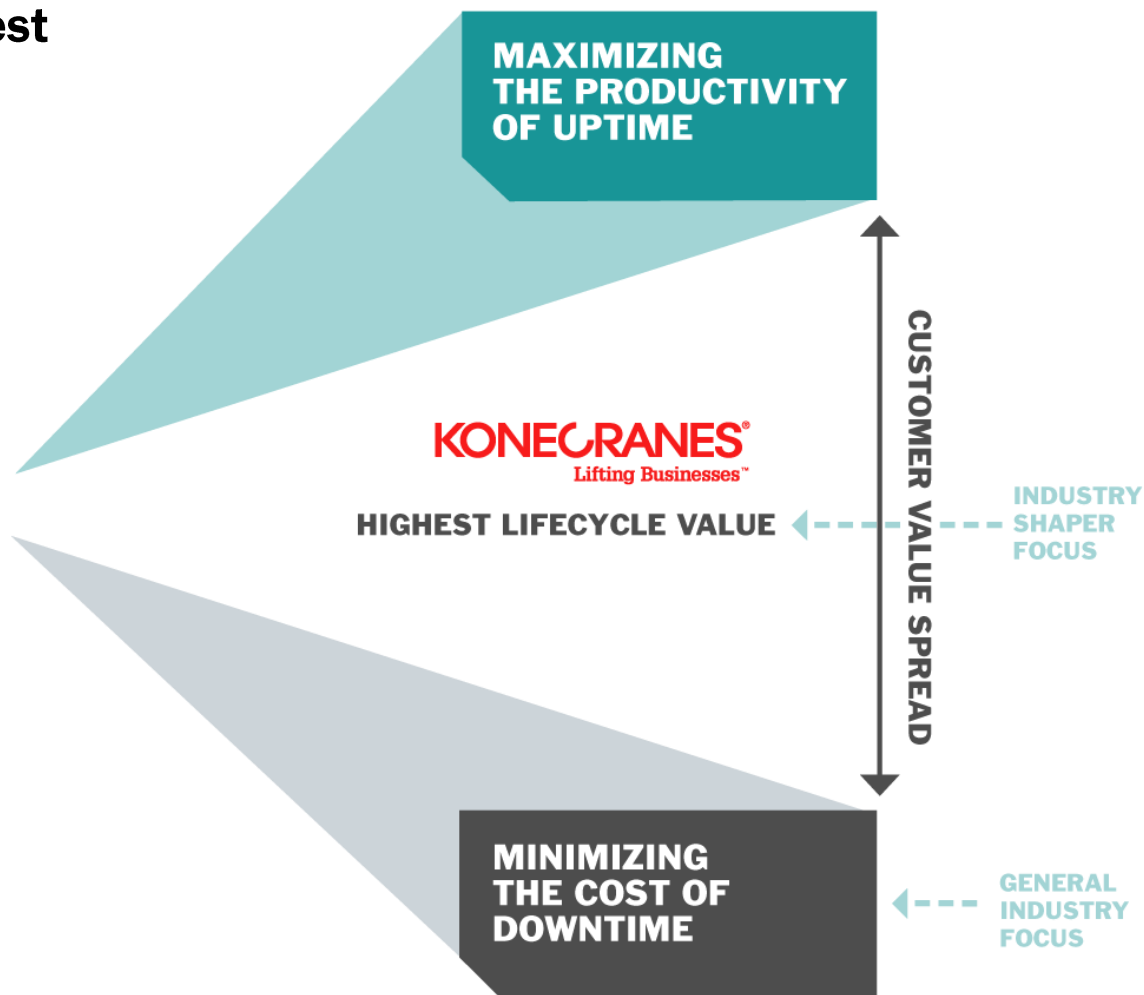
COMPREHENSIVE SERVICE



A VALUABLE IDEA

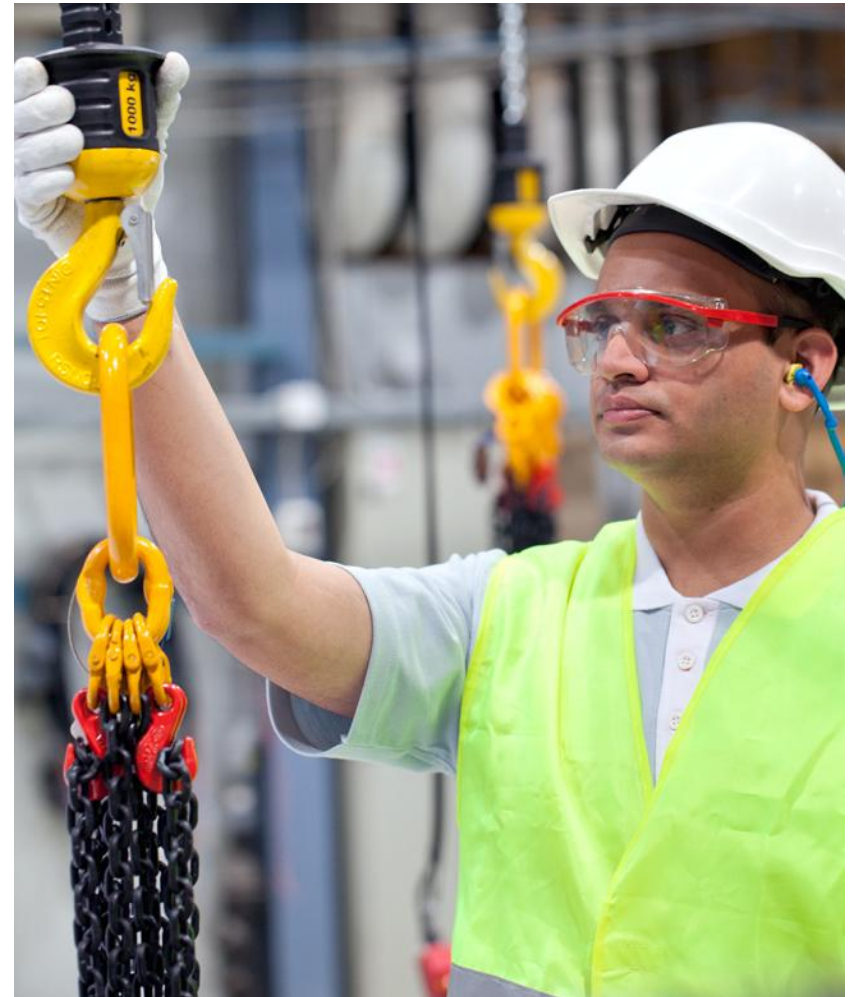
We deliver the highest
lifecycle value

Thus, we're
not just lifting
things, but entire
businesses



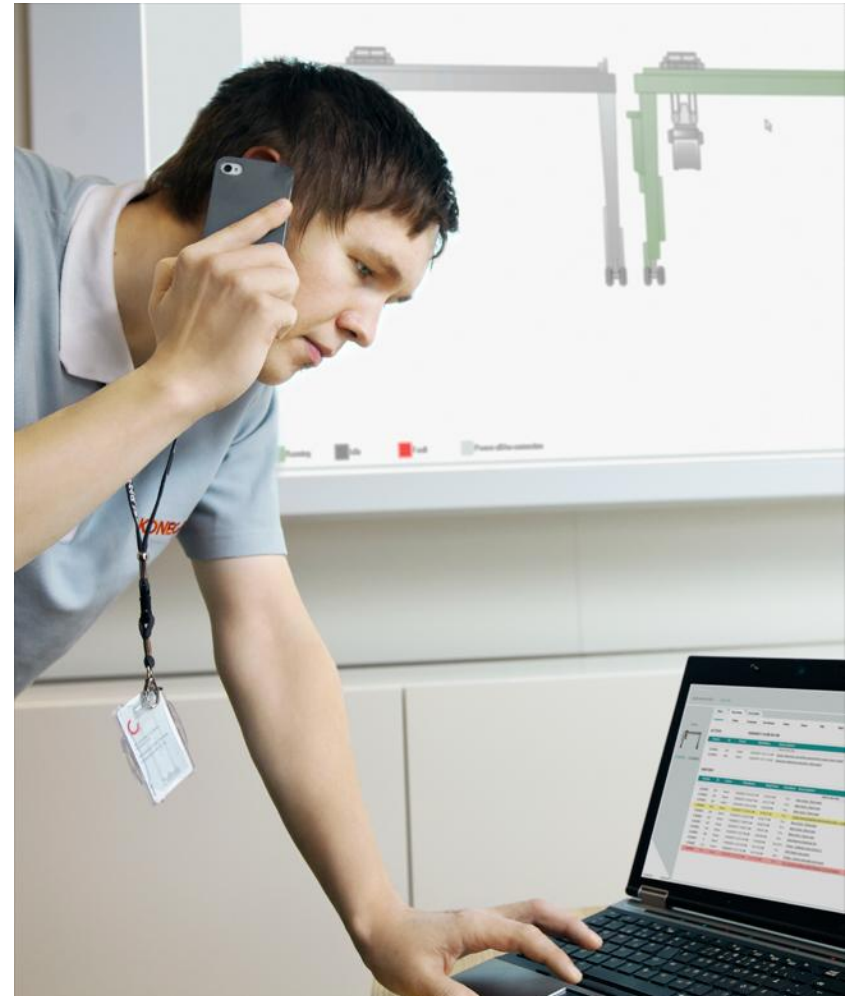
HOW DO WE ACHIEVE THE HIGHEST LIFECYCLE VALUE?

- Unique knowledge and innovative technology
- Calculate and determine the right crane specifications
- Responsive service attitude delivering an optimal maintenance program



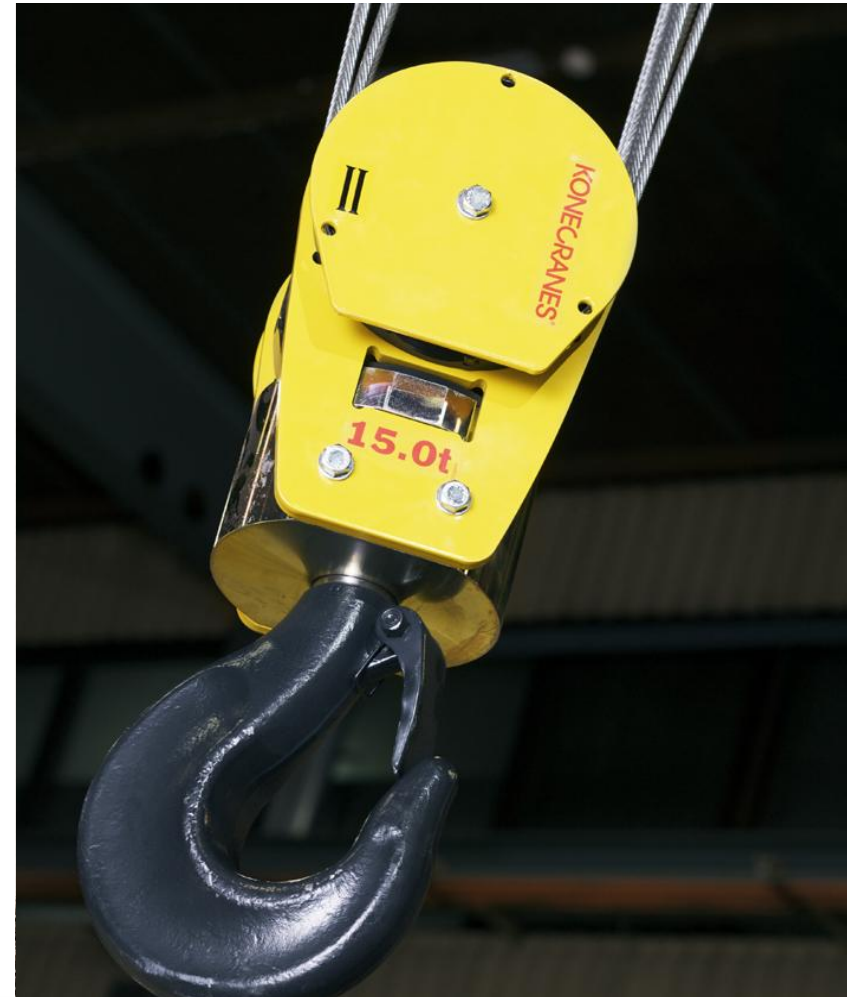
A DEEPER UNDERSTANDING

- Our global network provides us with knowledge and experience from millions of projects
- Our relationships provide an in-depth understanding of our customers' operations
- We are an integral part of our customers' processes, and by listening and understanding, we provide solutions they depend on



OUR FUTURE HAS A HISTORY

- Securing lifting in industrial processes since the 1930s
- Constantly shaping the lifting industry by striving to deliver cost-effective productivity gains
- Expanded by applying our entrepreneurial attitude through the acquisition of other companies
- Company growth from year to year strengthens our position as world's leader in lifting solutions



WE ARE HERE TO STAY

- We aim to be a long-term partner in developing your business
- As a publicly listed company, it is our responsibility that all aspects of our business experience annual growth
- We continually set the benchmark in the lifting industry



INSPIRATION

Constantly inspiring and raising industry standards and driving new technologies

INNOVATION

Innovative technology and service concepts have always been the essence of our business

IMPROVEMENT

We continuously strive to increase performance, quality, functionality and safety of our products

GREAT IDEAS COME FROM OUR CUSTOMERS



Our core inspiration relies on long-term relationships

Listening to and understanding our customers' needs sparks ideas

Solutions that improve the efficiency of our customers' businesses

OUR DESIGN PHILOSOPHY



Develop products that
are clear and intelligent

Easy-to-use products are
safer for users

User-friendliness leads to better
business flow and productivity

KONECRANES SERVICE

Specialized maintenance and modernization services for all types of industrial cranes, port equipment and machine tools.

Applied to a single piece of equipment or across your entire operation, improving the productivity and safety of industrial processes.



SERVICE programs BASED ON YOUR NEEDS

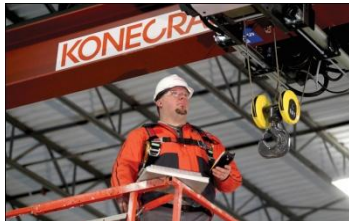
From first CONTACT, to our professional evaluation of the CONDITION of your equipment, to preventive maintenance and consultation services for optimal CARE, Konecranes will tailor a program to lift your business.

When a mutual COMMITMENT to performance-based maintenance or COMPLETE material handling outsourcing is required, Konecranes has the experience and resources to help you meet your business objectives.

CONTACT



CONDITION



CARE



COMMITMENT



COMPLETE



A variety of ways to construct the relationship between you and Konecranes.

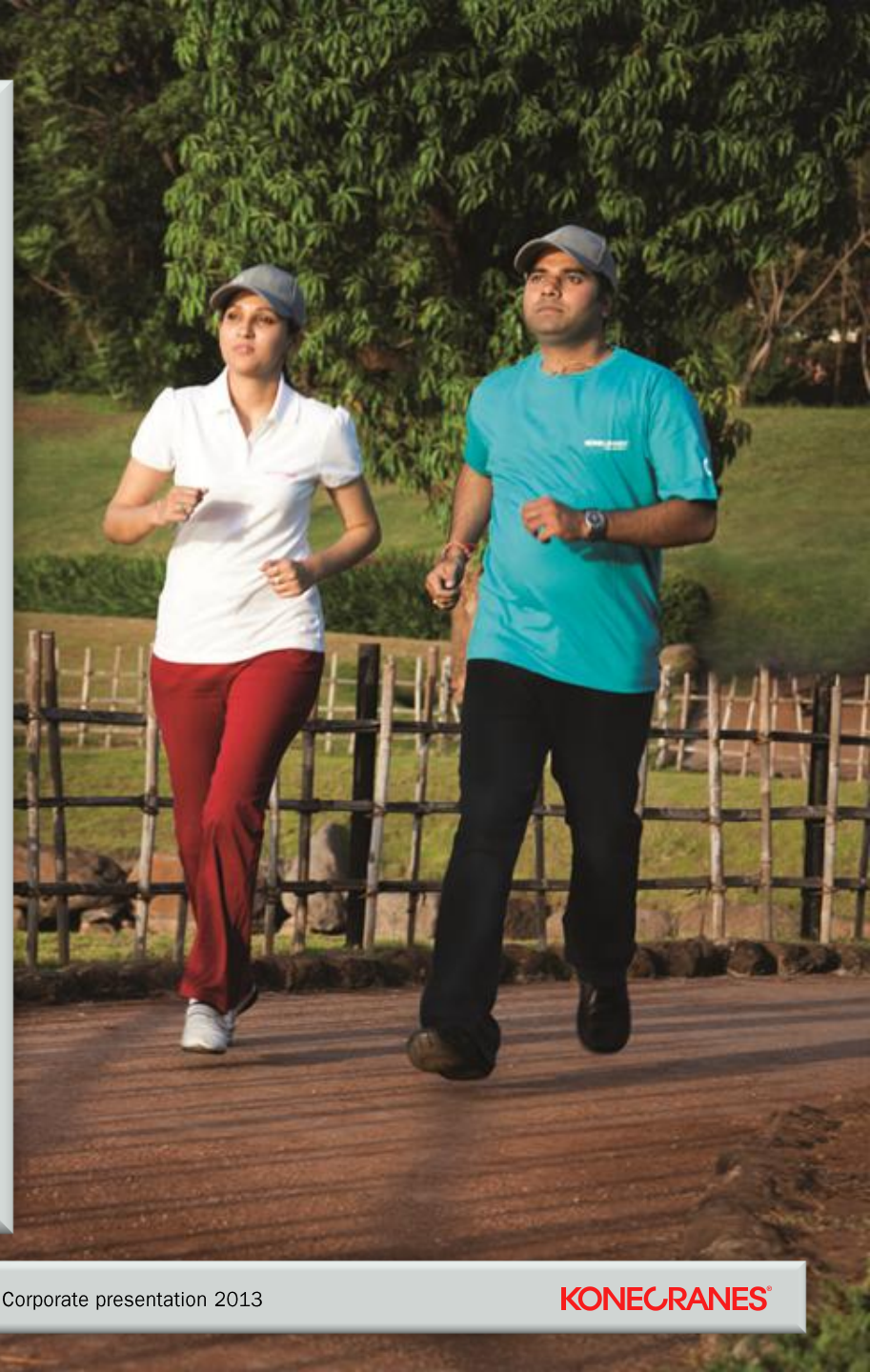
SERVICING THE GLOBE

- The largest service network in the industry
- Global network of maintenance professionals
- Servicing many different makes of equipment from many different industries
- Hands-on experience provides a unique knowledge base invaluable to R&D
- Extensive preventive maintenance programs increase productivity and minimize downtime cost
- Real-time TRUCONNECT® Remote Services



MOVING FORWARD, BUT LEAVING LIGHT FOOTPRINTS

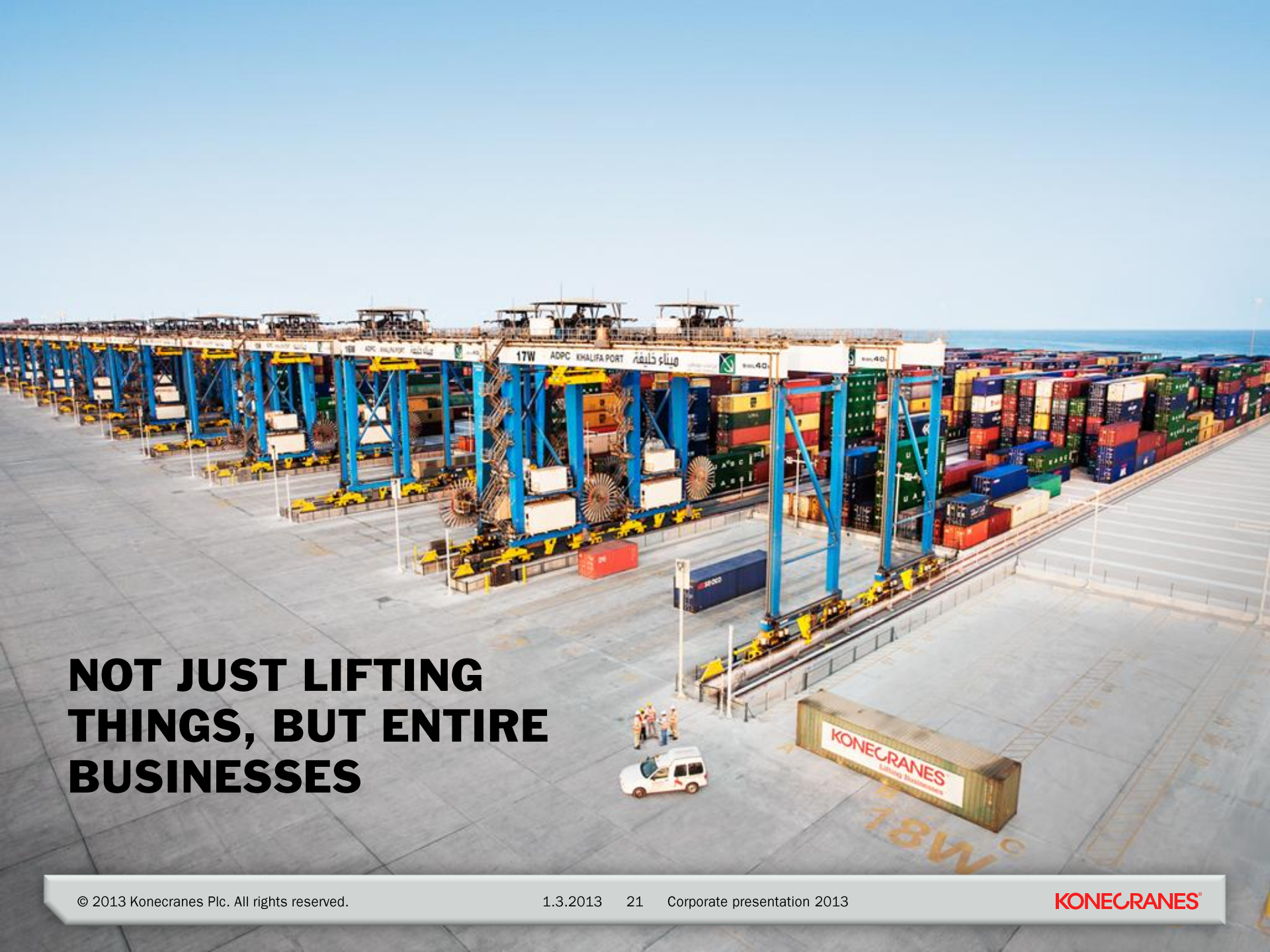
- Our products have long been pioneers in efficiency in the industry
- We focus on efficient use of materials and energy efficiency both in production and in product design
- 98% of the material in a typical Konecranes crane is recyclable



HOW CAN WE LIFT YOUR BUSINESS?

- 80 years of experience
- World's largest service organization
- Global knowledge base and local know-how
- Single-source supplier building long-term relationships
- Not just lifting things, but entire businesses





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