

# 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

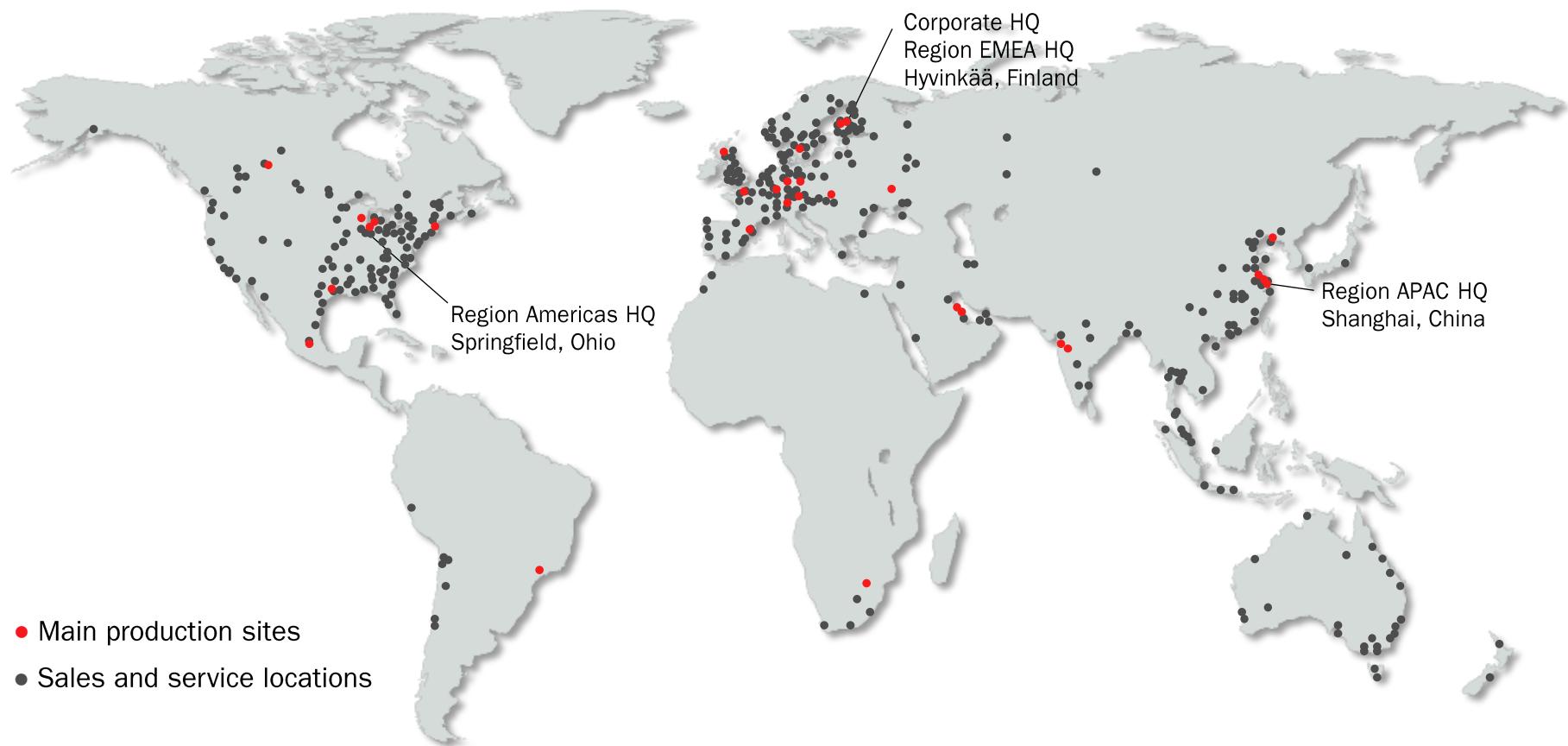
**1,73**  
MILLION ANNUAL  
SERVICE CALLS

SERVICE IS  
**39%**  
OF TOTAL SALES

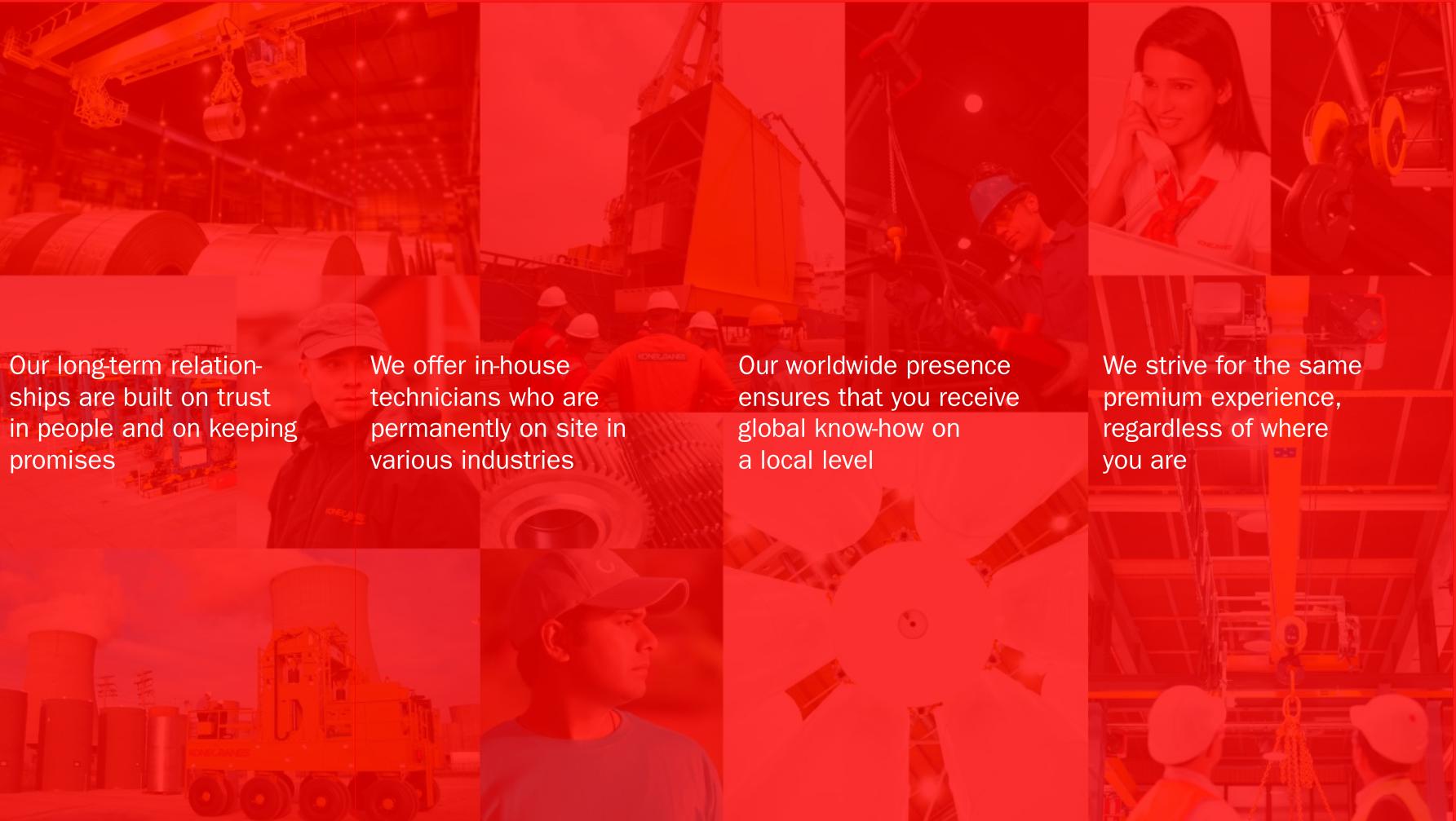
MAINTENANCE CONTRACTS  
COVERING MORE THAN  
**418,000**  
EQUIPMENT OF DIFFERENT  
MAKES

**€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



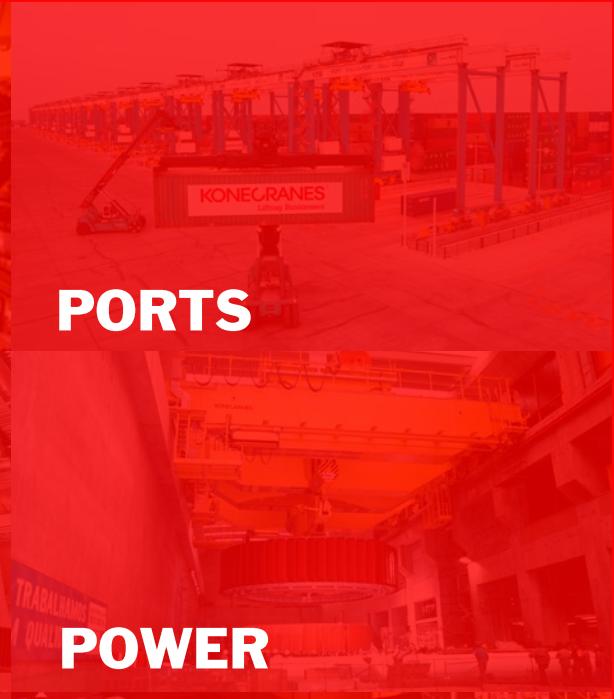
GENERAL  
MANUFACTURING



INTERMODAL  
& RAIL



AUTOMOTIVE



PORTS



POWER



MINING



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



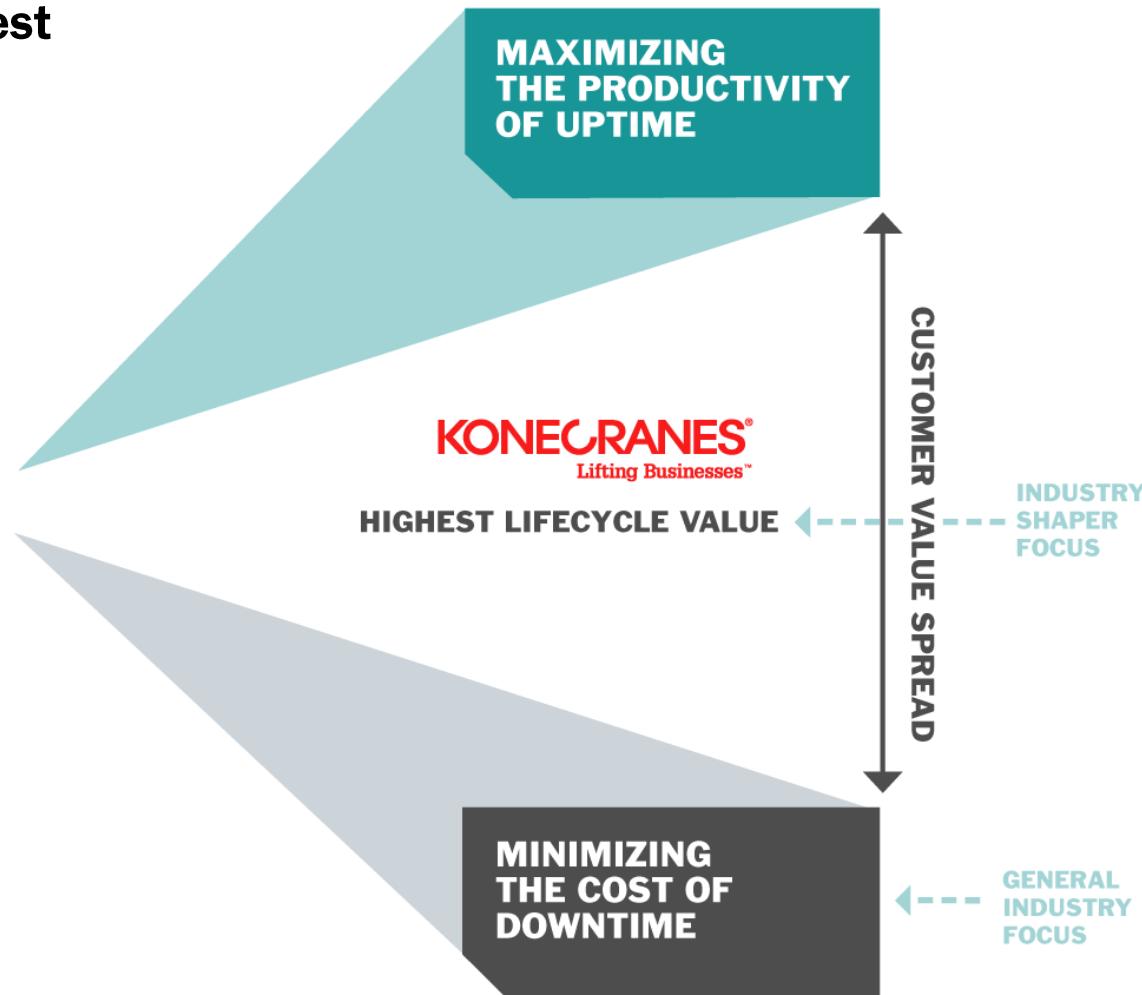
COMPREHENSIVE SERVICE



# A VALUABLE IDEA

We deliver the highest lifecycle value

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



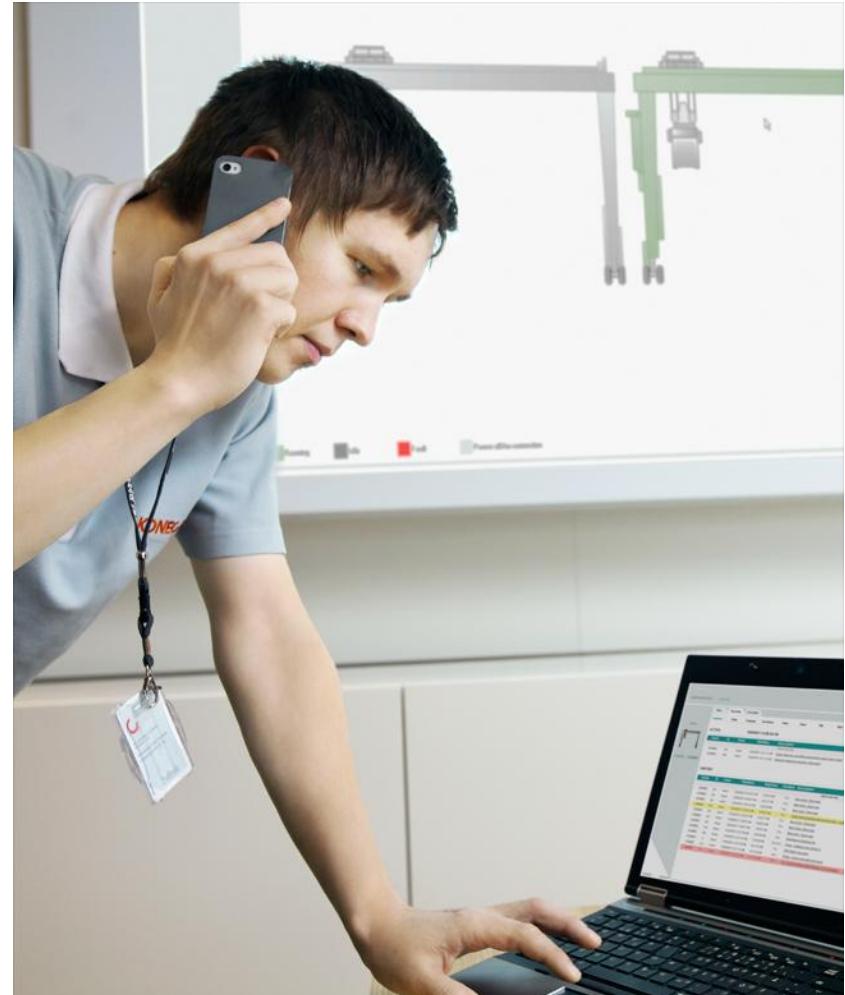
# HOW DO WE ACHIEVE THE HIGHEST LIFECYCLE VALUE?

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



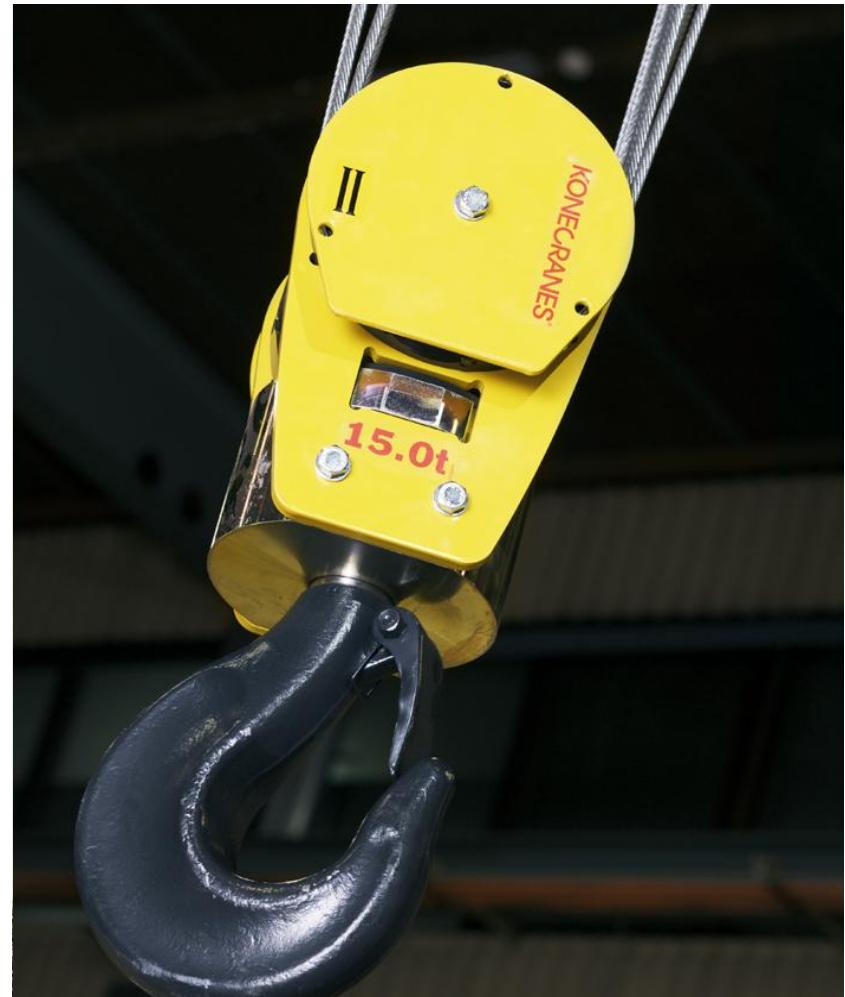
# A DEEPER UNDERSTANDING

- 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

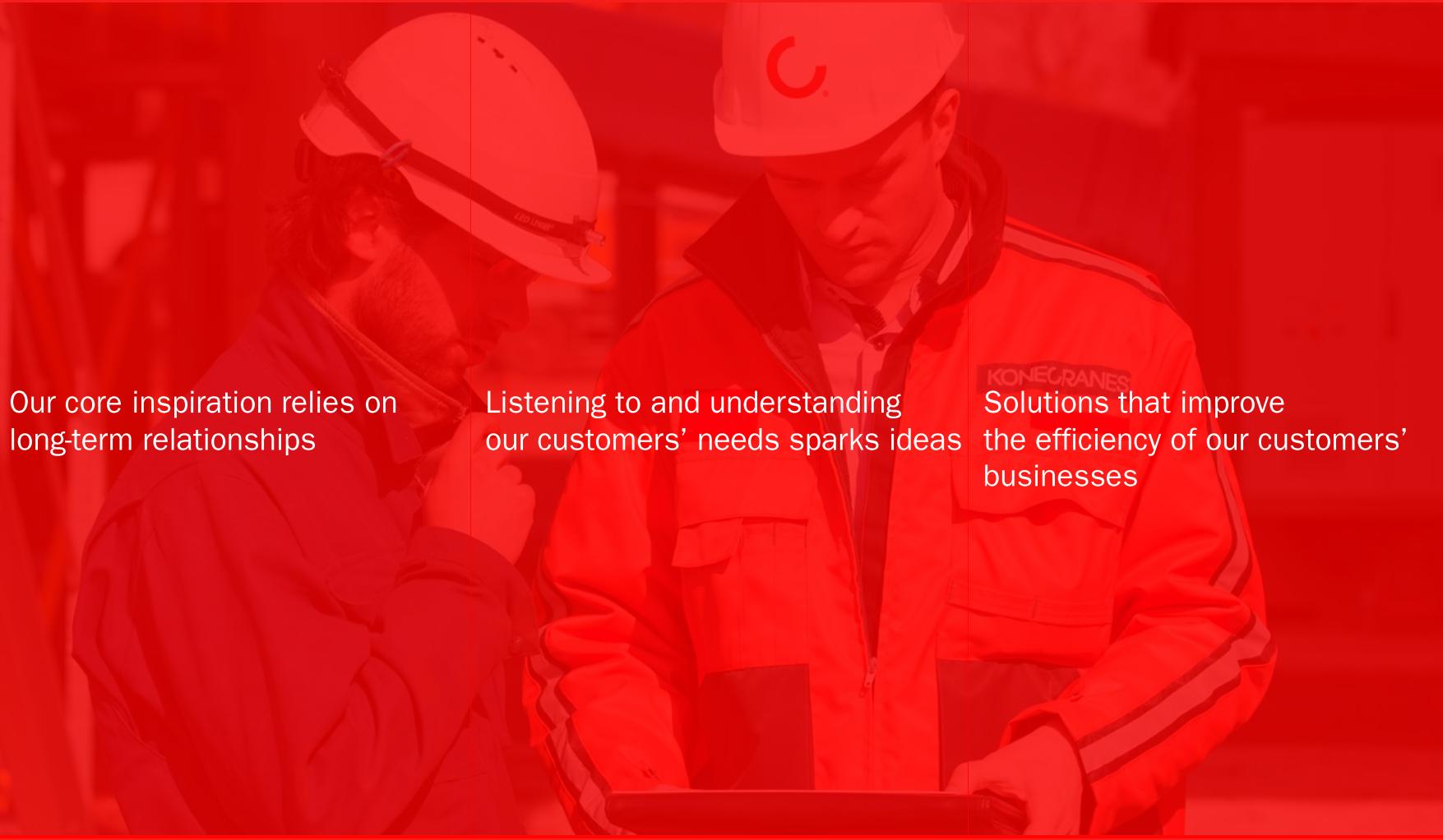
# INNOVATION

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

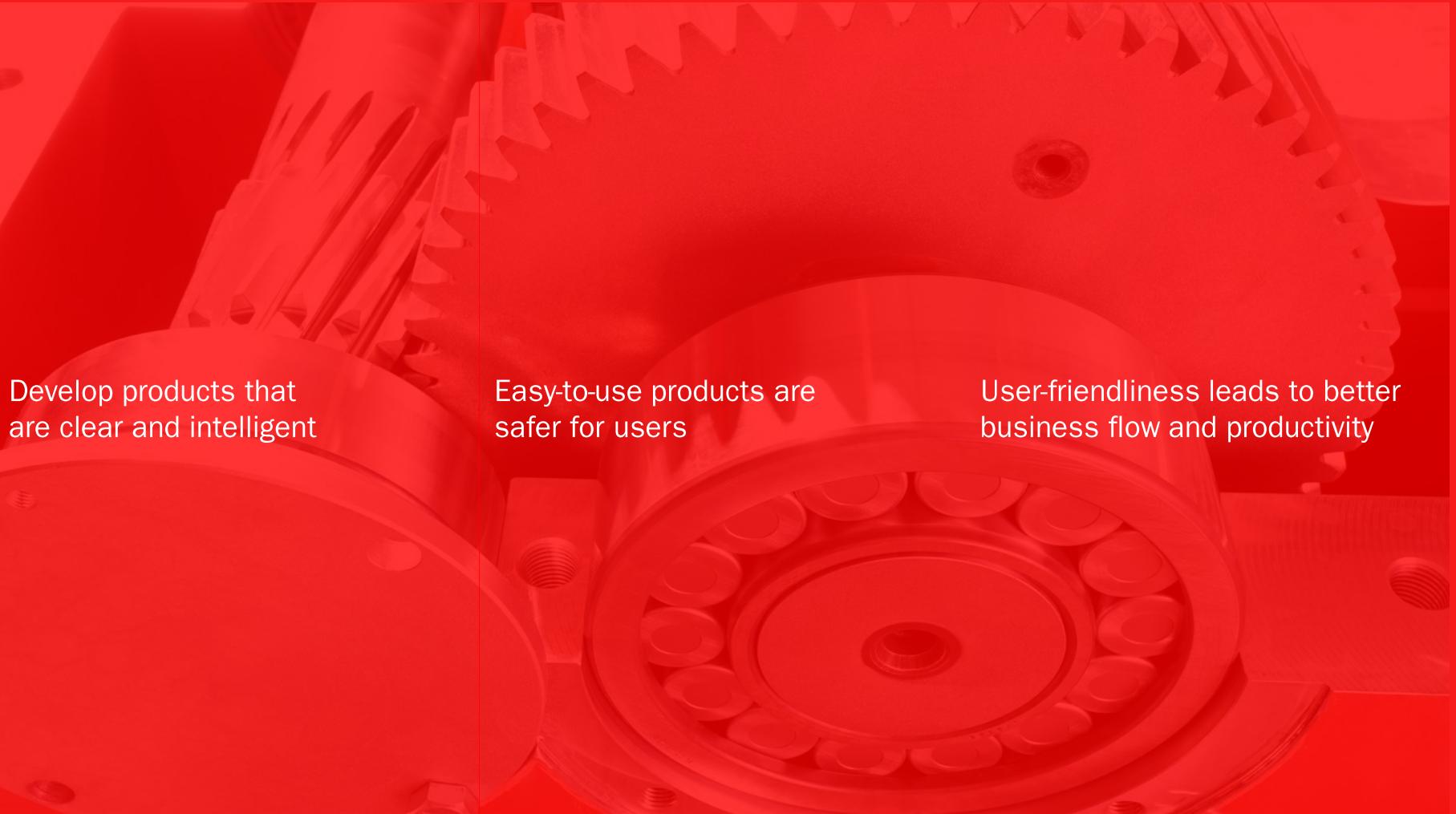


Our core inspiration relies on long-term relationships

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.

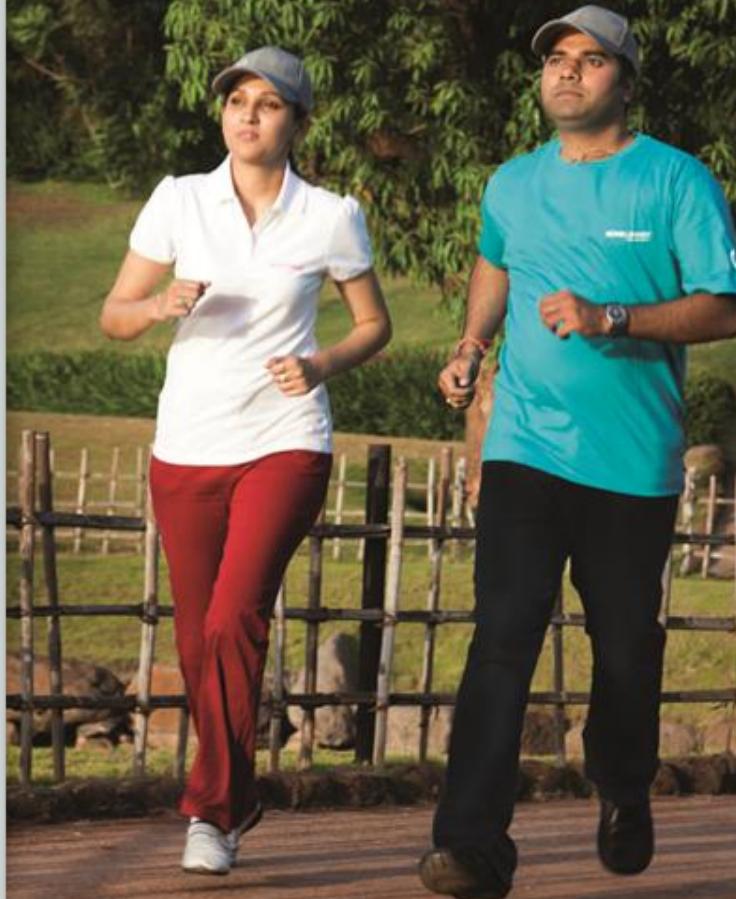
# SERVICING THE GLOBE

- 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**

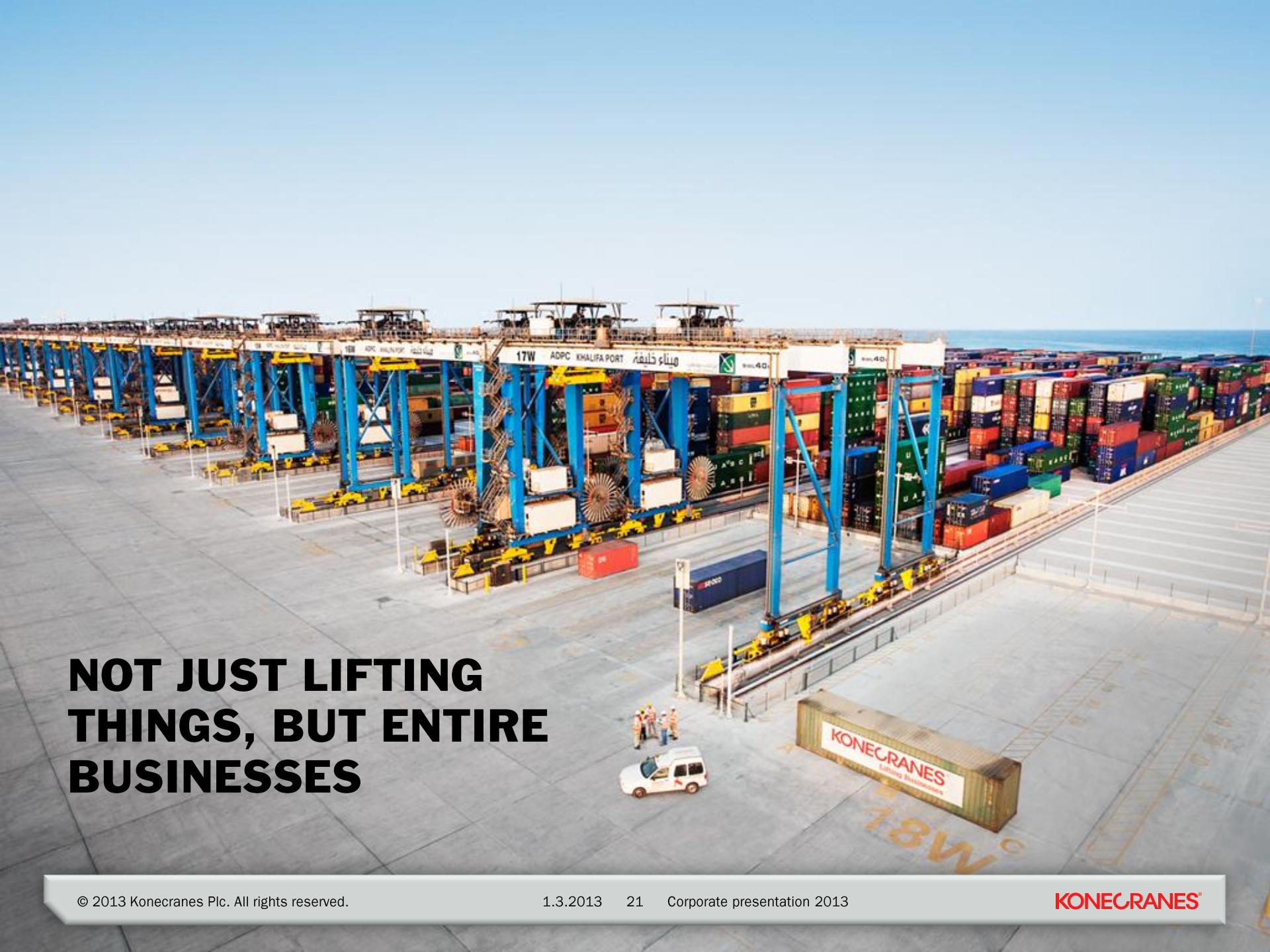
- Our products have long been pioneers in efficiency in the industry
- We focus on efficient use of materials and energy efficiency both in production and in product design
- 98% of the material in a typical Konecranes crane is recyclable



# 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**