

Q & A for press release

18 January 2007, 12.00 am

Konecranes Enters Straddle Carrier Business and Expands Product Portfolio

Acquisition

Q: Why did Konecranes pull out of the 20% ownership in Consens Transport Systeme GmbH in 2005?	A: At the time we did not agree on the strategic direction and plans with the majority of shareholders, and therefore we pulled out.
Q: Is Konecranes acquiring all parts of Consens' business?	A: No. Konecranes acquisition includes finished stocked products, semi-manufactured products and Consens' intangible assets.
Q: What will happen with the remaining parts of Consens' business?	A: The liquidator will take care of the remaining parts. Konecranes has no responsibility of this.
Q: How does the acquisition affect the overall business goal within Konecranes Ports?	A: The expanded offering increases our sales volumes, and our goal is to be a complete solutions provider within Ports.
Q: What is the profitability of this added business?	A: We are expecting it to be profitable straight away.
Q: What is the profit impact for Konecranes?	A: The profit impact at this stage is small since we just entered the business.
Q: What is the percentage of the Straddle Carrier business of Konecranes' total sales?	A: It is difficult to say at this early stage of the acquisition, but it is a growing business. Currently the percentage is none, but based on the strong demand from the harbor sector, we are expecting good growth also from this product addition.
Q: How much did Konecranes pay for the rights?	A: This information is not for public knowledge.
Q: How many people from Consens will join Konecranes?	A: 13 persons are set to join Konecranes.
Q: When will the new personnel join Konecranes and in what capacity?	A: They officially joined on 2 January, 2007. The new staff will work as experts within our Straddle Carrier team.
Q: What will be the organizational impact of the acquisition within Konecranes Ports?	A: We will be using our own sales and service network to market and support the new product line.
Q: Will you keep the current production facilities or will you make new investments in production? If so, where?	A: We will utilize Consens' production facilities in Germany on a rental basis, and then we will see what future plans we make.

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Q: What are the synergies in production and R&D?	A: The Konecranes drive and control systems are very competitive and we can rely on our R&D and experience in other yard equipment to supplement also the Straddle Carrier range.
Q: What integration work is required to unite the Straddler with Konecranes?	A: Once the organization is established, we will see.
Competition	
Q: Who are the main competitors of this type of equipment?	Kalmar and Fantuzzi.
Q: Does the acquisition mean that Konecranes and Kalmar become tough competitors?	Yes, with reference to the Straddle Carrier, Konecranes enters the Straddle Carrier market as a challenger. Konecranes is strong in industrial cranes and service, which counts for 80% of Konecranes business.
Market	
Q: How much is the estimated annual sales of the Straddle Carrier?	In the tens of millions of euros.
Q: What is the <i>financial</i> market size of the Straddle Carrier?	Around 400 MEUR.
Product & Service	
Q: What is the value of one Konecranes Straddle Carrier?	A: Approximately 650,000-700,000 euros
Q: What does twin twenty lifting capability mean?	A: It means that the Straddle Carrier can lift two 20-foot containers simultaneously.
Q: Does the acquisition mean that Konecranes completes its product range within Ports?	A: No, it supplements the range. Konecranes does not manufacture mobile harbor cranes, terminal trucks, etc.
Q: Is Konecranes looking to complete its product range within Ports?	A: We are always investigating the opportunities.
Q: Is the Straddle Carrier you are referring to in the press release, a new design or is it already in production?	A: It is already in production.
Q: Will Konecranes use its current components for the Straddle Carrier?	A: Where it applies, yes we will.

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Q: When will Konecranes start to sell the Straddle under the name "Konecranes Straddle Carrier"?	A: Immediately.
Q: To what degree does Konecranes provide service for the Straddle Carrier today?	A: To a great degree. Since the Noell acquisition in 2000, we have serviced Straddle Carriers and have developed our knowledge base.