

## Q & A for press release

18 January 2007, 12.00 am

### Konecranes Enters Straddle Carrier Business and Expands Product Portfolio

#### **Acquisition**

<b>Q:</b> Why did Konecranes pull out of the 20% ownership in Consens Transport Systeme GmbH in 2005?	<b>A:</b> At the time we did not agree on the strategic direction and plans with the majority of shareholders, and therefore we pulled out.
<b>Q:</b> Is Konecranes acquiring all parts of Consens' business?	<b>A:</b> No. Konecranes acquisition includes finished stocked products, semi-manufactured products and Consens' intangible assets.
<b>Q:</b> What will happen with the remaining parts of Consens' business?	<b>A:</b> The liquidator will take care of the remaining parts. Konecranes has no responsibility of this.
<b>Q:</b> How does the acquisition affect the overall business goal within Konecranes Ports?	<b>A:</b> The expanded offering increases our sales volumes, and our goal is to be a complete solutions provider within Ports.
<b>Q:</b> What is the profitability of this added business?	<b>A:</b> We are expecting it to be profitable straight away.
<b>Q:</b> What is the profit impact for Konecranes?	<b>A:</b> The profit impact at this stage is small since we just entered the business.
<b>Q:</b> What is the percentage of the Straddle Carrier business of Konecranes' total sales?	<b>A:</b> 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.
<b>Q:</b> How much did Konecranes pay for the rights?	<b>A:</b> This information is not for public knowledge.
<b>Q:</b> How many people from Consens will join Konecranes?	<b>A:</b> 13 persons are set to join Konecranes.
<b>Q:</b> When will the new personnel join Konecranes and in what capacity?	<b>A:</b> They officially joined on 2 January, 2007. The new staff will work as experts within our Straddle Carrier team.
<b>Q:</b> What will be the organizational impact of the acquisition within Konecranes Ports?	<b>A:</b> We will be using our own sales and service network to market and support the new product line.
<b>Q:</b> Will you keep the current production facilities or will you make new investments in production? If so, where?	<b>A:</b> 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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<b>Q:</b> What are the synergies in production and R&D?	<b>A:</b> 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.
<b>Q:</b> What integration work is required to unite the Straddler with Konecranes?	<b>A:</b> Once the organization is established, we will see.
<b>Competition</b>	
<b>Q:</b> Who are the main competitors of this type of equipment?	Kalmar and Fantuzzi.
<b>Q:</b> 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.
<b>Market</b>	
<b>Q:</b> How much is the estimated annual sales of the Straddle Carrier?	In the tens of millions of euros.
<b>Q:</b> What is the <i>financial</i> market size of the Straddle Carrier?	Around 400 MEUR.
<b>Product &amp; Service</b>	
<b>Q:</b> What is the value of one Konecranes Straddle Carrier?	<b>A:</b> Approximately 650,000-700,000 euros
<b>Q:</b> What does twin twenty lifting capability mean?	<b>A:</b> It means that the Straddle Carrier can lift two 20-foot containers simultaneously.
<b>Q:</b> Does the acquisition mean that Konecranes completes its product range within Ports?	<b>A:</b> No, it supplements the range. Konecranes does not manufacture mobile harbor cranes, terminal trucks, etc.
<b>Q:</b> Is Konecranes looking to complete its product range within Ports?	<b>A:</b> We are always investigating the opportunities.
<b>Q:</b> Is the Straddle Carrier you are referring to in the press release, a new design or is it already in production?	<b>A:</b> It is already in production.
<b>Q:</b> Will Konecranes use its current components for the Straddle Carrier?	<b>A:</b> Where it applies, yes we will.

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