

Dear supplier,

Today time is right to start looking ahead to 2024 and the opportunities it holds for us all. At Konecranes, we deeply value the vital role your business plays in our shared success year after year. From our side, with preferred partners, we are committed to working together as a T.E.A.M. (Together Everyone Achieves More) to do the right things, drive for better and win together.

Although will to win is more important than the skill to win - it is equally important to emphasize the significance of our common tools and meeting practises and the value they bring to both Konecranes and our suppliers. Agreed meetings provide an opportunity for us to review our past performance, identify areas for improvement, and to agree of our common annual plans and goals. They also give us a chance to discuss any concerns or issues that may have arisen and work together to find solutions towards our common targets set.

From our side – we have a will to reach targets that we set for ourselves. We want to do this in a compliant, fact based and safe manner. Together with operational improvements we need to drive also proactive mitigation for risks we might face each year, including cybersecurity related risks. At Konecranes, we take cybersecurity very seriously, and we expect our suppliers to do the same.

As this is the case, we encourage you to be proactive in assessing and mitigating the risks that your business may face. Preparation is a key to success. Only in this way we build together better than average extended supply chain to avoid essential operational challenges. Please notify that your failures to do so could have consequences not only on your own operations but also on your customers and others working for that same broader supply chain – meaning you need to be ready to communicate also externally when needed.

As this is the case, we strongly recommend that you implement robust cybersecurity protocols, including firewalls, intrusion detection systems, and regular vulnerability assessments. Prepare yourself and your partners accordingly. Furthermore, we encourage you to conduct regular training sessions for your employees to raise awareness of cybersecurity risks and best practices. This will help to prevent accidental breaches and minimize the impact of any potential cyberattacks.

Let's win and achieve more together regards,

Kimmo Kemppinen  
Chief Procurement Officer  
28<sup>th</sup> September 2023