KONECRANES
Lifting Businesses

FINANCE
CMD, November 23, 2010

Teo Ottola, CFO

CONTENTS

- Growth perspectives
- Profitability and returns
- Capital structure

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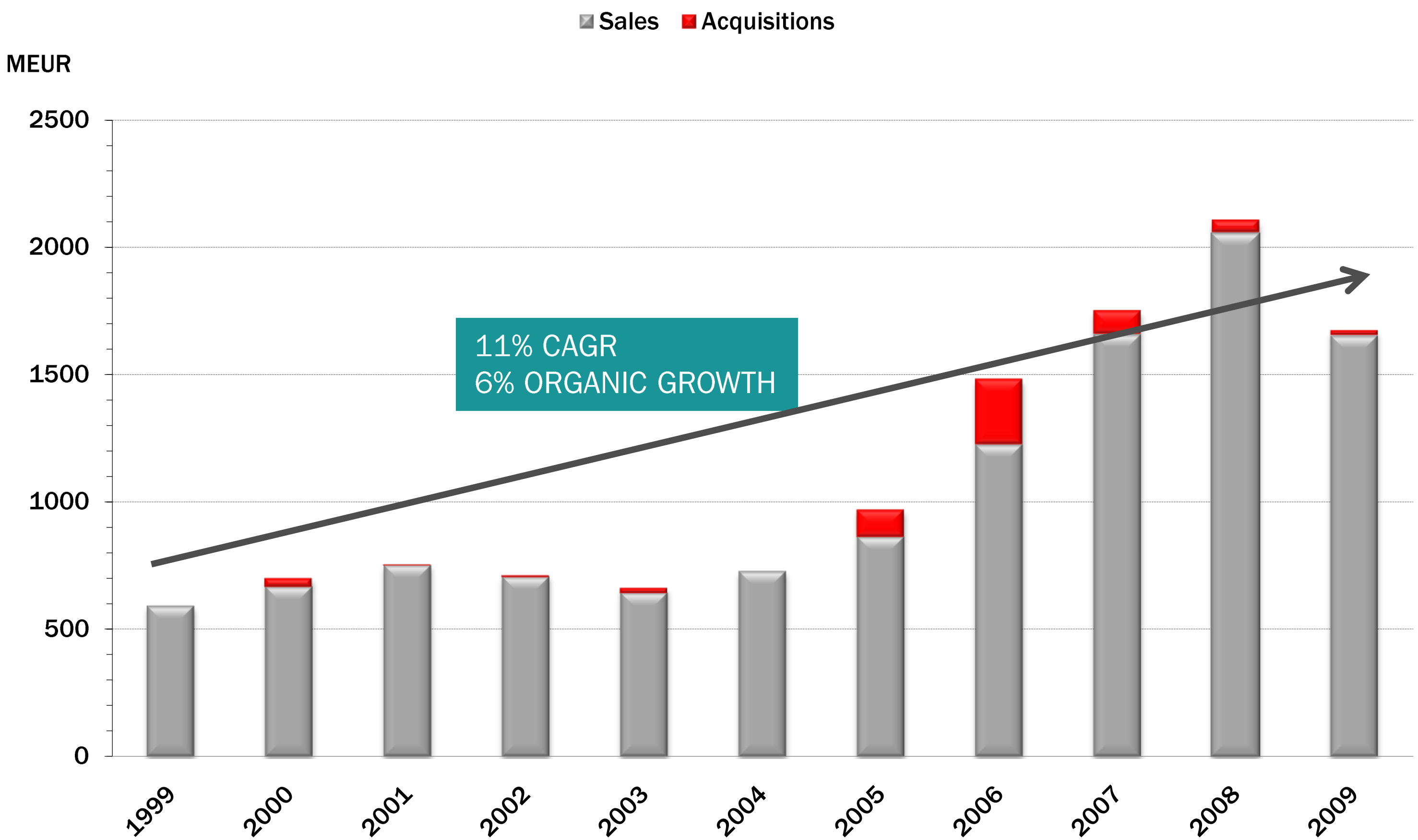
SOLID GROWTH BUSINESS OVER THE CYCLE



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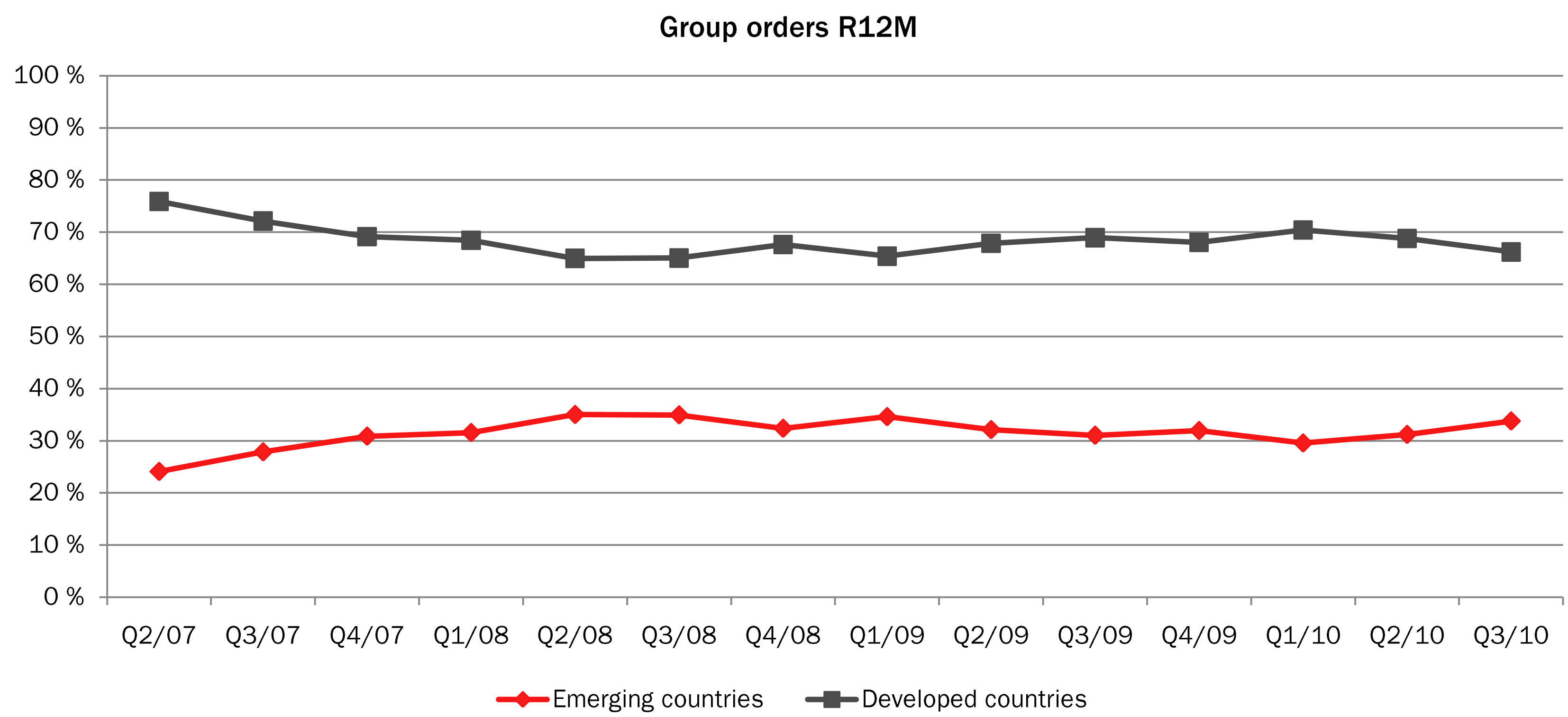
THE INCREASING IMPORTANCE OF EMERGING MARKETS HAS BENEFITED US



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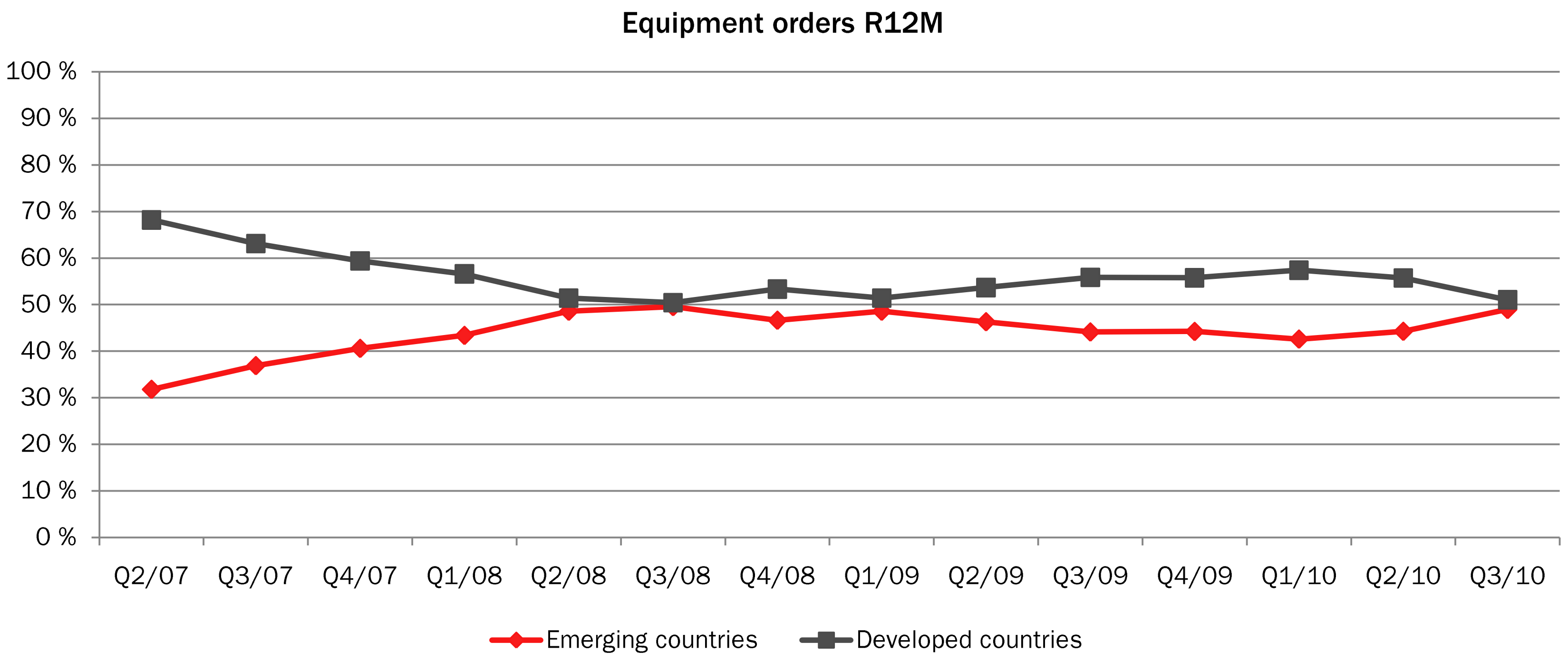
EQUIPMENT ORDERS EQUALLY COMING FROM EMERGING AND DEVELOPED MARKETS



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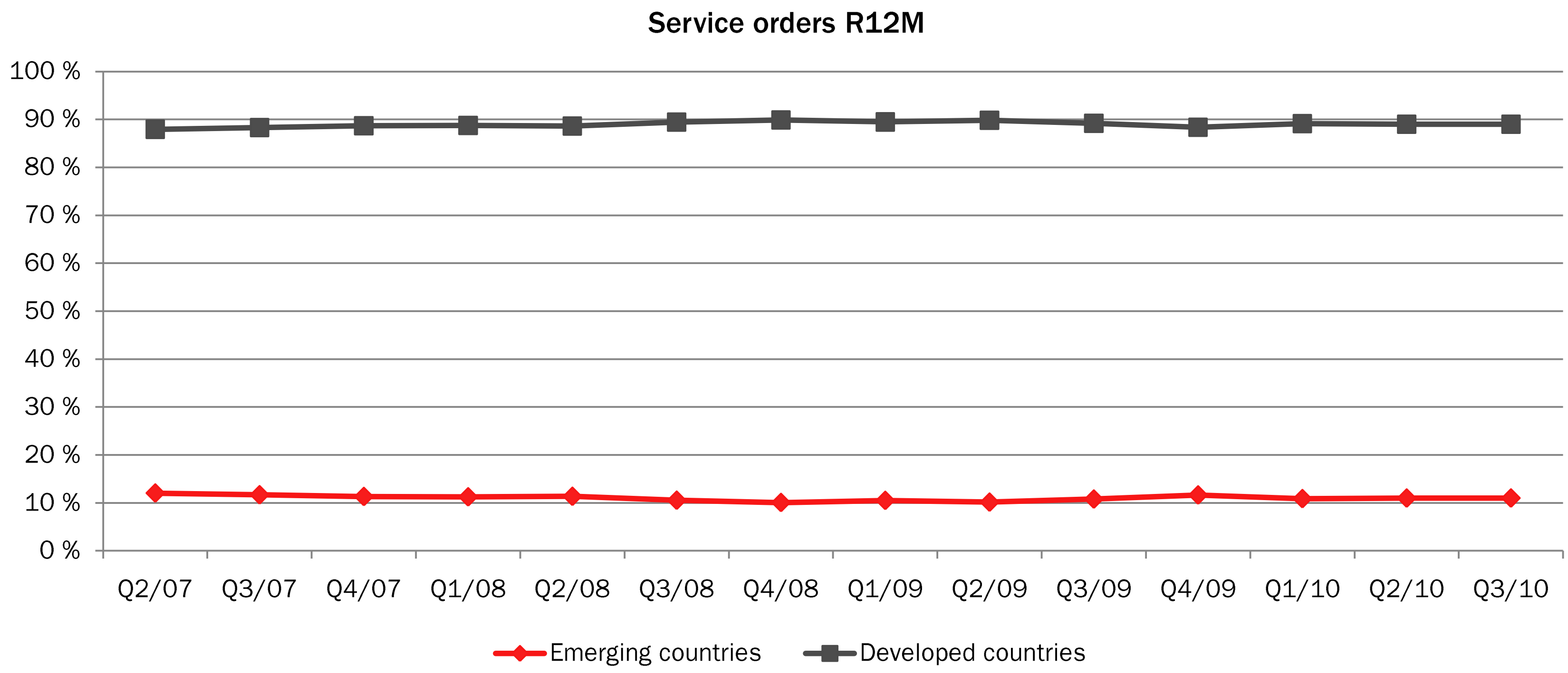
SERVICE BUSINESS STILL MOSTLY IN DEVELOPED MARKETS



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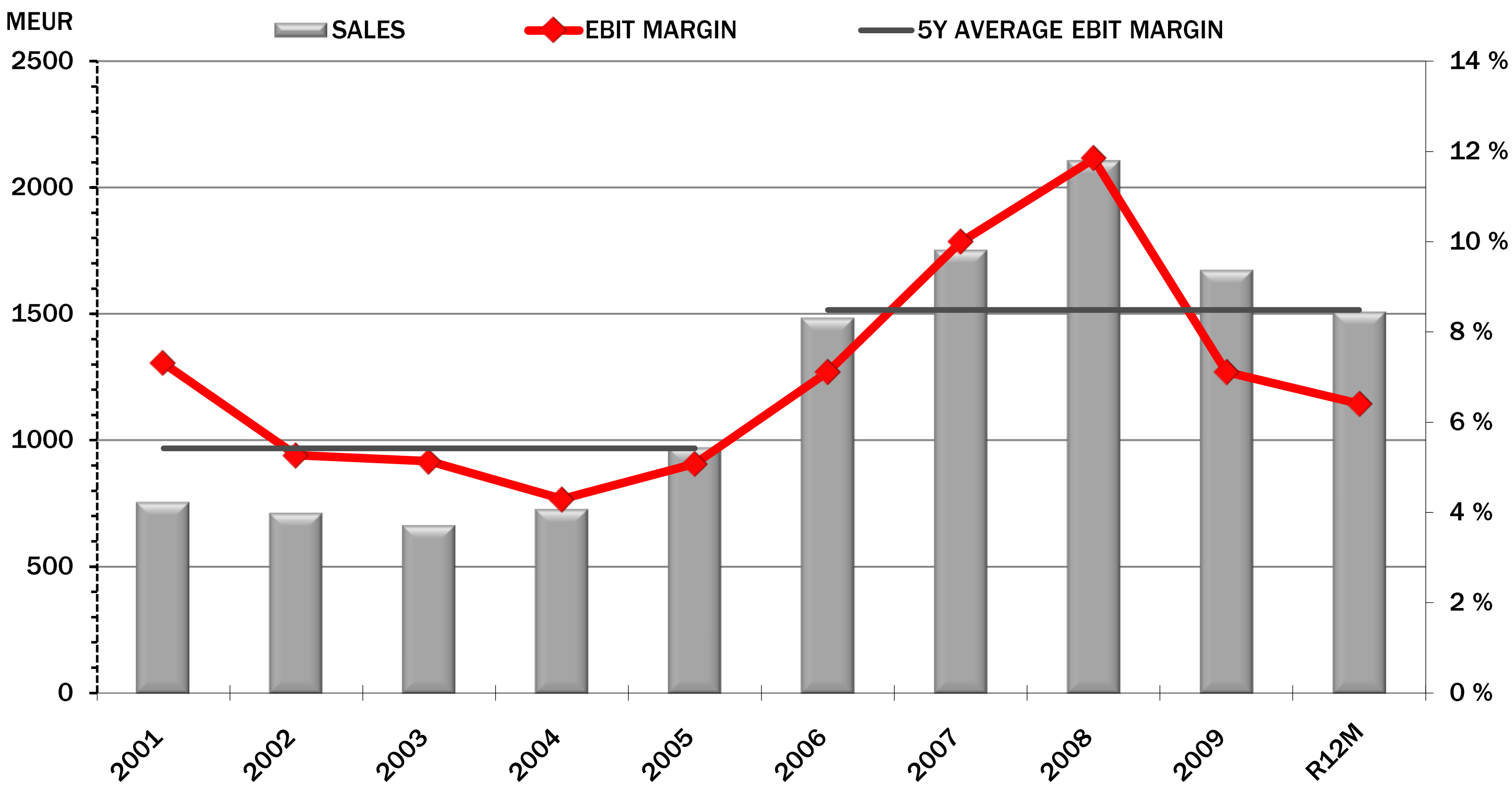
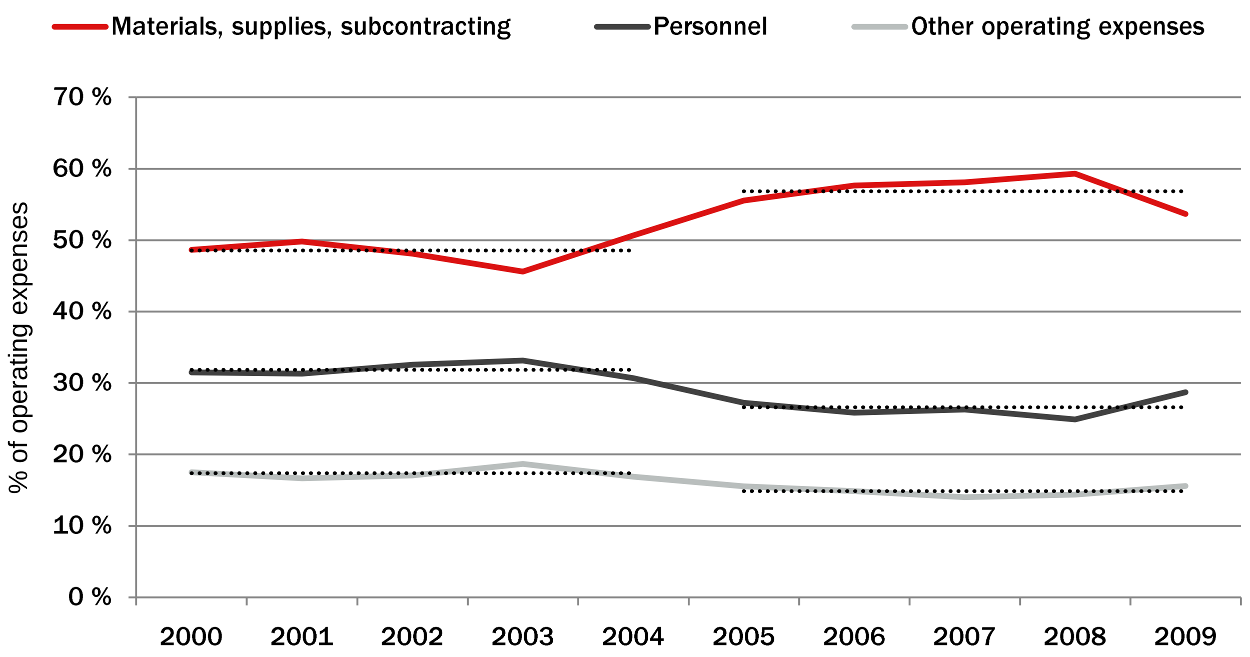
WE HAVE MOVED CLOSER TO OUR 10% EBIT MARGIN TARGET OVER THE CYCLE

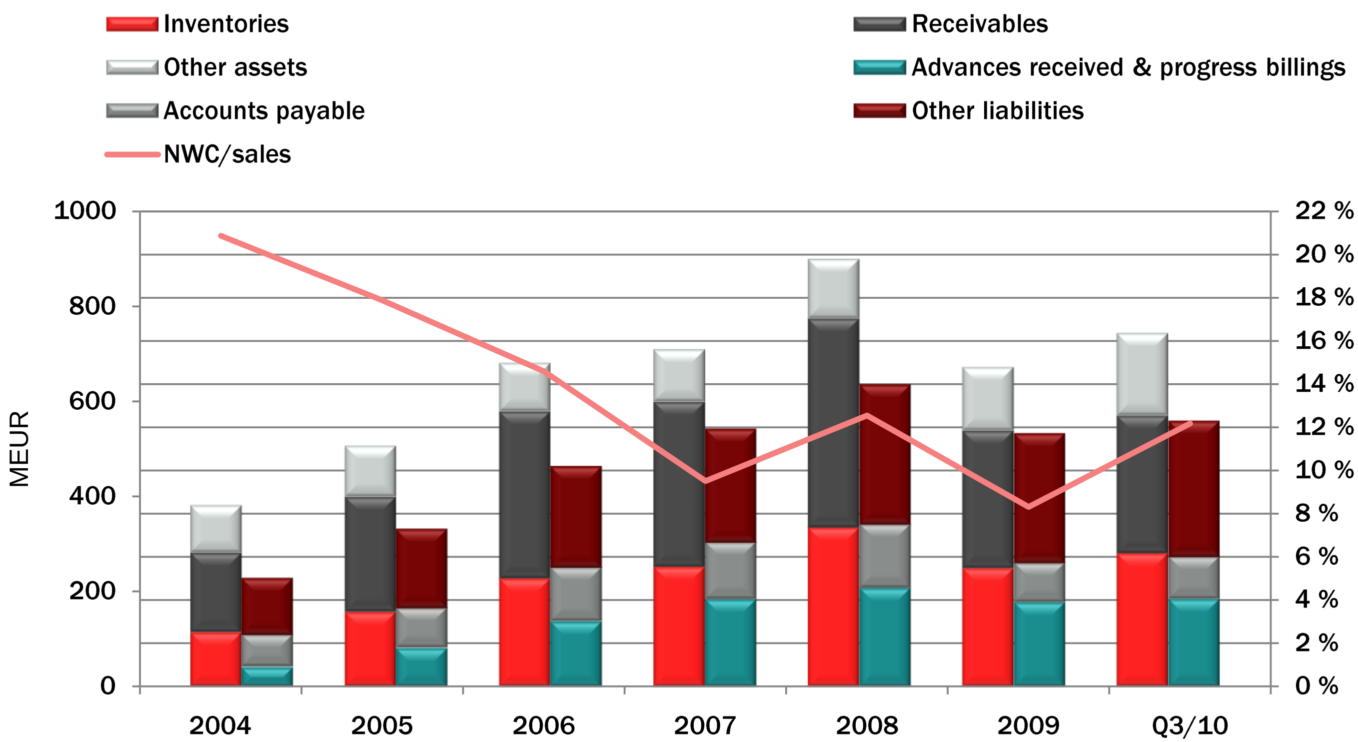


OUR COST STRUCTURE IS MORE FLEXIBLE THAN BEFORE DESPITE THE RECESSION



EXPANSION IN COST COMPETITIVE COUNTRIES HAS REDUCED COST PER EMPLOYEE

NWC BREAKDOWN



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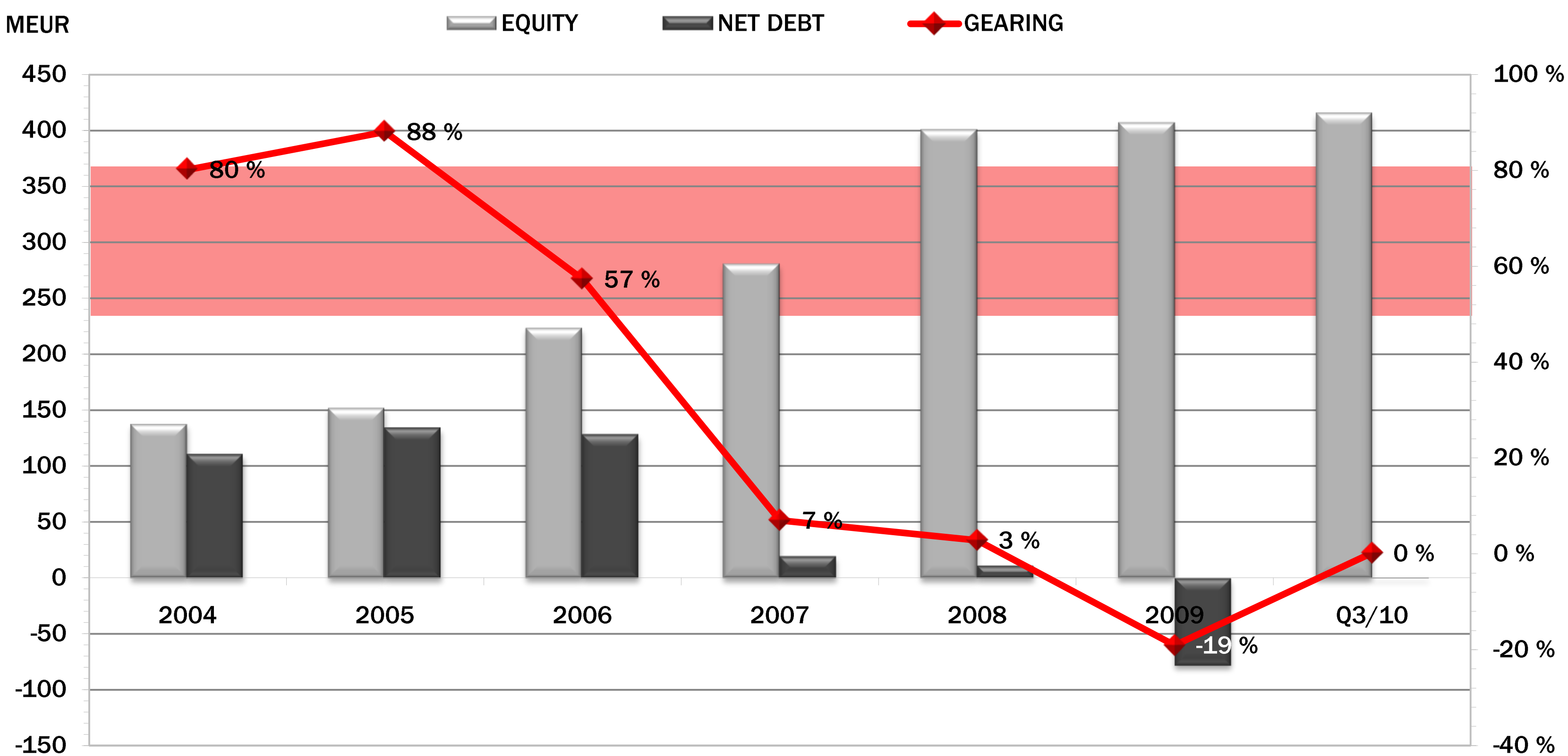
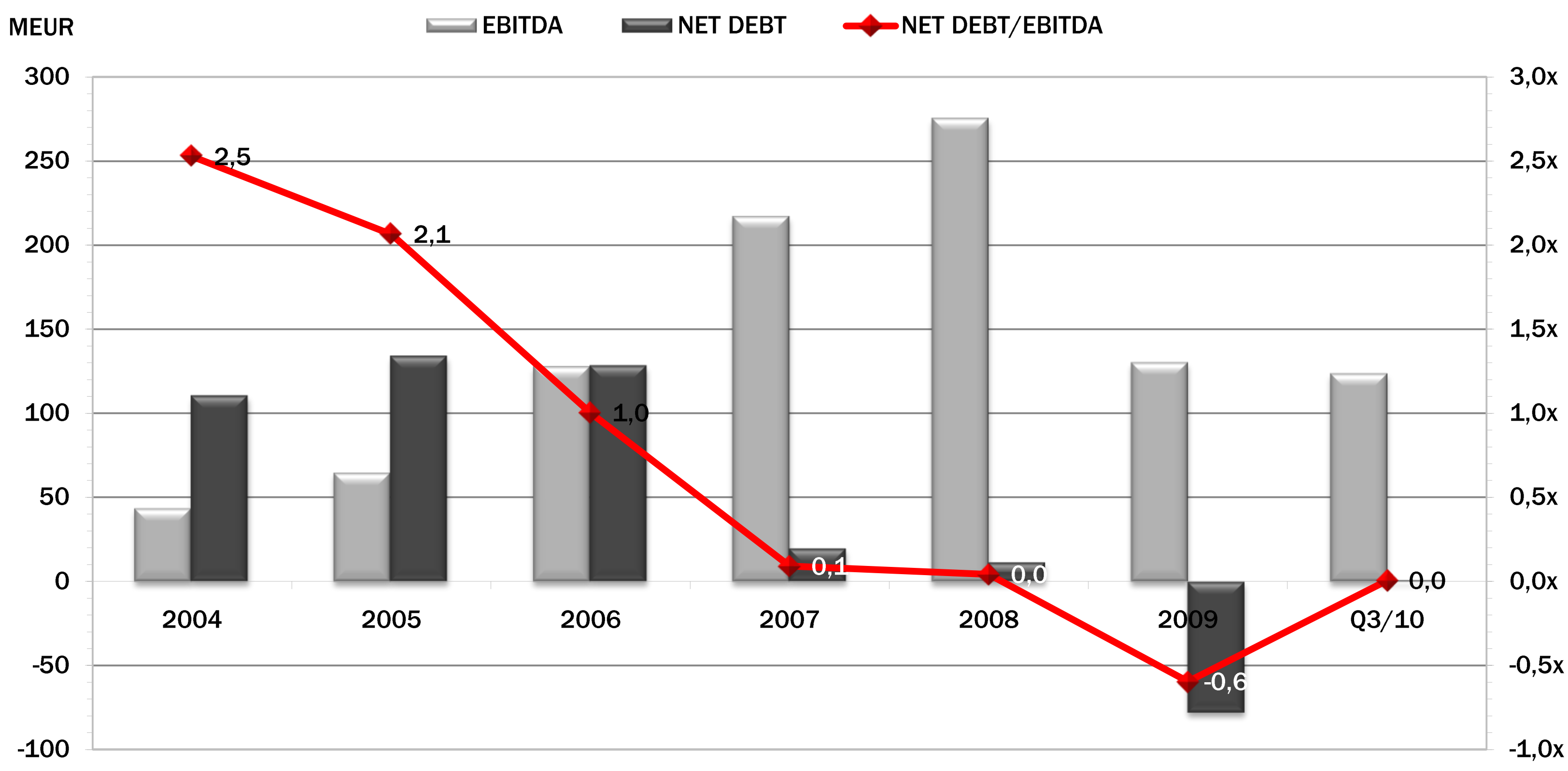
OPTIMAL LONG-TERM GEARING AT 50-80%



HISTORICAL NET DEBT/EBITDA



SUMMARY

- Growth track record
- Flexible cost structure
- Good NWC management and well-planned business model enabling high returns
- Strong balance sheet

NOT JUST LIFTING THINGS, BUT ENTIRE BUSINESSES