

CORPORATE PRESENTATION



COMPANY



MEGATRENDS



BUSINESS OPPORTUNITIES



CUSTOMER OFFERING



LIFTING YOUR BUSINESS



PRODUCT PORTFOLIO



SETTING THE BENCHMARK



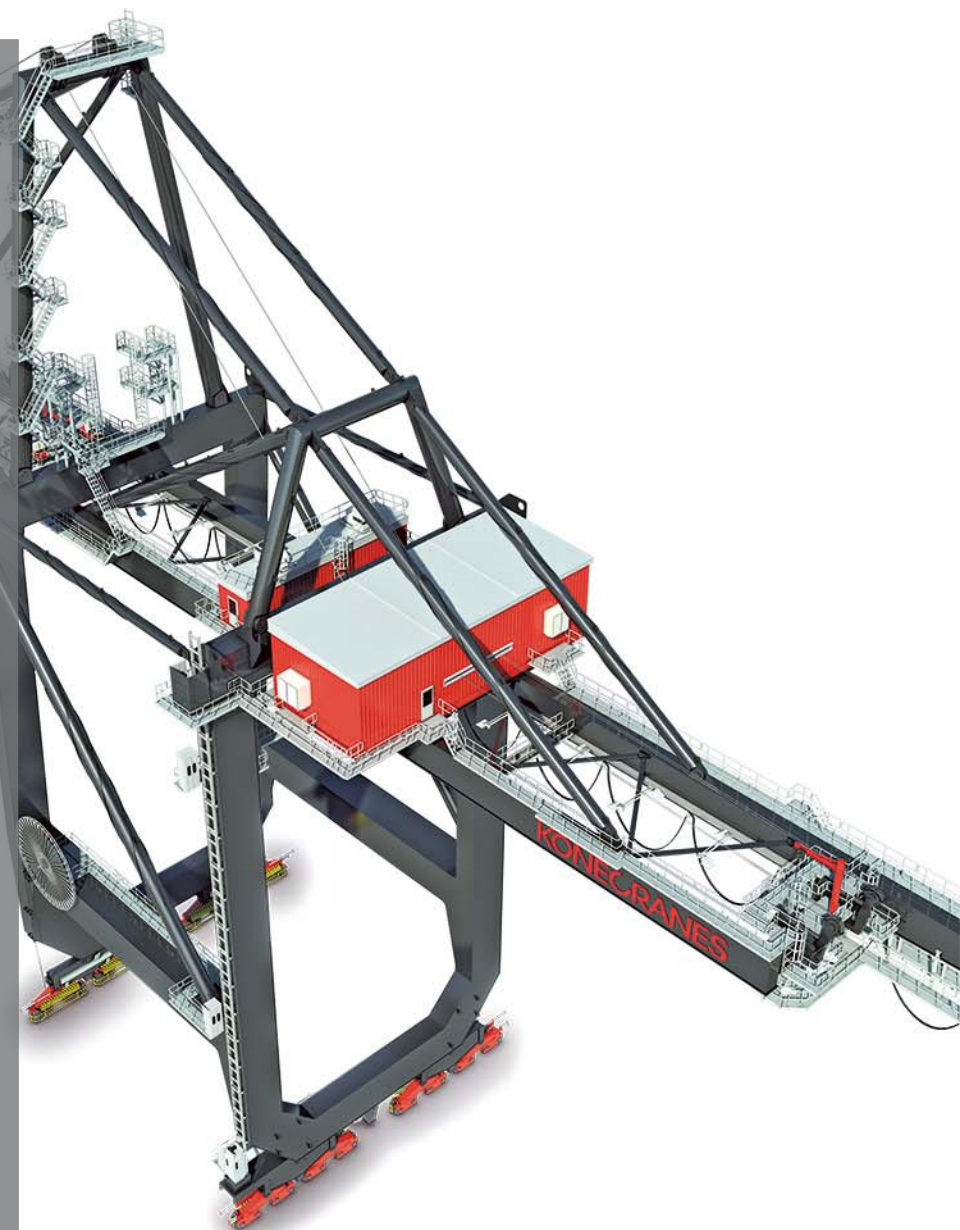


COMPANY

COMPANY

Konecranes is a global industry-leading group of lifting businesses. Everything we do is targeted at one goal: improving the safety and productivity of our customers' operations.

When you choose Konecranes, you acquire a trusted source of global experience and knowledge combined with local know-how to empower your material handling.



DRIVERS

Our Mission

We're not just lifting things, but entire businesses.

Our Vision

We know in real time how millions of lifting devices and machine tools are performing. We use this knowledge around the clock to make your operations safer and more productive.

OUR VALUES

Our values lay the cultural foundation for how we operate as a company.

Trust in people:

We want to be known for our great people.

Total service commitment:

We want to be known for always keeping our promises.

Sustained profitability:

We want to be known as a financially sound company.

COMPANY IN NUMBERS

11,900
EMPLOYEES

626
LOCATIONS WORLDWIDE

ACTIVE IN ALMOST
50
COUNTRIES

EQUIPMENT IS
61%
OF TOTAL SALES

SERVICE IS
39%
OF TOTAL SALES

1.73
MILLION ANNUAL
SERVICE CALLS

OVER
4,000
REMOTE
CONNECTIONS

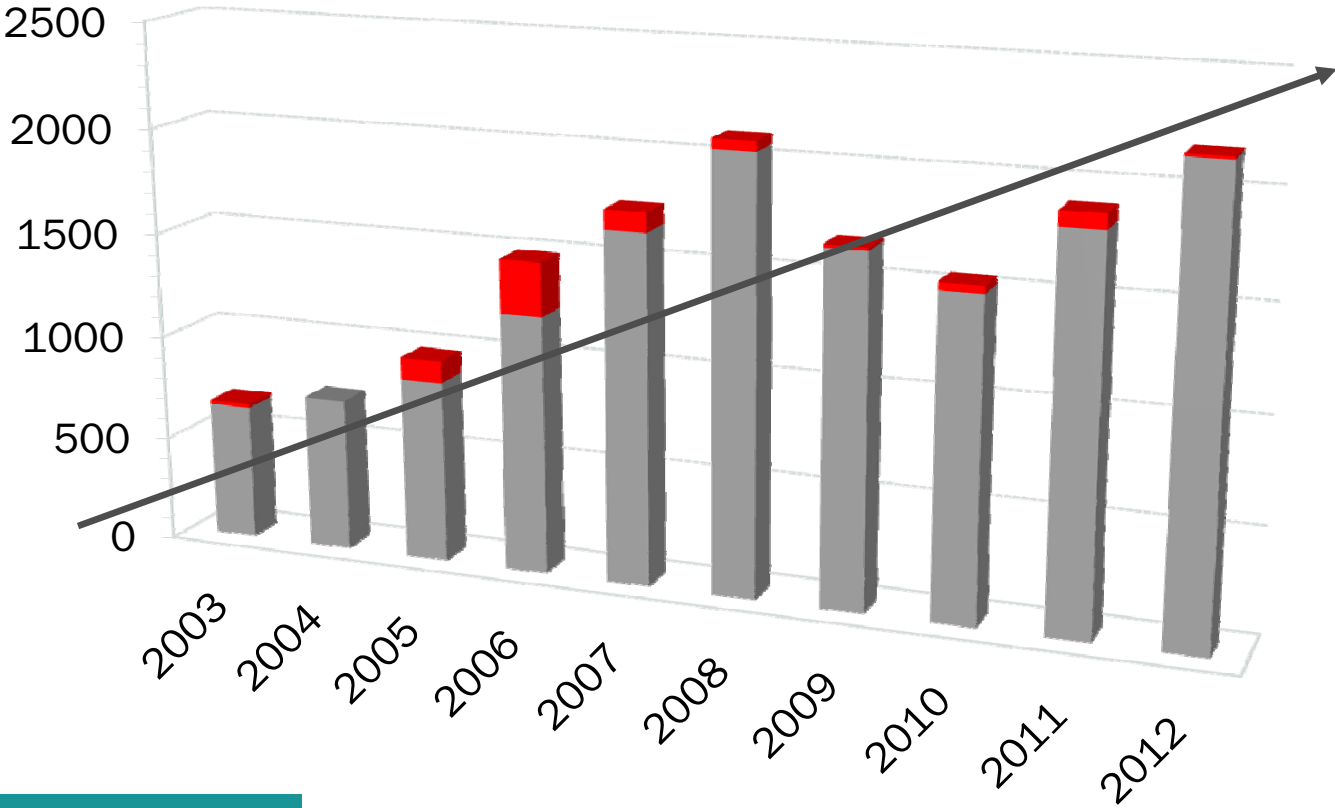
MAINTENANCE
CONTRACTS
COVERING MORE THAN
430,000
EQUIPMENT OF
DIFFERENT
MAKES

€2,170
MILLION IN SALES
IN 2012

STRONG TRACK RECORD OF GROWTH

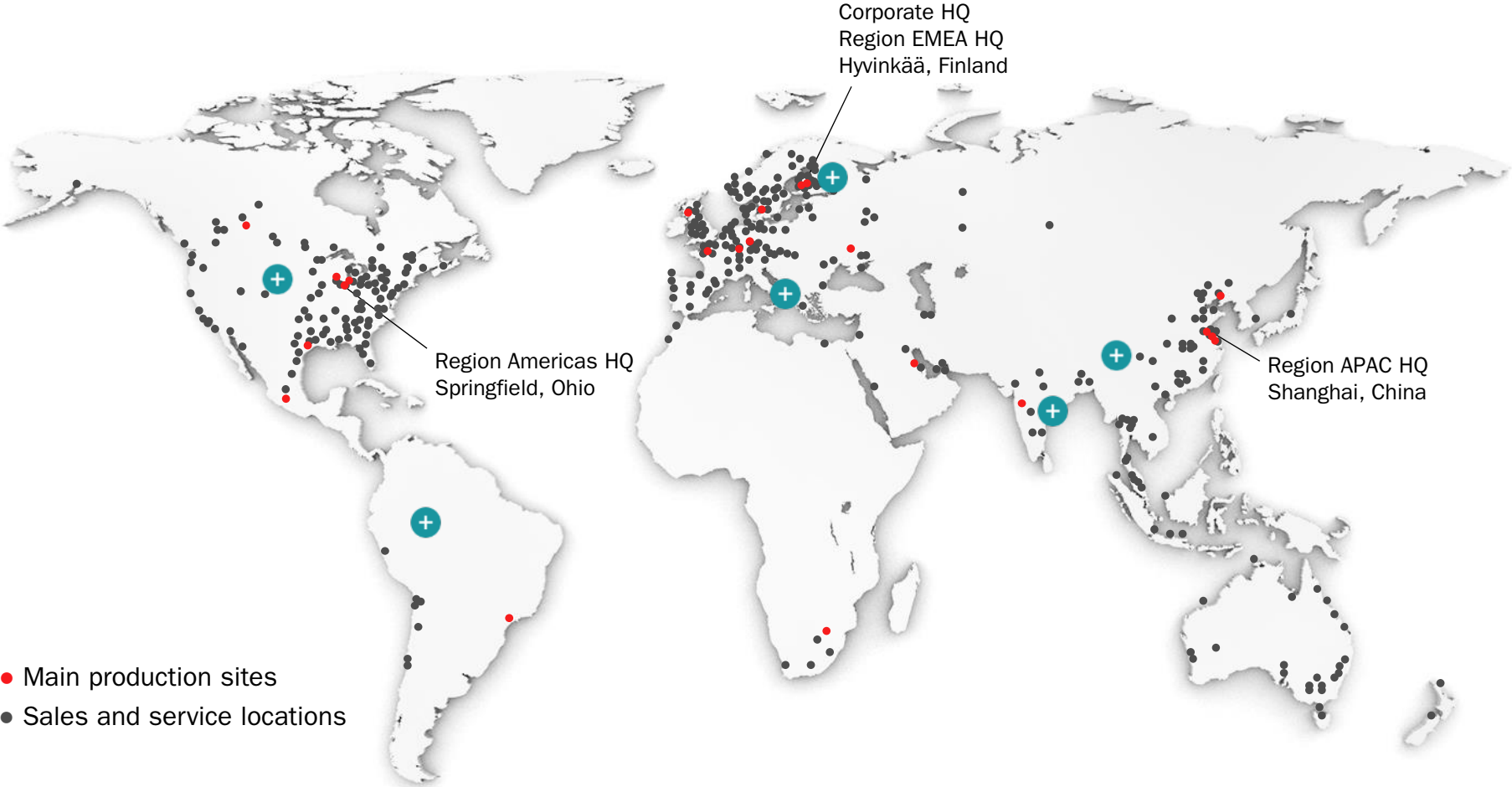
MEUR

■ Sales ■ Acquisitions



14% CAGR
10% ORGANIC GROWTH

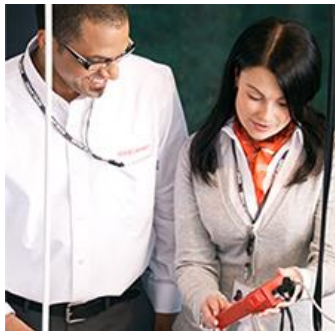
COMPANY ON THE MAP



CORPORATE RESPONSIBILITY

Konecranes intends to be here for the long run.

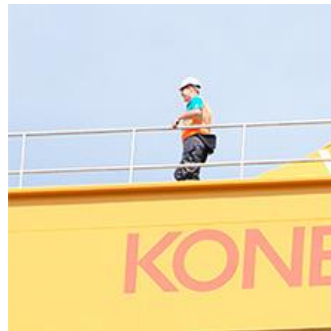
We are committed to lifting our customers' businesses responsibly.



**SMARTER
OFFERING**



PEOPLE



ENVIRONMENT

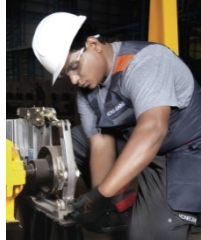
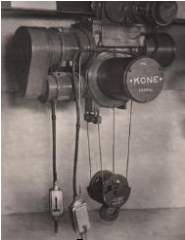


SAFETY



FAIR PLAY

COMPANY HISTORY



1910s

Manufacturing starts

1940s

Expanding to Hyvinkää

1960s

Establishing a service strategy

1980s

Expansion to America

2000s

Entry to Chinese market and lift trucks

1930s

Developing electric hoists

1950s

Production of harbor cranes starts

1970s

Bulk material handling starts

1990s

Independent company

2010

Expansion to emerging markets

MEGATRENDS



PEOPLE AND SOCIETY



WORLD DEMOGRAPHICS



TECHNOLOGY



ENERGY AND ENVIRONMENT

KONECRANES BUSINESS OPPORTUNITIES



MEGATRENDS CREATE BUSINESS OPPORTUNITIES

TECHNOLOGY

→ Opportunities for smarter machines that open up the way for new service concepts such as real-time condition monitoring and advanced service. New business opportunities and concepts through data mining.

ENERGY AND ENVIRONMENT

→ Opportunities in improving safety and productivity in customers operations, and in developing eco-efficient products.

WORLD DEMOGRAPHICS

→ Growth potential from customer segments such as steel, cement, logistics, water, power, waste management and consumer product manufacturing.

PEOPLE AND SOCIETY

→ Change in company cultures, ways of working, digital working environment, transparency and open dialog.

We develop new technologies
to help you

**IMPROVE THE
ERGONOMICS,
SAFETY, AND
PRODUCTIVITY OF
CRANE OPERATORS.**

TECHNOLOGY

Automation saves time and is designed to keep your processes running safely and smoothly, helping you to

**MAXIMIZE THE
PRODUCTIVITY AND
LIFECYCLE VALUE OF
YOUR INVESTMENT.**

AUTOMATION



Real-time data enables services based on the actual performance of the equipment, giving you

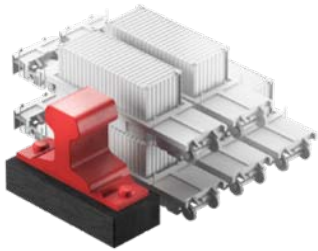
PEACE OF MIND WITH YOUR OPERATIONS.

REAL-TIME DATA AND SERVICES

CUSTOMER OFFERING



CUSTOMER OFFERING



CONTAINER
HANDLING



SHIPYARDS



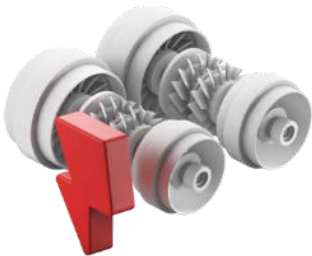
WASTE-TO-ENERGY



PULP AND PAPER



AUTOMOTIVE



POWER



STEEL



MANUFACTURING



MINING



PETROCHEMICAL

LIFTING YOUR BUSINESS



LIFTING YOUR BUSINESS

Konecranes is an industry-leading group of lifting businesses that offers a complete range of advanced lifting solutions to different industries worldwide.

Regardless of your lifting needs, Konecranes will provide you with lifting equipment and services that increase the safety, productivity, and value of your business.



MISSION

We are not just lifting things, but entire businesses.

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.

KEY STRATEGIC INITIATIVES



VALUES

Trust in People

Total Service
Commitment

Sustained
Profitability

MEGATRENDS



PEOPLE AND SOCIETY
Generation Y behaves differently. They are IT savvy, and may seek a different work/life balance, challenge leaders of companies and countries and expect ethical behavior, including good governance and workplace safety.



WORLD DEMOGRAPHICS
Urbanization, new megacities, reverse brain drain with talent returning to emerging countries. The age pyramid favors emerging countries over Western countries. Emerging markets will represent a major part of the world's growth.



TECHNOLOGY
Advances in data analytics, automation, sensors, wireless networking and nanotechnology are enabling intelligent "self-aware" machines.



ENERGY AND ENVIRONMENT
The need to save energy, find new sources, control emissions and develop clean energy. Environmental awareness also growing in emerging markets; waste of any kind is increasingly unacceptable.

KEY STRATEGIC INITIATIVES



1

**INDUSTRIAL
INTERNET**



2

**EMERGING MARKETS
OFFERING**



3

oneKONECRANES

INDUSTRIAL INTERNET



We make machines intelligent and aware of their condition, and network them to create real-time visibility for enhanced **safety and productivity**. This *unique service* that we offer our customers differentiates us from our competitors.



EMERGING MARKETS OFFERING



We develop high quality "mid-market" products at lower price points and strengthen our position in emerging markets.



oneKONECRANES

We streamline our way of working and modernize our information systems to boost productivity and lower operational costs.

- Implementing Konecranes' vision, also for our own operations
- 360° view on our customers
- Real-time visibility to demand and supply
- Improved punctuality, quality and lead times
- Higher scalability, lower transaction cost
- Common tools.



PRODUCT PORTFOLIO



SMART CRANES WITH SMART SERVICE

SERVICE

- Preventive approach
- Service programs based on customer needs
- Services for lifting equipment of every make
- 4,000 well-trained technicians in 626 locations servicing a contract base of 430,000 items of equipment.

TECHNOLOGY

- Increased R&D investment
- Focus on digital controls, software, automation, and service-enabling technologies
- High attention to quality, usability, ergonomics, and environment
- Smart solutions to improve customers' safety and productivity.

**MAXIMIZING THE PRODUCTIVITY OF UPTIME
MINIMIZING THE COST OF DOWNTIME**

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



SERVICING THE GLOBE

6,060

**MAINTENANCE
PROFESSIONALS**

4,000

**HIGHLY SKILLED
SERVICE TECHNICIANS**

2,400

**MORE THAN
SERVICE VANS**

**TRUCONNECT®
REMOTE SERVICES
LAUNCHED IN**

25

COUNTRIES

1.75

**MILLION ANNUAL
SERVICE CALLS**

**SERVICE IS
40%**

OF TOTAL SALES

**MAINTENANCE
CONTRACTS
COVERING MORE THAN
430,000**

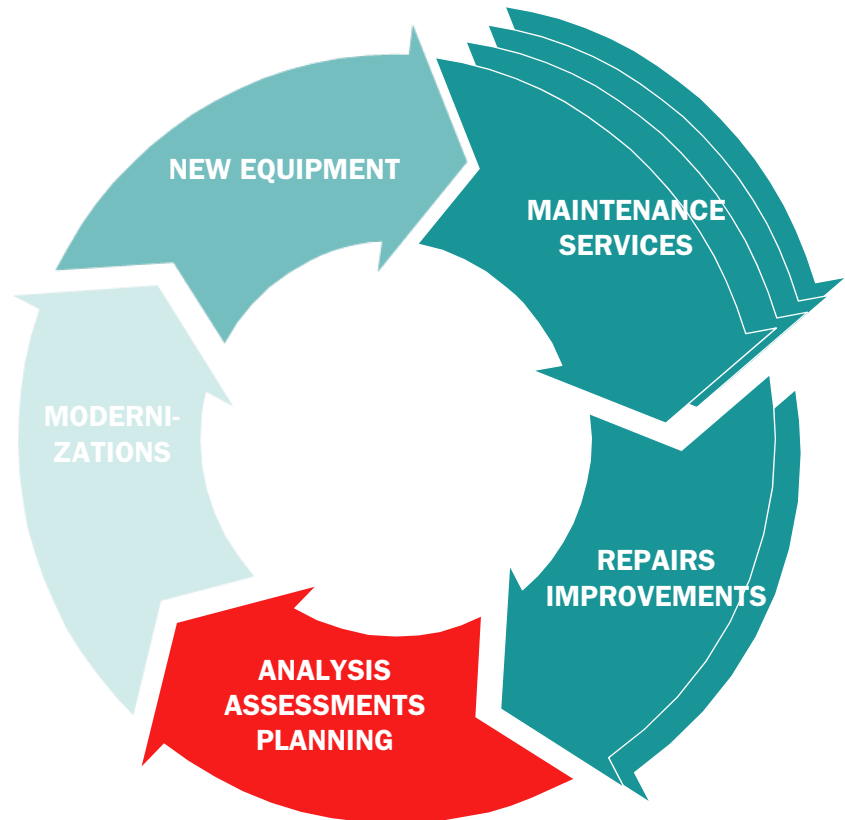
**EQUIPMENT OF
DIFFERENT
MAKES**

100

**REMOTE SUPPORT CASES
PER MONTH**

OUR FOCUS, YOUR BENEFITS

- Improved safety, higher performance and availability, resulting in higher productivity
- Lower total costs of maintenance and downtime
- Prolonged equipment service life.



SERVICE PROGRAMS BASED ON YOUR NEEDS

CONTACT



Any single maintenance or repair work on a needs basis.

CONDITION



Periodic and scheduled inspection services.

CARE



Periodic inspections and preventive maintenance.

COMMITMENT



Wide scope maintenance partnership with common KPI's.

COMPLETE



Full responsibility of equipment, maintenance and personnel.

ADVANCED DIAGNOSTICS AND NEW SERVICES

RailQ Runway Survey

Faster, safer and more accurate.

RopeQ Wire Rope Inspection

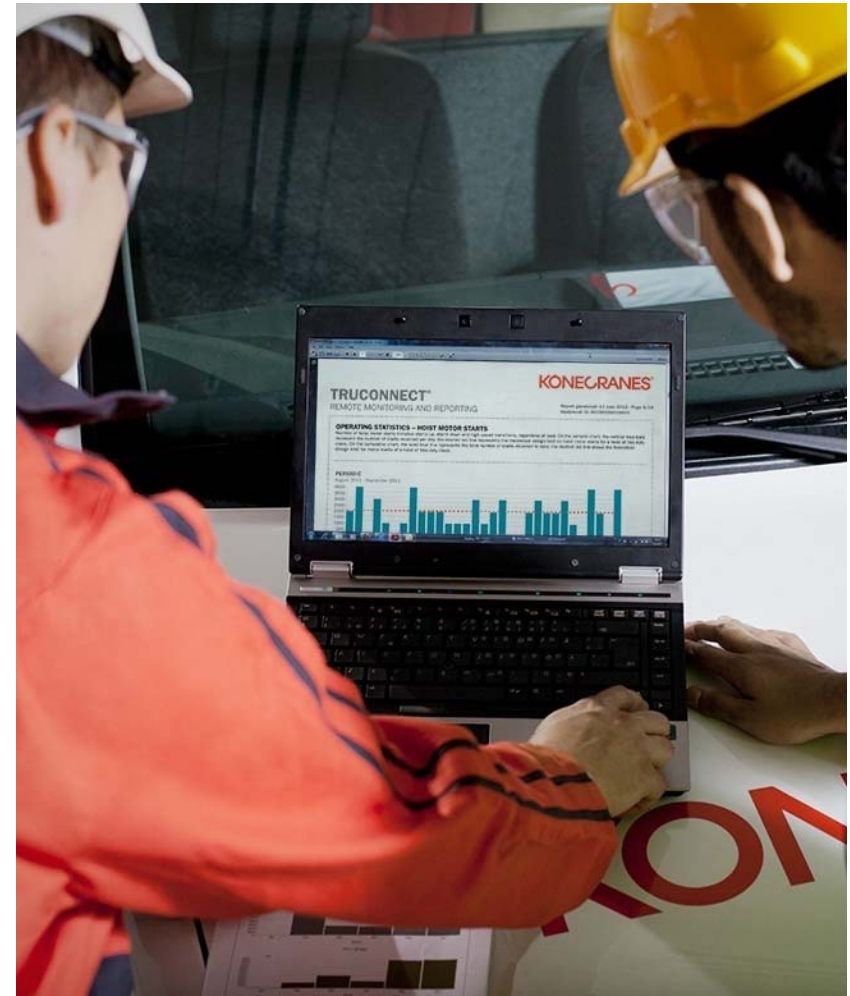
Inspecting what you cannot see.

AGILON® Material Handling

The right parts, in the right place, at the right time.

TRUCONNECT® Remote Services

The future of maintenance.



TRUCONNECT® REMOTE SERVICES OFFERING



TRUCONNECT® REMOTE MONITORING AND REPORTING



TRUCONNECT® REMOTE DIAGNOSTICS AND TECHNICAL SUPPORT



TRUCONNECT® REAL-TIME PRODUCTION EFFICIENCY MONITORING



INDUSTRIAL DESIGN PHILOSOPHY

1

**DEVELOP
PRODUCTS THAT
ARE CLEAR AND
INTELLIGENT**

2

**EASY-TO-USE
PRODUCTS ARE
SAFER FOR USERS**

3

**USER-
FRIENDLINESS
LEADS TO BETTER
BUSINESS FLOW
AND PRODUCTIVITY**

**WHEN DEVELOPING NEW TECHNOLOGIES, WE TALK WITH OUR CUSTOMERS
AND STUDY HOW PEOPLE INTERACT WITH THE EQUIPMENT.**

KONECRANES DNA



SETTING THE BENCHMARK



INDUSTRY LEADERSHIP

- Securing lifting in industrial processes since the 1930s: over 80 years of experience.
- Constantly shaping the lifting industry by striving to make our customer's operations safer and more productive.
- Continually setting the benchmark in technology, automation and real-time services in the lifting industry.



GROWTH IS STRENGTH

WE ARE HERE TO STAY

- With the technologies and know-how to lift you well into the future.
- With a customer focus that puts your business at the center of ours.
- With an entrepreneurial attitude that drives growth.
- With a commitment to the well-being and competence of our people.
- A dedication to developing your business as your long-term partner and single-source supplier.



GROWTH IS STRENGTH

**WE CONTINUE TO
STRENGTHEN
OUR POSITION
AS THE WORLD'S
LEADER IN
LIFTING
SOLUTIONS.**



**NOT JUST LIFTING
THINGS, BUT ENTIRE
BUSINESSES**