# **KONECRANES**

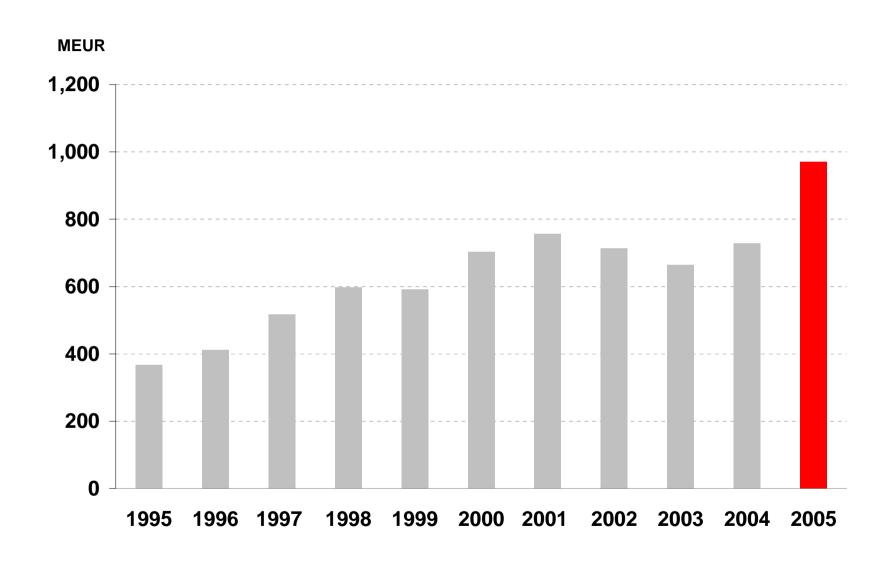


**Annual General Meeting** 8 March, 2006

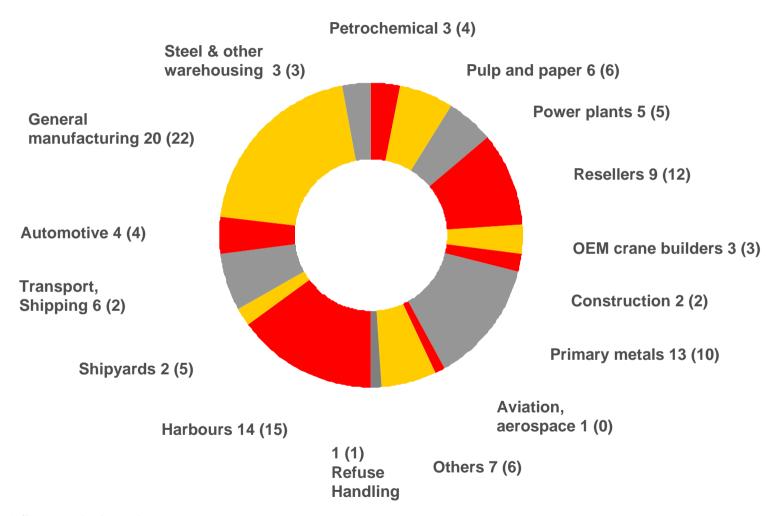
President and CEO's review



## Sales Development



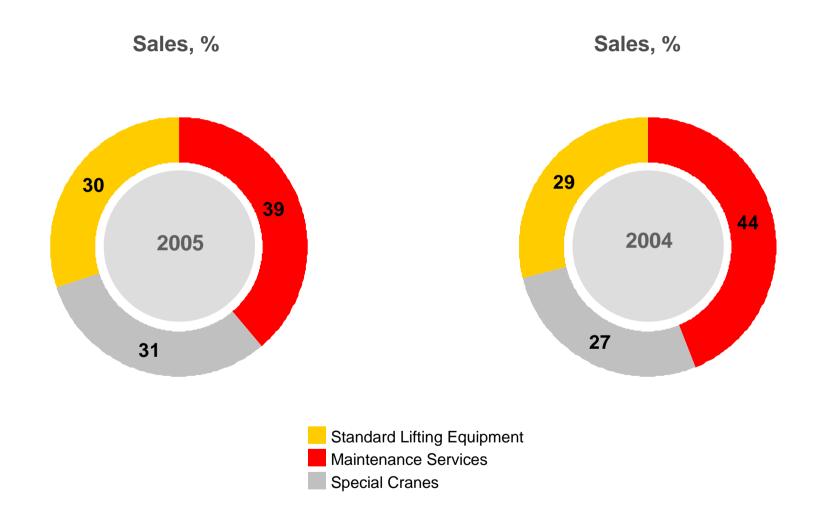
#### Sales by industry, %



Note: 2004 figures in brackets



## Sales by Business Area





## Strong Activity within General Manufacturing





#### A Good Year for our RTGs



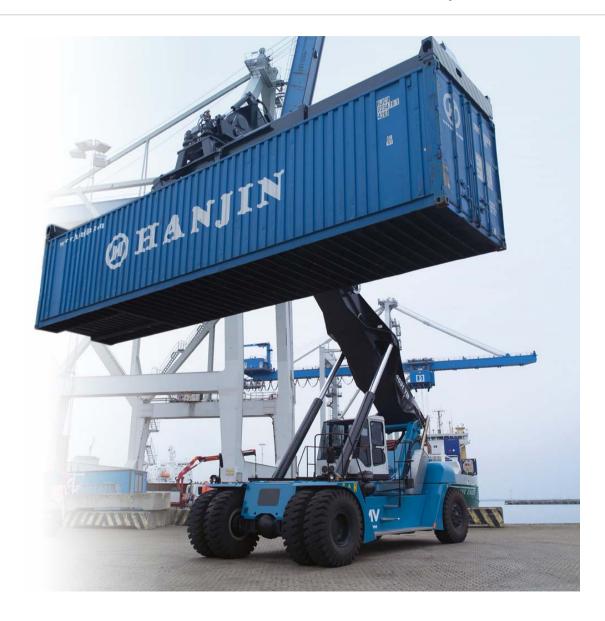


## Strong Demand for Steel mill Cranes in 2005



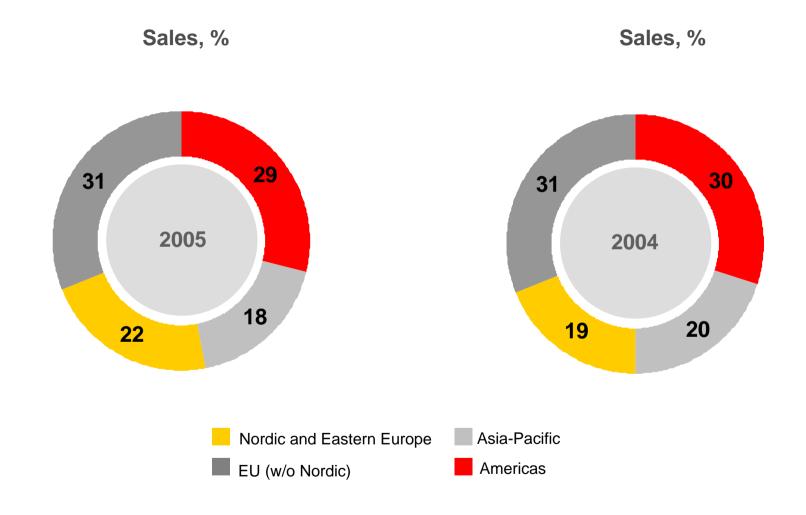


# KONECRANES Reachstackers and Lifttrucks Complemented our Offering





#### Sales by Market





# Growth in the Steel industry and in Ports in Russia and Ukraine

**★** = Nickel - copper

= Titan - magnesium

= Aluminium

= Ports

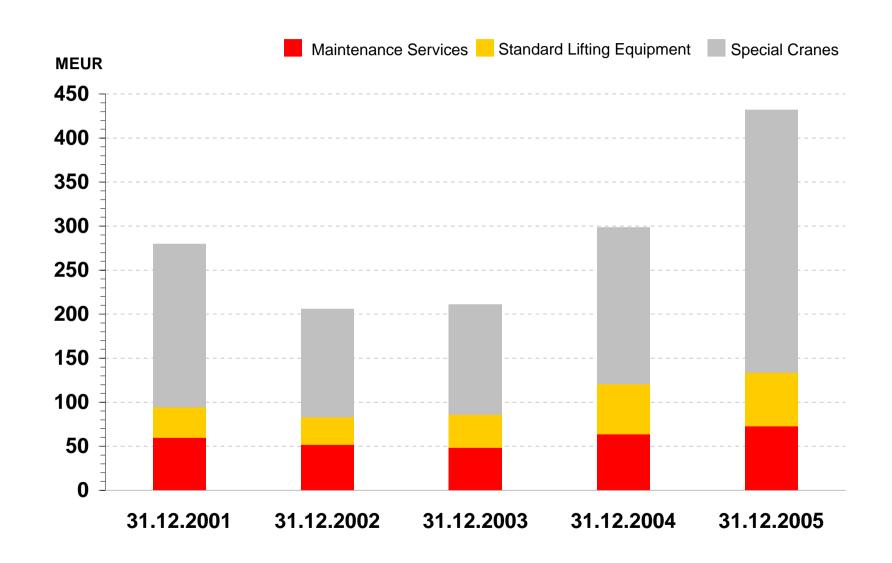
= steel

= offshore objects



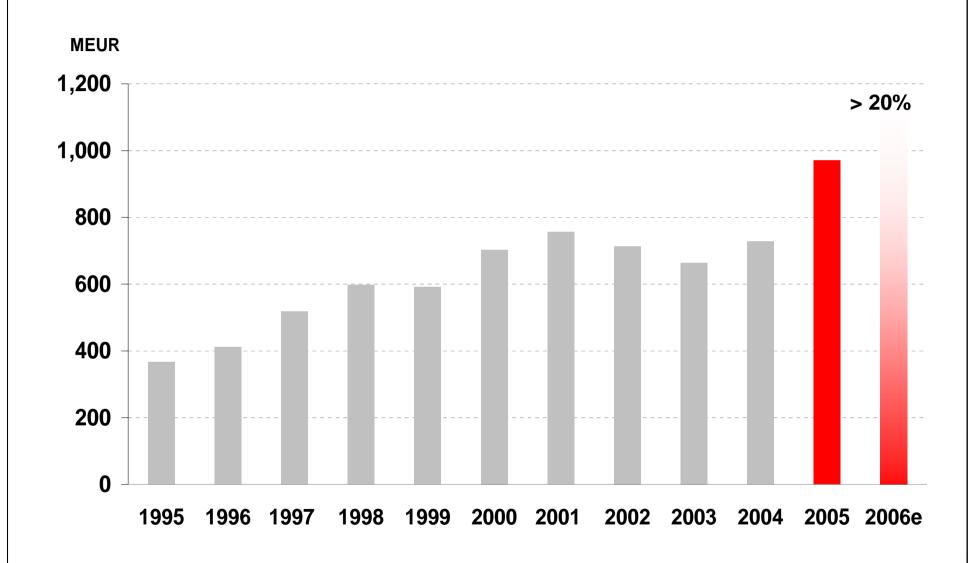


#### Orderbook



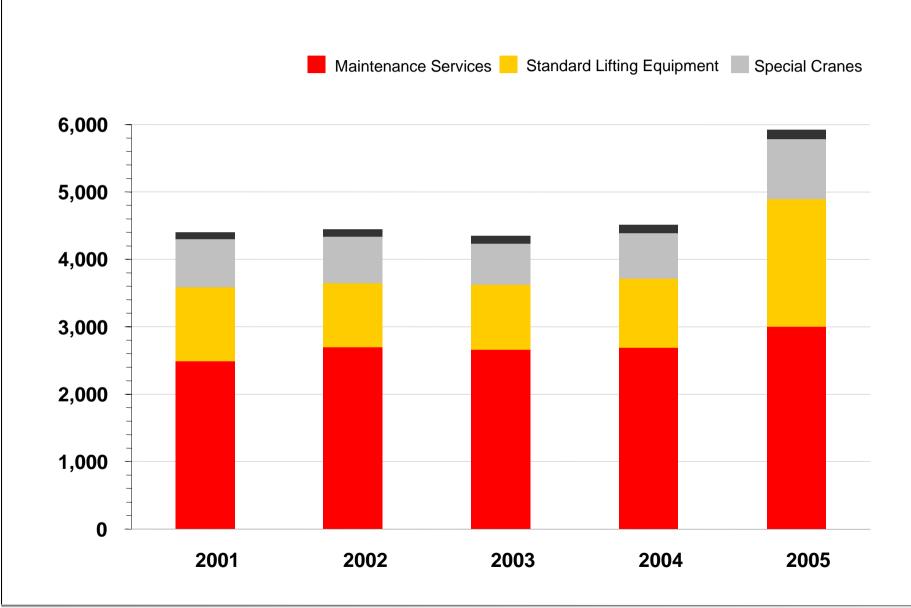


#### Sales Growth in 2006



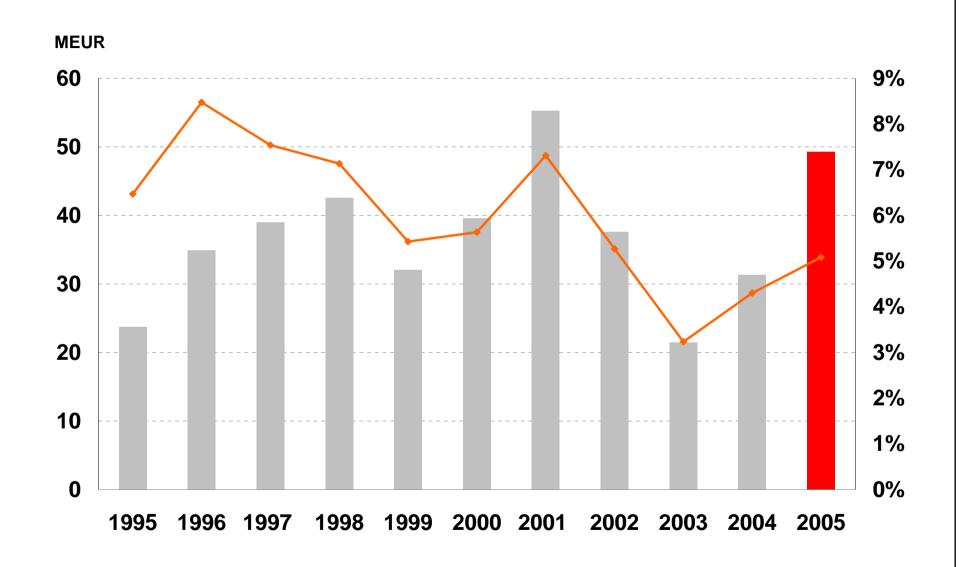


## Personnel Development

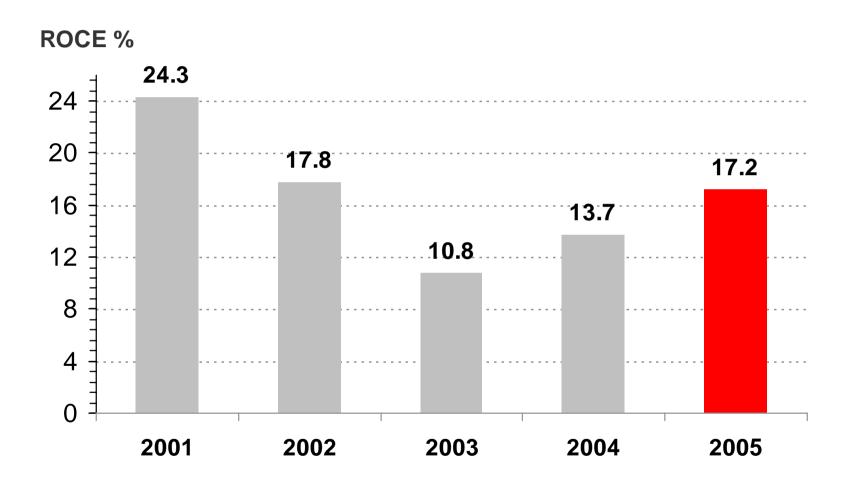




## KONECRANES Operating Income (EBIT) and Margin Development

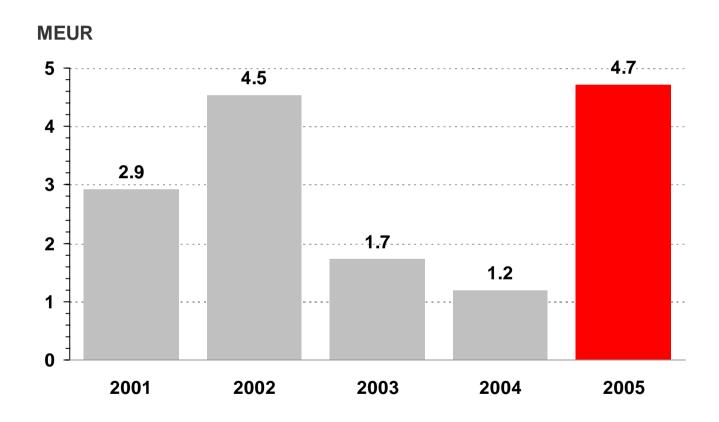


## Return on Capital Employed



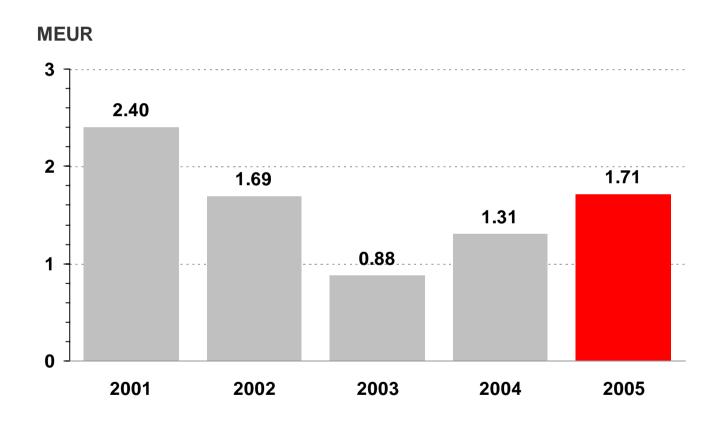


## Cash Flow per Share



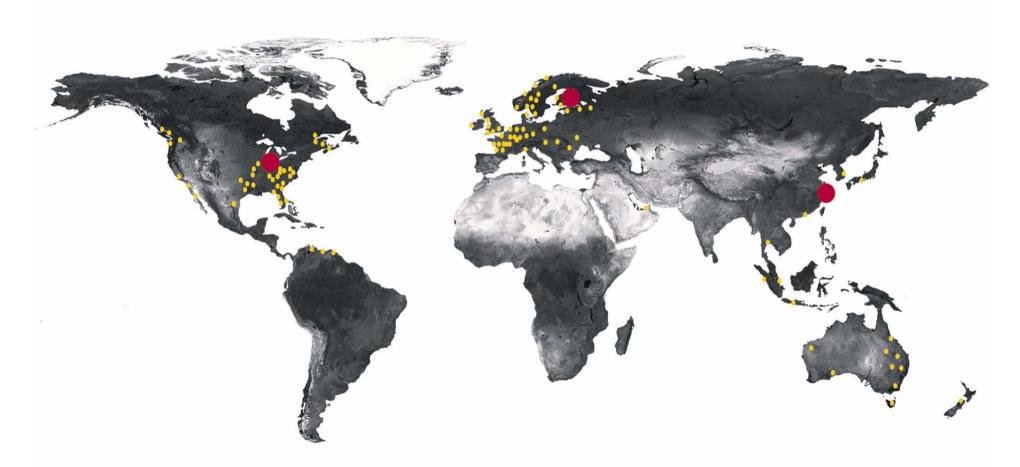


## Earnings per Share





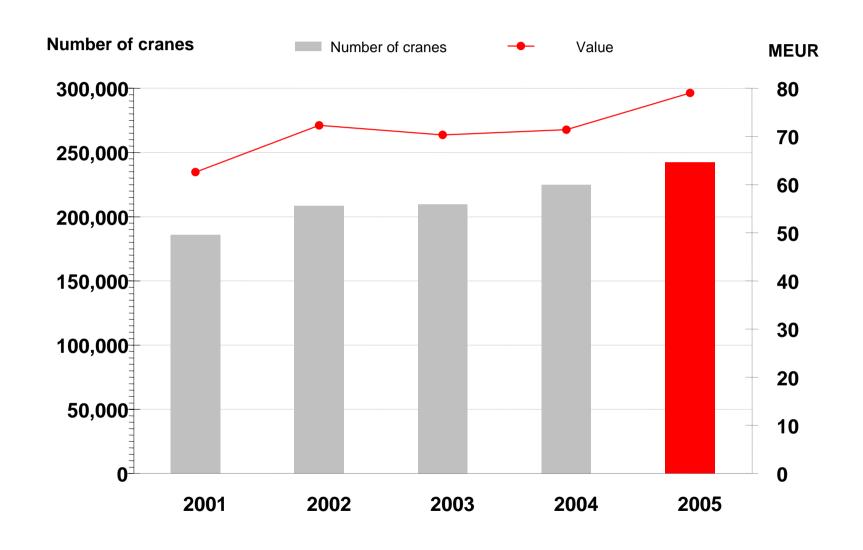
#### **Global Presence**



- Regional headquarters
- Over 330 service depots



## KONECRANES Growth in the Service Agreement Base





#### **Growth Strategy**

- Cranes and maintenance services in one package
- Increased outsourcing of crane maintenance
- Port crane maintenance
- New geographical markets
- Technology leadership



Organic growth

Market consolidation

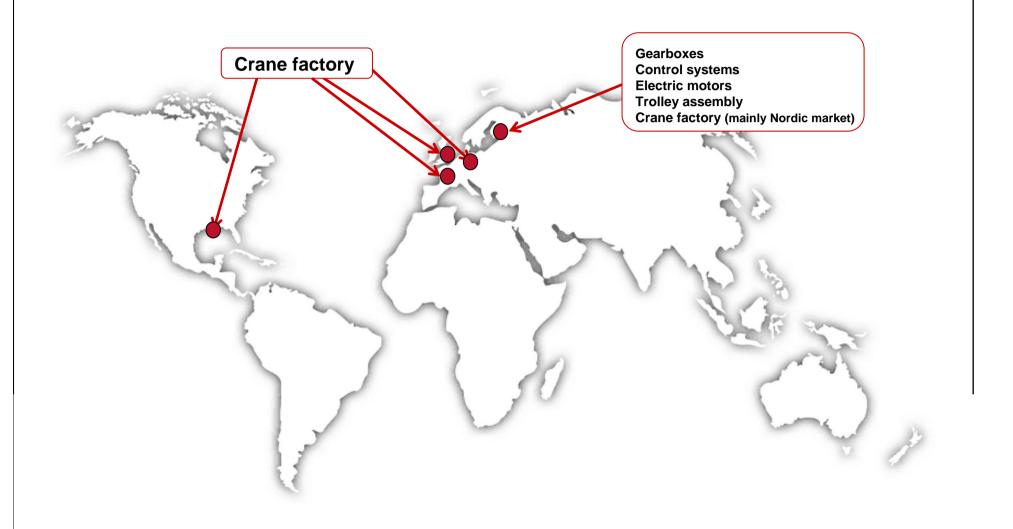


Selected acquisitions



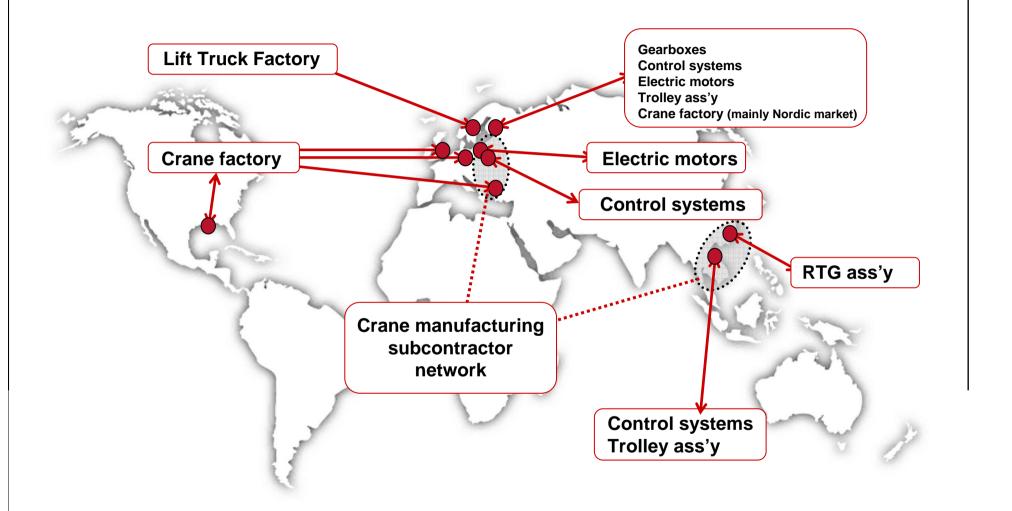


## Special Cranes Production 2004





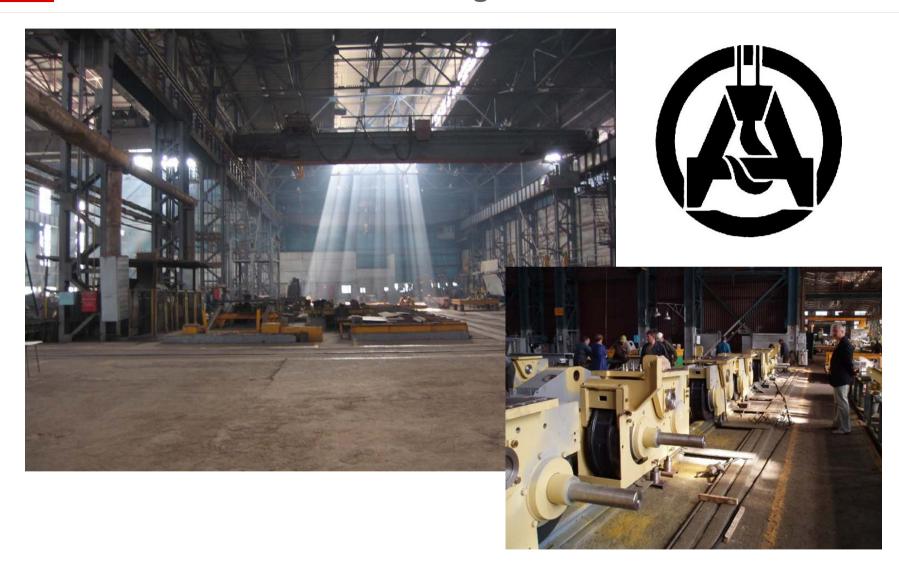
#### **Special Cranes Production 2005**



+ long term component sourcing arrangements



## **Manufacturing in Ukraine**





# **KONECRANES** Factory expansion in Shanghai in 2005



**WORLD LEADING CRANE TECHNOLOGY** 8 March, 2006 24 Annual general Meeting 2006



#### Statement of income

	2005 MEUR	2004 MEUR
Sales	970.8	728.0
Depreciation and impairments	-15.6	-12.4
Other operating expenses	-905.9	-683.0
Operating Income	49.3	31.3
Share of result of associated companies and joint ventures	0.5	0
Interests, net	-6.8	-3.5
Other financial income and expenses	-9.0	-0.1
Income before taxes	34.1	27.7
Taxes	-10.0	-9.2
Net income for the period	24.1	18.4



#### Balance sheet

MEUR	12/2005	12/2004		12/2005	12/2004
Non-current assets	197.6	126.0	Equity	152.1	137.6
Inventories	157.0	114.1	Non-current liabilities		
				106.9	24.7
Other current assets	369.4	273.8	Provisions	20.1	17.5
			Current liabilities	444.9	334.1
Total assets	724.0	513.9	Total s'holders equity and liabilities	724.0	513.9



#### Cash flow statement

		2004
MEUR	2005	2004
Operating income	49.3	31.3
Depreciation and impairments	15.6	13.7
Profits and losses on sale of fixed assets	-0.7	-0.7
Other non-cash items	1.6	0.9
Operating income before change in net working capital	65.8	45.2
Change in net working capital	0.7	-28.4
Cash flow from operations before financing items and taxes	66.5	16.8
Financing items and taxes	-18.1	-9.2
Net cash flow from operating activities	48.4	7.6
Net cash used in investing activities	-46.1	-38.0
Cash flow before financing activities	2.3	-30.4
Translation difference in cash	1.3	-0.4
Dividends paid	-14.8	-28.1
Change in interest bearing debt	29.9	66.5
Proceeds from share subscriptions	4.6	0.0
Cash and cash equivalents at the end of period	44.0	20.7