KONECRANES®
Lifting Businesses™

ONE TECHNOLOGY COMPANY

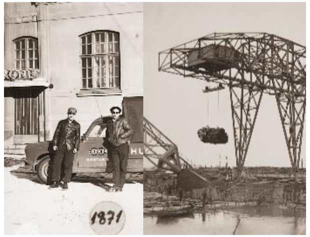
KONECRANES AND MHPS –

A COMBINATION OF 18,000 EMPLOYEES FROM ACROSS THE GLOBE

ABOUT KONECRANES AND MHPS

Konecranes

- Sales of €2.1bn
- Around 11,000 employees worldwide

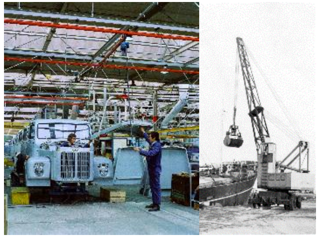


Over 100 years of strong organic and acquisition-based growth, which all started when KONE Corporation was founded in 1910:

- **1933** – KONE commences crane production
- **1930s/40s** – Product range starts to include hoists and harbor cranes
- **1980s** – Internationalization efforts gather pace with US expansion
- **1994** – KCI Konecranes is spun off from KONE

MHPS

- Sales of €1.4bn
- Around 7,000 employees worldwide



Almost 200 years of German-origin engineering heritage and expertise:

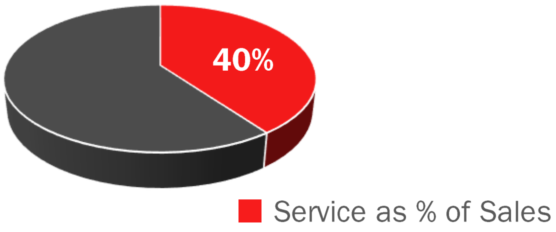
- **1819** – First operations in Wetter of company that becomes Demag in 1910
- **1824** – Noell commences operations in Würzburg
- **1906** – Gottwald Port Technology is founded in Düsseldorf
- **2011** – Operations come under Terex ownership

Note: Based on 2015 figures.

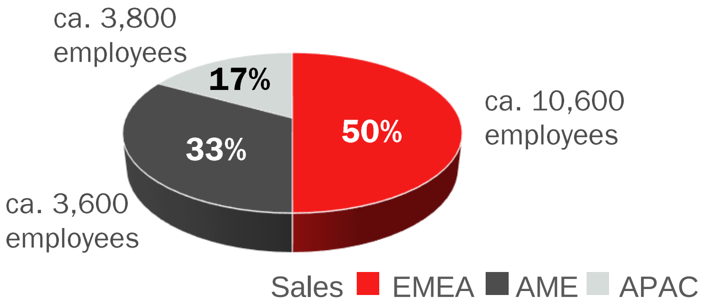
KONECRANES

CREATING ONE TECHNOLOGY COMPANY WITH A GLOBAL REACH – OVERVIEW OF COMBINED BUSINESS

Strength in Services



Truly Global Footprint



Note: Based on 2015 figures in EUR. All Konecranes figures excluding Stahl CraneSystems.

STRATEGIC RATIONALE: A VERY COMPLEMENTARY COMBINATION OF STRENGTHS

Combines a highly **complementary** set of products

Creates a stronger basis for future **technology development** and continued dedication to R&D

Strengthens our service offering on a much wider scale

Can reach **scale benefits and efficiencies** that will allow us to become world class

Creates a truly **global footprint,** so we can serve our customers globally

Allows for **IT infrastructure** to be leveraged, improving our processes worldwide

KONECRANES®

UNMATCHED CUSTOMER OFFERING IN SERVICE, INDUSTRIAL EQUIPMENT AND PORT SOLUTIONS

Service




Industrial Equipment

Port Solutions



KONECRANES

FAMILY OF LEADING BRANDS

Service & Industrial Equipment

KONECRANES

DEMAG

Power Brands

SWF KRANTECHNIK

R&M MATERIALS HANDLING INC.

VERLINDE LIFTING EQUIPMENT

MORRIS CRANE SYSTEMS

donati

三马起重 SANMA HOISTS & CRANES

Port Solutions

KONECRANES

KONECRANES | GOTTWALD

KONECRANES | NOELL

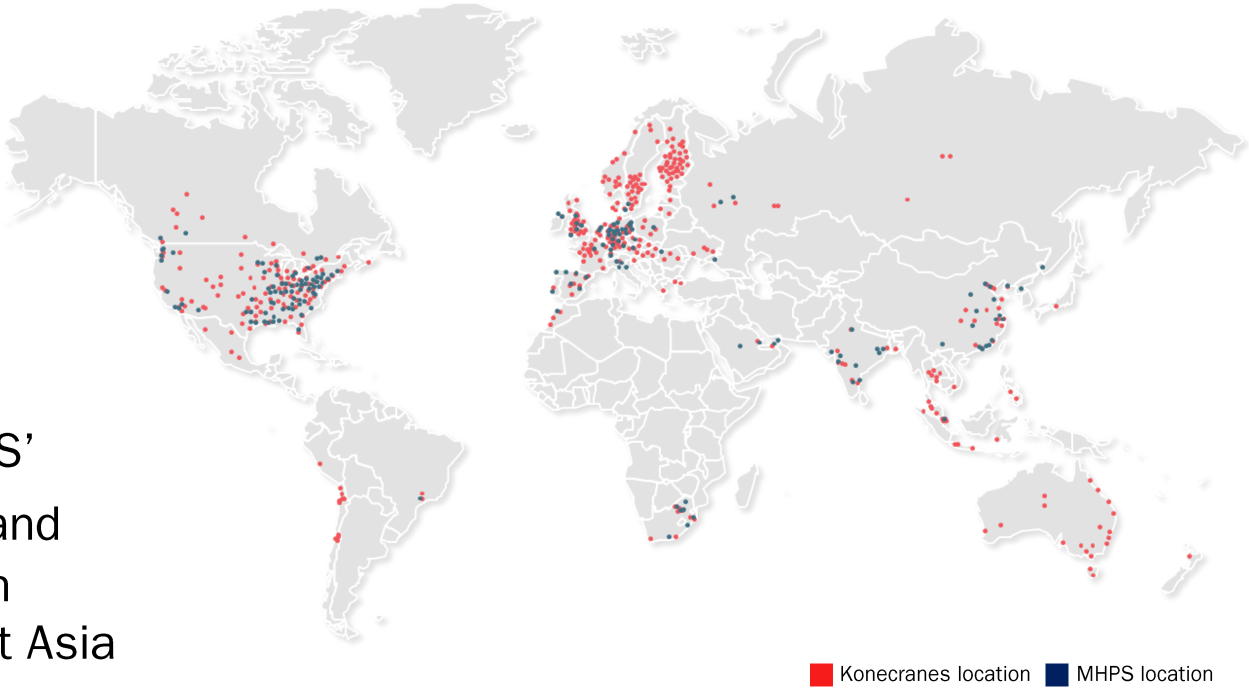
KONECRANES | LIFTACE

A GLOBAL COMPANY

50 countries

18,000 employees

Konecranes' **basis** in Northern Europe, North America and China complemented by MHPS' **strength** in Central and Southern Europe, South America and South-East Asia



Note: Joint Venture locations not visible on the map.

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BRINGING TOGETHER INDUSTRY-LEADING COMPETENCIES FOR CONTINUED TECHNOLOGY DEVELOPMENT

Combined innovative power

1000+ issued and **500+** pending patents

Innovation milestones

Electric Wire Rope Hoist

Demag Chain Hoist

Gottwald Automated Guided Vehicle AGV

KC Drives for RTG/STS

KC CXT Wire Rope Hoist Platform

Demag Cranes & Components self-diagnostic hoist

New-Generation CLX Chain Hoist

Automated RTG (ARTG)

yourKONECRANES.com New generation customer portal

1910 1936 1947 1952 1956 1962 1989 1995 2001 2003 2005 2011 2012 2013 2015 2016

Demag Electrical Rope Hoist

Harbor Crane

Gottwald Mobile Harbo crane

First preventive service contract

Active Load Control

Diesel-electric straddle carrier

First generation electronic controlle rope hoist

Truconnect Remote Services

World's first Hybrid Reach Stacker

V-type-girder crane

First automated straddle carrier order

Konecranes MHPS

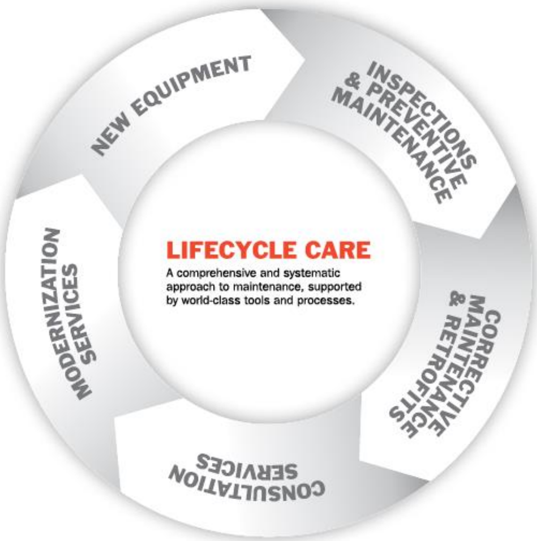
KONECRANES

SUBSTANTIAL GROWTH POTENTIAL IN SERVICE BUSINESS

Significant strengthening of service capabilities

	Konecranes	Combined	MHPS
Service locations	485	**605**	120
Technicians	3,550	**4,550**	1,000
Service contract base	460K	**740K**	280K

The Lifecycle approach



Note: Based on 2015 figures. All Konecranes figures excluding Stahl Cranesystems.
Number of service locations and number of technicians revised due to reclassifications and restructurings.
MHPS excluding 50%-owned Singapore-based joint venture.

KONECRANES

OPPORTUNITY THROUGH SYNERGIES

Procurement	• Supply chain optimization • Insourcing/outsourcing • Freight and logistics efficiency
Operations	• Manufacturing footprint • Capacity utilization • Overall operational optimization
SG&A	• SG&A efficiencies • IT system consolidation • Engineering and R&D optimization

~EUR 140m synergies at EBIT level

KONECRANES®

NOT JUST LIFTING THINGS, BUT ENTIRE BUSINESSES