

2010 FINANCIAL RESULTS

February 3, 2011

Pekka Lundmark, President and CEO

Teo Ottola, CFO

HIGHLIGHTS OF Q4/10

- **Positives**

- Key macroeconomic indicators continuously positive
- Pick-up in Port Cranes boosted Equipment order intake
- Continued EBIT margin expansion

- **Negatives**

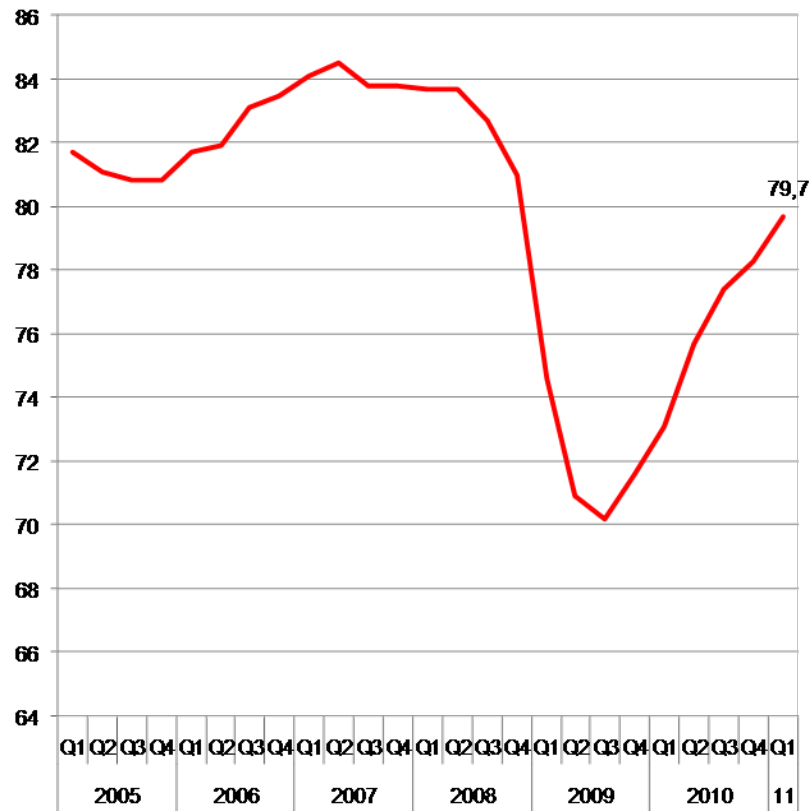
- New equipment orders still relatively low in developed markets

Q4 ORDERS RECEIVED Y/Y	EMEA	AME	APAC
SERVICE			
EQUIPMENT			

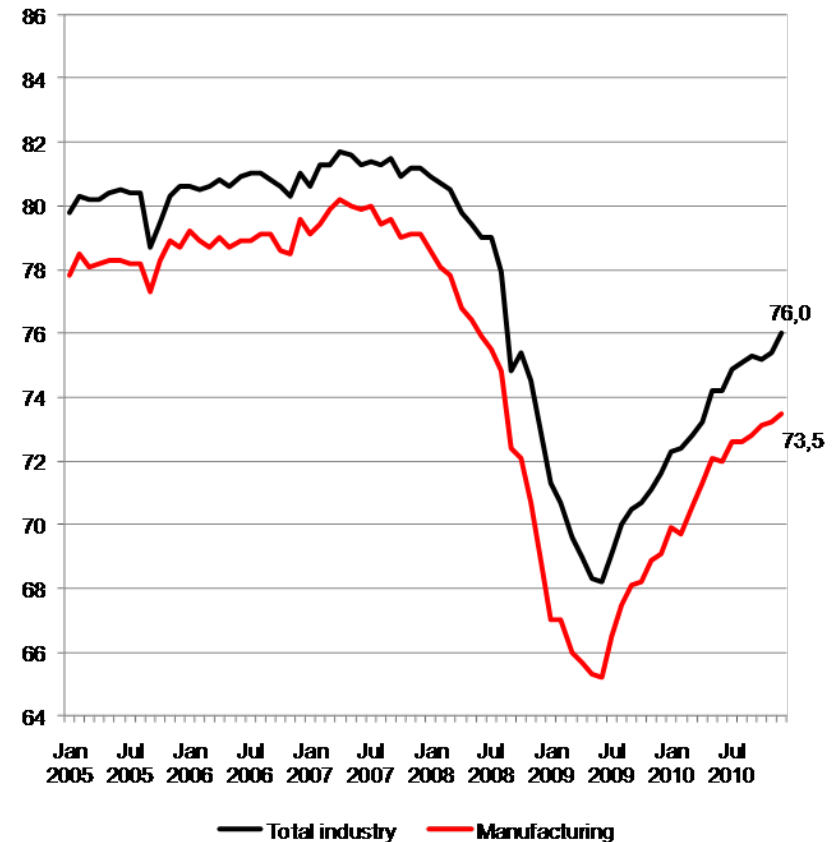
Board of Directors proposes a dividend of EUR 1.00 per share

CAPACITY UTILIZATION: EU27 AND USA

Capacity utilisation of manufacturing in EU



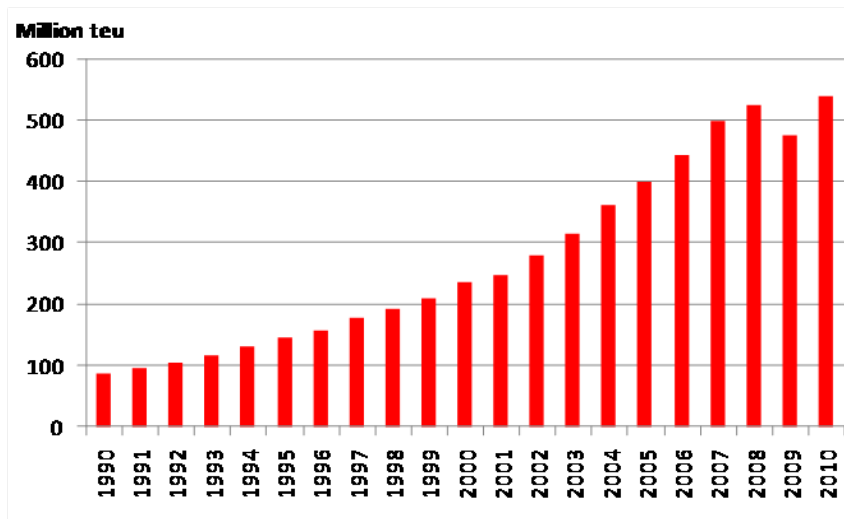
Capacity utilisation in the USA



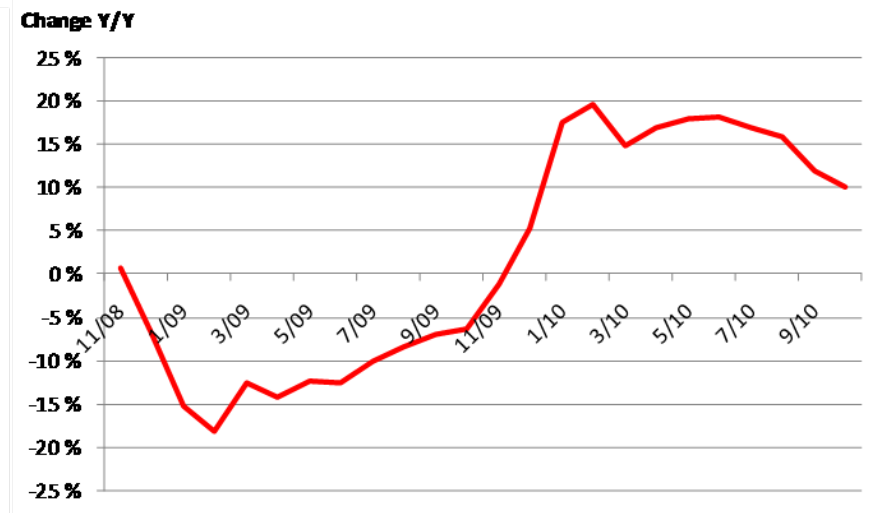
SOURCES: Eurostat (latest data point Q1/11), Federal Reserve Bank of St. Louis (December 2010)

CONTAINER TRAFFIC

Annual container handling volume



Monthly container handling volume



SOURCES: Drewry Container Annual 2009/2010, Drewry Freight Shipper Insight (latest data point October 2010)

MARKET OUTLOOK AND FINANCIAL GUIDANCE AS OF FEBRUARY 3, 2011

- The demand for maintenance services is expected to be above last year's level due to higher capacity utilization within customer industries
 - The demand for new equipment is expected to continue to grow in Asia-Pacific and in emerging markets in general. Also, customers in Western Europe and North America are gradually gaining confidence to increase their new equipment investments
- We forecast year 2011 sales and operating profit to be higher than in 2010

ABU DHABI PORTS COMPANY (ADPC) RELIES ON KONECRANES

- Order of 30 automated stacking cranes (ASC) and a container terminal operating system (TOS)
- Order value over EUR 80 million
- Delivery in 2012
- Konecranes has a proven solution for ASCs
 - Earlier delivery of 30 ASCs to Norfolk, Virginia, USA, in operation
 - 36 ASCs on order for Barcelona, Spain, for delivery in 2012



ACQUISITIONS IN 2010

- Six MTS companies: two in Denmark, in the UK and in the US



- Two crane service companies in France and Morocco



- Purchase of 22% of shares in Kito



- Capex on acquisitions and investments in associated companies EUR 46.5 million in 2010
- Acquisitive impact approximately 3% on orders and 2% on sales in 2010

ACQUISITION OF TECHNIPLUS IN MOROCCO

- Port crane service and modernization company in Morocco – Konecranes' first acquisition in North Africa
- Before the acquisition Techniplus was the distributor of Konecranes' lifttrucks and port equipment in Morocco
- Techniplus has 120 employees and net sales of EUR 7 million (2009)



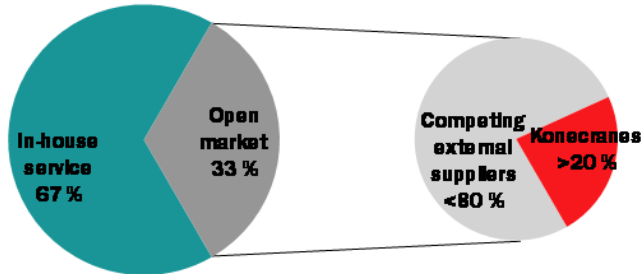
ACQUISITION OF GRUAS KOMAN IN CHILE IN JANUARY 2011

- The acquisition also includes the Peruvian start-up subsidiary
- Specialized in providing overhead lifting solutions and maintenance services in Chile, Peru, and Bolivia
- Installed base of almost 500 cranes, a majority of these built on Konecranes' technology
- Gruas Koman has 60 employees and net sales of EUR 7 million (2009)



MARKET SHARE AND SIZE IN 2010

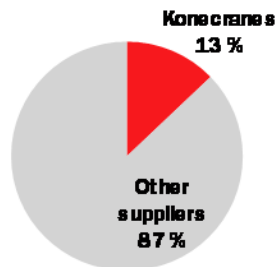
Service: Industrial and Port Cranes



Machine Tool Service market estimated to be 2x Crane Service market

Total market ~10 BEUR Open market >3 BEUR

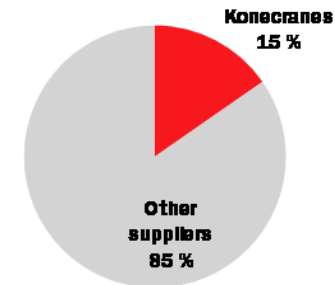
Equipment: Industrial Cranes and Components, Container Handling Equipment



Market size ~8 BEUR

Note that market share and size are based on Konecranes' estimates as no comprehensive statistics are available.

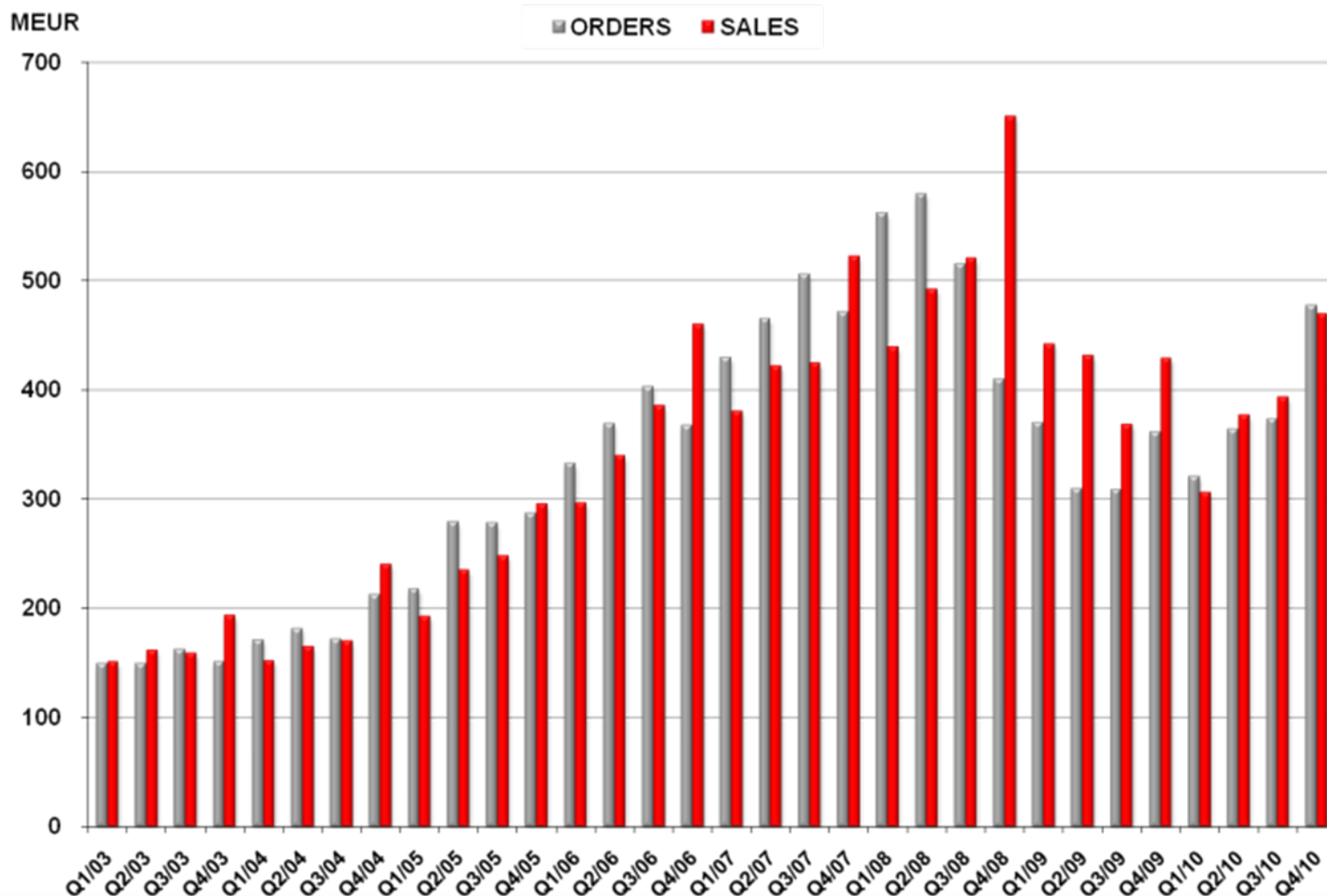
Total open market excl. Machine Tools



Market size ~11 BEUR

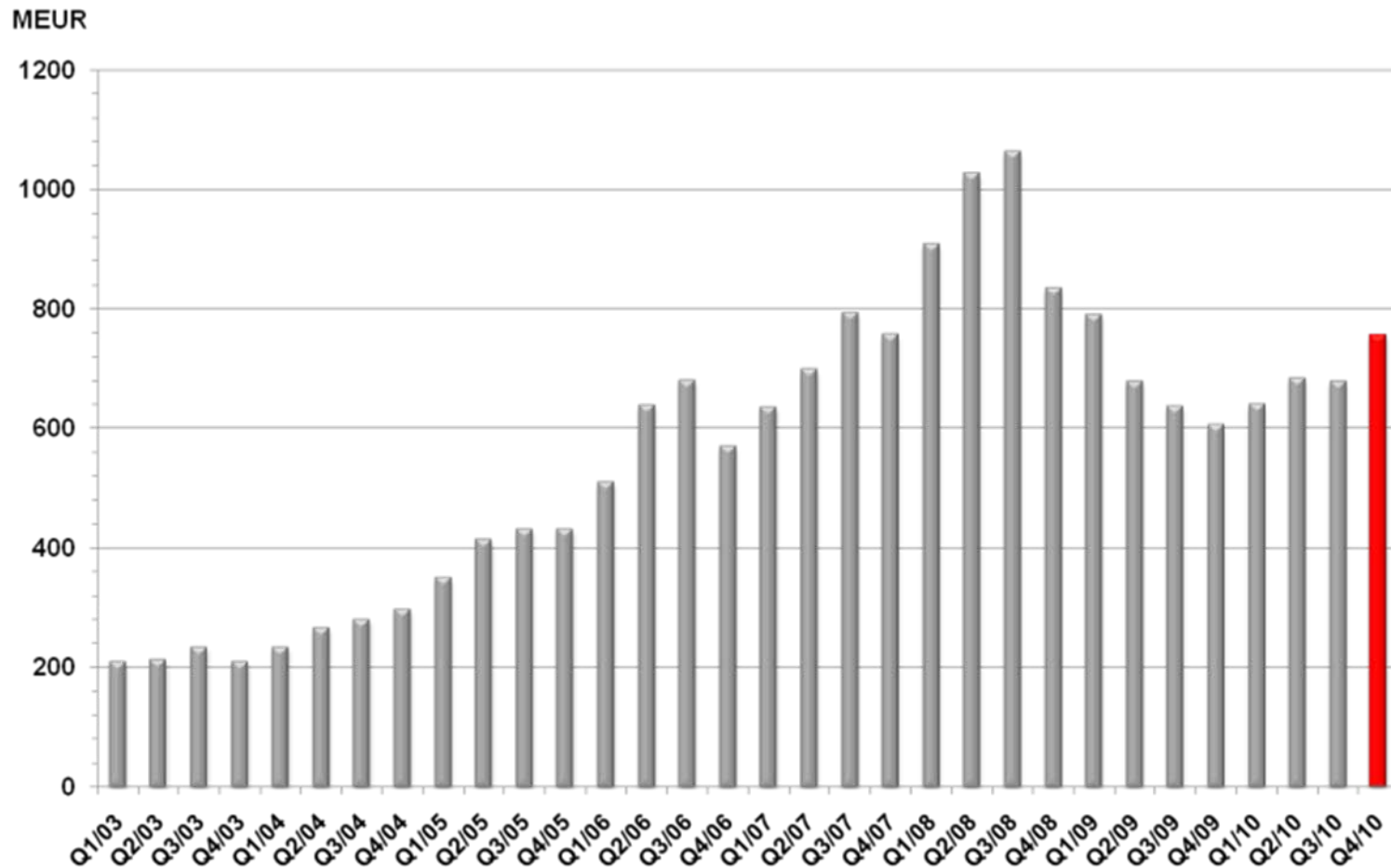
GROUP ORDERS AND NET SALES

Q4 Orders: 477.7 (361.1) MEUR, +32.3% | Net sales: 469.4 (428.9) MEUR, +9.5%



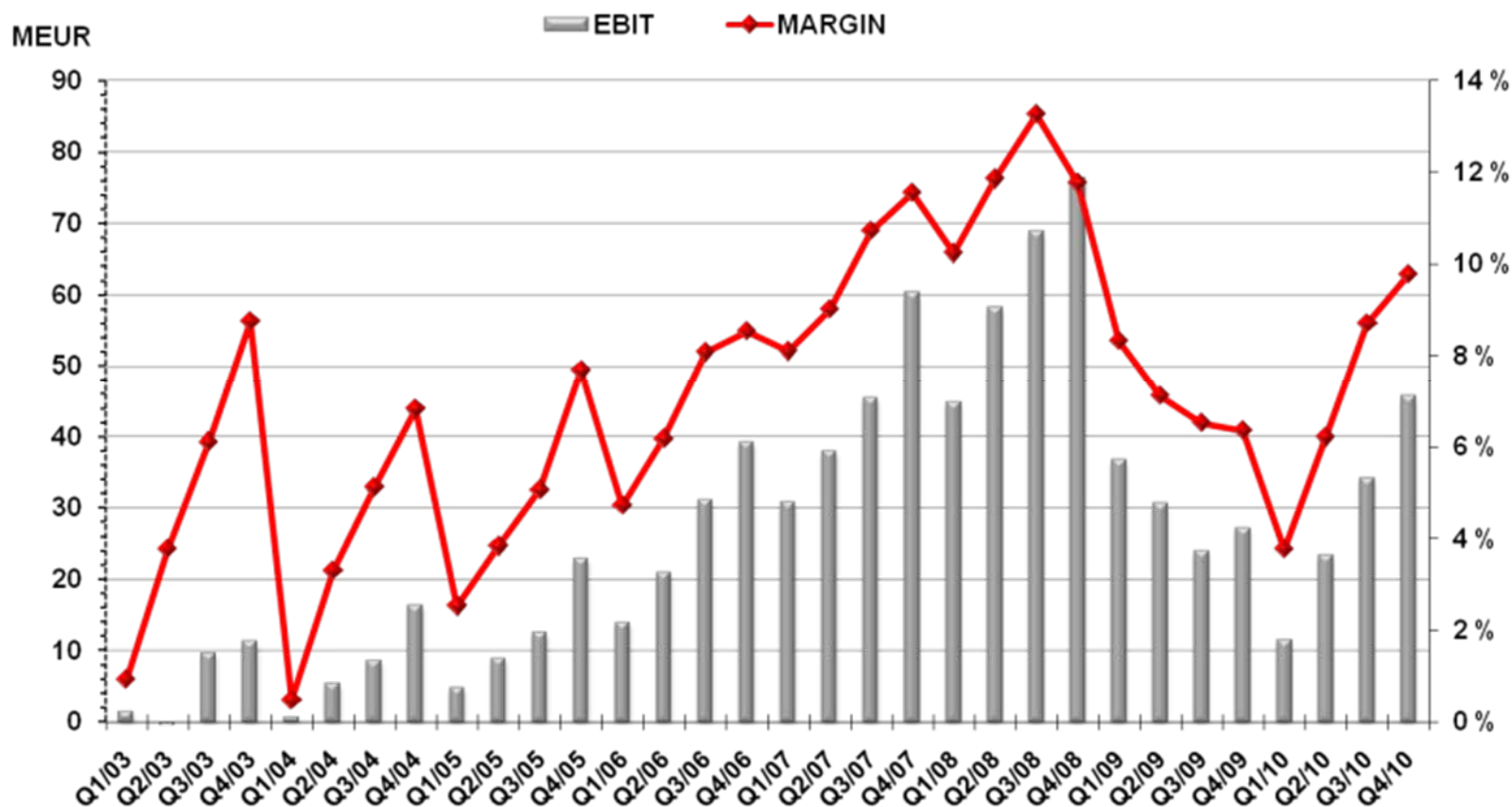
GROUP ORDER BOOK

756.2 (607.0) MEUR, +24.6%



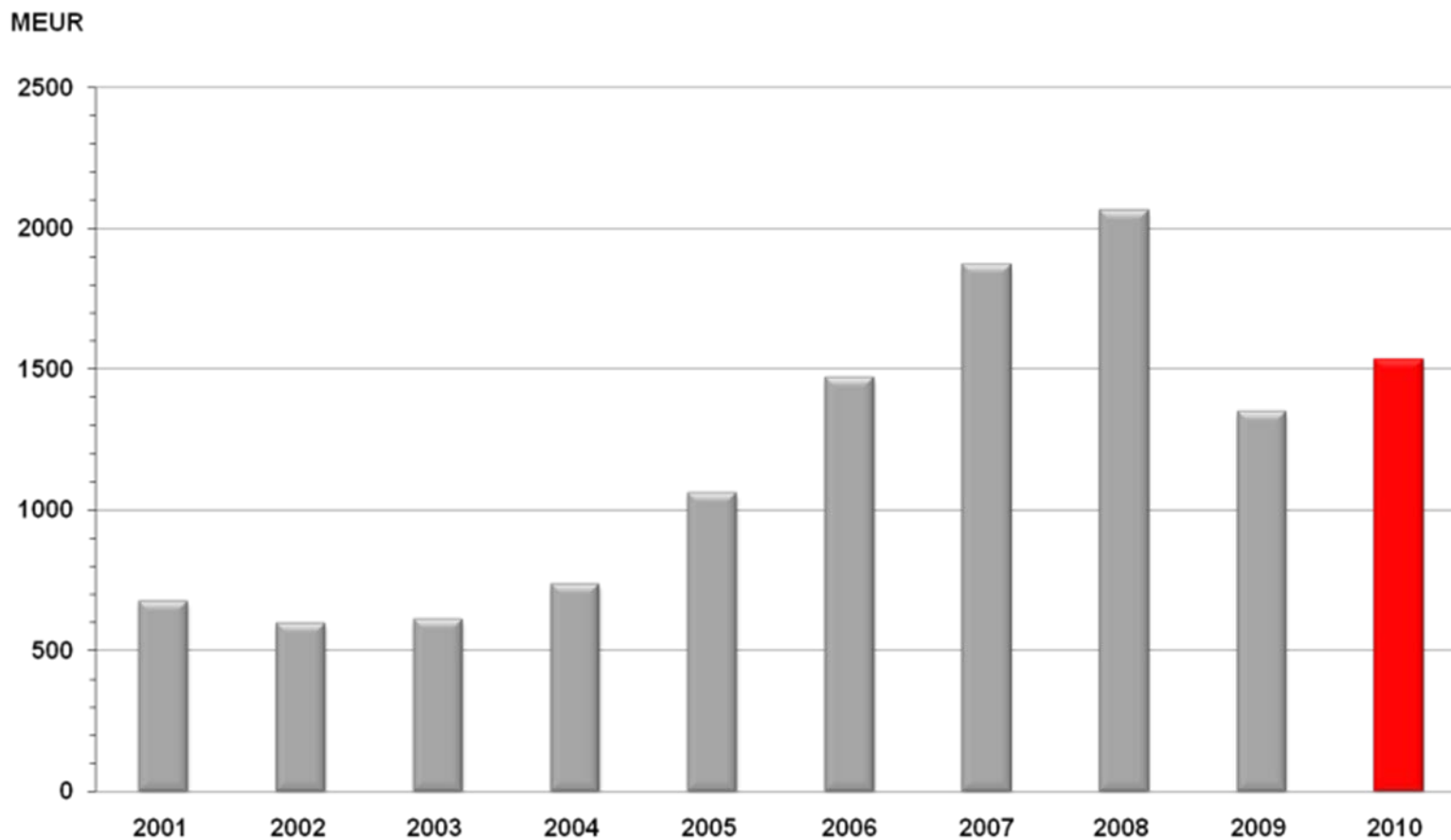
GROUP EBIT & MARGIN

Q4 EBIT: 45.8 (27.3) MEUR | Margin: 9.8% (6.4%), excluding restructuring costs



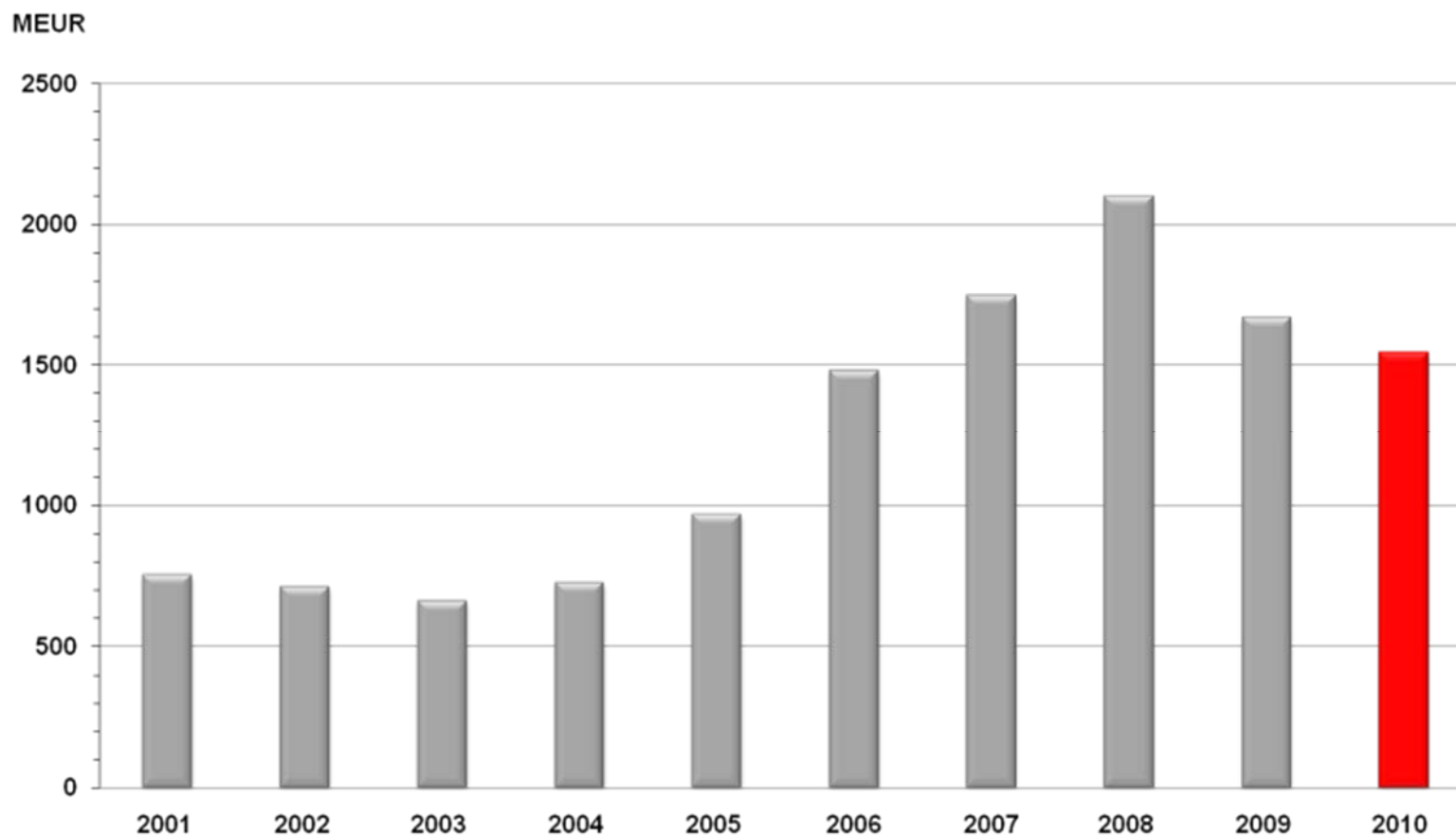
GROUP ORDERS RECEIVED

1 536.0 (1 348.9) MEUR, +13.9%



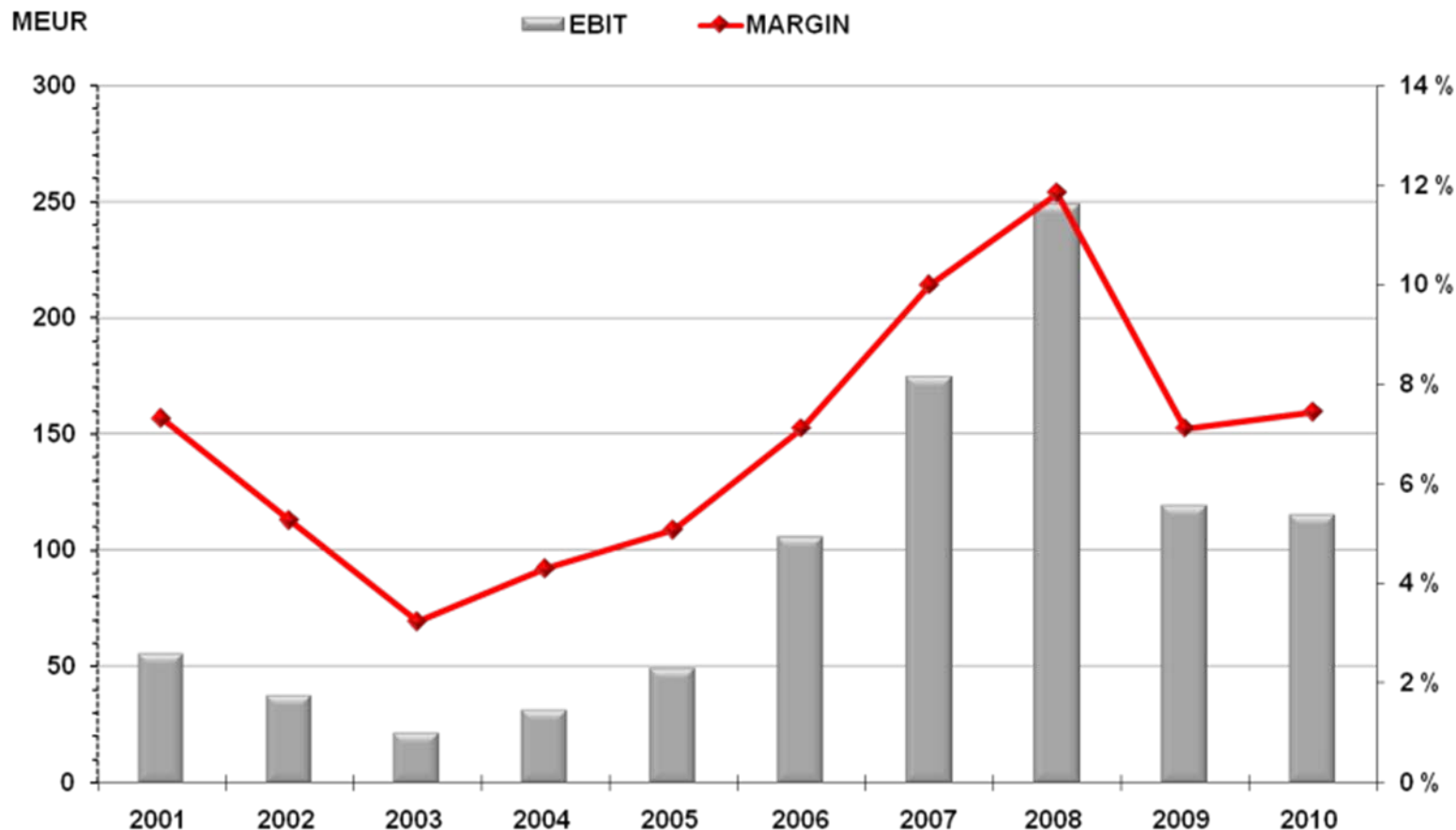
GROUP NET SALES

1 546.3 (1 671.3) MEUR, -7.5%

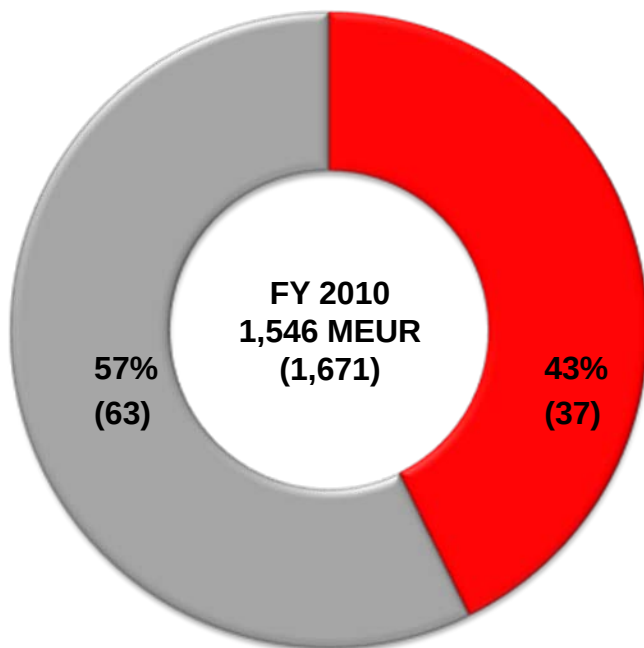


GROUP EBIT & MARGIN

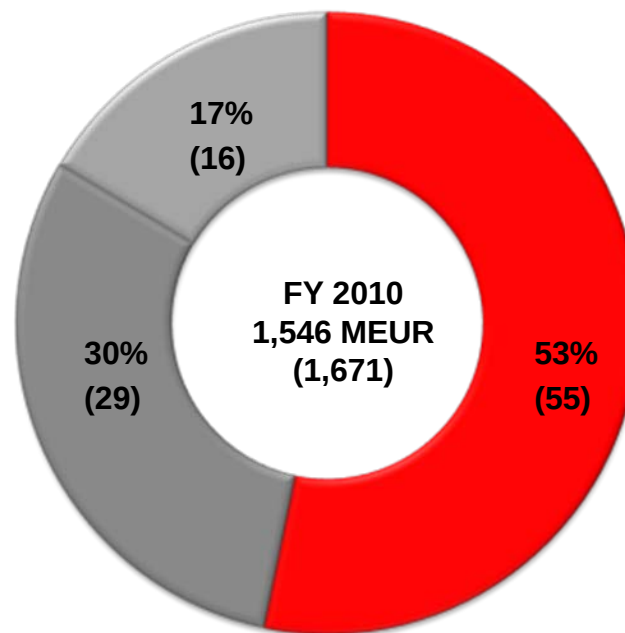
EBIT: 115.1 (118.8) MEUR | MARGIN: 7.4% (7.1%), excluding restructuring costs



SALES SPLIT BY BUSINESS AREA AND REGION (R12M)



■ SERVICE ■ EQUIPMENT

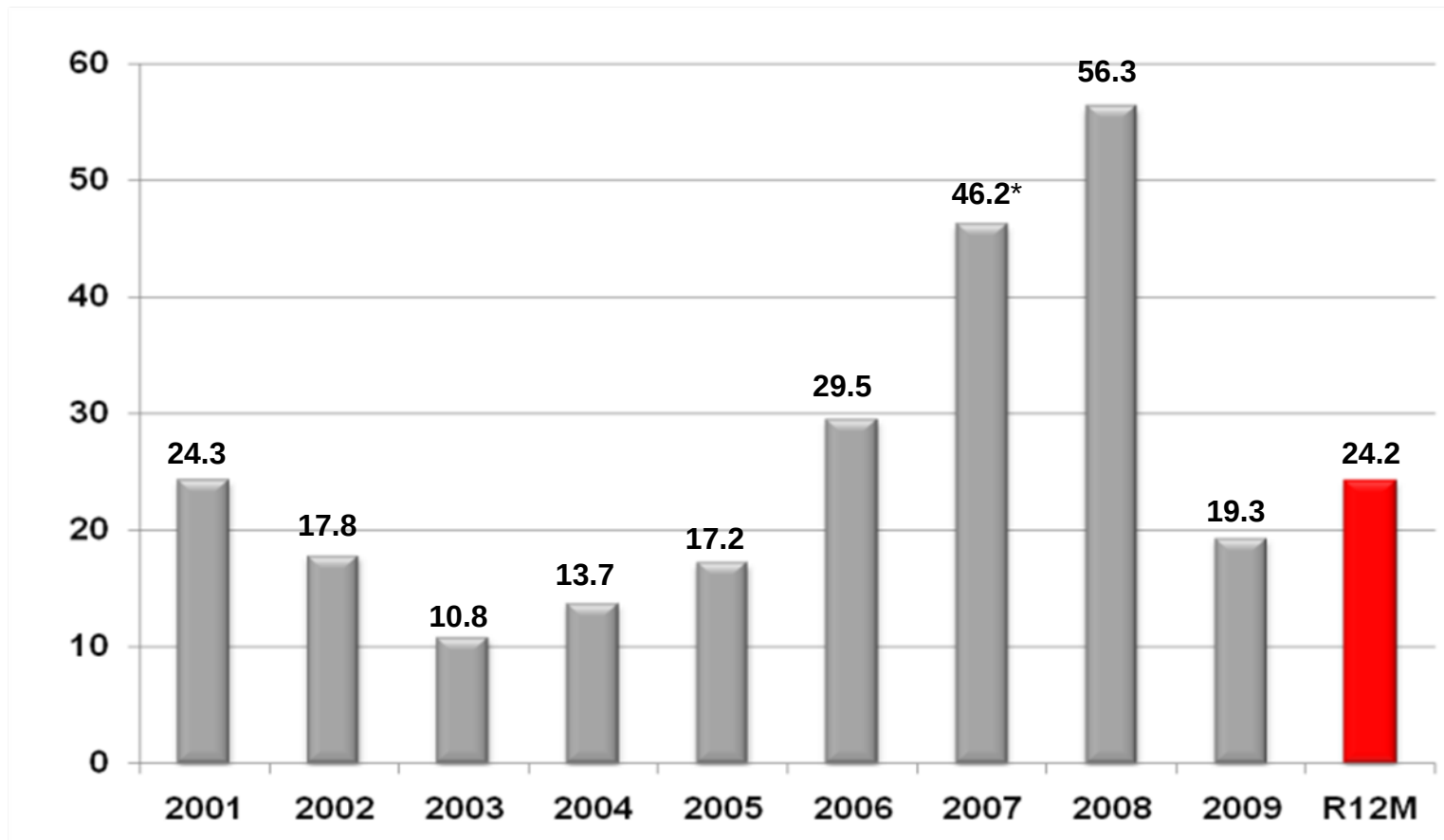


■ EMEA ■ AME ■ APAC

Numbers are adjusted for sum to match 100%.

RETURN ON CAPITAL EMPLOYED

ROCE %



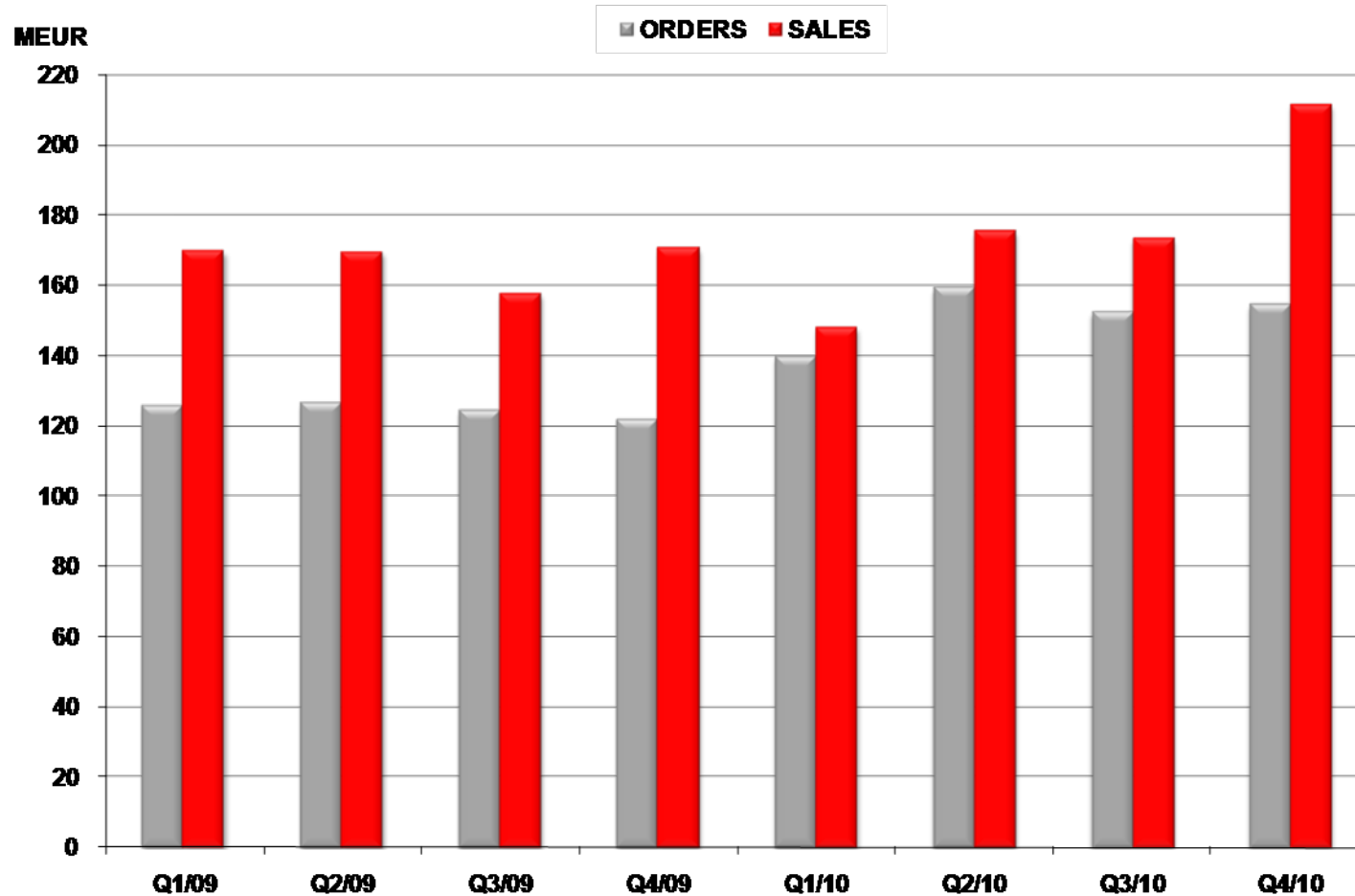
*The 2007 ROCE including capital gain was 50.4%



SERVICE

SERVICE: ORDERS AND NET SALES

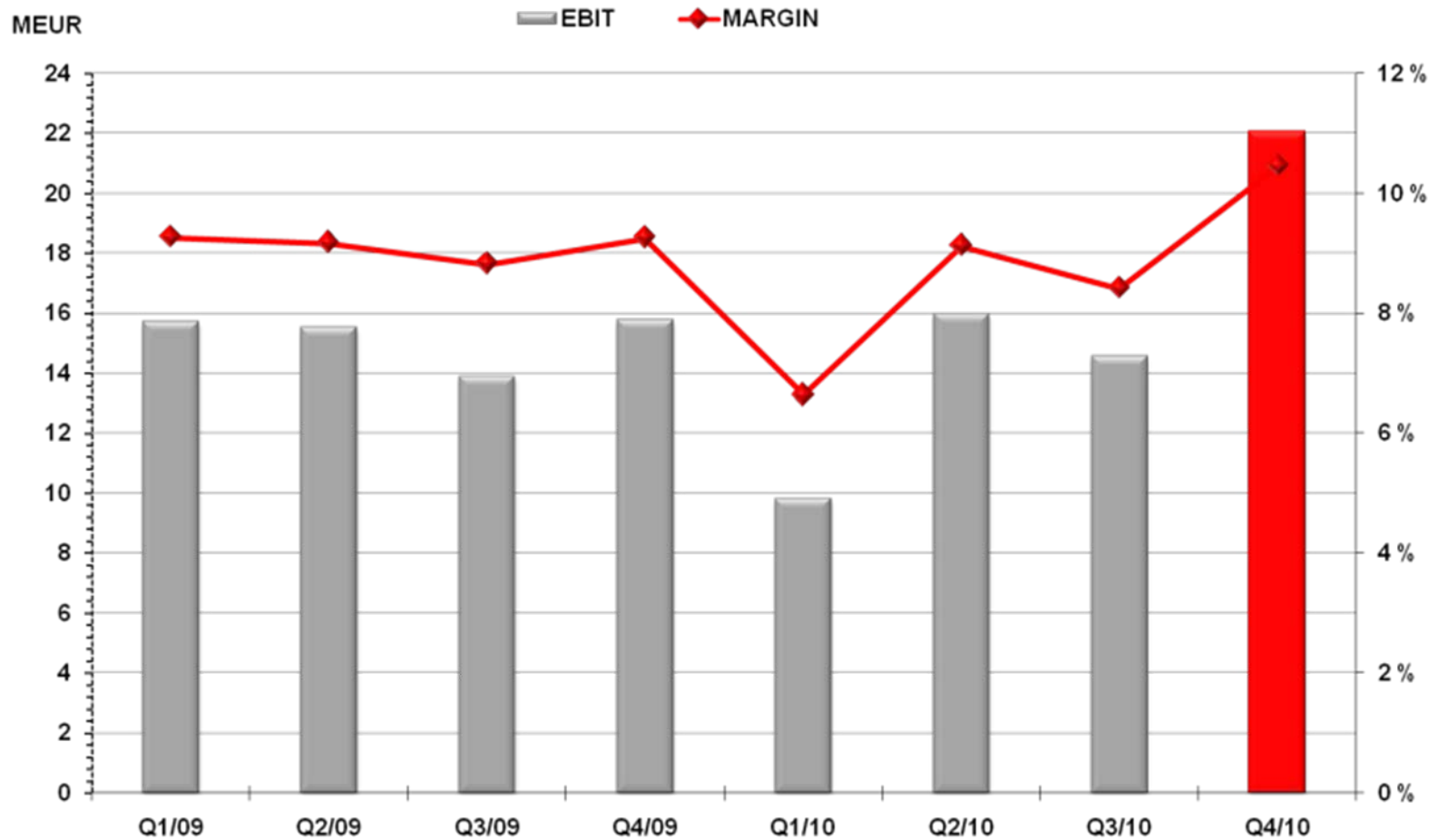
Q4 Orders: 154.4 (121.8) MEUR, +26.7% | Net sales: 211.3 (170.5) MEUR, +24.0%



- New orders grew in all regions and business units

SERVICE: EBIT AND MARGIN

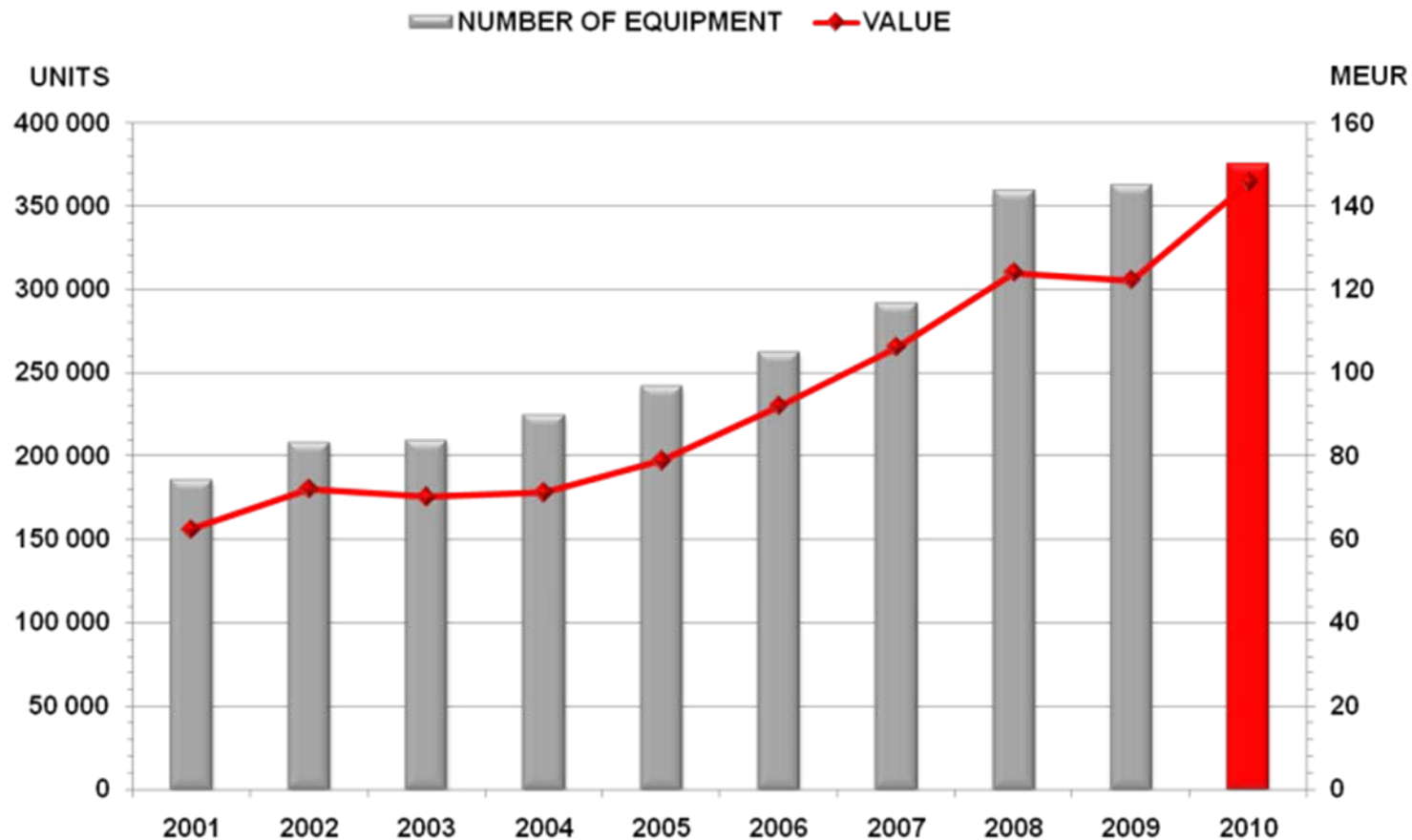
Q4 EBIT: 22.1 (15.8) MEUR | MARGIN: 10.5% (9.3%), excluding restructuring costs



- Profitability up on higher volume

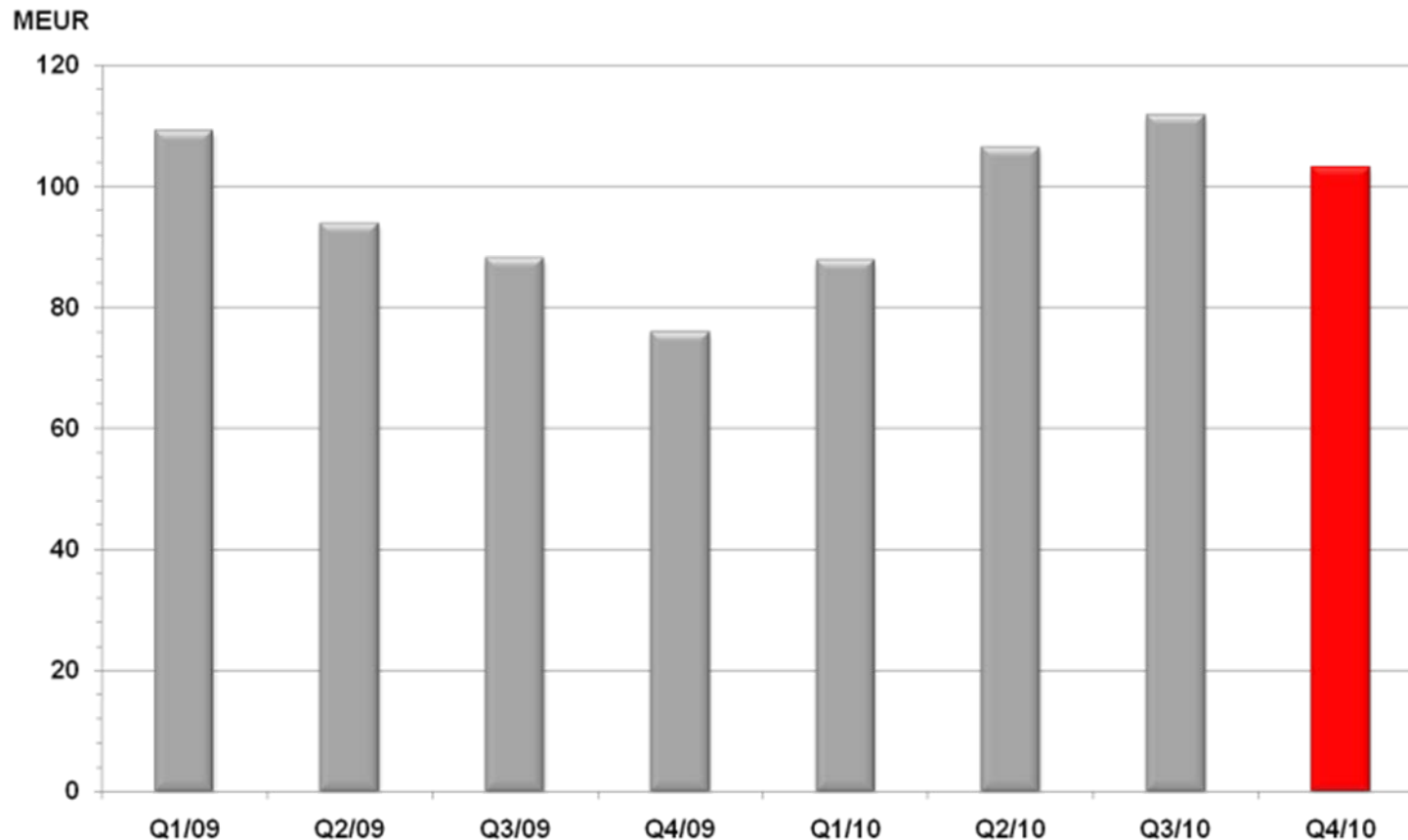
SERVICE CONTRACT BASE

376 (363) thousand units, +3.4% | annual value 145.7 (122.3) MEUR, +20.1%



SERVICE ORDER BOOK

103.3 (75.9) MEUR, +36.0%



KONECRANES®

SWL 50 LT

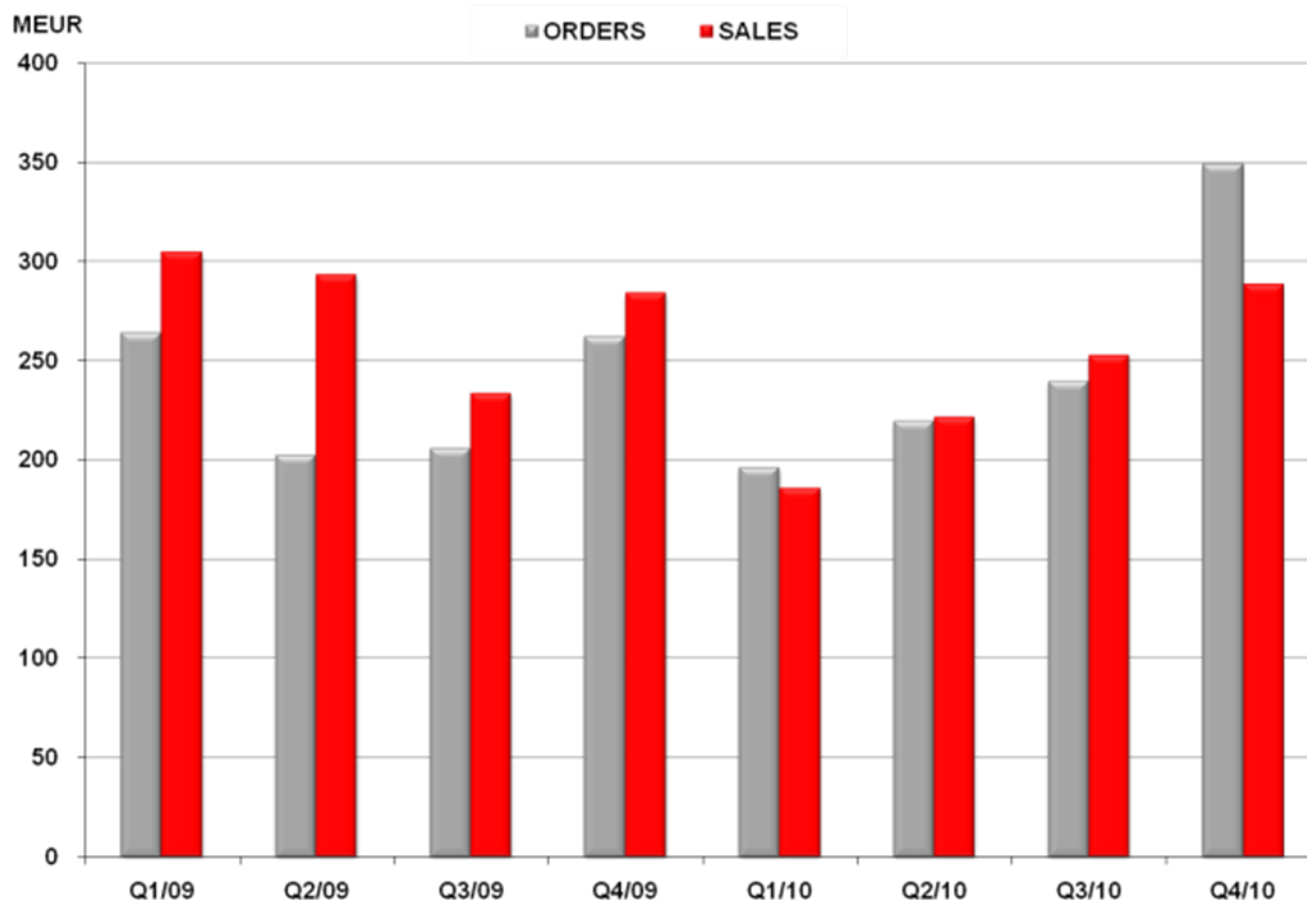
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EQUIPMENT

KONECRANES

EQUIPMENT: ORDERS AND NET SALES

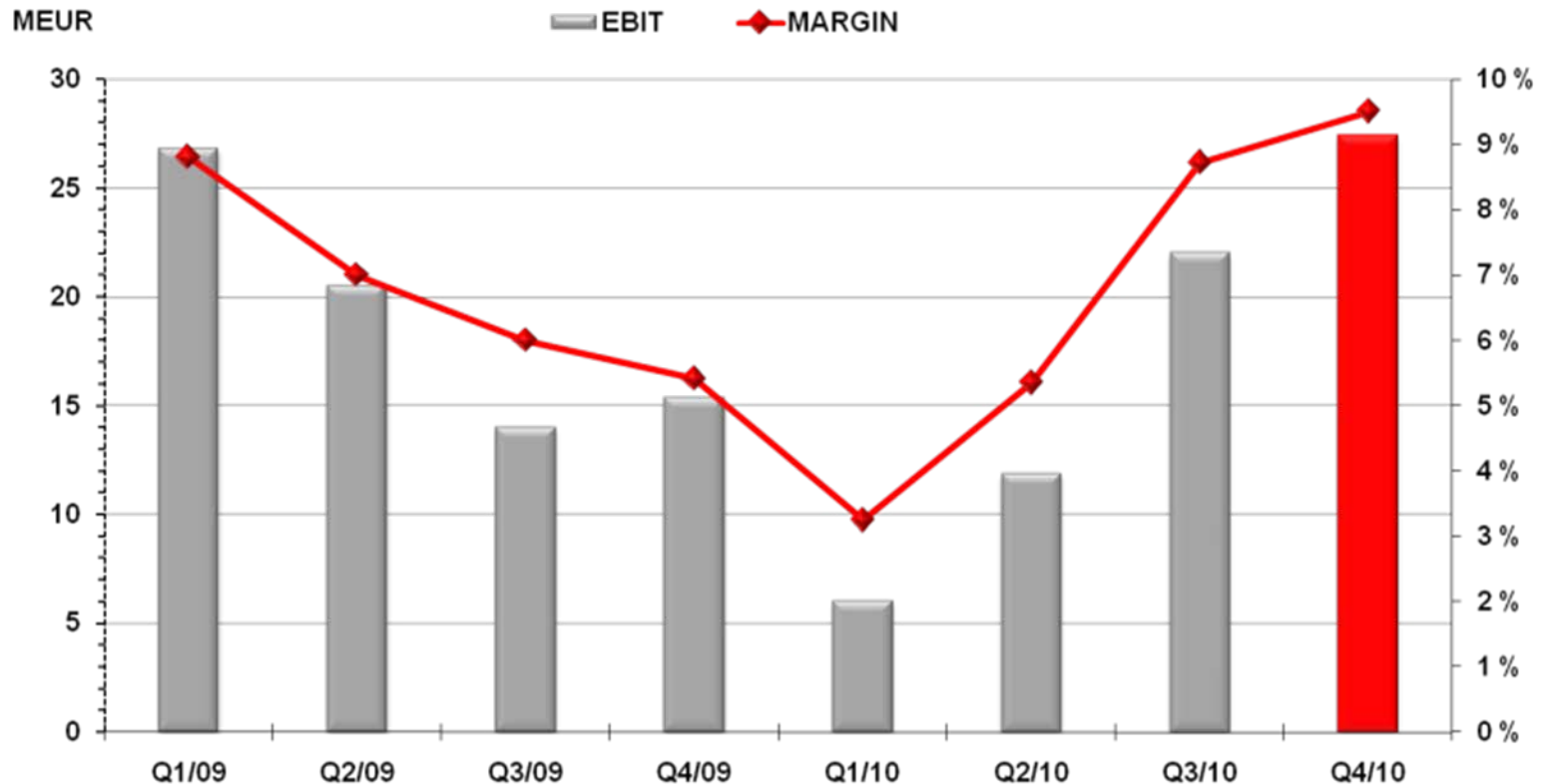
Q4 Orders: 349.2 (262.2) MEUR, +33.2% | Net sales: 288.5 (284.0) MEUR, +1.6%



- Order intake rose in all regions
- New orders up in all business units, except Lifttrucks, which saw strong orders already in Q4/09
- Significant Port Crane orders both in Q4/09 and Q4/10

EQUIPMENT: EBIT AND MARGIN

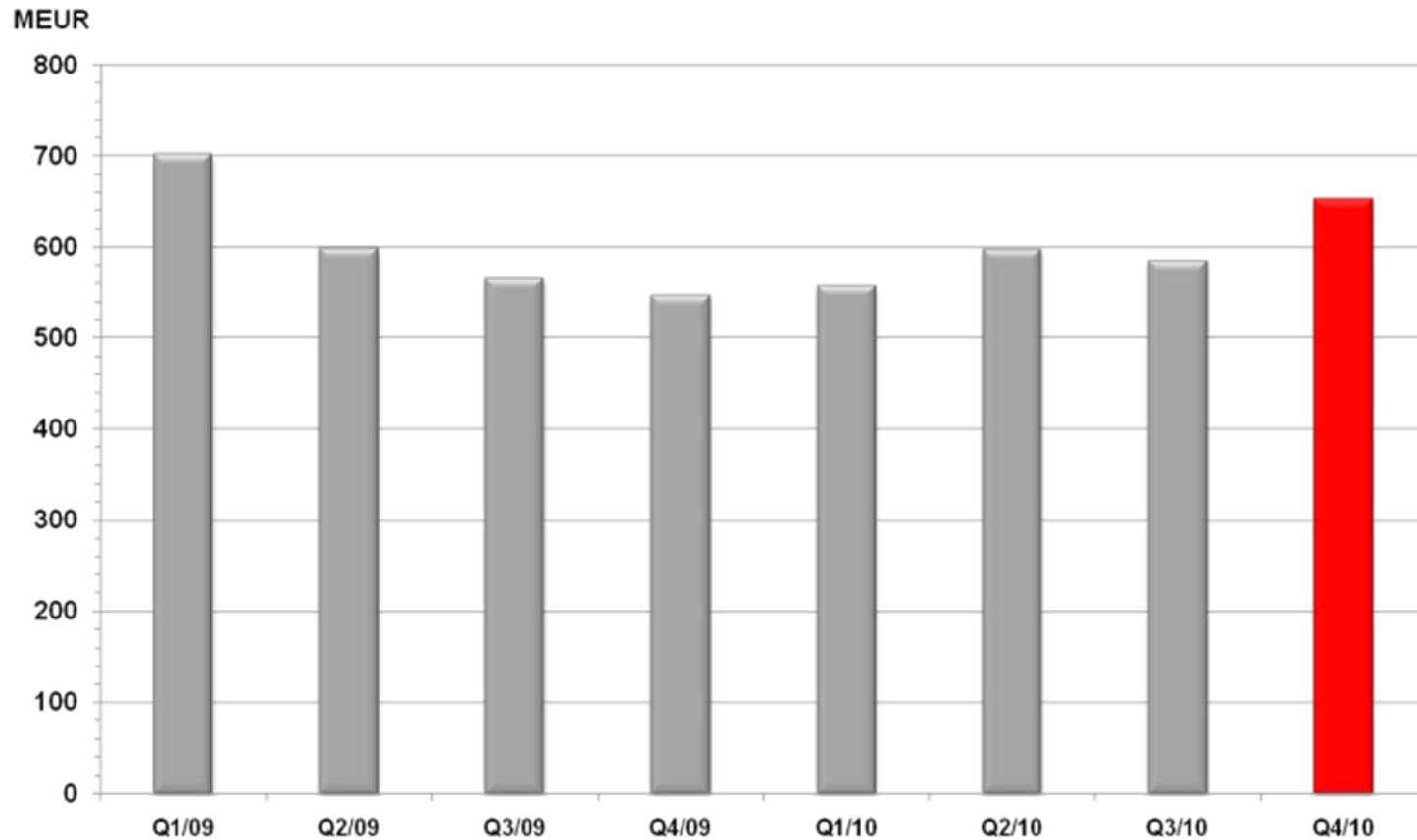
Q4 EBIT: 27.4 (15.4) MEUR | MARGIN: 9.5% (5.4%), excluding restructuring costs



- EBIT margin improved due to cost savings and sales mix

EQUIPMENT ORDER BOOK

652.9 (547.8) MEUR, +19.2%

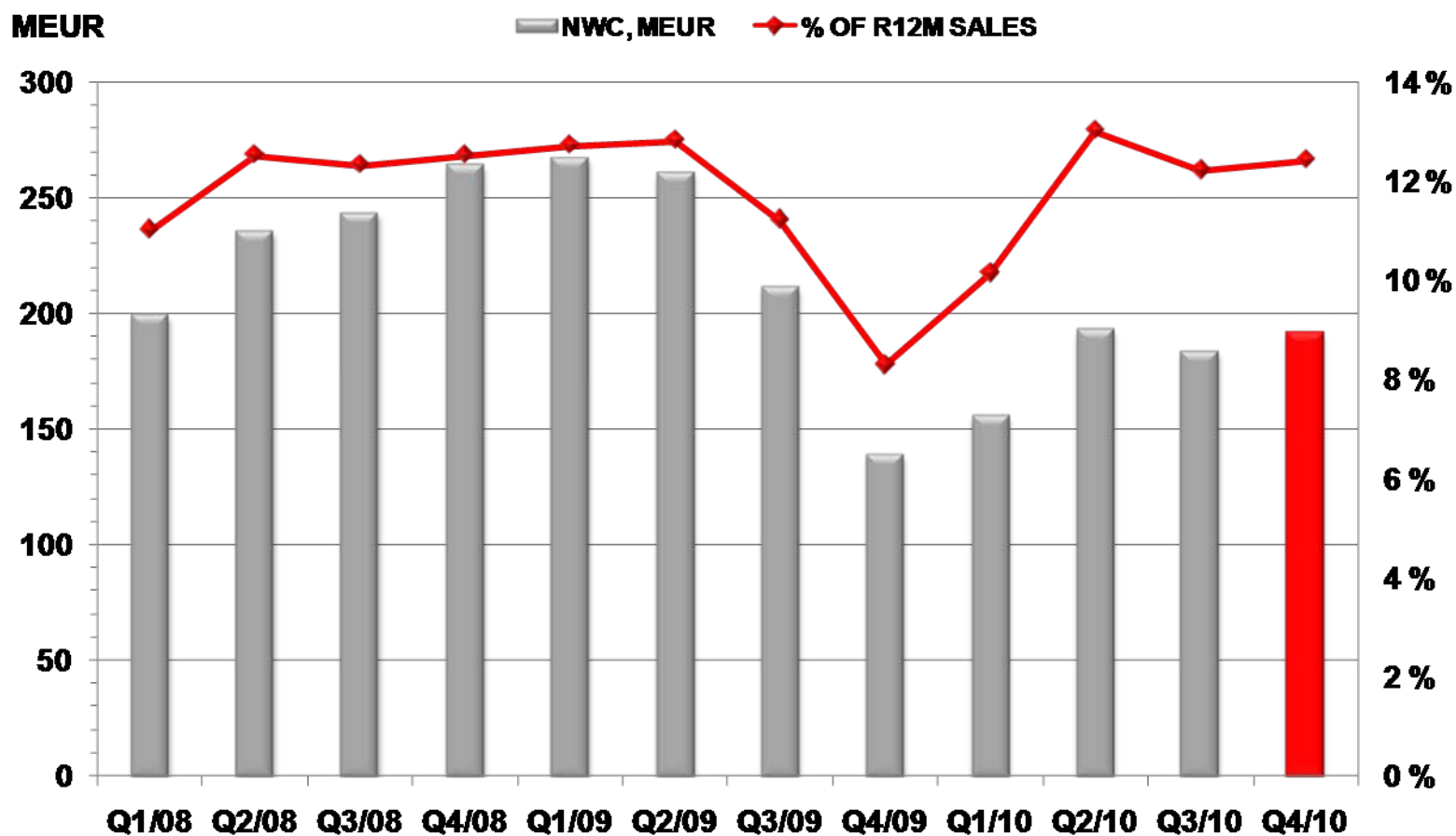


BALANCE SHEET AND CASH FLOW

A large, dark, circular industrial gear with many teeth is suspended in the air by a yellow crane hook and cables. The gear is positioned in the center-left of the frame. In the background, there is a large industrial facility with a high ceiling, yellow overhead crane beams, and several bright lights. To the right of the gear, there is a stack of several large, light-colored wooden crates. The overall scene suggests a heavy manufacturing or assembly environment.

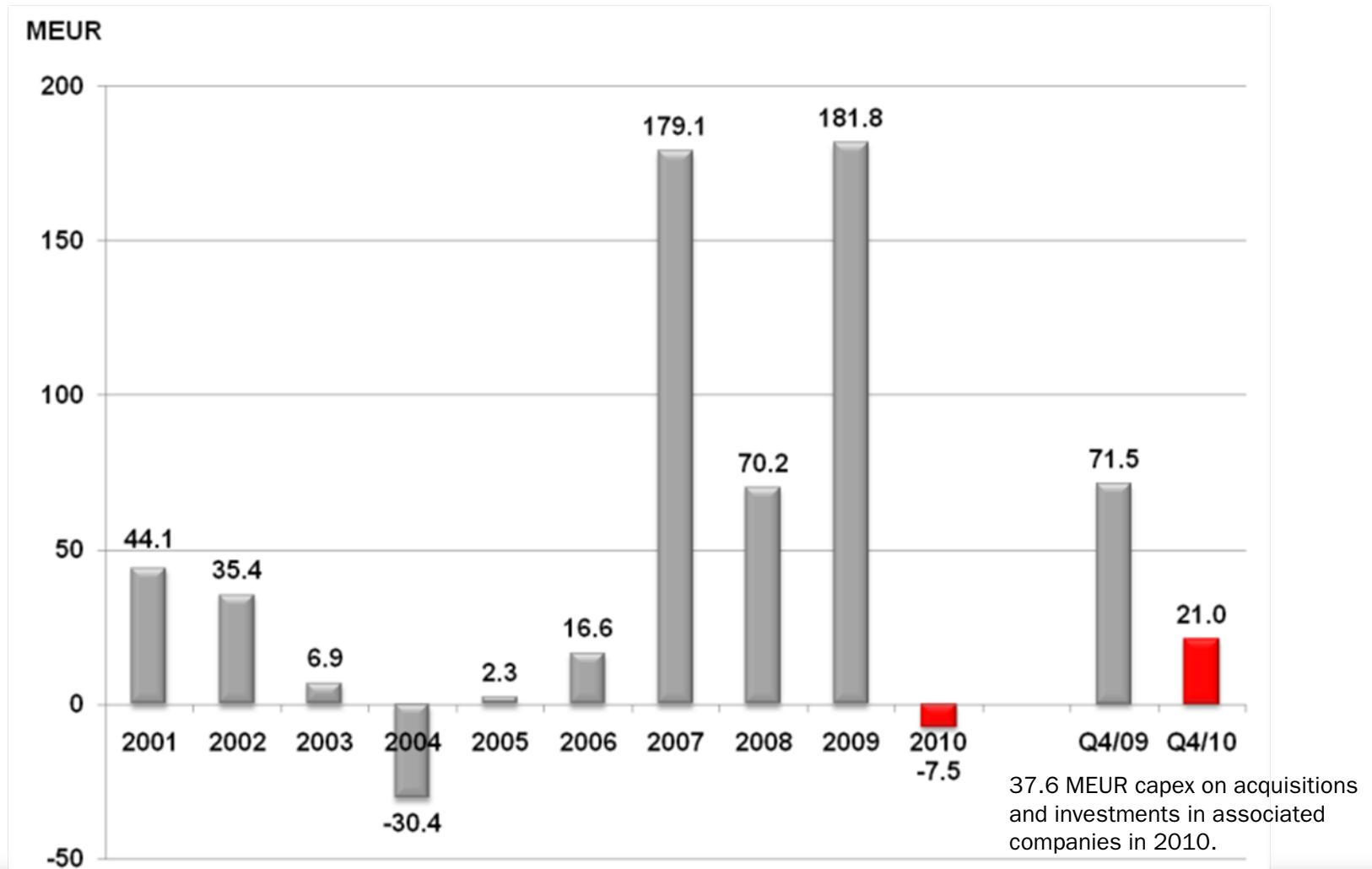
NET WORKING CAPITAL

Q4 191.6 (138.8) MEUR | 12.4% (8.3%) of sales



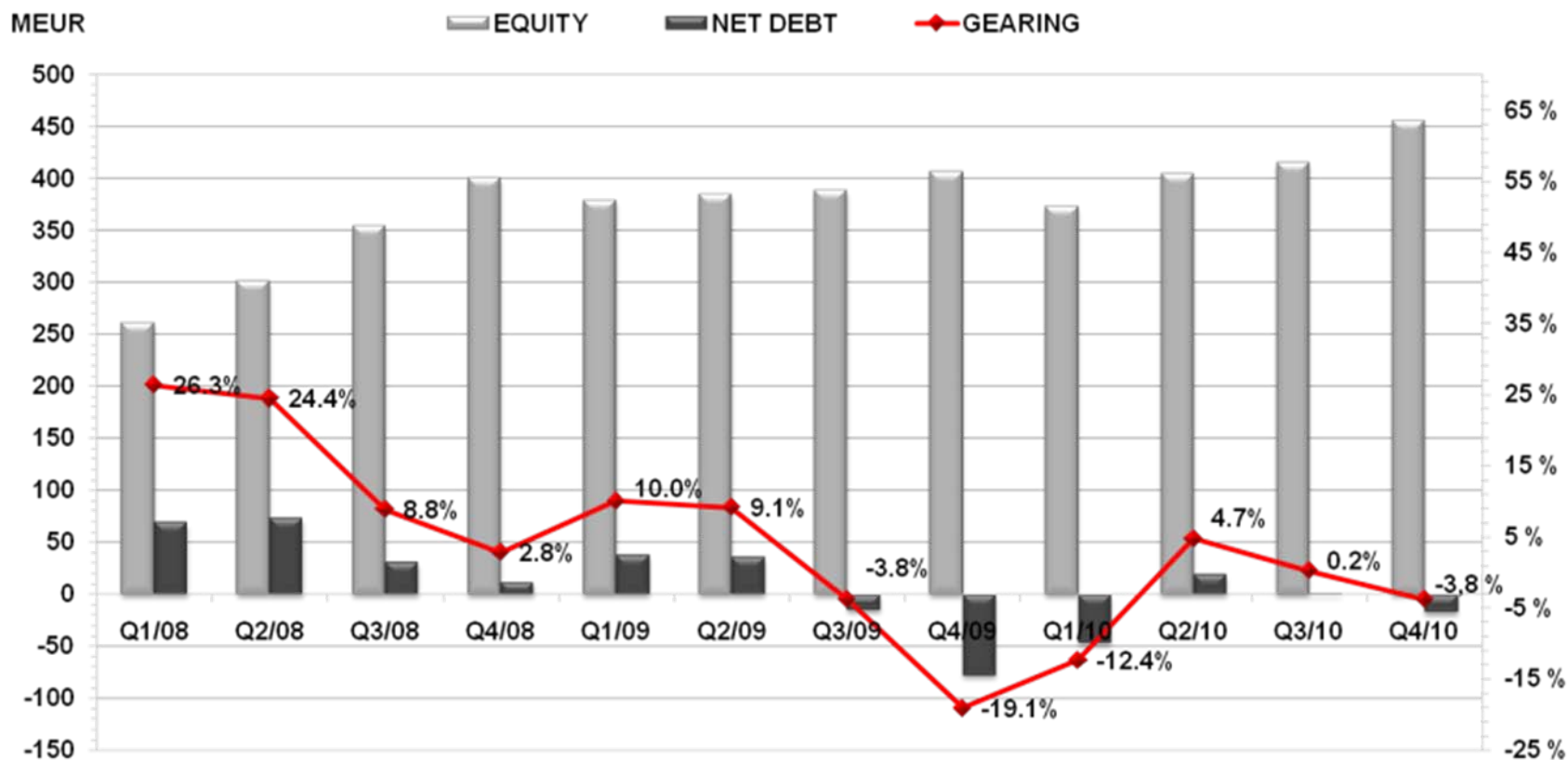
*Q1/10 excluding dividend liability of EUR 53 million

CASH FLOW BEFORE FINANCING ACTIVITIES



GEARING

Q4 Equity: 456.2 (407.1) MEUR | Net debt: -17.4 (-77.7) MEUR | Gearing: -3.8% (-19.1%)



APPENDIXES

STATEMENT OF INCOME

MEUR	Q4 2010	Q4 2009	% Change
Sales	469.4	428.9	9.5
Other operating income	1.1	1.1	
Depreciation and impairments	-8.0	-11.8	
Other operating expenses	-416.7	-396.0	
Operating profit	45.8	22.2	106.9
Share of associates' and joint ventures' result	1.2	-0.2	
Financial income and expenses	-1.6	-3.4	
Profit before taxes	45.4	18.6	144.6
Taxes	-13.5	-5.2	
Net profit for the period	31.9	13.4	139.1

BALANCE SHEET

MEUR	December 31, 2010	December 31, 2009	MEUR	December 31, 2010	December 31, 2009
Non-current assets	345.2	286.7	Equity	456.2	407.1
Inventories	269.9	248.2	Non-current liabilities	107.9	113.3
Other current assets	462.0	387.9	Provisions	50.1	61.1
Cash and cash equivalents	98.5	137.5	Current liabilities	561.2	478.9
Total assets	1 175.5	1 060.4	Total equity and liabilities	1 175.5	1 060.4

CASH FLOW STATEMENT

MEUR	Q4 2010	Q4 2009
Operating income before change in net working capital	53.8	36.4
Change in net working capital	-31.0	64.4
Financing items and taxes	8.4	-10.8
Net cash from operating activities	31.2	89.9
Cash flow from investing activities	-10.2	-18.4
Cash flow before financing activities	21.0	71.5
Proceeds from options exercised and share issues	0.1	0.2
Change of interest-bearing debt	-27.4	-24.1
Net cash used in financing activities	-27.2	-23.9
Translation differences in cash	1.3	1.5
Change of cash and cash equivalents	-4.8	49.1
Cash and cash equivalents at beginning of period	103.3	88.5
Cash and cash equivalents at end of period	98.5	137.5
Change of cash and cash equivalents	-4.8	49.1

KEY FIGURES

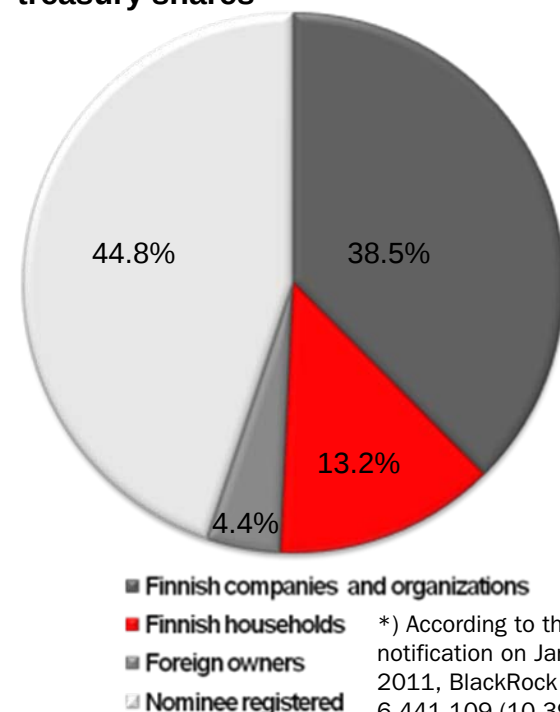
MEUR	Q4 2010	Q4 2009	% Change
Sales	469.4	428.9	9.5
Operating profit (EBIT), including restructuring costs	45.8	22.2	106.9
Profit before taxes	45.4	18.6	144.6
Net profit for the period	31.9	13.4	139.1
Net cash from operating activities	31.2	89.9	-65.3
Interest bearing net debt	-17.4	-77.7	-77.6
Gearing (%)	-3.8	-19.1	-80.1
Solidity (%)	44.7	45.1	-0.9
Return on capital employed (%), (R12M)	24.2	19.3	25.4
Return on equity (%), (R12M)	18.1	15.5	16.8
Equity per share (EUR)	7.6	6.8	11.7
Investments total (excl. acquisitions)	22.3	25.7	-13.0
Personnel at end of period	10 042	9 782	2.7
Personnel on average during the period	9 739	9 811	-0.7

THE LARGEST SHAREHOLDERS

Largest shareholders on December 31, 2010	Number of shares	% of all shares
1 Htt 2 Holding Oy Ab	6,215,568	10.0
2 Imarinen Mutual Pension Insurance Company	2,074,522	3.4
3 Gustavson Stig, Chairman of the Board of Konecranes	2,038,490	3.3
4 Varma Mutual Pension Insurance Company	2,005,275	3.2
5 Nordstjernan Ab	1,380,024	2.2
6 Nordea Investment Management, total	893,213	1.4
7 Sigrid Juselius Foundation	638,500	1.0
8 SEB Gyllenberg Funds, total	604,317	1.0
9 Handelsbanken Funds, total	548,310	0.9
10 Folkhälsan non-governmental organization svenska Finland rf	535,600	0.9
Konecranes' treasury shares *	3,042,456	4.9
Nominee registered shares	27,783,495	44.8
Other shareholders	14,242,350	23.0
Total number of shares	62,002,120	100.0

*) Konecranes Plc is in possession of 2,524,760 own shares directly and 517,696 own shares indirectly through KCR Management Oy.

Market cap EUR 1,821 million excluding treasury shares



- Finnish companies and organizations
- Finnish households
- Foreign owners
- Nominee registered

*) According to the flagging notification on January 5, 2011, BlackRock Inc. holds 6,441,109 (10.39%) Konecranes Plc shares.

Trading information

- Listing: NASDAX OMX Helsinki
- Date of listing: March 27, 1996
- Segment: Large Cap
- Sector: Industrials
- Trading code: KCR1V
- 1-12/10 average daily trading volume 349,257 shares, EUR 8.3 million

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THANK YOU!