2017 FINANCIAL STATEMENT RELEASE

Febuary 8, 2018

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AGENDA

1 Group highlights

2 Business Area Service

3 Business Area Industrial Equipment

4 Business Area Port Solutions

5 Cash flow and balance sheet

6 Appendix

This presentation contains comparisons to both the Konecranes' historical figures and the combined company figures. Historical figures relate to Konecranes' stand-alone financial information as reported for 2016 (including the divested STAHL CraneSystems business).

To provide a basis for comparison, this presentation also contains, under separate headings, the comparisons to combined company's financial information on an Unaudited basis estimated by the management for 2016. This financial information has been prepared to reflect the financial results of the combined company as if it had been operating as such for the full financial year 2016. The comparable combined company's operations comprise Konecranes' operations without the divested STAHL CraneSystems business, but include the acquired MHPS business. See "Basis of preparation for comparable combined company" for further information.

Comparable combined company's financial information applies an assumed situation and does not therefore reflect the true financial position or the result of the company during 2016. The previous year's order book for MHPS included deliveries for the next 12 months only.

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FY2017 AND Q4/17 HIGHLIGHTS

Comparison to combined company figures

- Strong performance in 2017 post MHPS acquisition
  - FY2017 order intake stable despite the comparison year including over EUR 200 million single order in Port Solutions
  - Comparable combined company adj. EBITA margin improved to 6.9 percent (5.6) in 2017
- Q4/17 result in line with our expectations
  - Service orders grew at comparable currencies, negative FX effect
  - Clear profitability improvement continued in Industrial Equipment
  - Port Solutions order intake and adj. EBITA down against tough comparisons
- Year-end 2017 run-rate of MHPS cost synergies EUR56m
- The Board of Directors proposes a dividend of EUR 1.20 per share

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KEY FIGURES

Key figures	Q4/17	Q4/16 combined	Change %	1-12/17	1-12/16 combined	Change %	1-12/16 historical
Orders received, MEUR	732.6	921.5	-20.5	3,007.4	3,025.3	-0.6	1,920.7
Order book at end of period, MEUR				1,535.8	1,507.7	1.9	1,038.0
Sales, MEUR	910.0	971.0	-6.3	3,136.4	3,278.4	-4.3	2,118.4
Adj. EBITDA, MEUR	97.2	105.3	-7.7	288.8	258.9	11.5	191.6
Adj. EBITDA, %	10.7%	10.8%		9.2%	7.9%		9.0%
Adj. EBITA, MEUR	79.9	85.7	-6.7	216.2	184.1	17.5	144.8
Adj. EBITA, %	8.8%	8.8%		6.9%	5.6%		6.8%
Operating profit (EBIT), MEUR	55.4			318.3			84.9
Operating margin (EBIT), %	6.1%			10.1%			4.0%
EPS, basic, EUR	0.26			2.88			0.64
Free cash flow, MEUR	58.0			224.4			83.9
Net debt, MEUR	525.3			525.3			129.6

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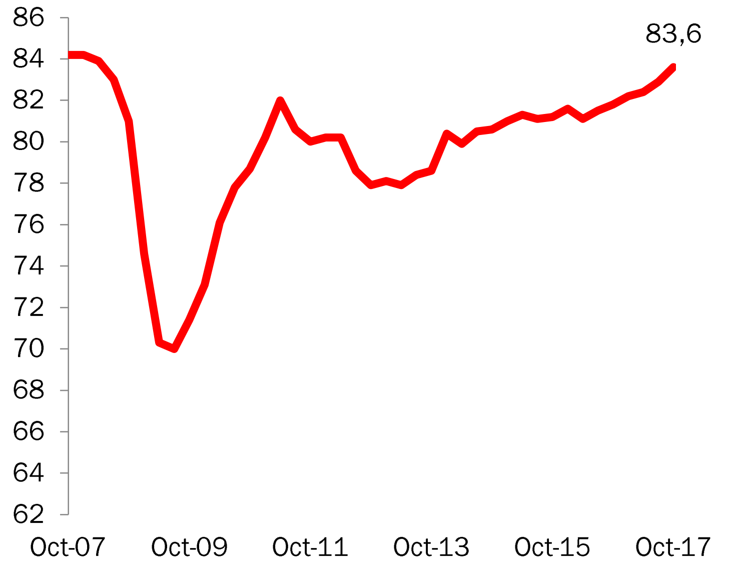
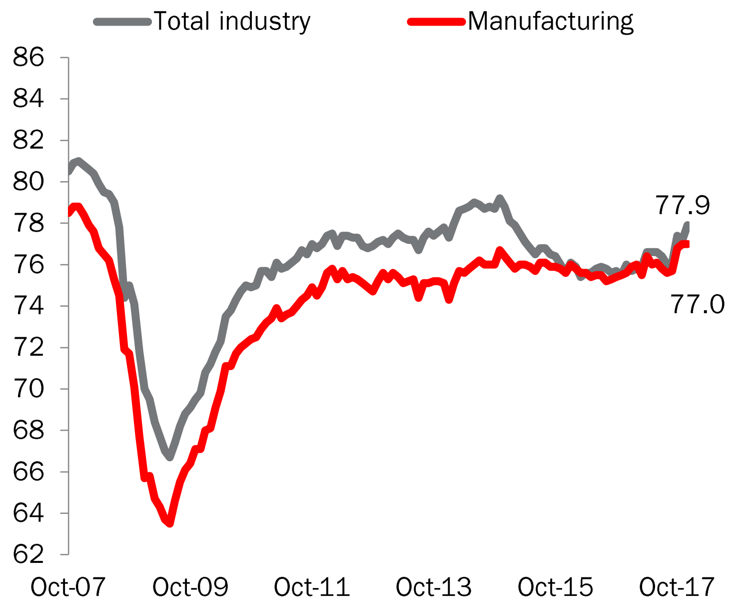
MARKET ENVIRONMENT – SERVICE AND INDUSTRIAL EQUIPMENT

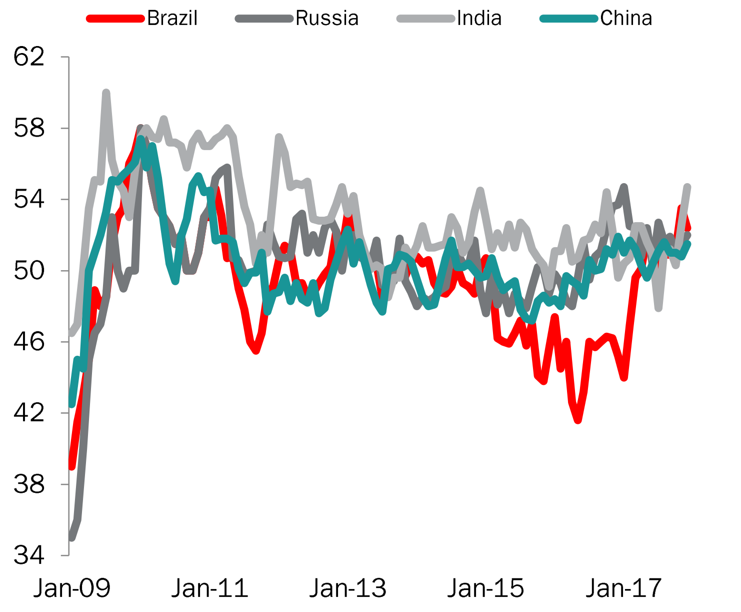
Capacity utilization rate – EU



Capacity utilization rate – USA



PMIs – BRIC countries



Konecranes view

- Demand for equipment and services combined improved from Q3/17 and was approximately stable Y/Y
- Demand remained mixed in the Americas
- Demand improvement continued in Asia-Pacific

Sources: Eurostat (latest data point Q4/17), Federal Reserve Bank of St. Louis (December 2017), Markit (December 2017)

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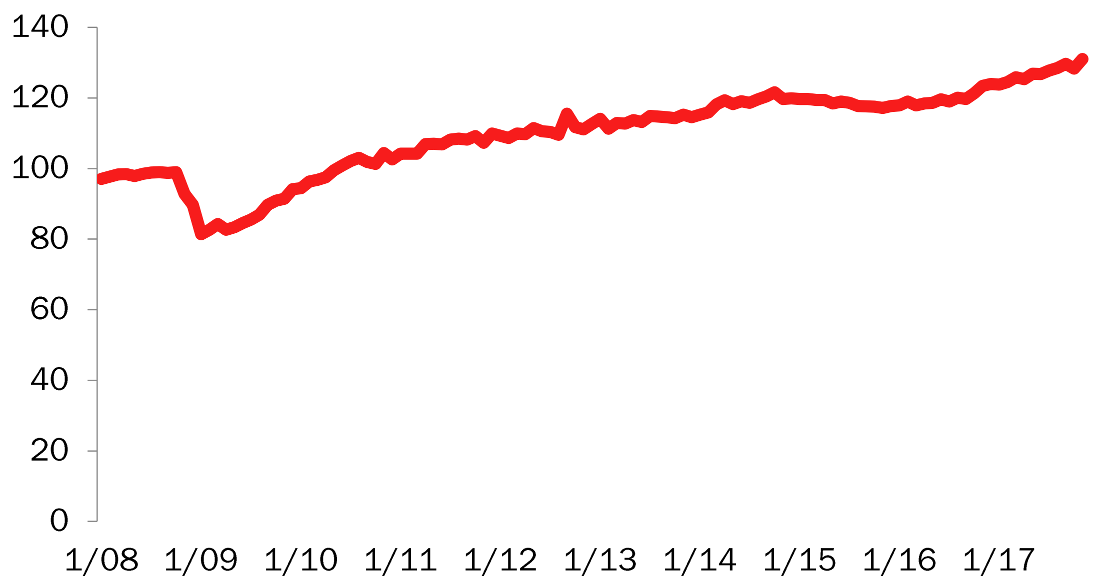
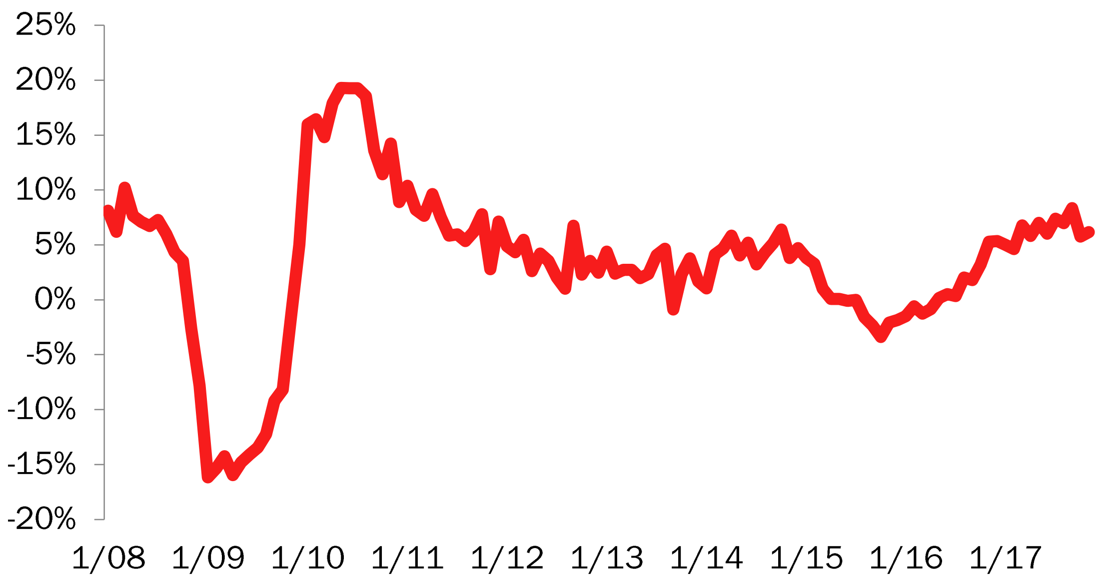
MARKET ENVIRONMENT – PORT SOLUTIONS

RWI/ISL Container Throughput Index



Index change Y/Y



Konecranes view

- Demand development was mixed among the product lines

- Demand increased in EMEA, but decreased in the Americas and Asia-Pacific
- Excluding the over EUR 200 million order received from the USA a year ago, orders increased

Source: RWI/ISL Container Throughput Index (latest data point November 2017)

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DEMAND OUTLOOK

- Demand situation for industrial cranes, hoists and service in Europe is stable within the industrial customer segments.
- Business activity in the North American manufacturing industry remains mixed.
- Demand in Asia-Pacific is showing signs of improvement.
- Global container throughput growth has improved and the prospects for the small and medium-sized orders related to container handling have strengthened.

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FINANCIAL GUIDANCE

Financial guidance for 2018

- The sales in 2018 are expected to be approximately on the same level or higher than in 2017.

- We expect the adjusted EBITA margin to improve in 2018.

Additional information for 2018

- Comparable combined company order book up 1.9 percent year-on-year at the end of 2017
- Negative impact from translation exposure mainly related to EUR/USD, approx. 3 percent on sales with the current FX rates
- Incremental MHPS acquisition-related synergy benefits of EUR40-50m in P&L in 2018
- Additional spending of approximately EUR 15 million in IT and R&D in 2018 to enable harmonized processes within the company and secure our long-term competitiveness
- Savings of EUR12m expected in net interests related to financing facilities in 2018

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2017 MHPS INTEGRATION ACTIVITIES AHEAD OF PLAN

Main Integration achievements in 2017

- Customer focus maintained, day-to-day operations not too much distracted
  - First signs of cross-promoting the expanded product offering boosting Port Solutions order intake
- Fully-fledged integration program set up
  - 400 initiatives with 3,000 actions planned with rigorous system for follow-up
- Full closure of 9 production facilities being implemented and one significant downsizing announced
- Reduction of product platforms in Industrial Equipment from 30 to 14 in progress
- Group headcount down by approx. -730 employees, target organization in place
- First year financial targets related to the integration exceeded and confidence in delivering full program targets increasing

Main progress highlights in Q4

- Solon (US) factory closure announced and being finalized; Chakan (IN) factory closure completed
- First crane components harmonized and being rolled out
- Planning efforts for 2018-2019 initiatives on-going on broad front
- Legal entity consolidation progressing well

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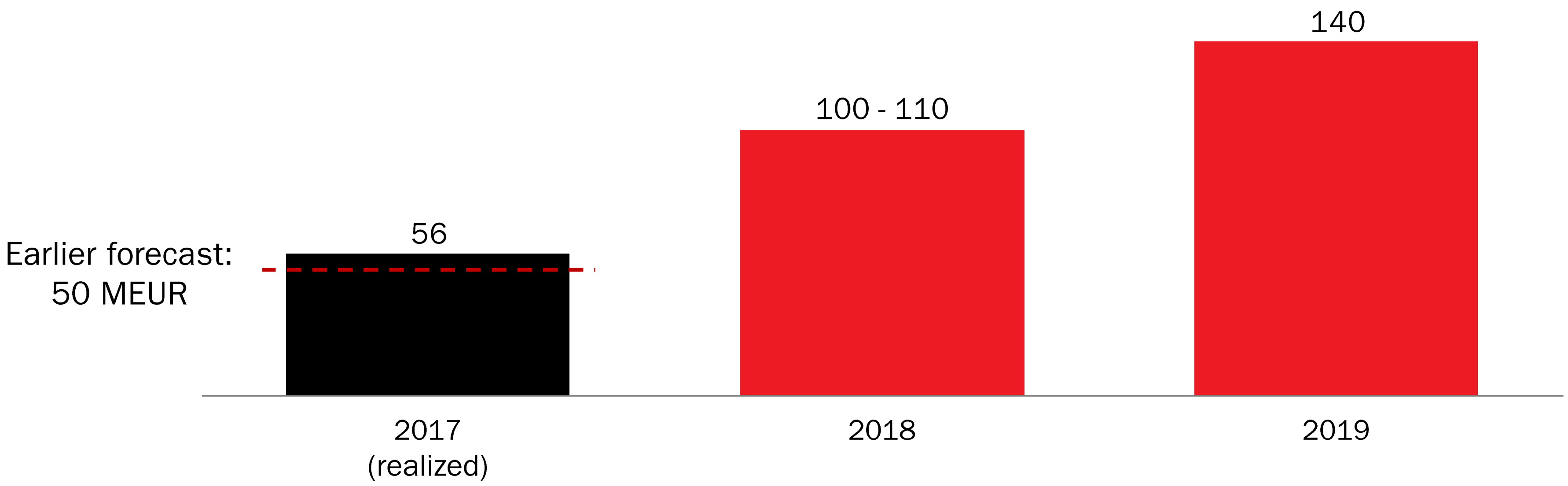
2017 REALIZED COST SYNERGY RUN-RATE TARGET EXCEEDED; 2018–2019 FORECAST REITERATED

Estimated cost synergy at EBIT level, cumulative run-rate impact at end of year (MEUR)



P&L impact (MEUR, ***cumulative****)* — ***20 realized*** — ***60-70***

Restructuring costs & CapEx — *EUR ~130 million of one-time restructuring cost and EUR ~60 million capex expected 2017-2019*

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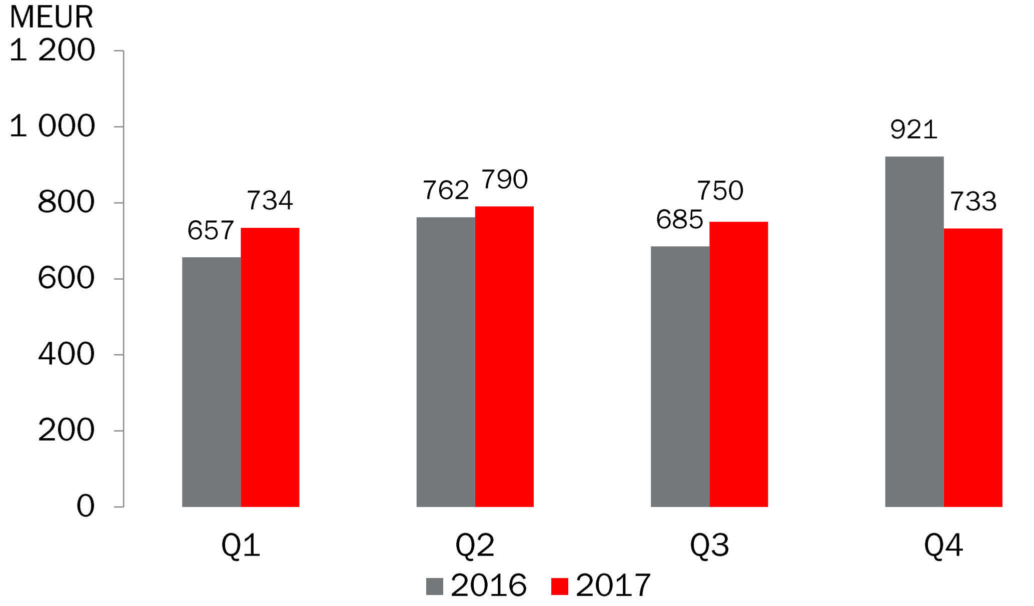
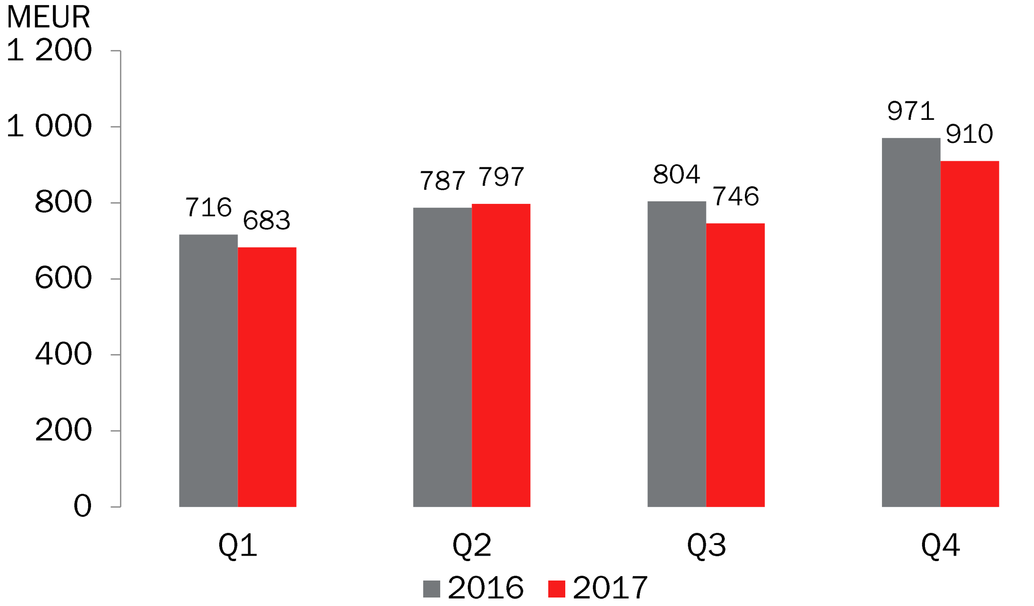
Q4/17 GROUP ORDER INTAKE AND SALES

Comparable order intake



- Orders received EUR 732.6 million (921.5), -20.5 percent
- Orders received declined in all business areas
- Orders grew in the EMEA, but were lower in AME and APAC
  - Over EUR200m single order received in the Americas in Q4/16

Comparable sales



- Group sales decreased by 6.3 percent to EUR 910.0 million (971.0).
- Sales fell in all business areas

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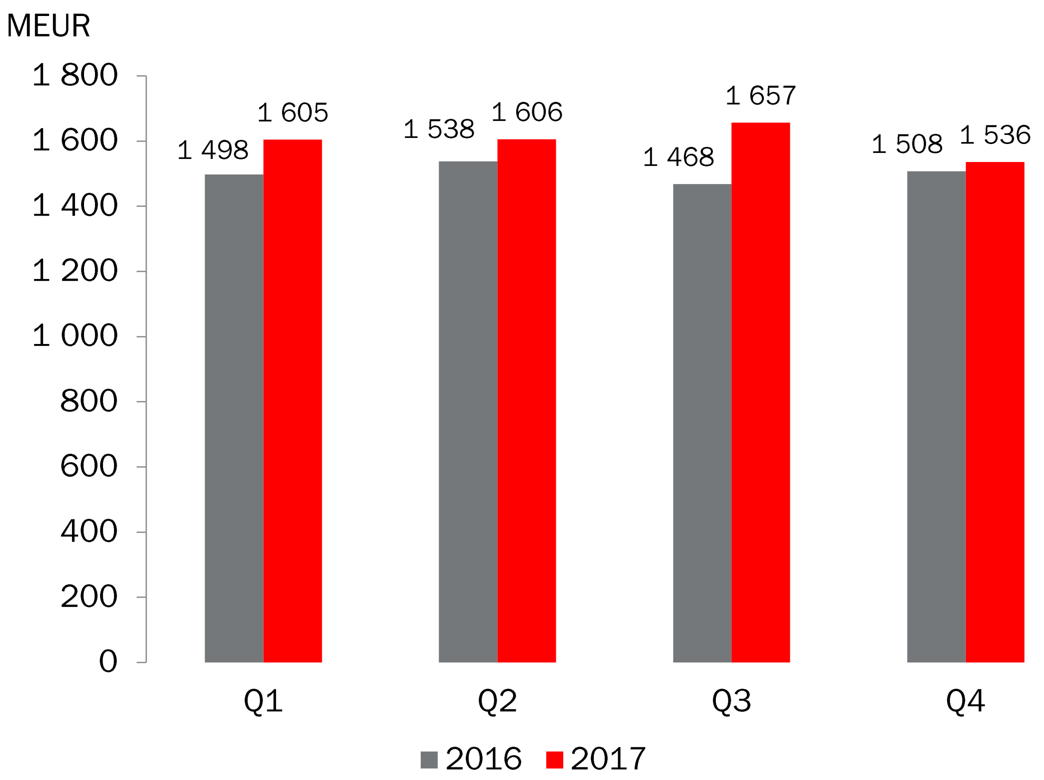
Q4/17 GROUP ORDER BOOK

Comparison to combined company figures

- Order book at the end of December EUR 1,535.8 million (1,507.7), +1.9%
- Order book growth related to Business Area Port Solutions
- The previous year's order book for MHPS included deliveries for the next 12 months only

Combined order book



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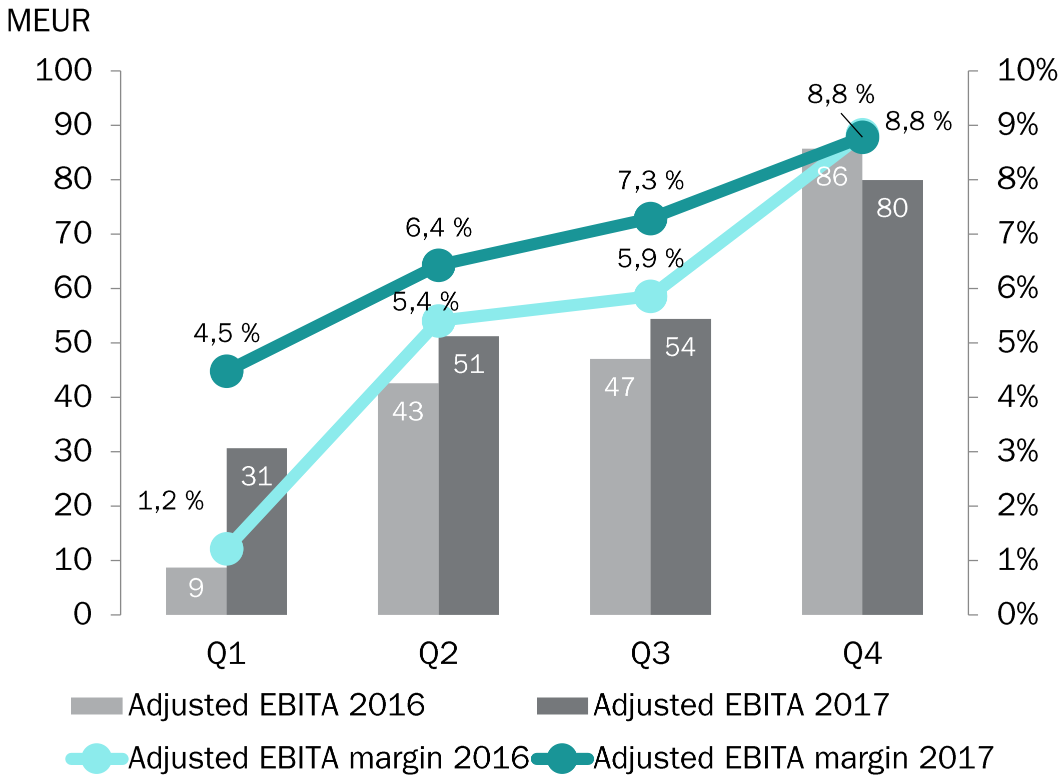
Q4/17 GROUP ADJUSTED EBITA

Comparison to combined company figures

- Adjusted EBITA EUR 79.9 million (85.7), 8.8 percent of sales (8.8)
- The adjusted EBITA declined due to lower sales, although the gross margin improved

Comparable adjusted EBITA

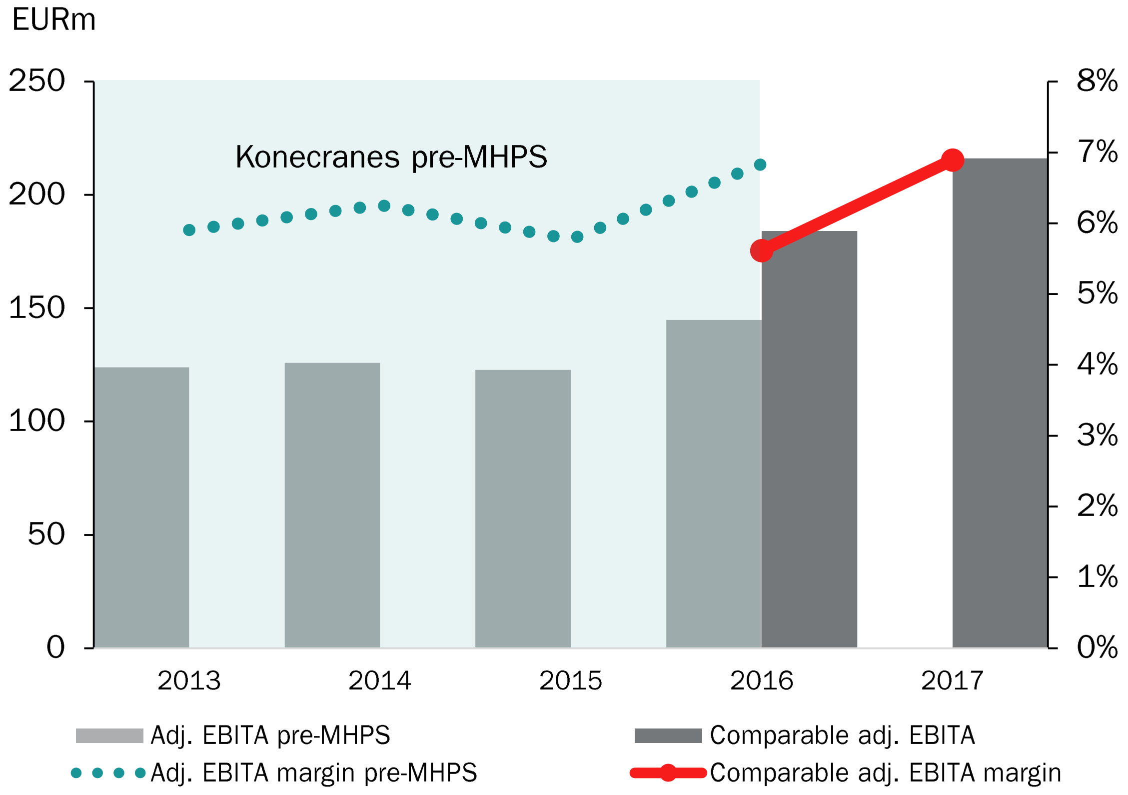


2017 GROUP ADJUSTED EBITA

Comparison to combined company figures

- Adj. EBITA increased by EUR32m, adj. EBITA margin by 1.3 percentage points on a year-on-year basis in 2017
- Adj. EBITA margin improvement driven by Service and Industrial Equipment
- The Group adjusted EBITA improved mainly thanks to the cost-saving measures implemented in 2016-2017, as well as successful delivery execution. Gross margin improved and fixed costs were lower on a year-on-year basis.

Adjusted EBITA



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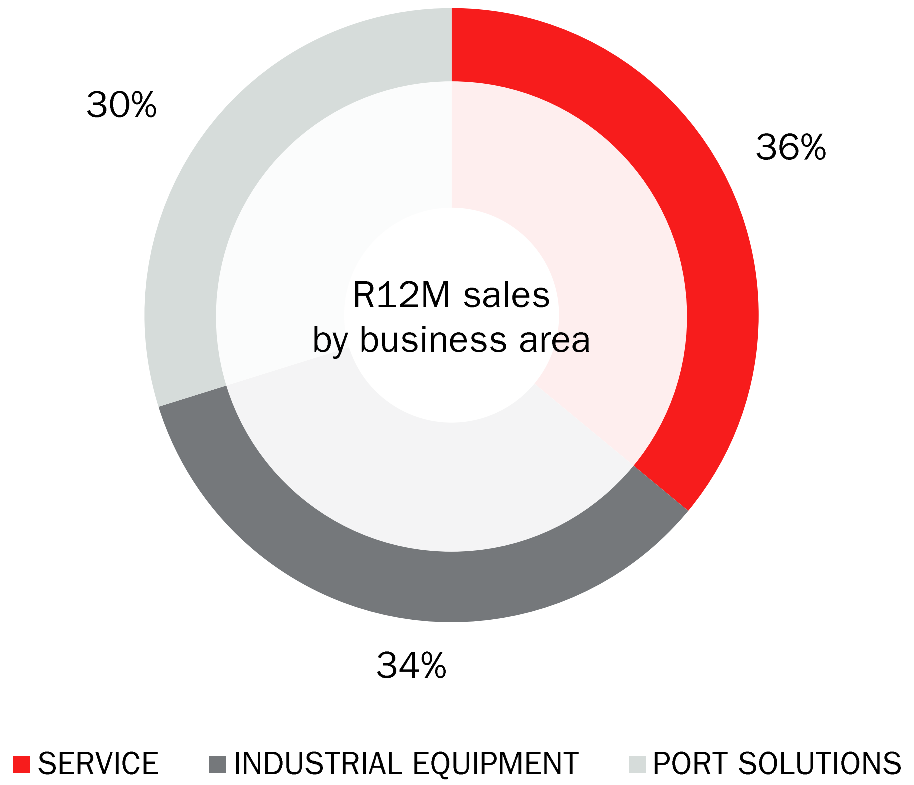
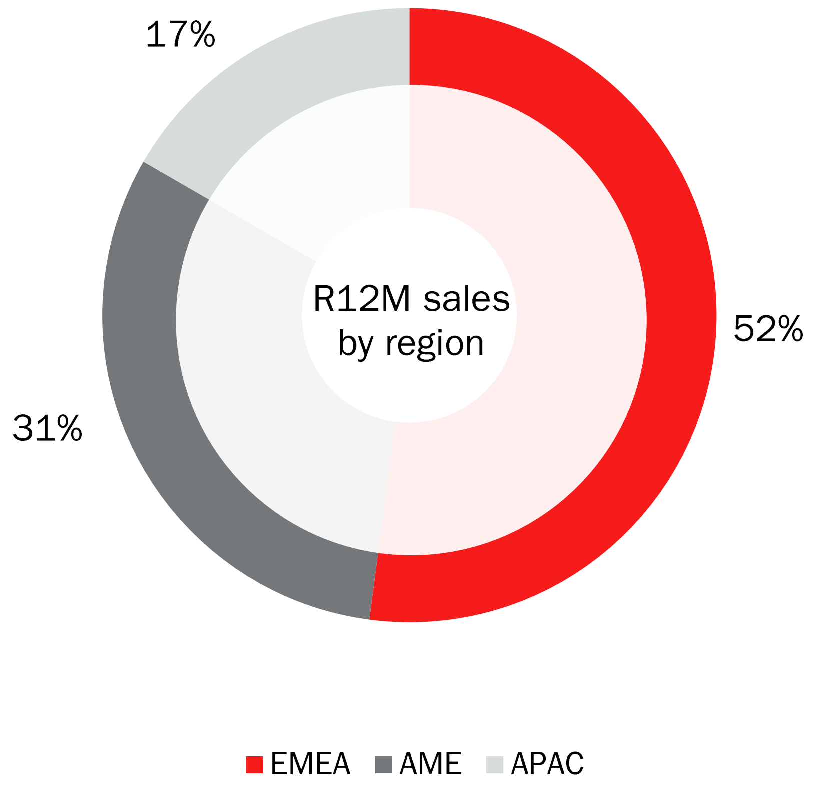
GROUP SALES BY BUSINESS AREA AND REGION





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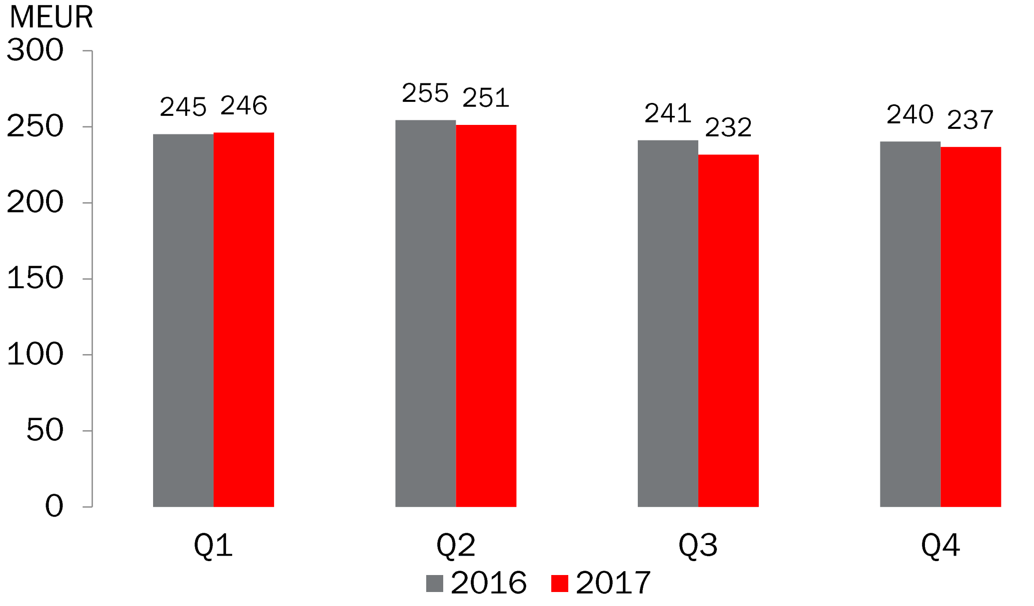
SERVICE

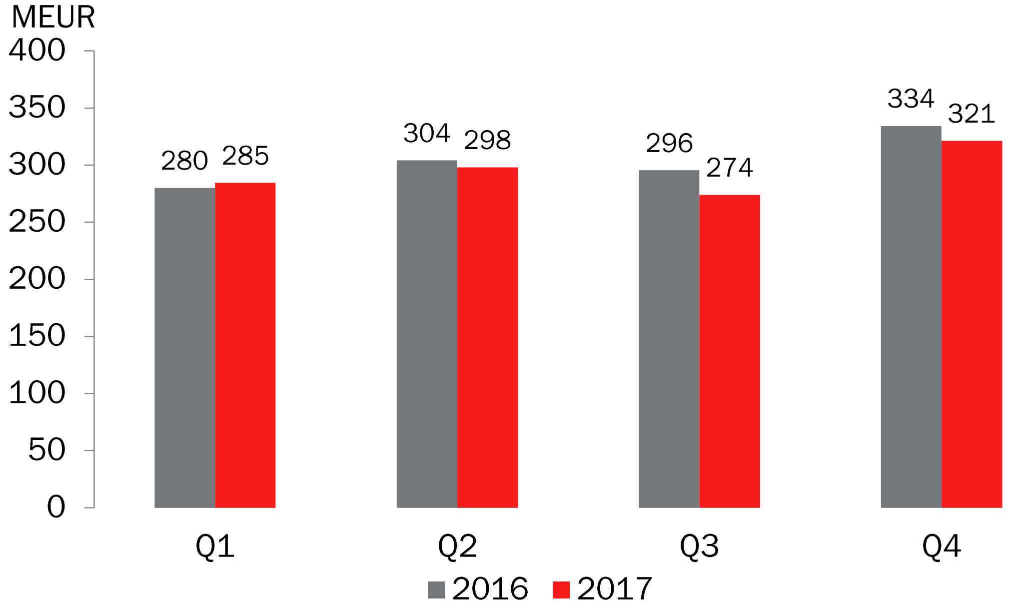
Q4/17 SERVICE ORDER INTAKE AND SALES

Comparable order intake



- Orders received decreased by 1.5 percent to EUR 236.8 million (240.4)
- At comparable currency exchange rates, orders increased by 3.3 percent

Comparable sales



- Sales fell by 3.9 percent to EUR 321.4 million (334.3), attributable to the negative currency exchange rate effect
- Sales decreased in AME and APAC, while EMEA remained unchanged
- Parts and field service performed equally

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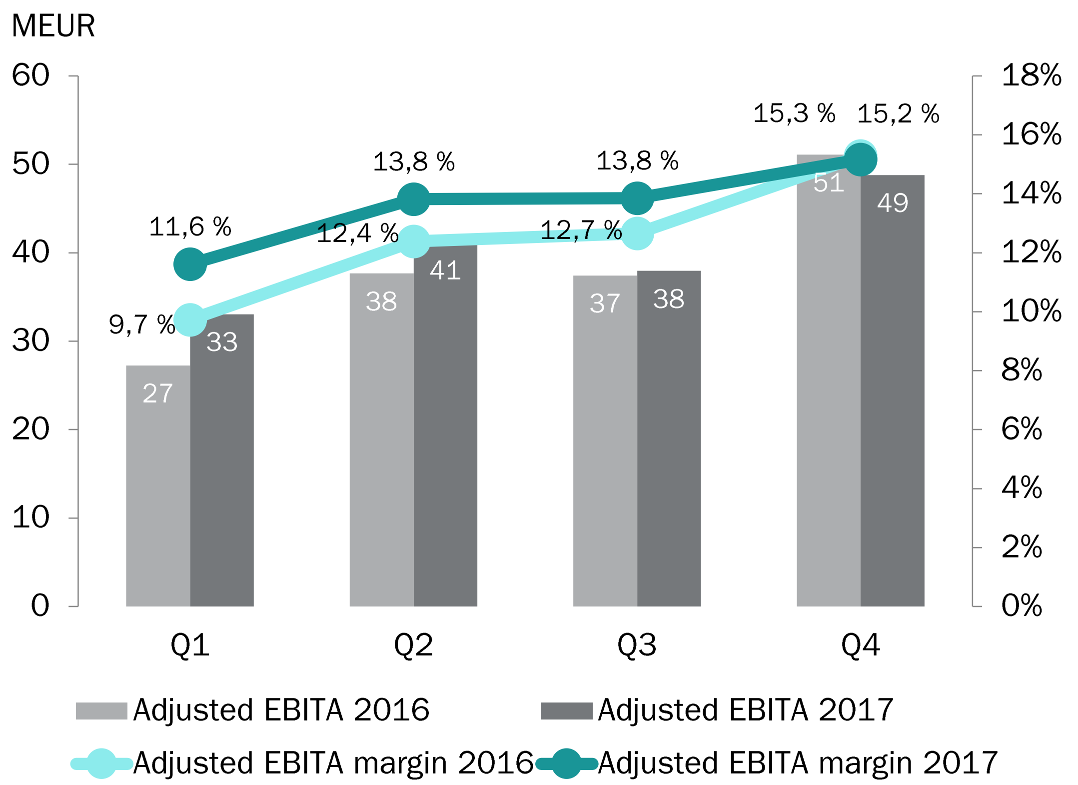
Q4/17 SERVICE ADJUSTED EBITA

Comparison to combined company figures

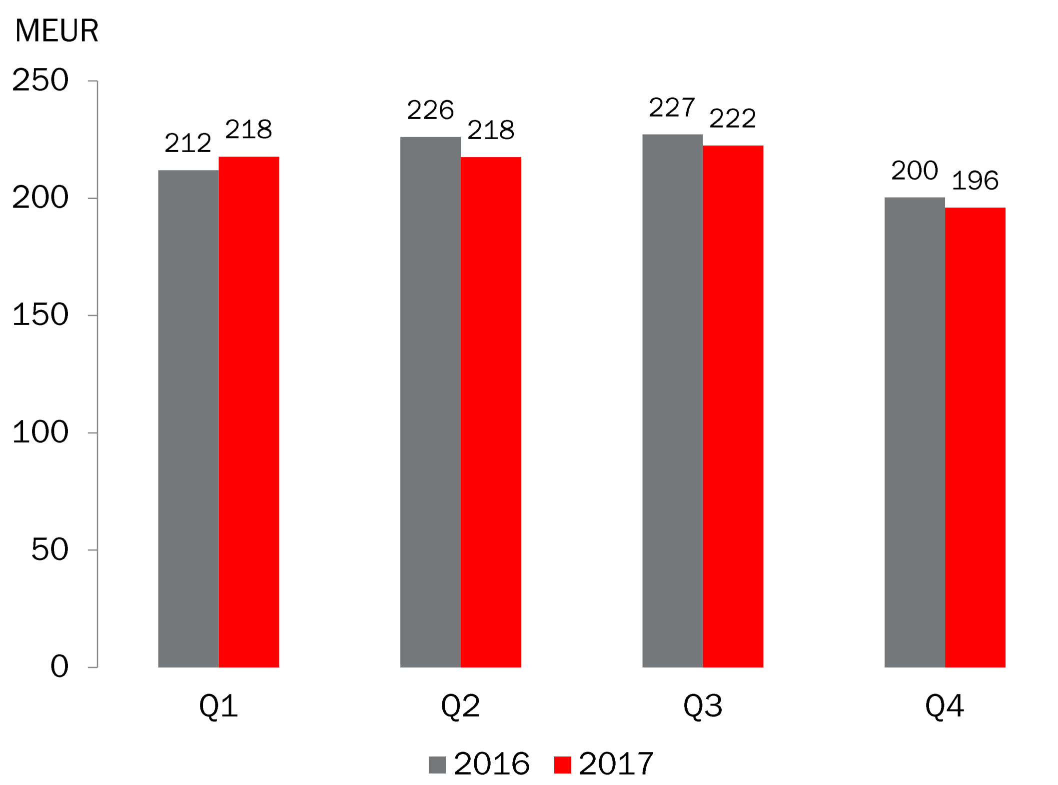
- The fourth-quarter adjusted EBITA was EUR 48.8 million (51.1) and the adjusted EBITA margin 15.2 percent (15.3)
- The adjusted EBITA declined due to lower sales

Comparable adjusted EBITA

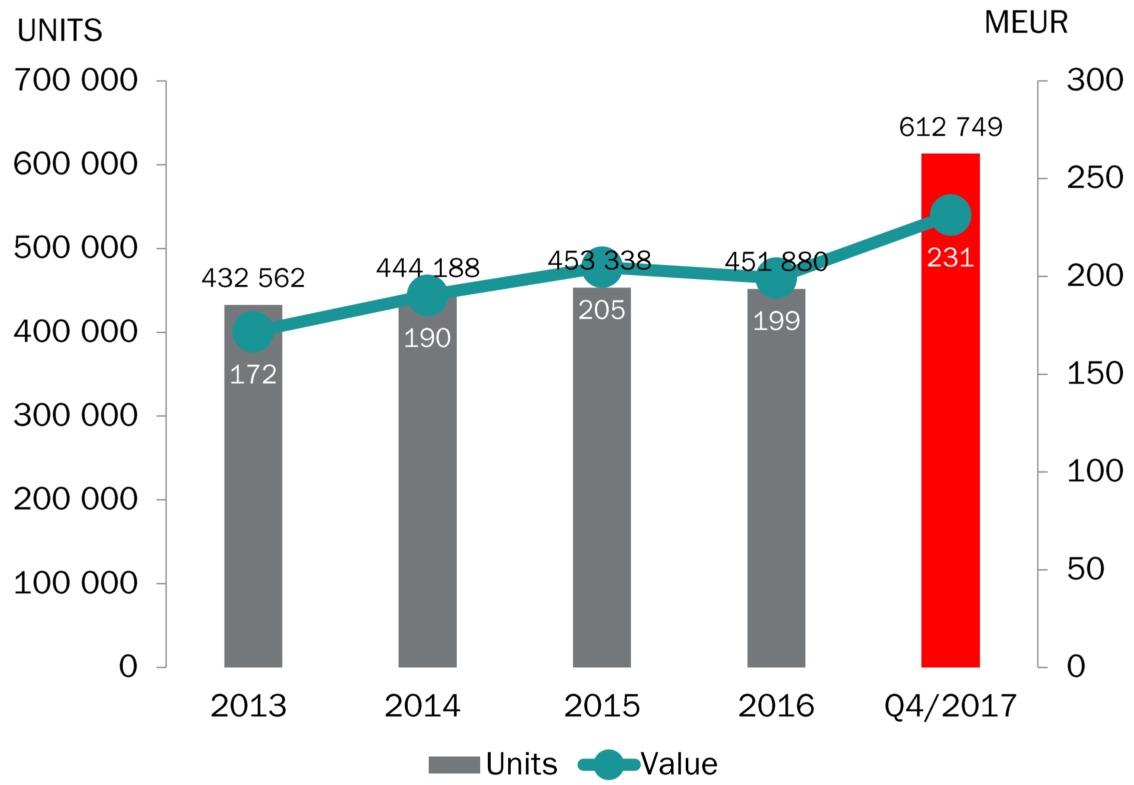


Q4/17 SERVICE ORDER BOOK AND AGREEMENT BASE

Combined order book



Agreement base*



*2013-16 agreement base on Konecranes stand-alone basis

INDUSTRIAL EQUIPMENT

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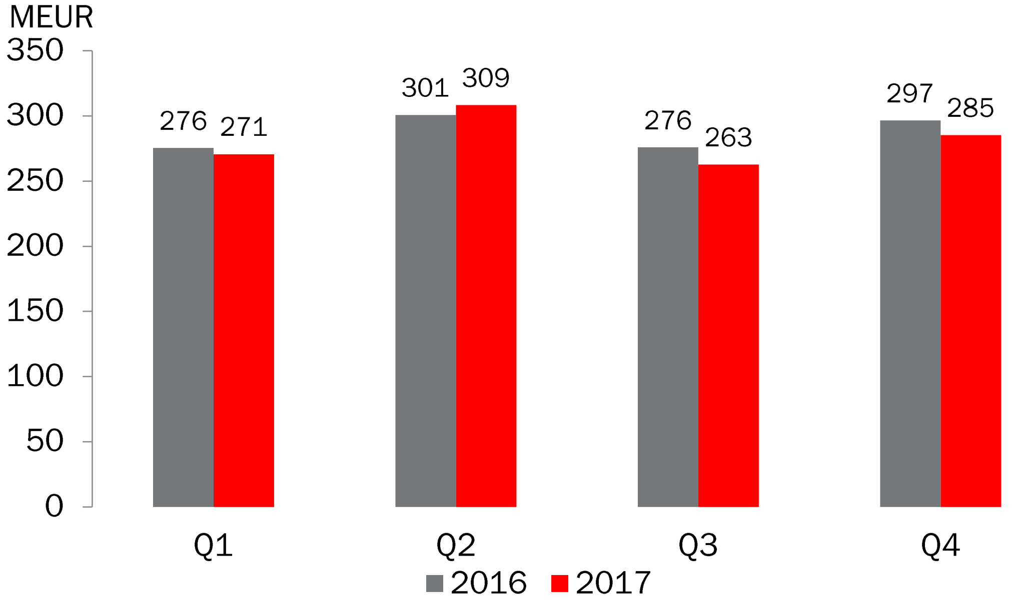
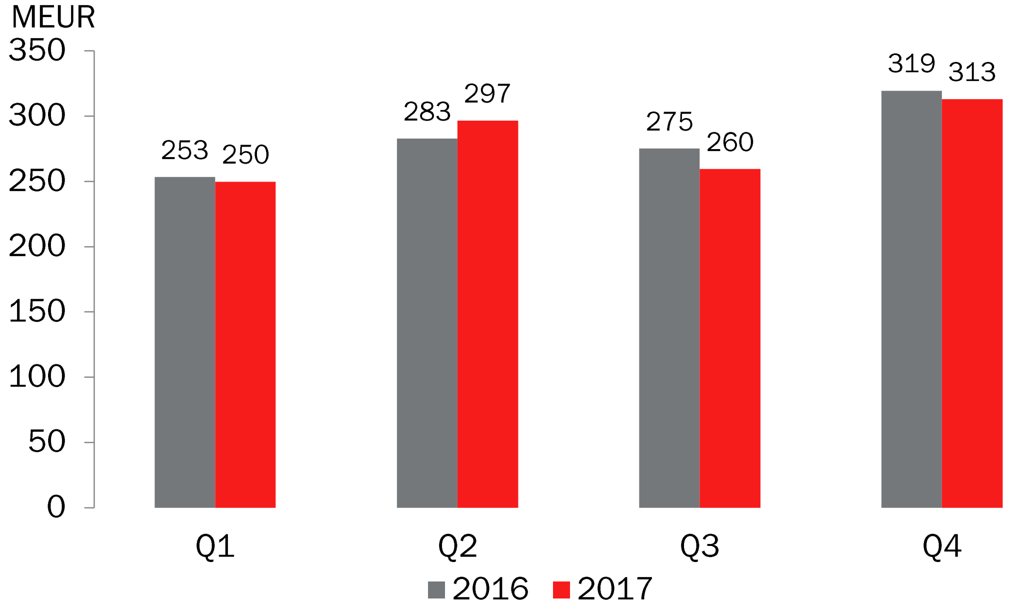
Q4/17 INDUSTRIAL EQUIPMENT ORDER INTAKE AND SALES

Comparable order intake



Comparable sales



- Orders received totaled EUR 285.3 million (296.7), -3.8 percent, attributable to the negative currency exchange rate effect
- The decrease in orders was related to the Americas and EMEA
- Industrial crane orders decreased; component orders were strong in EMEA and AME

- Sales declined by 2.0 percent to EUR 313.0 million (319.4)

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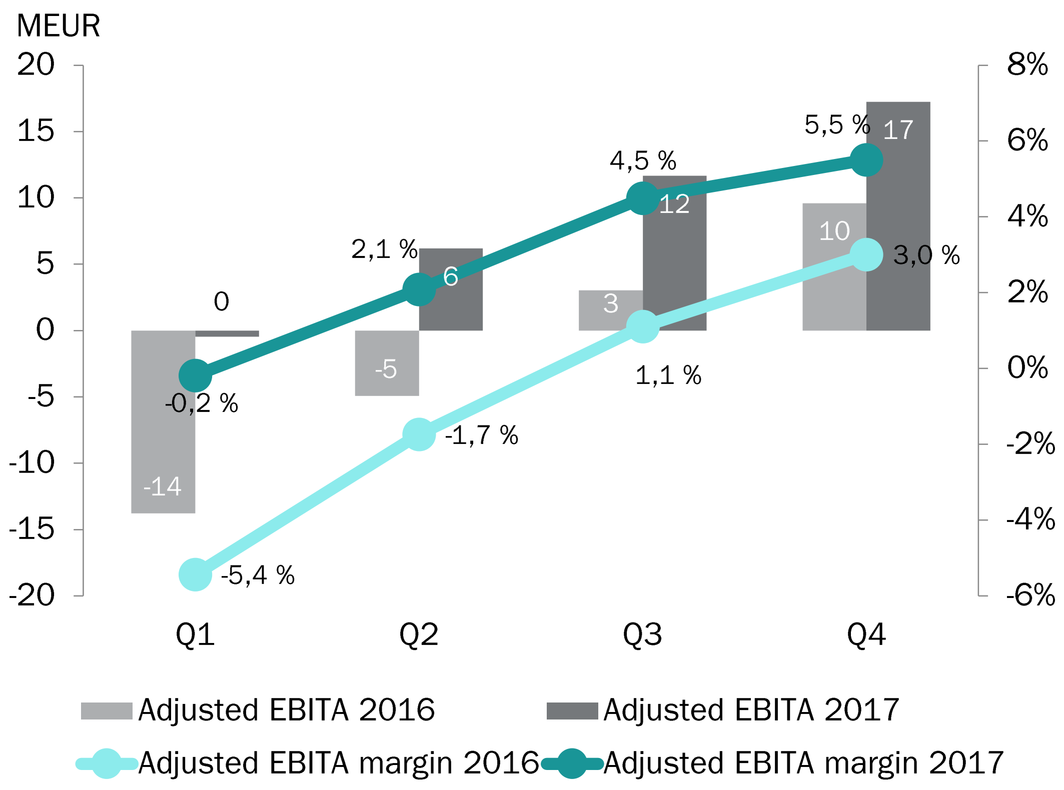
Q4/17 INDUSTRIAL EQUIPMENT ADJUSTED EBITA

Comparison to combined company figures

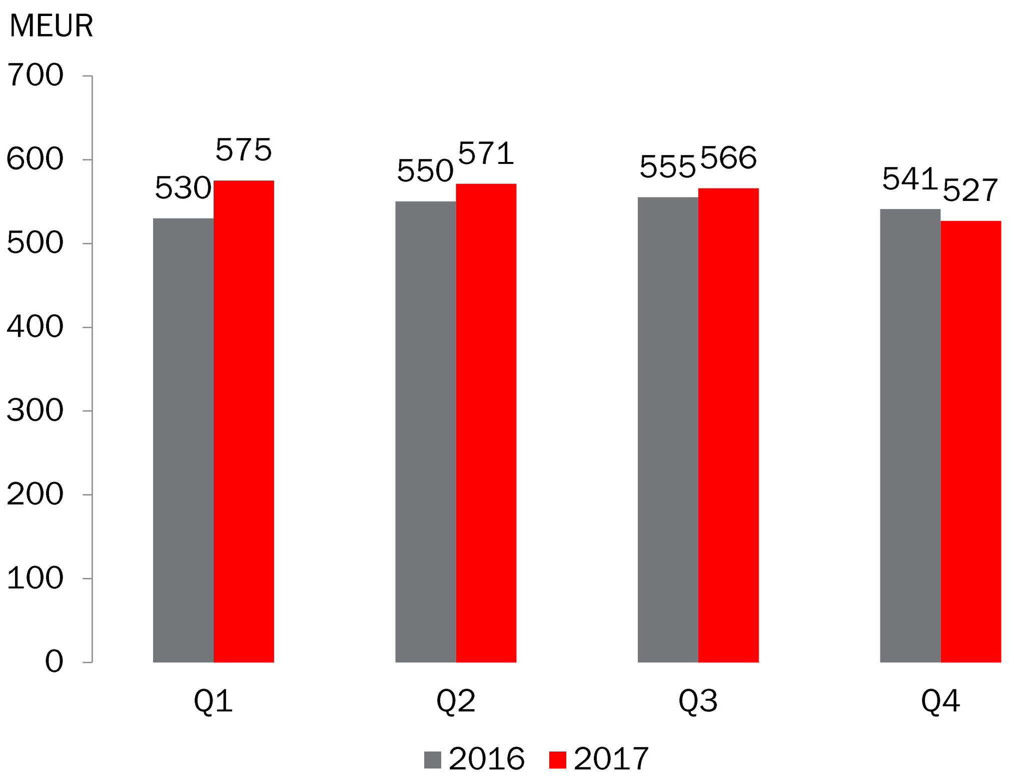
- The fourth-quarter adjusted EBITA was EUR 17.2 million (9.6) and the adjusted EBITA margin 5.5 percent (3.0)
- The improvement in adjusted EBITA margin related mainly to the cost-saving measures implemented in 2016-2017, as well as successful deliveries
- Gross margin improved and fixed costs were lower on a year-on-year basis

Comparable adjusted EBITA



Q4/17 INDUSTRIAL EQUIPMENT ORDER BOOK

Combined order book



Comparison to combined company figures

- The order book decreased by 2.6 percent from a year before to EUR 526.9 million (540.9)
- The decrease in order book was attributable to the negative currency exchange rate effect

PORT SOLUTIONS

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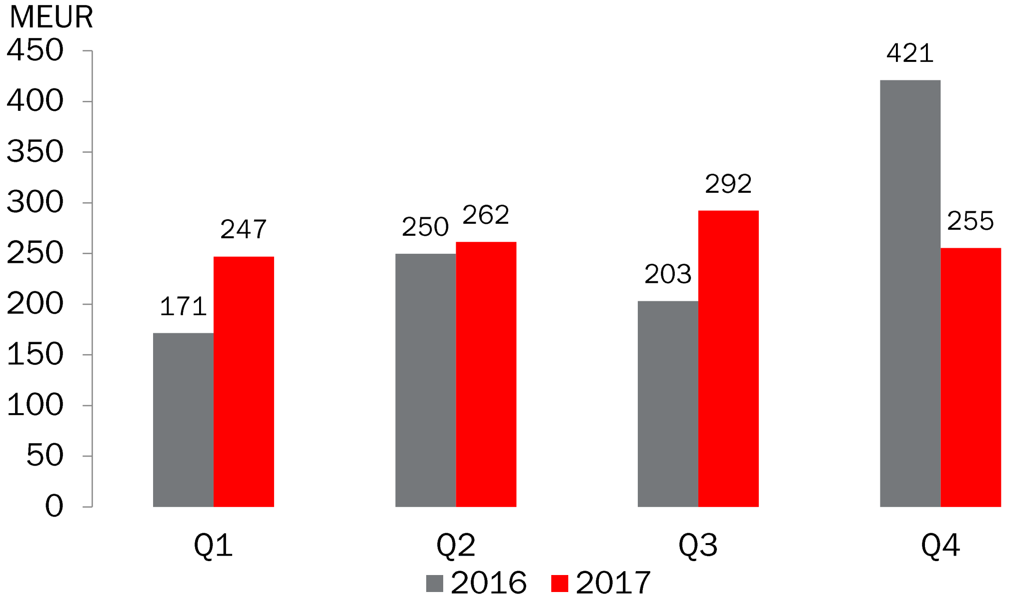
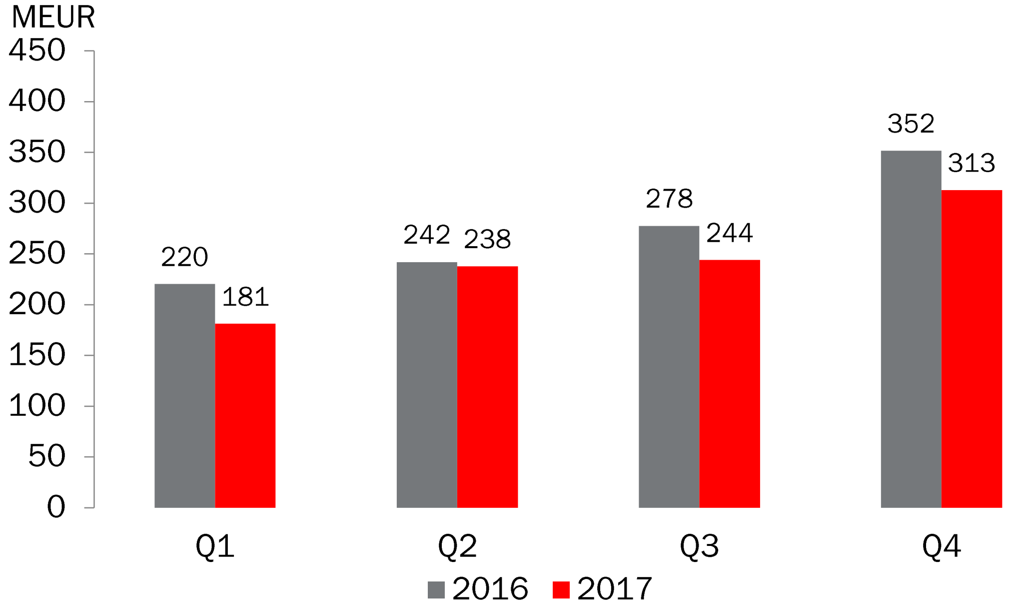
Q4/17 PORT SOLUTIONS ORDER INTAKE AND SALES

Comparable order intake



- Orders totaled EUR 255.3 million (421.1), -39.4 percent
- Orders fell in AME and APAC, whereas orders grew in EMEA
- Q4/16 included the order from the Virginia Port Authority with the value of the contracts exceeding EUR 200 million

Comparable sales



- Sales fell by 11.0 percent to EUR 312.8 million (351.6)
- The decrease in sales related to the timing of deliveries and exceptionally high sales of certain products in the comparison period

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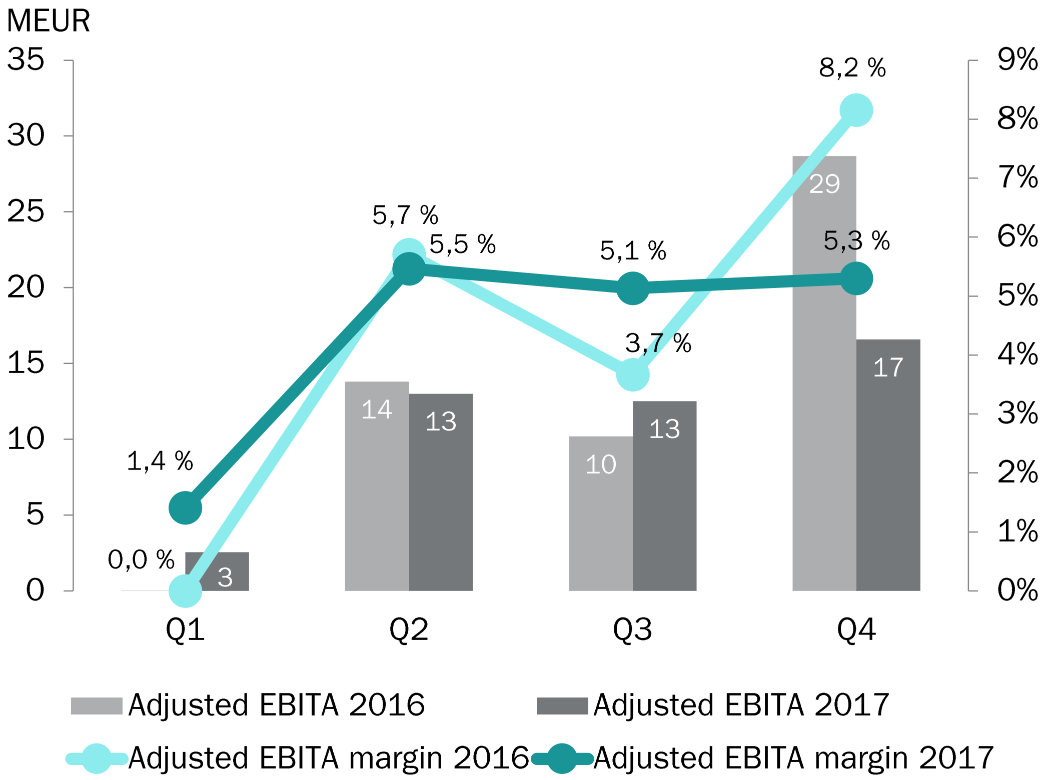
Q4/17 PORT SOLUTIONS ADJUSTED EBITA

Comparison to combined company figures

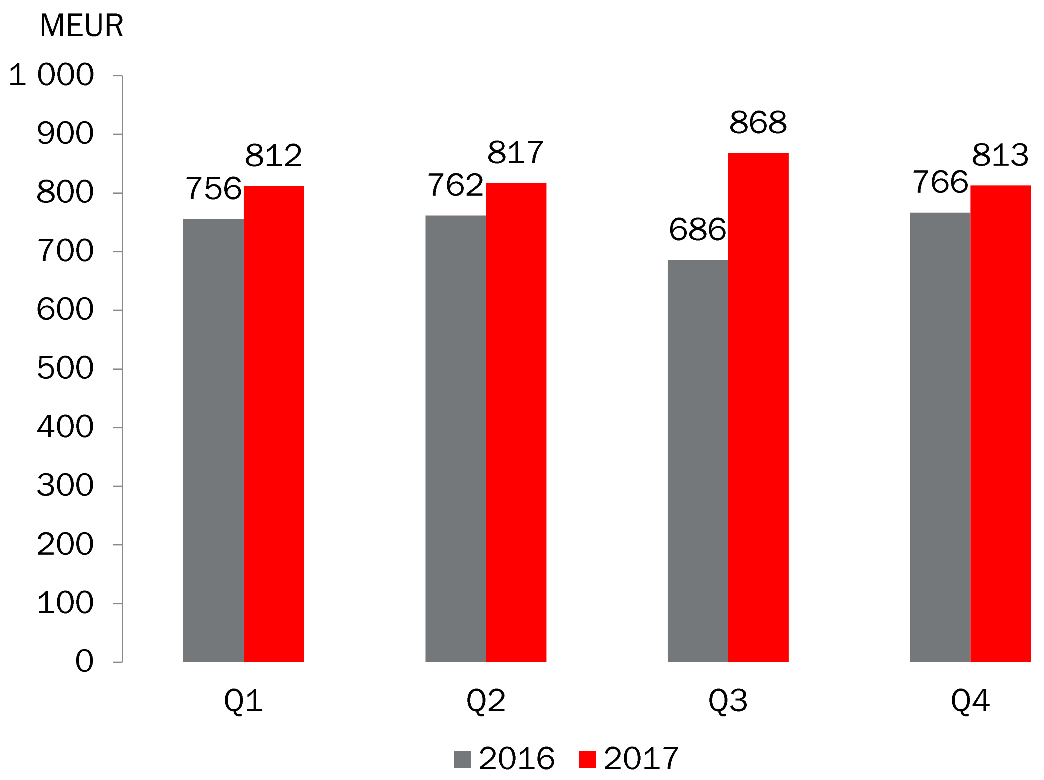
- Adjusted EBITA was EUR 16.6 million (28.7) and the adjusted EBITA margin 5.3 percent (8.2)
- The adjusted EBITA declined due to lower sales and gross margin
- Fixed costs were lower on a year-on-year basis

Comparable adjusted EBITA



Q4/17 PORT SOLUTIONS ORDER BOOK

Combined order book



Comparison to combined company figures

- The order book increased by 6.1 percent from a year before to EUR 812.9 million (766.4)

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CASH FLOW AND BALANCE SHEET

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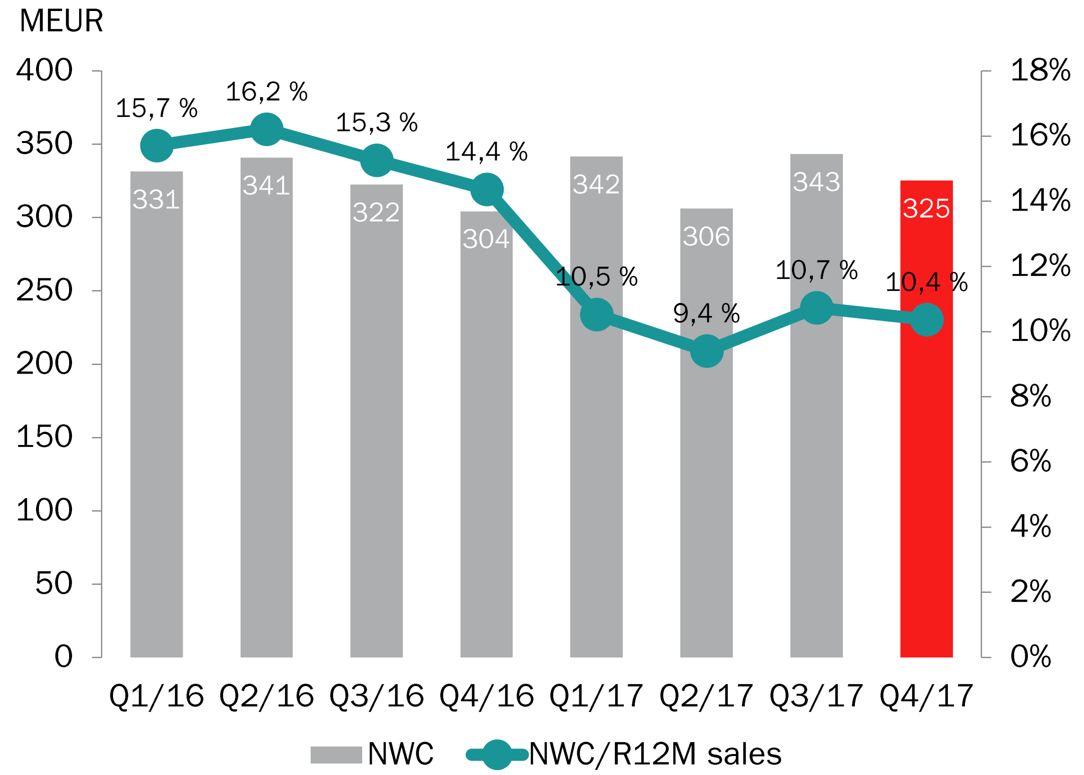
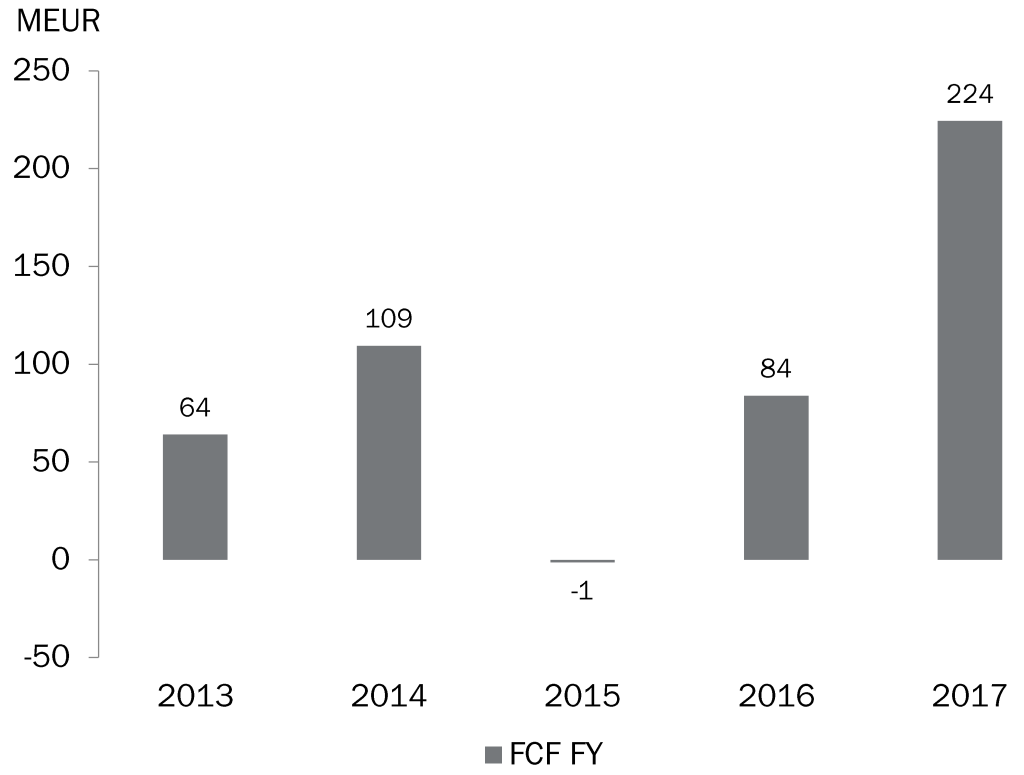
NET WORKING CAPITAL AND FREE CASH FLOW

Net working capital*



Free cash flow



*Q1/17 excl. dividend liability of EUR 82 million, Q1/16 excl. dividend liability of EUR 62 million
Q1-Q4/17 R12M sales for comparable combined company

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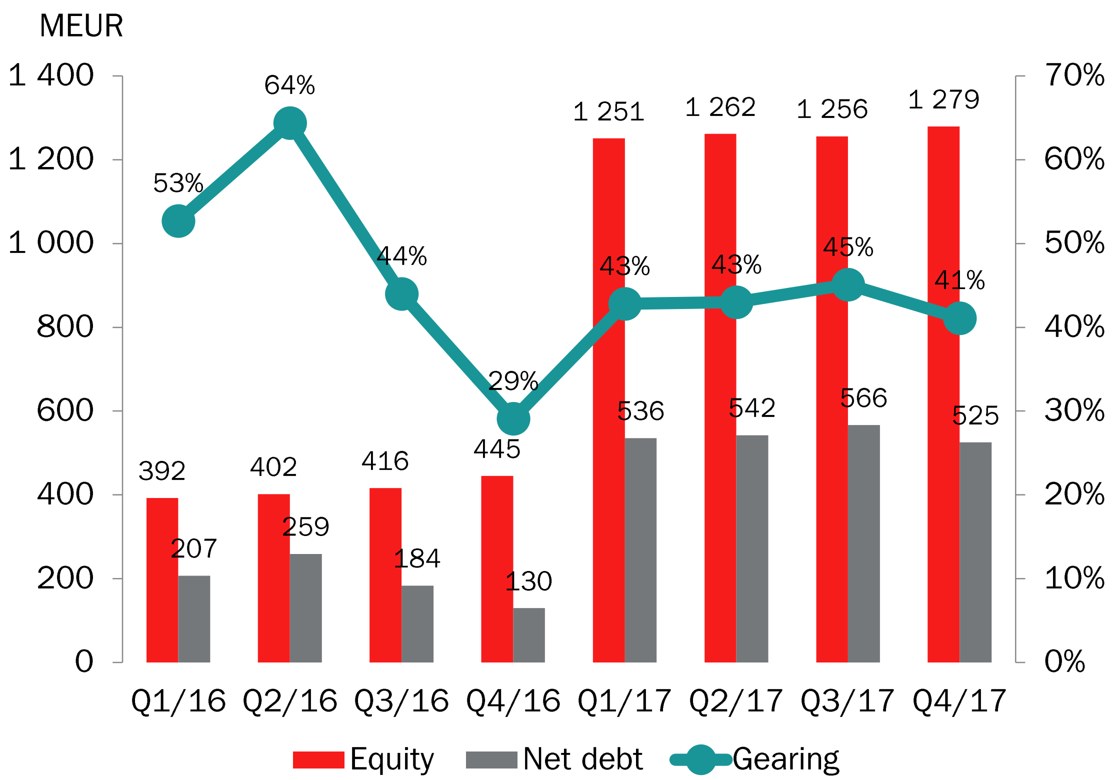
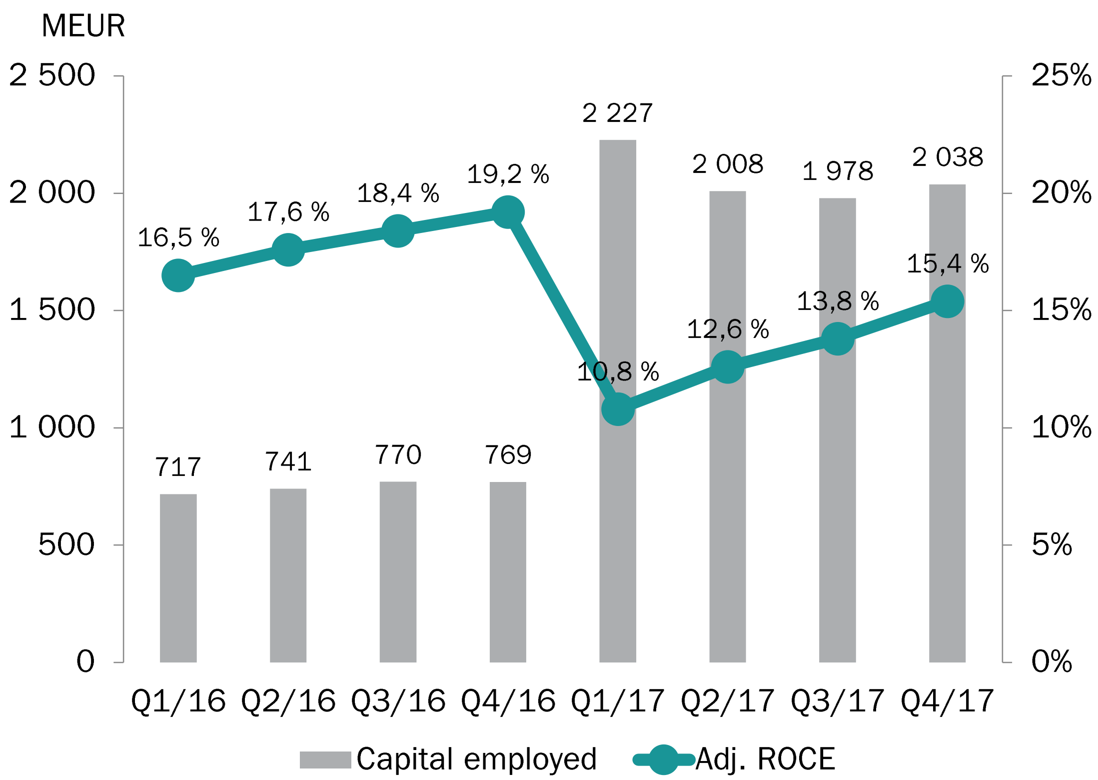
GEARING AND RETURN ON CAPITAL EMPLOYED

Equity, net debt and gearing



Capital employed and return on capital employed



APPENDIX

KONECRANES

STATEMENT OF INCOME

EUR million	Q4/17	Q4/16	Change %	1-12/2017	1-12/2016	Change %
Sales	**910.0**	**613.3**	**48.4**	**3,136.4**	**2,118.4**	**48.1**
Other operating income	2.5	0.4		227.2	14.4	
Materials, supplies and subcontracting	-444.0	-306.5		-1,409.2	-979.7	
Personnel cost	-243.5	-166.9		-1,004.2	-658.3	
Depreciation and impairments	-29.4	-12.7		-117.0	-53.7	
Other operating expenses	-140.2	-96.7		-515.0	-356.2	
Operating profit	**55.4**	**31.0**	**78.8**	**318.3**	**84.9**	**275.0**
Share of associates' and joint ventures' result	3.8	0.3		3.3	6.0	
Gain on disposal of investment in associated company	0.0	0.0		0.0	5.8	
Financial income	7.2	0.4		39.8	1.0	
Financial expenses	-21.6	-6.2		-85.8	-35.6	
Profit before taxes	**44.7**	**25.4**	**75.8**	**275.6**	**62.1**	**344.1**
Taxes	-22.9	-14.6		-50.6	-24.5	
PROFIT FOR THE PERIOD	**21.8**	**10.8**	**101.4**	**225.0**	**37.6**	**499.0**

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BALANCE SHEET

EUR million	31.12.2017	31.12.2016
Non-current assets		
Goodwill	905.3	86.2
Intangible assets	633.3	98.1
Property, plant and equipment	270.4	128.1
Other	200.6	84.2
Current assets		
Inventories	545.0	281.8
Accounts receivable	538.2	379.3
Other current assets	237.1	179.4
Cash and cash equivalents	233.1	167.4
Assets held for sale	0.0	125.5
Total Assets	**3,562.9**	**1,529.9**

EUR million	31.12.2017	31.12.2016
Total Equity	1,279.4	445.5
Non-current liabilities		
Interest-bearing liabilities	600.8	54.2
Other long-term liabilities	278.7	40.0
Other	173.1	29.6
Current liabilities		
Interest-bearing liabilities	157.9	269.5
Advance payments received	299.8	170.6
Accounts payable	201.2	99.1
Other current liabilities	572.0	327.0
Liabilities directly attributable to assets held for sale	0.0	94.4
Total Equity and Liabilities	**3,562.9**	**1,529.9**

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CASH FLOW STATEMENT

EUR million	Q4/2017	Q4/2016	1-12/2017	1-12/2016
Operating income before change in net working capital	90.9	48.6	218.4	147.4
Change in net working capital	1.0	32.2	116.6	40.9
Cash flow from operations before financing items and taxes	91.8	80.7	335.0	188.3
Financing items and taxes	-26.3	-18.7	-85.6	-78.6
Net cash from operating activities	**65.6**	**62.1**	**249.4**	**109.6**
Acquisition of Group companies, net of cash	-1.5	0.0	-733.2	-0.2
Divestment of businesses, net of cash	0.0	0.0	213.4	0.0
Proceeds from disposal of associated company	2.8	0.0	2.8	47.8
Capital expenditures	-9.8	-8.2	-28.7	-27.3
Proceeds from sale of property, plant and equipment	2.2	0.2	3.7	1.5
Cash flow before financing activities	**59.2**	**54.1**	**-292.6**	**131.4**
Net cash used in financing activities	19.5	-31.9	340.0	-19.1
Change of cash and cash equivalents	77.4	23.8	38.9	113.4
Free cash flow	**58.0**	**54.1**	**224.4**	**83.9**

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KEY FIGURES

EUR million	1-12/2017	1-12/2016	Change %
Earnings per share, basic (EUR)	2.88	0.64	351.0
Earnings per share, diluted (EUR)	2.88	0.64	351.0
Return on capital employed, %, Rolling 12 Months (R12M)	23.7	10.3	130.1
Return on equity, %, Rolling 12 Months (R12M)	26.1	8.3	214.5
Equity per share (EUR)	15.96	7.58	110.6
Net debt / Adjusted EBITDA, Rolling 12 Months (R12M)	1.8	0.7	166.2
Equity to assets ratio, %	39.2	32.9	19.1
Investments total (excl. acquisitions), EUR million	35.7	33.8	5.6
Average number of personnel during the period	15,519	11,398	36.2
Average number of shares outstanding, basic	78,272,680	58,748,217	33.2
Average number of shares outstanding, diluted	78,272,680	58,748,217	33.2
Number of shares outstanding	78,756,145	58,751,009	34.1

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BASIS OF PREPARATION FOR COMPARABLE COMBINED COMPANY

The comparable combined company financial information is based on management's estimates and is for illustrative purposes only. The comparable combined company financial information gives an indication of the combined company's key figures assuming the activities were included in the same company from the beginning of 2016.

The comparable combined company financial information is based on a hypothetical situation and should not be viewed as pro forma financial information as the differences in accounting principles have not been taken into account. The unaudited comparable combined company financial information is based on Konecranes Group's financial statements for the financial year 2016 (adjusted for restructuring costs, transaction costs and received insurance indemnity) according to IFRS and Terex Corporation's ("Terex") MHPS segment unaudited special purpose carve-out financial information for the financial year 2016 (adjusted for non-recurring items such as restructuring costs and impairments of goodwill and trademarks) according to USGAAP. The corporation allocations of Terex Group have been adjusted in MHPS income statement to illustrate the situation as the Group had been combined at the beginning of 2016.

Since the financial information for MHPS has been prepared on a carve-out basis, this does not necessarily reflect what the results of its operations would have been had MHPS operated as an independent company and had it presented stand-alone financial information under IFRS during the period provided. Moreover, the carve-out financial information may not be indicative of the MHPS's future performance of the operating activities aggregated within Konecranes.

Konecranes is unable to present a reconciliation of the comparable combined company financial information as the MHPS' financials have been calculated according to USGAAP and using different accounting principles than Konecranes and because Terex has categorized MHPS as a discontinued operation in 2016.

KONECRANES

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