

October 23, 2026

Strong deliveries in the third quarter

Marko Tulokas, President & CEO
Teo Ottola, CFO

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Presenters and agenda

Marko Tulokas
President & CEO



Teo Ottola
CFO



Questions & Answers



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Key points of the quarter

- Updated ambition and strategy announced in September
  - Updated financial targets, dividend policy and capital allocation framework
  - New long-term climate ambition set
- Order intake was impacted by characteristic quarterly volatility in Port Solutions
- Good demand environment within ports business and general manufacturing, power and mining segments
- Deliveries and result were strong

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Strong deliveries and high profitability

Strong deliveries in Q3

- Orders -12.7% Y/Y (comp. FX)
- Net sales EUR 1,101 million, +10.3% Y/Y (comp. FX)

Order book improved year-on-year

Excellent comparable EBITA margin at 15.6%

- Profitability improved in Industrial Service and Port Solutions, but decreased in Industrial Equipment
- The decrease in margin was mainly driven by higher positive one-offs in the comparison period

Order intake
1,011
EUR million
-12.7%*

Order book
3,302
EUR million
+6.9%*

Net sales
1,101
EUR million
+10.3%*

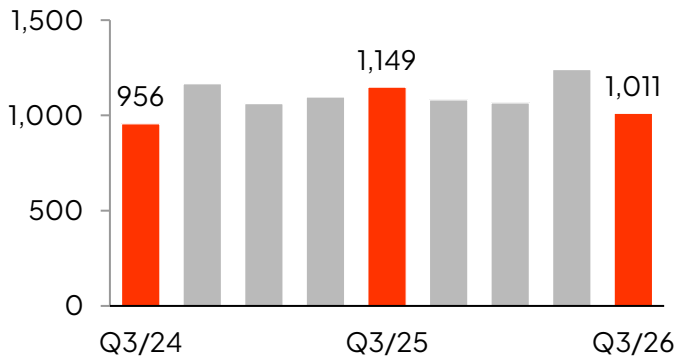
Comparable EBITA
15.6%
margin
-1.1pp

*Year on year change on a comparable currency basis

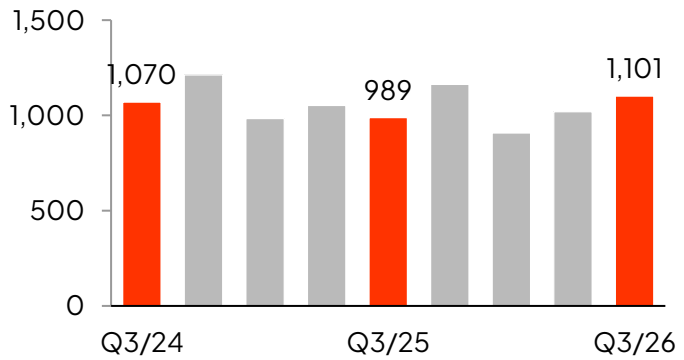
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Sales increased year-on-year and sequentially

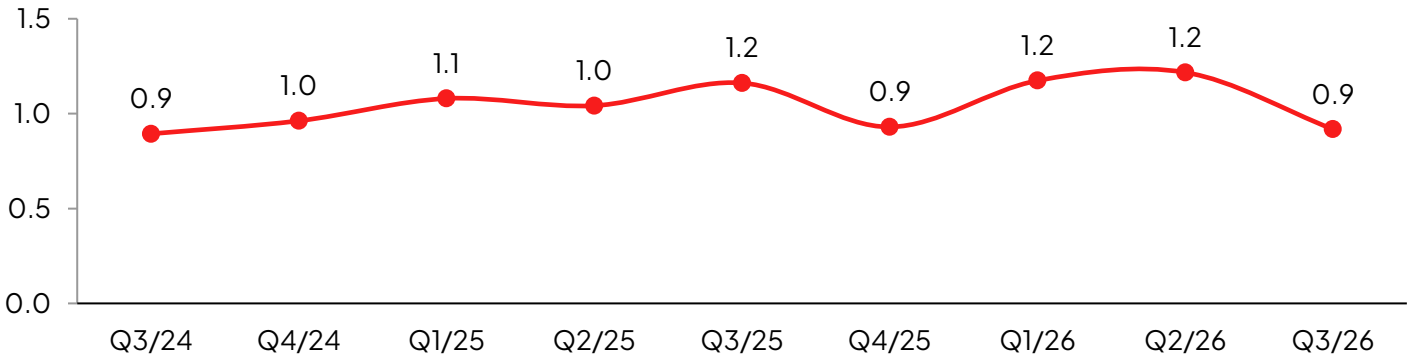
Order intake, EUR million



Net sales, EUR million



Book to bill



Order intake

-12.0% Y/Y reported

-12.7% Y/Y comp. FX

- Increase in Industrial Service and Industrial Equipment but decrease in Port Solutions
- Increase in EMEA but decrease in the Americas and APAC

Net sales

+11.4% Y/Y reported

+10.3% Y/Y comp. FX

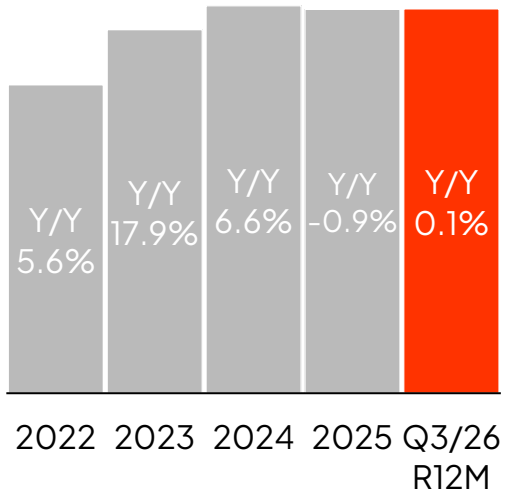
- Increase in Industrial Service and Port Solutions, stable in Industrial Equipment
- Increase in all regions

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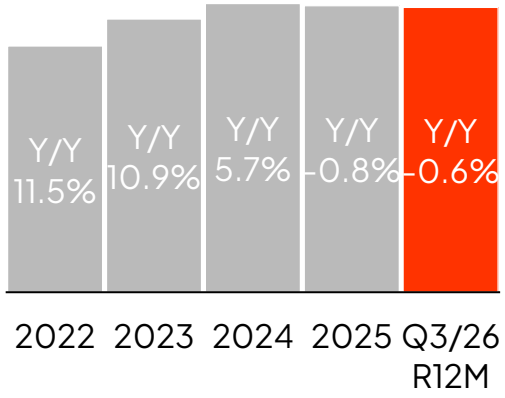
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Konecranes' updated financial targets reflect increased ambition

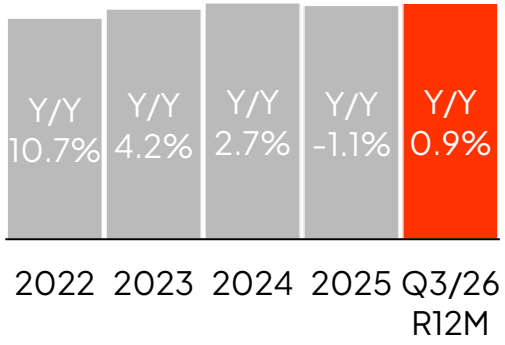
Konecranes
Target: CAGR 7%



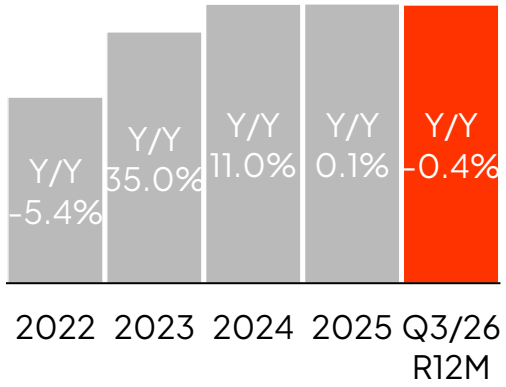
Industrial Service
Target: CAGR 7%



Industrial Equipment
Target: CAGR 6%



Port Solutions
Target: CAGR 7%

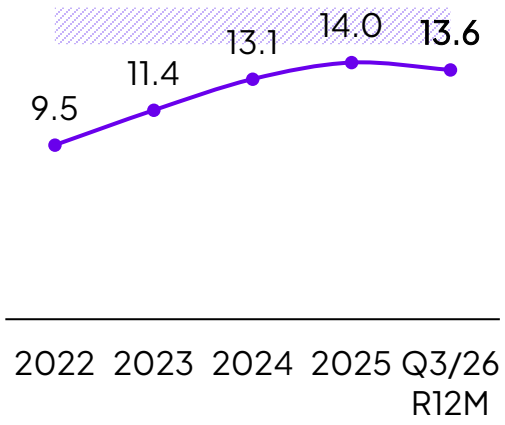


Net sales, EUR million

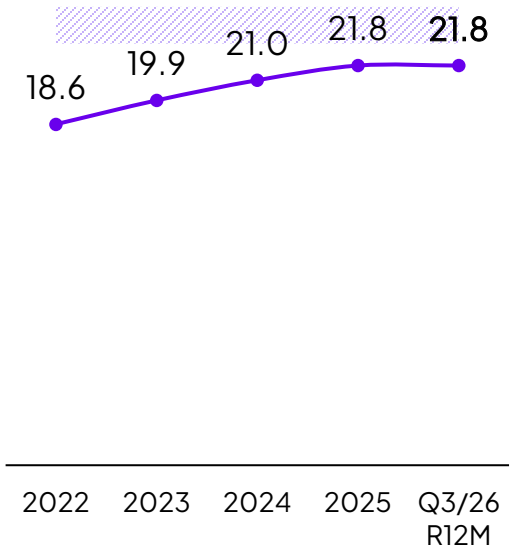
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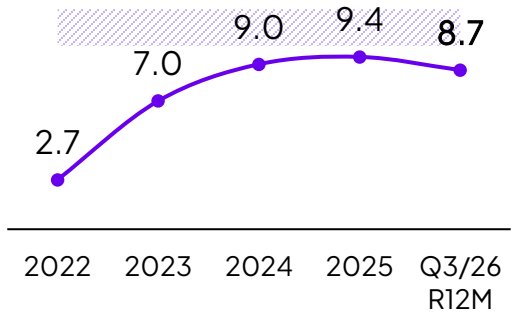
Konecranes
Target: 15-17%(1)



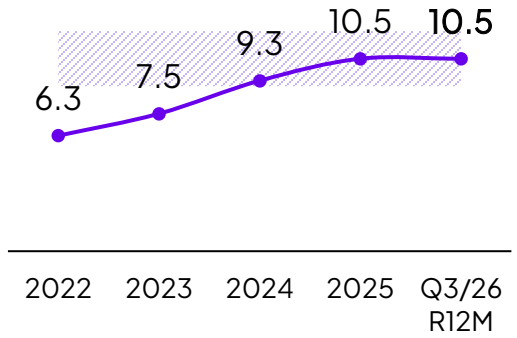
Industrial Service
Target: 23-25%(1)



Industrial Equipment
Target: 10-12%(1)



Port Solutions
Target: 9-12%(1)



Comparable EBITA margin, % Target range

Note (1): For the year 2030

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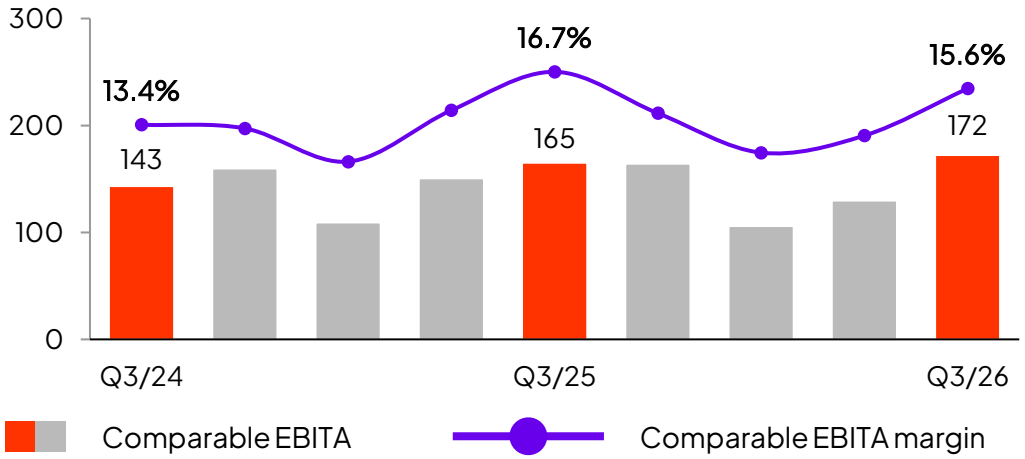
High profitability in the third quarter

Teo Ottola, CFO

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Profitability on a high level in the third quarter

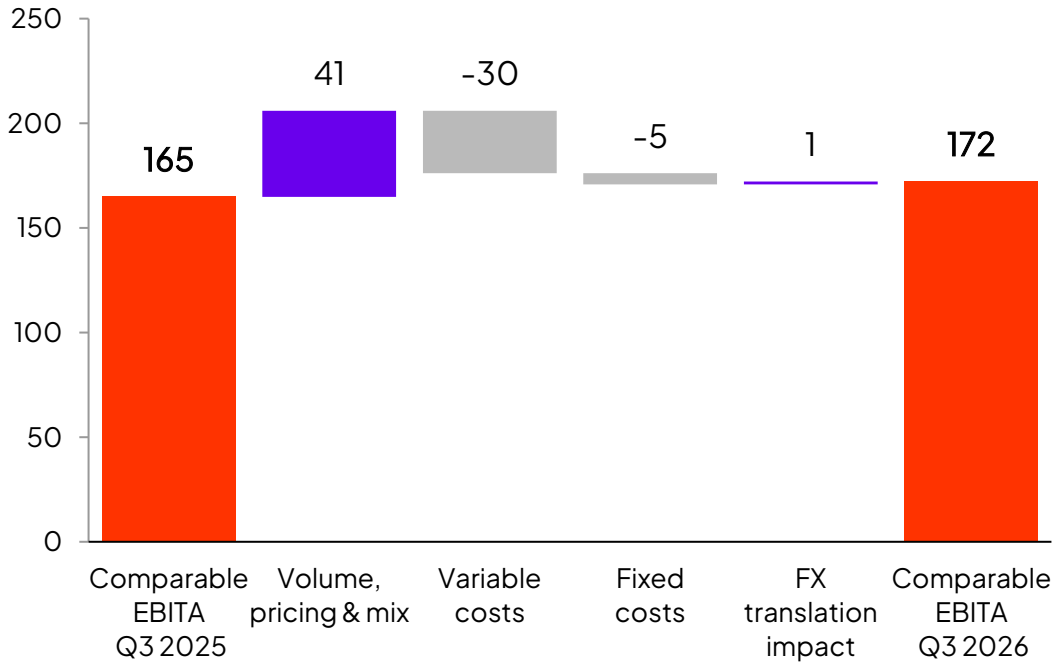
Comparable EBITA, EUR million and %



Comparable EBITA margin

- Profitability improved in Industrial Service and Port Solutions, but decreased in Industrial Equipment
- The third quarter was impacted positively by US tariff refunds in the amount of roughly EUR 8 million, but overall impact of one-offs was smaller than in the comparison period.

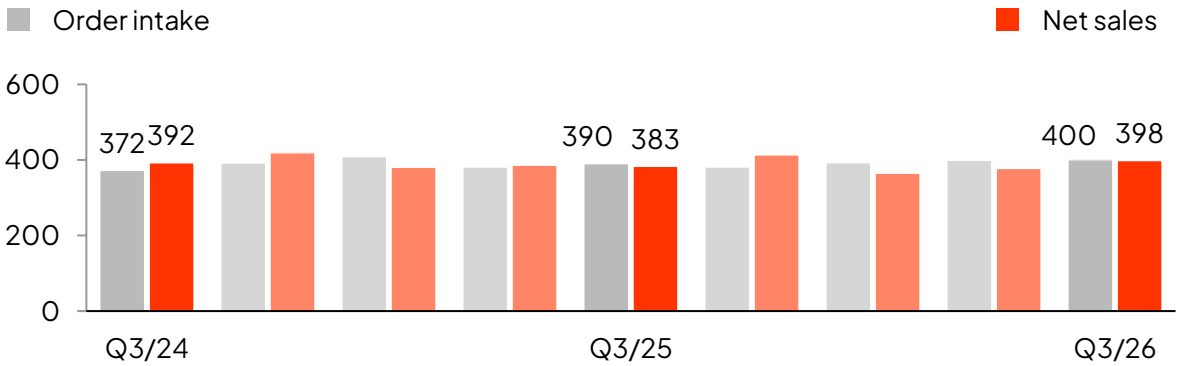
Comparable EBITA, EUR million



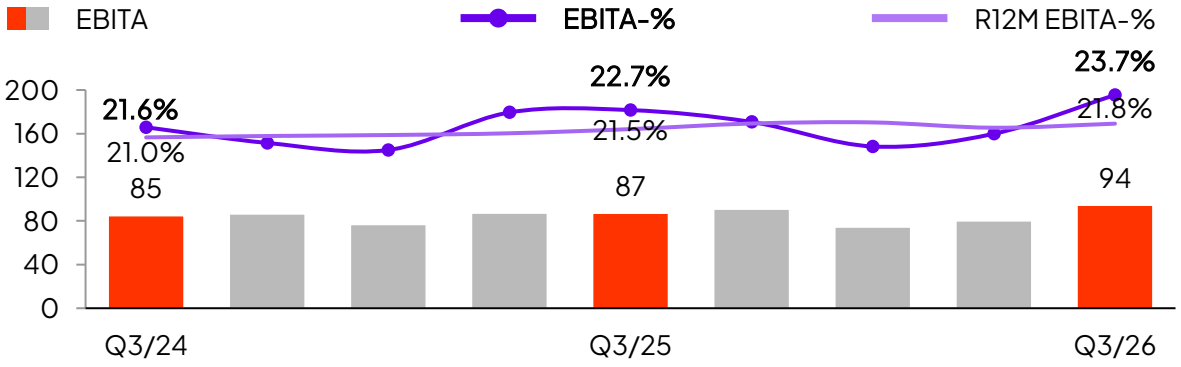
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Industrial Service – Orders and sales increased in field service and parts

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+2.6% Y/Y reported **+1.2%** Y/Y comp. FX

- Increase in parts and field service
- Increase in EMEA and APAC, stable in the Americas
- **Agreement base:** EUR 351.7 million , +3.0% Y/Y comp. FX
- **Order book:** EUR 468.8 million , +8.5% Y/Y

Net sales

+4.0% Y/Y reported **+2.4%** Y/Y comp. FX

- Increase in parts and field service
- Increase in all regions

Comparable EBITA margin

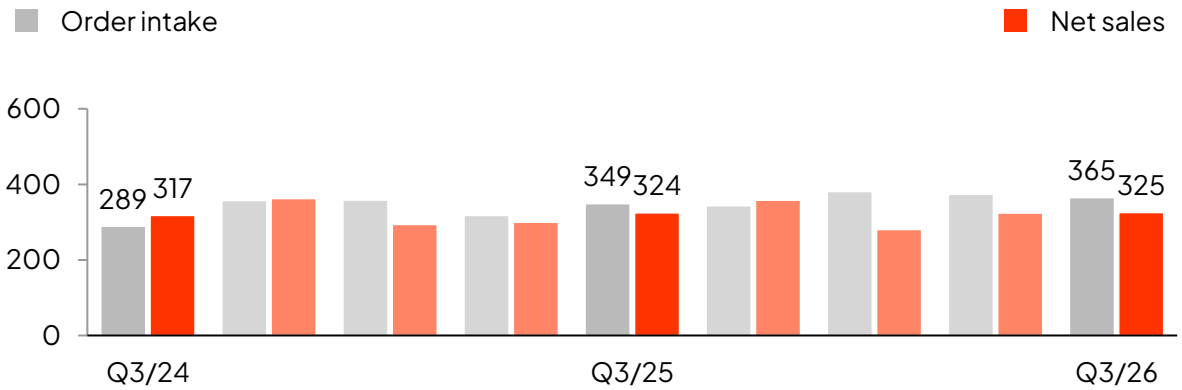
23.7% **+1.0pp** Y/Y change

- Increase was mainly due to good execution and positive pricing

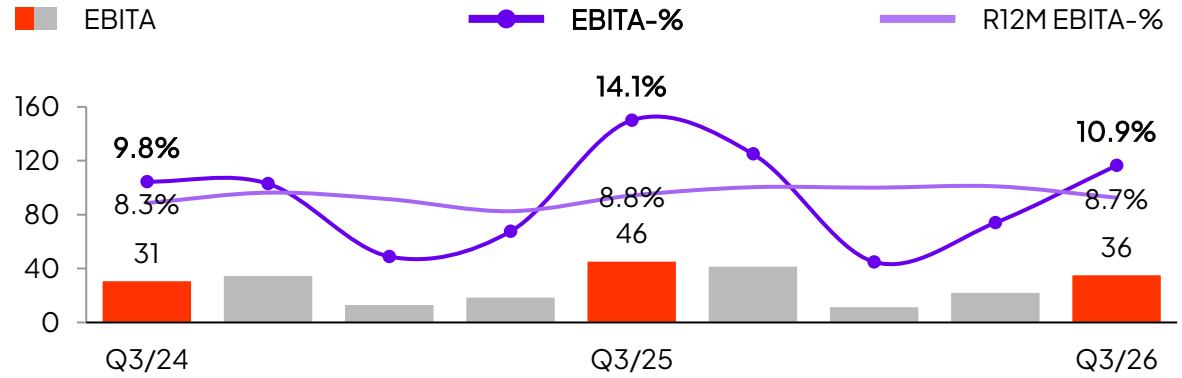
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Industrial Equipment – Orders increased in standard cranes and components

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+4.6% Y/Y reported **+3.6%** Y/Y comp. FX

- External orders +3.0% Y/Y comp. FX
- Increase in standard cranes and components but decrease in process cranes
- Increase in the Americas and EMEA but decrease in APAC
- **Order book:** EUR 1,125.5 million, +21.0% Y/Y

Net sales

+0.2% Y/Y reported **-0.9%** Y/Y comp. FX

- External sales -1.6% Y/Y comp. FX
- Increase in components and process cranes but decrease in standard cranes
- Increase APAC but decrease in the Americas and EMEA

Comparable EBITA margin

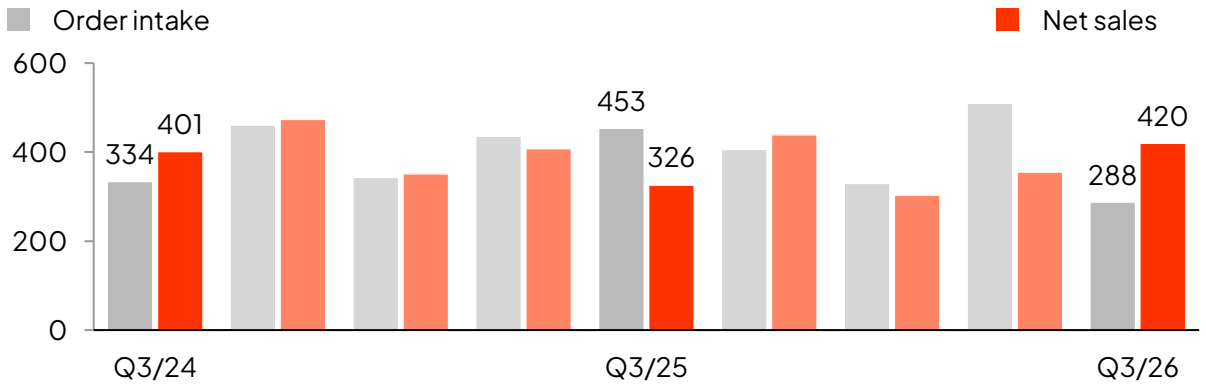
10.9% **-3.2pp** Y/Y change

- Decrease mainly due to lower volumes as well as higher positive impact of one-offs in the comparison period

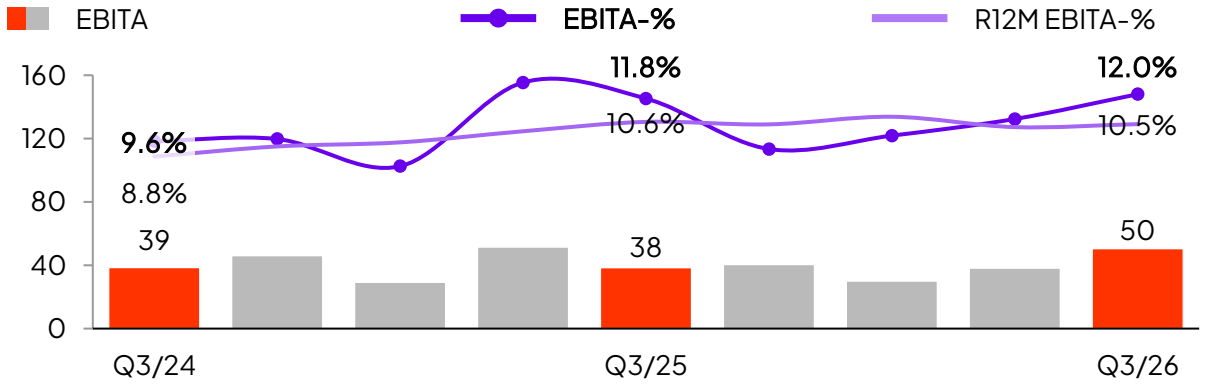
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Port Solutions – solid delivery performance and high profitability

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

-36.6% Y/Y reported **-36.7%** Y/Y comp. FX

- Increase EMEA but decrease in the Americas and APAC
- Customer activity was good in Mobile Harbor Cranes and Lift Trucks

Net sales

+28.8% Y/Y reported **+28.3%** Y/Y comp. FX

Order book:

- EUR 1,708.0 million, +0.8% Y/Y

Comparable EBITA margin

12.0% **+0.2pp** Y/Y change

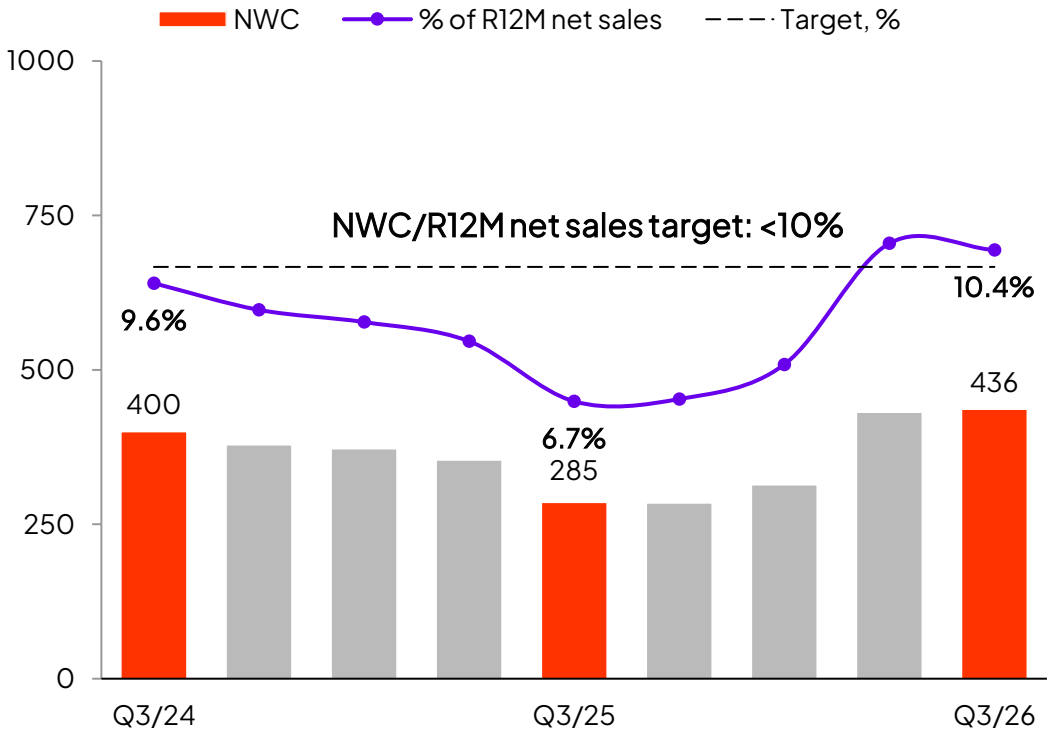
- Increase was mainly driven by higher volumes

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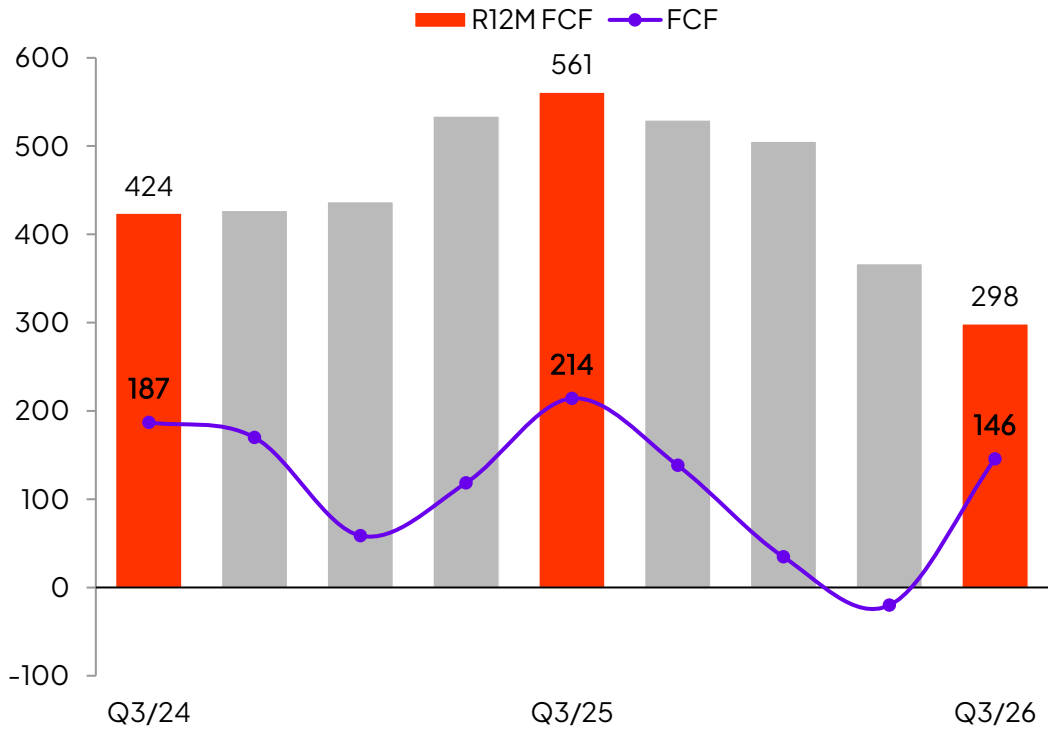
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Increase in net working capital driven by higher inventories and contract assets

Net working capital, EUR million and % of R12M sales



Free cash flow, EUR million



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Outlook for 2026

Marko Tulokas, President & CEO



Demand outlook

Within the industrial customers segment, we expect our demand environment to remain on a healthy level.

For our port customers, container throughput continues to be on a high level, and the long-term prospects for container handling remain good.

However, uncertainty related to geopolitics and trade policy tensions remains high.

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Financial guidance

Net sales expected to remain approximately on the same level or to increase in 2026 compared to 2025.

Comparable EBITA margin expected to remain approximately on the same level in 2026 compared to 2025.

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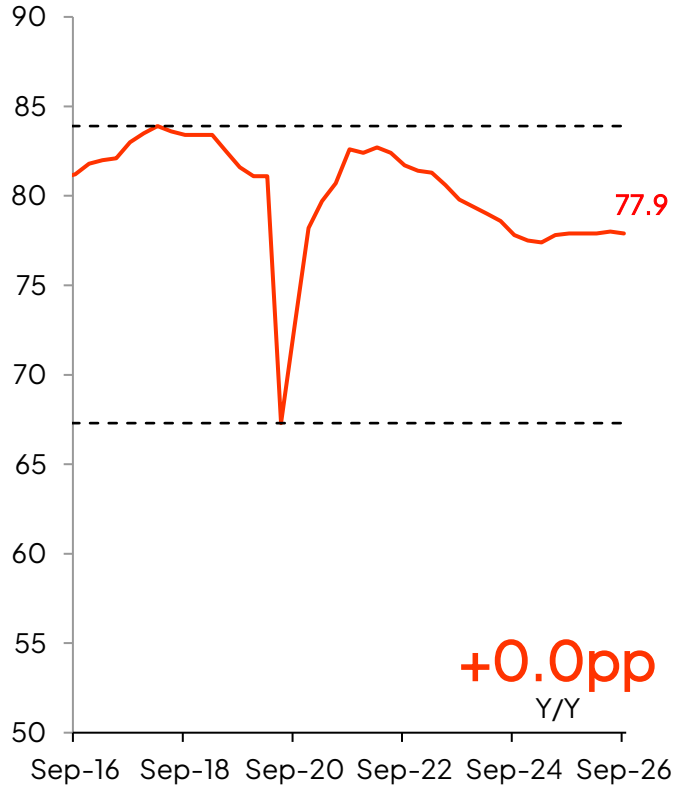
Q&A

Appendix

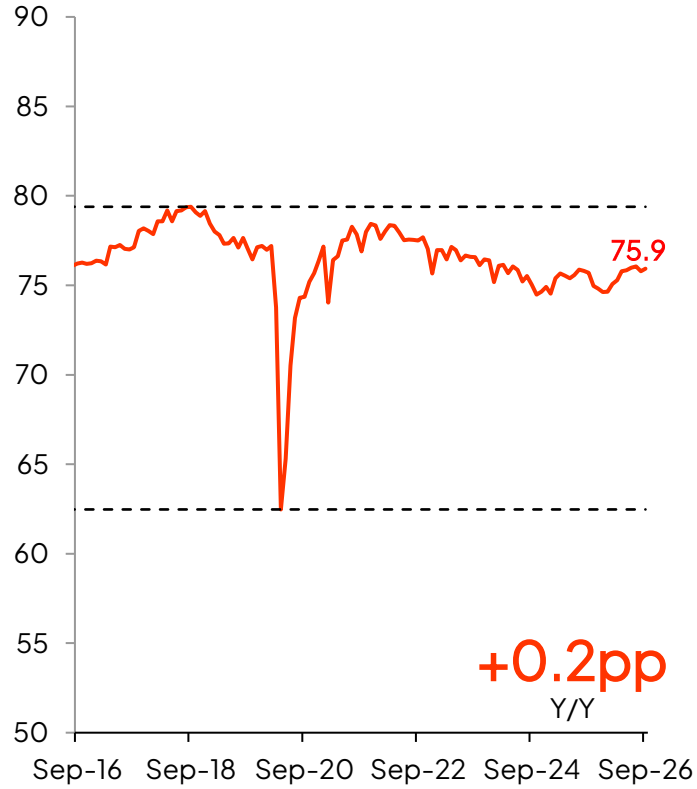


Industrial Service and Industrial Equipment: Capacity utilization level in the EU and US broadly stable

EU capacity utilization rate, %



US manufacturing capacity utilization rate, %



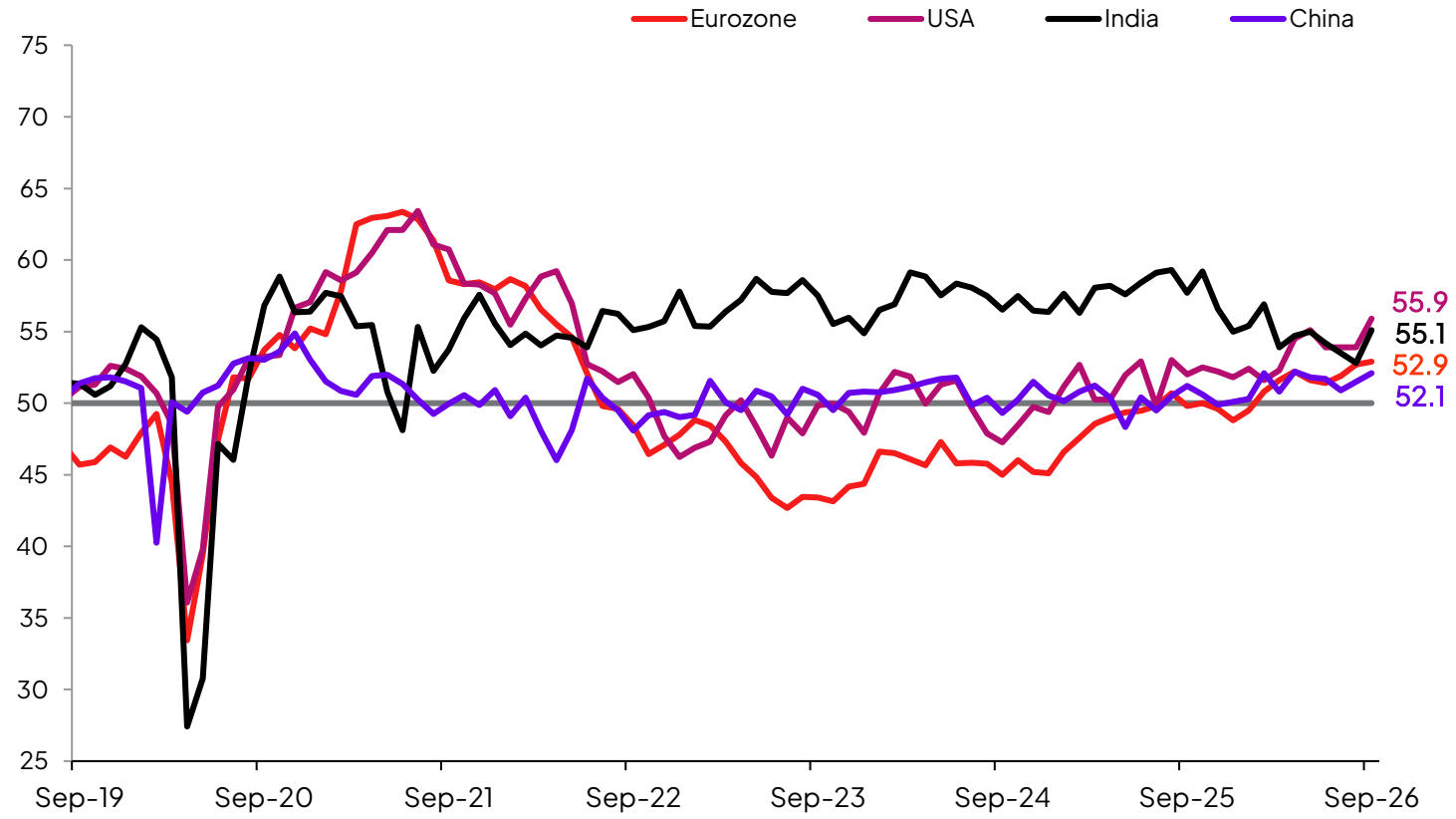
Source: Eurostat, Federal Reserve Economic Data

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Industrial Service and Industrial Equipment: Manufacturing demand for industrial goods remains on a healthy level

Manufacturing PMIs

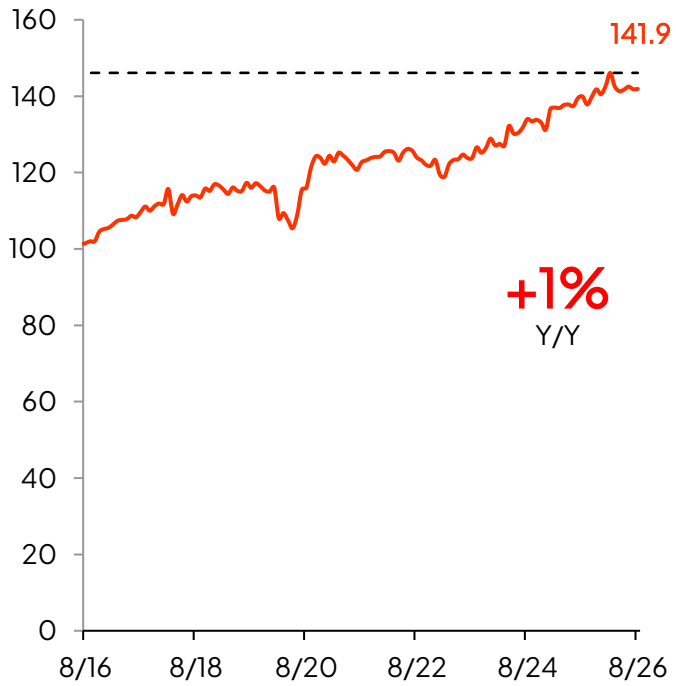


Source: S&P Global

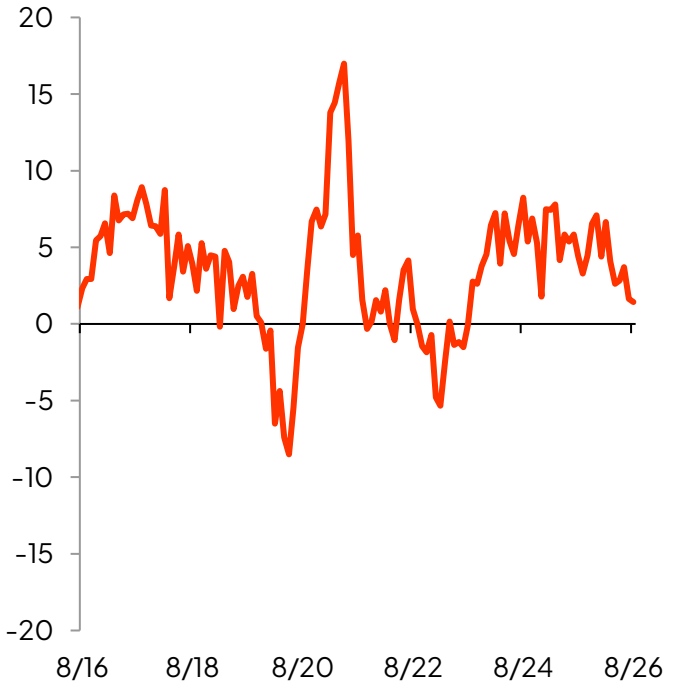


Port Solutions: Container throughput index continues at a high level

RWI/ISL Container Throughput Index, (2015 = 100)



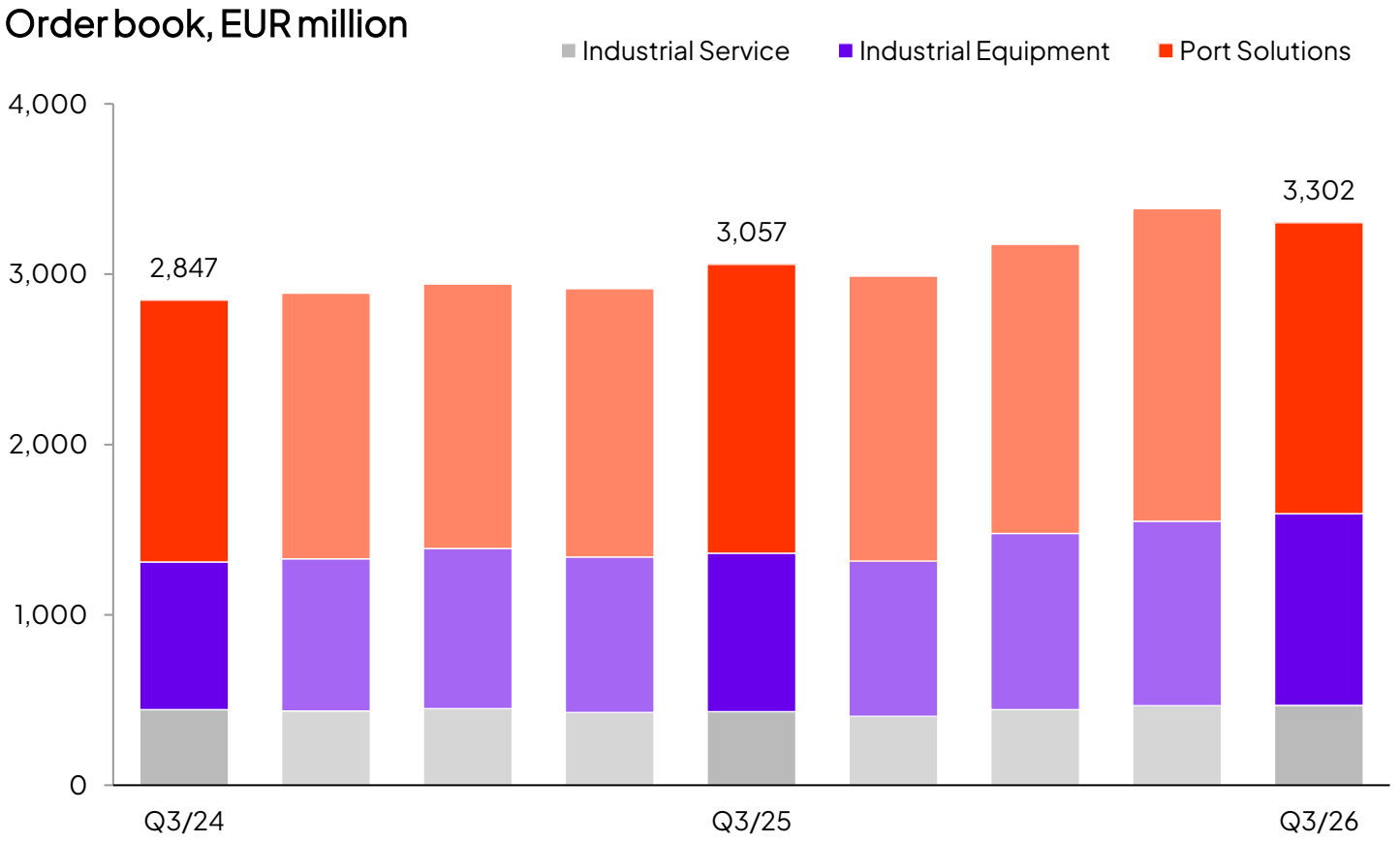
Monthly index change Y/Y, %



Source: RWI/ISL: Monthly container throughput index

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Order book increased in Industrial Service and Industrial Equipment



Order book

+8.0%
Y/Y reported

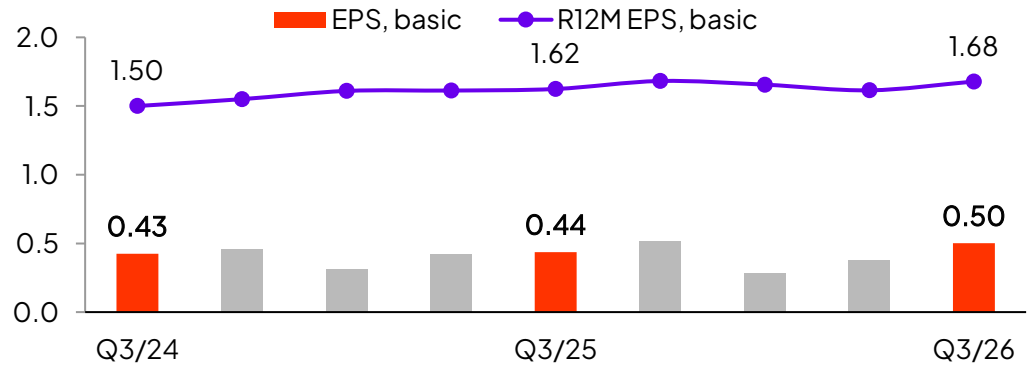
+6.9%
Y/Y comp. FX

- EUR 3,302 million
- Increase in Industrial Service and Industrial Equipment, stable in Port Solutions

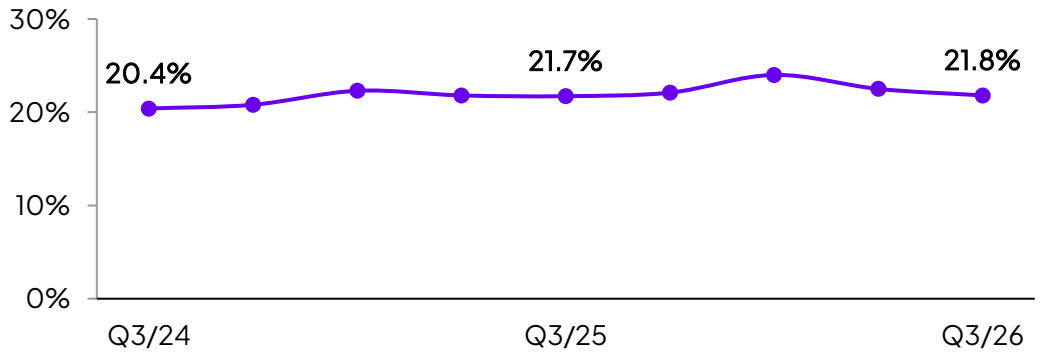
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Balance sheet remains strong

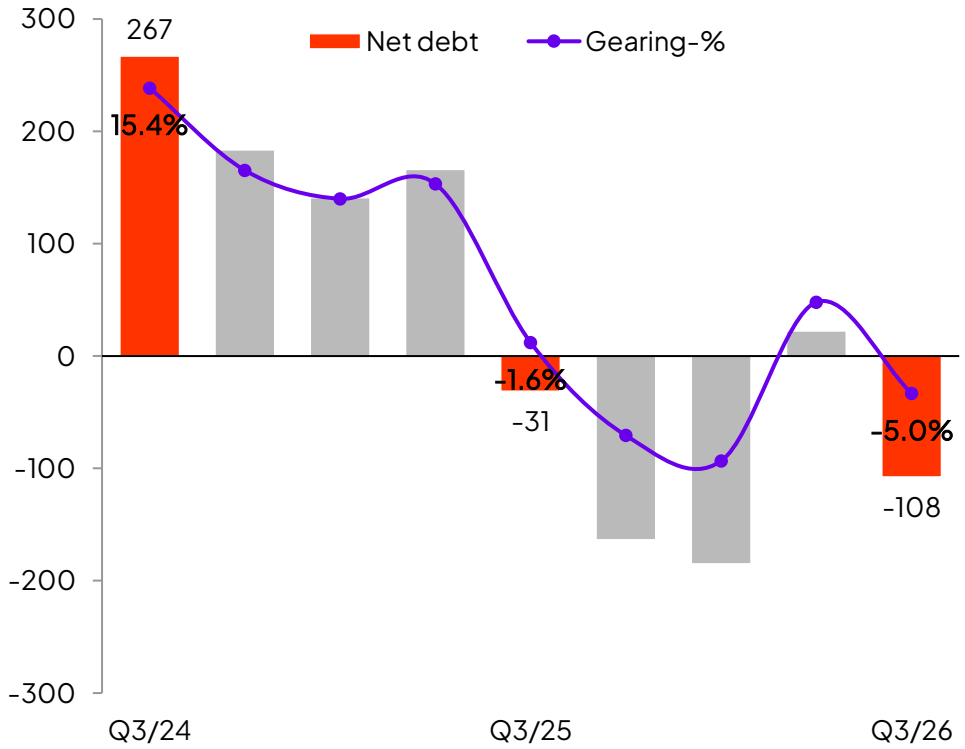
Earnings per share (basic), EUR



R12M Comparable return on capital employed, %



Net debt, EUR million
Gearing, %

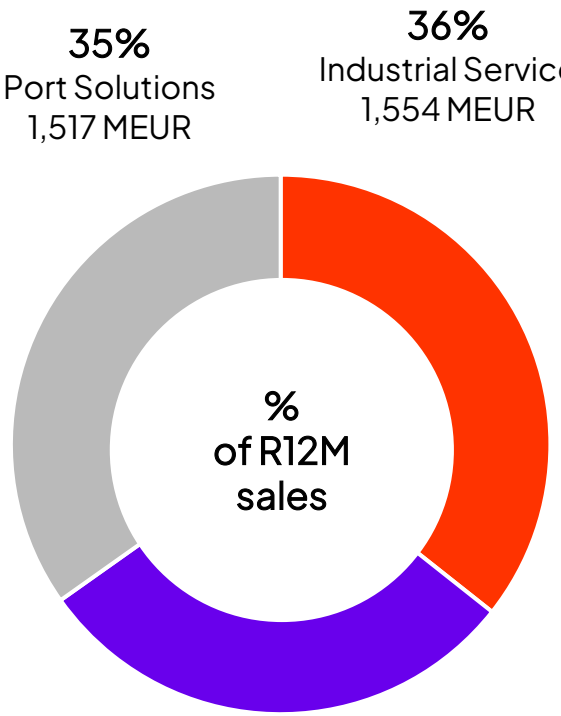


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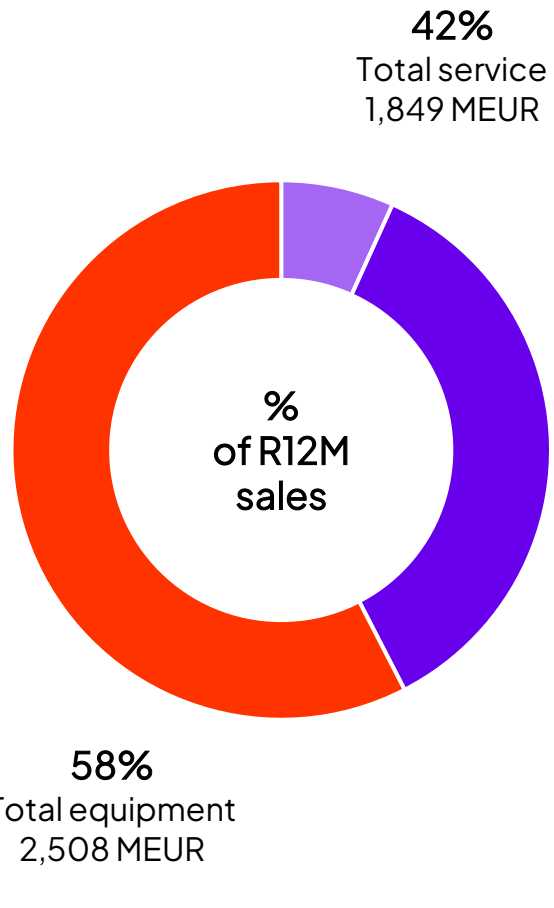
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Group R12M sales split

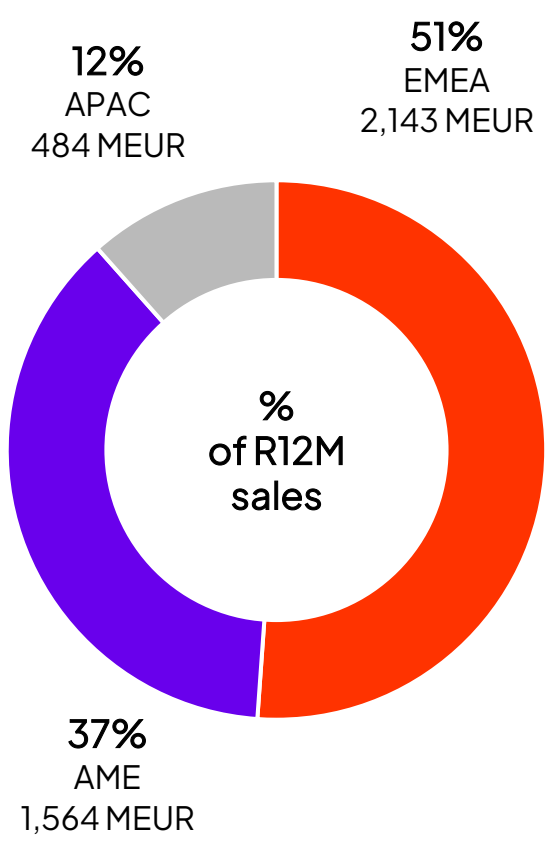
Group R12M sales by Business Area



Group R12M sales by offering type[1]



Group R12M sales by region



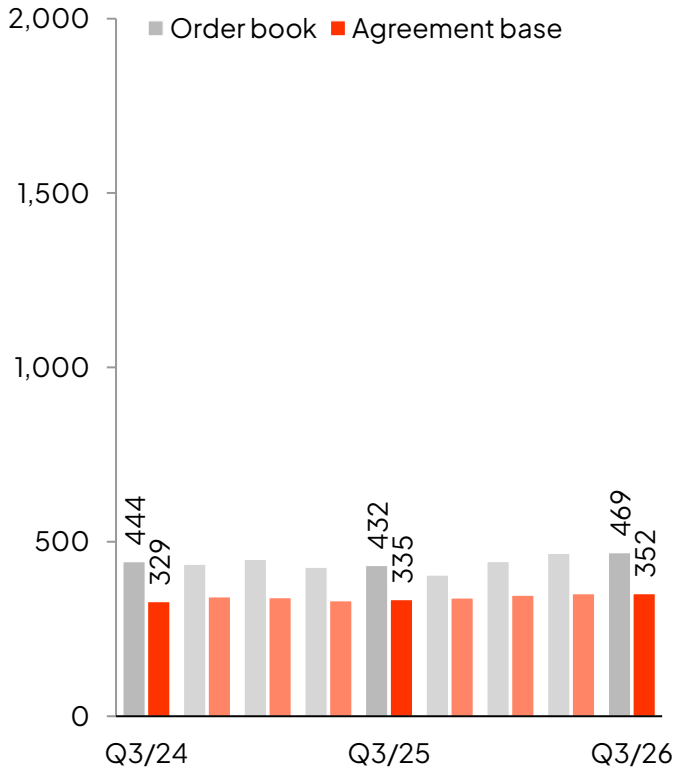
Note (1): Total service includes Industrial Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

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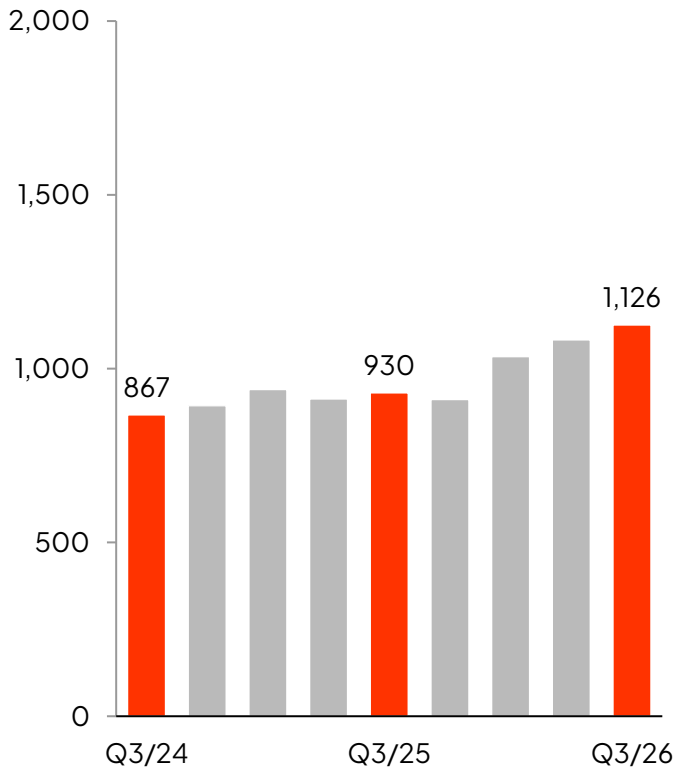
Industrial Service agreement base and order book by Business Area

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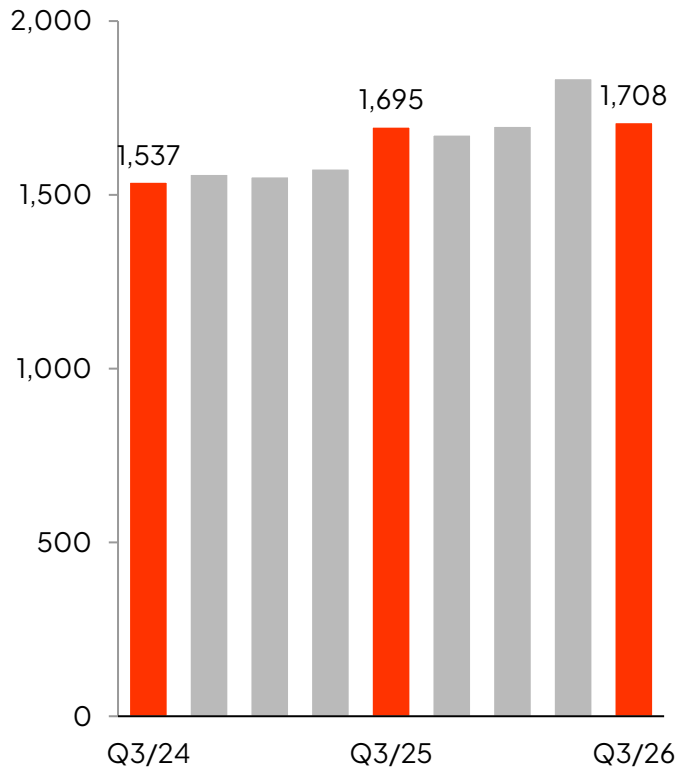
Industrial Service agr. base & order book, MEUR



Industrial Equipment order book, MEUR



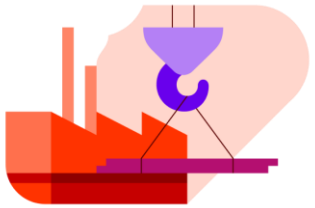
Port Solutions order book, MEUR

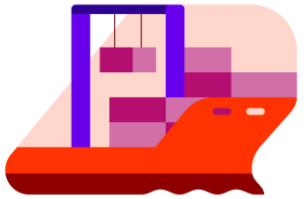


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We create value for our broad customer base through circular services, and electrified and hybrid equipment offering







Group
Circular Services

Share of
2026 YTD
Group net sales

40%

BA Industrial Equipment
Fully electrified equipment

Share of
2026 YTD
BA's net sales

100%

BA Port Solutions
Fully electrified and hybrid equipment

Share of
2026 YTD
Equipment net sales

68%

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Group key figures

EUR million (unless otherwise stated)	7-9/2026	7-9/2025	Change %	1-9/2026	1-9/2025	Change %	R12M	1-12/2025
Order intake	**1,011.3**	1,148.6	-12.0	**3,318.2**	3,307.6	0.3	4,400.0	4,389.3
Order book at end of period				**3,302.3**	3,057.4	8.0		2,988.4
Net sales total	**1,101.5**	988.7	11.4	**3,028.8**	3,024.8	0.1	4,191.9	4,187.8
Comparable EBITDA	**198.0**	189.6	4.4	**485.8**	500.9	-3.0	675.2	690.3
Comparable EBITA	**172.2**	164.9	4.4	**407.4**	424.2	-4.0	571.3	588.1
Comparable EBITA margin, %	**15.6%**	16.7%		**13.4%**	14.0%		13.6%	14.0%
Comparable operating profit	**163.5**	156.2	4.7	**381.4**	398.1	-4.2	536.7	553.4
Comparable operating margin, %	**14.8%**	15.8%		**12.6%**	13.2%		12.8%	13.2%
Operating profit	**162.7**	153.6	5.9	**377.9**	390.4	-3.2	529.8	542.4
Operating margin, %	**14.8%**	15.5%		**12.5%**	12.9%		12.6%	13.0%
Profit before taxes	**156.6**	137.5	13.9	**364.2**	367.8	-1.0	512.9	516.5
Net profit for the period	**119.0**	103.8	14.6	**276.8**	277.7	-0.3	398.9	399.8
Free cash flow	**145.8**	214.2		**160.2**	391.4		298.5	529.6
Earnings per share, basic, EUR	**0.50**	0.44	14.6	**1.16**	1.17	-0.3	1.68	1.68
Net debt				**-107.6**	-31.3			-163.5
Gearing, %				**-5.0%**	-1.6%			-7.8%
Net debt / Comparable EBITDA, R12M				**-0.2**	0.0			-0.2
Return on capital employed, %, R12M							20.4%	20.7%
Comparable return on capital employed, %, R12M							21.8%	22.1%
Average number of personnel during the period				**16,430**	16,650	-1.3		16,614

Note: Konecranes Plc's Annual General Meeting on March 26, 2026, decided on a share issue without payment (share split) in which two (2) new shares were issued for each existing share. The share-specific indicators have been calculated using the post-share split number of shares. Share-specific indicators for the comparison periods have been adjusted to correspond to the post-share split number of shares.

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Key figures by Business Areas

Industrial Service	7-9/2026	7-9/2025	Change %	Change % Comp. FX	1-9/2026	1-9/2025	Change %	Change % Comp. FX	1-12/2025
Order intake	**400.4**	390.3	2.6	1.2	1,192.1	1,180.0	1.0	2.4	1,561.1
Agreement base value	**351.7**	334.6	5.1	3.0	351.7	334.6	5.1	3.0	339.3
Net sales	**398.4**	383.1	4.0	2.4	1,140.5	1,149.5	-0.8	0.5	1,562.8
Comparable EBITA	**94.3**	87.0	8.4		248.6	250.7	-0.8		341.5
Comparable EBITA margin, %	**23.7%**	22.7%			21.8%	21.8%			21.8%

Industrial Equipment	7-9/2026	7-9/2025	Change %	Change % Comp. FX	1-9/2026	1-9/2025	Change %	Change % Comp. FX	1-12/2025
Order intake	**364.7**	348.6	4.6	3.6	1,119.4	1,024.5	9.3	10.8	1,367.6
of which external	**338.4**	325.1	4.1	3.0	1,047.2	952.2	10.0	11.6	1,266.5
Net sales	**325.1**	324.4	0.2	-0.9	929.2	917.5	1.3	2.5	1,275.3
of which external	**301.6**	303.1	-0.5	-1.6	865.3	856.6	1.0	2.3	1,193.2
Comparable EBITA	**35.5**	45.6	-22.2		69.8	78.1	-10.6		120.0
Comparable EBITA margin, %	**10.9%**	14.1%			7.5%	8.5%			9.4%

Port Solutions	7-9/2026	7-9/2025	Change %	Change % Comp. FX	1-9/2026	1-9/2025	Change %	Change % Comp. FX	1-12/2025
Order intake	**287.5**	453.2	-36.6	-36.7	**1,126.5**	1,231.8	-8.6	-8.6	1,637.8
Net sales	**419.7**	325.9	28.8	28.3	**1,077.8**	1,084.6	-0.6	-0.7	1,523.4
of which service	**80.0**	75.7	5.8	4.7	**217.1**	226.5	-4.1	-3.5	304.6
Comparable EBITA	**50.5**	38.5	31.2		**118.7**	119.2	-0.4		159.6
Comparable EBITA margin, %	**12.0%**	11.8%			**11.0%**	11.0%			10.5%

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Statement of income

EUR million	7-9/2026	7-9/2025	Change %	1-9/2026	1-9/2025	Change %	1-12/2025
Net sales	**1,101.5**	**988.7**	**11.4**	**3,028.8**	**3,024.8**	**0.1**	**4,187.8**
Other operating income	0.7	2.2		4.2	6.8		9.0
Materials, supplies and subcontracting	-481.5	-396.6		-1,237.1	-1,250.5		-1,795.1
Personnel cost	-312.9	-302.1		-971.1	-952.1		-1,270.7
Depreciation and impairments	-34.5	-33.4		-104.4	-102.4		-136.4
Other operating expenses	-110.5	-105.2		-342.5	-336.0		-452.2
Operating profit	**162.7**	**153.6**	**5.9**	**377.9**	**390.4**	**-3.2**	**542.4**
Share of associates' and joint ventures' result	-2.8	0.1		-3.1	0.7		0.9
Financial income	2.7	2.5		18.9	35.4		37.0
Financial expenses	-6.1	-18.7		-29.6	-58.8		-63.7
Profit before taxes	**156.6**	**137.5**	**13.9**	**364.2**	**367.8**	**-1.0**	**516.5**
Taxes	-37.6	-33.7		-87.4	-90.1		-116.8
Profit for the period	**119.0**	**103.8**	**14.6**	**276.8**	**277.7**	**-0.3**	**399.8**

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Balance sheet

EUR million	30.9.2026	30.9.2025
Non-current assets	**1,950.9**	**2,003.5**
Goodwill	1,044.3	1,041.0
Intangible assets	390.7	426.0
Property, plant and equipment	424.2	414.5
Other	91.7	122.0
Current assets	**2,689.5**	**2,746.4**
Inventories	1,076.1	1,009.4
Accounts receivable	585.9	544.8
Receivables and other current assets	522.3	435.7
Cash and cash equivalents	505.2	756.5
Assets held for sale	0.0	0.0
Total Assets	**4,640.4**	**4,749.9**

EUR million	30.9.2026	30.9.2025
Total Equity	**2,153.4**	**1,951.7**
Non-current liabilities	**487.2**	**969.6**
Interest-bearing liabilities	118.1	565.5
Other long-term liabilities	210.6	226.5
Other	158.5	177.6
Current liabilities	**1,999.8**	**1,828.6**
Interest-bearing liabilities	280.6	165.5
Advance payments received	696.9	677.0
Accounts payable	377.7	326.2
Provisions	101.9	95.0
Other current liabilities	542.6	564.9
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	**4,640.4**	**4,749.9**

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Cash flow statement

EUR million	1-9/2026	1-9/2025	1-12/2025
Operating income before change in net working capital	438.3	476.3	663.5
Change in net working capital	-148.5	49.1	50.1
Net cash flows from operating activities before financing items and taxes	**289.8**	**525.4**	**713.6**
Financing items and taxes	-96.0	-95.4	-144.0
Net cash flows from operating activities	**193.8**	**430.0**	**569.5**
Net cash flows from investing activities	-35.3	-44.7	-41.3
Net cash flows before financing activities	**158.5**	**385.3**	**528.2**
Net cash flows from financing activities	-287.6	-324.2	-591.9
Translation differences in cash	2.4	-14.6	-14.3
Change of cash and cash equivalents	**-126.7**	**46.5**	**-78.0**
Free cash flow	**160.2**	**391.4**	**529.6**

Note: Change in loans receivable has been moved from cash flows from financing activities to cash flows from investing activities in 1-9/2026. Figures for the comparison periods have been adjusted correspondingly.

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Thank you

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