



KONECRANES

Annual General Meeting 2025

Anders Svensson, President and CEO

March 27, 2025

KONECRANES

Konecranes Leadership Team

Anders Svensson

President and CEO



Teo Ottola

CFO,
Deputy CEO



Fabio Fiorino

Business Area President,
Industrial Service



Tomas Myntti

Business Area President,
Port Solutions



Marko Tulokas

Business Area President,
Industrial Equipment



Minna Aila

Executive Vice President, Corporate
Affairs & Brand



Claes Erixon

Executive Vice President,
Technologies



Christine George

Executive Vice President,
Strategy & Business Development



Anneli Karkovirta

Executive Vice President,
People and Culture



Sirpa Poitsalo

Executive Vice President,
General Counsel



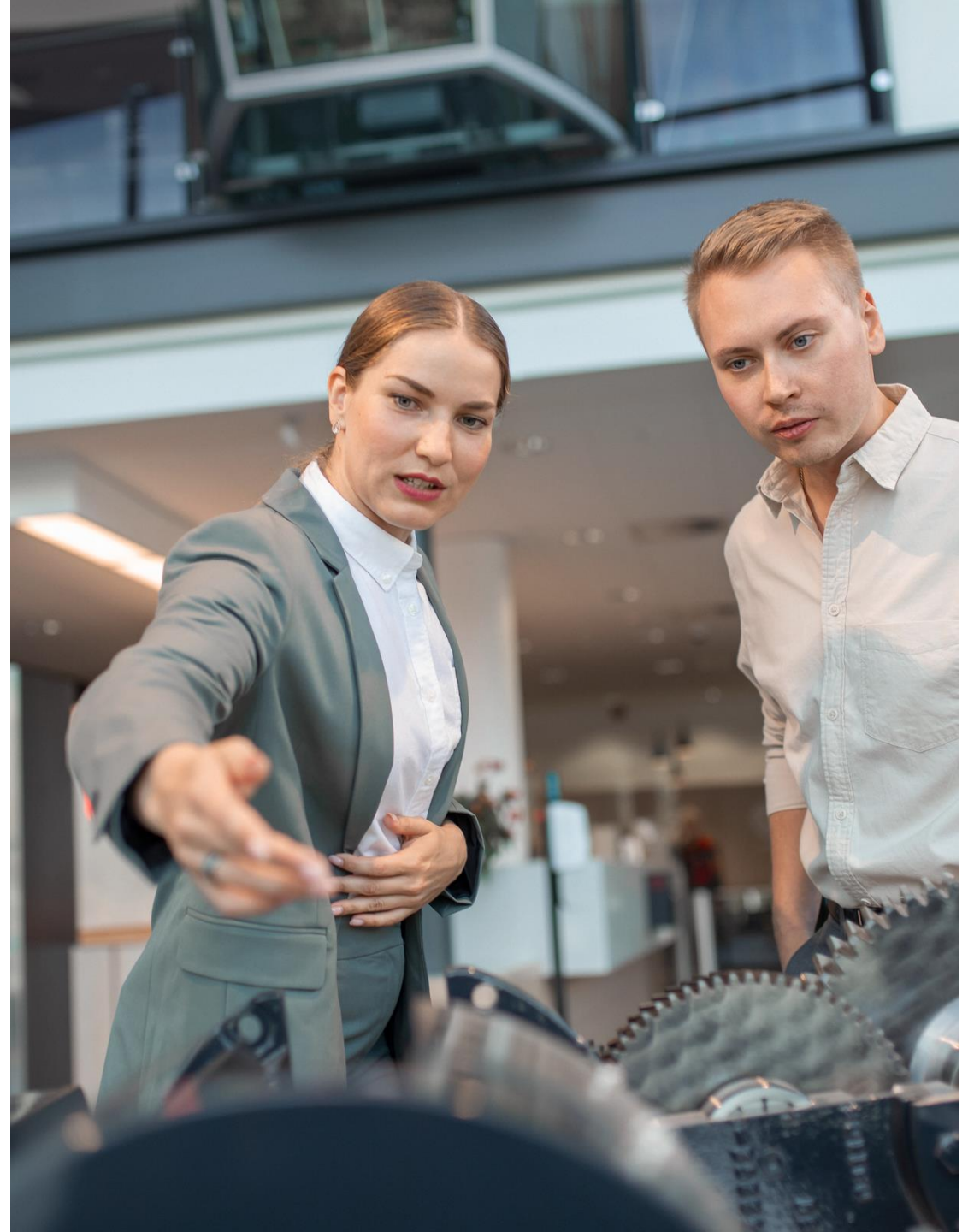
10
Konecranes
Leadership
Team members

40%
women

4
different
nationalities

Agenda

1. Full-year 2024 review
2. 2024 achievements
3. Current year



Full-year 2024 review

The year 2024 in numbers

3,999.6

MEUR (-3.9%)
Order intake

4,227.0

MEUR (+6.6%)
Net sales

13.1%

Comparable EBITA, %
(+1.7 pp)

2,888.4

MEUR (-5.0%)
Order book

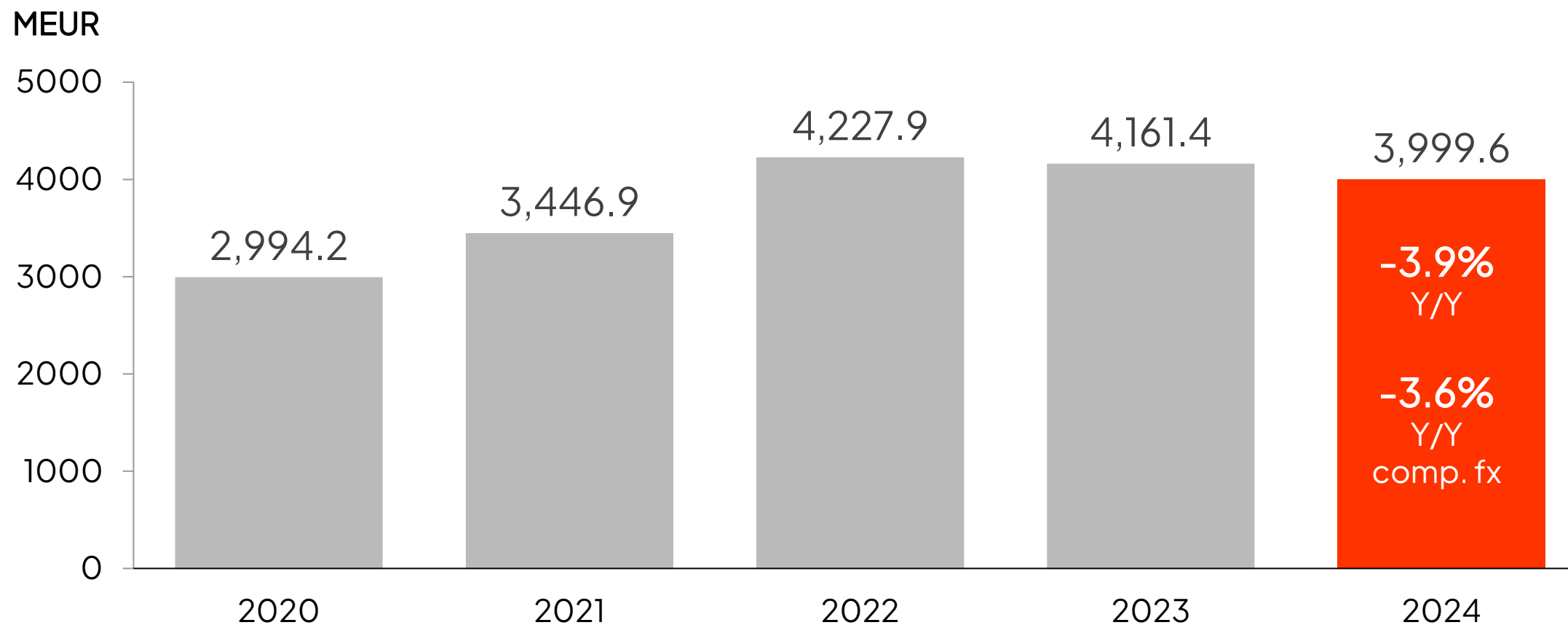
12.1%

Operating margin, %
(+2.0 pp)

4.65

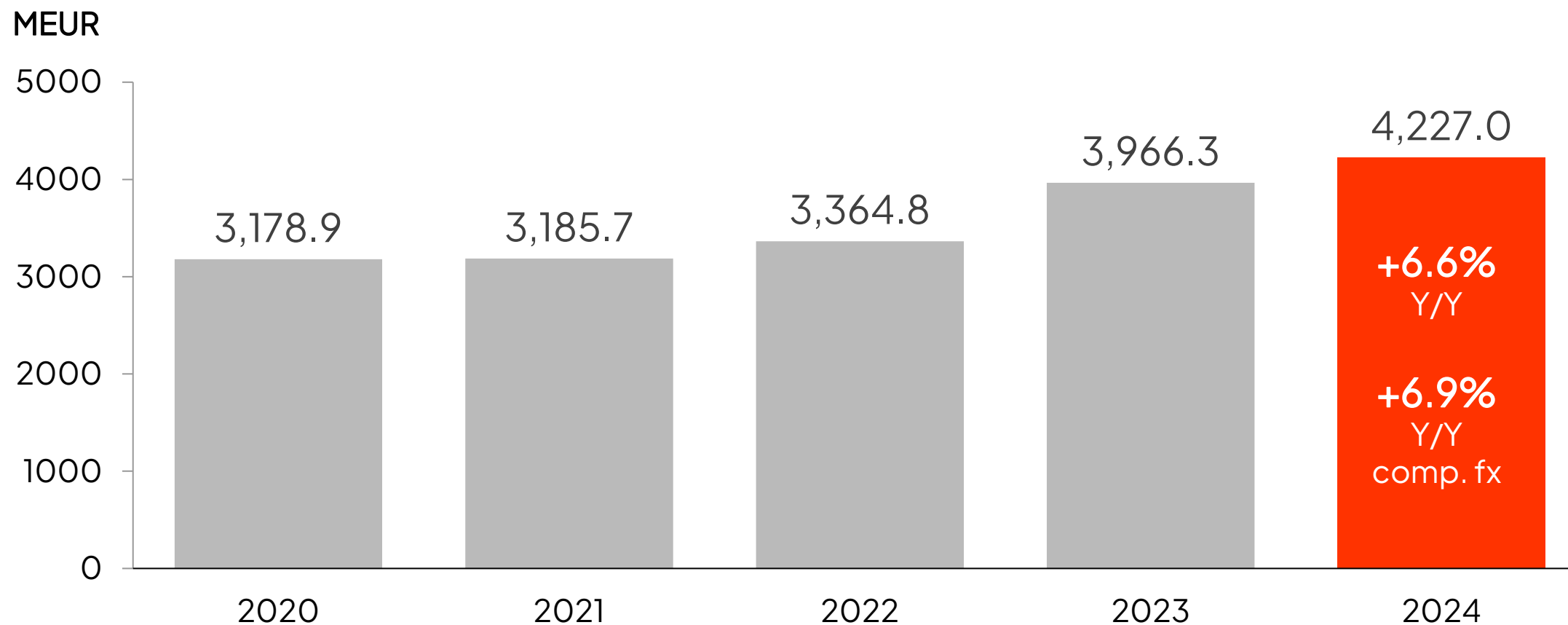
EUR (3.48)
Earnings per share, basic

Order intake: EUR 3,999.6 million, -3.9% Y/Y

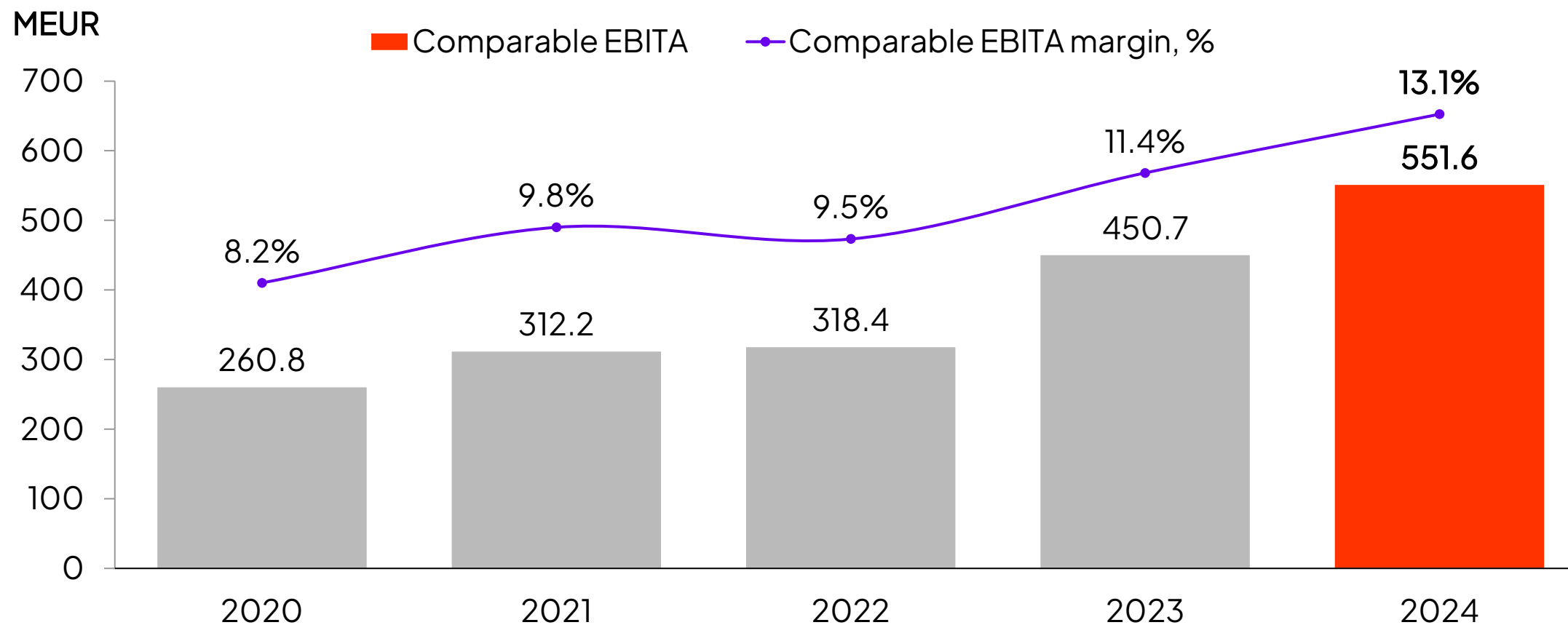


Note: Agreement base included in orders received from Q1 2023 onwards and historical figures are restated

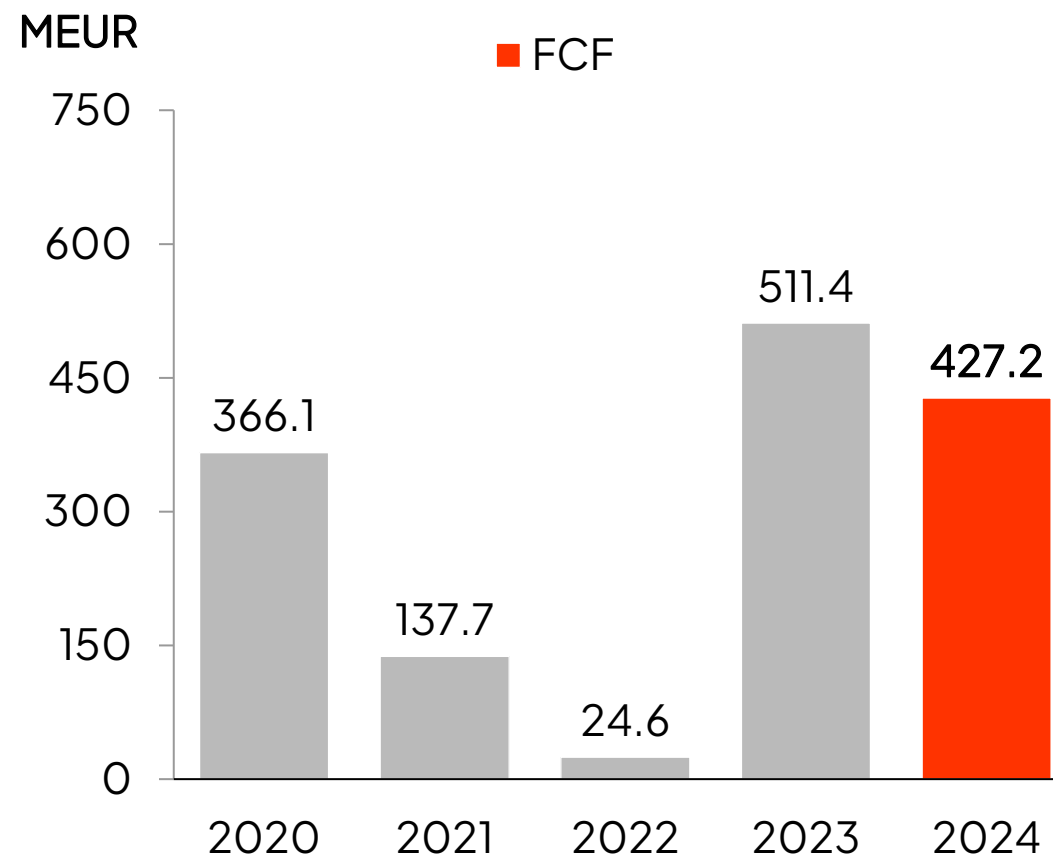
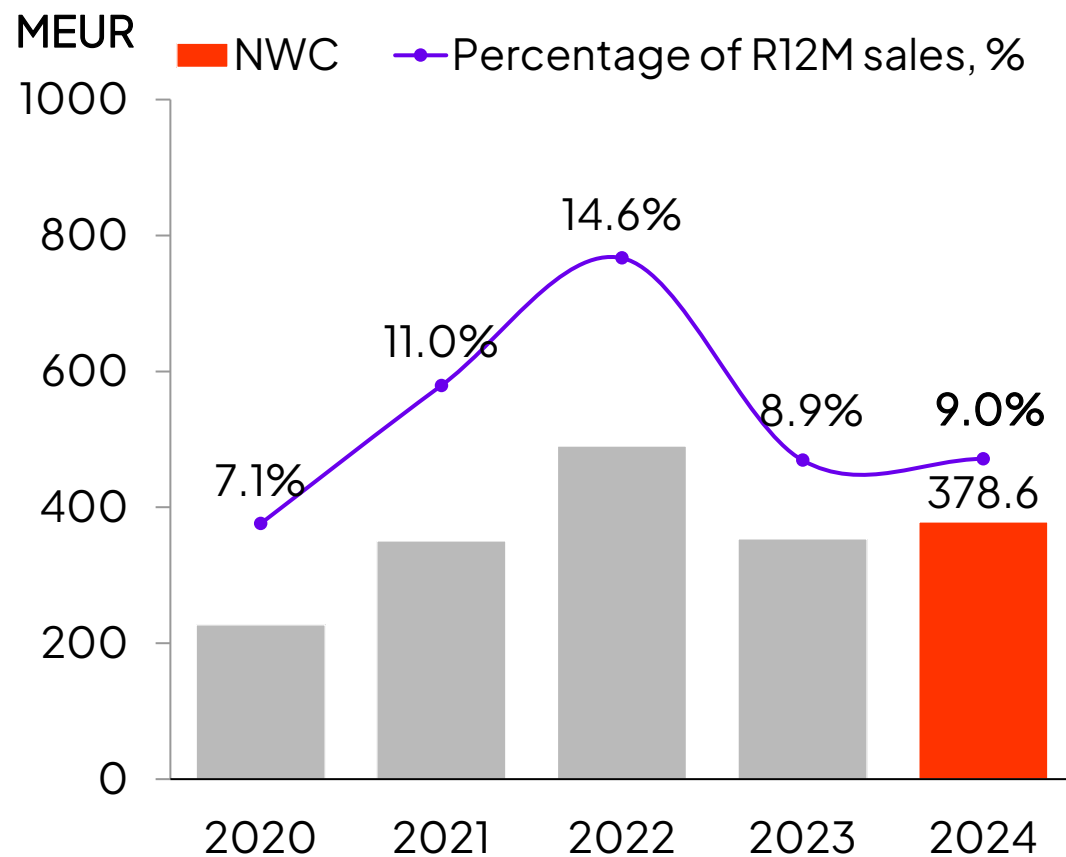
Net sales: EUR 4,227.0 million, +6.6% Y/Y



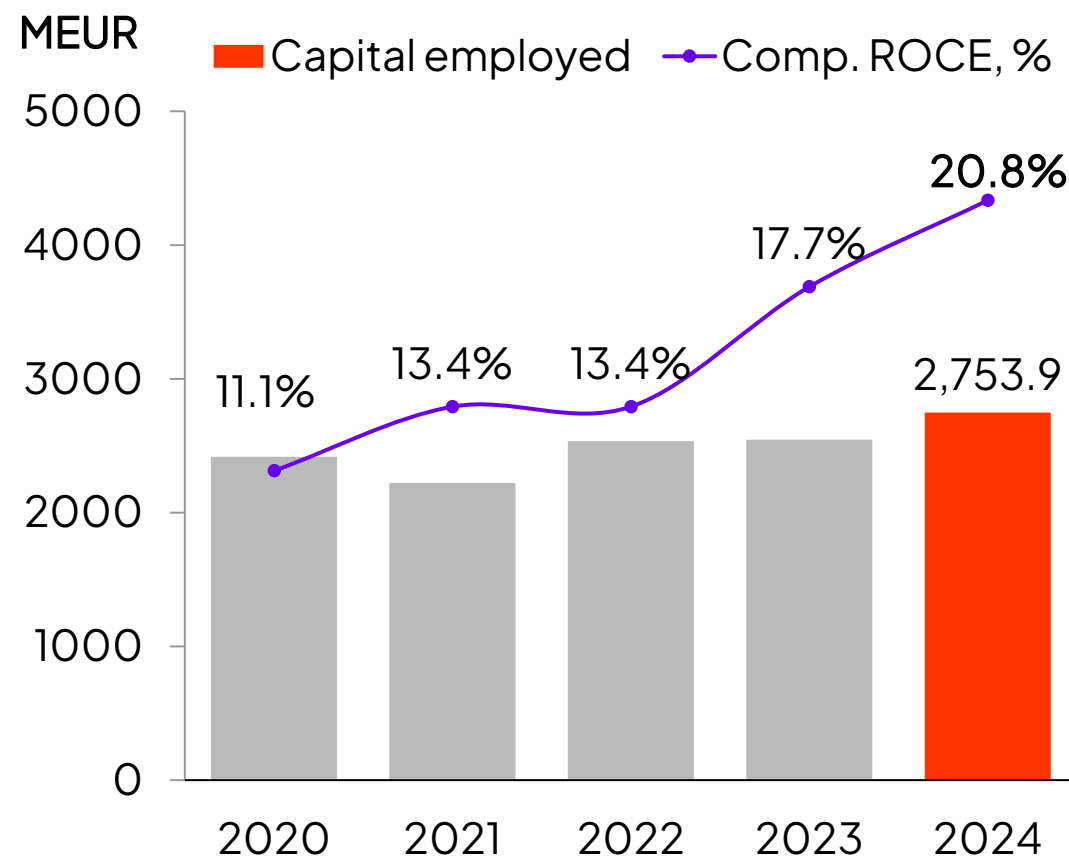
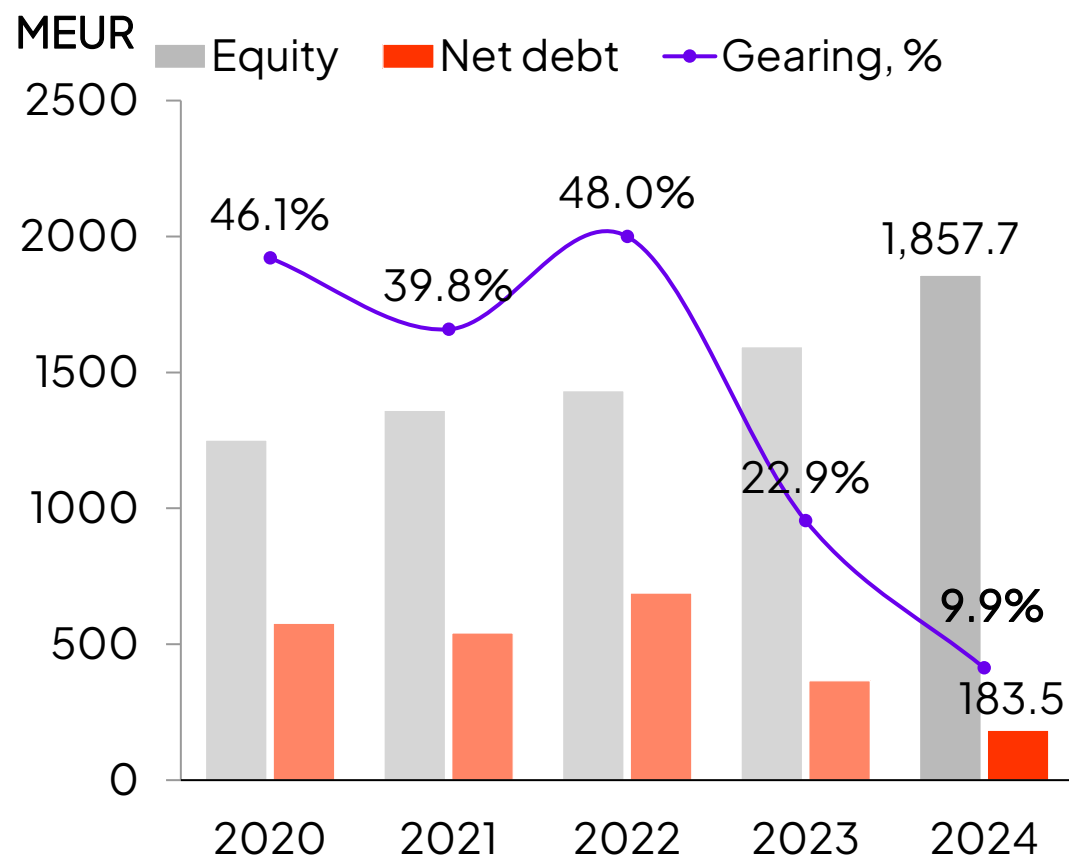
Comparable EBITA: EUR 551.6 million, 13.1% (+1.7 pp)



Net working capital and free cash flow

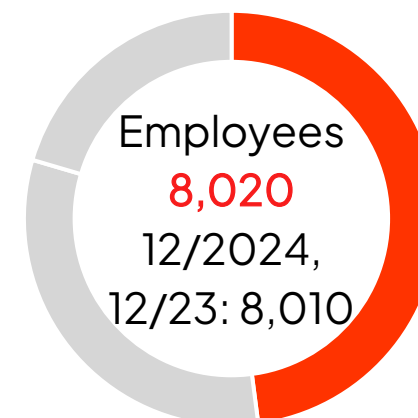
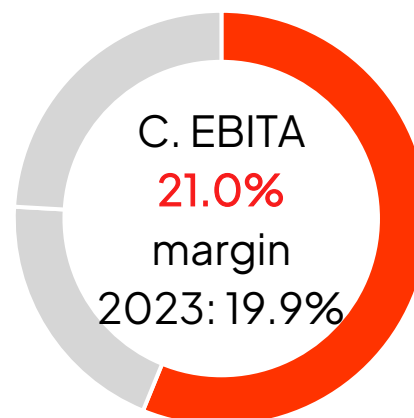
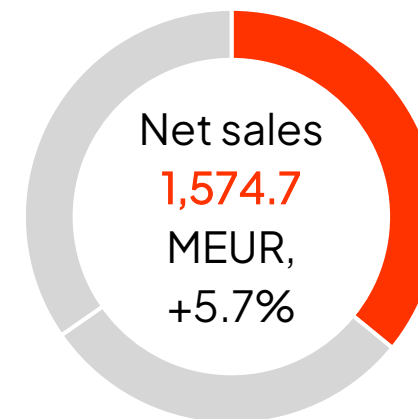
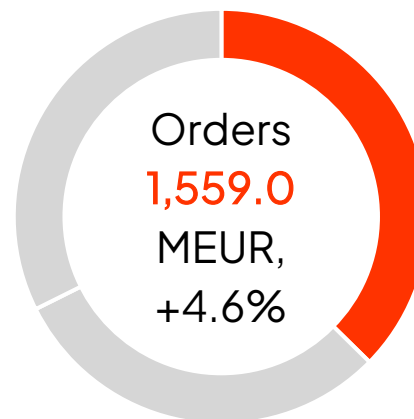


Gearing and return on capital employed





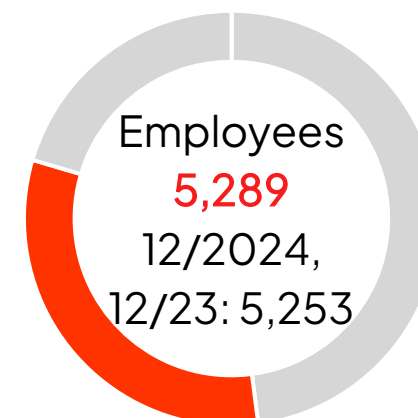
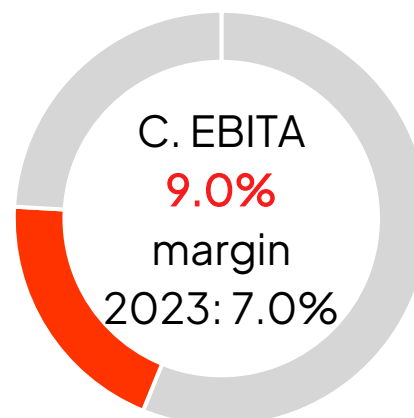
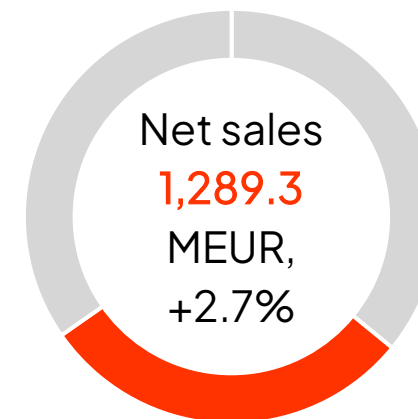
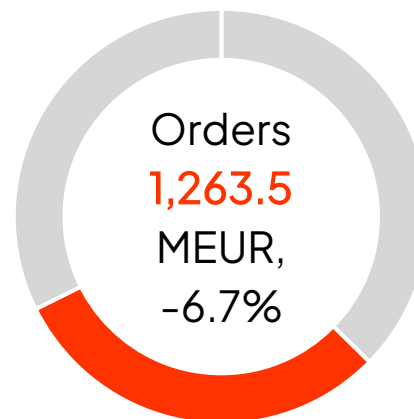
Industrial Service: industry-leading lifecycle service



Note: Pie charts represent the Segment's share of the Group excluding Group internal orders and sales, Group costs and eliminations, and Group staff



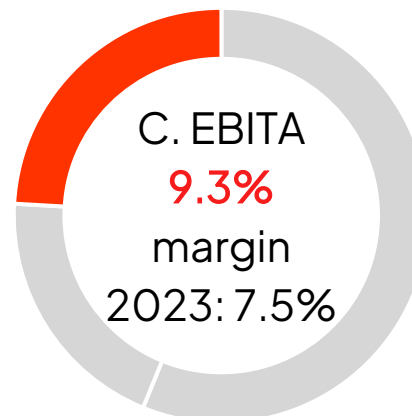
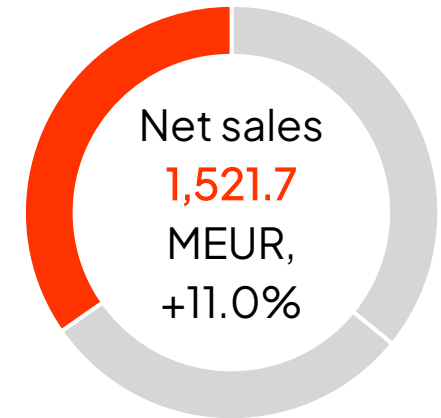
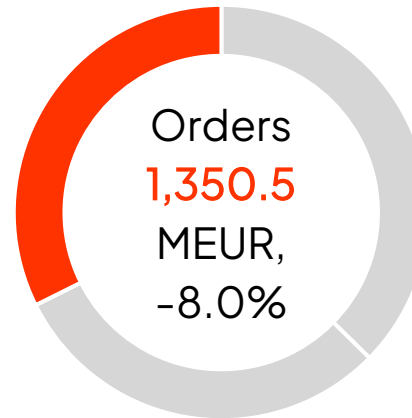
Industrial Equipment: global leader in sustainable lifting solutions



Note: Pie charts represent the Segment's share of the Group excluding Group internal orders and sales, Group costs and eliminations, and Group staff

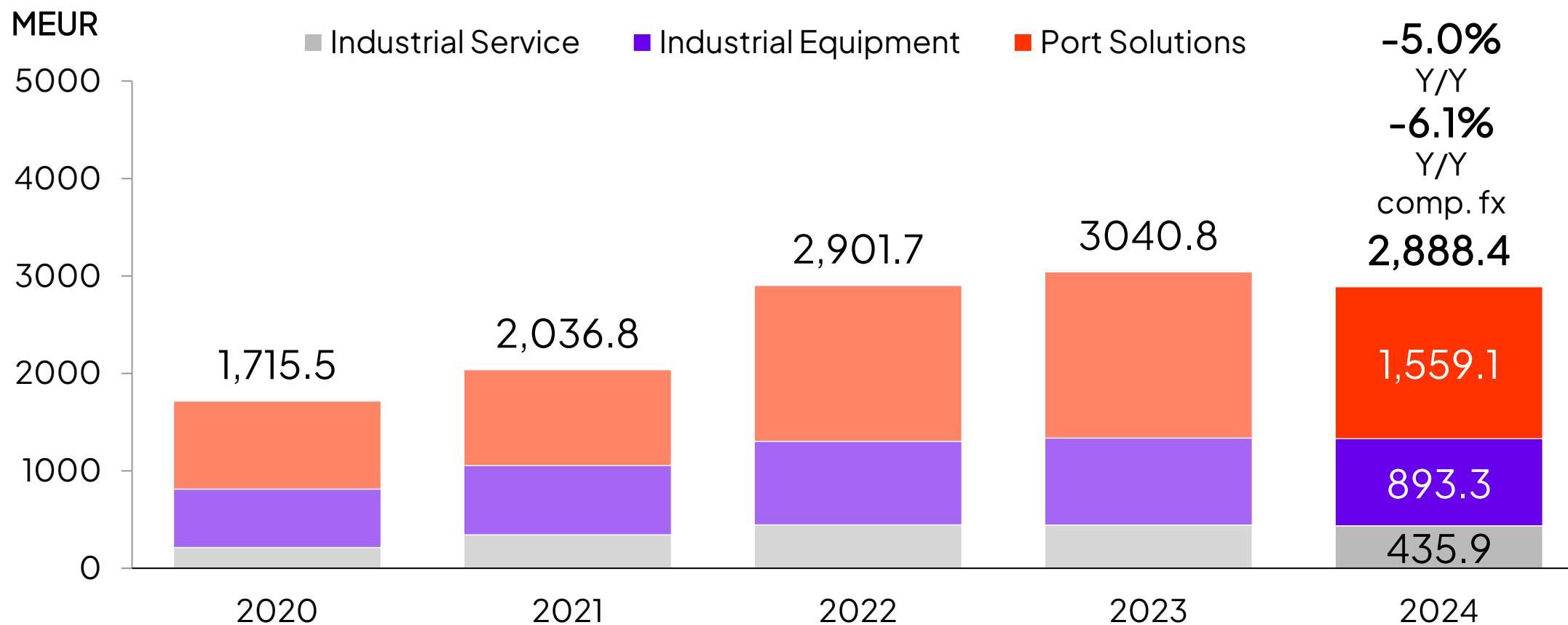


Port Solutions: leading Western supplier

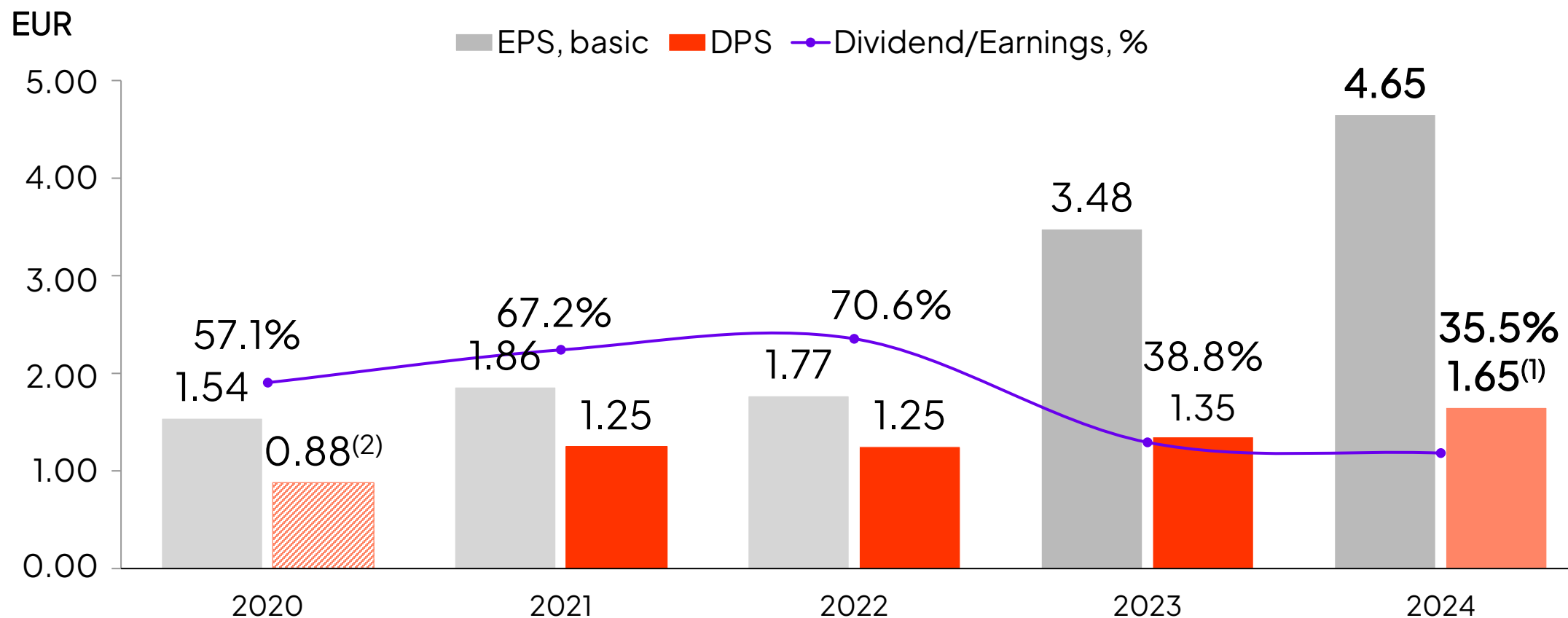


Note: Pie charts represent the Segment's share of the Group excluding Group internal orders and sales, Group costs and eliminations, and Group staff

Order book: EUR 2,888.4 million, -5.0% Y/Y



Dividend proposal: EUR 1.65 per share



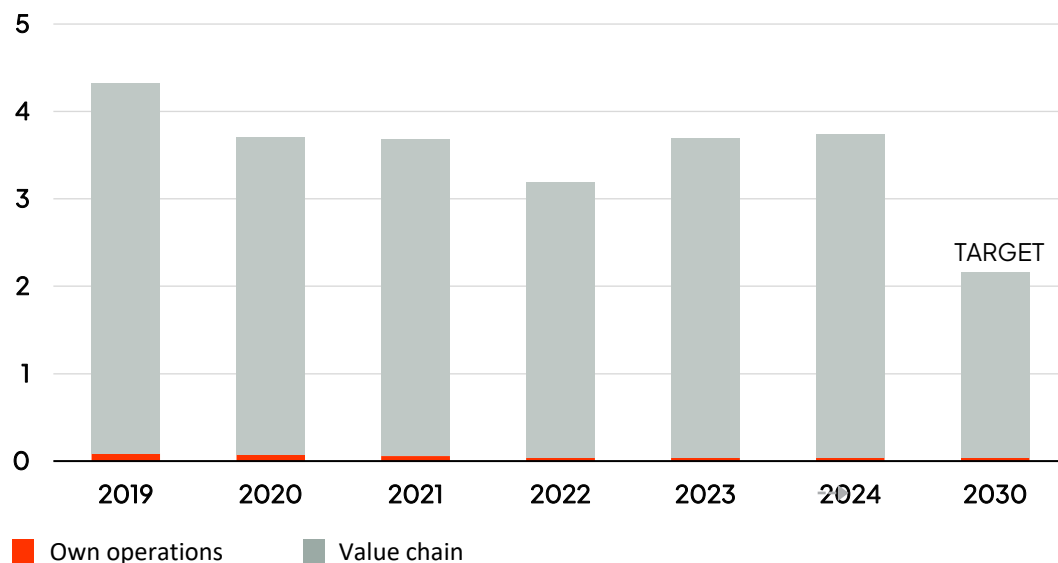
Note (1): For 2024, the Board of Directors' dividend proposal to the AGM is EUR 1.65 per share

Note (2): For 2020, the dividend of EUR 0.88 per share was in accordance with the Combination Agreement, the planned merger with Cargotec was cancelled in March 2022

We enable a decarbonized and circular world – Progress towards our science-based targets

PROGRESS

Emissions (CO₂e tons, million)



OWN OPERATIONS:

- 50% absolute GHG emission reduction by 2030⁽¹⁾
- Progress: -56% in 2019-2024
- Target achieved already in 2022

VALUE CHAIN:

- 50% absolute GHG emission reduction by 2030⁽¹⁾, encompassing the use of sold products and steel related purchases⁽²⁾
- Progress: -12% in 2019-2024

Additionally, Konecranes has committed to set science-based net-zero 2050 targets, complementing its current near-term targets.

Note (1): From 2019 base year

Note (2): The Scope 3 SBT target covers more than 70% of the value chain emissions.

Our sustainability work has been recognized with leadership ratings

Sustainability ratings



Committed to UN SDGs ⁽¹⁾



Selected highlights in 2024:

We deliver safe and secure material handling solutions

- Konecranes received IEC 62443 cybersecurity certification for its product development process, covering RTGs, Process Cranes and Light Lifting products.

We create a fair, inclusive diverse and engaging working environment

- Konecranes paid an adequate wage to all employees, committed to meeting living wage requirements and started to close the gaps. Living wage is higher than the adequate wage in several locations.
- Konecranes measured an 83 percent inclusion index in 2024, indicating a strong feeling of inclusion among our employees.

We expect high ethical standards of ourselves and our business partners

- Konecranes rolled out an updated Supplier Code of Conduct and supplier selection approach was changed from spend-based to risk-based.

Note (1): Konecranes is a signatory member of the UN Global Compact since 2010. The use by Konecranes of any MSCI ESG research Llc or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of Konecranes by MSCI. MSCI services and data are the property of MSCI or its information providers, and are provided 'as-is' and without warranty. MSCI names and logos are trademarks or service marks of MSCI.

2024 achievements

2024 operational highlights

New product launches at LogiMat and TOC Europe

- New X-series crane & S-series low headroom hoist bring the next evolution in lifting
- New D-series chain hoist
- A redesigned Konecranes Noell Straddle Carrier
- Konecranes E-VER electric forklift offering expanded to heavy duty range

Konecranes' updated brand visual and brand promise was launched

Konecranes celebrated 30 years as an independent company

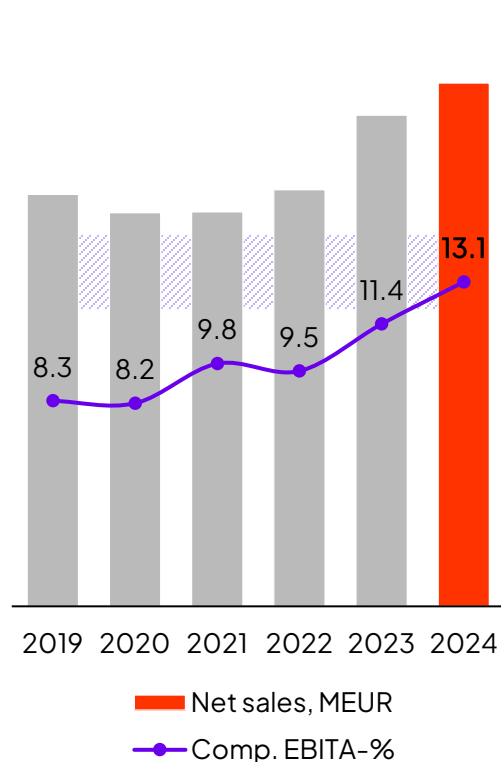
Konecranes winner of the Internationalization Award of the President of Finland for 2024

Konecranes received an A rating in the annual climate program of the CDP for 2024

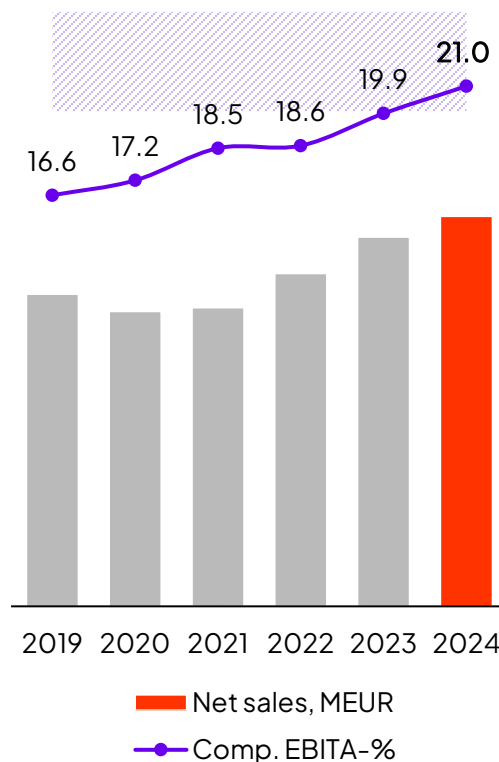


We have achieved our profitability target range in all Business Areas and at Group level

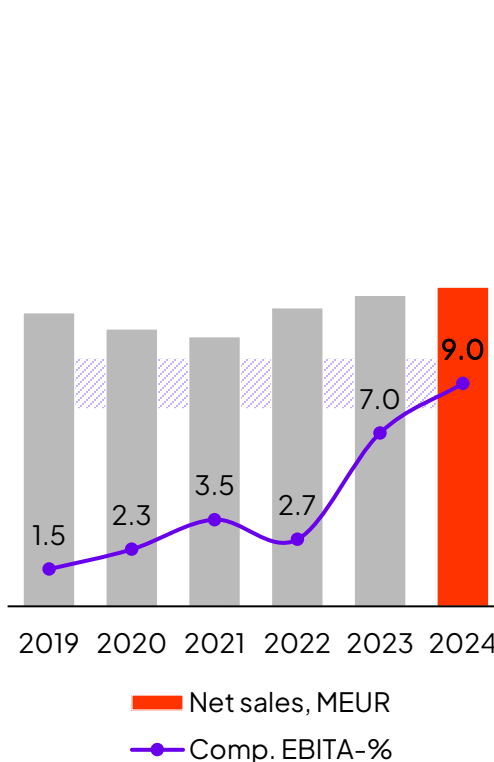
Group
Target: 12-15%⁽¹⁾



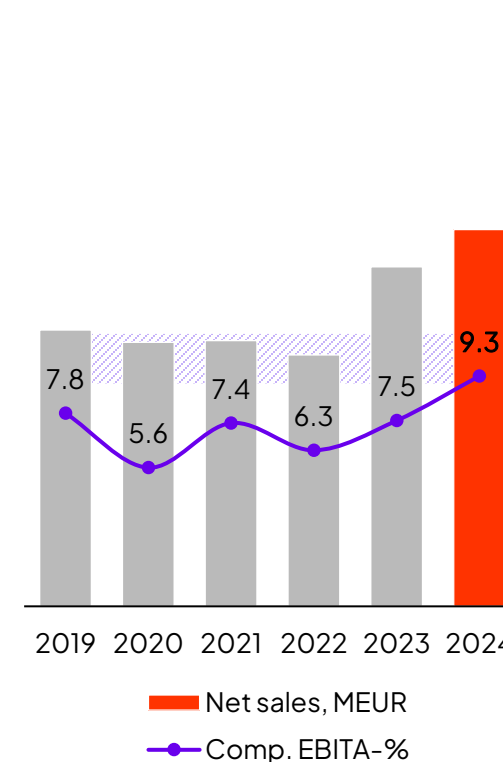
Industrial Service
Target: 20-24%⁽¹⁾



Industrial Equipment
Target: 8-10%⁽¹⁾⁽²⁾



Port Solutions
Target: 9-11%⁽¹⁾



Note (1): Profitability range, depending on the cycle

Note (2): Konecranes has made changes in reporting Industrial Equipment's order intake and net sales. The change also impacts Industrial Equipment's profitability. The previous year's figures presented in this report have been restated and are fully comparable with the current year figures.

We have a clear strategy to execute in all our Business Segments

Deliver
Industrial Service
growth



Improve
Industrial Equipment
profitability



Generate profitable
growth in
Port Solutions



We focus on:

- Profitable and high growth offerings and geographies
- Leveraging technology leadership through automated and digital solutions
- Markets and segments that appreciate the added value of our offering
- Pricing, cost management and internal efficiency
- Operating model with clear authorization and accountability

Our capital allocation priorities



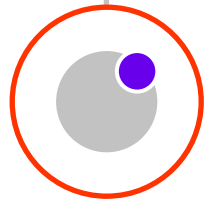
Capital expenditure

Reinvesting into own operations to grow the business and improve productivity



Dividends

Distributing profits to shareholders according to the dividend policy



Acquisitions

Strengthening the business with bolt-on and adjacent acquisitions



Debt repayment

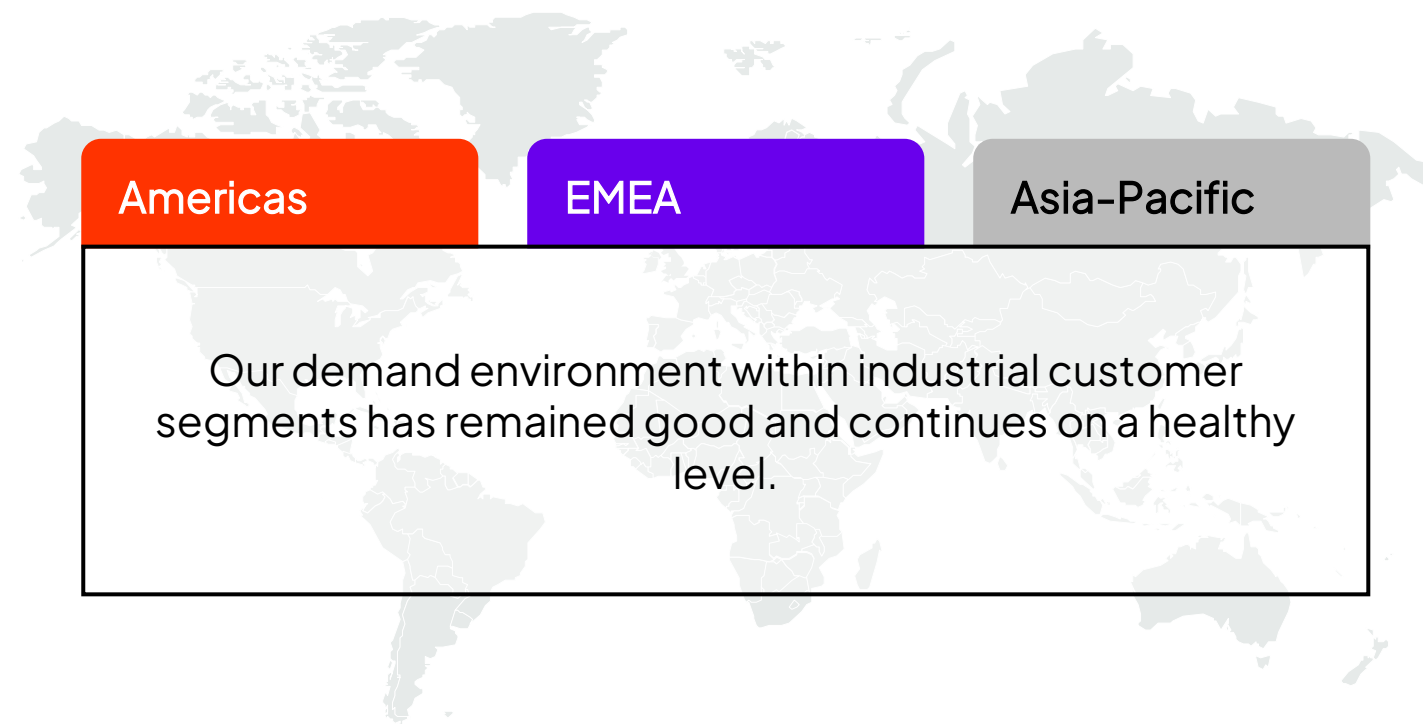
Maintaining a strong balance sheet with the debt level below the gearing ceiling target



Current year

Demand outlook

Within industrial customer segments:



Within port customers:

Global container throughput continues on a high level, and long-term prospects related to global container handling remain good overall.





Financial guidance for 2025

Net sales expected to remain approximately on the same level in 2025 compared to 2024.

Comparable EBITA margin expected to remain approximately on the same level or to improve in 2025 compared to 2024.

KONECRANES

CMD 2025

May 20, 2025

London



Thank you.

