

**KONECRANES®**  
Lifting Businesses™

# Annual General Meeting 2023

Anders Svensson, President and CEO

March 29, 2023



# Agenda

1. Full-year 2022 review
2. Market environment
3. Current topics



# Full-year 2022 review

## 2022: Solid performance in an unprecedented year

**Konecranes demonstrated its ability to navigate the challenging operating environment:**

- War in Ukraine, supply chain constraints, inflation, and COVID-19

**Strong dedication and commitment of Konecranes employees**

**Delivery capability improved towards the year-end**

**Solid performance across business segments**

**3,928.9**

MEUR (+23.7%)  
Order intake

**3,364.8**

MEUR (+5.6%)  
Net sales

**2,901.7**

MEUR (+42.5%)  
Order book

**9.5%**

Adjusted EBITA  
margin

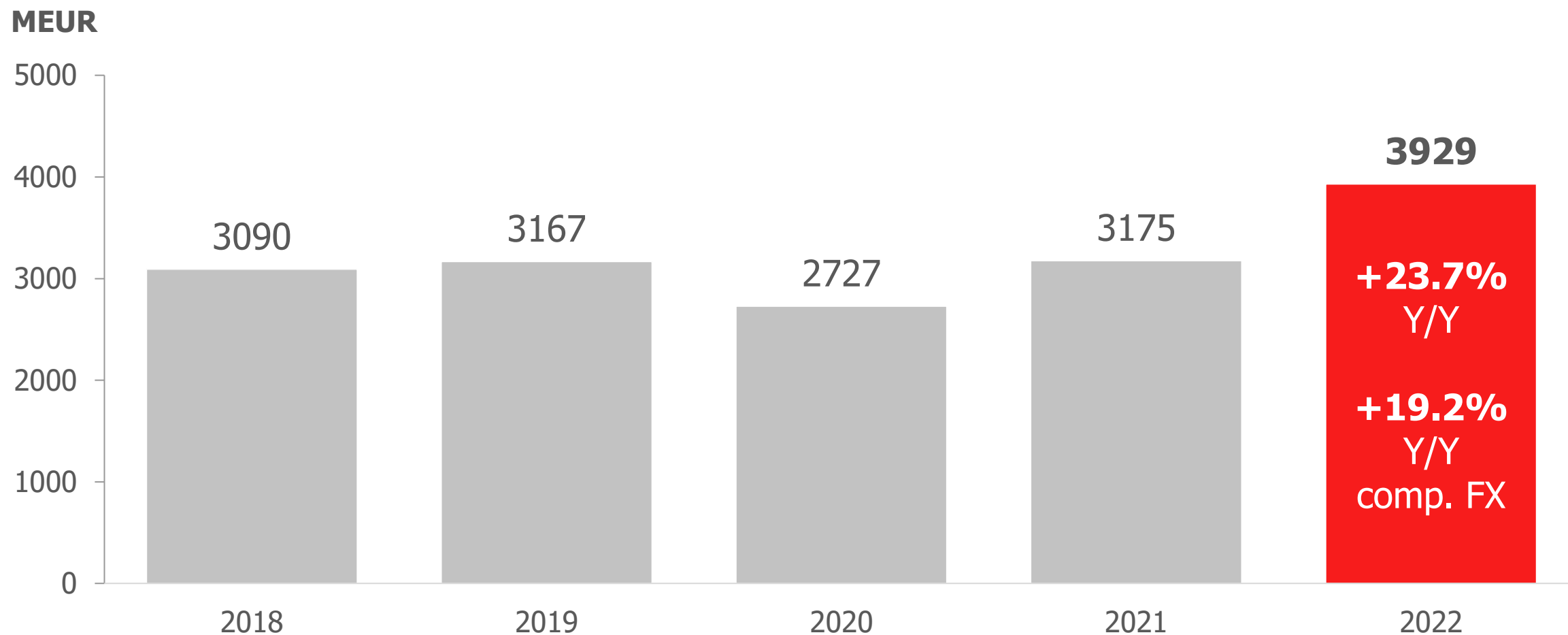
**6.6%**

Operating  
margin

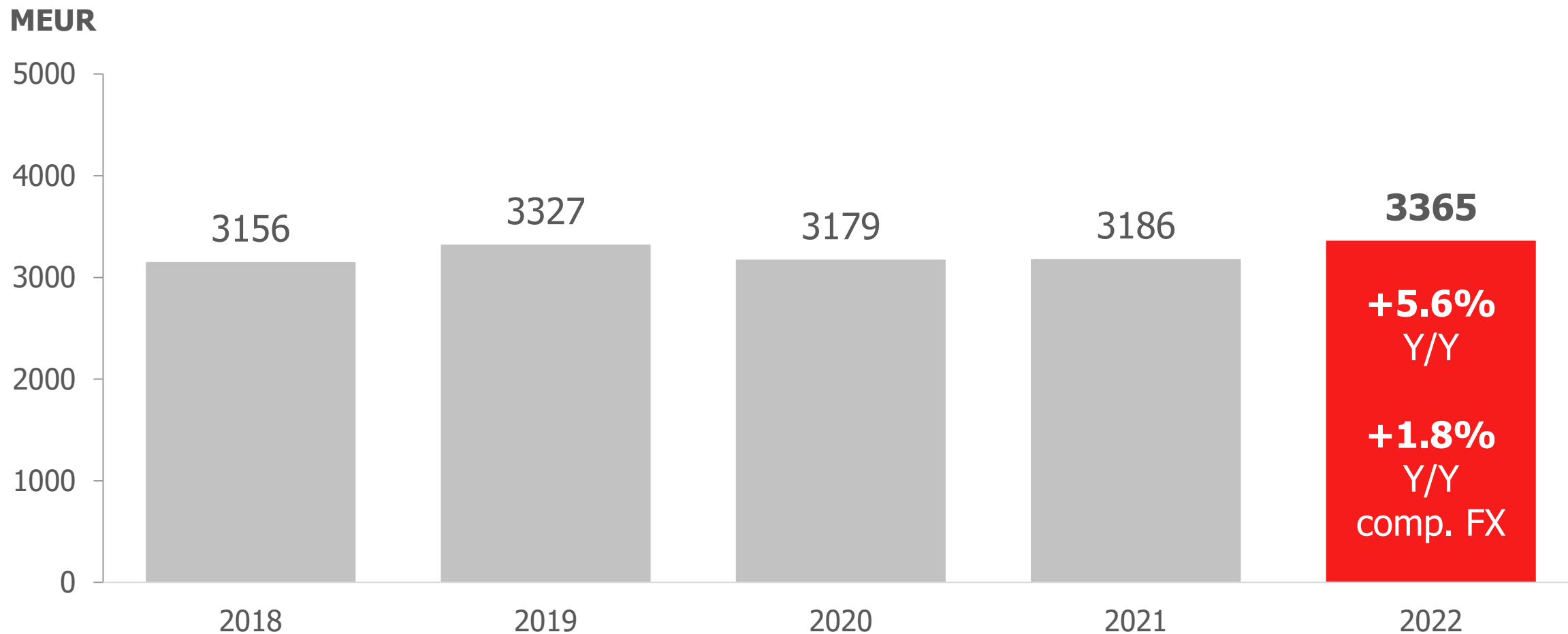
**1.77**

EUR earnings  
per share

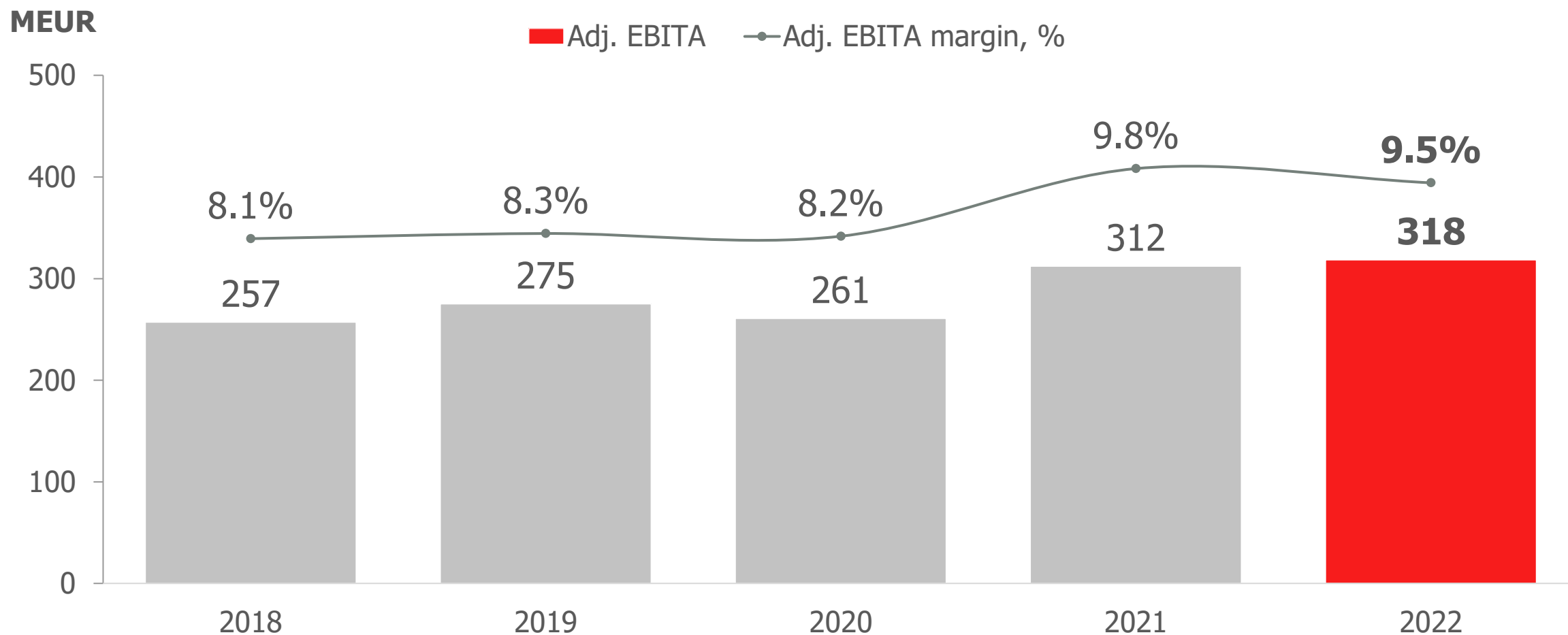
Order intake: EUR 3,928.9 million, +23.7%



**Net sales: EUR 3,364.8 million, +5.6%**



## Adjusted EBITA margin: 9.5%





# The impact of the war in Ukraine on Konecranes

## **Konecranes condemns Russia's aggression towards Ukraine**

### **Konecranes in Ukraine**

- Over 400 employees in Ukraine
- Production stopped at our crane and component factory in Zaporizhzhia

### **Konecranes is not taking any new business from Russia**

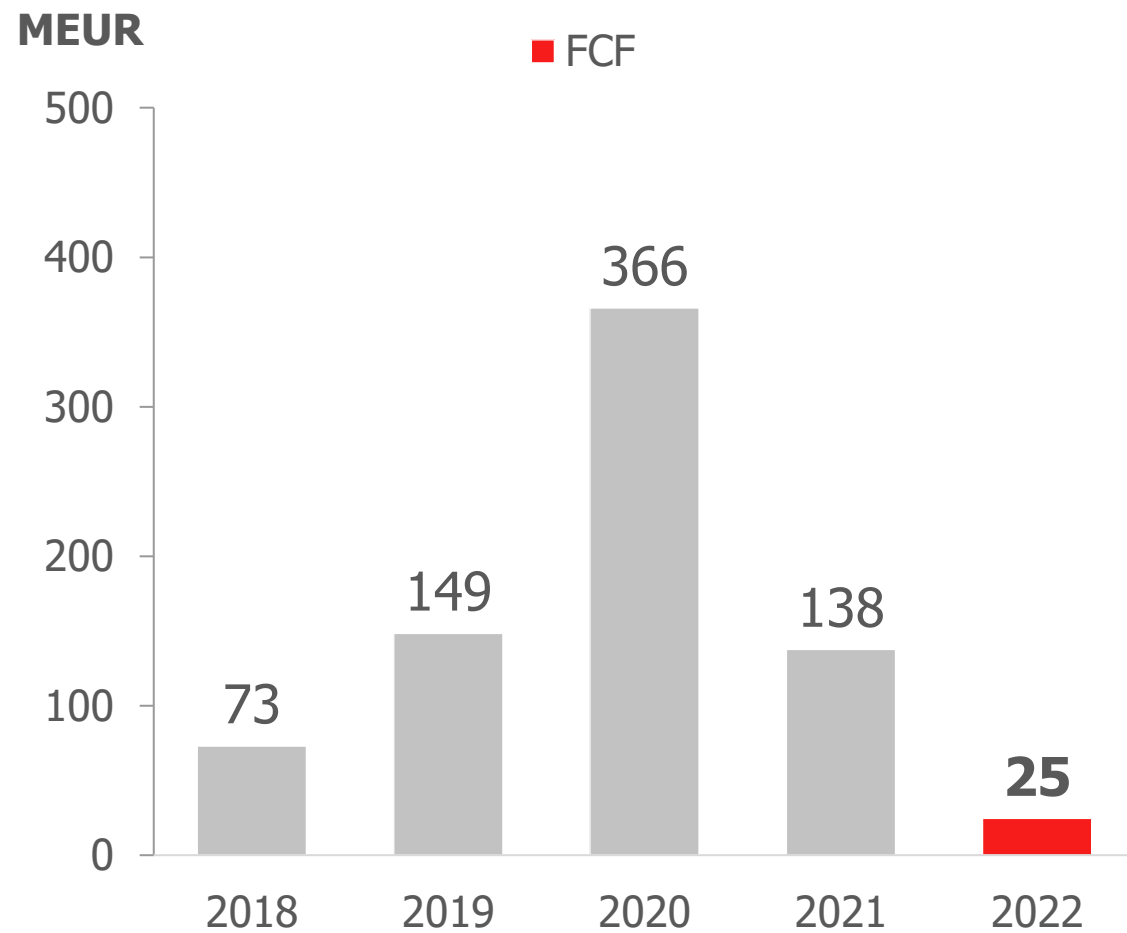
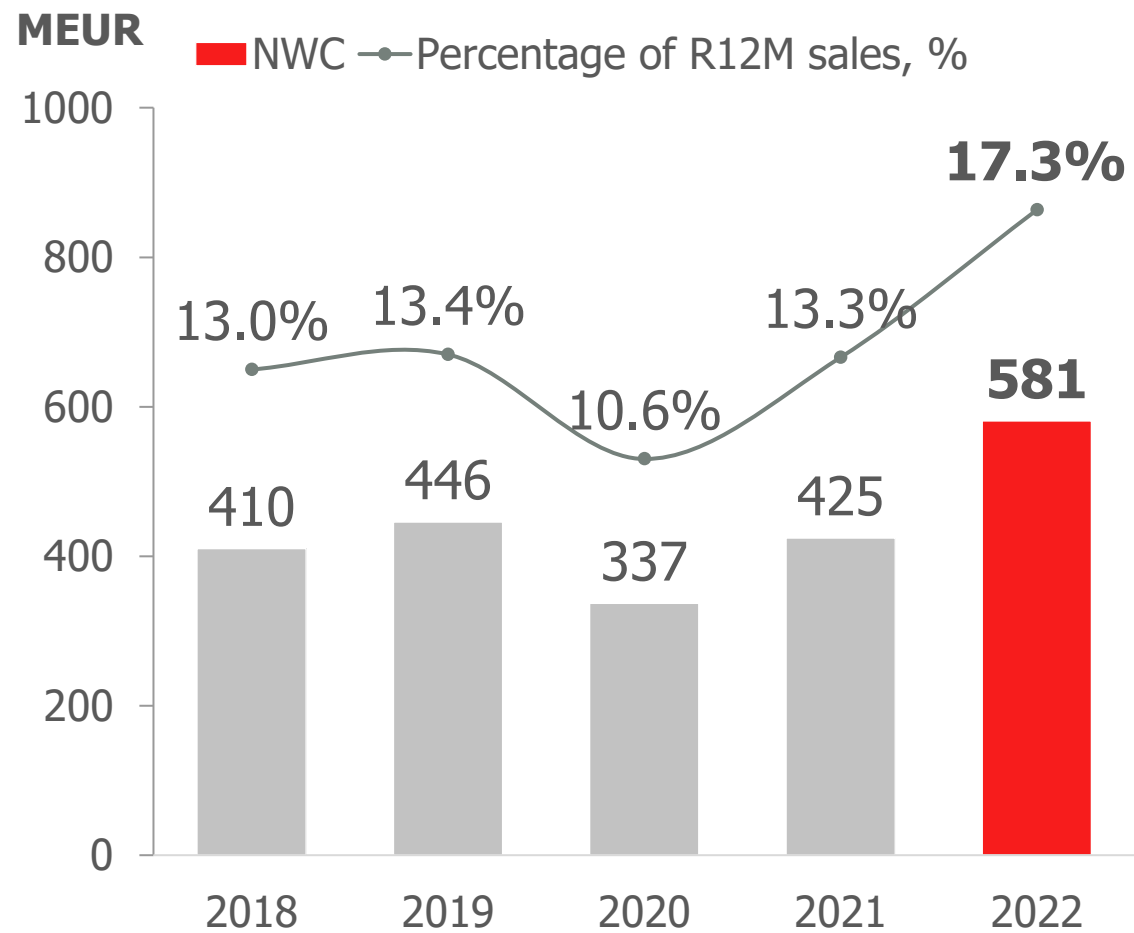
- In 2022, Konecranes wrote off orders from Russia and reversed related sales to Russia
- The negative result impact was EUR 37.8 million

### **In Q4 2022, Konecranes divested its Russian Service business to local management**

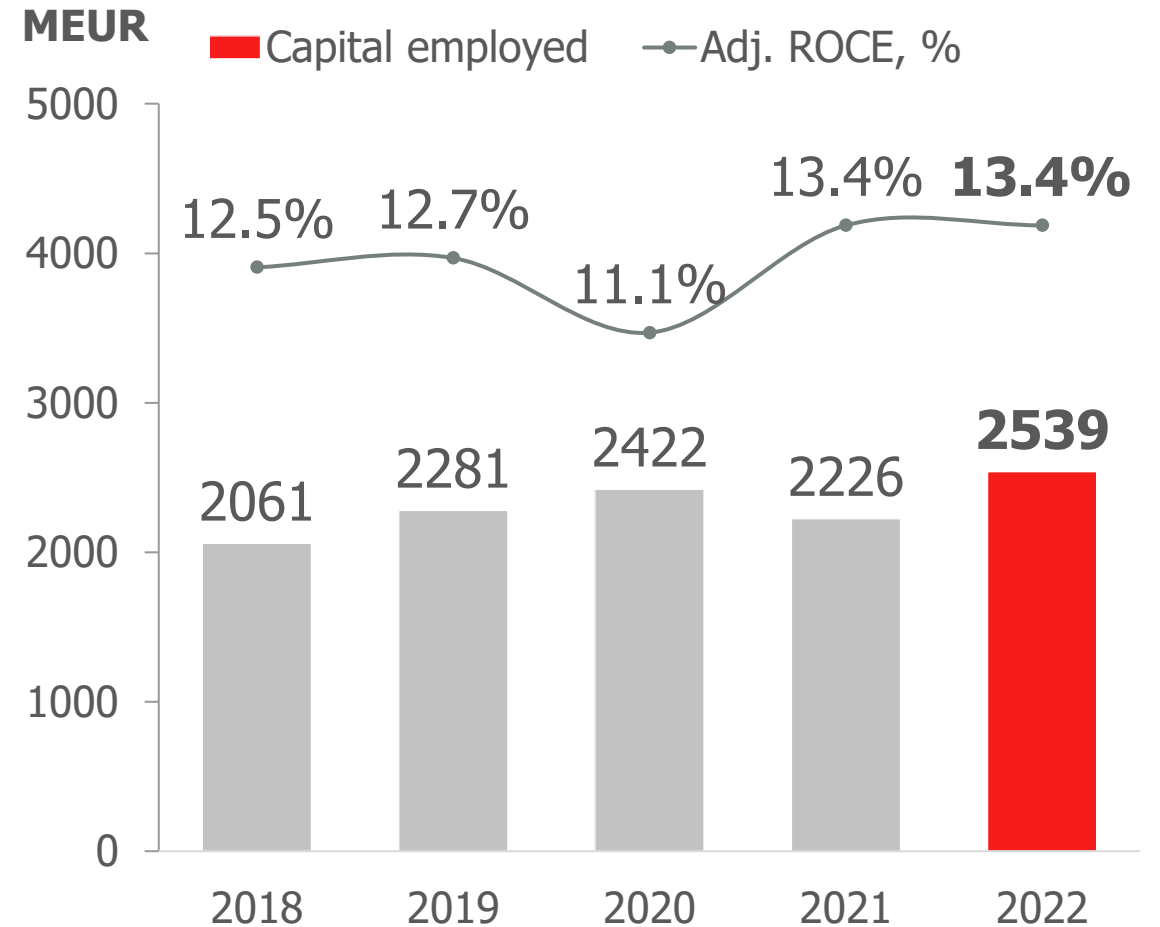
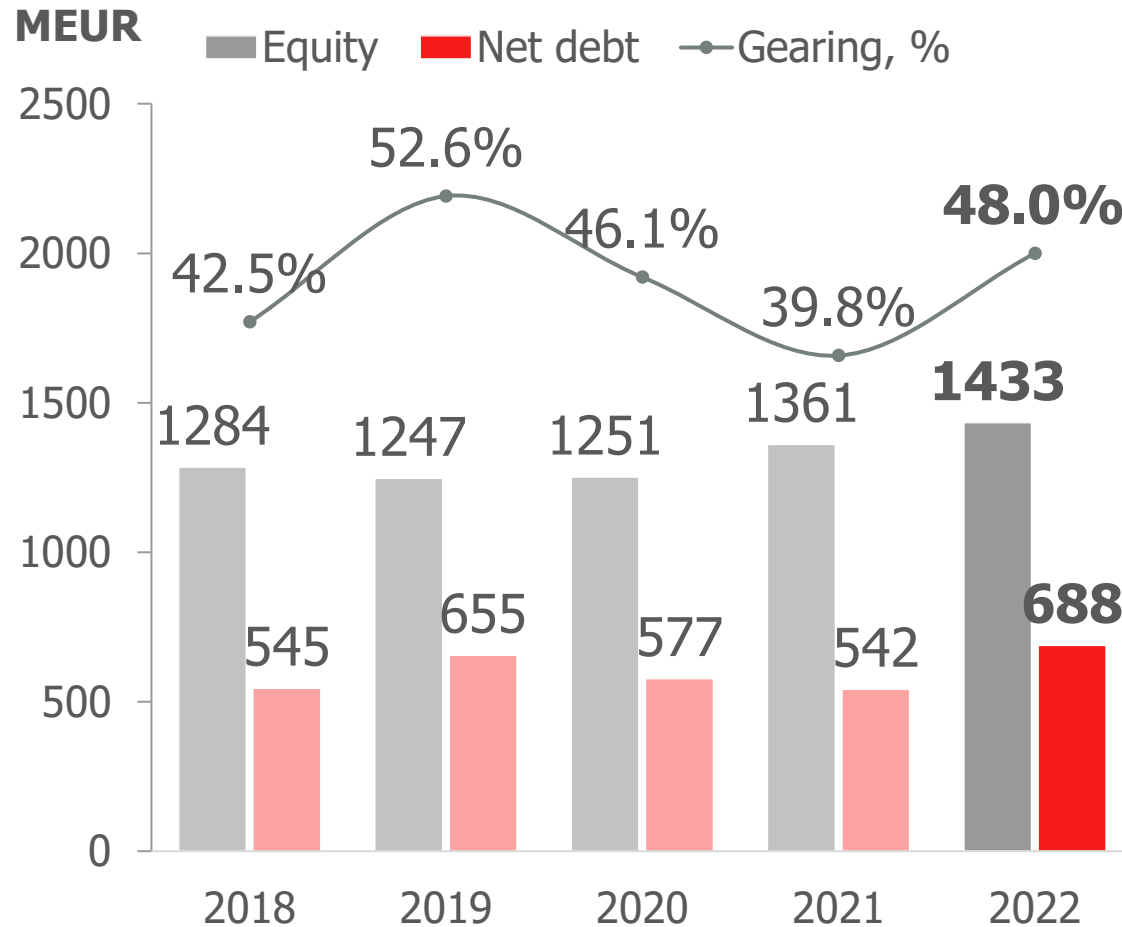




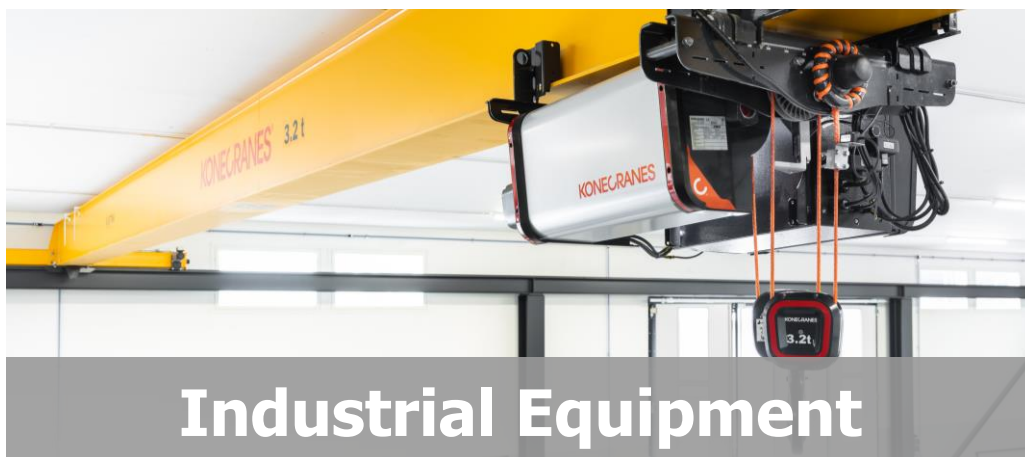
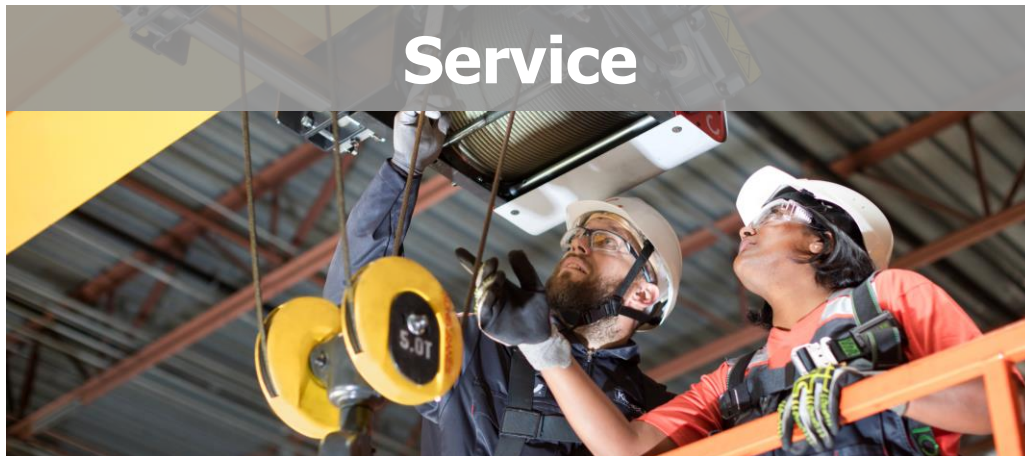
# Net working capital and free cash flow



# Gearing and return on capital employed



# Industrial Service and Equipment focused under the same leadership



## Business Area Industrial Service and Equipment

- Led by EVP Fabio Fiorino since June 1, 2022

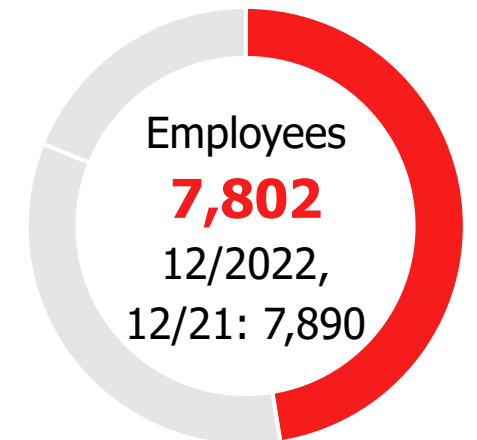
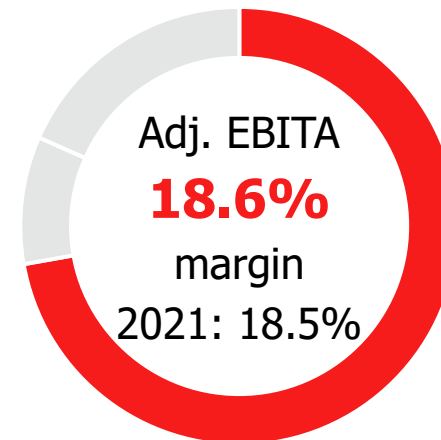
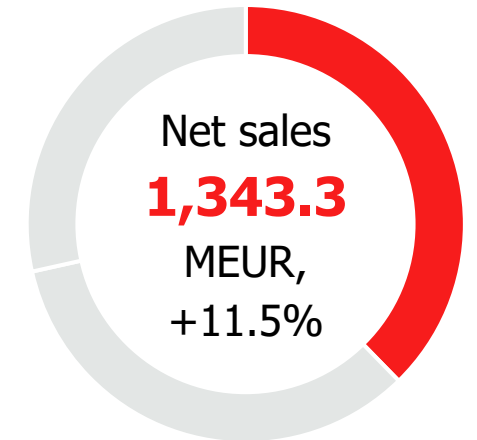
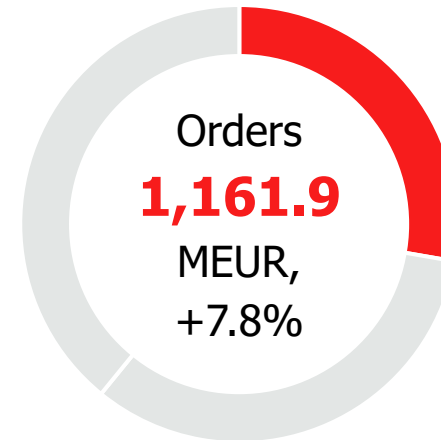
## Operations optimized globally

- Simplification of industrial business model and strategy
- Efficiency improvement

## Financial impact of the planned actions

- Positive annual EBITA impact €30–35 million by end of 2025
- Related restructuring costs €30–35 million

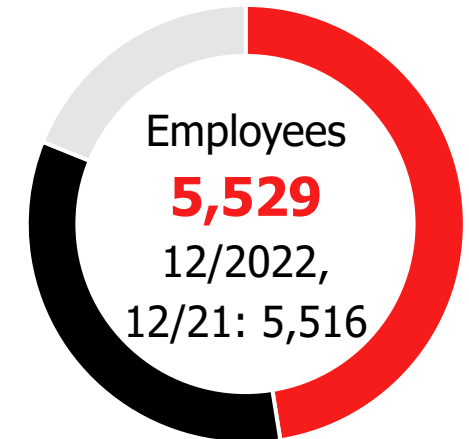
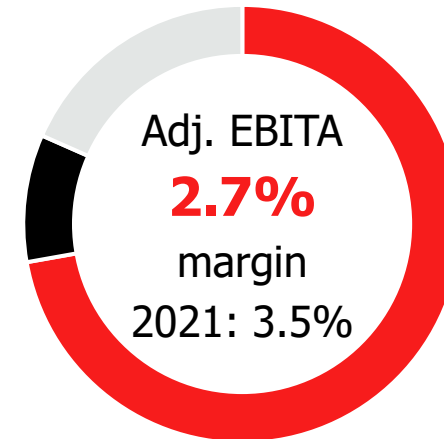
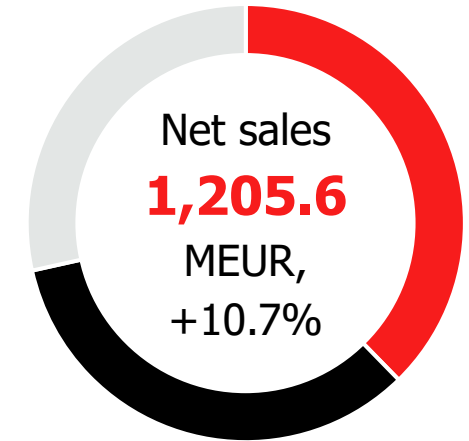
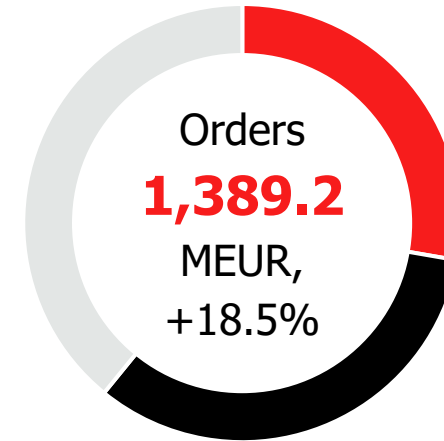
## Service: another impressive year



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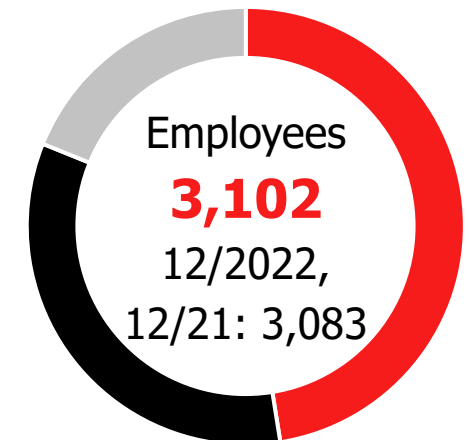
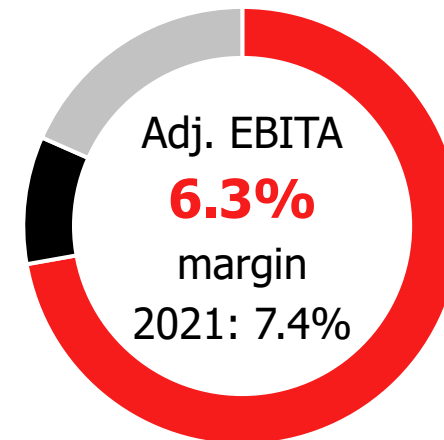
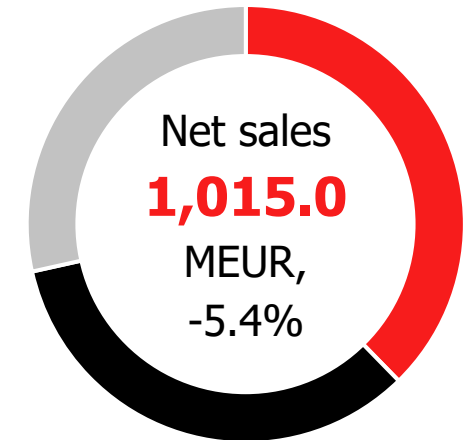
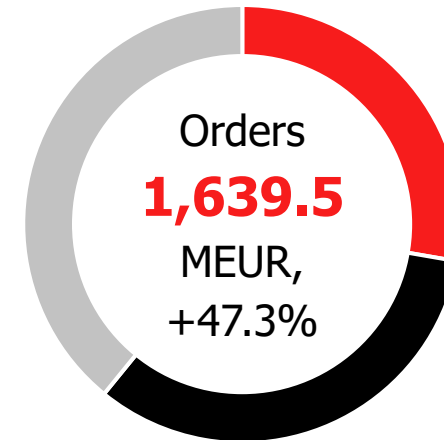
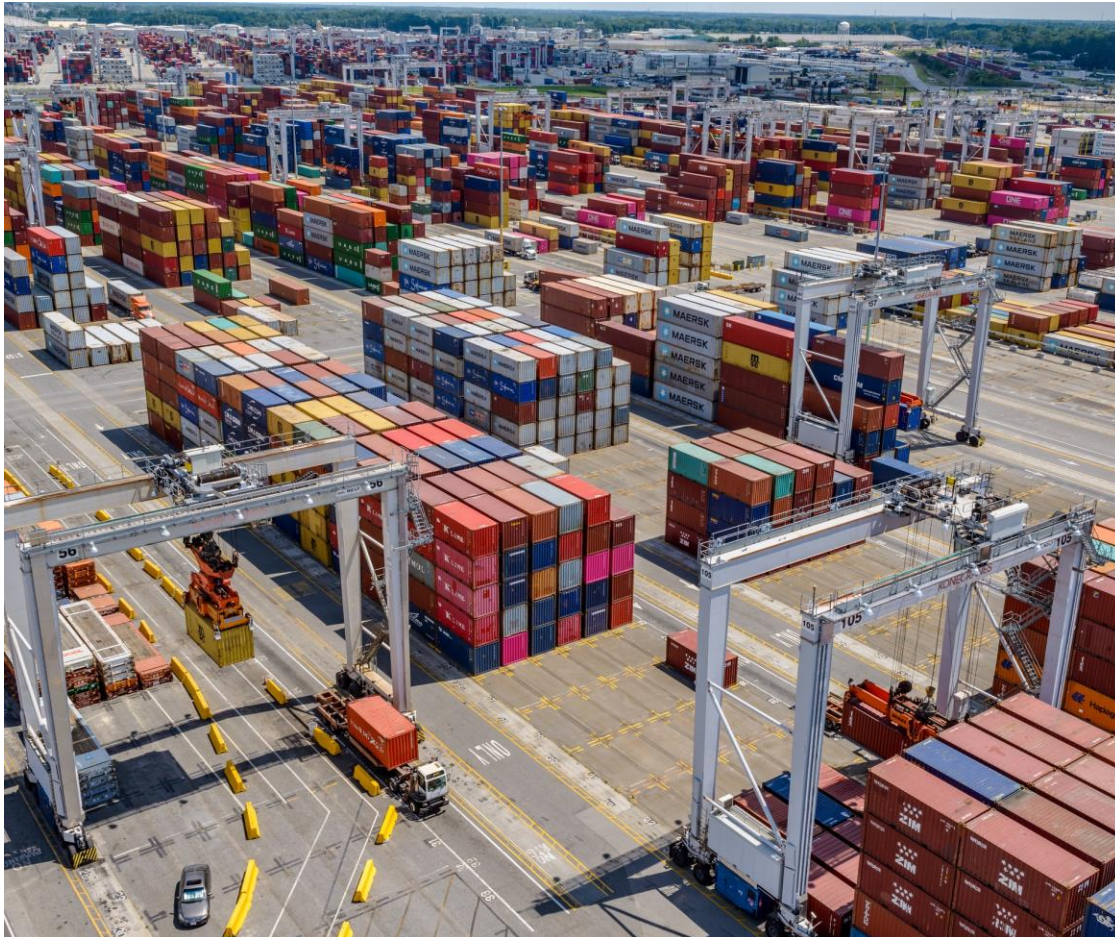


# Industrial Equipment: performance improved towards the year-end



Note: Pie charts represent the segment's share of the Group excluding Group internal orders and sales, Group costs and eliminations, and Group staff  
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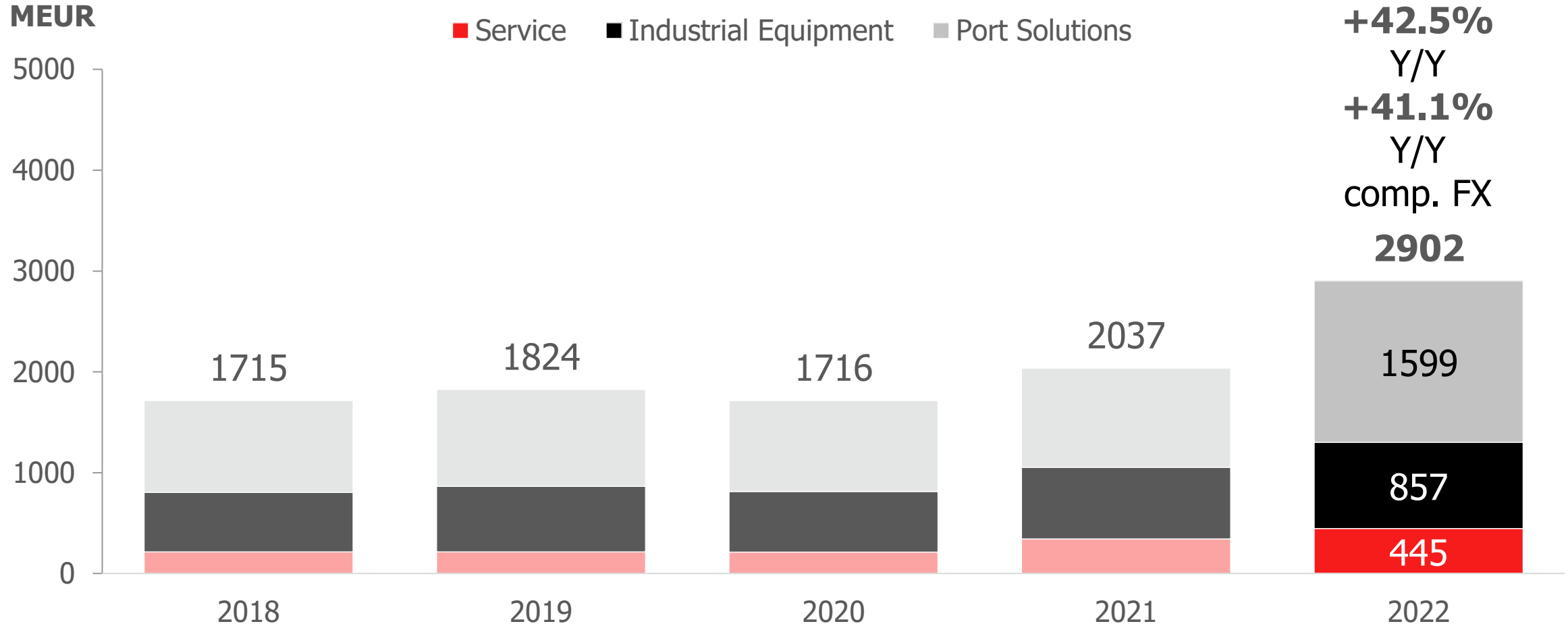
# Port Solutions: lower sales and margins due to timing of deliveries



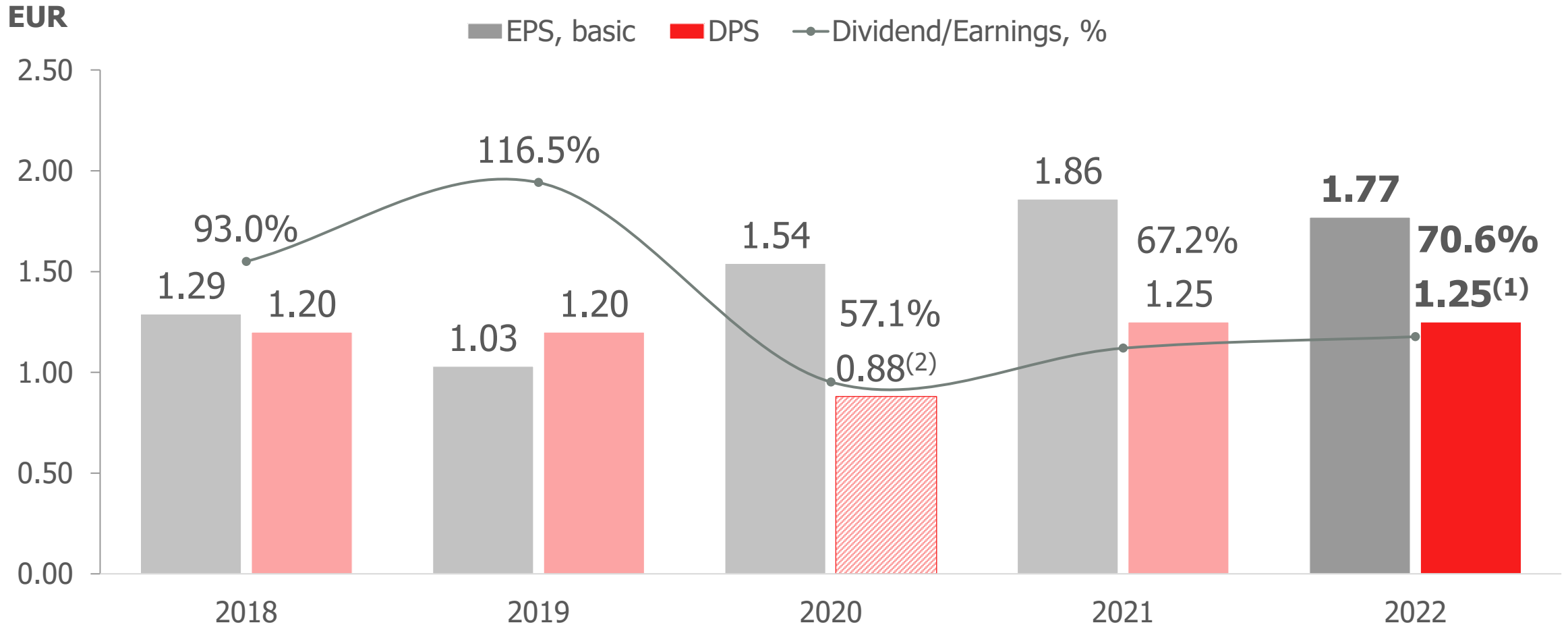
Note: Pie charts represent the segment's share of the Group excluding Group internal orders and sales, Group costs and eliminations, and Group staff  
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# Order book: EUR 2,901.7 million, +42.5%



# Dividend proposal: EUR 1.25



Note (1): For 2022, the Board of Directors' dividend proposal to the AGM is EUR 1.25 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

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**KONECRANES**

# Konecranes' sustainability commitments



**We deliver safe and secure material handling solutions**

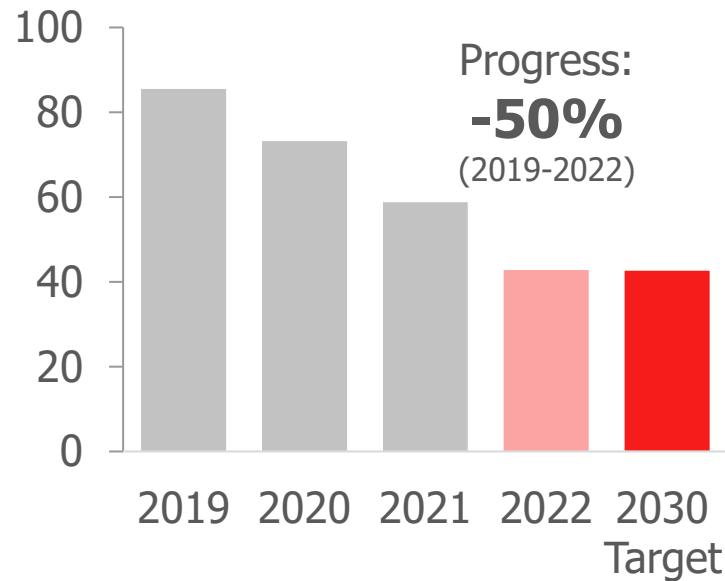
**We enable a decarbonized and circular world**

**We create a fair, inclusive, diverse and engaging working environment**

**We expect high ethical standards of ourselves and our business partners**

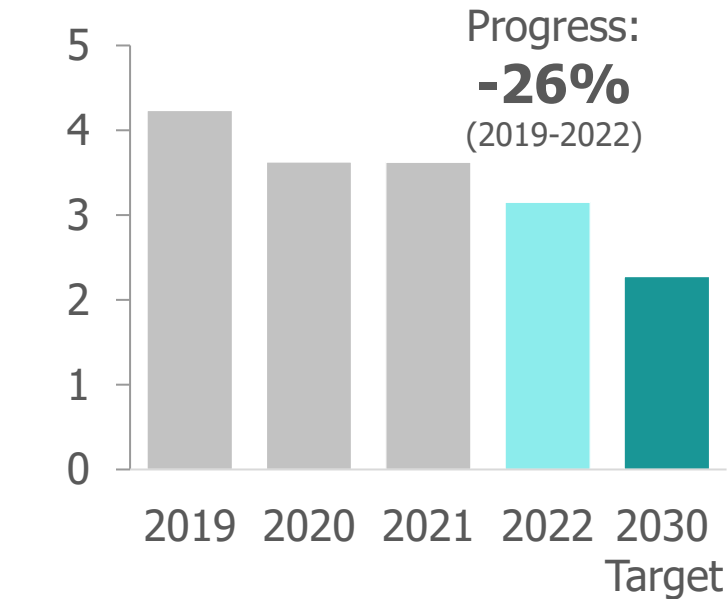
# Good progress towards our sustainability targets in 2022

## Reducing emissions CO<sub>2</sub>e tons (thousand)



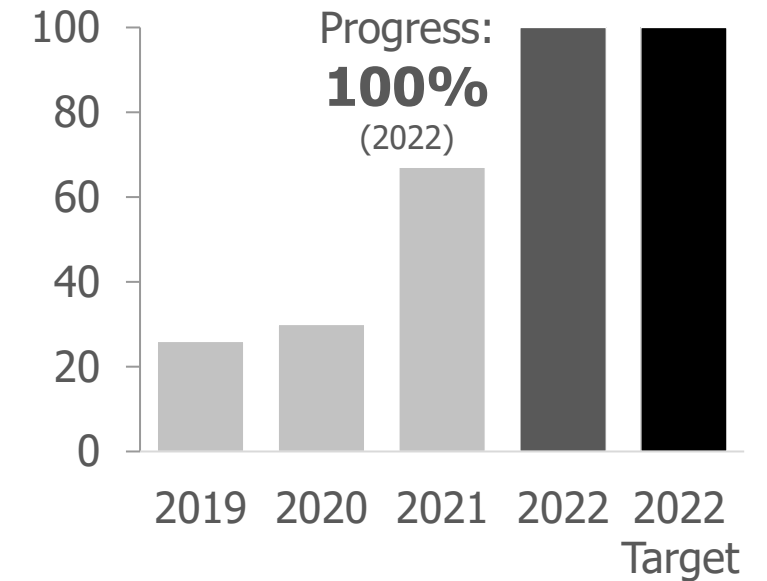
**Scope 1 and 2 target:**  
**-50% absolute GHG emissions**  
by 2030<sup>(1)</sup>

## Reducing emissions CO<sub>2</sub>e tons (million)



**Scope 3 target:**  
**-50% absolute GHG emissions**  
by 2030<sup>(1)</sup>, encompassing use of sold  
products and steel related purchases<sup>(2)</sup>

## Increasing use of renewables Renewable electricity, %



**Renewable electricity target:**  
**100% renewable electricity** in  
own factories by end of 2022

Note (1): From 2019 base year

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

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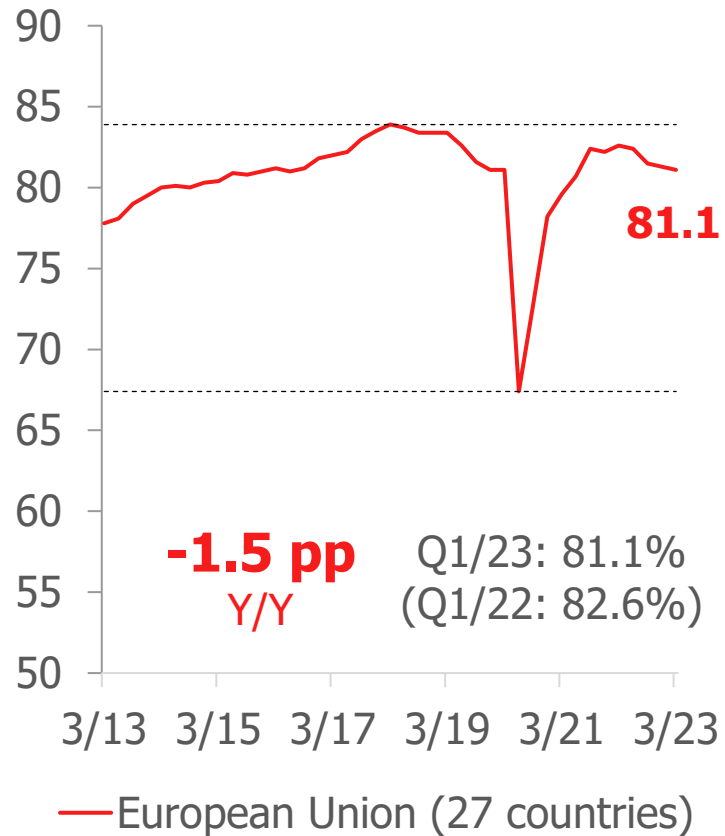
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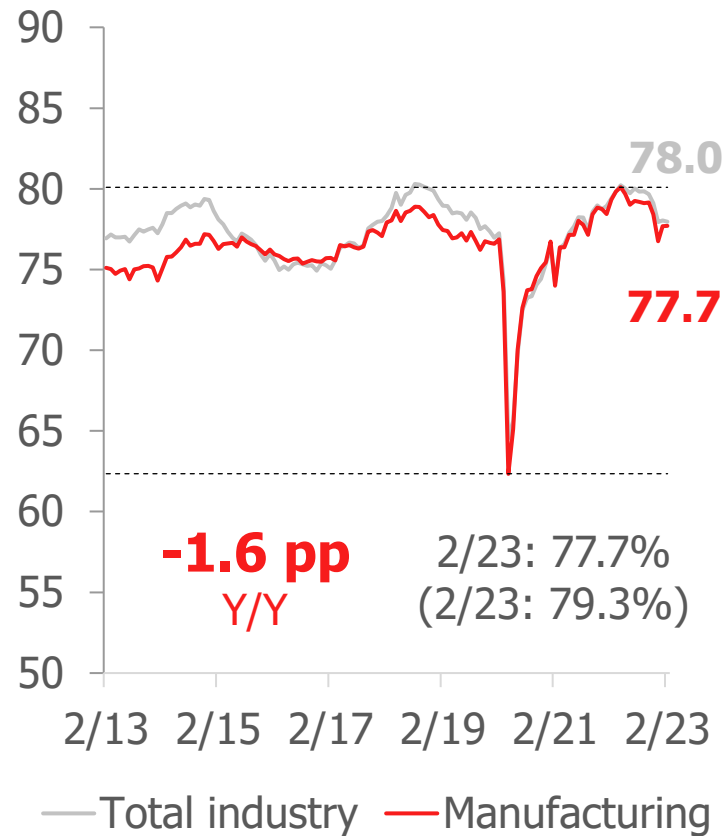
# Market environment

# Market environment – Service and Industrial Equipment

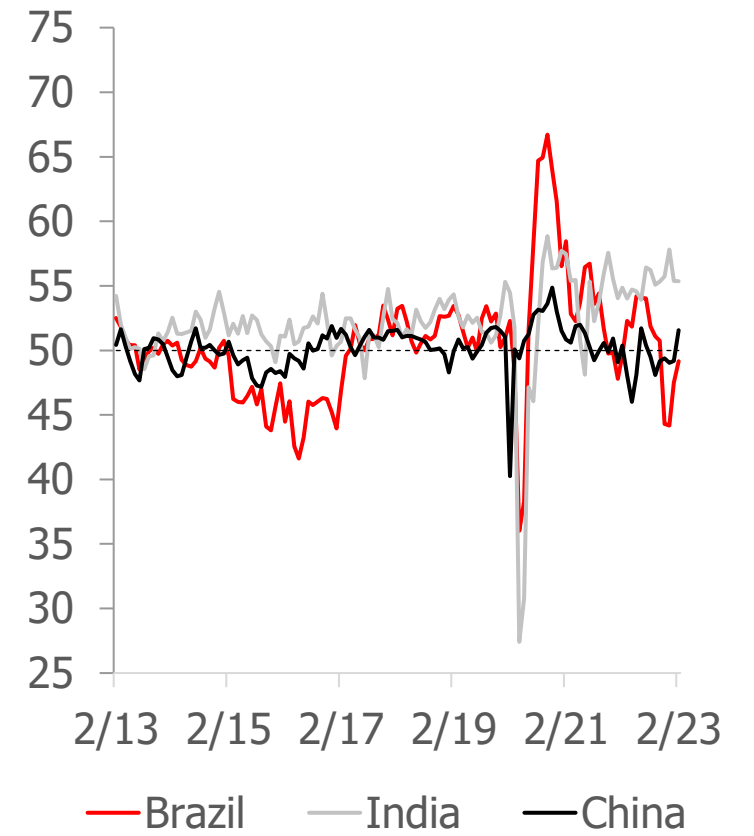
**EU capacity utilization rate, %**



**US capacity utilization rate, %**



**Manufacturing PMIs**



Source: Eurostat, Federal Reserve Economic Data, S&P Global  
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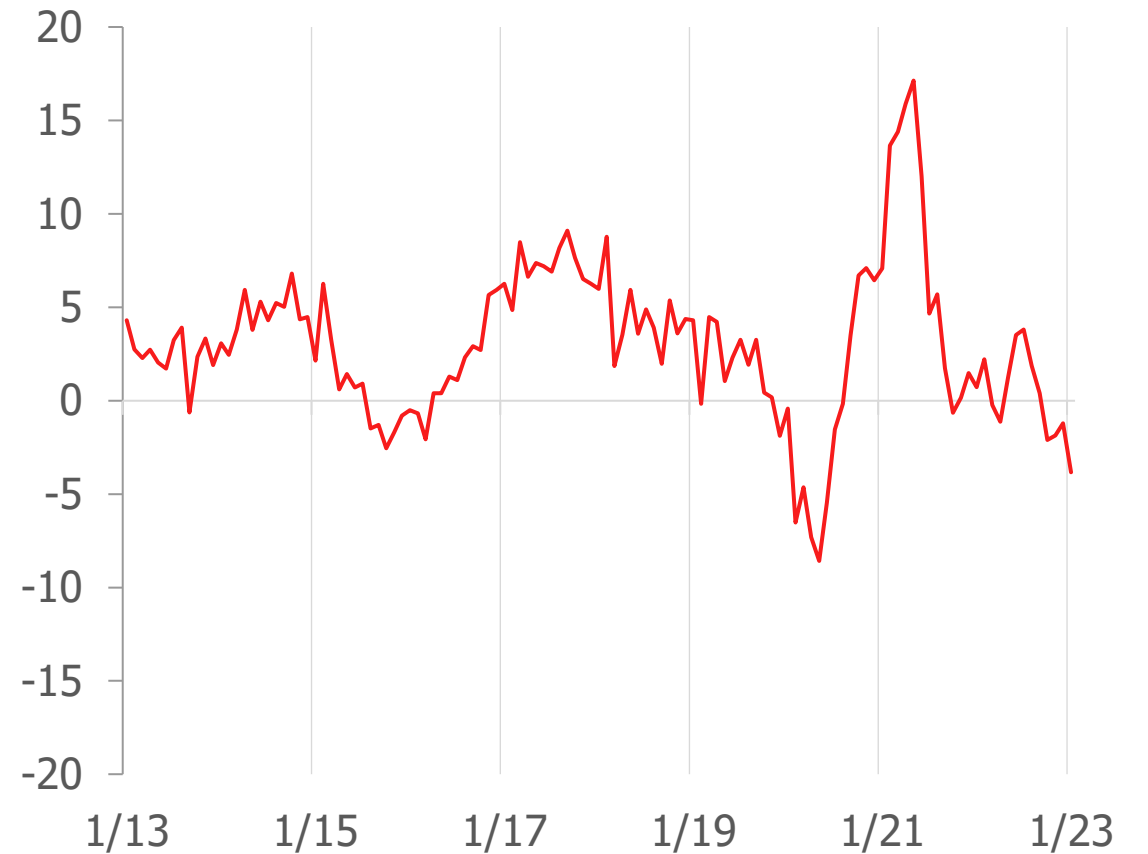


# Market environment – Port Solutions

### RWI/ISL Container Throughput Index



### Monthly index change Y/Y, %



Source: RWI/ISL (2015 = 100)

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# Q1 2023 demand outlook

The worldwide demand picture remains subject to volatility and uncertainty

## Within industrial customer segments:

**Americas**

**EMEA**

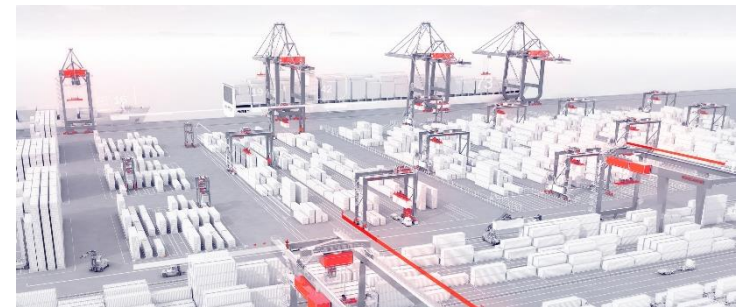
**Asia-Pacific**

Despite the weakened global macro indicators, our overall demand environment within industrial customer segments has remained good and continues on a healthy level

That said, we have started to see some signs of weakening in all three regions

## Within port customers:

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



## Financial guidance for full-year 2023

**Net sales** expected to increase in full-year 2023 compared to 2022

**Adjusted EBITA margin** expected to improve in full-year 2023 from 2022







# Current topics

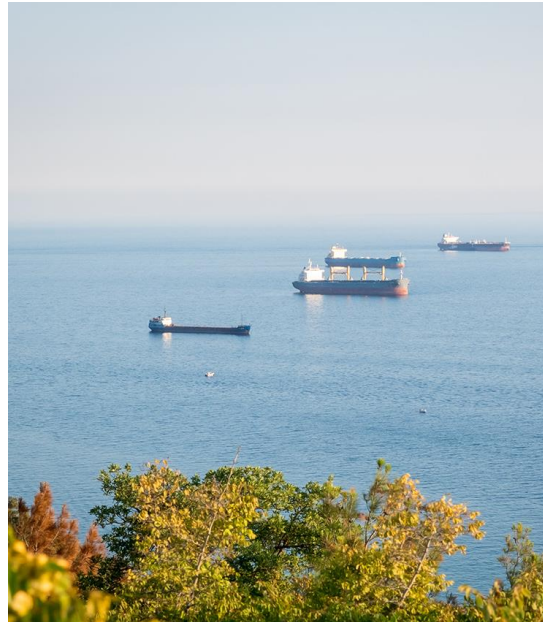


# Konecranes taps into the global megatrends impacting our business and operating environment

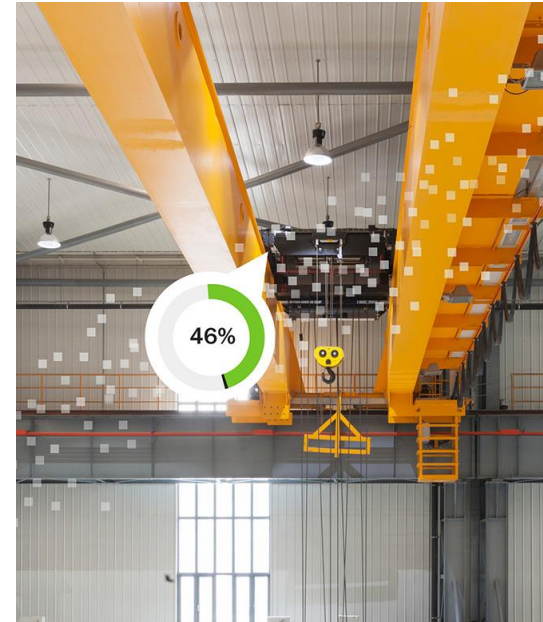
## SUSTAINABILITY



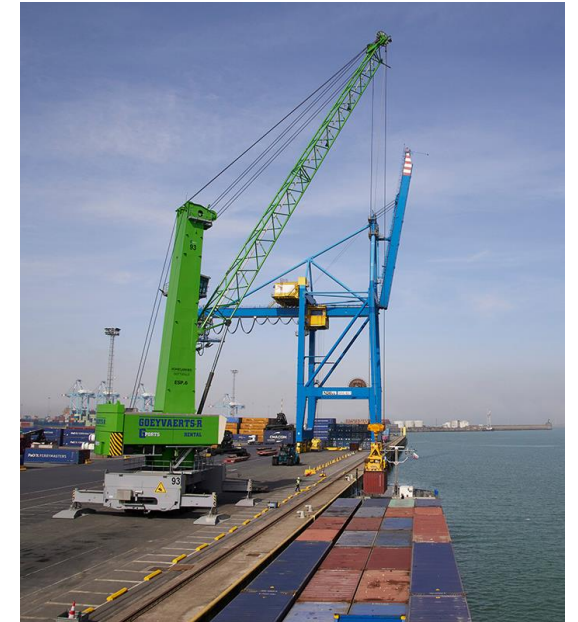
## GEOPOLITICS



## DIGITALIZATION & AUTOMATION



## PRODUCTIVITY



**We have identified four primary megatrends that are relevant to our operations**

## Drivers for future success

**Strong orderbook**

**Sustainability focus continues**

**Technology leadership**

**Dedicated and committed people**

**Sharpening Konecranes strategy**





# Konecranes

## CMD 2023

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**May 10, 2023**

Helsinki





**NOT JUST LIFTING  
THINGS, BUT ENTIRE  
BUSINESSES**