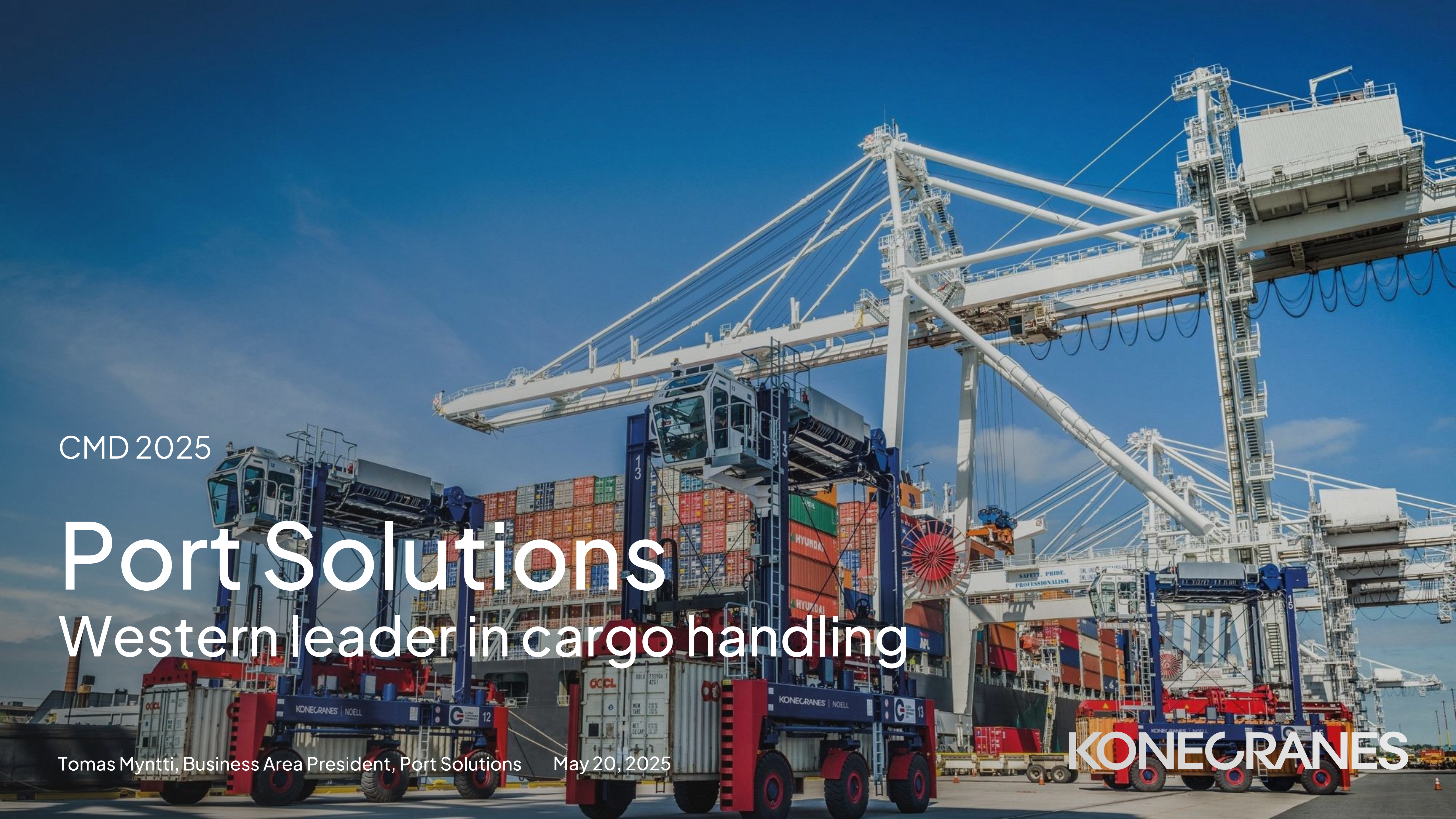

CMD 2025

Port Solutions

Western leader in cargo handling

Tomas Myntti, Business Area President, Port Solutions

May 20, 2025

KONECRANES

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Western leader in cargo handling

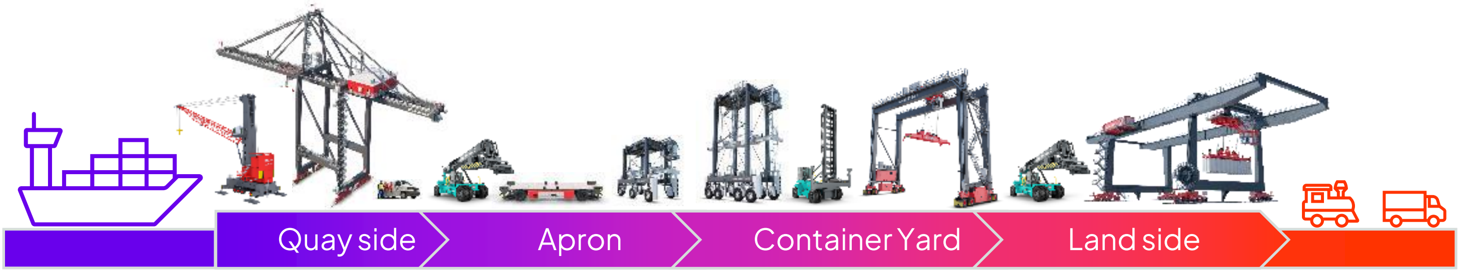
Widest and deepest offering in **container handling**

Complete shipyards offering and range for **bulk** and **general cargo**

Automation and software with intelligent material handling **solutions**

Services dedicated to ensure **efficiency** and **sustainability** across entire fleets

Moves What Matters in container handling



From Ship-to-Shore (and vice-versa)

From quay side to yard with horizontal transport

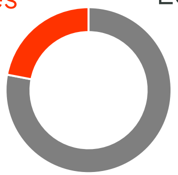
To container storage yard to await next move

From port to inland, rubber-to-rail in intermodal (and vice-versa)

Sales breakdown, 2024

Services 18%

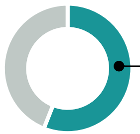
Equipment 82%



Connected assets

> 4,700 TRUCONNECT connections

Eco portfolio share of sales, 2024

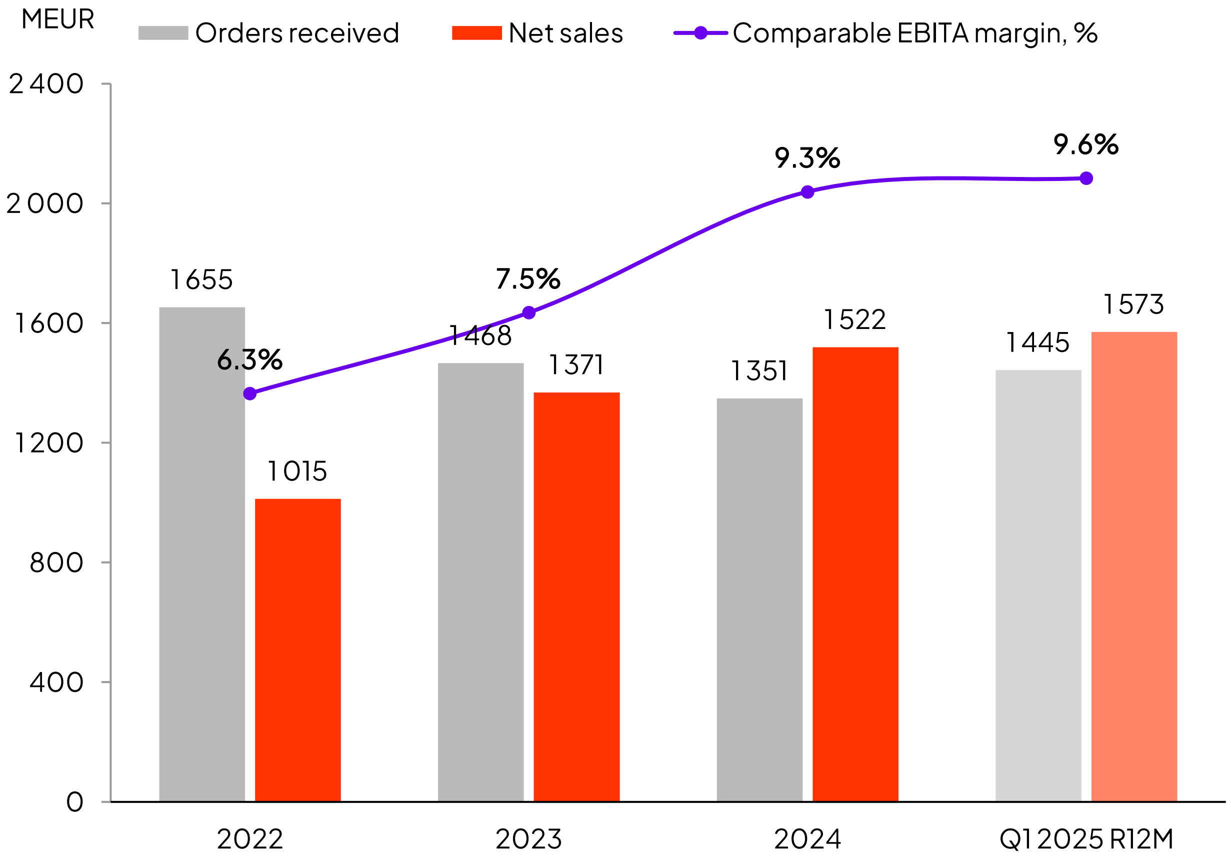


66%

Eco portfolio = fully electrified and hybrid new equipment

KONECRANES ecolifting

We have successfully executed our strategy and reached our financial target range



Strong financial performance in recent years

- Sales growth supported by strong order book
- Sales execution and project management excellence
- Pricing management and strict cost control
- Significant growth in core product offering
- Efficient and scalable operational model

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Megatrends and market dynamics shaping our industry today

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GDP

Global container volumes continue to follow the GDP development

CONSOLIDATION

~75% of container throughput handled by Global Terminal Operators (GTOs)[1]

AUTOMATION

Automation growth exceeds general market growth

SERVICE

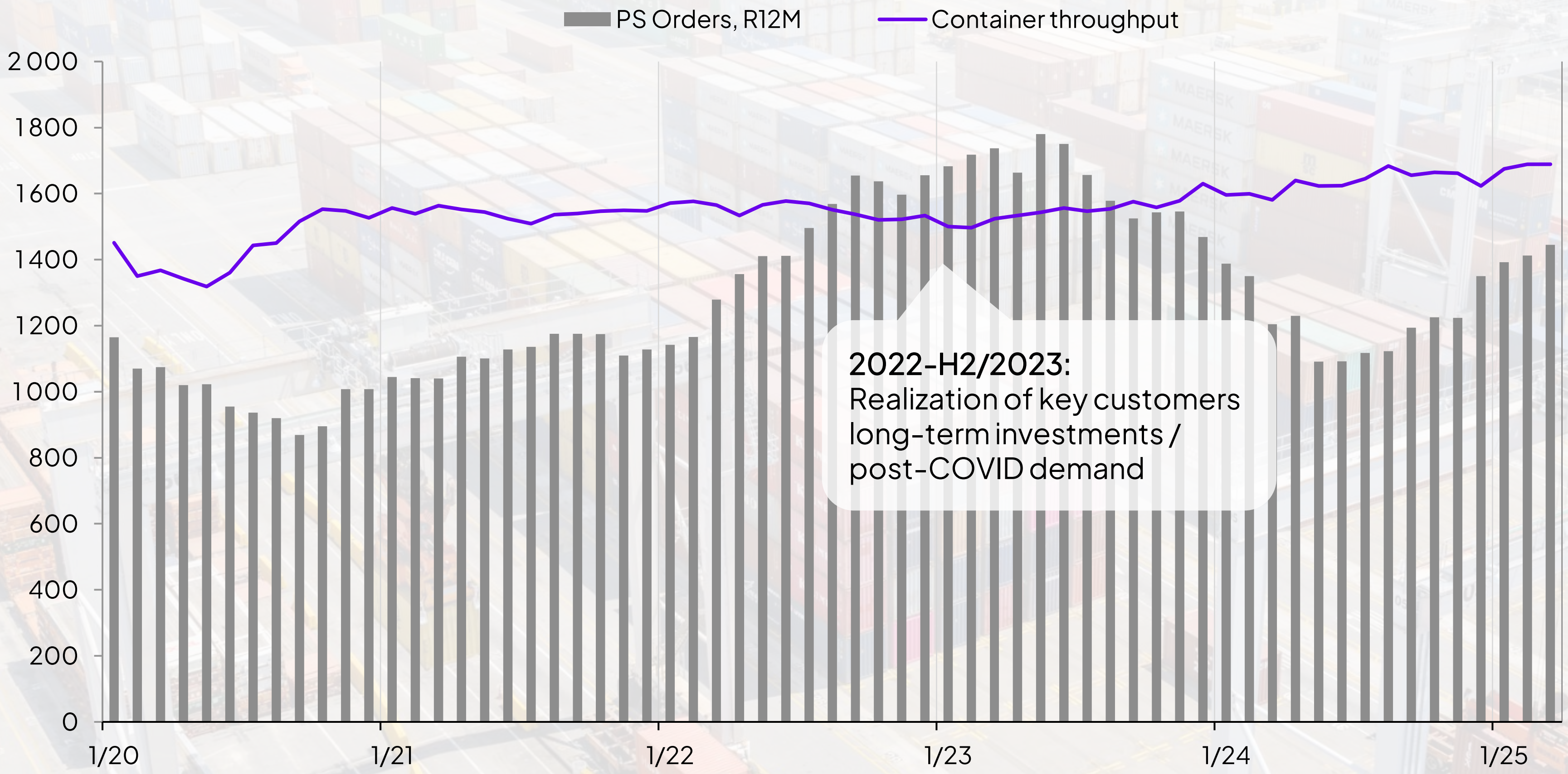
Service demand outpaces equipment growth

GEOPOLITICS

present us with both opportunities and threats

[1]Source: Drewry Maritime Shipping

Container volume drives Port Solutions' long-term demand



Container throughput remains on a high level and is expected to grow in the coming years.

Short-term economic cycles have a limited impact on Port Solutions' customer long-term plans.

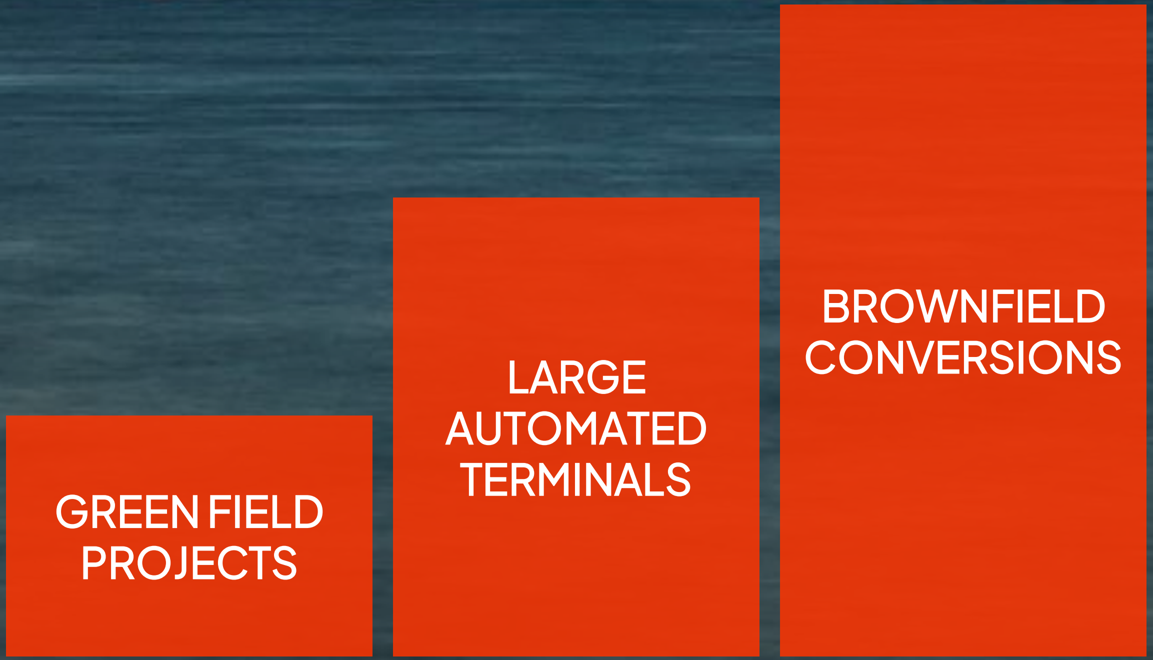
Quarterly order intake fluctuation is normal to Port Solutions business.

Source: RWI/ISL

Automation growth expected to exceed market growth

Automation increasing due to

- Lack of available space
- Labor shortage
- Improved predictability
- Performance and safety improvements
- Electrification trend, goes hand-in-hand
- OPEX savings
- Capability to automate any product



Geopolitics reshape individual markets and provide new opportunities for Port Solutions

Changing operating environment in the USA

Highly dynamic tariff situation with major trading partners

Greater emphasis on pro-US policies (e.g., industrial reshoring)

Shifting global trade flow patterns

Greater diversification of trade partners and "regionalization" of trade

Rising prominence of APAC countries (outside of China) fueled by economic growth

Rise in intermodal from regionalization

Shift from long-haul trade to regional supply chains due to economic and political shifts

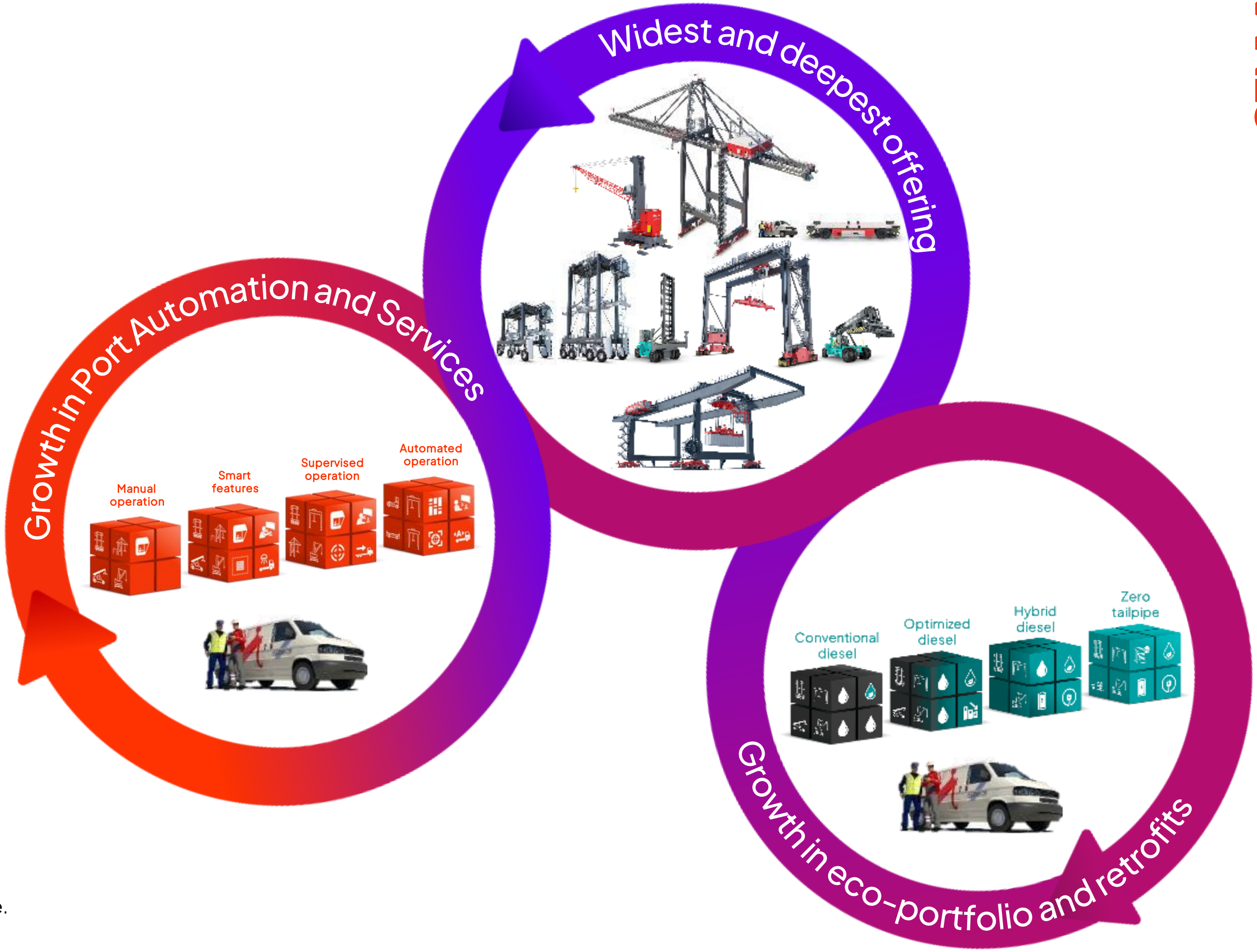
Intermodal market set to triple by 2030, fueled by rising intra-regional trade

Our Ambition

The benchmark in cargo handling

Sales growth clearly faster than the market[1]

Comparable EBITA margin of 9-11%[2]



[1] Nominal world GDP growth, IMF World Economic Outlook
[2] As soon as possible, but no later than in 2029. Profitability range, depending on the cycle.

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We have grown significantly in our core offering and have good future expansion potential

	Service	Ship to Shore cranes	Mobile harbor cranes	AGV	Straddle carriers	Yard cranes	Lift trucks
Market size	~8-9 B€[1]	~2,5 B€	~0.8 B€	~0.3 B€	~0.5 B€	~1.5 -2 B€[2]	~2.0 B€[3]
Konecranes position	#2	#2-3 (in key markets)	#1-2	#1-2	#1-2	#1-2	#2-3
Market trend	↗	↗	→	→	→	↗	↗
Key Business Achievement	New service locations Bolt-on M&A Enhanced offering	Remote STS delivered to Copenhagen CMP Supply chain for the US	Complete transformation to new MHC family	Key orders (HHLA, APMT, Euromax)	New design with all power options incl. battery	Strategic wins (3rd party conversions: London and Cartagena)	On track with electrification with product launches

[1]Total market including in-house
[2]Yard cranes: ASC and RTG combined
[3]Container handling equipment and medium and heavy forklift trucks

We capture the high potential in container terminal automation

Growth path to automation

Deepest expertise

Widest installed base, connected

anyBrand

Path to Port Automation

More boxes per operator

Selected case examples:

1. Port of Virginia automated yard cranes

   Port of Virginia, USA

2. First terminal to operate different ASC automation platforms

   DP World London Gateway, UK

3. ARTG retrofit of existing Konecranes RTGs

   PSA Baltic hub Gdansk, Poland

65% OF ALL THE WORLD'S AUTOMATED CONTAINER TERMINALS RUN WITH KONECRANES

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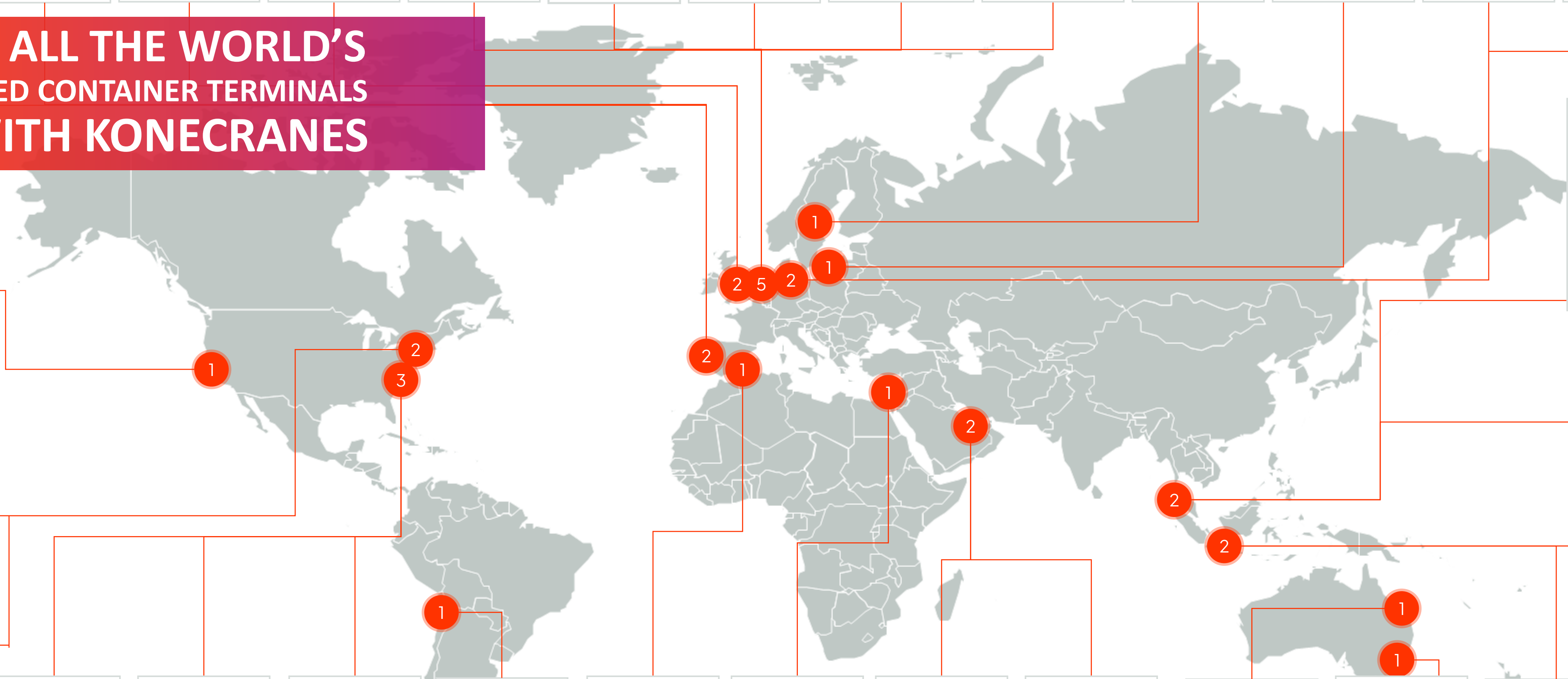
Establishing ARTG in Europe	Liscont, 6xARTG
Establishing ARTG in Europe	Leixões, 6xARTG
Full ASC brownfield solution (London Gateway)	London, 18+60 ASC (new+retrofit)
Extending the benchmark	Felixstowe, 17xARTG (automated gantry)
First beam-design ASC site (Antwerp Gateway)	Antwerp, 54xASC
First AGV site in the world (Delta Terminal)	Rotterdam, 296xAGV
Establishing leadership (Euromax Terminal)	Rotterdam, 96xAGV
Complete yard automation	Rotterdam 32xASC, 18xCASC, 59xLift AGV
Increasing the lead	Rotterdam, 72xLift AGV
Establishing ARTG in Europe	Gävle, 6xARTG
Full ARTG brownfield solution	Gdansk, 10+15 ARTG (new+retrofit)
Second AGV site in the world (CTA Terminal)	Hamburg, 98xAGV
First Li-Ion AGV site	Hamburg, 25xAGV
Third ARTG site	Medan 12xARTG
Second ARTG site	Kuala Tanjung 8xARTG
First AGV site outside Europe	Long Beach, 102xAGV
First brown field site in the U.S.A.	New Jersey, 20xASC
First supervised RRTG in U.S.A.	Balitmore, 15xRRTG
Extending the benchmark	Virginia, NIT 60xASC 36xASC NIT N
Extending the benchmark	Virginia, VIG 26xASC
First ASC site in the U.S.A.	Virginia, 30xASC
Extending the benchmark	Mejillones, 3xASC
First ASC site in the Mediterranean	Barcelona, 54xASC
First TOS to automated terminal	Israel, Complete A-system
First ASC site in the Middle East	Abu Dhabi, 52xASC +TOS
Extending the benchmark	Abu Dhabi, 54xASC
First ASC site in Australia	Brisbane, 6xASC
Second ASC site in Australia	Sydney, 12xASC
First ASC site in Asia	Surabaya, 20xASC
First ARTG system delivery	Semarang, 20xARTG



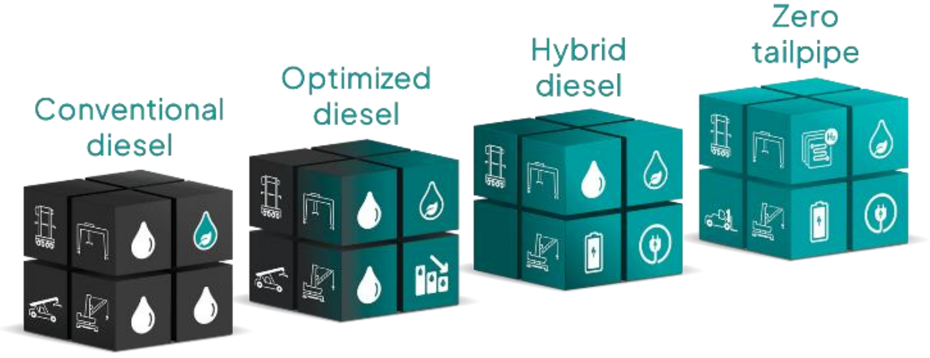
Growing electrification eco-portfolio
powered by Konecranes technology platform

KONECRANES ecolifting

KONECRANES

Capturing the high potential in Zero Tailpipe new mobile equipment, and in fleet conversions

Path to Ecolifting
Less CO_2 per move



Selected case examples:

1. First fully battery powered RTG

   GCT Vanterm terminal, Canada

2. All electric Gen 6 MHC cranes with battery drive

   Port of San Diego, USA

3. Ongoing electrification initiative for full electric portfolio

Our aim is to grow Port Services clearly faster than market

KONECRANES

18%
Share of sales

~10%
Sales CAGR
2022-2024

23
countries with own operations

Growing network of service partners and LFT distributors

Increasing own and anyBrand fleet

Boosting eCommerce & digital channels

Expanding geographic footprint

Harnessing data for advanced offering and digital services

Extending sustainability & automation retrofit offering

Bolt-on M&A

Bolt-on M&A:
Case Peinemann (2024)

Extensive experience as maintenance partner in Europe's largest Port in Rotterdam

Key provider of mobile equipment in Rotterdam area

Konecranes fleet in the Netherlands > 1,500 assets

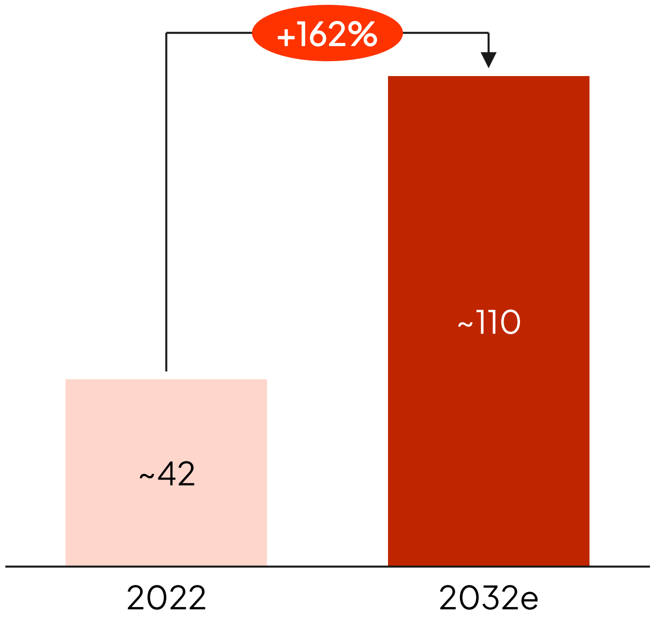
Our Intermodal growth ambitions are supported by market growth expectations

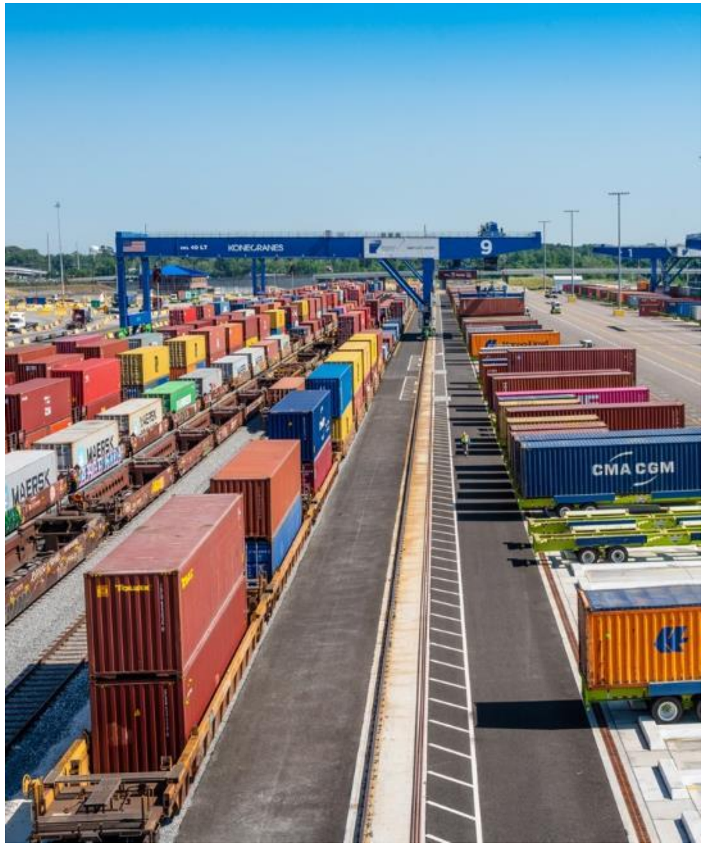
We are well-positioned to deliver benefits to intermodal

...by scaling proven technologies and services

Global intermodal transport expected to grow 3x by 2030

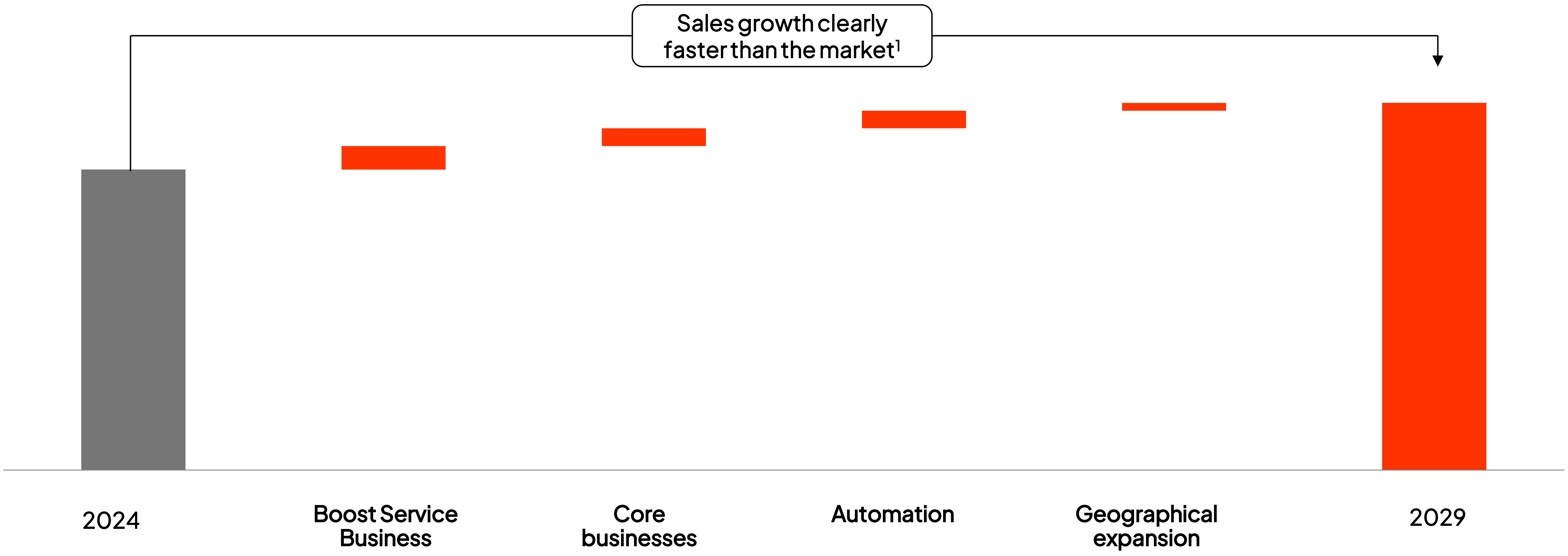
Intermodal transport market value ($B)





Source: European Court of Auditors; Expert interviews

Port Solutions growth plan



[1] Nominal world GDP growth, IMF World Economic Outlook

KONECRANES

Well-positioned to capture growth

Widest and deepest offering fits any customer

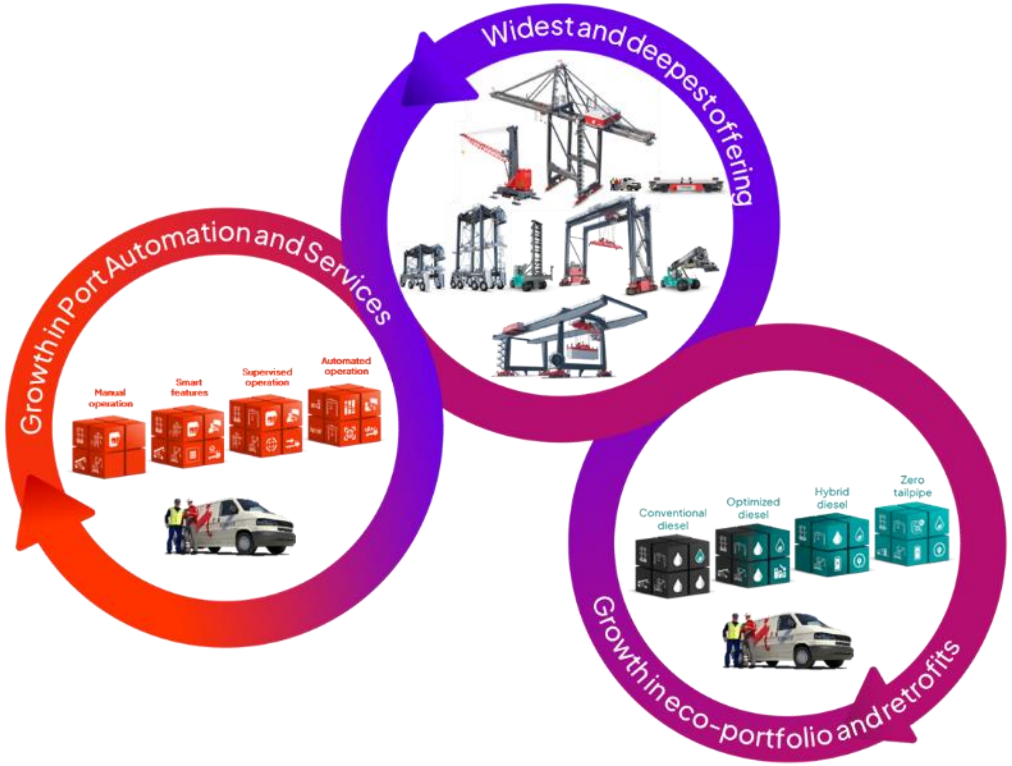
- Of any size: small, regional and global
- In any place
- At any stage of customer's developing needs

Financial targets remain unchanged:

Investments in growth

- Automation
- Electrification
- Service
- Intermodal
- Supply chain

Readiness for geopolitical dynamics



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