

Konecranes Investor Presentation

March 2023

KONECRANES®
Lifting Businesses™



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Agenda

1. Konecranes in brief
2. Konecranes as an investment
3. Segment overviews
4. Appendix
5. Q4 2022 presentation



Konecranes in brief

Konecranes – a world-leading group of Lifting Businesses

Nasdaq Helsinki

KCR

since 1996

Headquartered in

Hyvinkää

Finland

Active in around

50

countries

Approximately

16,500

employees, Q4 2022

Orders received

3,928.9

MEUR, 2022

Net sales

3,364.8

MEUR, 2022

Adjusted EBITA

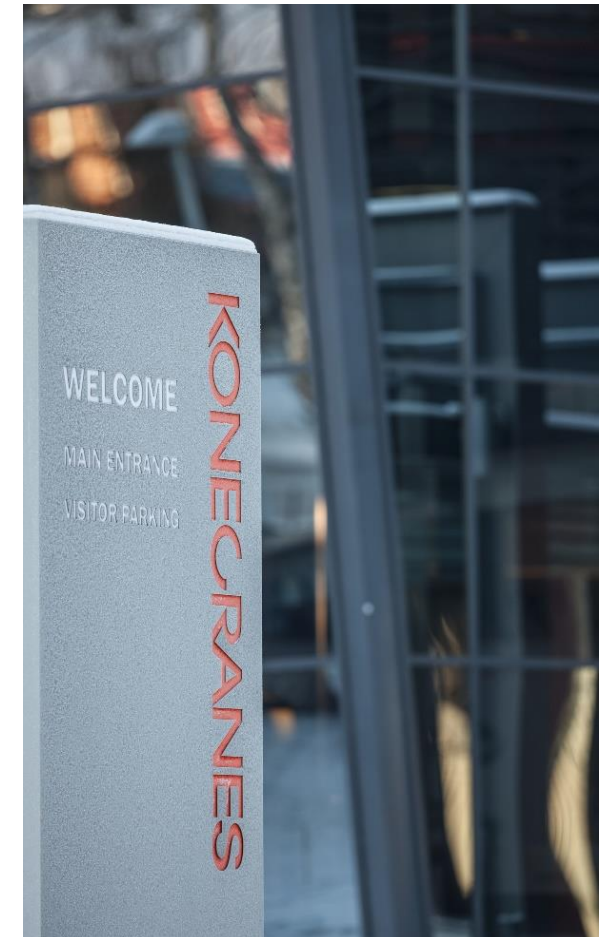
9.5%

margin, 2022

Order book

2,901.7

MEUR, 2022



A technology & innovation pioneer in industrial lifting & container handling equipment, and maintenance services

Segments

Service

Net sales
1,343.3
MEUR, 2022

Personnel
7,802
end of Q4 2022



Offering

- Inspections & preventive maintenance
- Predictive maintenance & remote monitoring
- Corrective maintenance & retrofits
- Consultation services
- Modernization services
- New equipment & spare parts

Brand portfolio

KONECRANES® DEMAG

mhe DEMAG

+ service to
3rd party equipment

Industrial Equipment

Net sales
1,205.6
MEUR, 2022

Personnel
5,529
end of Q4 2022



- Hoists and components (electric wire rope hoists, electric chain hoists, Core of Lifting)
- Standard cranes (built from standardized modules, largely comprise overhead cranes)
- Process cranes (application-specific cranes tailored to a specific customer need)

KONECRANES® DEMAG

mhe DEMAG

+ power brands

VERLINDE
LIFTING EQUIPMENT

R&M
MATERIALS HANDLING

SWF
KRANTECHNIK

donati

Port Solutions

Net sales
1,015.0
MEUR, 2022

Personnel
3,102
end of Q4 2022



- Quayside cranes (STS, MHC)
- Container yard, intermodal & horizontal transport equipment (RTG, RMG, ARTG, ARMG/ASC, SC, AGV)
- Lift trucks (RS, FLT, LCH/ECH)
- Software solutions (TOS, ECS)
- Service, spare parts, retrofits, modernizations

KONECRANES®

KONECRANES® | GOTTWALD

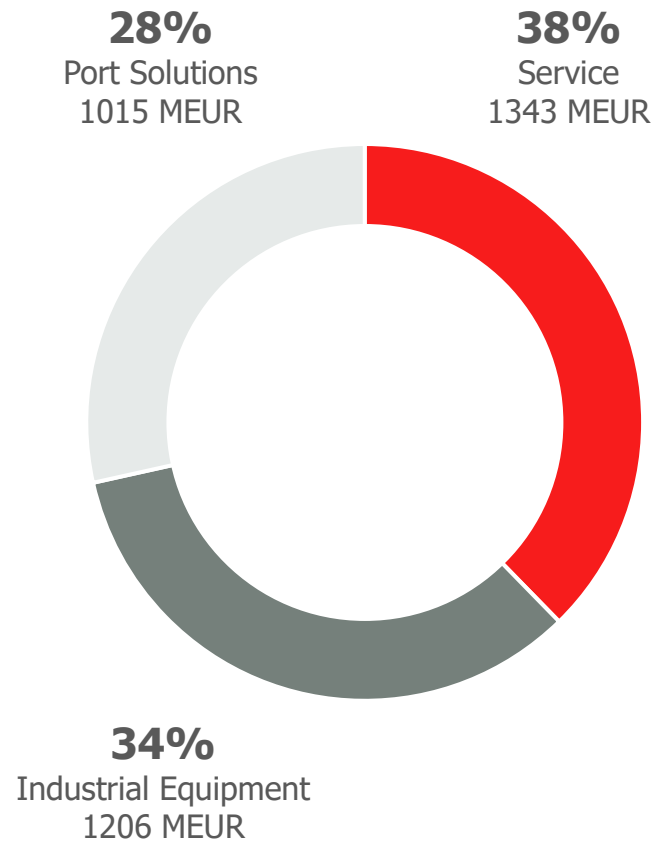
KONECRANES® | NOELL

KONECRANES® | LIFTACE

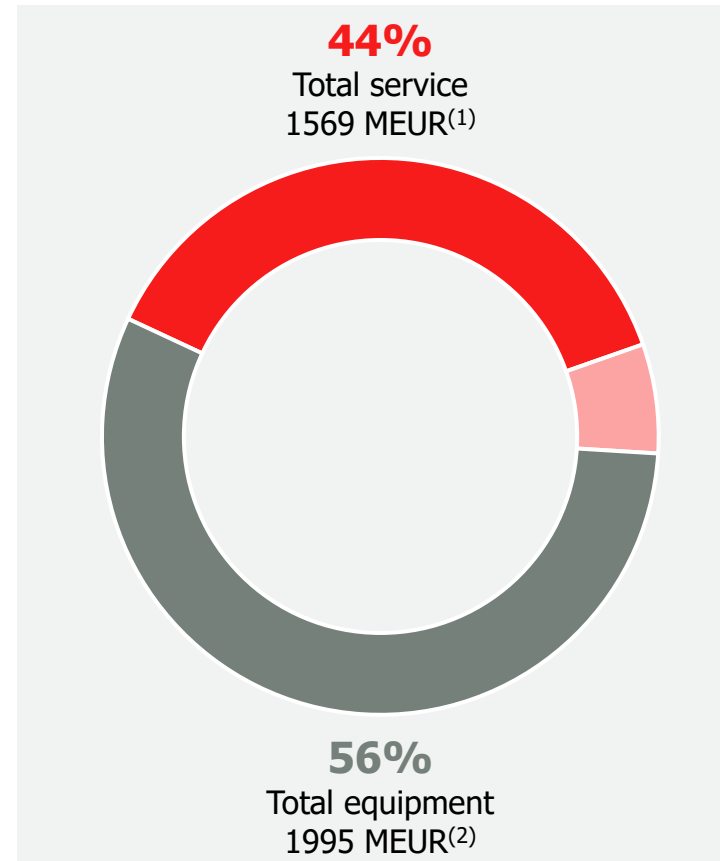
T | B | A®
Simplifying your operation

A balanced business portfolio with three main segments, extensive service coverage and a truly global presence

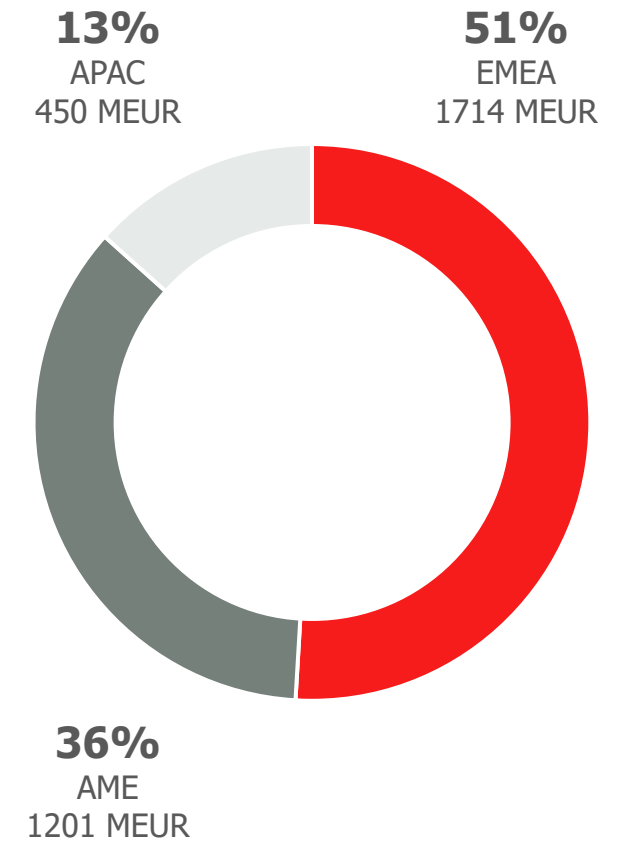
Sales by segment, 2022



Sales by offering type, 2022



Sales by region, 2022

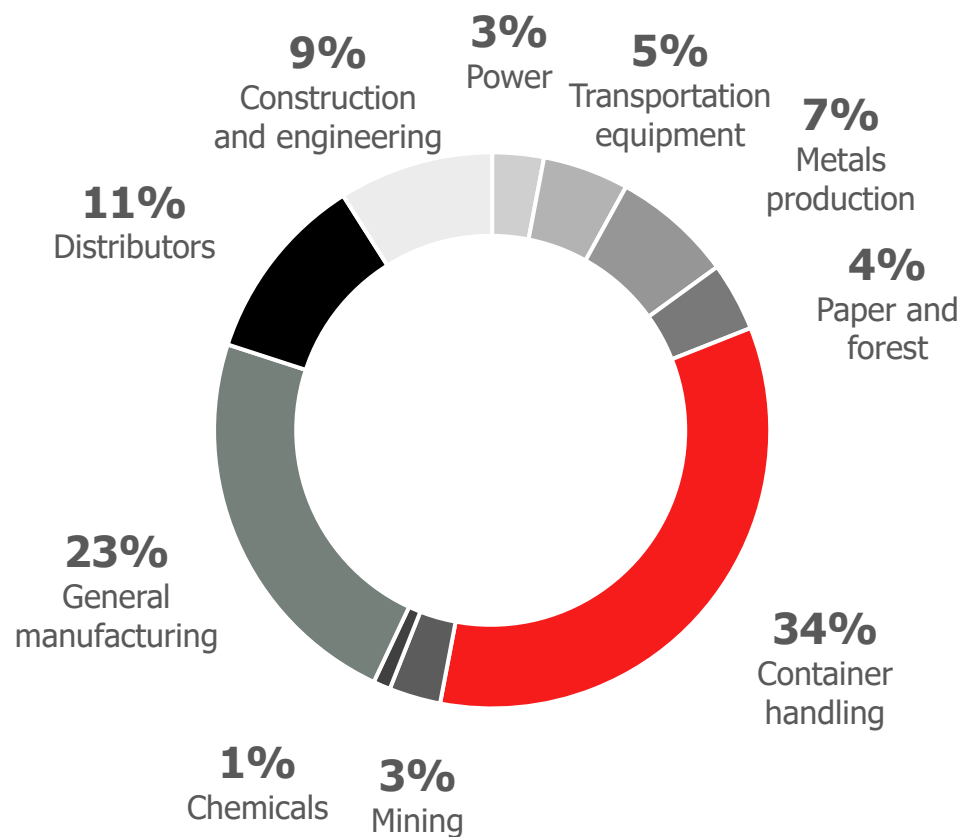


Note (1): Total service includes Service and Port Solutions' service sales of 226.1 MEUR

Note (2): Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales of 226.1 MEUR

Lifting Businesses throughout a strong and diversified customer base across a broad range of industries

Orders by customer segments, 2022



Container handling



General manufacturing



Metals production



Paper and forest



Automotive



Mining



Power

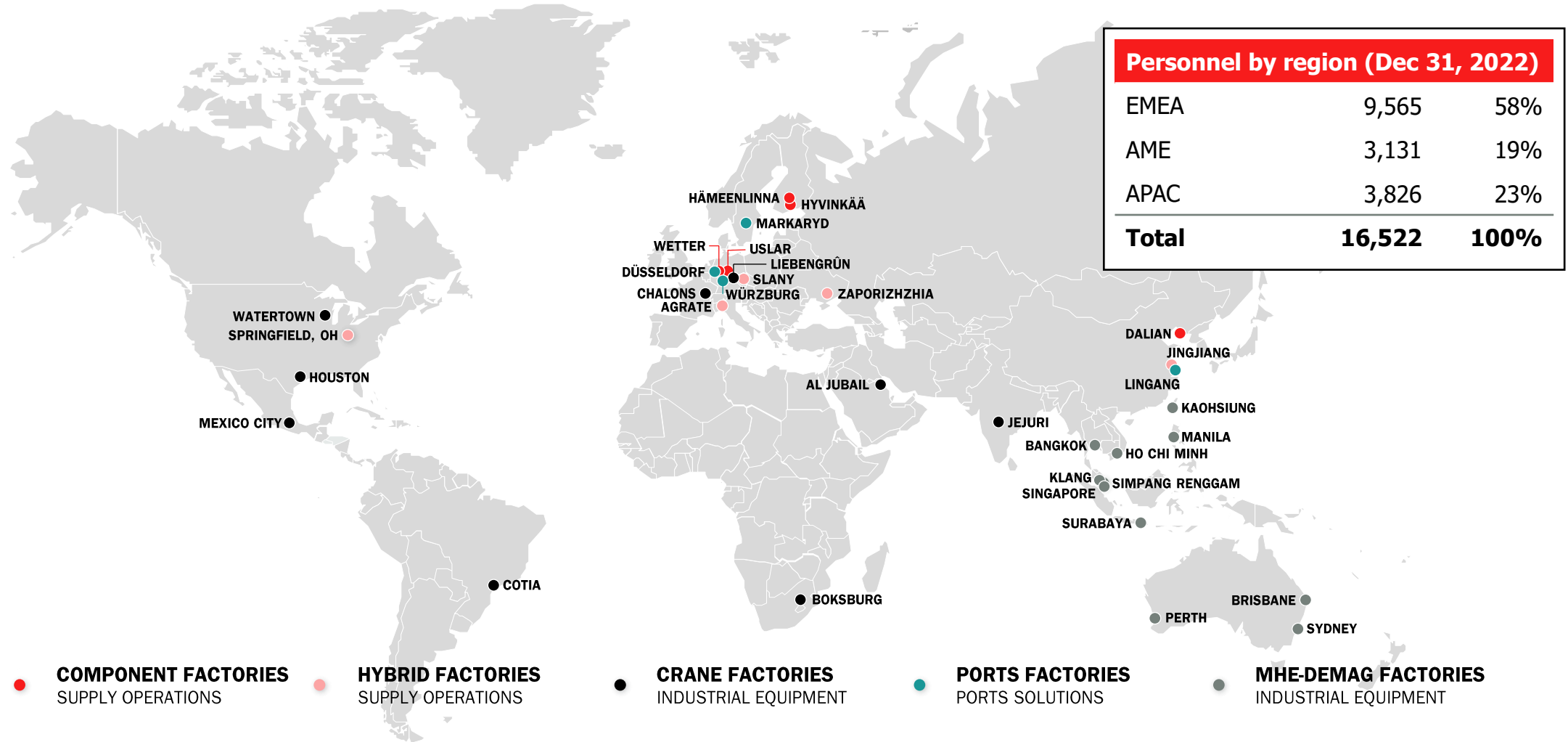


Waste-to-energy



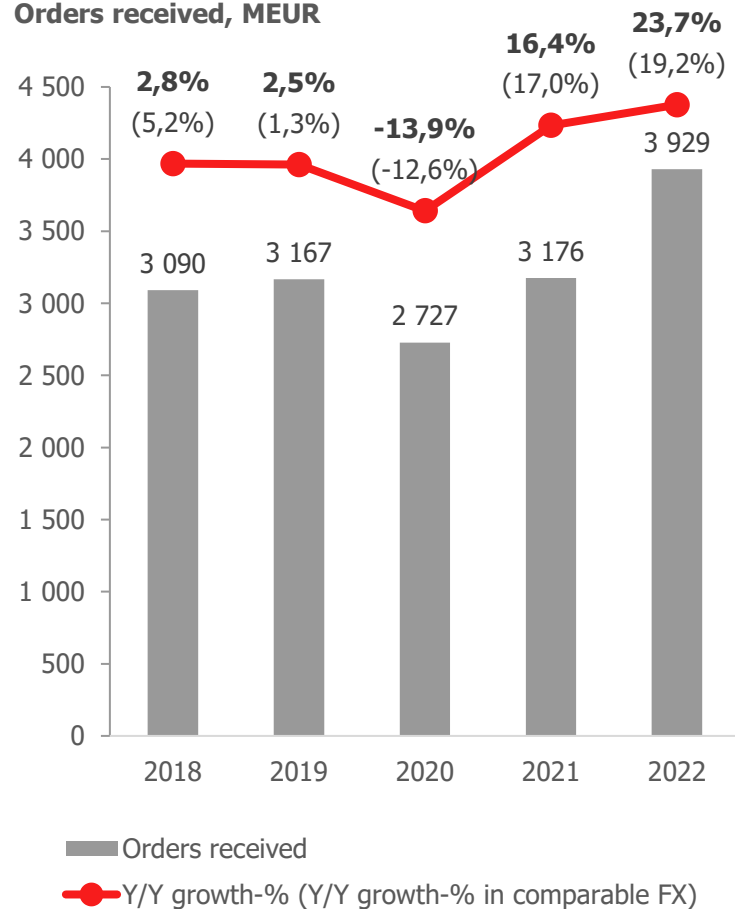
Petroleum and gas

Around 16,500 employees and 34 own production facilities located in the Americas, EMEA and APAC

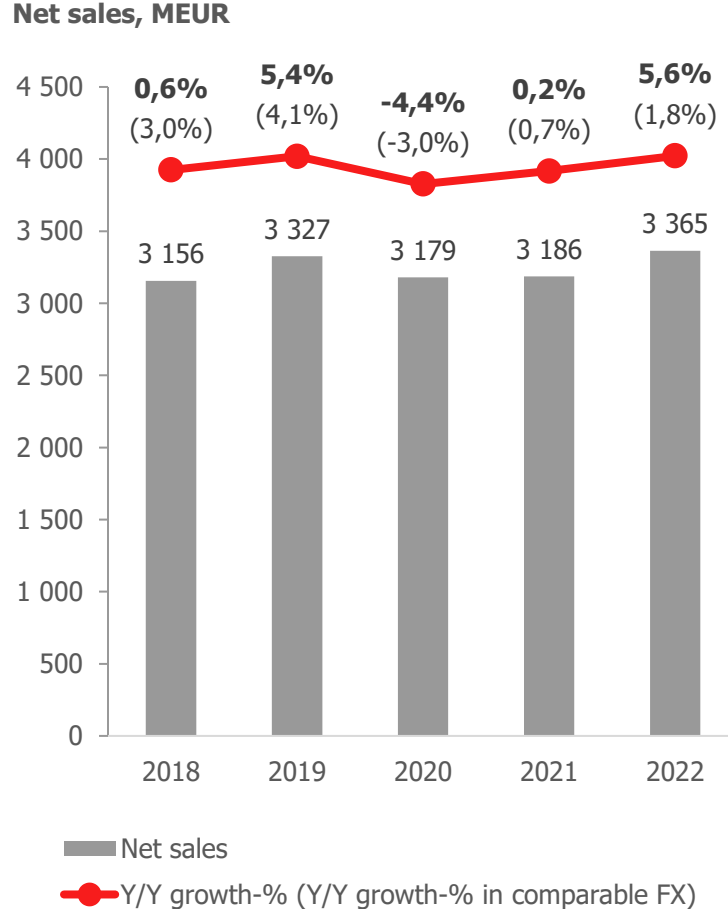


Konecranes Group key financials development

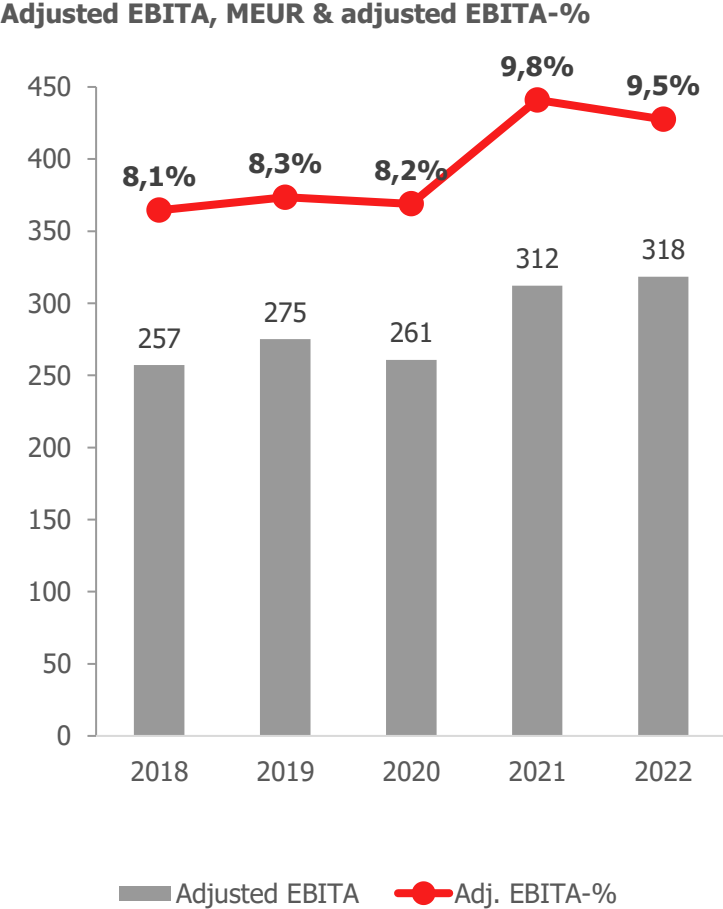
Orders received, MEUR



Net sales, MEUR

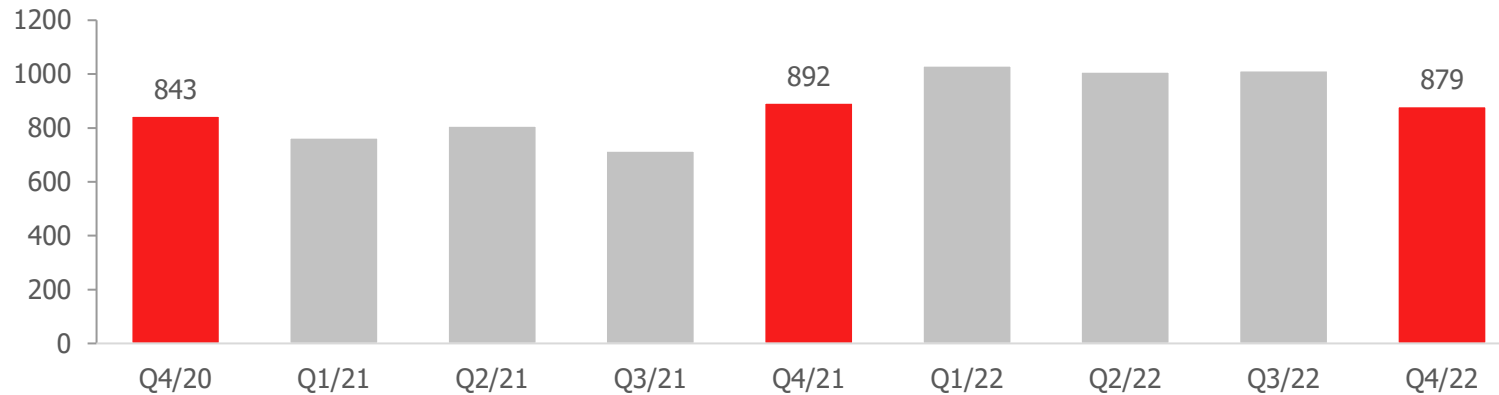


Adjusted EBITA, MEUR & adjusted EBITA-%

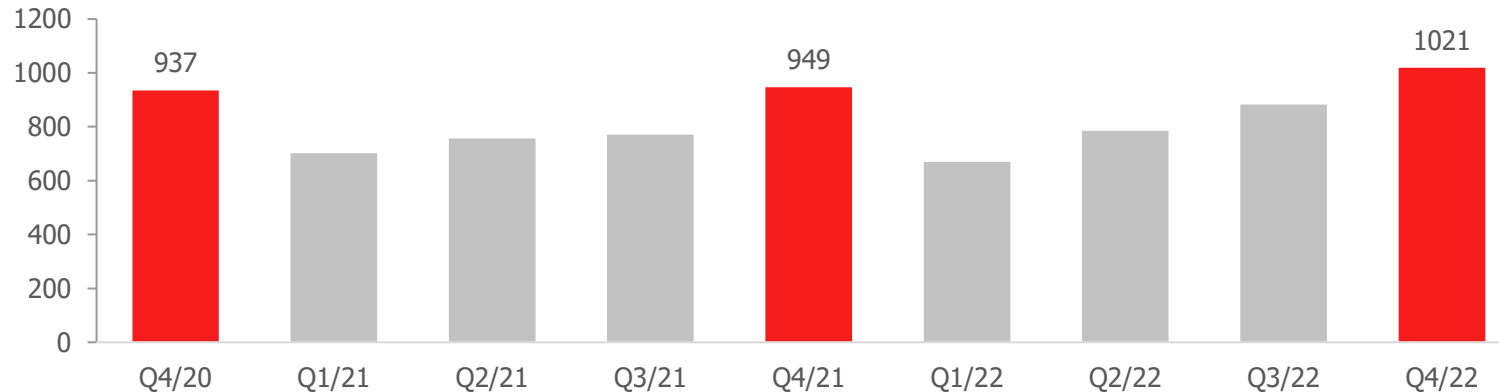


Group order intake and net sales

Order intake, MEUR



Net sales, MEUR



Order intake

-1.5%

Y/Y reported

-4.5%

Y/Y comp. FX

- EUR 879.1 million
- Decrease in Service, increase in Industrial Equipment and Port Solutions
- Decrease in the Americas and APAC, approximately flat in EMEA

Net sales

+7.6%

Y/Y reported

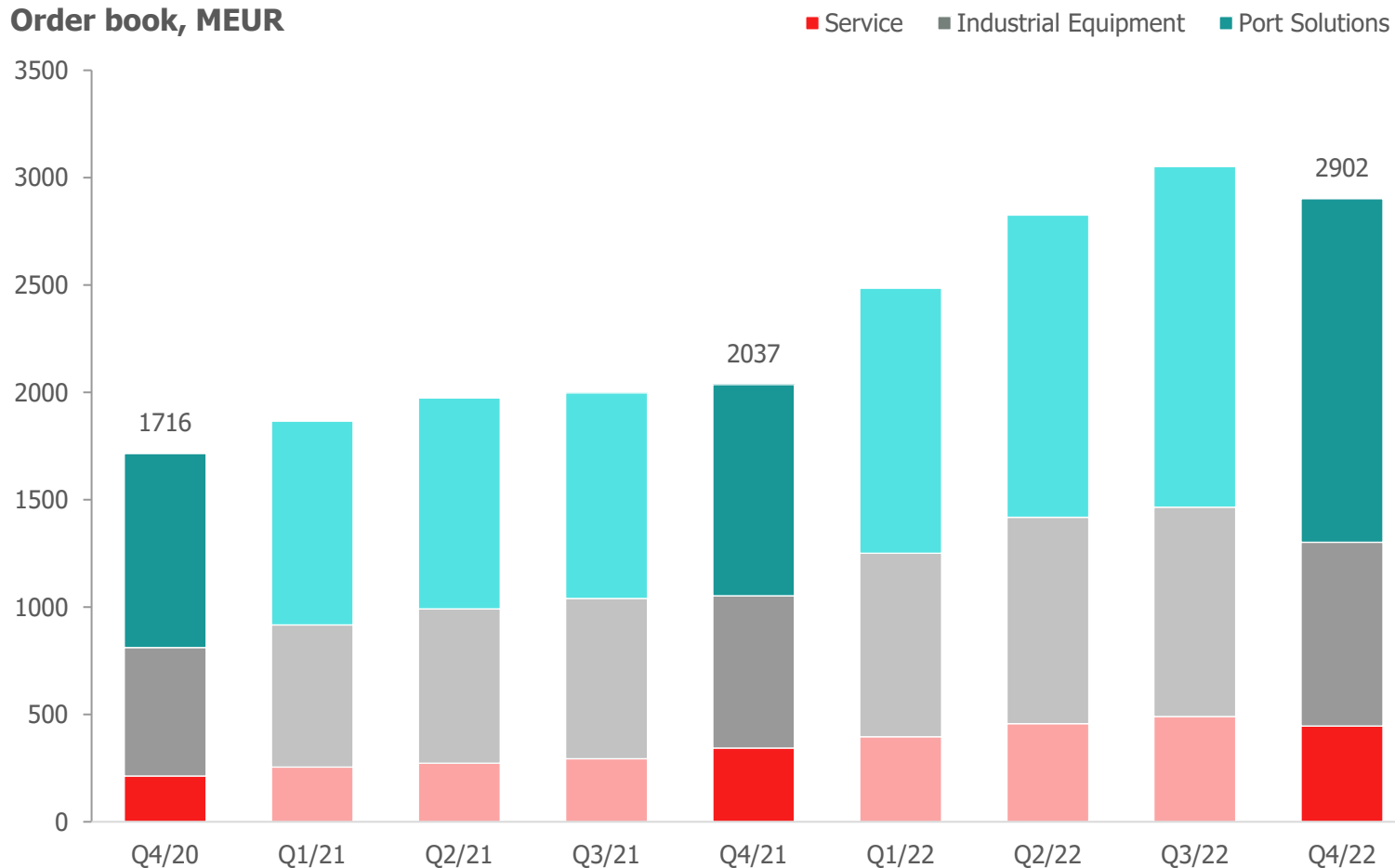
+4.4%

Y/Y comp. FX

- EUR 1,020.9 million
- Increase in Service and Industrial Equipment, decrease in Port Solutions
- Increase in EMEA, decrease in the Americas and APAC

Group order book

Order book, MEUR



Order book

+42.5%

Y/Y reported

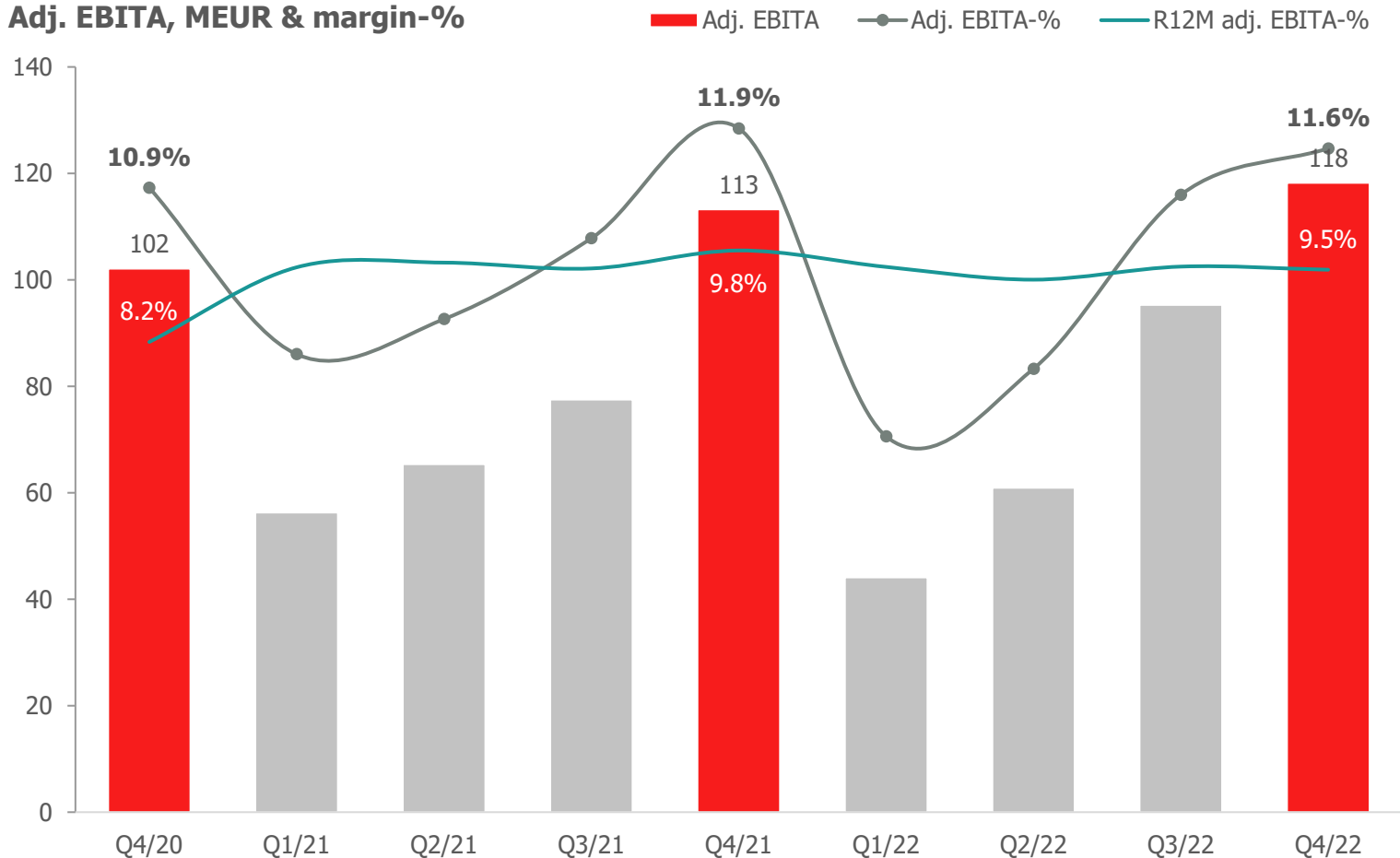
+41.1%

Y/Y comp. FX

- EUR 2,901.7 million
- Increase in all three segments

Group adjusted EBITA

Adj. EBITA, MEUR & margin-%



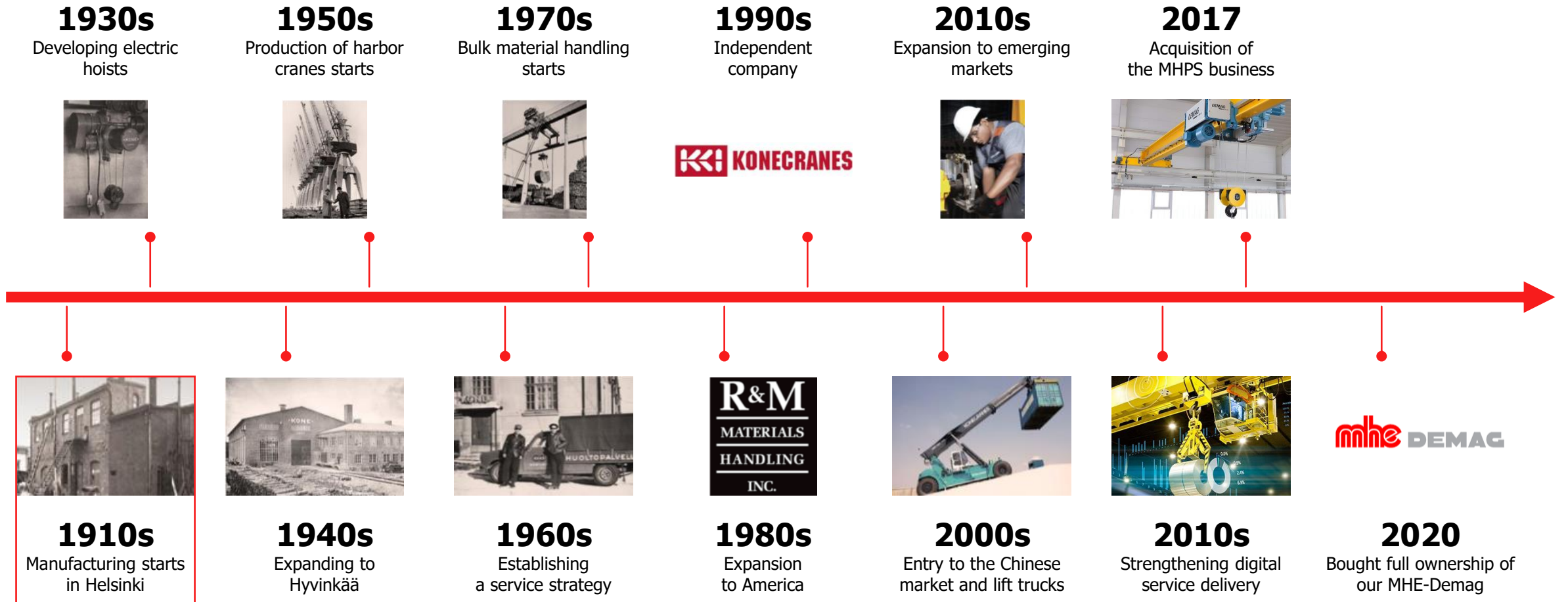
Adjusted EBITA

11.6%
margin

-0.4 pp
Y/Y

- EUR 118.2 million
- Adj. EBITA-% increase in Service, decrease in Industrial Equipment and Port Solutions
- Adj. EBITA-% decrease mainly attributable to lower underlying sales volumes
- Gross margin decreased

More than 100 years of growth organically combined with a strong track record of strategic acquisitions



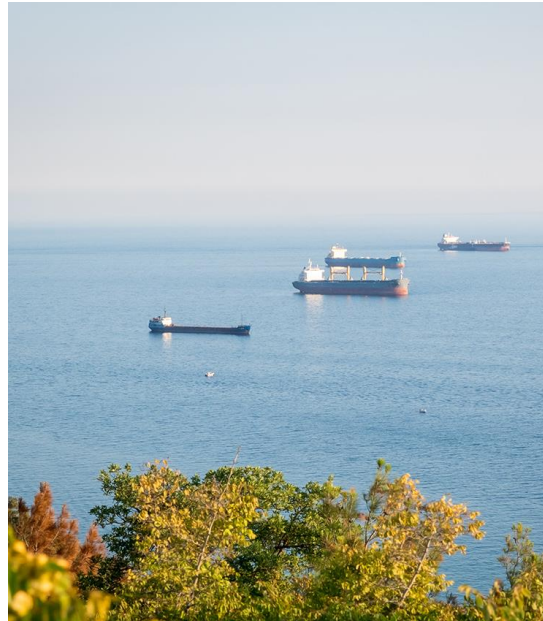
Konecranes taps into the global megatrends impacting our business and operating environment

SUSTAINABILITY



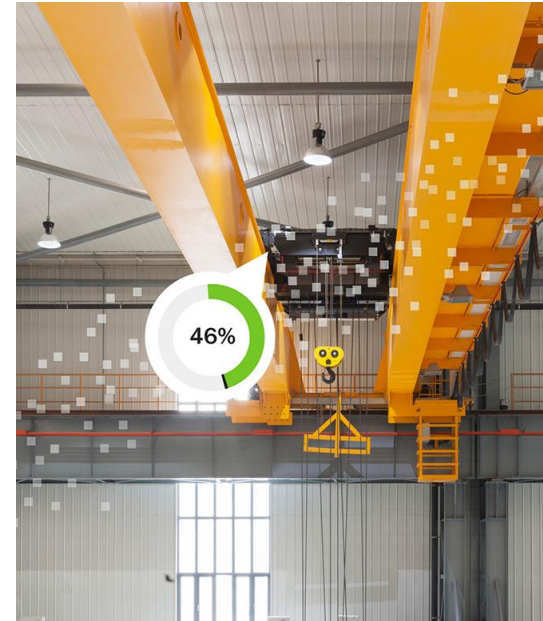
Konecranes supports customers to decarbonize their operations through its climate targets & eco-efficient offering

GEOPOLITICS



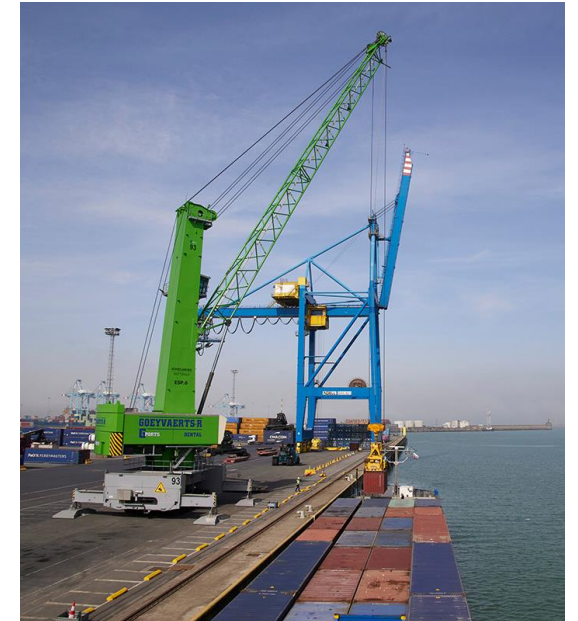
Geopolitical shifts reflect into our operating environment and conditions of businesses across the world

DIGITALIZATION



Presents us with great opportunities to automate equipment, processes and entire customer operations

PRODUCTIVITY



Productivity is a continued priority for businesses, especially in capital-intensive industrial production

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

Our strategy leverages the global megatrends & our key competencies, focus on accelerating growth & increasing profitability

MISSION

We are not just lifting things,
but entire businesses.

VISION

We know in real time how millions of lifting devices perform.
We use this knowledge around the clock to make our customers' operations safer and more productive.

STRATEGIC INITIATIVES

Service revenue and
profitability growth

Industrial Equipment
profitability improvement

Project
management

Lean
operations

Procurement
excellence

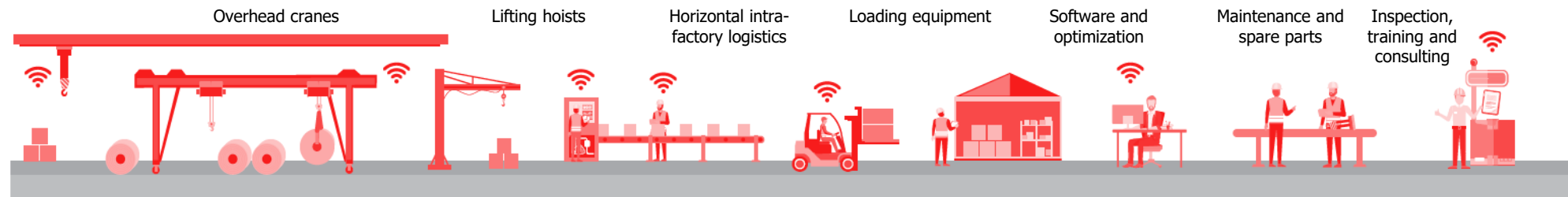
Business process
efficiency improvement

MATERIAL FLOW CONCEPT

PORT SOLUTIONS



INDUSTRIAL SOLUTIONS



Konecranes works for a decarbonized and circular world

Konecranes' sustainability commitments

Konecranes has set ambitious targets for all four commitments and regularly monitors performance and progress

We deliver safe and secure material handling solutions

- Providing solutions for safe, uninterrupted and secure material handling
- Ensuring uncompromised safety in our own operations and supply chain

We enable a decarbonized and circular world

- Supporting our customers in reaching their low-carbon targets with our offering
- Maximizing lifecycle value and eliminating waste with circular solutions throughout the whole value chain
- Working to decarbonize our own operations

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

- Supporting human rights in our value chain
- Ensuring a fair and engaging workplace
- Representing the multicultural communities where we operate

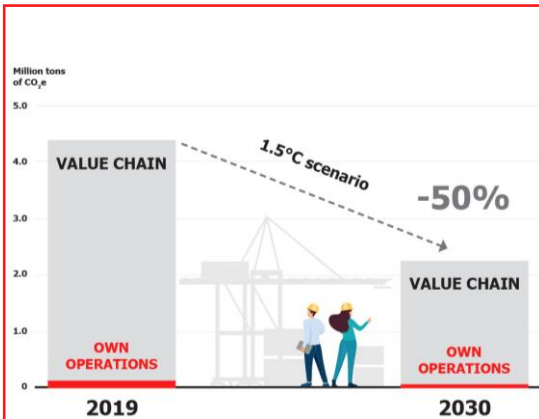
We expect high ethical standards of ourselves and our business partners

- Embedding sustainability, compliance and ethical requirements in our business processes
- Following strong governance on sustainability, compliance and ethics



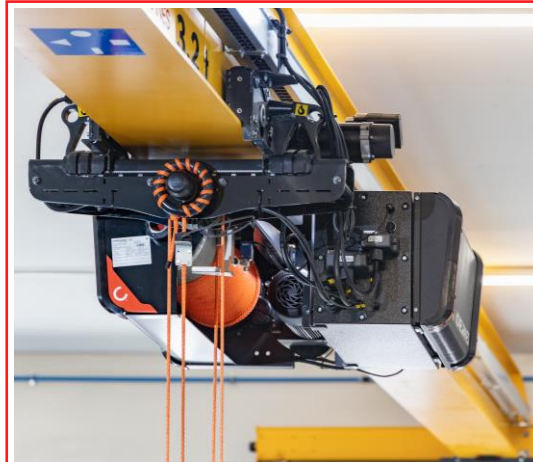
Advancing our climate action with Science Based Targets

Science Based Targets



- In December 2020, we signed the Science Based Targets Initiative (SBTi) letter of commitment and in early 2022 we published our new climate targets
- The climate targets have been validated as being in line with the ambition to limit global warming to 1.5°C

Eco-optimized offering



- We enable our customers to shift to a low-carbon future with our offering
- Konecranes has activities that qualify as environmentally sustainable according to the EU Taxonomy as per EU Regulation
- Taxonomy-eligible products were 14% of Konecranes' revenue in 2022 (more information in 2022 Annual Report)

UN Global Compact



- Signatory member of the UN Global Compact since 2010 and committed to UN Sustainable Development Goals
- Operating according to the ten principles to meet the fundamental responsibilities in the areas of human rights, labor, environment and anti-corruption

Sustainability ratings

MSCI
ESG Rating
2022⁽¹⁾



CDP
Climate
Change 2022



EcoVadis
Sustainability
rating 2022

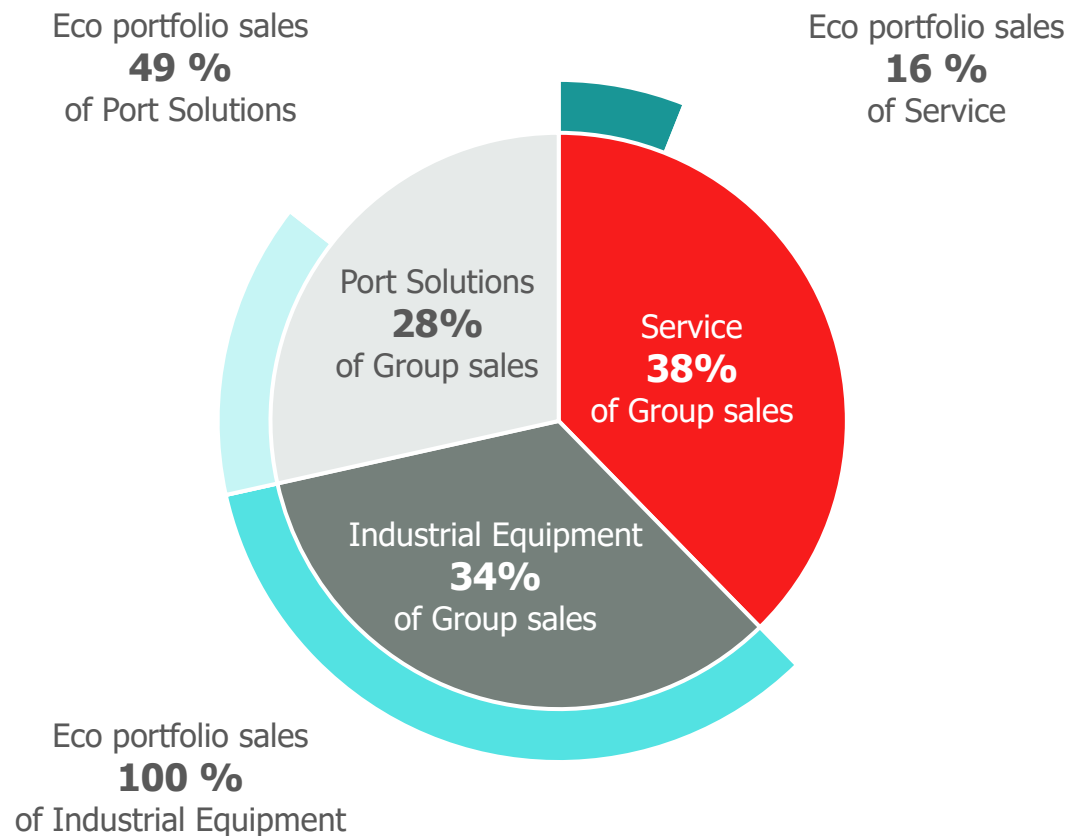


- Konecranes' sustainability work has been recognized with top ratings from distinguished sustainability rating providers
- Konecranes actively and regularly responds to questionnaires from rating providers such as MSCI ESG, CDP Climate Change, ISS ESG, EcoVadis, Vigeo Eiris, and Sustainalytics

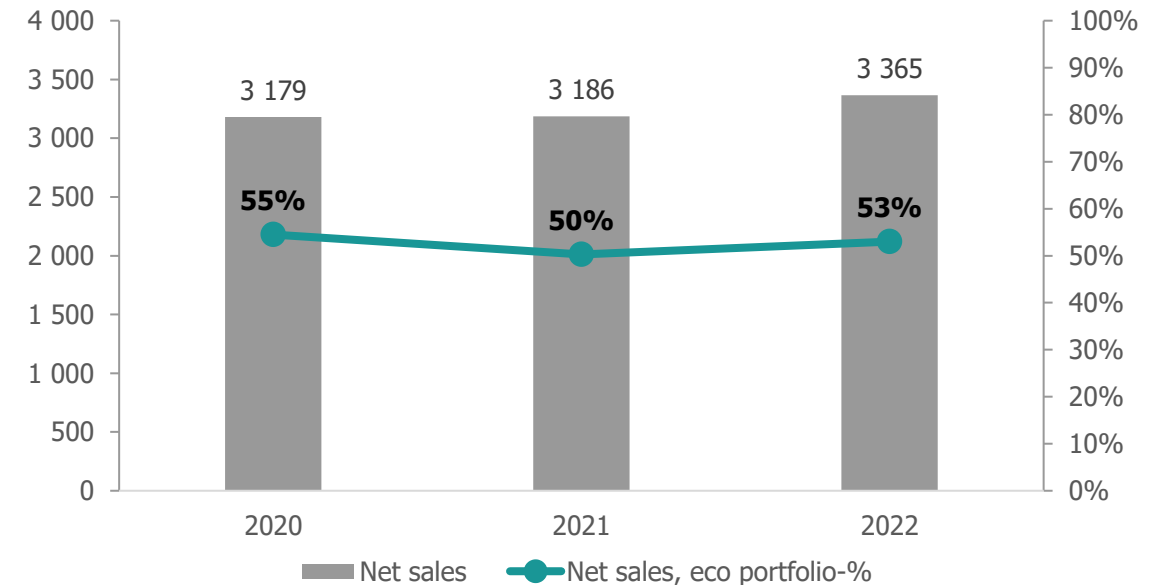
Note (1): The use by Konecranes of any MSCI ESG Research LLC or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of Konecranes by MSCI. MSCI services and data are the property 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.

Konecranes has a strong eco-efficient equipment offering combined with services to extend product lifecycles

Eco portfolio sales by segment, 1-12/2022⁽¹⁾⁽²⁾



Eco portfolio share of Group sales, %



Eco portfolio:

Fully electrified and hybrid equipment, as well as modernizations and retrofits

Note (1): For Service, the eco portfolio only includes modernizations and retrofits, although all maintenance work and spare parts aim at extending product lifecycle and increased resource-efficiency

Note (2): For Port Solutions, the eco portfolio share is impacted by sales mix and timing of project revenues



Konecranes as an
investment

Konecranes as an investment

1. Leader in technology

- Own key componentry: gears, motor and controls enable optimized design, smarter features and better reliability.
- Digitalized product offering for improved safety and productivity.
- Access to massive data streams and real-time connectivity enables preventive and predictive maintenance solutions for highest lifecycle value.

2. Strong market position in all Business Segments

- In Service, we are the market leader with our unique global service branch network and unmatched service offering. There is only limited global or regional competition in industrial crane maintenance.
- Our family of leading brands secures our position as the global market leader in industrial cranes.
- We rank #1–3 in the market in all product categories for ports and container terminals.

3. Attractive opportunities for growth

- Significant growth potential in Service with the expansion of Konecranes' unparalleled service offering to our own as well as third-party installed base.
- Cross-promotion through enhanced product offering for ports, now covering the full range of equipment, software, automation solutions and service.

4. Target for 11% Group adjusted EBITA margin

- Margin expansion driven by cost savings and efficiency improvements particularly in Business Segment Industrial Equipment.
- Improved operating leverage in Business Segments Service and Port Solutions.

5. Solid financial position and dividend

- Healthy balance sheet, providing a good base for long-term development and growth.
- In the past, Konecranes has either maintained or increased its dividend⁽¹⁾. The Board's dividend proposal of EUR 1.25 per share for the year.
- For the 2007–2022 period (including 2022 proposal), the average dividend pay-out ratio was 88 percent of earnings.

6. Strong long-term commitment to sustainability

- We make lifting and material handling more productive and sustainable and work for a decarbonized and circular world for our customers and society.
- We systematically focus on reducing our carbon footprint and charting emissions from our supply chain as well as from the products and solutions provided for our customers.
- We are committed to reaching the SBTi 1.5°C target. We reduce absolute Scope 1 and 2 emissions as well as emissions from purchased goods and services and use of sold products by 50% by 2030.

Note (1): Excluding the dividend of EUR 0.88 per share for 2020, which was in accordance with the Combination Agreement, as disclosed in the Merger Prospectus released in Dec-2020; the merger with Cargotec was cancelled in Mar-2022

Konecranes

CMD 2023

May 10, 2023
Helsinki



With many innovative solutions and a solid patent portfolio, we are a technology leader in our industry

Own in-house developed **Core of Lifting**...



GEARS



MOTORS



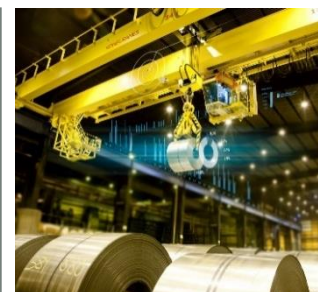
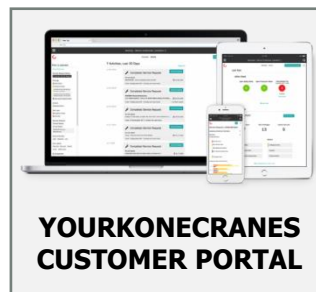
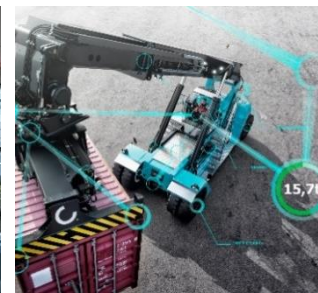
CONTROLS

...key componentry with optimized design, smarter features, better reliability...



...and used across the whole product range

Smart features & digitalized offering for improved safety and productivity



Access to massive data streams and real-time connectivity enables preventive and predictive maintenance solutions for highest lifecycle value

Konecranes Smart features



We have a strong market position in all of our three segments



Service

- Our **global branch network** is unique in the industry – there is **no global or regional competition** in industrial crane maintenance



Industrial Equipment

- Our **family of leading brands** secures our position as the **global market leader** in industrial cranes



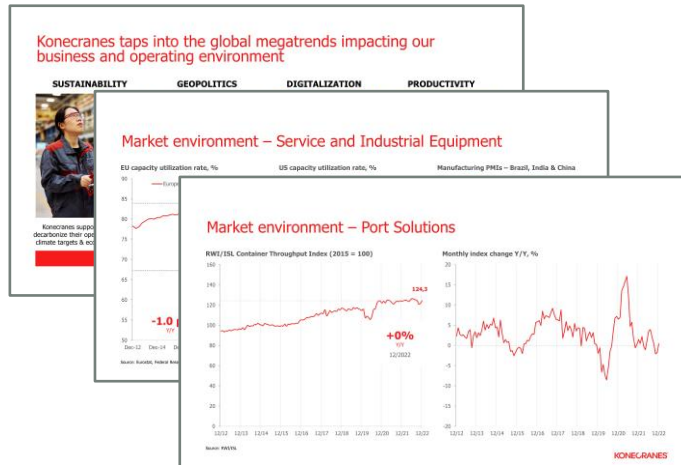
Port Solutions

- We rank market **number 1-3** in **all product categories** for port and container terminals

Illustrative competitive landscape

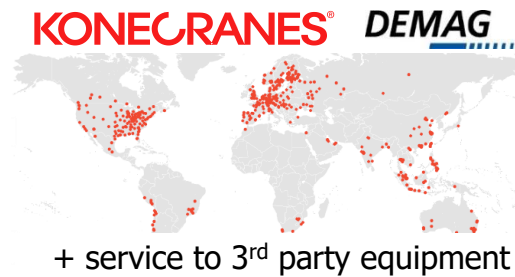
Company	Country	Industrial cranes	Port cranes	Lift trucks	Service
Columbus McKinnon	USA	●			●
Kito	Japan	●			
Abus Kransysteme	Germany	●			
GH	Spain	●			●
OMIS	Italy	●			●
Weihua	China	●			
ZPMC	China		●	●	●
Kalmar	Finland		●	●	●
Liebherr	Germany		●	●	●
Taylor	USA			●	
CVS Ferrari	Italy			●	
Mitsui E & S	Japan		●		
Kunz	Austria		●		
Hyster	USA			●	
Sany	China		●	●	

A global leader in industrial lifting, port solutions and crane maintenance



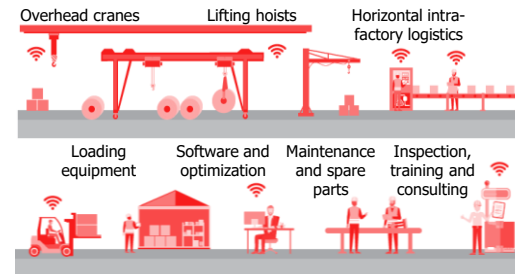
- Demand driven by market conditions in the industrial and container handling sectors
- New equipment investments to expand capacity or replace old existing equipment
- New investments are cyclical and depend on the industry's economic environment
- Increasing demand for higher productivity, safety and eco-efficiency presents growth opportunities for new equipment sales

Service



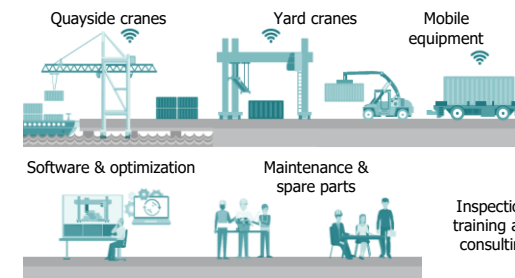
- Significant growth potential in Service with the expansion of Konecranes' unparalleled service offering to our own as well as third-party installed base
- Objective of Service is to improve the safety and productivity of its customers' operations, especially through digitalisation

Industrial Equipment



- Deep industry knowledge, technology leadership with digital controls, software and automation combined with strong brands and high quality position Konecranes as the leader in industrial cranes globally
- Industry benchmark light lifting systems and further expansion into the broader material flow provide attractive opportunities

Port Solutions

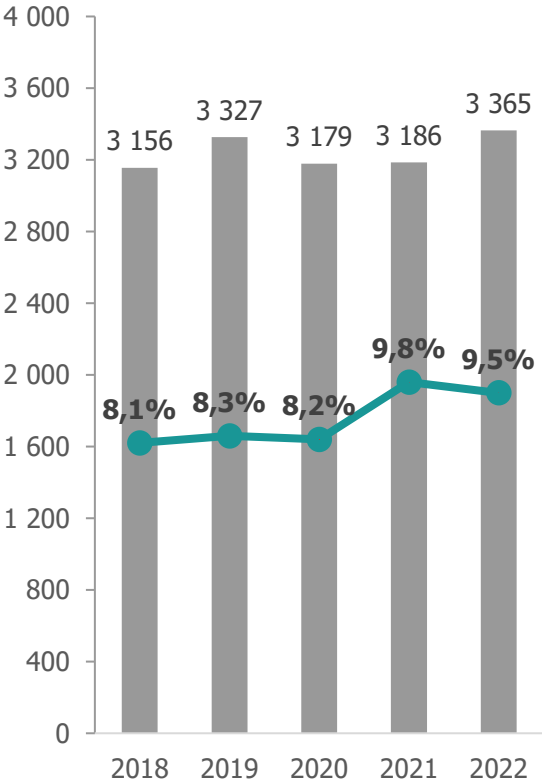


- Cross-promotion through enhanced product offering for ports, now covering the full range of equipment, software, automation solutions and service
- Automated equipment increase productivity and predictability, while software-based intelligence optimises container throughput and the operations of entire container terminals

Target for 11% Group adjusted EBITA margin

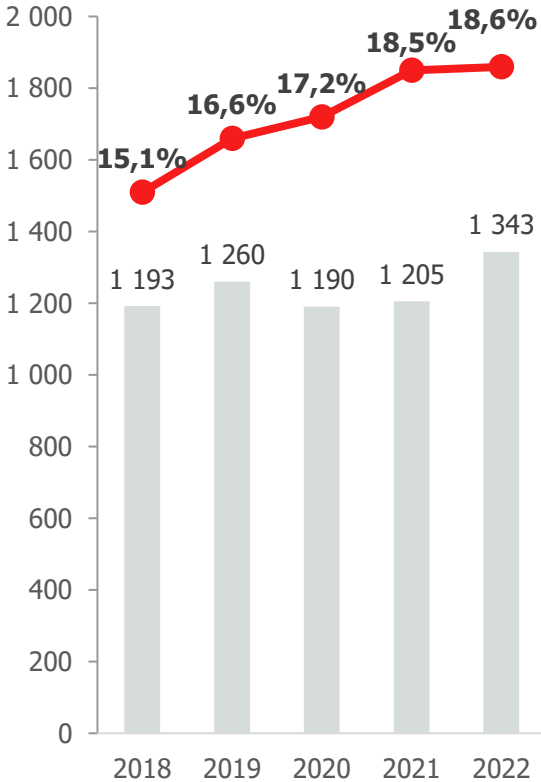
Group

Net sales, MEUR and adj. EBITA-%



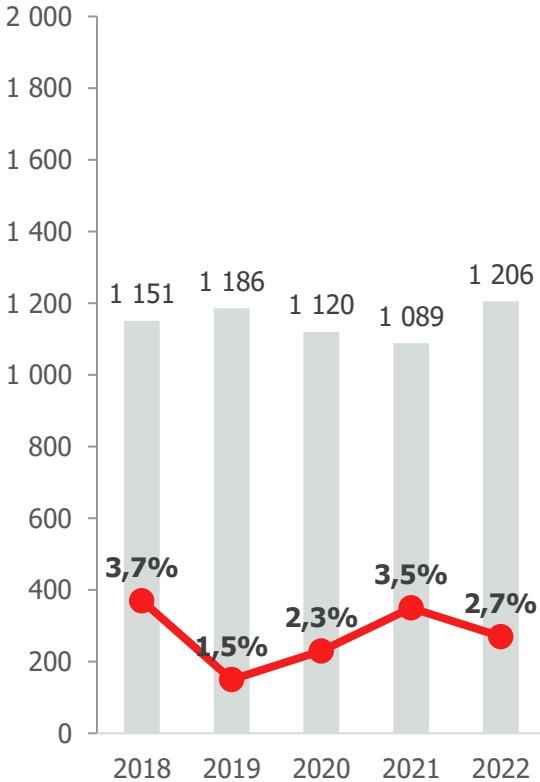
Service

Net sales, MEUR and adj. EBITA-%



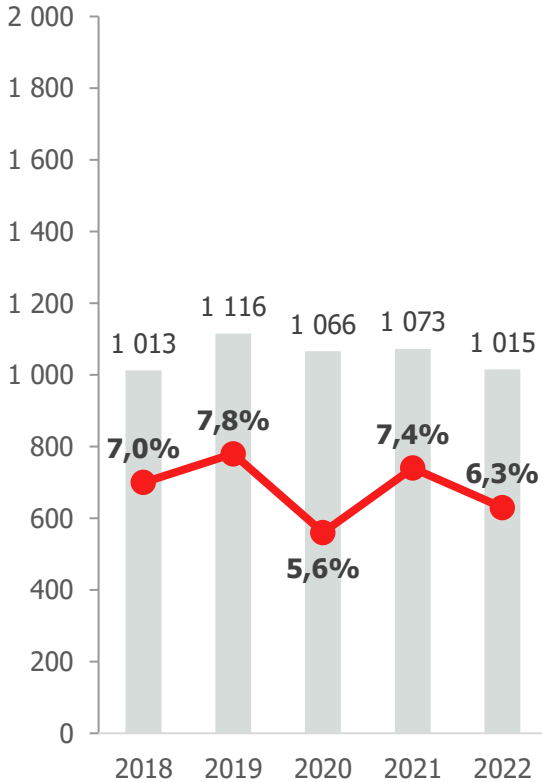
Industrial Equipment

Net sales, MEUR and adj. EBITA-%



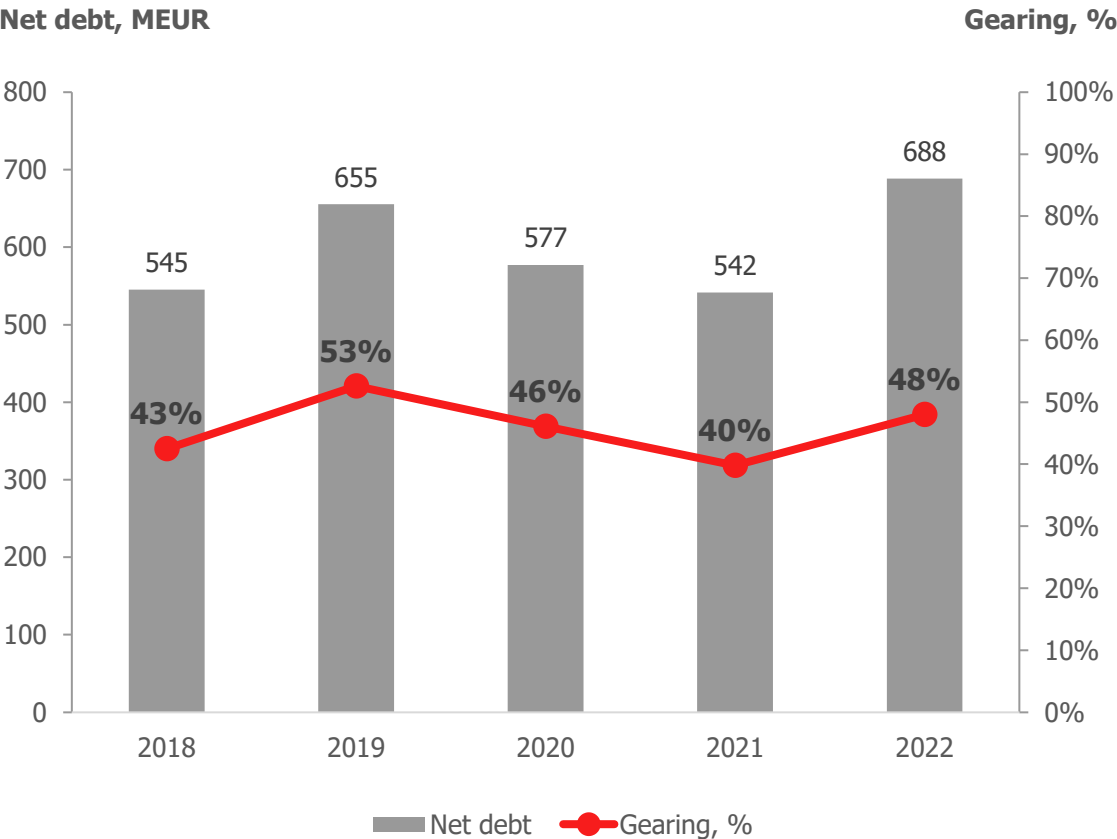
Port Solutions

Net sales, MEUR and adj. EBITA-%

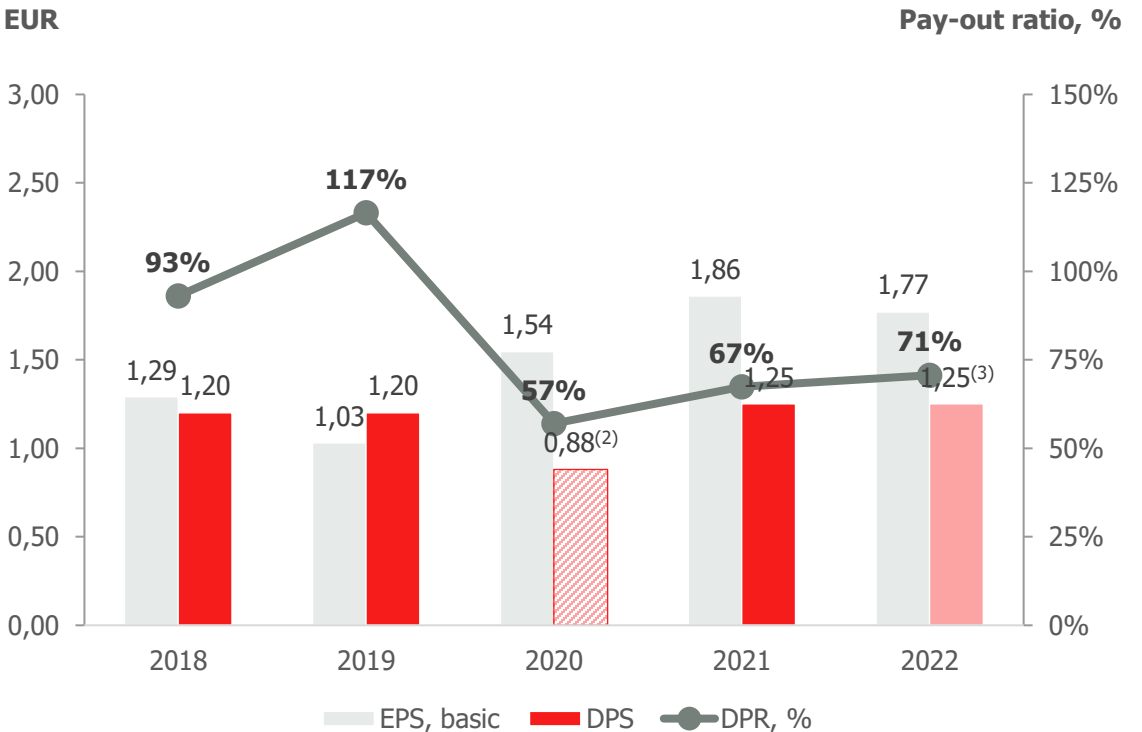


A healthy balance sheet enabling long-term development & growth, and Konecranes has a strong dividend track record

Balance sheet figures



Earnings & dividend per share



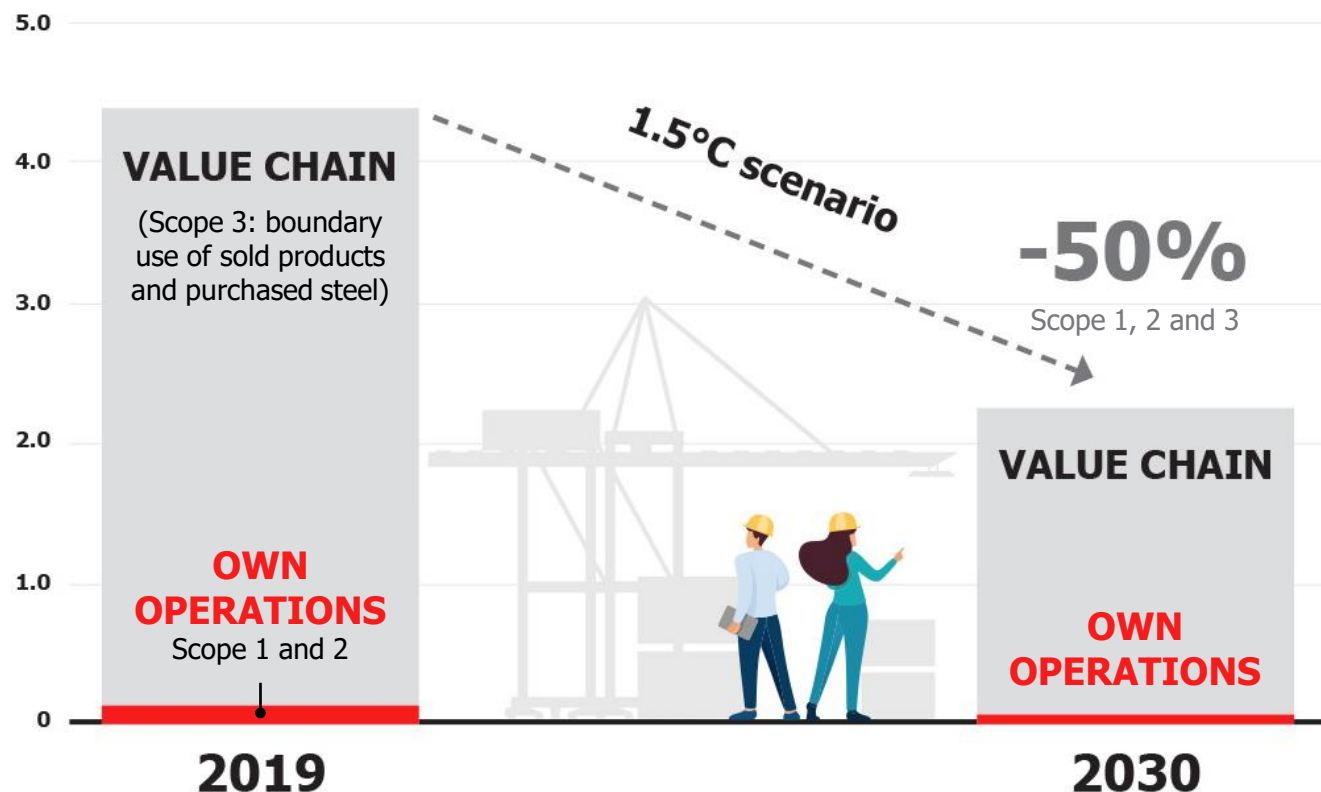
**Konecranes has always maintained or increased its dividend⁽¹⁾.
For 2007–2022, the average dividend pay-out ratio was 88%⁽³⁾.**

Note (1): Excluding the dividend of EUR 0.88 per share for 2020
Note (2): For 2020, the dividend was in accordance with the Combination Agreement, the planned merger with Cargotec was cancelled in Mar-2022
Note (3): Board of Directors' dividend proposal for 2022, average dividend pay-out ratio including 2022 proposal

Strong long-term commitment to sustainability – we work for a decarbonized and circular world for customers & society

New climate targets aligned with limiting global warming to 1.5° C

Million tons of CO₂e



Focus of pathway activities

Introducing new technological innovations to reduce dependency on fossil fuels

Applying smart product design focusing on energy efficiency, durability and maintainability

Optimizing material flows with automation and digital solutions

Purchasing steel from suppliers with minimum emissions

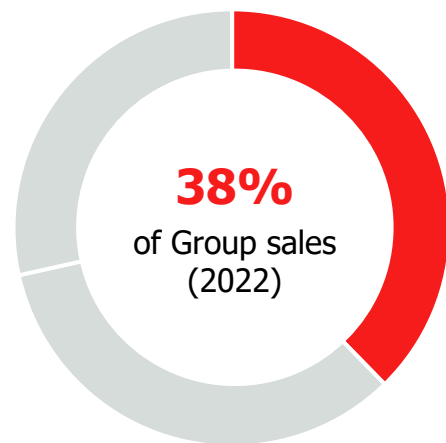
Investing in renewable electricity and energy efficiency in own operations

Note: All Konecranes' sustainability targets are listed on Konecranes' Investors website: <https://investors.konecranes.com/sustainability> and in the Sustainability Report



Segment overviews

Service in brief



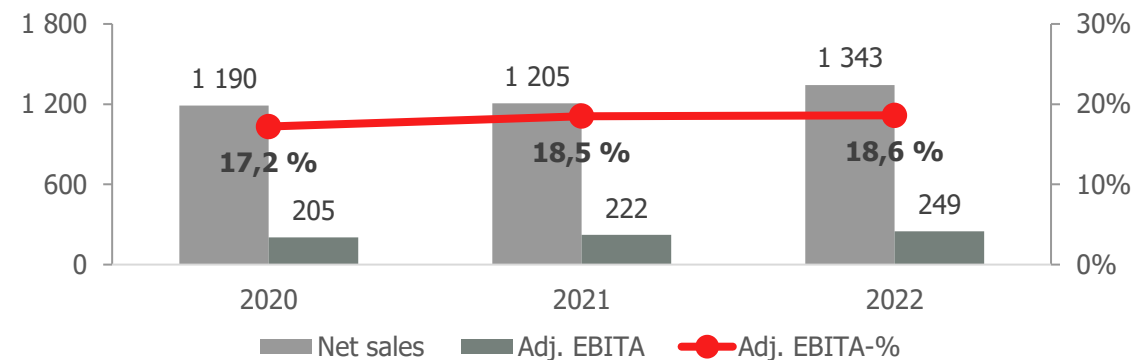
7,802
employees (end of Q4 2022)

1,343.3
net sales, MEUR (2022)

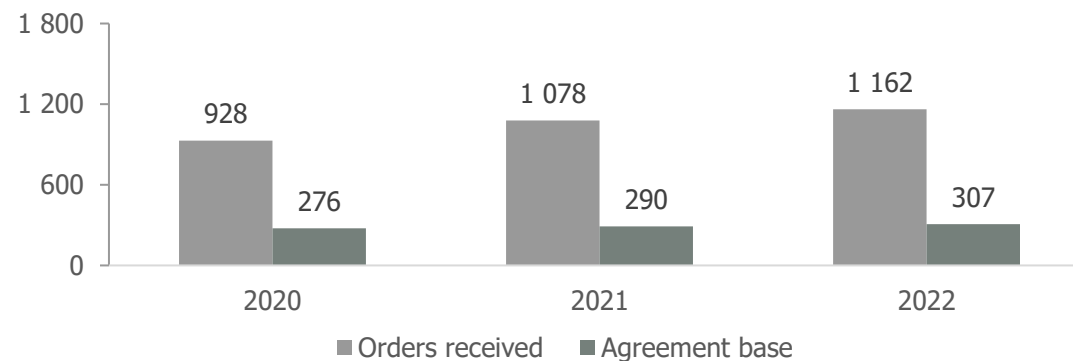
18.6%
adj. EBITA margin (2022)

- Konecranes is a market leader in crane service with one of the world's most extensive service networks
- Service provides industry-leading maintenance services for all types and makes of industrial cranes and hoists
- Our objective is to improve the safety, productivity and sustainability of our customers' operations
- Lifecycle Care is our comprehensive and systematic approach to managing customer assets; we connect data, machines and people to deliver a digitally-enabled customer experience in real time

Key financials, MEUR



Orders received and agreement base, MEUR



Service offering – improving safety and productivity in Real Time



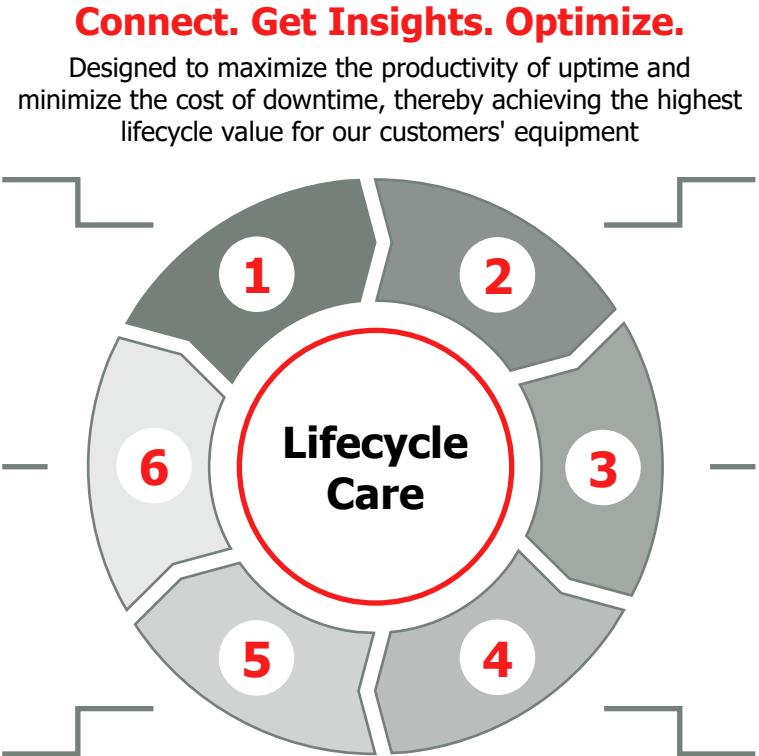
**Inspections
&
Preventive
Maintenance**



**New
equipment
&
Spare parts**



**Modernization
services**



**Predictive
Maintenance
&
Remote
Monitoring**



**Corrective
maintenance
&
Retrofits**

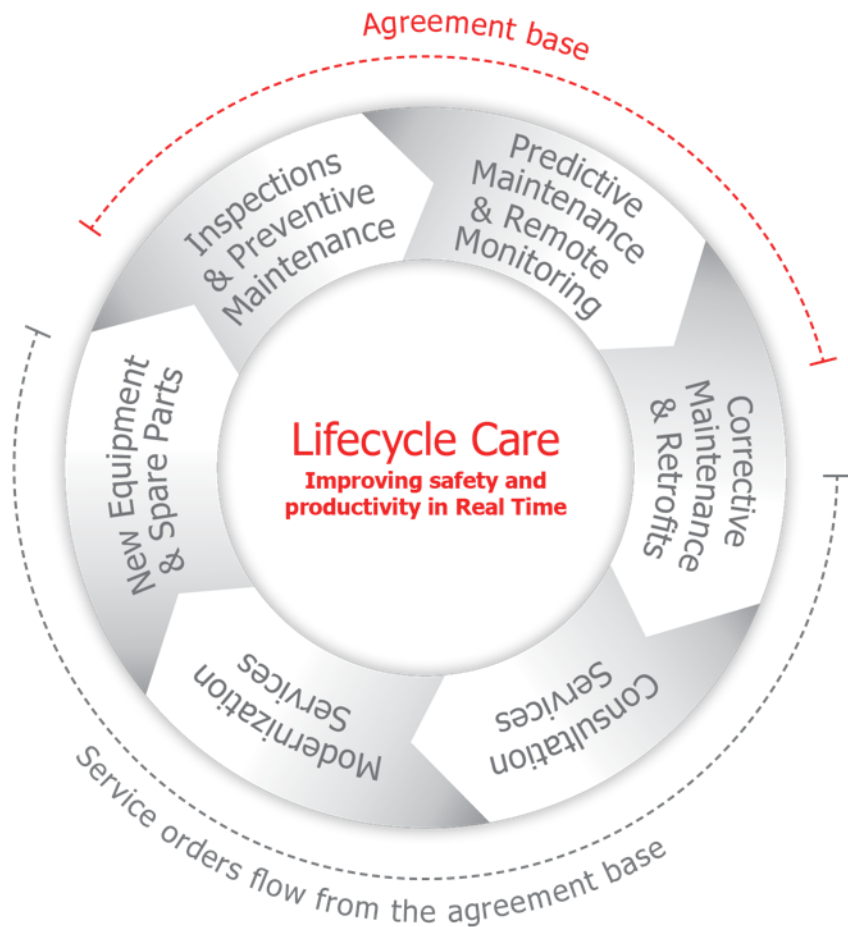


**Consultation
services**



Digital tools for smart service
yourKONECRANES customer portal, CheckApp for Daily Inspections,
TRUCONNECT Remote Monitoring, Konecranes STORE

Service business model – managing assets throughout the lifecycle



~20%
of sales

Inspections, Preventive Maintenance, Predictive Maintenance
Agreement Sales, Inside Sales
New business development and renewals
Lead generation



~30%
of sales

Corrective Maintenance
Inspector, Technician, Inside Sales
Advice based on findings and condition monitoring – speed
Lead generation



~25%
of sales

Retrofits, Consultation Services, Mods, Lifting Equipment
Service Sales, Inside Sales
Consultative selling, analytics driven lead generation



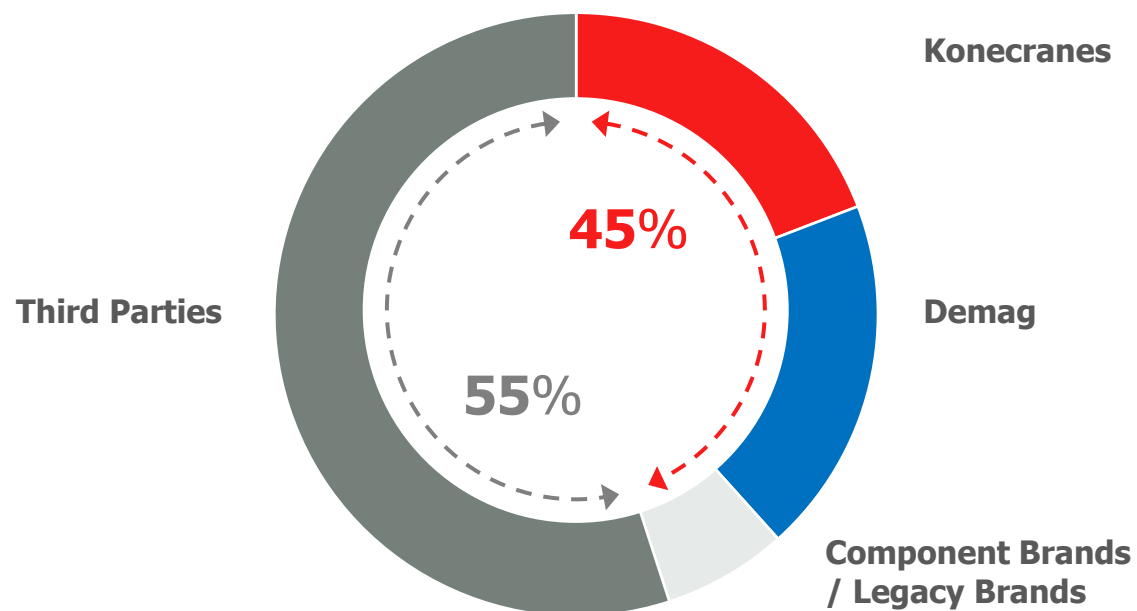
~25%
of sales*

Spare Parts & Accessories
Inside Sales, eCommerce
Transactional, convenient

* Includes all channels (direct & indirect)

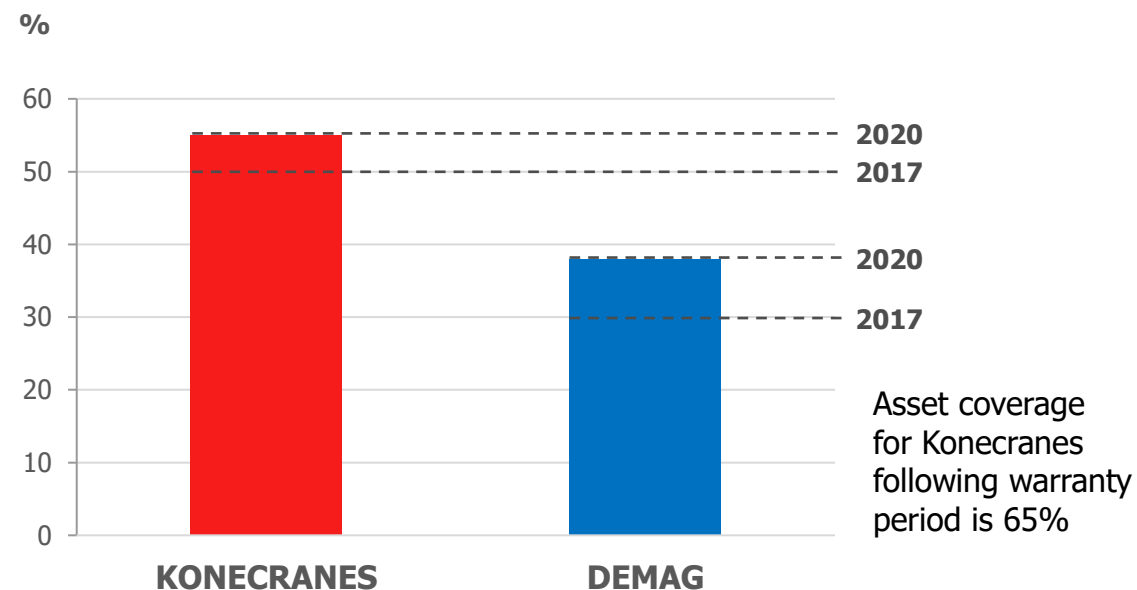
Agreement base breakdown by hoist brand and coverage ratios by asset brand

Agreement base / breakdown by hoist brand



- Approximately 45% of the hoisting machinery in our agreement base was manufactured by the Konecranes Group; the other 55% by third parties.
- Hoists can be replaced when they reach the end of their service life or even before then in order to improve safety, productivity and sustainability and/or reduce maintenance costs.

Agreement base / asset coverage by asset (crane) brand



- Coverage is based on the estimated asset installed base in operation.
- 1KC asset definition is applied. Asset generally refers to the crane: industrial crane, light crane system, jib crane, etc.
- A single asset may have multiple hoists. Hoists have a much shorter life than the crane (structure). Hoists may be replaced several times over the life of the crane.

Digitally enabled customer experience / ecosystem



Crane owners

yourKONECRANES portal
eCommerce STORE
Alerts and notifications
Voice of Customer



TRUCONNECT Remote Monitoring

Condition, usage & operating data



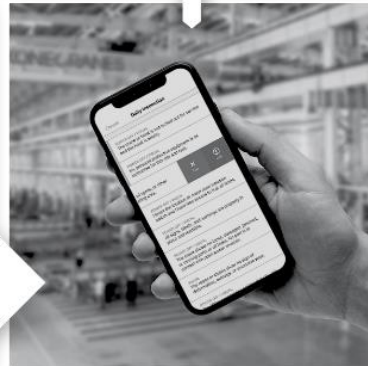
AI, machine learning, RPA, predictive engines

Customer, asset,
maintenance,
condition & operating data



Crane operators

CheckApp pre-shift
inspections
Slings and Accessories
Inspection data



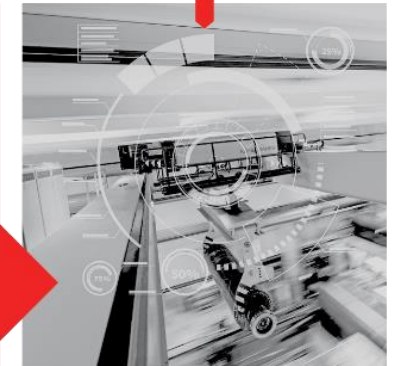
Inspectors & technicians

Mobility apps
Inspection, maintenance
and asset data

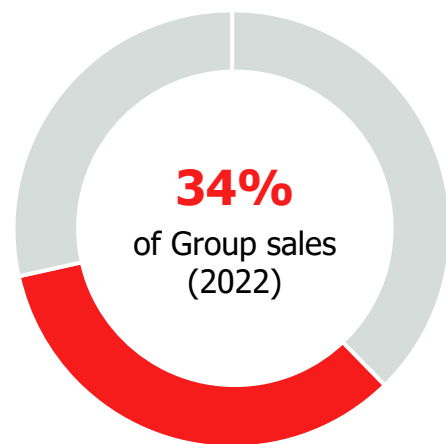


Sales, planning, technical support

CRM / FSM / ERP
Analytics and reporting



Industrial Equipment in brief



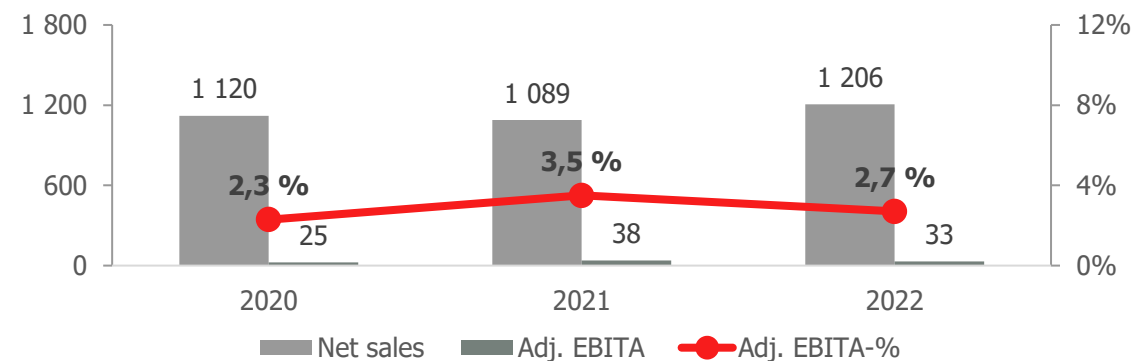
5,529
employees (end of Q4 2022)

1,205.6
net sales, MEUR (2022)

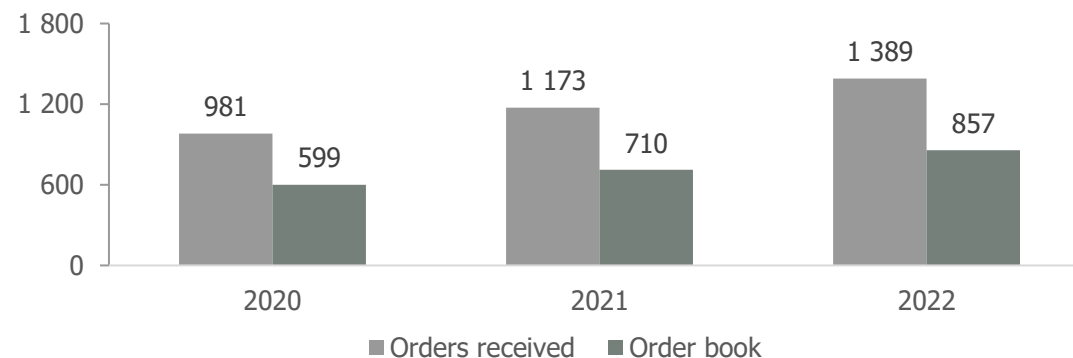
2.7%
adj. EBITA margin (2022)

- Konecranes is one of the world's largest suppliers of industrial cranes and wire rope hoists and a technology leader with digital controls, software and automation
- Industrial Equipment offers hoists, cranes and material handling solutions for a wide range of customers from General Manufacturing to various kinds of process industries like Waste-to-Energy, Paper and Forest, Automotive and Metals Production
- Products are marketed through a multi-brand portfolio

Key financials, MEUR



Orders received and order book, MEUR



Industrial Equipment offering – leading provider of industrial cranes

Components



DEMAG **R&M** **SWF** **VERLINDE** **donati**

Hoists

(Wire rope hoist, electric chain hoist and winches)



Core of Lifting

(Gears, Motors, Controls)



Crane kit packages



Other components



Standard Cranes



Overhead cranes

(Configured-to-order, CTO)



Light crane systems / Workstation lifting systems

(workstation cranes, electric chain hoists, jib cranes)



Products for hazardous environments




Other industrial products




mlhe **DEMAG**

Process Cranes


(Engineered-to-order)




Waste-to-energy & Biomass




Automotive



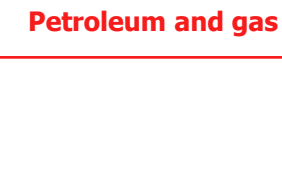
Power & Nuclear




Paper & forest



Petroleum and gas



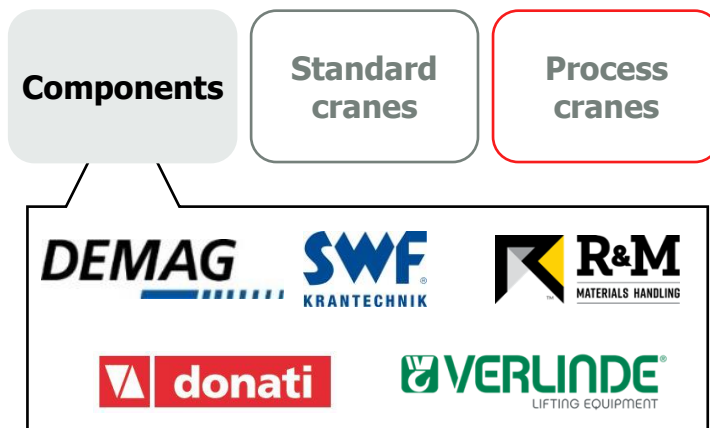
Metals production



Go-to-Market model with two channels and a multi-brand portfolio

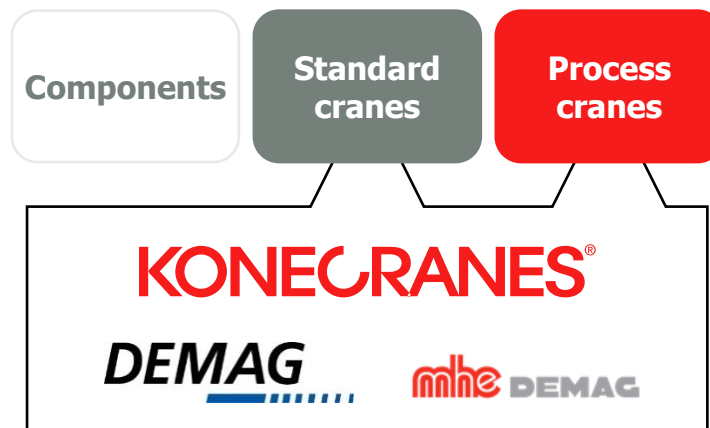
INDIRECT CHANNEL

Mainly independent crane builders & distributors



DIRECT CHANNEL

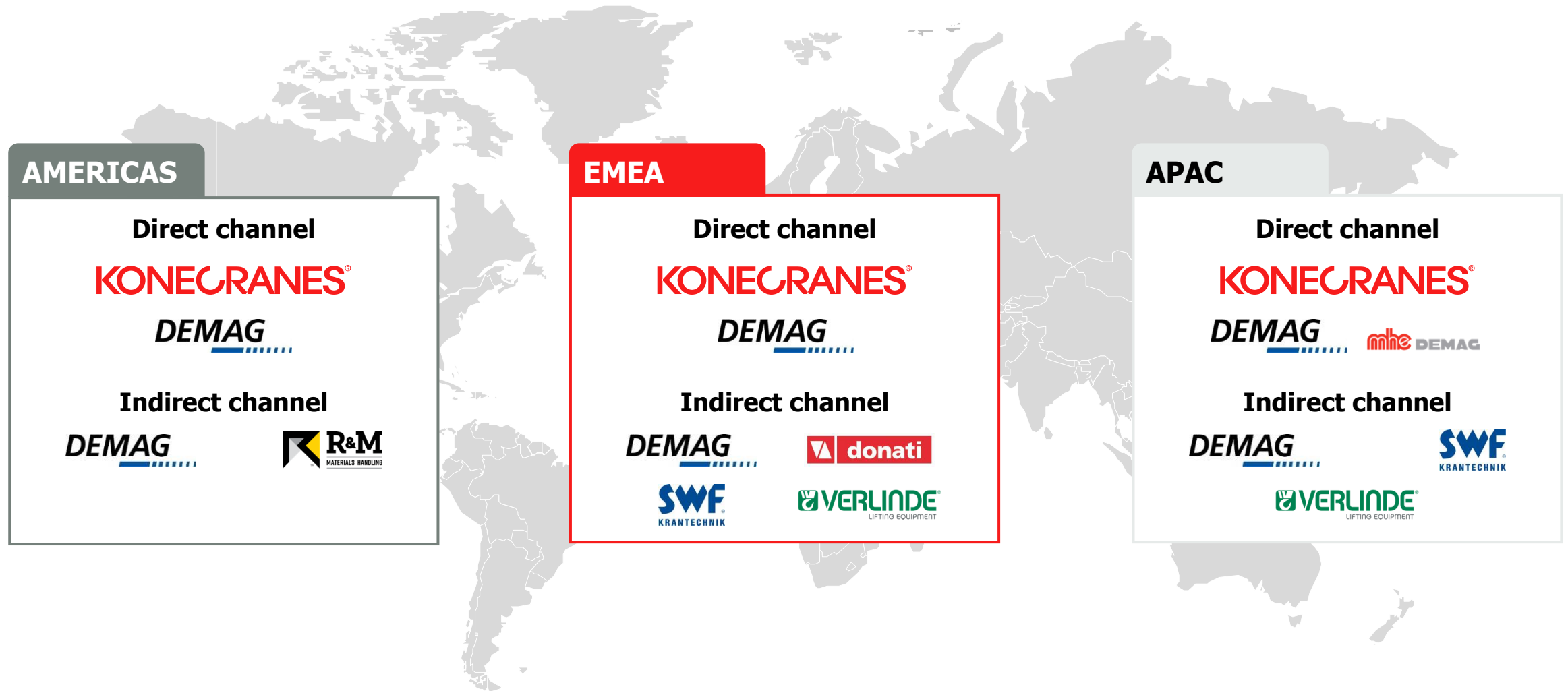
End customers



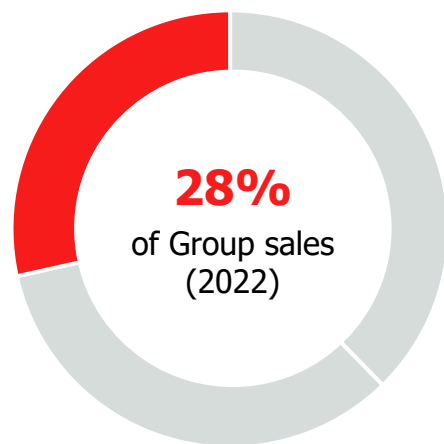
- Industrial Equipment consists of three businesses: Components, Standard cranes, and Process cranes
- On average, in the long-term and over the cycle, Industrial Equipment's sales split has typically been approximately:
 - Components business around 25-30%
 - Standard cranes business around 50%
 - Process cranes business around 20-25%

Scale benefits in operations & production

Global presence with strong portfolio of leading industrial crane brands



Port Solutions in brief



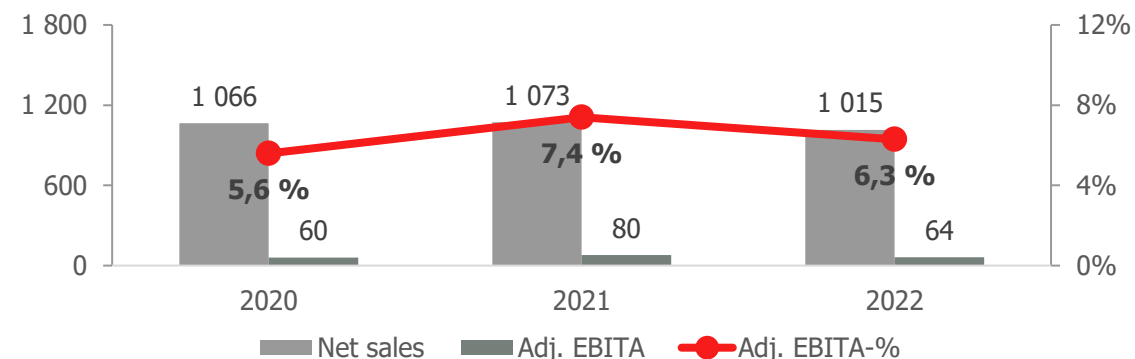
3,102
employees (end of Q4 2022)

1,015.0
net sales, MEUR (2022)

6.3%
adj. EBITA margin (2022)

- Konecranes is a market leader in all product categories for ports and container terminals
- Port Solutions offers a full range of manned and fully automated container cranes, mobile harbor cranes, manned and fully automated straddle carriers, heavy-duty lift trucks, and automated guided vehicles
- The offering also comprises a complete array of shipyard cranes and Terminal Operating System (TOS) and Equipment Control System (ECS) software, optimizing operations of entire container terminals
- In 2022, the service share of Port Solutions' sales was 22% (226.1 MEUR)

Key financials, MEUR



Orders received and agreement base, MEUR



Port Solutions offering – full and complementary offering for container handling...

Port Services



Service & maintenance, inspections, spare parts, modernizations, retrofits, training, digital services

Lift Trucks



Forklift Trucks
(FLT)



Reach Stackers
(RS)



Container Handlers
(Laden/LCH & Empty/ECH)

Container Handling Equipment



Ship-To-Shore cranes
(STS)



Mobile Harbour Cranes
(MHC)



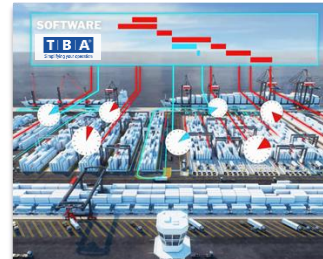
Shipyard Cranes



Goliath Gantry Crane

Shipyard Cranes

Software



Terminal Operating System, Equipment Control System
(TOS, ECS)

Automated equipment



Automated RTG & RMG System
(ARTG, ARMG/ASC)



AGVs & A-TTs



Straddle Carriers
(SC, A-STRAD)



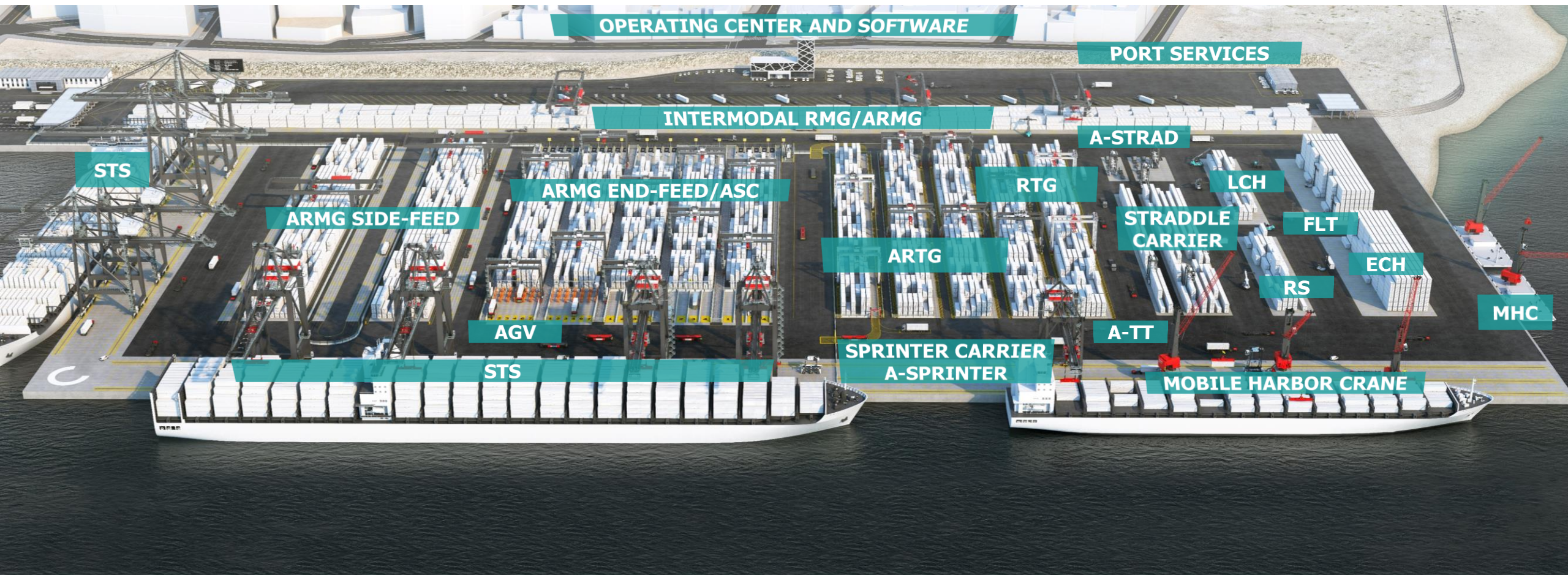
Sprinter Carriers
(SPC, A-SPRINTER)



Rail Mounted & Rubber Tired Gantry Cranes
(RMG, RTG)

...covering equipment, automation solutions, software and services

PS offering video ▶ YouTube



The complete solution for the Path to Port Automation lifting terminals to higher productivity and efficiency

Konecranes Software

In-house software
(TOS & ECS)



Terminal Operating System (TOS)

Equipment Control System (ECS)

Remote operation at any stage

Konecranes Path to Port Automation

Konecranes Equipment

Software agnostic equipment

1. Manual operation



Smart features increasingly as standard in new Konecranes equipment - as retrofits to Konecranes or 3rd party equipment

2. Smart features

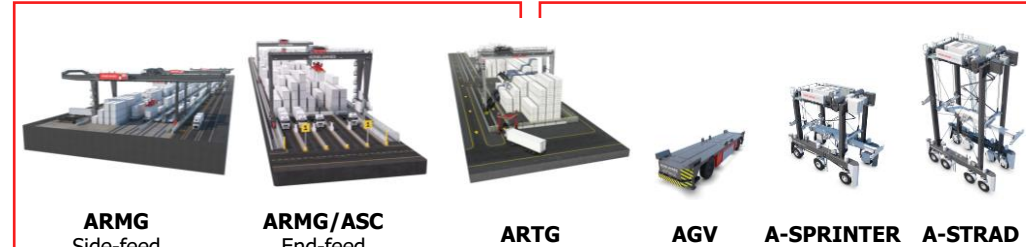


Horizontal

Yard

Quay

3. Supervised operation



ARMG
Side-feed

ARMG/ASC
End-feed

ARTG

AGV

A-SPRINTER

A-STRAD

4. Automated operation

Konecranes offering

Equipment

- Full & complementary portfolio with smart features and connectivity for all terminal sizes and stages
- Automated & manual options, automation growth path
- Container terminal, intermodal, shipyard and bulk

Services

- Field service & maintenance, inspections, and spare parts
- Digital tools & services, remote monitoring
- Modernizations, Retrofits & upgrades (incl. EcoLifting, Automation, remote operations, Smart features)

Software

- Improving the operations of ports, terminals and warehouses
- Terminal Operating System (TOS), Equipment Control System (ECS), remote operations

A comprehensive fully-electric offering and Path to Ecolifting & retrofits to increase efficiency and lower emissions

Ecolifting
video ▶ YouTube

Path to Ecolifting & equipment offering		1. Optimized diesel drives	2. Hybrid drives	3. Fully-electric drives
Quayside				
STS				External power
MHC	KONECRANES [®] ecolifting			External power
Container yard				
RTG	KONECRANES [®] ecolifting			External power/battery
ARTG	KONECRANES [®] ecolifting			External power
RMG				External power
ASC/ARMG				External power
Horizontal transport				
(A)Straddle	KONECRANES [®] ecolifting			Battery
(A)Sprinter	KONECRANES [®] ecolifting			
AGV	KONECRANES [®] ecolifting			Battery
Lift trucks				
Forklift	KONECRANES [®] ecolifting			Battery
RS	KONECRANES [®] ecolifting			
LCH/ECH	KONECRANES [®] ecolifting			

Standard offering Feasible to develop

Equipment examples with fully-electric drive
(external power supply with direct connection to power grid)



Fully-electric MHC (cable reel)



Fully-electric ASC/ARMG (cable reel)



Fully-electric & Hybrid RTG (busbar)



Fully-electric ARTG (cable reel)



Fully-electric AGV (Li-ion)



Fully-electric E-VER forklift (Li-ion)

Appendix



Konecranes at a glance

Key figures, 2022	Konecranes Group	Service	Industrial Equipment	Port Solutions	Eliminations / Group
Orders received	3,928.9 MEUR	1,161.9 MEUR	1,389.2 MEUR	1,639.5 MEUR	-261.6 MEUR
Order book	2,901.7 MEUR	445.5 MEUR	857.2 MEUR	1,599.0 MEUR	
Net sales	3,364.8 MEUR	1,343.3 MEUR	1,205.6 MEUR	1,015.0 MEUR	-199.2 MEUR
Adj. EBITA	318.4 MEUR	249.4 MEUR	32.5 MEUR	63.5 MEUR	-27.0 MEUR
Adj. EBITA margin	9.5%	18.6%	2.7%	6.3%	
Personnel (end of Q4 2022)	16,522	7,802	5,529	3,102	89

Konecranes Board of Directors

Christoph Vitzthum

Chairman of the Board



Pasi Laine

Vice Chairman of the Board



Pauli Anttila

Member of the Board



Janina Kugel

Member of the Board



Ulf Liljedahl

Member of the Board



Niko Mokka

Member of the Board



Per Vegard Nerseth

Member of the Board



Päivi Rekonen

Member of the Board



Helene Svahn

Member of the Board



Sami Piittisjärvi

Member of the Board



Konecranes Board of Directors

10

Board members

70%

independent

30%

women

Audit & HR

Committees

Board independence

- All Board members with the exception of Niko Mokkila and Pauli Anttila are deemed to be independent of the Company's significant shareholders
- Niko Mokkila is deemed not to be independent of a significant shareholder of the Company based on his current position as Managing Director at Hartwall Capital Oy Ab
- Pauli Anttila is deemed not to be independent of a significant shareholder of the Company based on his current position as Investment Director and Member of the Management Team at Solidium Oy
- All Board members with the exception of Sami Piittisjärvi are deemed to be independent of the Company
- Sami Piittisjärvi is deemed not to be independent of the Company due to his current position as an employee of Konecranes

Konecranes Leadership Team

Anders Svensson

President and CEO



Teo Ottola

CFO,
Deputy CEO



Fabio Fiorino

Executive Vice President,
Industrial Service and Equipment



Mika Mahlberg

Executive Vice President,
Port Solutions



Juha Pankakoski

Executive Vice President,
Technologies



Anneli Karkovirta

Senior Vice President,
People and Culture



Sirpa Poitsalo

Senior Vice President,
General Counsel



Topi Tiitola

Senior Vice President, Integration
and Project Management



8

Konecranes Leadership
Team members

25%

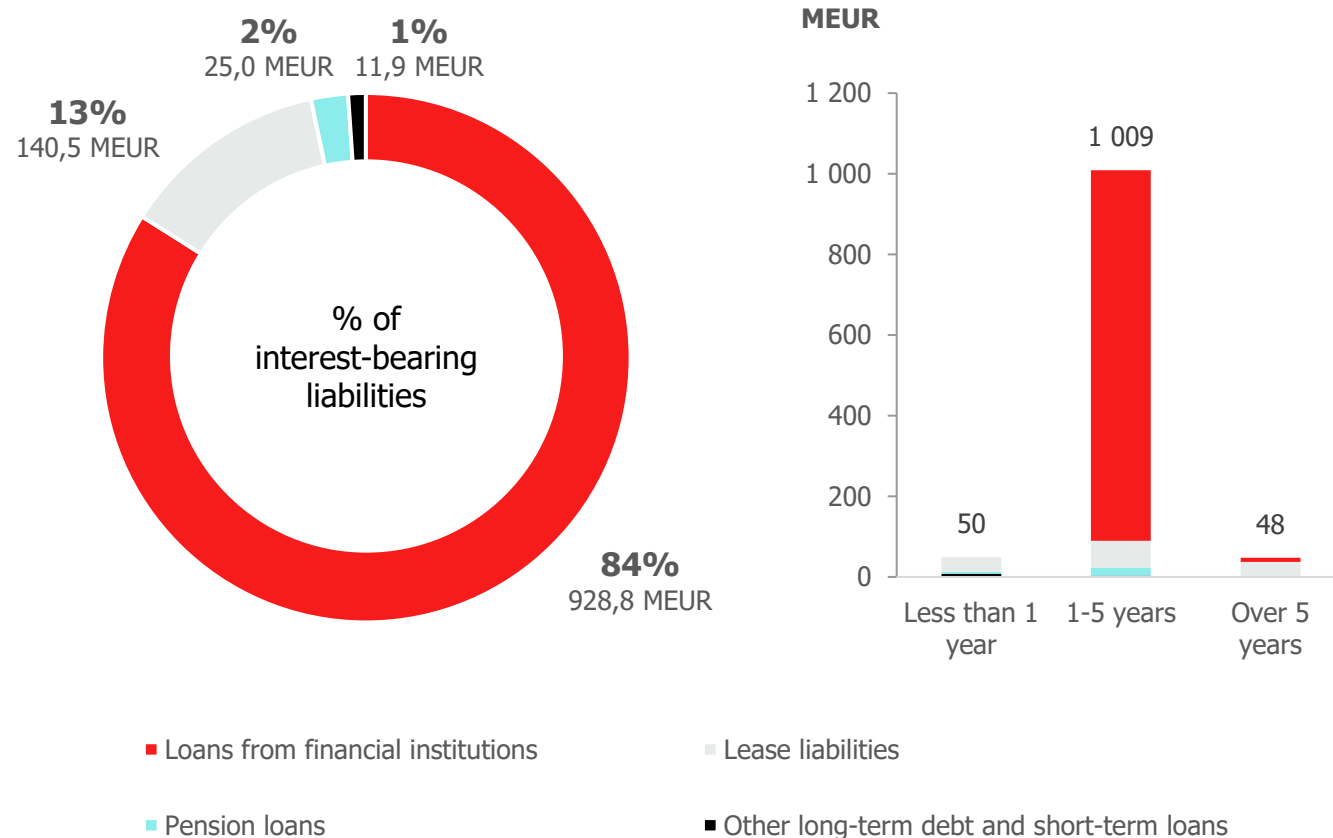
women

3

different nationalities

Group interest-bearing liabilities and net debt

Structure and maturity profile of interest-bearing liabilities (Dec 31, 2022)

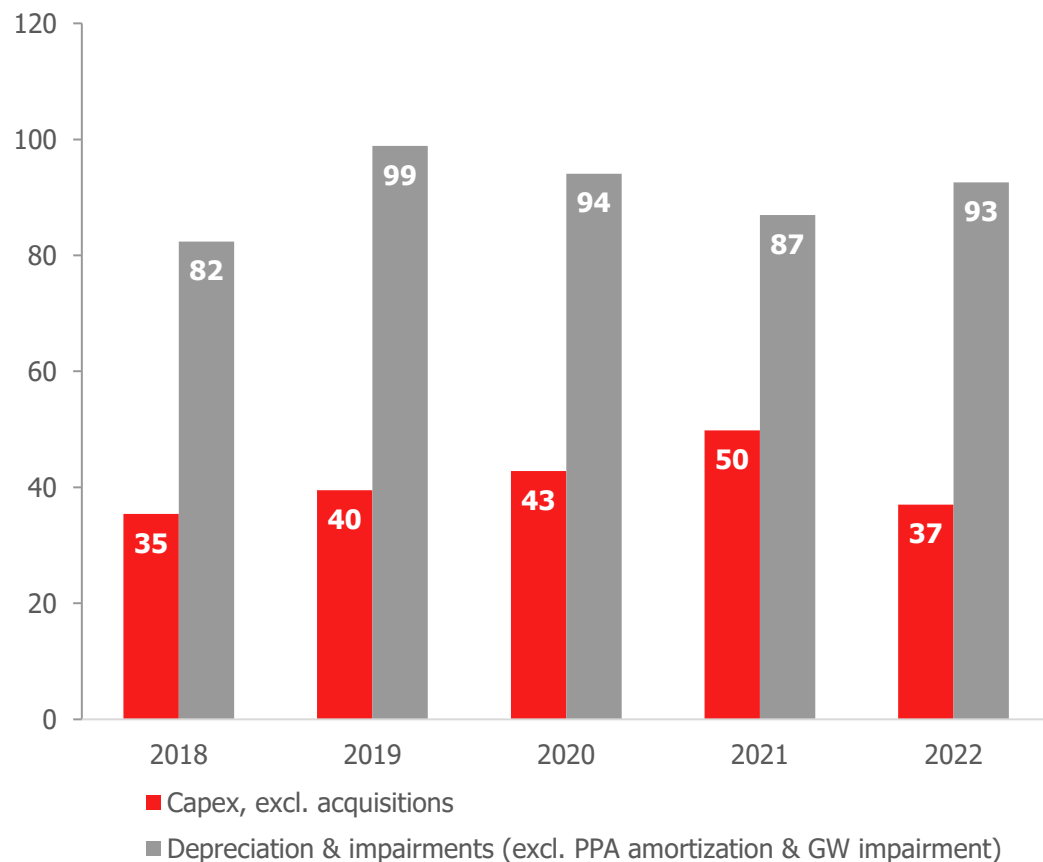


Interest-bearing net debt (Dec 31, 2022)

EUR million	31 Dec 2022	31 Dec 2021
Non current interest bearing liabilities	1,056.4	447.1
Current interest bearing liabilities	49.8	418.0
Interest-bearing liabilities	1,106.2	865.1
Loans receivable	-3.9	-2.8
Cash and cash equivalents	-413.9	-320.7
Interest-bearing net debt	688.4	541.6

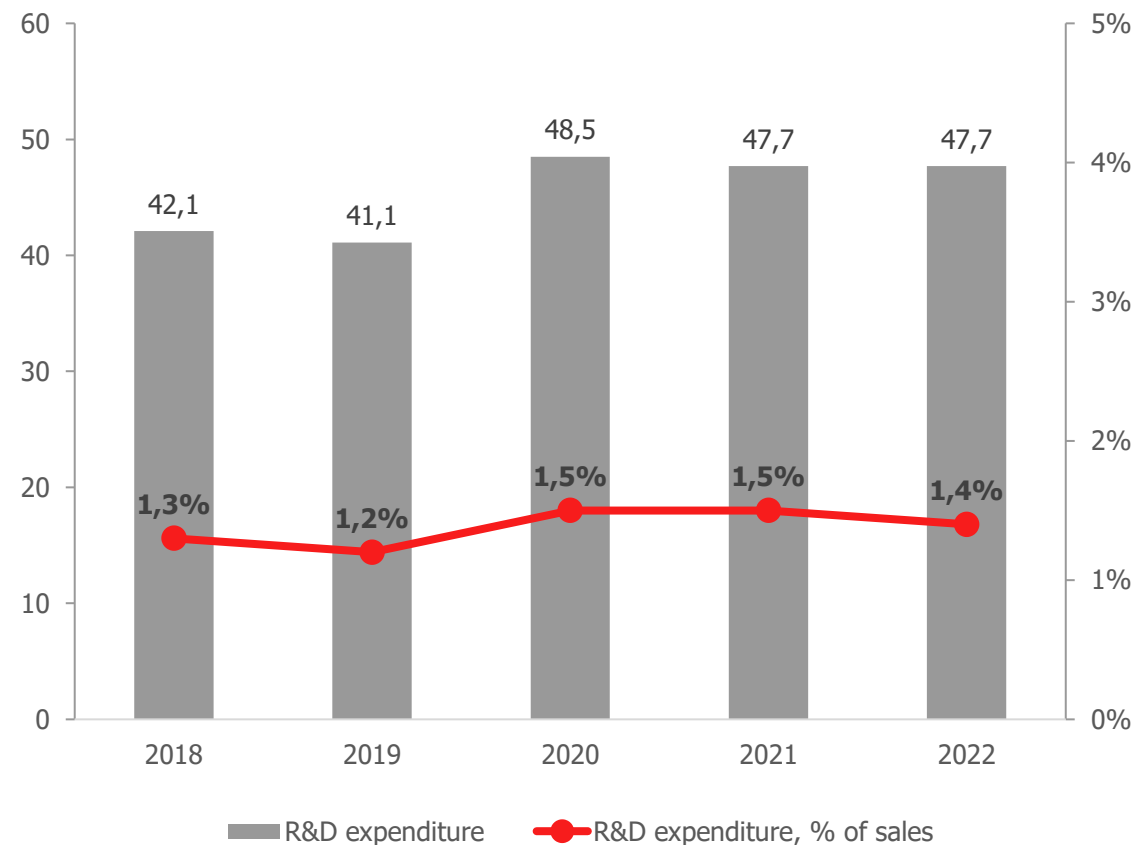
Capital expenditure, depreciation and R&D expenditure

Capital expenditure and depreciation, MEUR⁽¹⁾



Research and development, MEUR

% of sales

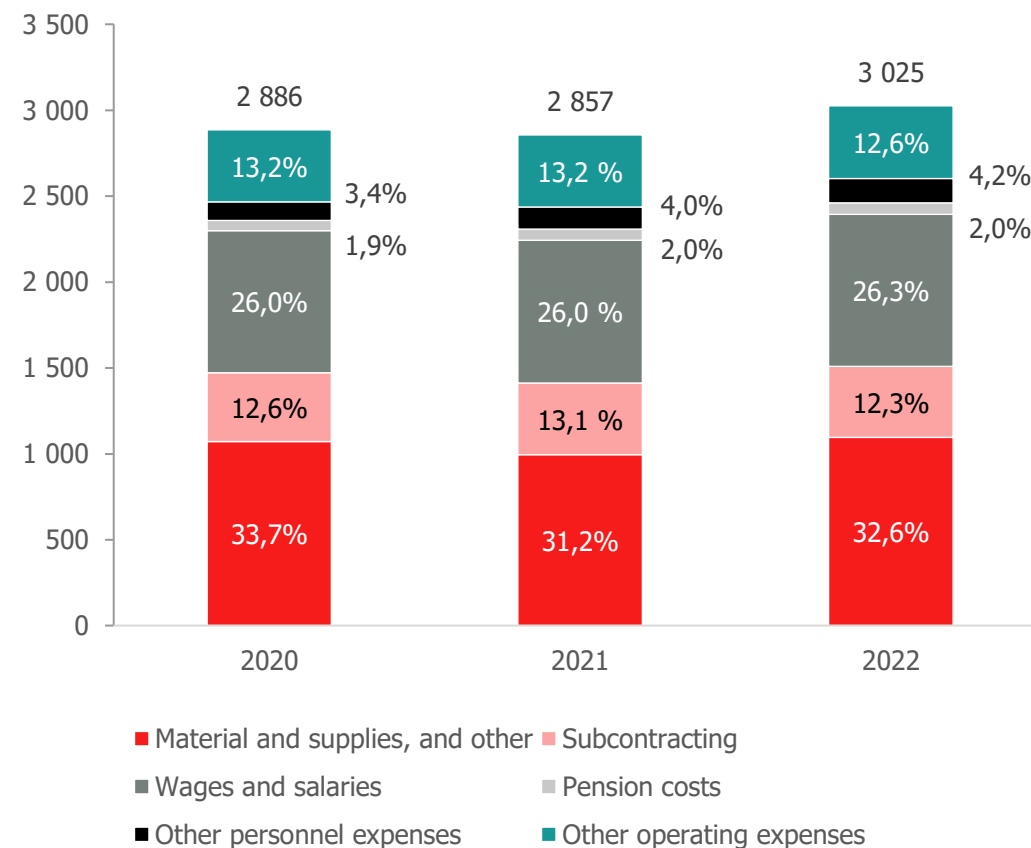


Note (1): The implementation of IFRS 16 Leases standard in the beginning of 2019 had an impact of approximately 31 MEUR for the year 2019, the figures for earlier periods have not been restated

Operating expenses

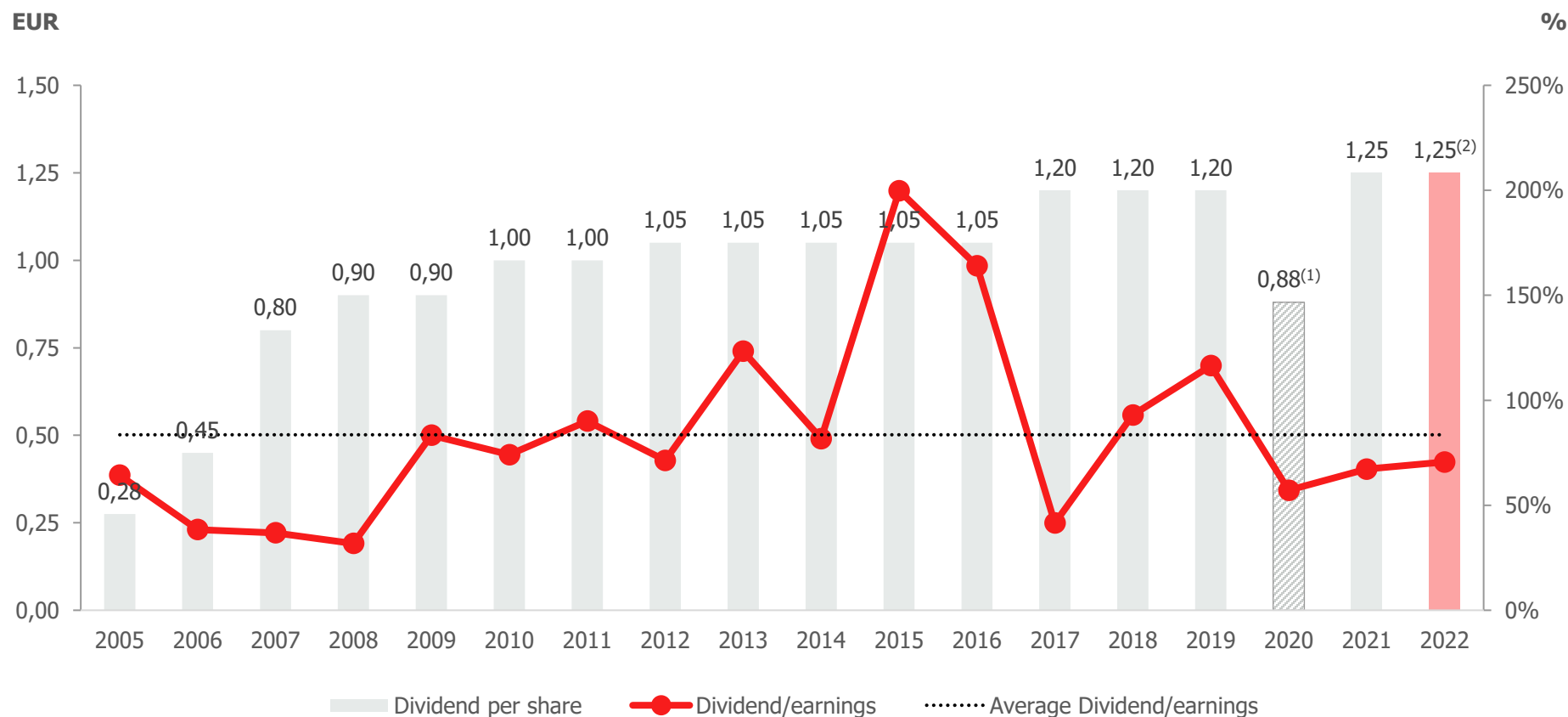
EUR million	1-12/ 2020	1-12/ 2021	1-12/ 2022
Change in work in progress	10.5	-35.0	-170.9
Production for own use	-0.6	-0.7	-1.1
Material and supplies	1,062.0	1,030.7	1,267.5
Subcontracting	401.1	418.1	414.7
Materials, supplies and subcontracting	1,473.0	1,413.0	1,510.2
Wages and salaries	826.3	829.6	884.8
Pension costs	58.9	65.1	66.9
Other personnel expenses	108.3	128.8	140.2
Personnel cost	993.5	1,023.5	1,091.9
Other operating expenses	419.3	420.4	423.3
Total operating expenses	2,885.8	2,856.9	3,025.3

Operating expenses, MEUR and operating expenses, % of sales



Dividend per share and pay-out ratio development

Dividend per share and dividend/earnings ratio



1.25 EUR
dividend proposal for 2022⁽²⁾

84%
average dividend pay-out
ratio for 2005–2022⁽²⁾

4.1%
average effective dividend
yield for 2005–2022⁽²⁾

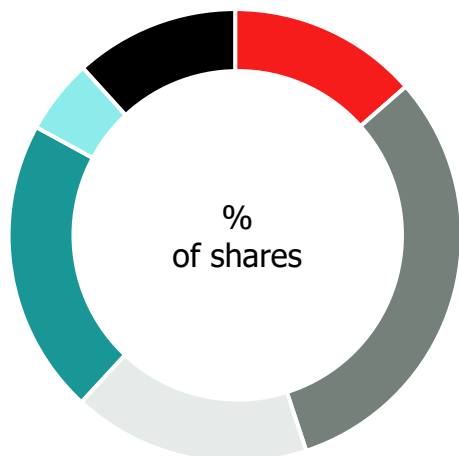
Konecranes does not have
any formal written dividend
policy

Note (1): For 2020, the dividend was in accordance with the Combination Agreement, the planned merger with Cargotec was cancelled in Mar-2022

Note (2): Board of Directors' dividend proposal for 2022, average dividend pay-out ratio and average effective dividend yield including 2022 proposal

Major shareholders and distribution of ownership

Ownership structure (as at Feb 28, 2023)



- Private companies (13,6% of shares)
- Financial and insurance corporations (31,4% of shares)
- Public sector organizations (17,0% of shares)
- Households (21,1% of shares)
- Non-profit organizations (5,3% of shares)
- Foreigners (11,7% of shares)

57,011 shareholders (52,872 households)

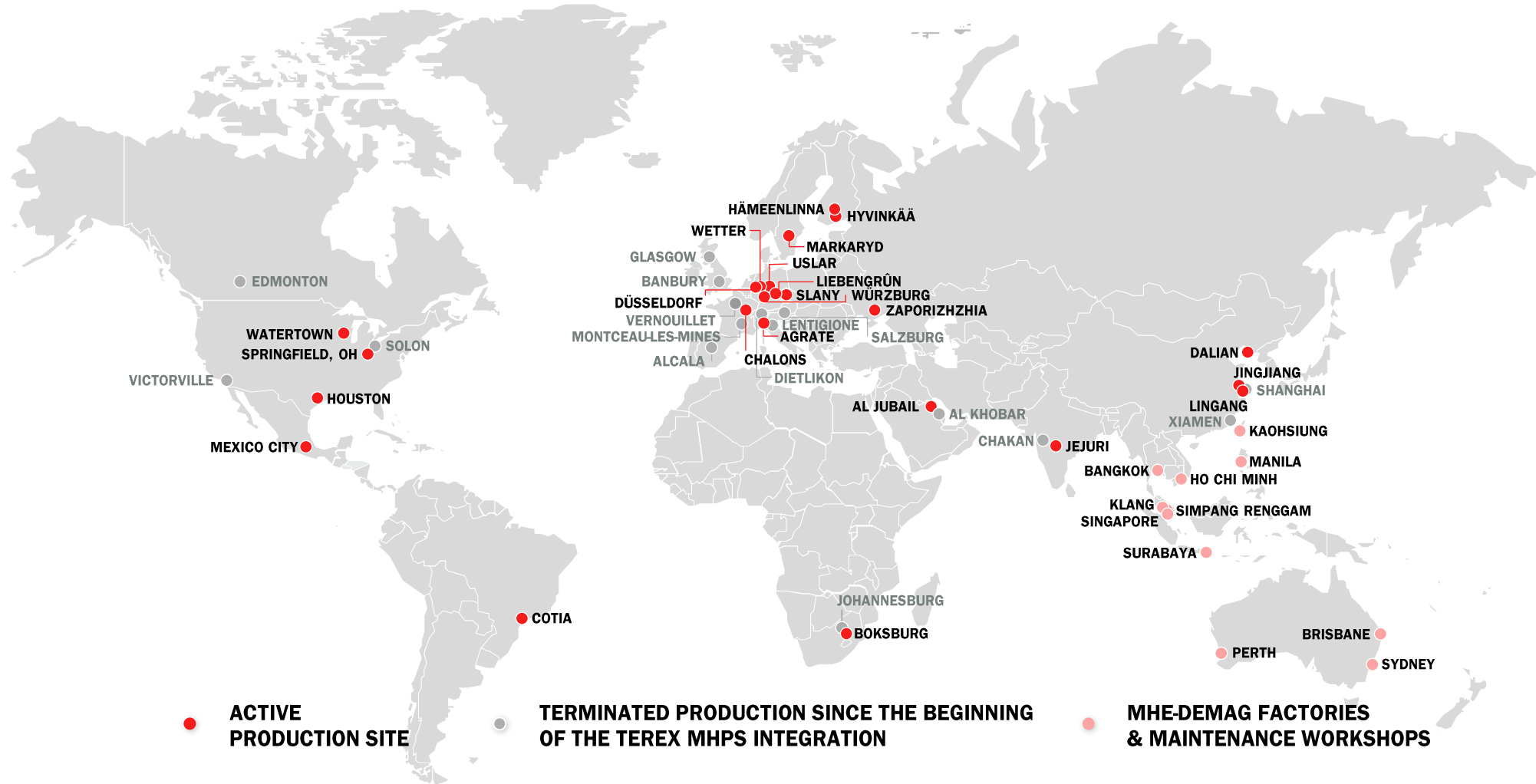
Note (1): HC Holding Oy Ab is a wholly owned subsidiary of Hartwall Capital Oy Ab

Note (2): Includes shares held by Stig Gustavson and the retained voting rights of shares donated to near relatives

Major shareholders (as at Feb 28, 2023)

Shareholder	# of shares	Shares, %
1 Solidium Oy	8,000,000	10.10
2 HC Holding Oy Ab ⁽¹⁾	7,931,238	10.01
3 Gustavson Stig and family ⁽²⁾	2,366,157	2.99
4 Ilmarinen Mutual Pension Insurance Company	1,980,000	2.50
5 Varma Mutual Pension Insurance Company	1,785,293	2.25
6 Holding Manutas Oy	1,065,000	1.34
7 Elo Mutual Pension Insurance Company	1,010,000	1.27
8 Svenska litteratursällskapet i Finland r.f.	724,000	0.91
9 Samfundet folkhälsan i Svenska Finland rf	615,600	0.78
10 Nordea Funds (Finland)	608,097	0.77
Top 10 total	26,085,385	32.93
Nominee registered	28,923,957	36.51
Other shareholders	24,212,564	30.56
Total number of shares outstanding	79,221,906	100.00

We have terminated production at 16 sites since the start of the Terex MHPS integration



Q4 2022 Report

February 2, 2023

Anders Svensson, President and CEO

Teo Ottola, CFO

KONECRANES®
Lifting Businesses™



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Agenda



Anders Svensson

President and CEO

- | | |
|---|-------------|
| 1. Quarter's highlights | p. 4 |
| 2. Market environment | p. 5 |
| 3. Group financial performance | p. 7 |
| 4. Demand outlook & financial guidance | p. 10 |
| <hr/> | |
| 5. Group profitability bridge | p. 13 |
| 6. Business segments | p. 14 |
| 7. Net working capital & free cash flow | p. 17 |
| 8. Gearing & return on capital employed | p. 18 |



Teo Ottola

CFO

Q&A

Q4 2022 – Solid performance continued

Demand sentiment remained solid in Q4

- Market uncertainty continued, macro-economic indicators are signaling weakening market conditions

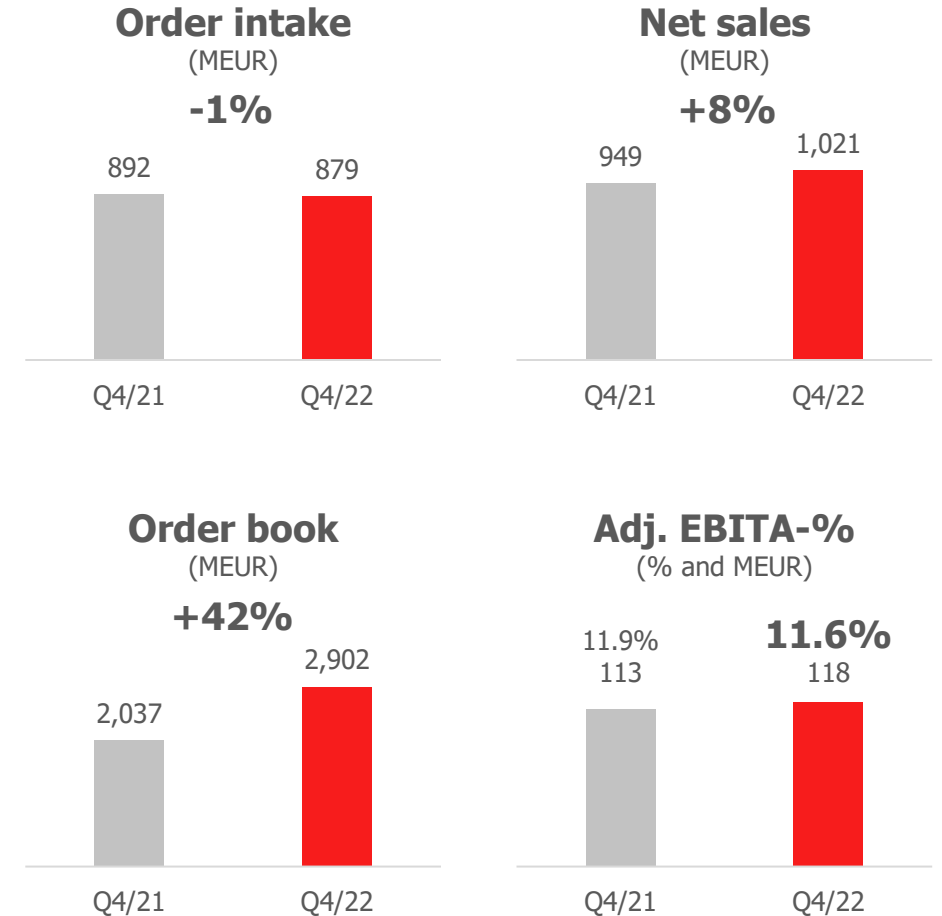
Order intake continued good, and sales execution improved

- Orders decrease (Y/Y, comp. FX) mainly due to Service's tough comparison period
- Delivery capability improved again compared to the previous quarters, component availability challenges continued

Profitability declined slightly Y/Y despite sales growth

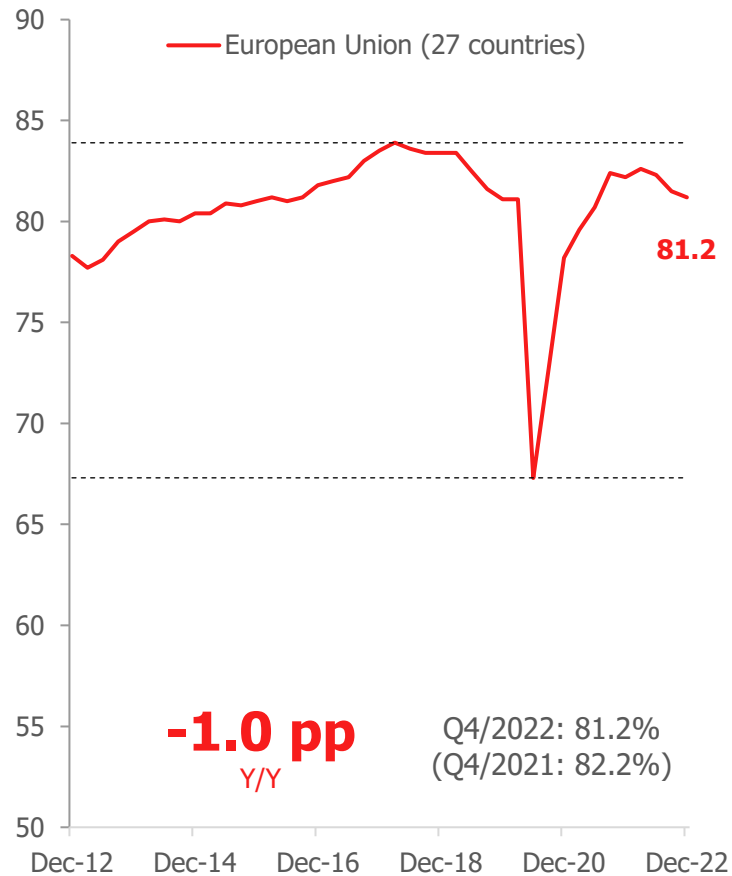
- Adj. EBITA-% decrease mainly driven by lower underlying sales volumes, particularly in Port Solutions

2022 dividend proposal: EUR 1.25 per share

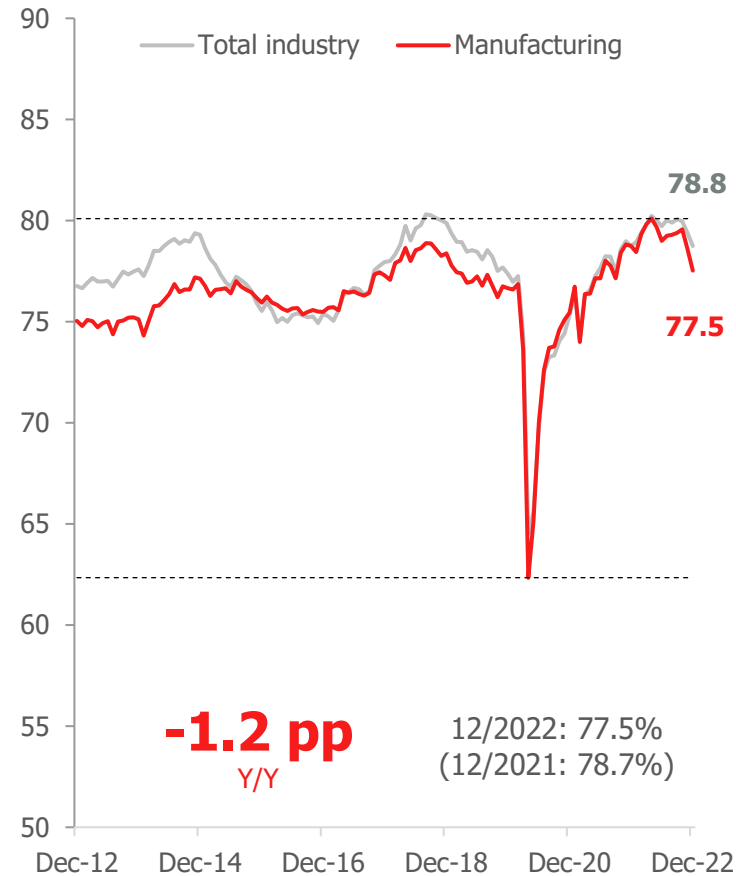


Market environment – Service and Industrial Equipment

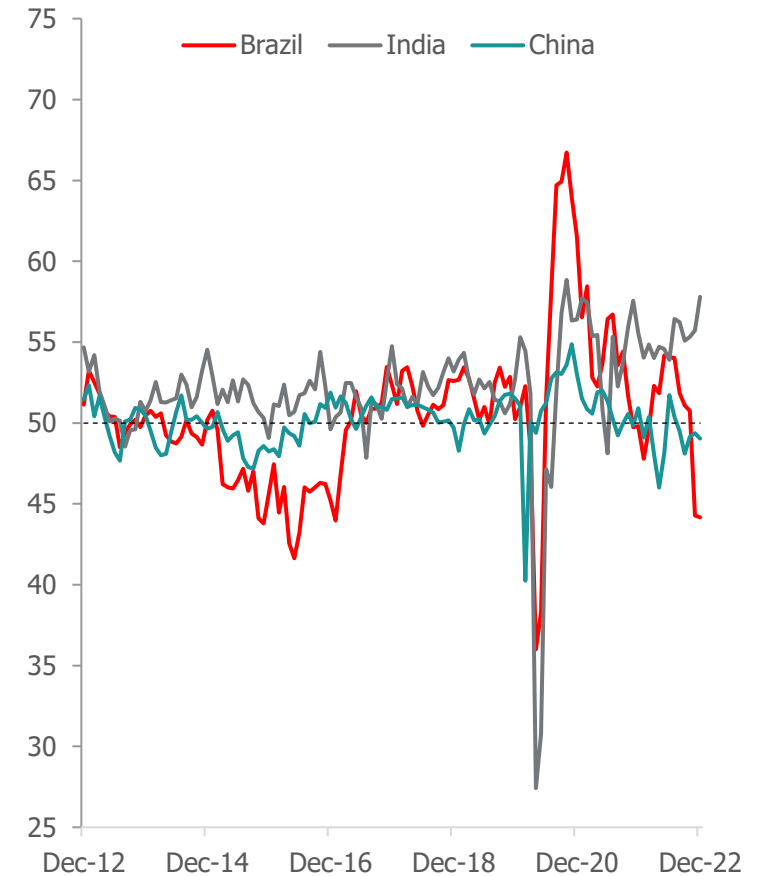
EU capacity utilization rate, %



US capacity utilization rate, %



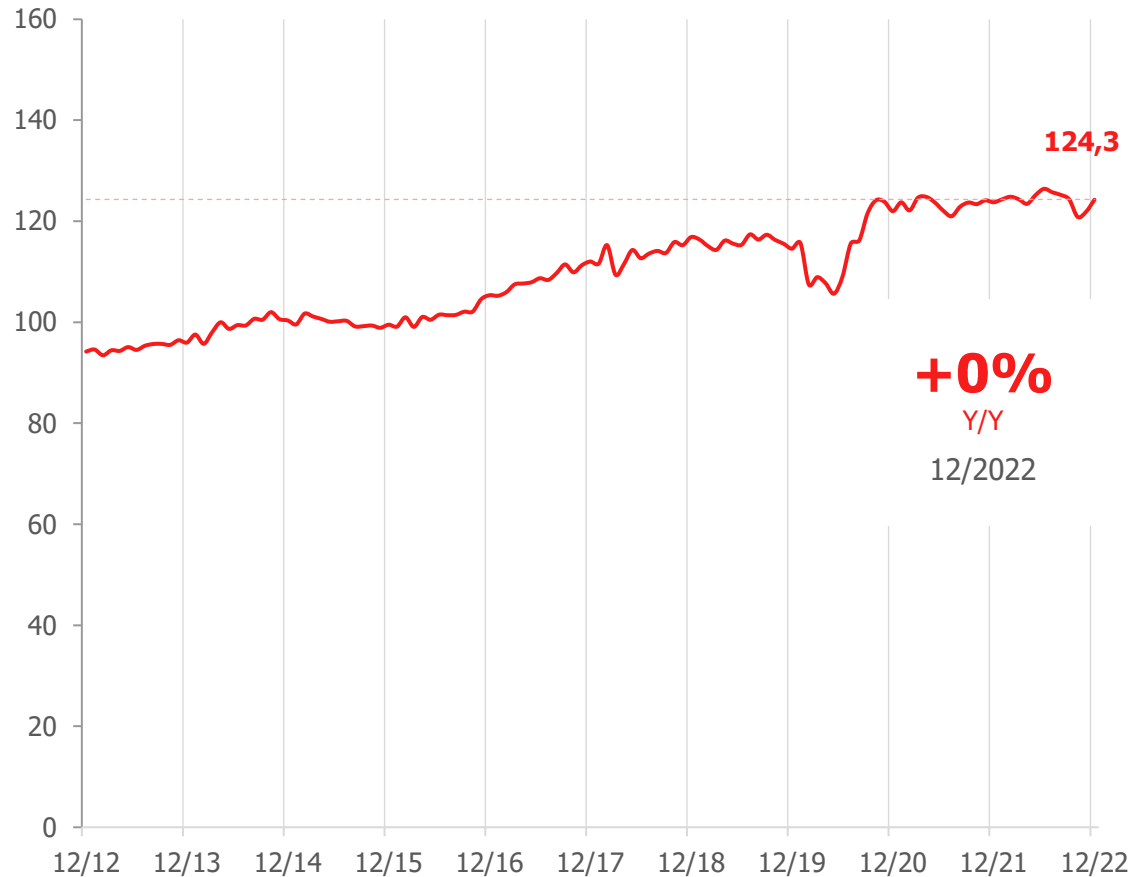
Manufacturing PMIs – Brazil, India & China



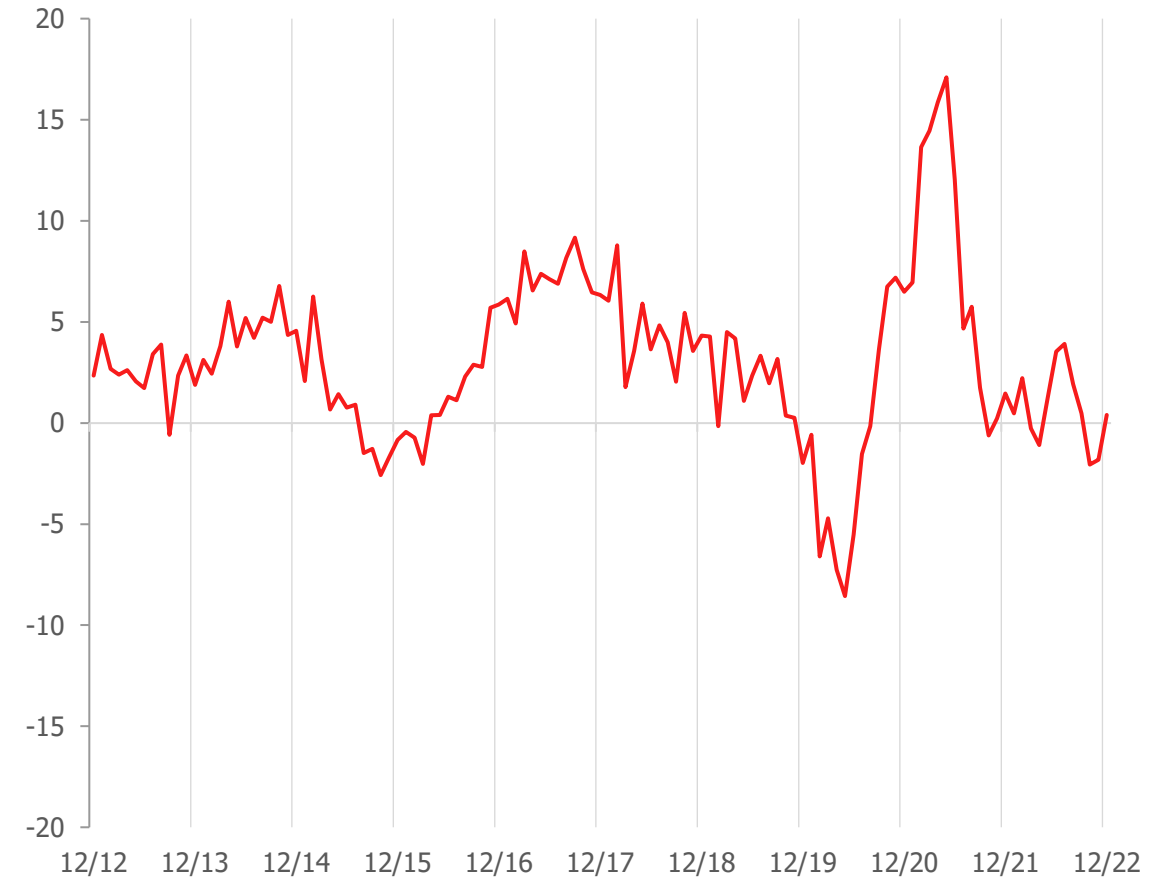
Source: Eurostat, Federal Reserve Economic Data, S&P Global

Market environment – Port Solutions

RWI/ISL Container Throughput Index (2015 = 100)



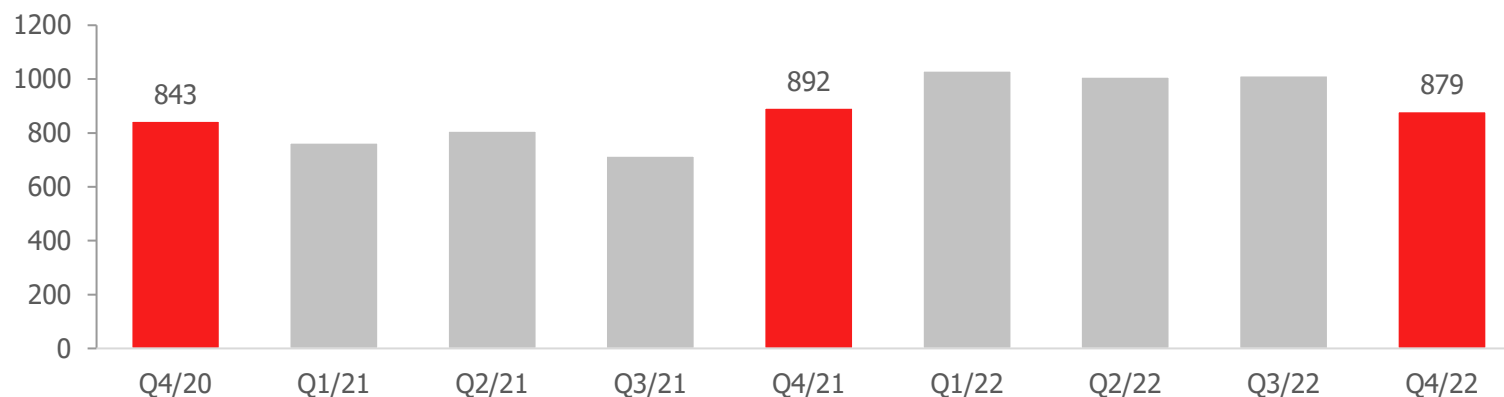
Monthly index change Y/Y, %



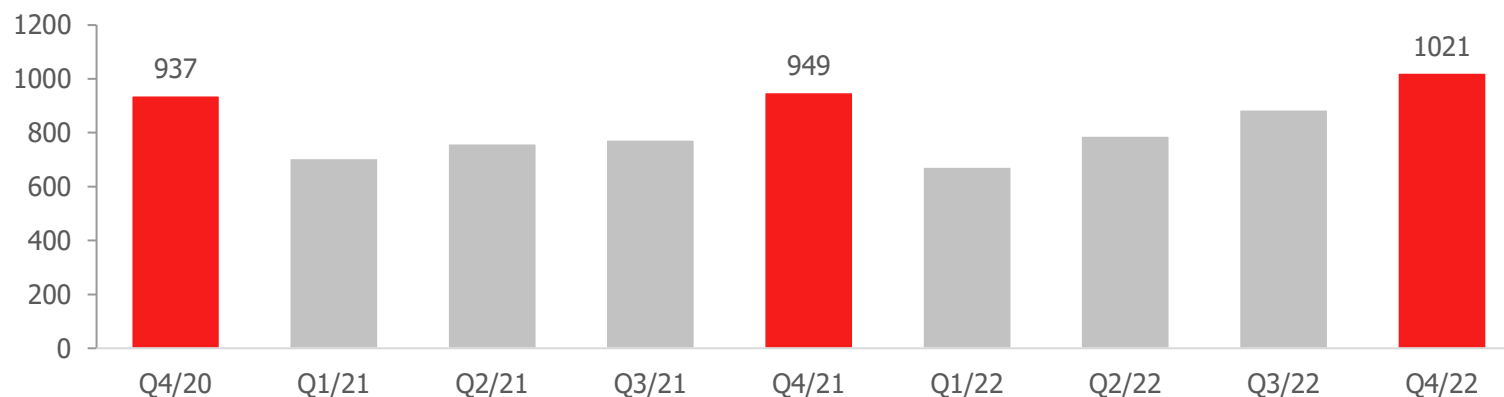
Source: RWI/ISL

Group order intake and net sales

Order intake, MEUR



Net sales, MEUR



Order intake

-1.5%

Y/Y reported

-4.5%

Y/Y comp. FX

- EUR 879.1 million
- Decrease in Service, increase in Industrial Equipment and Port Solutions
- Decrease in the Americas and APAC, approximately flat in EMEA

Net sales

+7.6%

Y/Y reported

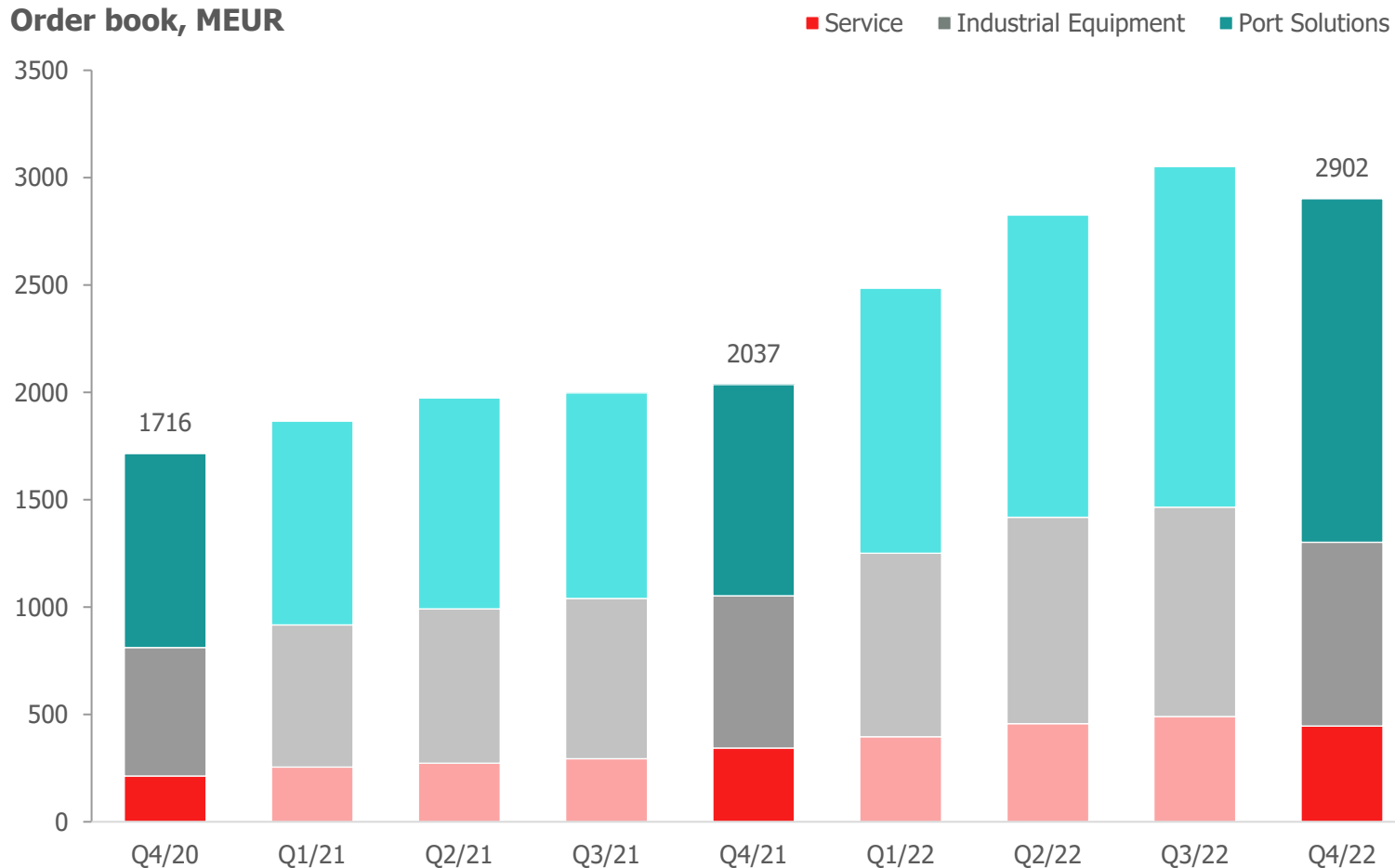
+4.4%

Y/Y comp. FX

- EUR 1,020.9 million
- Increase in Service and Industrial Equipment, decrease in Port Solutions
- Increase in EMEA, decrease in the Americas and APAC

Group order book

Order book, MEUR



Order book

+42.5%

Y/Y reported

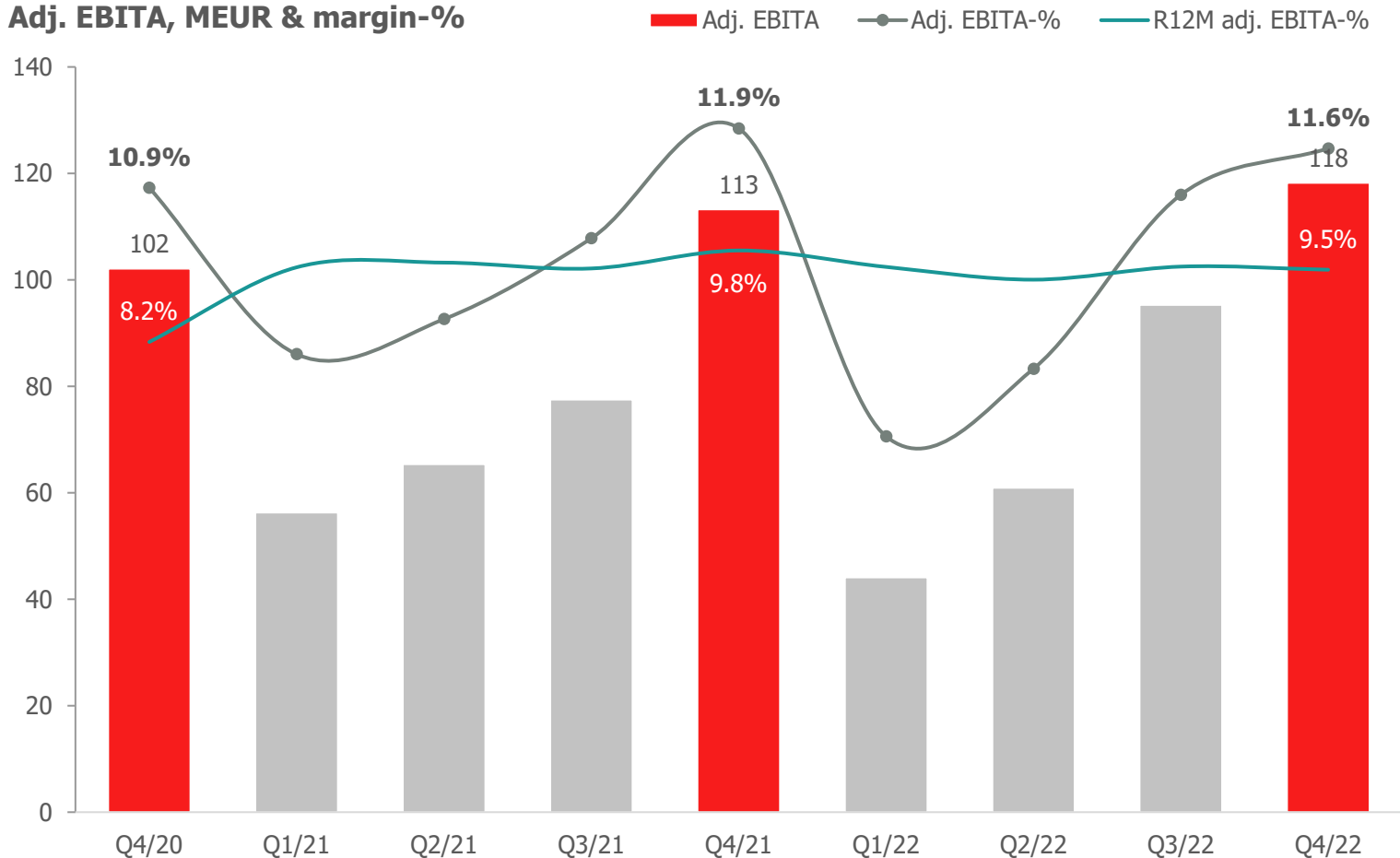
+41.1%

Y/Y comp. FX

- EUR 2,901.7 million
- Increase in all three segments

Group adjusted EBITA

Adj. EBITA, MEUR & margin-%



Adjusted EBITA

11.6%
margin

-0.4 pp
Y/Y

- EUR 118.2 million
- Adj. EBITA-% increase in Service, decrease in Industrial Equipment and Port Solutions
- Adj. EBITA-% decrease mainly attributable to lower underlying sales volumes
- Gross margin decreased

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



Agenda



Anders Svensson

President and CEO

- | | |
|--|-------|
| 1. Quarter's highlights | p. 4 |
| 2. Market environment | p. 5 |
| 3. Group financial performance | p. 7 |
| 4. Demand outlook & financial guidance | p. 10 |



Teo Ottola

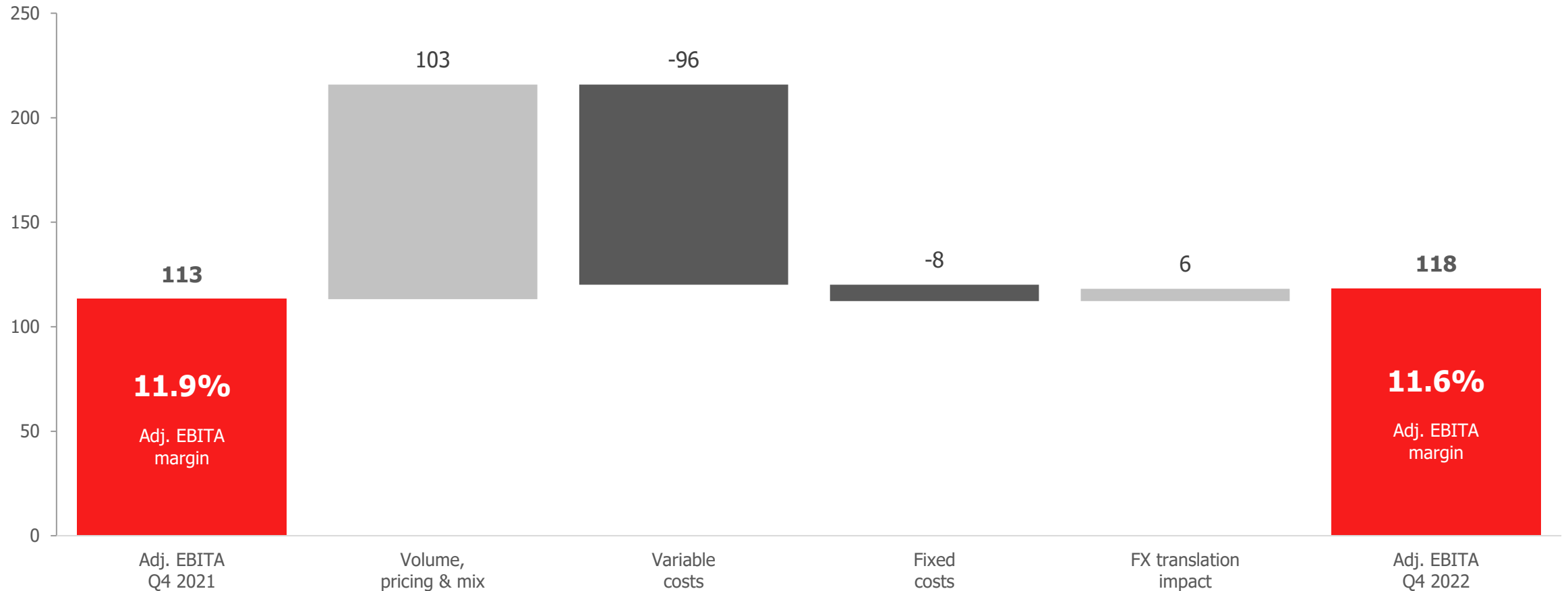
CFO

- | | |
|---|--------------|
| 5. Group profitability bridge | p. 13 |
| 6. Business segments | p. 14 |
| 7. Net working capital & free cash flow | p. 17 |
| 8. Gearing & return on capital employed | p. 18 |

Q&A

Q4 2022 adjusted EBITA bridge

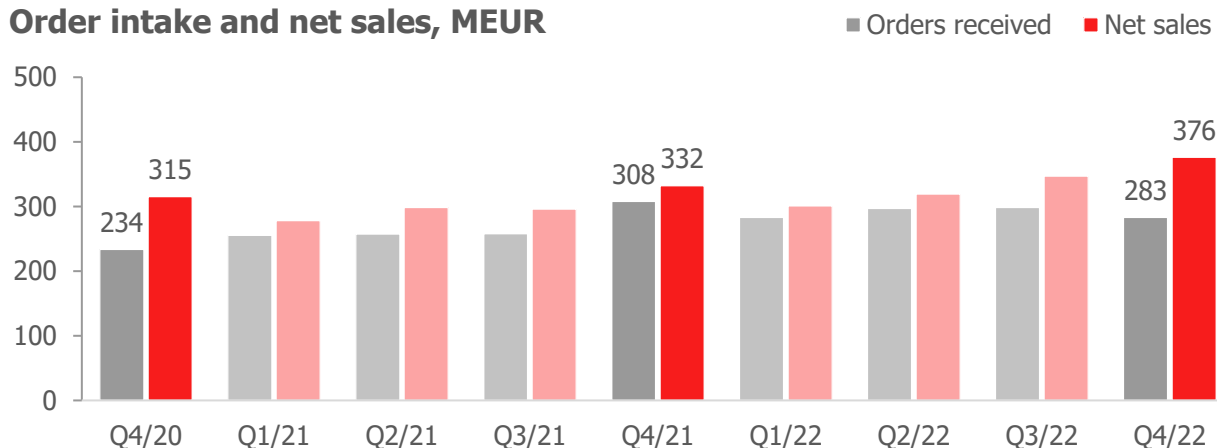
MEUR⁽¹⁾



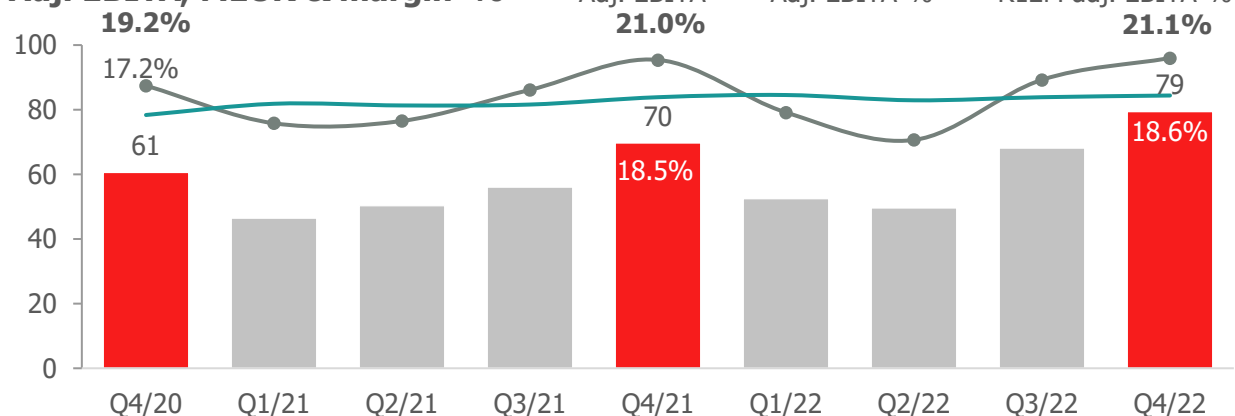
Note (1): Volume, pricing & mix, Variable costs, and Fixed costs effects do not include the FX translation impact component

Service

Order intake and net sales, MEUR



Adj. EBITA, MEUR & margin-%



Order intake

-7.9%
Y/Y reported

-13.7%
Y/Y comp. FX

- Increase in both field service and parts⁽¹⁾
- Decrease in the Americas, approximately flat in EMEA and APAC

Agreement base:

- EUR 306.9 million, +5.7% Y/Y
- +3.4% Y/Y comp. FX

Net sales

+13.2%
Y/Y reported

+7.7%
Y/Y comp. FX

- Increase in both field service and parts
- Increase in the Americas, EMEA and APAC

Order book:

- EUR 445.5 million, +29.7% Y/Y

Adj. EBITA

21.1%
margin

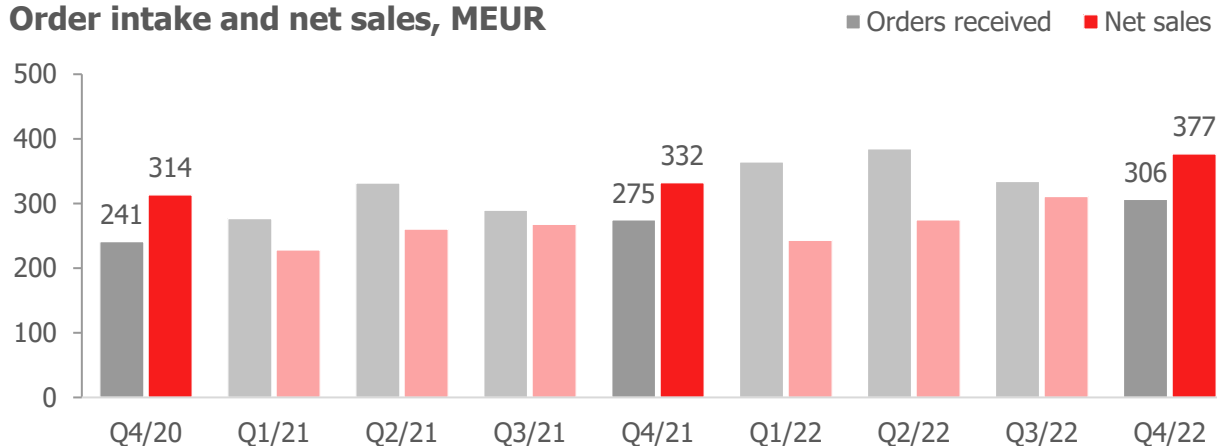
+0.1 pp
Y/Y

- Adj. EBITA-% increase mainly attributable to higher sales driven by pricing
- Gross margin increased

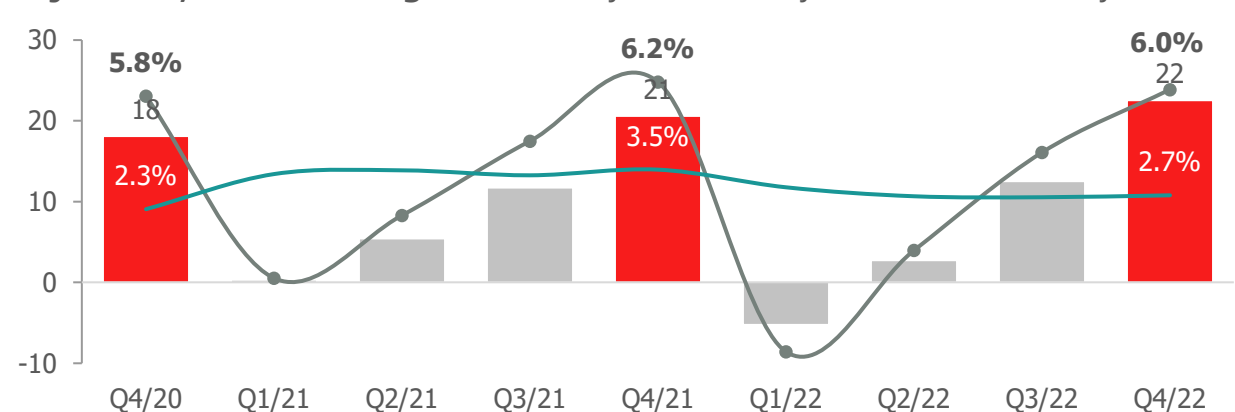
Note (1): The comparison period included a large nuclear modernization order in the United States

Industrial Equipment

Order intake and net sales, MEUR



Adj. EBITA, MEUR & margin-%



Order intake

+11.6%

Y/Y reported

+7.8%

Y/Y comp. FX

- External orders +2.9% Y/Y comp. FX
- Increase in standard cranes and components, decrease in process cranes
- Increase in the Americas and EMEA, decrease in APAC

Net sales

+13.5%

Y/Y reported

+9.2%

Y/Y comp. FX

- External sales +9.2% Y/Y comp. FX
- Increase in standard cranes, process cranes and components
- Increase in the Americas and EMEA, decrease in APAC

Order book: EUR 857.2 million, +20.8% Y/Y

Adj. EBITA

6.0%

margin

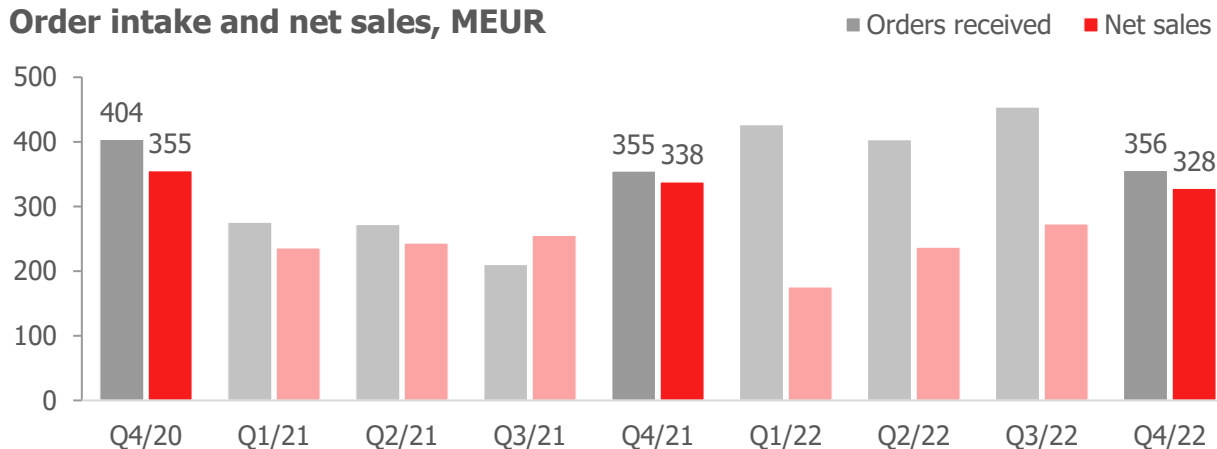
-0.2 pp

Y/Y

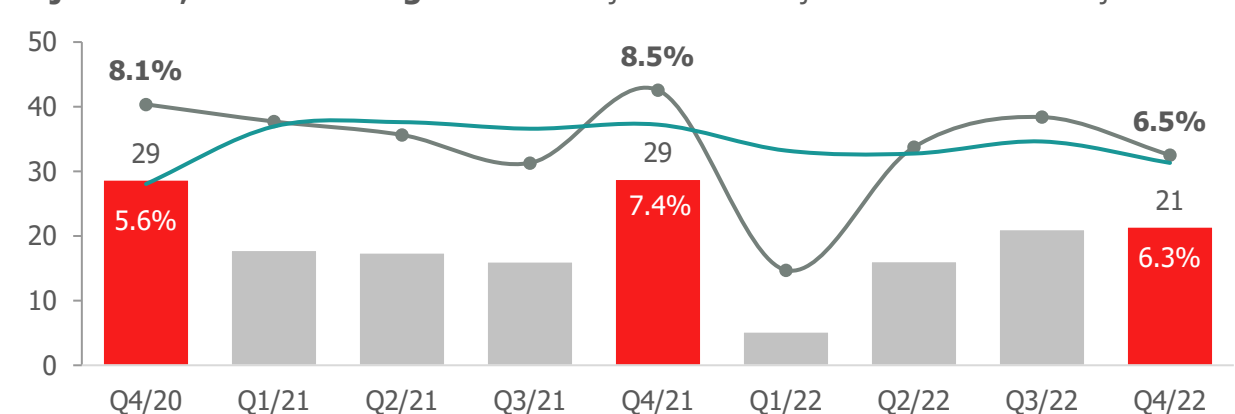
- Adj. EBITA-% decrease was mainly attributable to cost inflation
- Gross margin decreased

Port Solutions

Order intake and net sales, MEUR



Adj. EBITA, MEUR & margin-%



Order intake

+0.2%

Y/Y reported

+0.4%

Y/Y comp. FX

- Increase in APAC, decrease in the Americas and EMEA

Net sales

-2.8%

Y/Y reported

-2.6%

Y/Y comp. FX

Order book:

- EUR 1,599.0 million, +62.6% Y/Y

Adj. EBITA

6.5%

margin

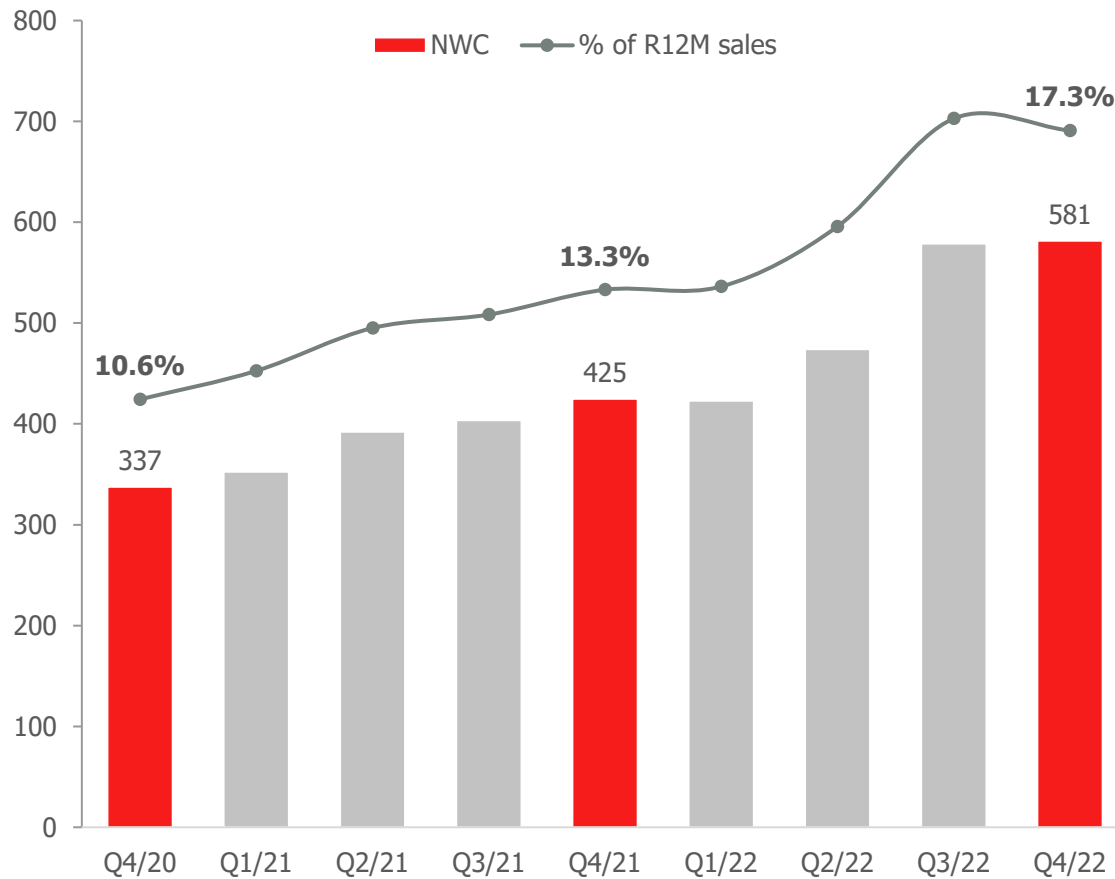
-2.0 pp

Y/Y

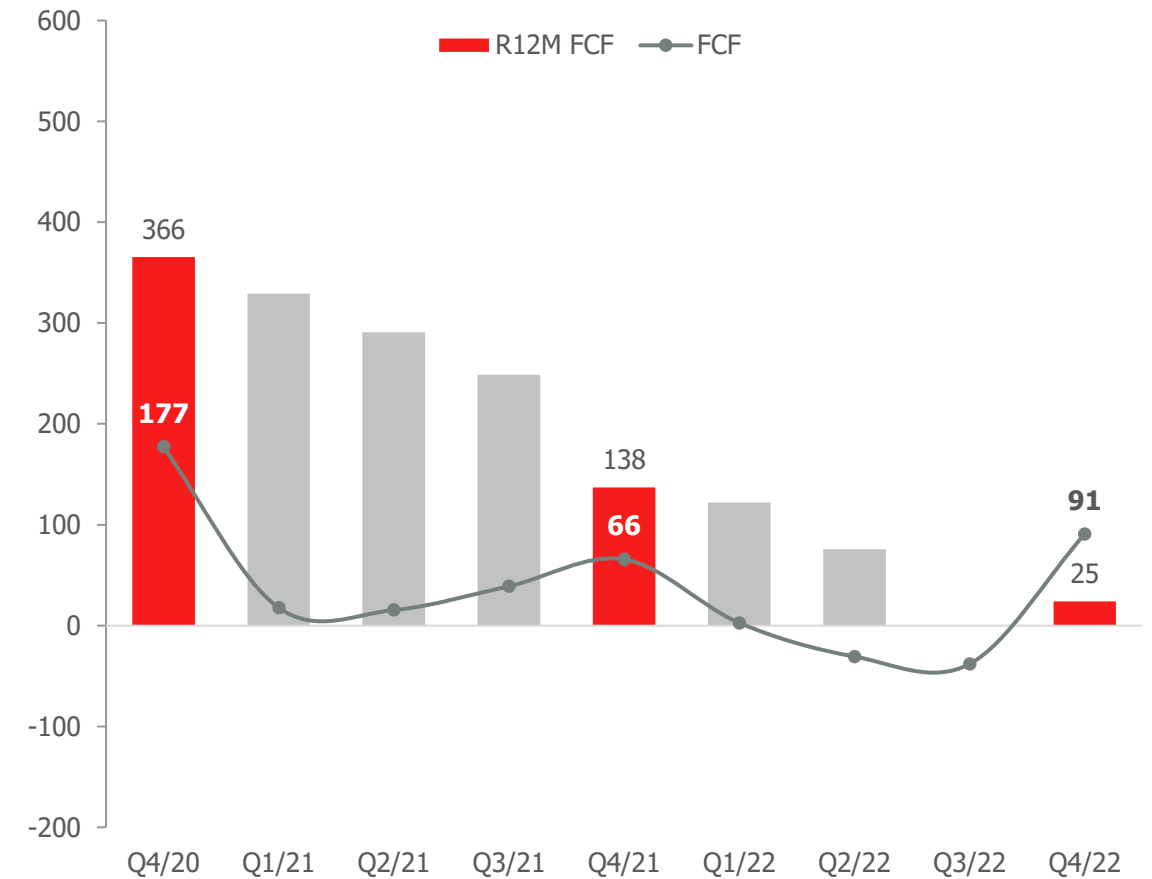
- Adj. EBITA-% decrease was mainly attributable to lower sales and project execution challenges
- Gross margin increased

Net working capital and free cash flow

Net working capital, MEUR and percentage of sales⁽¹⁾



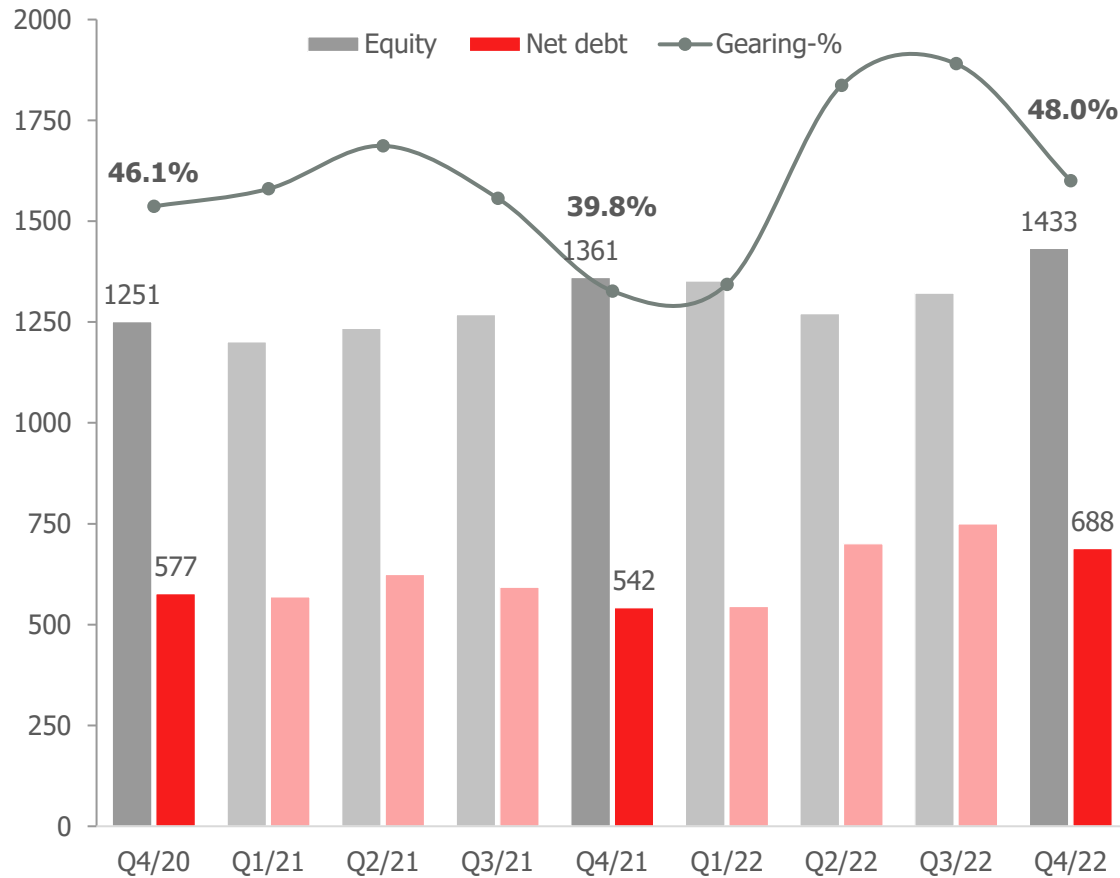
Free cash flow, MEUR



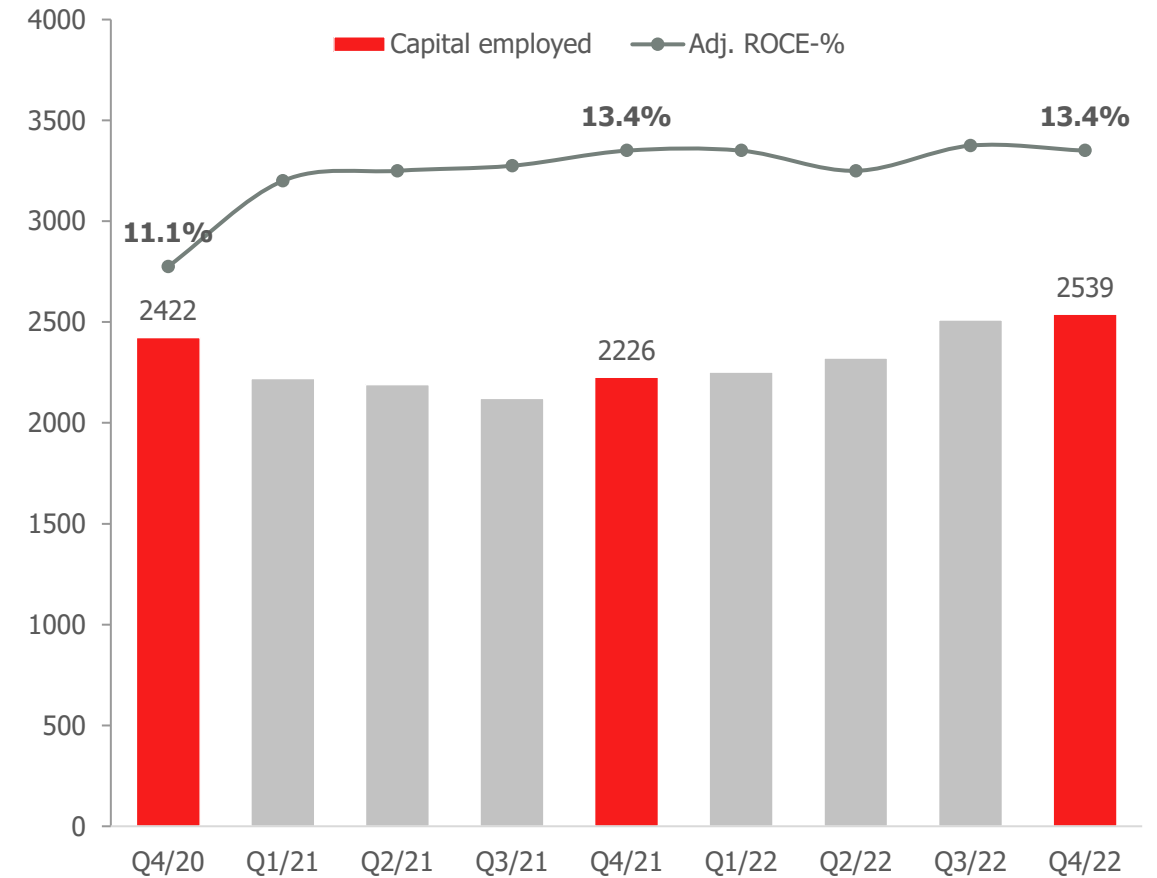
Note (1): Q1/21 excluding dividend payable of EUR 69.6 million

Gearing and return on capital employed

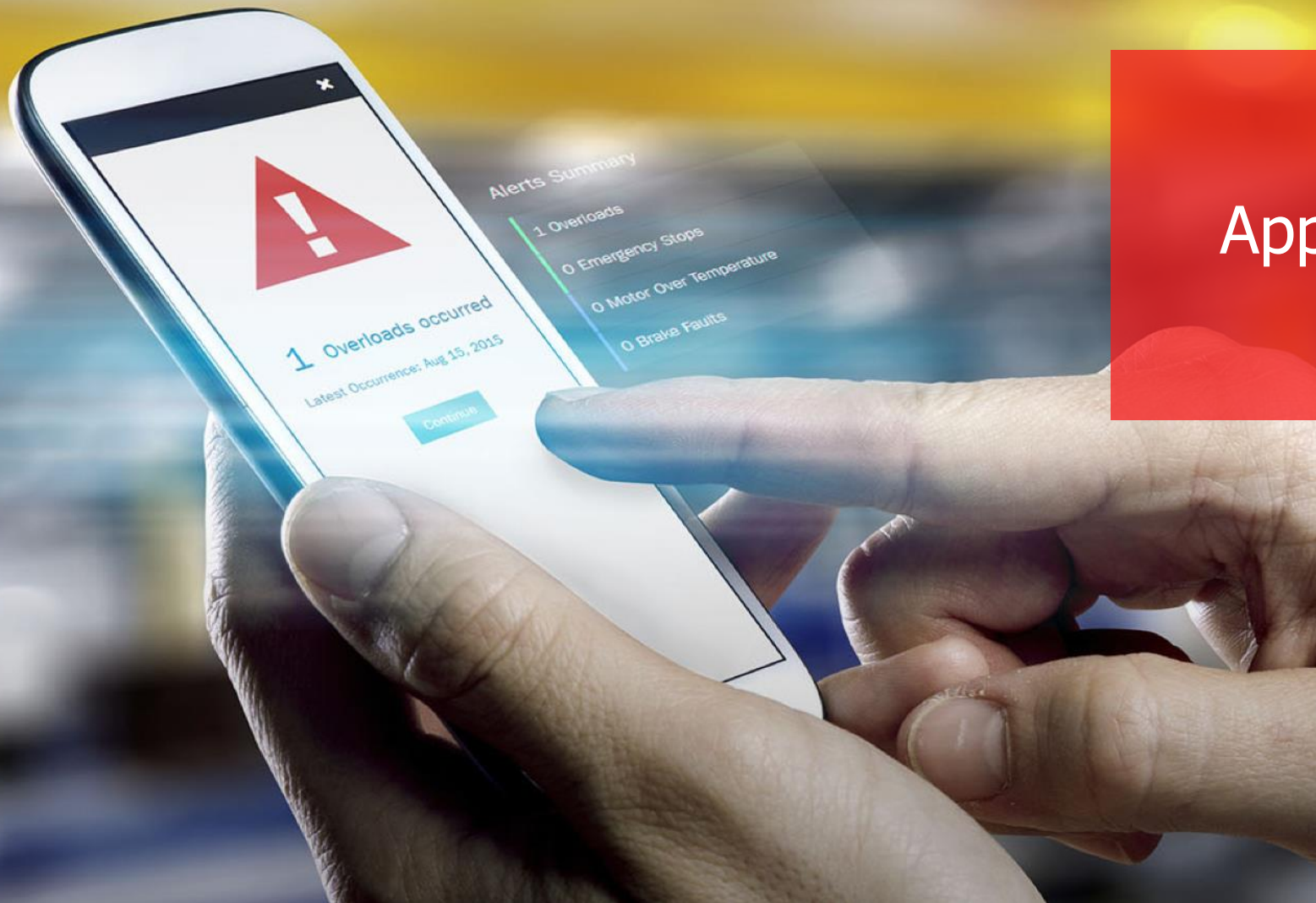
Equity & net debt, MEUR and gearing, %



Capital employed, MEUR and adj. return on capital employed, %



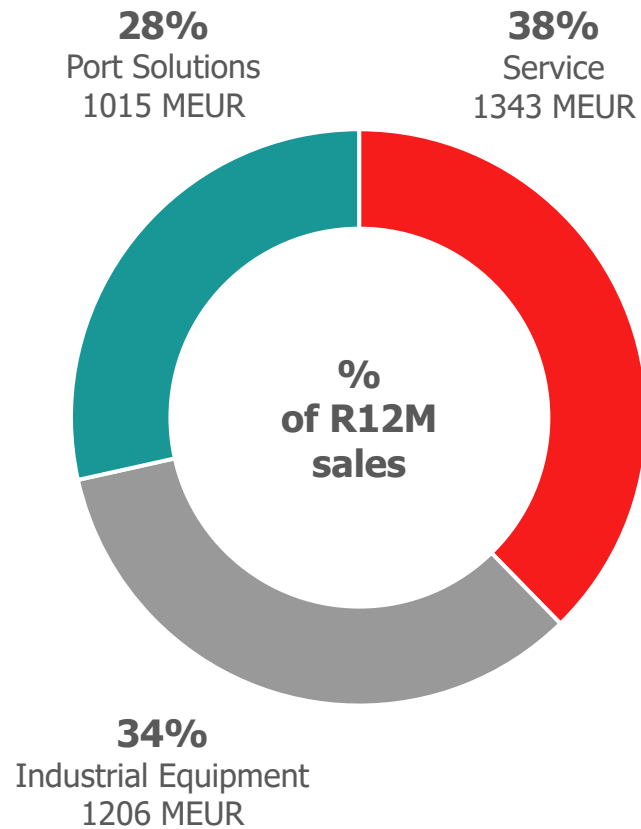
Q&A



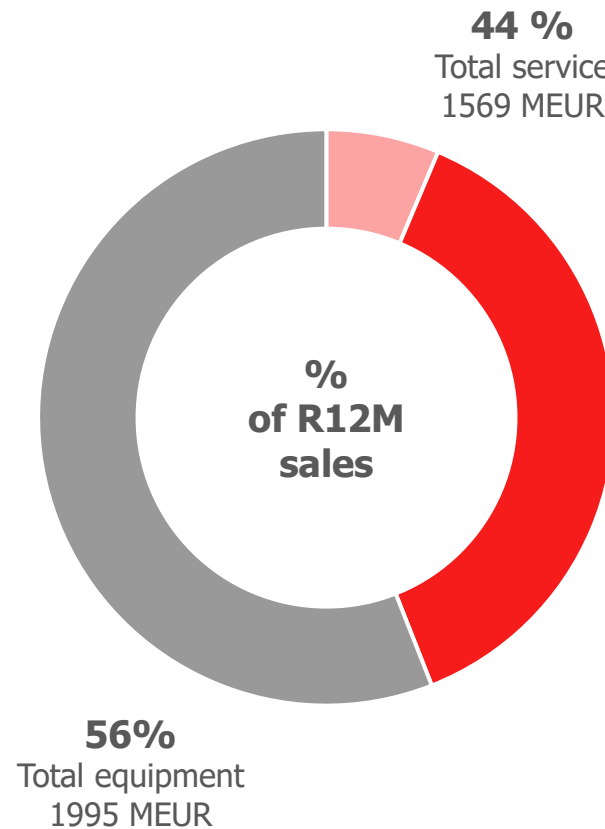
Appendix

Group R12M sales split

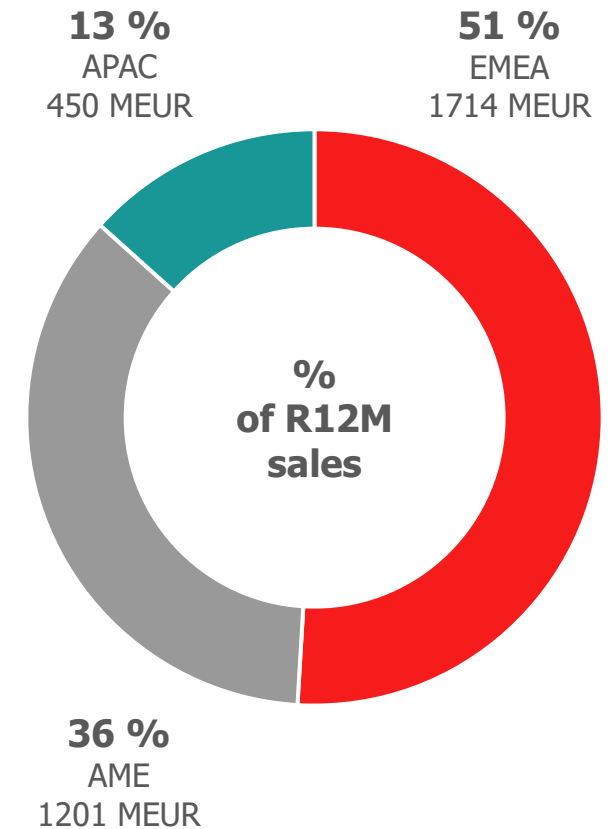
Group R12M sales by segment



Group R12M sales by offering type⁽¹⁾



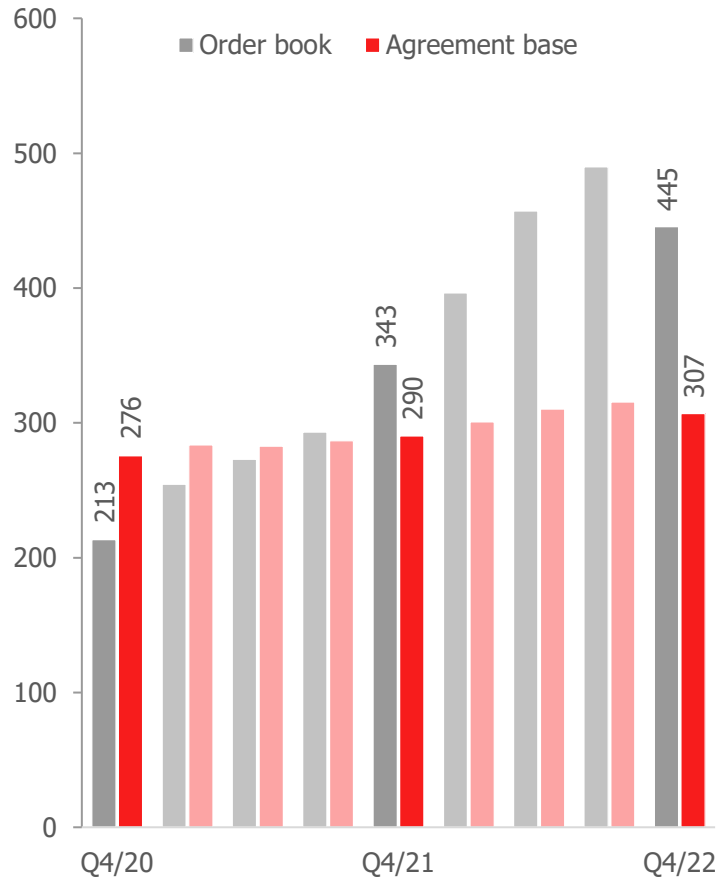
Group R12M sales by region



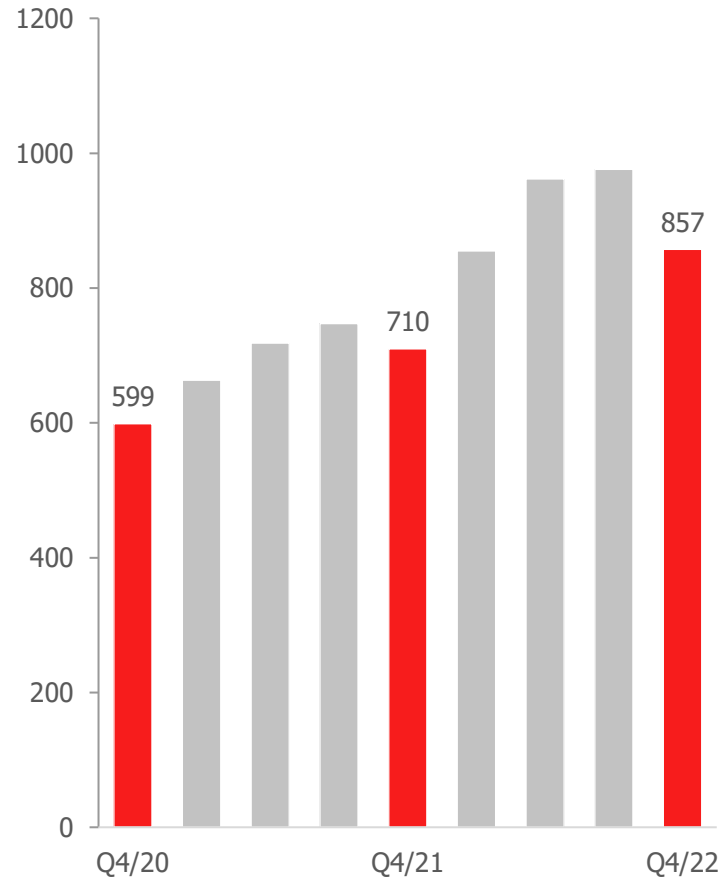
Note (1): Total service includes Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

Service agreement base and order book by segment

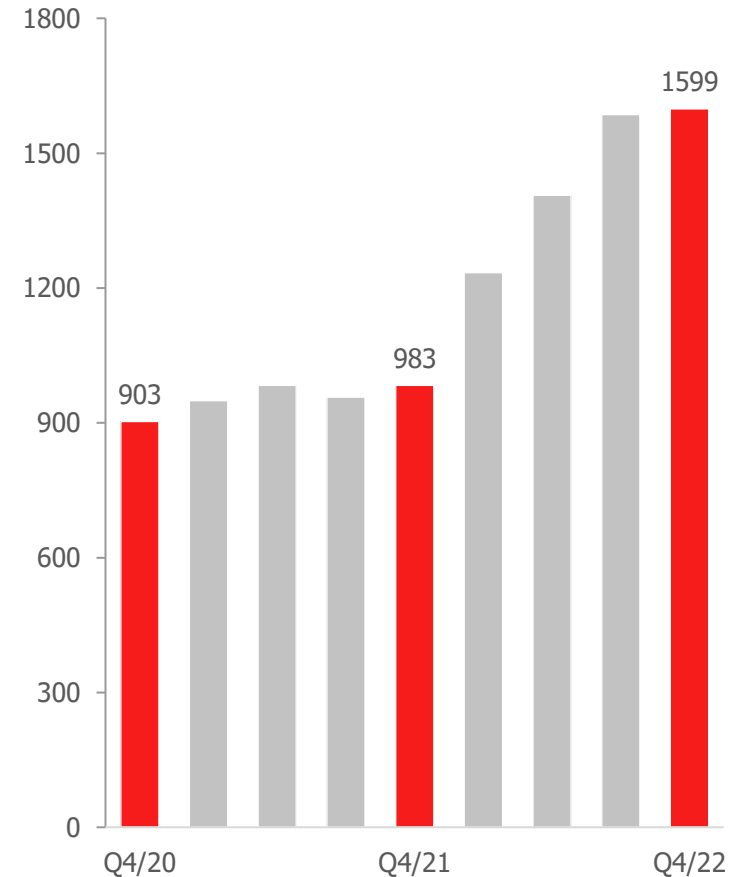
Service agreement base & order book, MEUR



Industrial Equipment order book, MEUR



Port Solutions order book, MEUR



Group key figures 1/2

EUR million	10-12/ 2022	10-12/ 2021	Change %	Change % At comparable currencies	1-12/ 2022	1-12/ 2021	Change %	Change % At comparable currencies
Orders received, MEUR	879.1	892.3	-1.5	-4.5	3,928.9	3,175.5	23.7	19.2
Order book at end of period, MEUR					2,901.7	2,036.8	42.5	41.1
Sales total, MEUR	1,020.9	948.9	7.6	4.4	3,364.8	3,185.7	5.6	1.8
Adj. EBITDA, MEUR	140.2	134.8	4.0		406.1	398.9	1.8	
Adj. EBITDA, %	13.7%	14.2%			12.1%	12.5%		
Adj. EBITA, MEUR	118.2	113.2	4.4		318.4	312.2	2.0	
Adj. EBITA, %	11.6%	11.9%			9.5%	9.8%		
Operating profit (EBIT), MEUR	103.0	86.0	19.8		223.2	220.0	1.4	
Operating margin (EBIT), %	10.1%	9.1%			6.6%	6.9%		
Net profit for the period, MEUR	72.5	69.2	4.8		138.5	147.4	-6.0	
Earnings per share, basic (EUR)	0.91	0.87	4.6		1.77	1.86	-4.5	
Earnings per share, diluted (EUR)	0.91	0.86	5.4		1.77	1.85	-4.3	
Free cash flow, MEUR	90.8	65.7			24.6	137.7		
Gearing, %					48.0%	39.8%		
Adj. ROCE, %, (R12M)					13.4%	13.4%		

Group key figures 2/2

EUR million	1-12/ 2022	1-12/ 2021	Change %
ROCE, %, (R12M)	9.0	9.3	-3.2
Return on equity, %, (R12M)	9.9	11.3	-12.4
Equity per share (EUR)	18.10	17.08	6.0
Net debt / Adj. EBITDA, (R12M)	1.7	1.4	20.0
Equity to asset ratio, %	37.9	38.9	-2.6
Investments total (excl. acquisitions), MEUR	37.0	49.8	-25.7
Interest-bearing net debt, MEUR	688.3	541.6	27.1
Net working capital, MEUR	581.2	424.5	36.9
Average number of personnel during the period	16,563	16,625	-0.4
Average number of shares outstanding, basic	79,151,542	79,134,459	0.0
Average number of shares outstanding, diluted	79,508,099	79,606,960	-0.1
Number of shares outstanding	79,166,599	79,134,459	0.0

Key figures by segment

EUR million	10-12/ 2022	10-12/ 2021	Change %	Change % At comparable currencies	1-12/ 2022	1-12/ 2021	Change %	Change % At comparable currencies
Service								
Orders received, MEUR	283.2	307.7	-7.9	-13.7	1,161.9	1,078.3	7.8	1.5
Agreement base value, MEUR	306.9	290.4	5.7	3.4	306.9	290.4	5.7	3.4
Sales, MEUR	376.0	332.2	13.2	7.7	1,343.3	1,205.3	11.5	5.4
Adj. EBITA, MEUR	79.3	69.7	13.9		249.4	222.4	12.2	
Adj. EBITA, %	21.1%	21.0%			18.6%	18.5%		
Industrial Equipment								
Orders received, MEUR	306.2	274.5	11.6	7.8	1,389.2	1,172.5	18.5	13.3
of which external	258.6	242.4	6.7	2.9	1,192.4	1,033.7	15.3	9.9
Sales, MEUR	376.9	332.1	13.5	9.2	1,205.6	1,088.7	10.7	5.9
of which external	335.1	294.1	13.9	9.2	1,068.8	960.2	11.3	6.0
Adj. EBITA, MEUR	22.5	20.6	9.3		32.5	38.0	-14.4	
Adj. EBITA, %	6.0%	6.2%			2.7%	3.5%		
Port Solutions								
Orders received, MEUR	355.7	354.9	0.2	0.4	1,639.5	1,112.7	47.3	46.8
Sales, MEUR	328.4	337.9	-2.8	-2.6	1,015.0	1,072.9	-5.4	-6.0
Adj. EBITA, MEUR	21.4	28.8	-25.7		63.5	79.9	-20.5	
Adj. EBITA, %	6.5%	8.5%			6.3%	7.4%		

Statement of income

EUR million	10-12/ 2022	10-12/ 2021	Change %	1-12/ 2022	1-12/ 2021	Change %
Sales	1,020.9	948.9	7.6	3,364.8	3,185.7	5.6
Other operating income	1.5	2.3		8.1	11.3	
Materials, supplies and subcontracting	-502.9	-464.8		-1,510.2	-1,413.0	
Personnel cost	-270.8	-256.8		-1,091.9	-1,023.5	
Depreciation and impairments	-31.6	-29.8		-124.4	-120.1	
Other operating expenses	-114.2	-113.7		-423.2	-420.4	
Operating profit	103.0	86.0	19.8	223.2	220.0	1.5
Share of associates' and joint ventures' result	-0.2	0.2		0.4	0.3	
Financial income	22.8	10.4		26.8	28.6	
Financial expenses	-26.6	-14.9		-59.7	-56.4	
Profit before taxes	99.1	81.6	21.3	190.7	192.5	-0.9
Taxes	-26.5	-12.4		-52.2	-45.1	
Profit for the period	72.5	69.2	4.8	138.5	147.4	-6.0

Balance sheet

EUR million	31 Dec 2022	31 Dec 2021
Non-current assets	1,971.4	2,003.2
Goodwill	1,019.6	1,022.1
Intangible assets	475.4	503.1
Property, plant and equipment	345.9	339.3
Other	130.5	138.7
Current assets	2,369.2	1,842.6
Inventories	992.7	726.4
Accounts receivable	585.6	492.1
Receivables and other current assets	377.0	303.4
Cash and cash equivalents	413.9	320.7
Assets held for sale	0.0	0.0
Total Assets	4,340.6	3,845.8

EUR million	31 Dec 2022	31 Dec 2021
Total Equity	1,433.0	1,360.6
Non-current liabilities	1,426.8	899.4
Interest-bearing liabilities	1,056.4	447.1
Other long-term liabilities	217.7	289.0
Other	152.7	163.3
Current liabilities	1,480.8	1,585.8
Interest-bearing liabilities	49.8	418.0
Advance payments received	564.3	344.7
Accounts payable	306.2	255.4
Provisions	93.4	105.4
Other current liabilities	467.1	462.3
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	4,340.6	3,845.8

Cash flow statement

EUR million	1-12/ 2022	1-12/ 2021
Operating income before change in net working capital	344.5	346.0
Change in net working capital	-162.3	-99.0
Cash flow from operations before financing items and taxes	182.2	247.0
Financing items and taxes	-115.5	-78.6
Net cash from operating activities	66.7	168.4
Net cash used in investing activities	-43.6	-30.7
Cash flow before financing activities	23.1	137.7
Net cash used in financing activities	69.1	-417.0
Translation differences in cash	1.0	8.1
Change of cash and cash equivalents	93.2	-271.2
Free cash flow	24.6	137.7



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