



Welcome to Lingang!

May 6, 2026

KONECRANES

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Konecranes speakers



Ravin Wadhawan
Senior Vice President
Industrial Service and
Equipment, APAC



Andreas Falk
Senior Vice President
and Head of
BU Lift Trucks

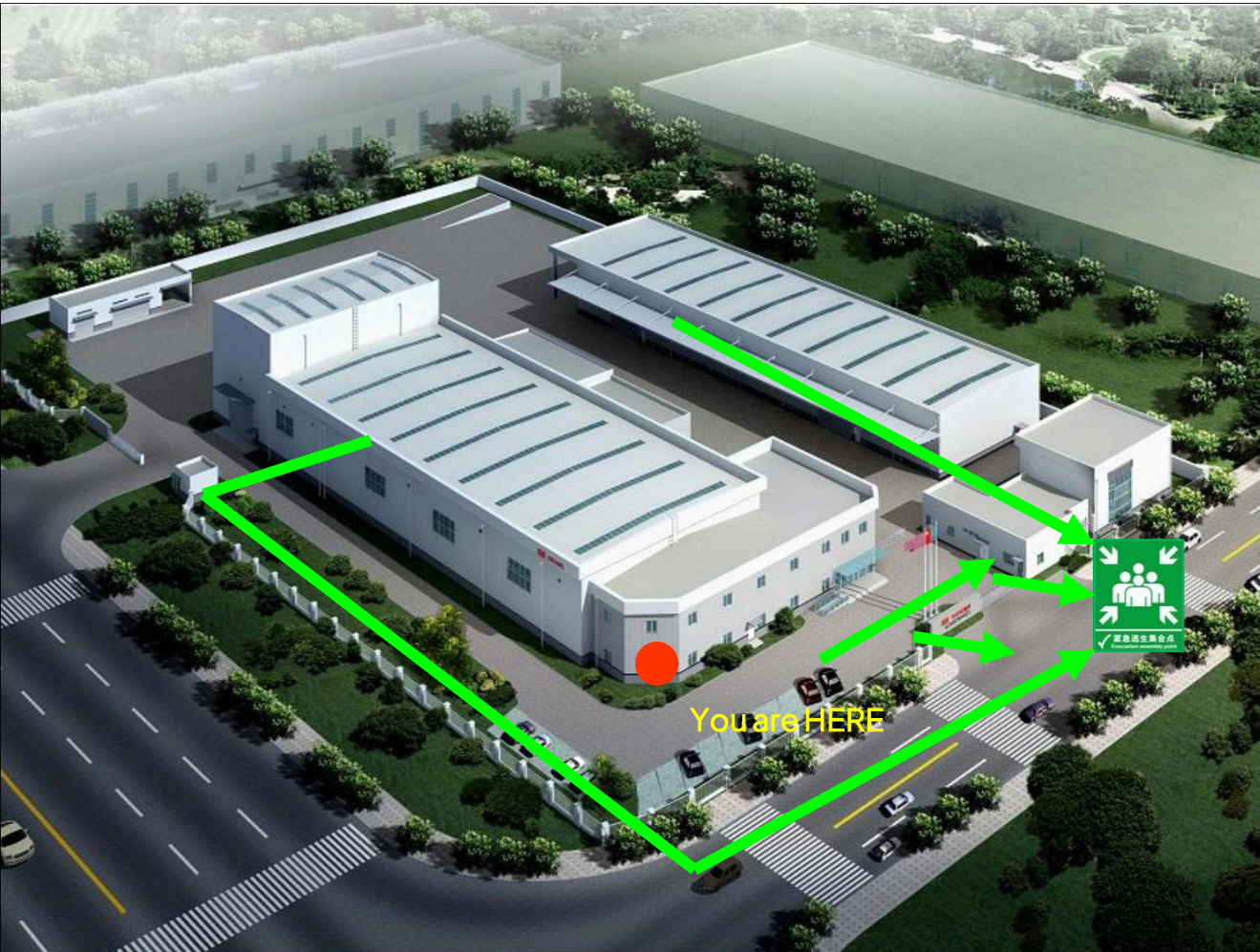


Harri Pitkanen
Director Supply and
Operations, BU Lift
Trucks



Ruusa Vallin
Investor Relations
Manager

Safety Instructions



- Safety Assembly Point outside the Front Gate
- Safety Exits and Emergency Equipment Highlighted
- Safety Instructions for the Factory Tour
 - [Video](#)

Konecranes is a global leader in material handling solutions

Konecranes in 2025

Net sales
4.2
EUR billion

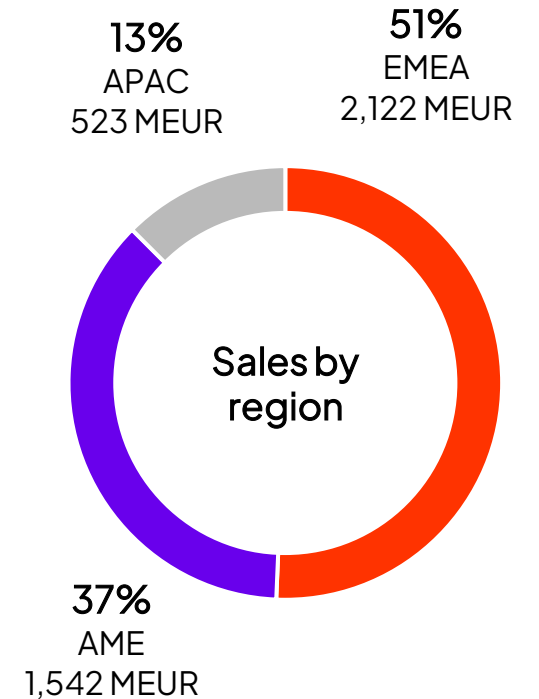
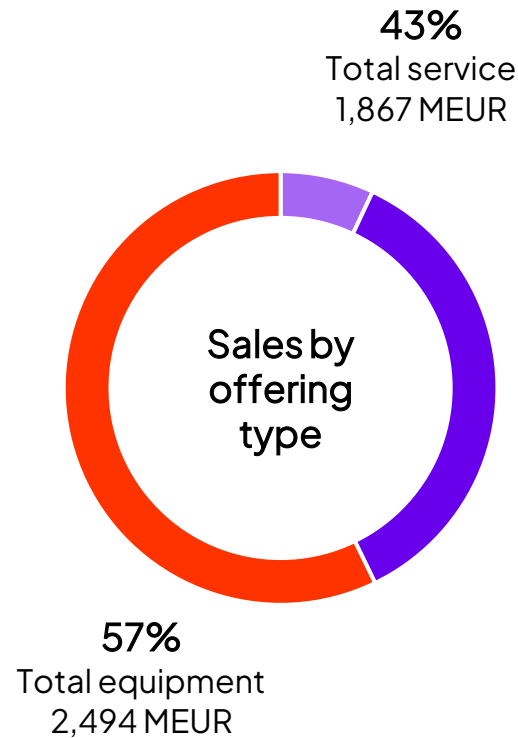
Orders received
4.4
EUR billion

Active in around
50
countries

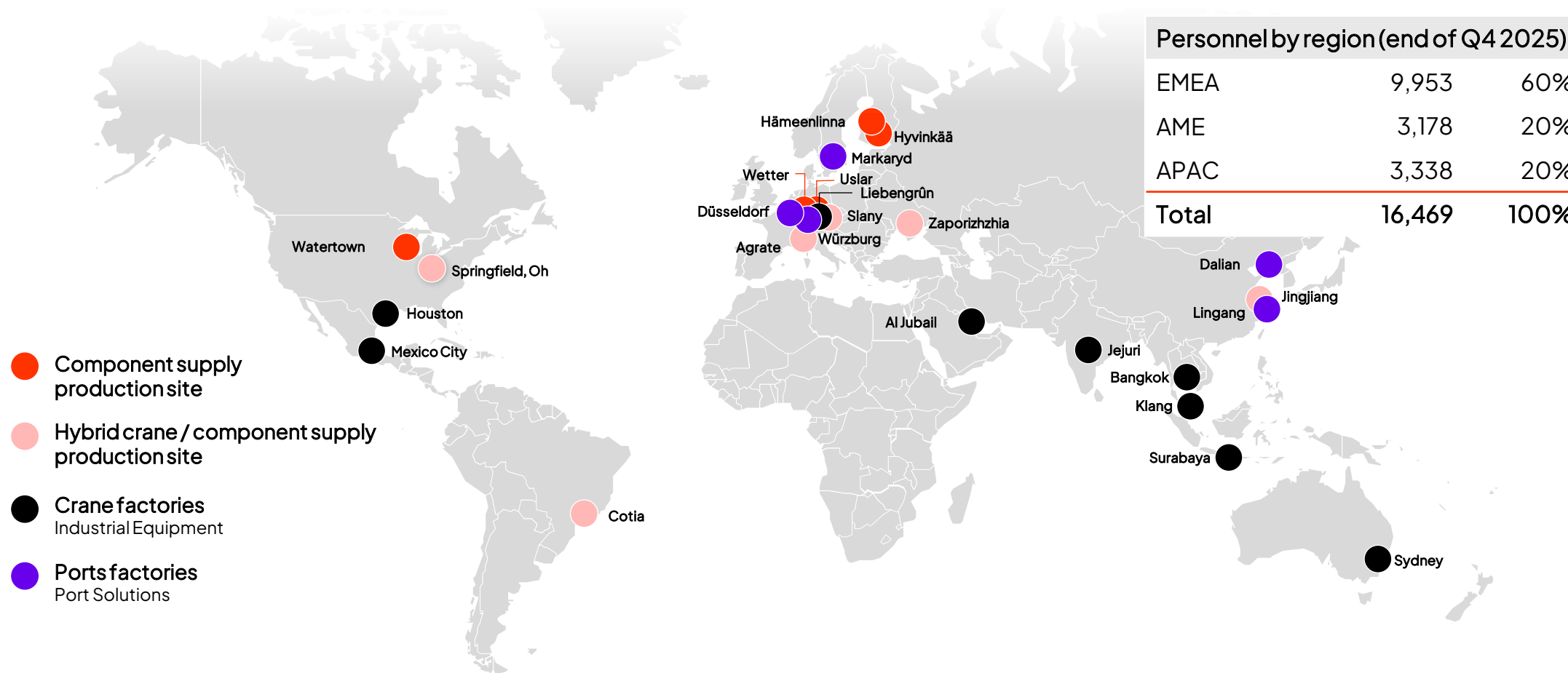
Comparable EBITA
14.0%
margin

Orderbook
3.0
EUR billion

Approximately
16,500
employees



Production facilities located in the Americas, EMEA and APAC



- Component supply production site
- Hybrid crane / component supply production site
- Crane factories
Industrial Equipment
- Ports factories
Port Solutions

A man and a woman are working in a factory. The man is wearing a high-visibility yellow jacket and safety glasses. The woman is wearing a grey jacket with an orange vest and safety glasses. They are both looking at a piece of machinery. The background shows a large industrial facility with yellow overhead cranes and various equipment.

May 6, 2026

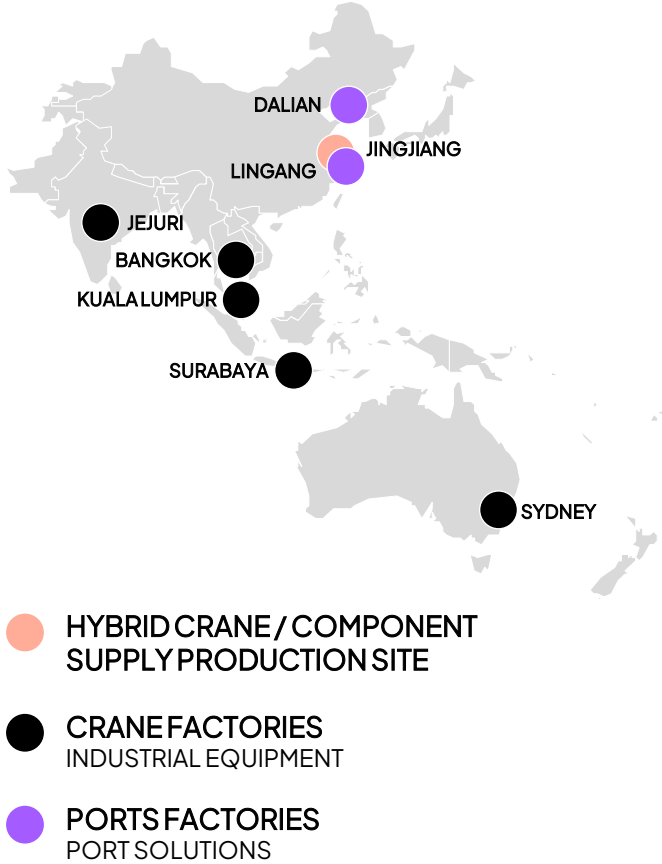
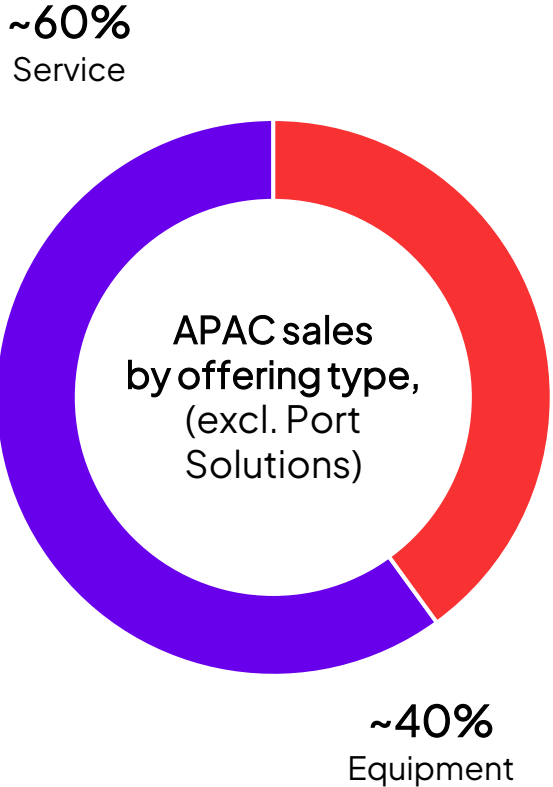
Konecranes in APAC

Ravin Wadhawan, SVP Industrial Service and Equipment, region APAC


Konecranes has operations in several countries across the APAC region

Konecranes in 2025

Net sales 523.5 EUR million	Production sites in 8 locations
Over 105 service locations ⁽¹⁾	Approximately 780 service technicians ⁽¹⁾
Presence in 12 countries ⁽¹⁾	Approximately 3,300 employees



Note (1): excluding Port Solutions



Business Areas Industrial Service and Industrial Equipment in APAC

A family of leading brands, globally and locally

END
USERS

END
USERS

CRANE BUILDERS,
DISTRIBUTORS,
COMPONENT
INTEGRATORS

SINGLE GLOBAL BRAND

KONECRANES®

MARKET-SPECIFIC BRANDS

DEMAG **SWF** **R&M** **VERLINDE** **donati**
KRANTECHNIK MATERIALS HANDLING LIFTING EQUIPMENT

DEMAG

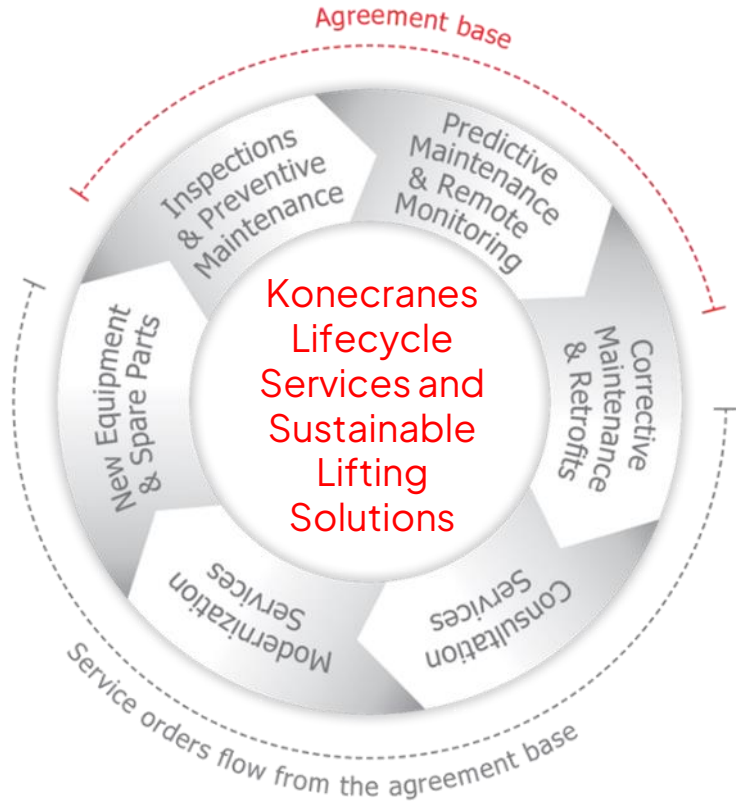
Konecranes has a wide Industrial Service and Industrial Equipment offering in the APAC region



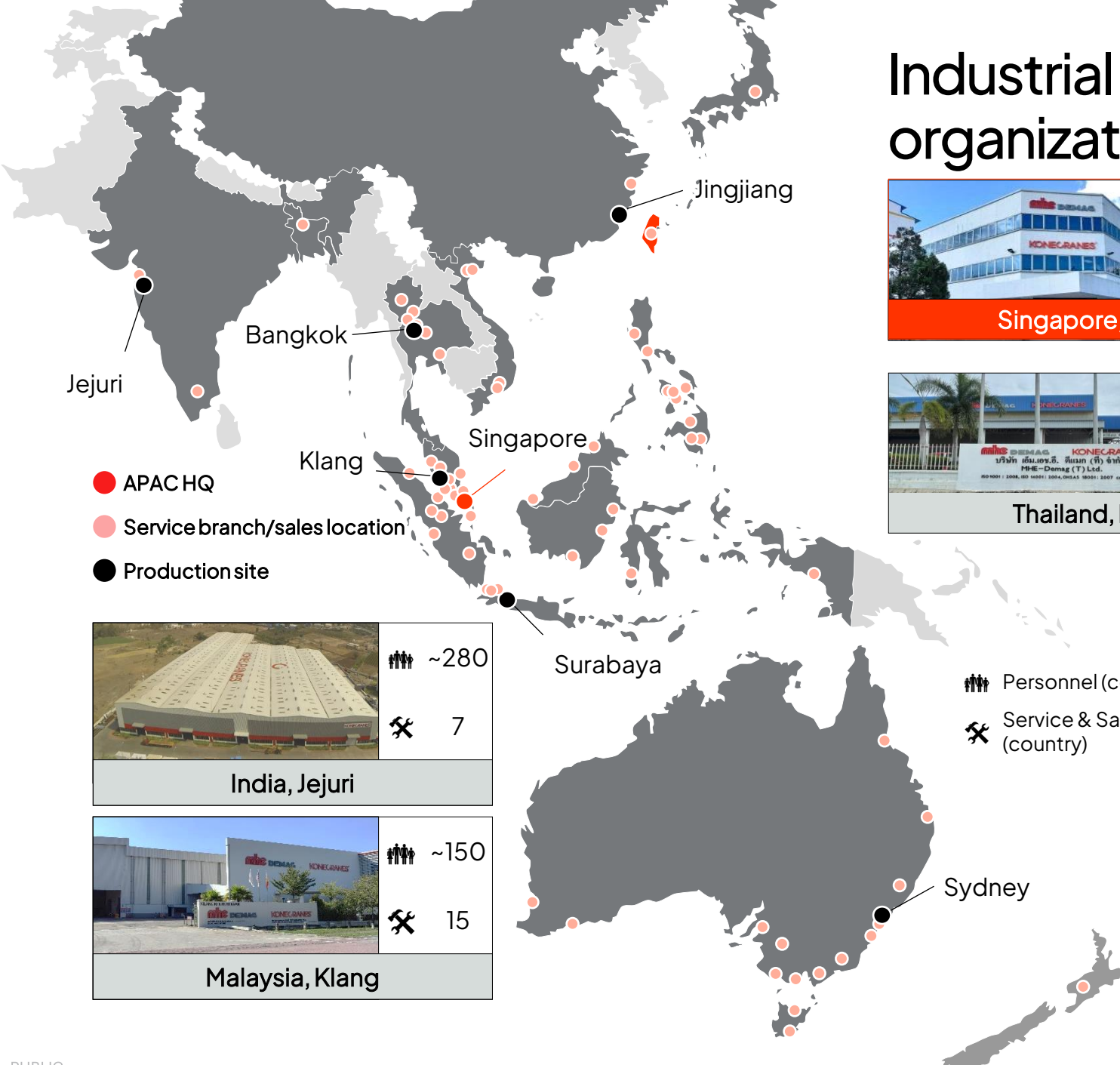
<p>CONDITION Inspection/Routine Maintenance Program</p>	<p>CARE Preventive/Predictive Maintenance Program</p>	<p>COMMITMENT Comprehensive Maintenance Program</p>	<p>COMPLETE Comprehensive Maintenance & Operations Program</p>



<p>Components</p>	<p>Standard cranes</p>	<p>Process cranes</p>
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Industrial Service and Equipment organization in APAC



	👤 ~90 ⚙️ 1
Singapore, APACHQ	

	👤 ~380 ⚙️ 40
China, Jingjiang	

	👤 ~170 ⚙️ 10
Thailand, Bangkok	

	👤 ~270 ⚙️ 16
Indonesia, Surabaya	

	👤 ~280 ⚙️ 7
India, Jejury	

	👤 ~150 ⚙️ 15
Malaysia, Klang	

	👤 ~270 ⚙️ 16
Australia, Sydney	

👤 Personnel (country)
 ⚙️ Service & Sales locations (country)

Konecranes has an active M&A strategy – recent acquisitions in APAC

In Q1 2026, Konecranes expanded APAC Industrial Service presence with acquisitions in Thailand and New Zealand

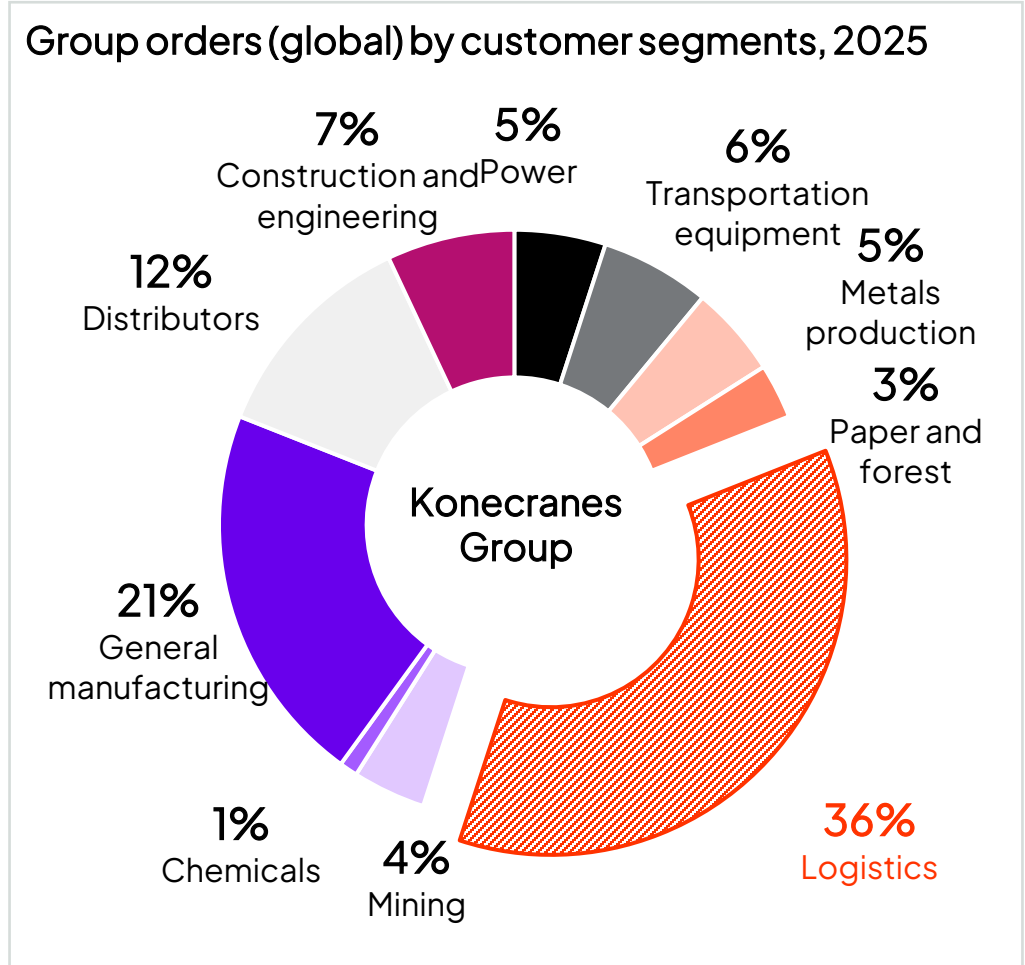
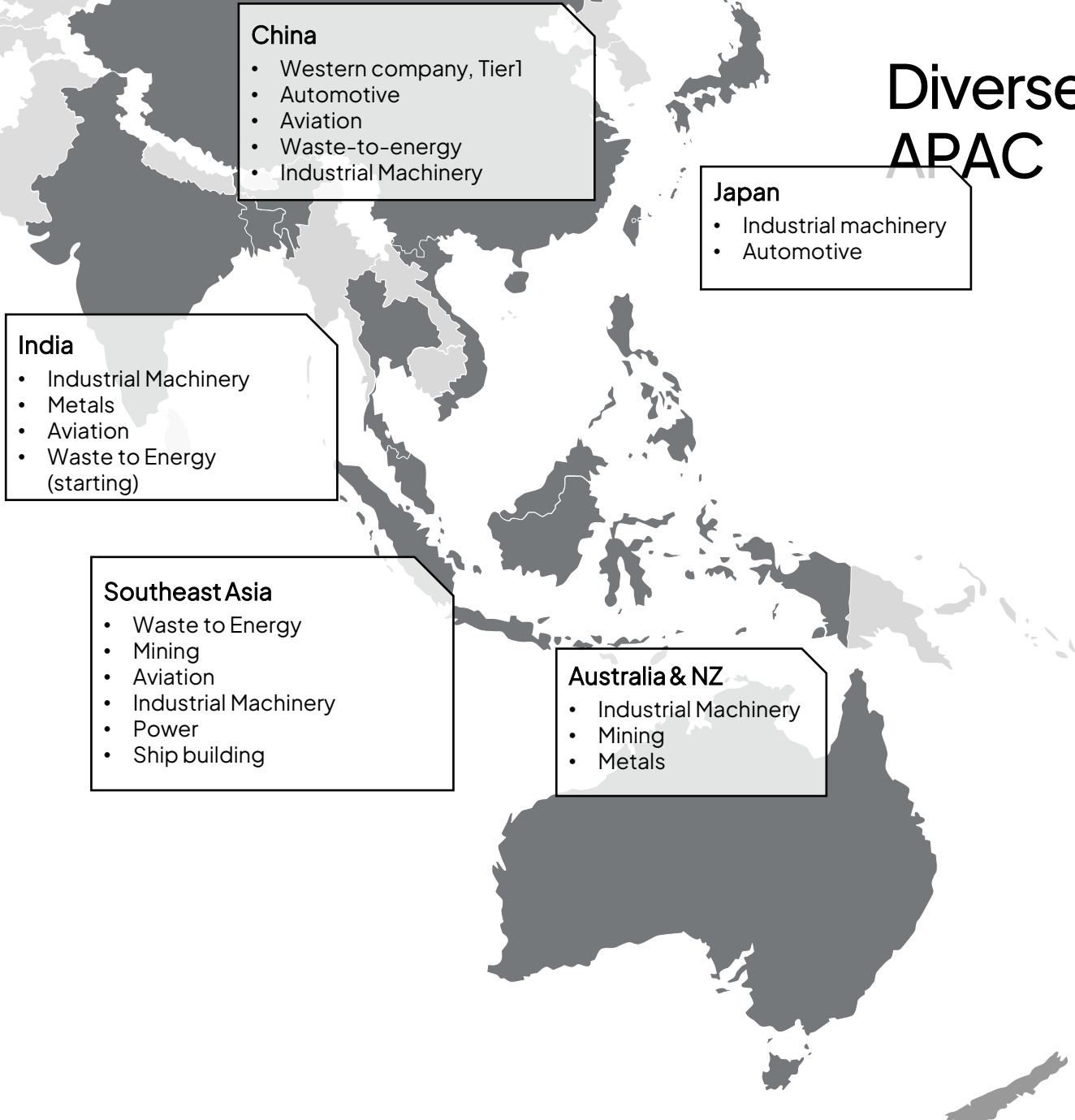
- Ex-Kcranes is an industrial service company based in Rayong, on the Gulf of Thailand, serving customers in both Thailand and Laos.
- Trimate Industries sells crane components and spare parts and is also a distributor for Demag, which has a broad installed base in New Zealand.

In 2020, Konecranes acquired MHE-Demag

The acquisition increased presence and market coverage in Southeast Asia and simplified distribution channel for industrial cranes and components

Integration of MHE-Demag was successfully completed as planned in 2022.

Diverse industrial customer base in APAC



India is Asia's growth leader, demand in China has softened and competition intensified

Demand outlook (Q1/26 Interim report):

Within the industrial customers segment, we expect our demand environment to remain on a healthy level. However, uncertainty related to geopolitics and trade policy tensions remains high.

- **Macro-related uncertainty has further increased due to the conflict in the Middle East**
- Manufacturing footprint shifts to SEA and India
- **Competition has become more aggressive**
- Equipment competition in basic products
- Intensified export activities from China and opportunistic price approach of European competitors
- **Services are playing a big role in APAC's future demand growth**
- Konecranes' leading position in service and wide presence creates a clear and sustainable competitive advantage
- Megatrends are driving for more automated and smarter equipment which require professional outsourced service



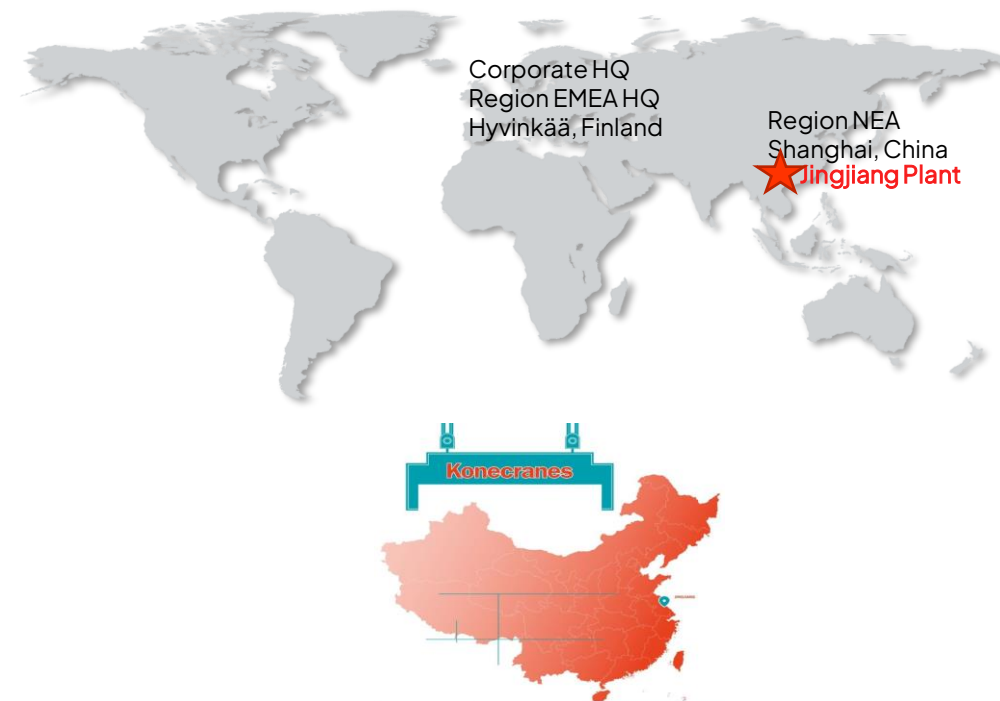
Industrial Service and Equipment
operations
in China and Jingjiang

Konecranes has operations in [eight] locations in China and 40 service sites



In addition, Konecranes has around 40 service sites in China.

Jingjiang Factory



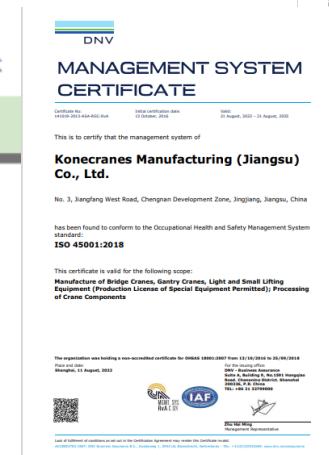
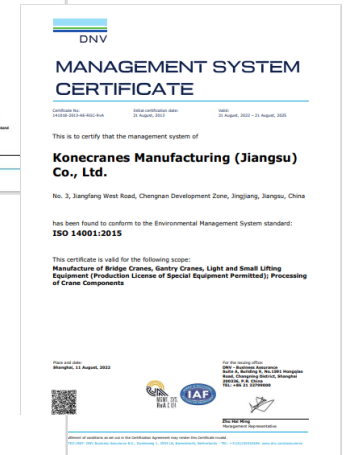
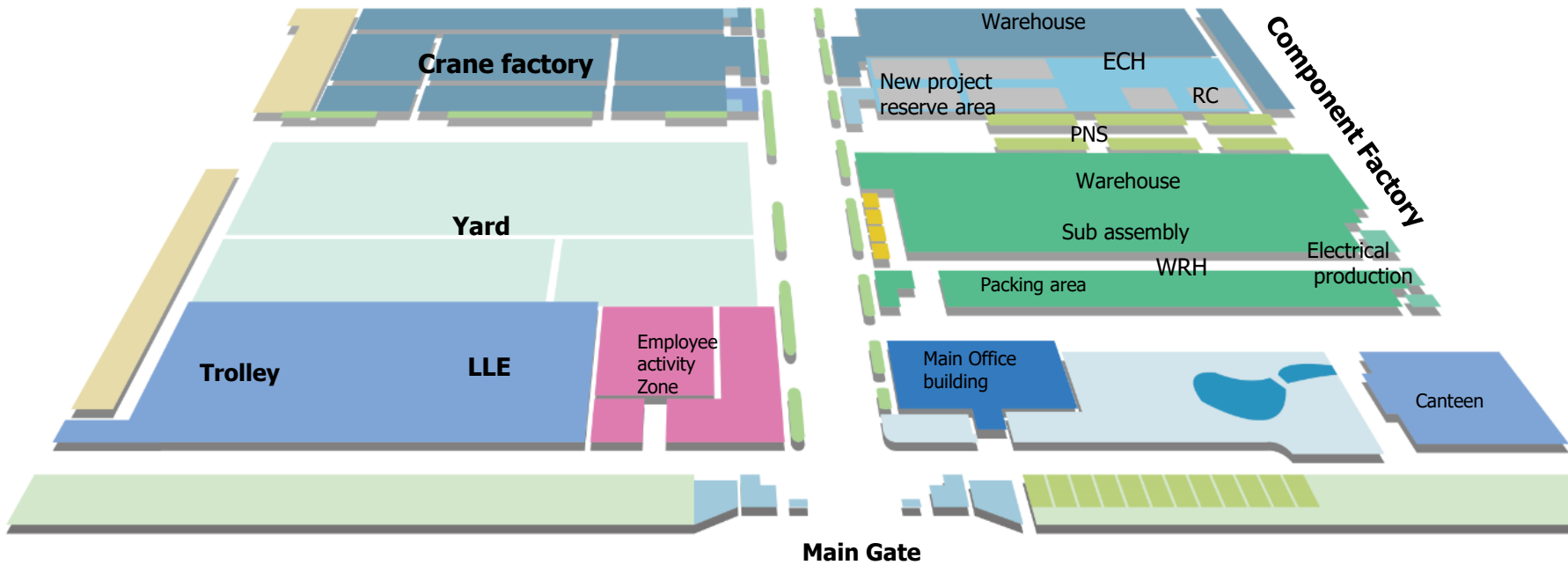
Main products: hoists, electrics, industrial cranes, crane components, parts

Jingjiang serves both local needs and also delivers crane components to Konecranes' global factory network and acts as a hub for parts deliveries.

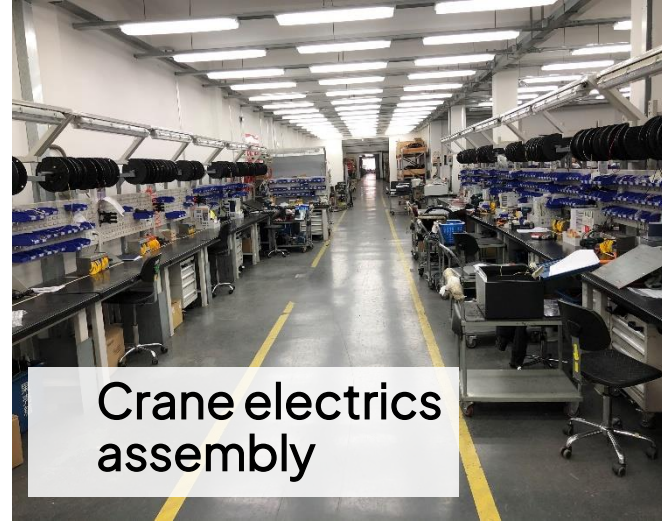
Located on the north shore of the Yangtze river in Chengnan Dev Zone - Jingjiang.

Jingjiang plant covers over 100,000 m² with production area and office building. About 200+ employees work for KCJ supply chain, which include hoist production, crane factory, spare parts manufacturing and other supporting functions, such as quality and logistic center.

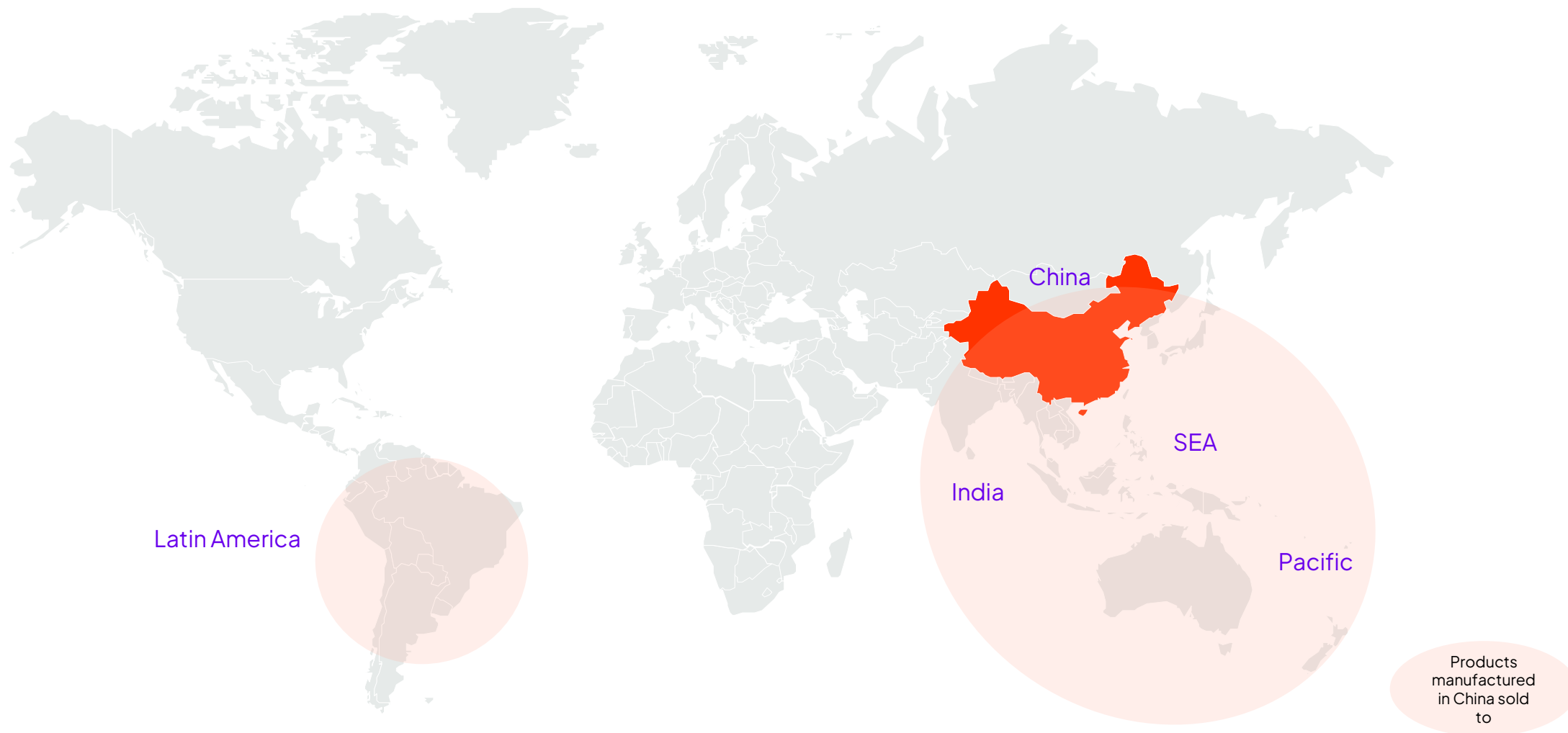
Jingjiang Factory Layout & HSEQ System



Production workshop areas in Jingjiang



Majority of the products manufactured in China are sold locally, also deliveries to rest of APAC & Latin America ramping up



May 6th, 2026

This is Konecranes Lift Trucks

Andreas Falk, SVP – BU Lift Trucks

KONECRANES

Port Solutions

The widest and deepest offering
in container handling

- ▶ **Leading global player** in the design, manufacture and servicing of **container handling** equipment for ports and intermodal
- ▶ **Core offering and range** for **bulk and general cargo**
- ▶ **Automation and software** with intelligent material handling solutions that delivers valuable data, resilience, and overall productivity
- ▶ **Services** dedicated to ensure safety, reliability, efficiency and sustainability across entire fleets

11,550

Installed fleet



Eco portfolio share of sales, 2025

62%

Eco portfolio = fully electrified and hybrid equipment, modernizations and retrofits

3,494

employees at the end of 2025

1,523

net sales, MEUR, 2025

Business Unit Lift Trucks

Part of the widest and deepest offering in container handling



- Leading global player in the design, manufacture and servicing of **mobile** container handling equipment for ports and intermodal **and heavy industries**
- Complete offering **and innovative range of heavy forklifts and mobile container handling between 10-180 tons capacity.**
- Automation and software with intelligent material handling solutions that delivers valuable data, resilience, and overall productivity
- Distribution and services **via distributors** dedicated to ensure safety, reliability, efficiency and sustainability for end customers

>14.000

Units delivered

>100

Distributors globally

2

Main supply sites

~500

Employees

History and growth

1949
SMV is
founded

1957
SMV builds and
delivers first lift
truck

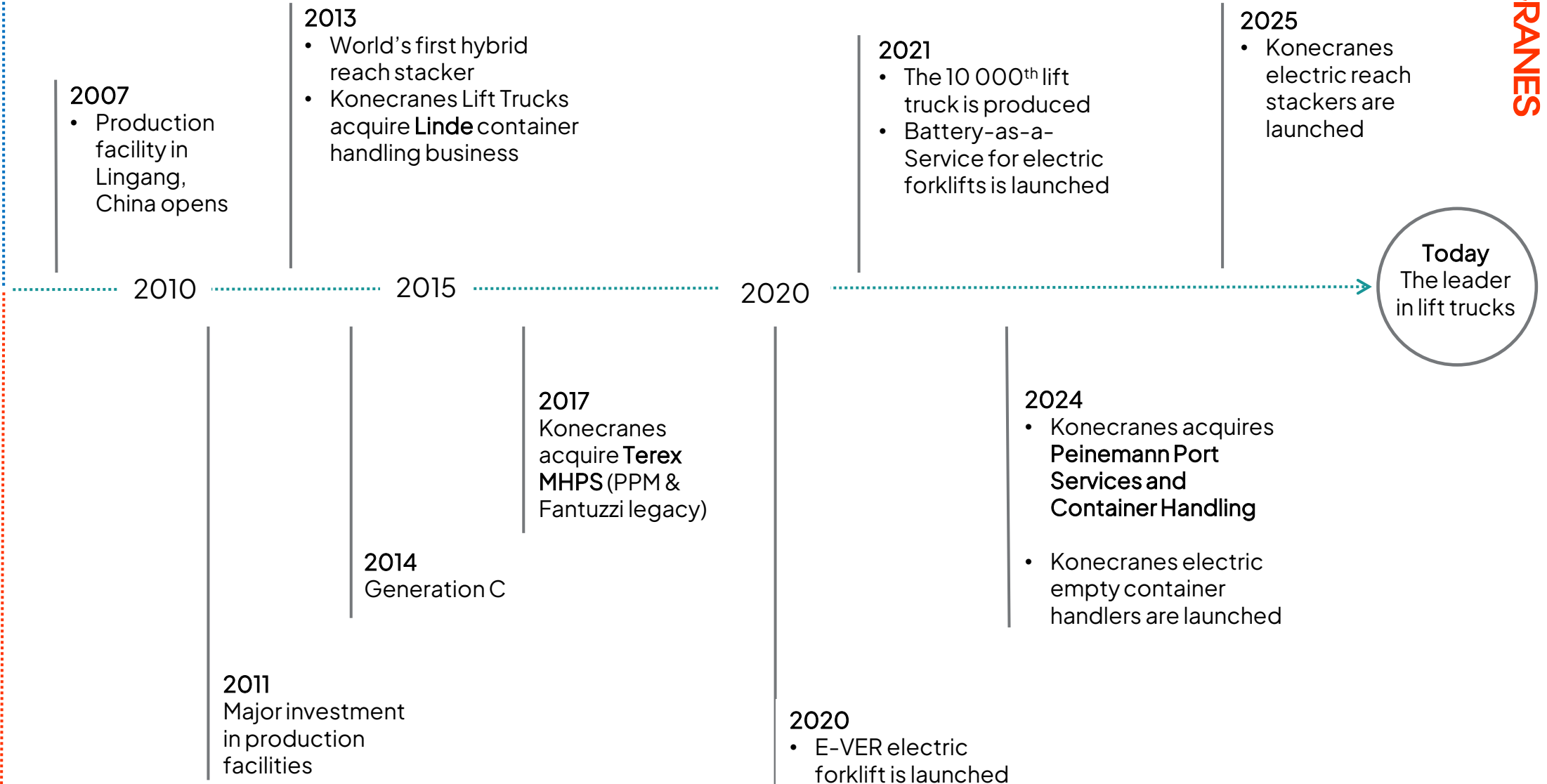
1994
SMV gets new
management

2004
Konecranes
acquires SMV

1996
Publicly listed
company

1994
Kone is divided
and the name
Konecranes is
taken

1910
Kone is
founded



Today
The leader
in lift trucks

Markaryd

Småland, Sweden



Lift Trucks Headquarters

KONECRANES

Lift trucks with heart

- Design and development
- Station and tacted line assembly
- Prototypes and testing
- Warehouse and spare parts management

ISO : 9001, 14001, 45001, 27001

Carbon neutral certified site

Supporting and investing in the **local community** through sponsorships

Mainly delivering to Europe and North America

330

Employees

10.000+

Trucks built since 1994

20.000m²

Factory size

Lingang

Shanghai, China



Lift Trucks

Second production site

Lift trucks at heart

Design and development

Station and tacted line assembly

Testing (incl. testing ground)

Warehouse and spare parts management

ISO : 9001, 14001, 45001

Mainly delivering to Asia, Pacific, South America, Middle East, Africa

KONECRANES

115+

Employees

3.000+

Trucks built since 2007

17.500m²

Factory size

Sustainability



Konecranes' sustainability strategy is built around our sustainability commitments:

- We deliver safe and secure material handling solutions
- We enable a decarbonized and circular world
- We create fair, inclusive, diverse and engaging working environment
- We expect high ethical standards of ourselves and our business partners

Ambitious climate targets and great progress

Progress in Lift Trucks

- Carbon neutral production site in Markaryd, Sweden
- All electricity is from renewable sources in Lingang, China
- All lift trucks are designed with sustainability in mind, and compatible with HVO100.
- Ongoing electrification program
- Aftermarket product development

Our customers



Global distributor network driving local success

Worldwide reach

- Over 100+ distributors across all continents, acting as our local experts and providing after-market support.

Market intelligence & innovation

- Distributors gather customer insights, tailor solutions to regional needs, and enable real-time innovation.

Specialized competence & partnership success

- We combine global presence with local expertise, succeeding together to enhance customer satisfaction and business growth.

Distributor network and direct sales for key accounts

- Most sales go through our distributor network for local support, while large, multi-site customers benefit from direct sales with a single point of contact and streamlined purchasing for complex operations.



Distributors



- South America
- Started late 1990.
- Sale, rental and service of various lifting product throughout Peru, Chile, Colombia & Ecuador.
- Revenue 112MUSD, 175 staff.
- Trex belongs to Ferreycorp, listed on Lima stock exchange. (Revenue 2B USD)



- Asia Pacific
- United Equipment, Australia.
- Started 1985.
- Sale, rental and service of various lifting product throughout Australia.
- Company turnover 116M€, 150 staff. United Eq belongs to The Elphinstone Group, privately owned. (Revenue 1,9B AUD)

A global competitive landscape

Key information

~2.0 B€

Market size

















#2-3

Konecranes position



Market trend

Competition globally

Europe	MEA	Americas	APAC
			
			
			
			
<p>Smaller regional competitors</p>			

Our products



High quality lift trucks – diesel and electric



Reach stacker



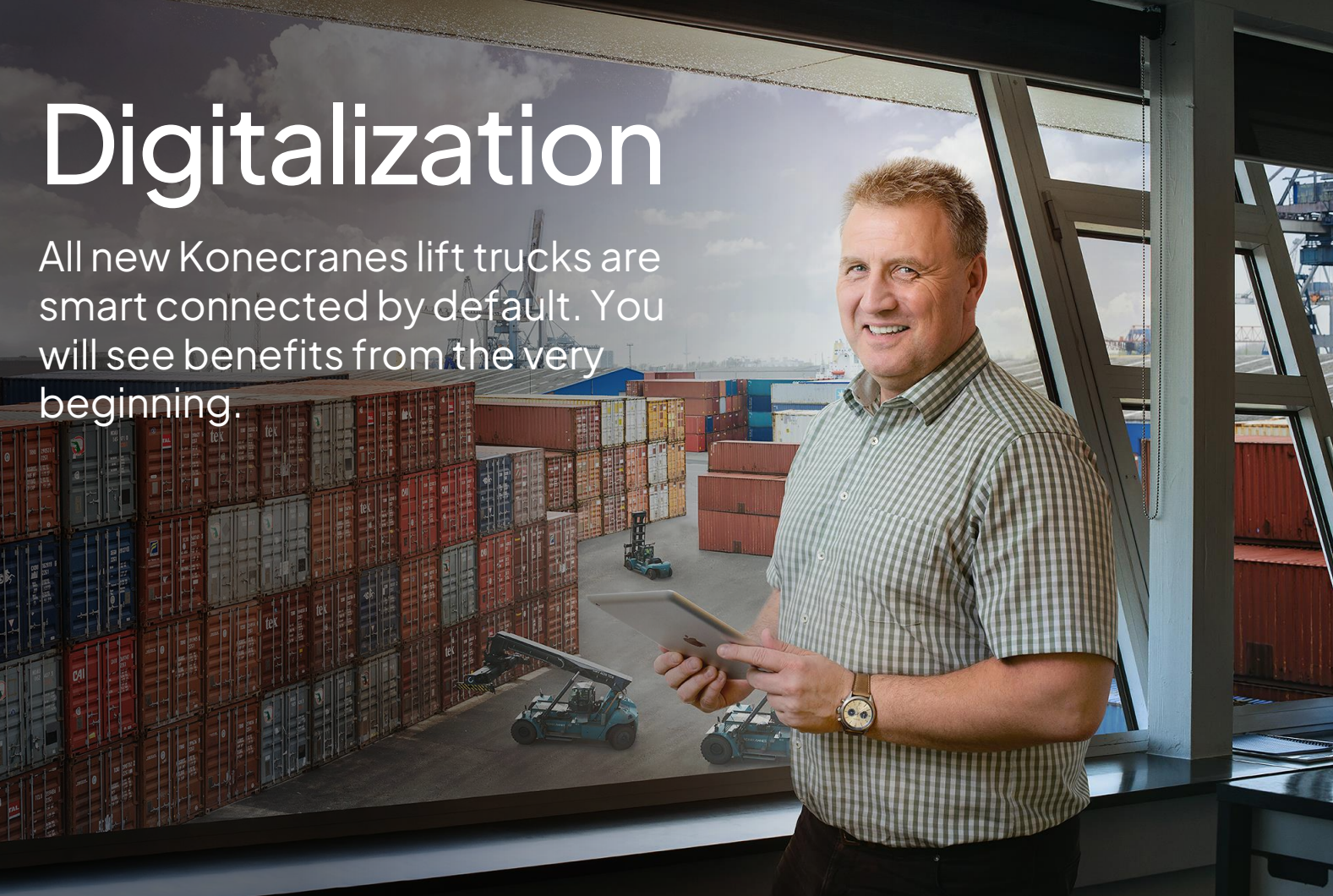
Forklift



Empty container handler

Digitalization

All new Konecranes lift trucks are smart connected by default. You will see benefits from the very beginning.



- **Smart, connected equipment,** Provides real-time data to optimize safety, productivity, and lifecycle value
- **TRUCONNECT,** Standard on all new lift trucks since 2022, enabling remote monitoring, diagnostics, and predictive maintenance
- **Cybersecurity,** Certified to ISO 27001 and IEC 62443 for secure product development
- **Customer benefits:**
 - Safer, more productive operations
 - Longer equipment lifetime
 - Data-driven decisions
 - Condition-based maintenance

1700+

Active and pending patents

~30 000

Number of
active connections



Genuine spare parts

Made or selected by Konecranes

- Original spare parts for all Konecranes and Konecranes legacy brands (Linde heavy trucks, Fantuzzi, PPM, Terex)
- Handpicked from the worlds leading manufacturers
- Tested as integral component of the truck
- Meet and exceed high quality, safety and performance standards
- Certified according quality and environmental management

Critical information leading to high performance, durability and connectivity cannot be copied

- Performance and safety will not be compromised
- 12 months or 1.000 wh extended warranty included

24/7

100%

ORIGINAL PARTS

4 DC

China, France,
Sweden, USA

GLOBAL
SPARE
PARTS
CENTER

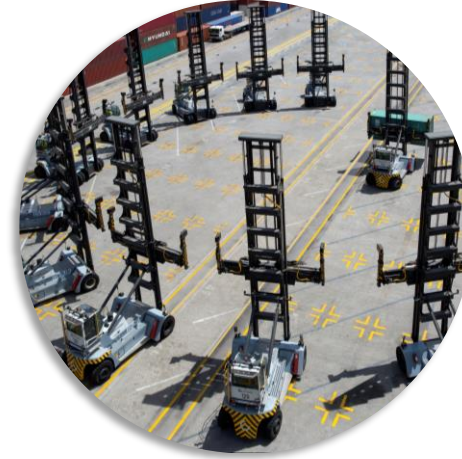
The Lifetime Advantage of choosing Konecranes



A smarter maintenance experience.
A clear view leads to smart maintenance and a lifetime of reliable performance.



A wiser management experience.
Accurate, up-to-date knowledge means smarter decisions and a lifetime of fleet efficiency.



A cleverer investment experience.
The longer you stay with us, the better your investment will look.

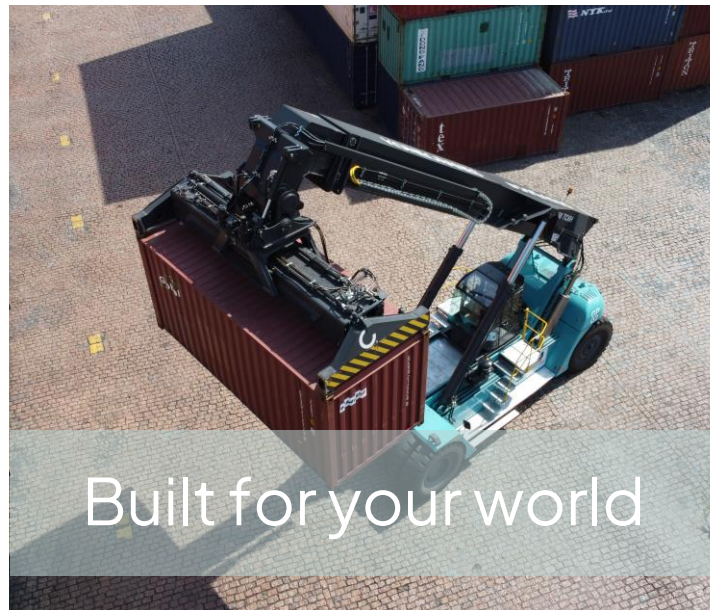
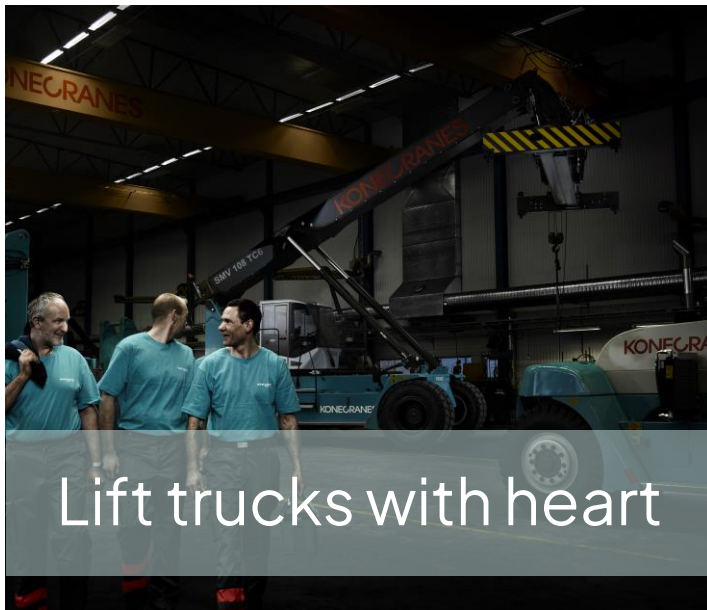


A safer driving experience.
Lifetime Advantage prioritizes safety in and around Konecranes lift trucks.



A dependable team with experience.
For the entire life cycle of your equipment, we will always be at your side.

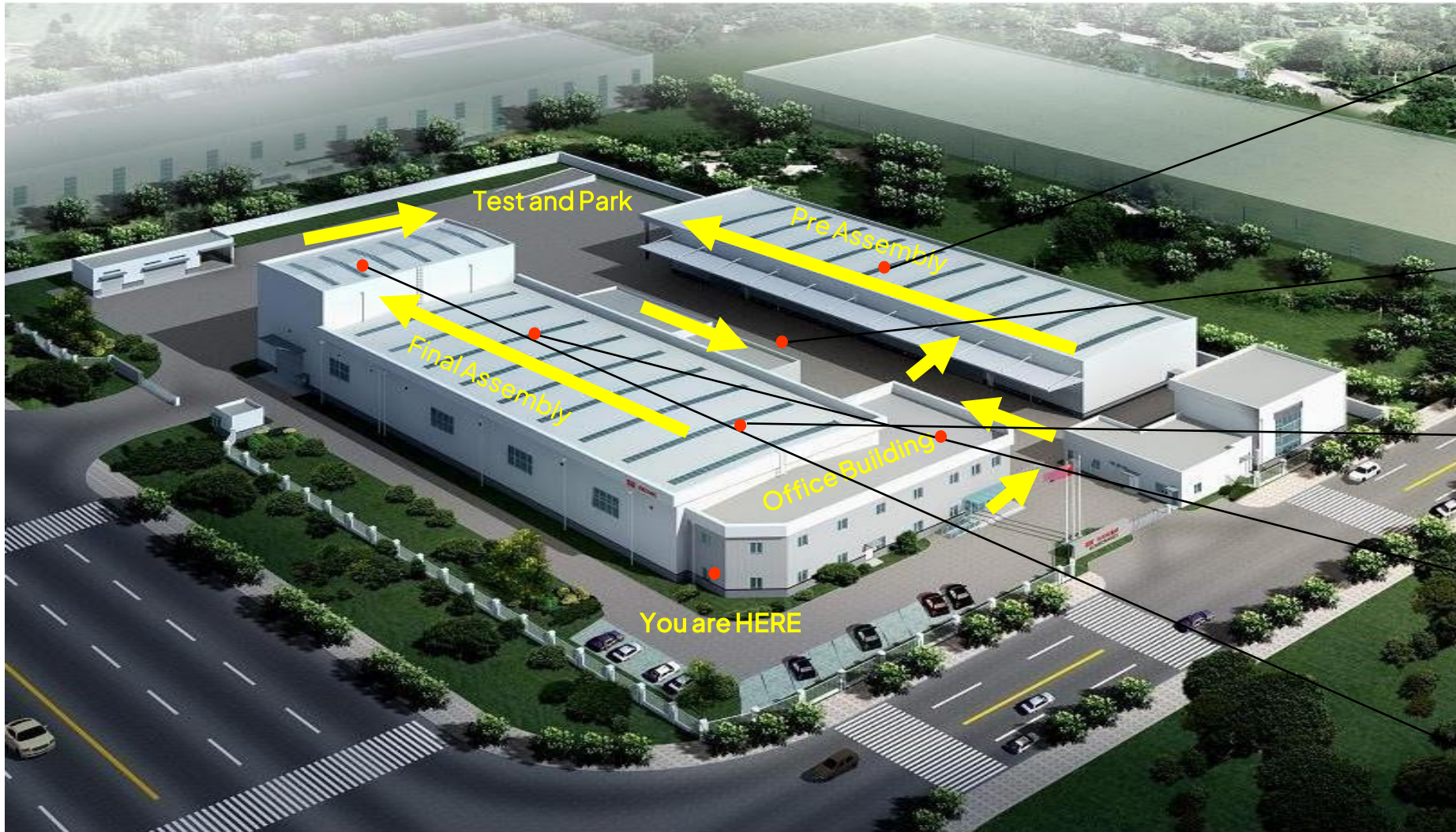
We are Konecranes Lift Trucks



Factory tour Lingang



Factory Tour – 45 Minutes



I: Pre-Assembly Hall

II: Buffer Stock and Moving to Final Assembly. Solar Panels

III: Daily Management

IV: Final Assembly Line

V: High Building. Finished Products and Testing