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Strong performance continued Q2 2025 results

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Presenters and agenda

Market update and group
performance



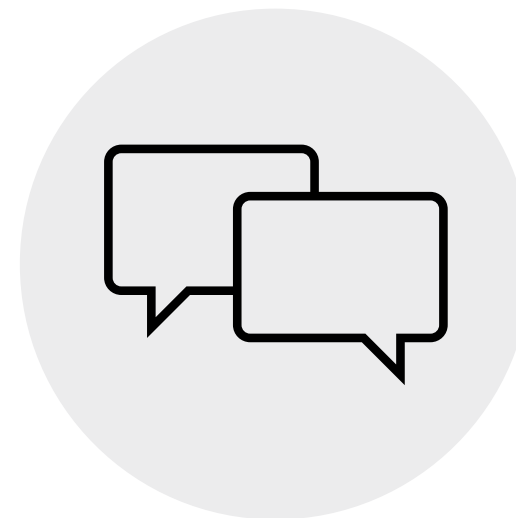
Marko Tulokas
President & CEO

Business Area performance
and balance sheet



Teo Ottola
CFO

Questions & Answers



Driving sustainable and profitable growth through our global presence towards our financial targets

Business Area strategies

Industrial Service

Growth through agreement base expansion and bolt-on M&A

Industrial Equipment

Continuing portfolio renewal and business model simplification

Port Solutions

Focus on core offering and service growth and capturing automation and electrification opportunities

Updated financial targets

Sales

Growth faster than the market¹

Comparable EBITA

Margin 13-16%²

1.) Nominal world GDP growth, IMF World Economic Outlook. 2.) As soon as possible, but no later than in 2029.

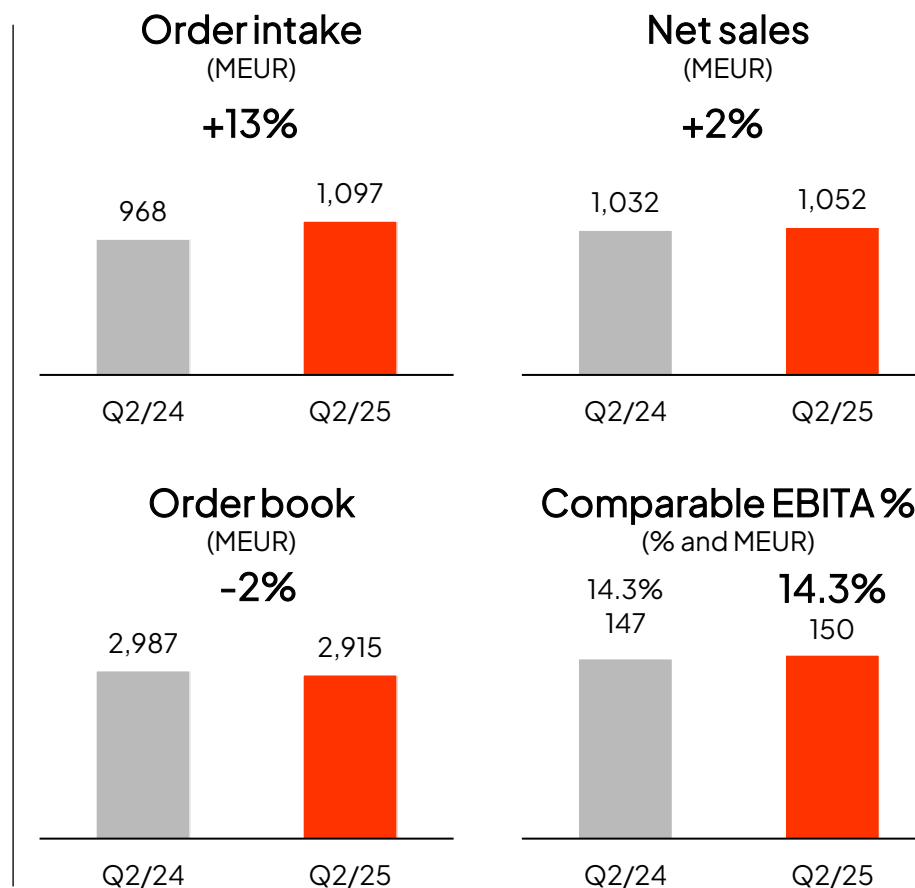
Q2 2025 – Strong performance continued

Demand environment remained good

- Orders +17.1% Y/Y (comp. FX)
- Net sales EUR 1,052 million, +5.3% Y/Y (comp. FX)

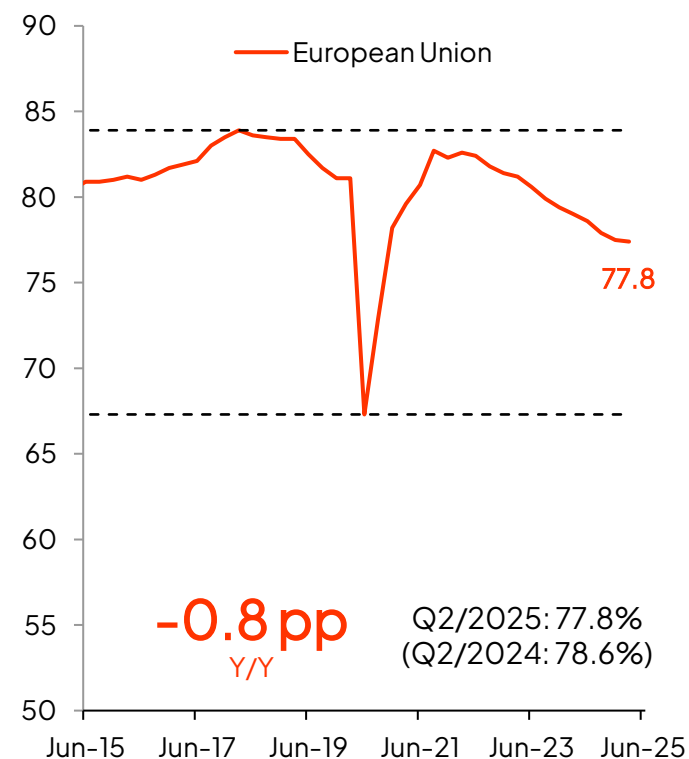
Strong comparable EBITA margin

- The same record-high level of 14.3% as in Q2 2024
- Profitability increased in Industrial Service and Port Solutions, but decreased in Industrial Equipment

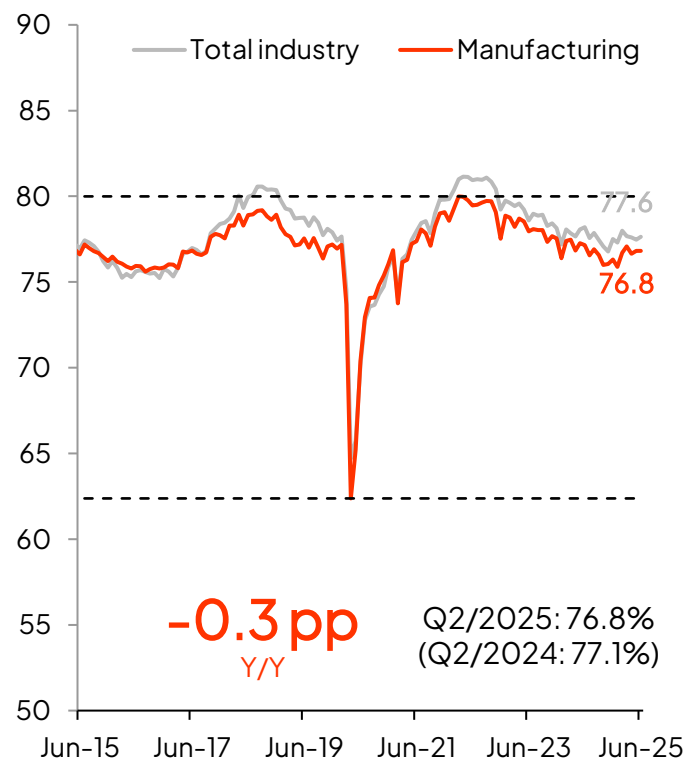


Market environment – Industrial Service and Industrial Equipment

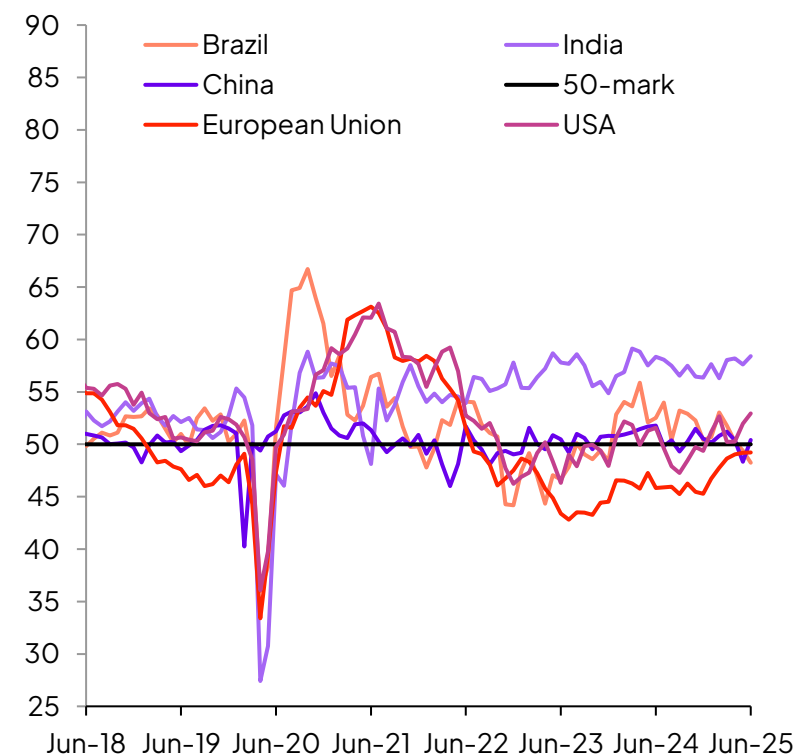
EU capacity utilization rate, %



US capacity utilization rate, %



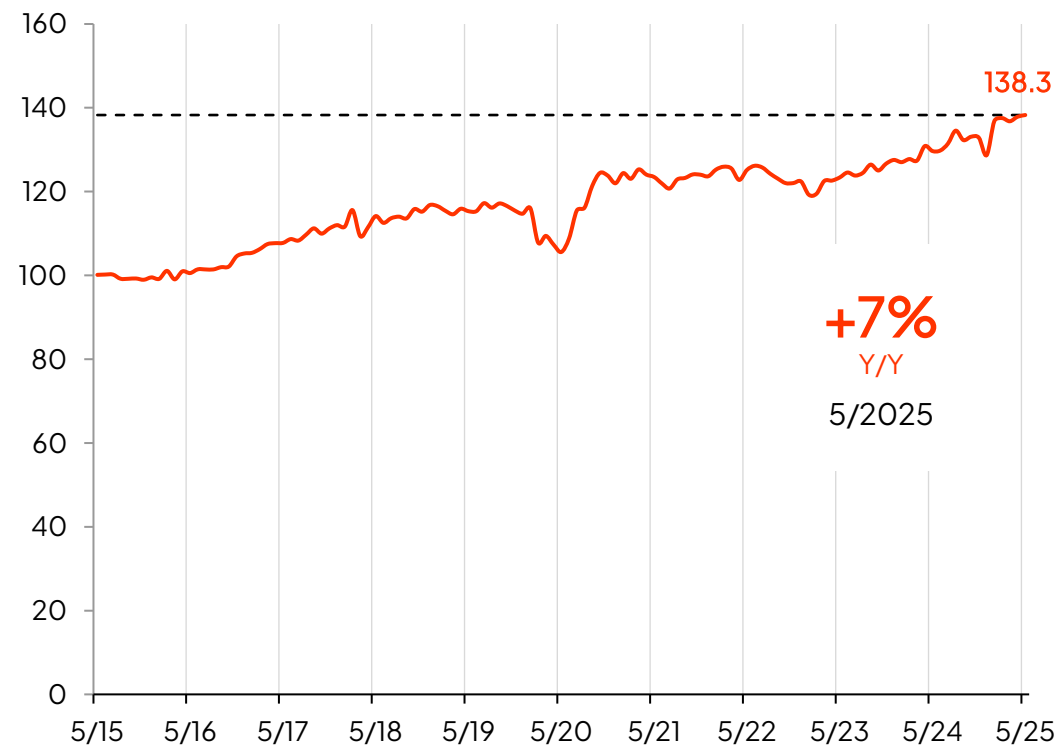
Manufacturing PMIs



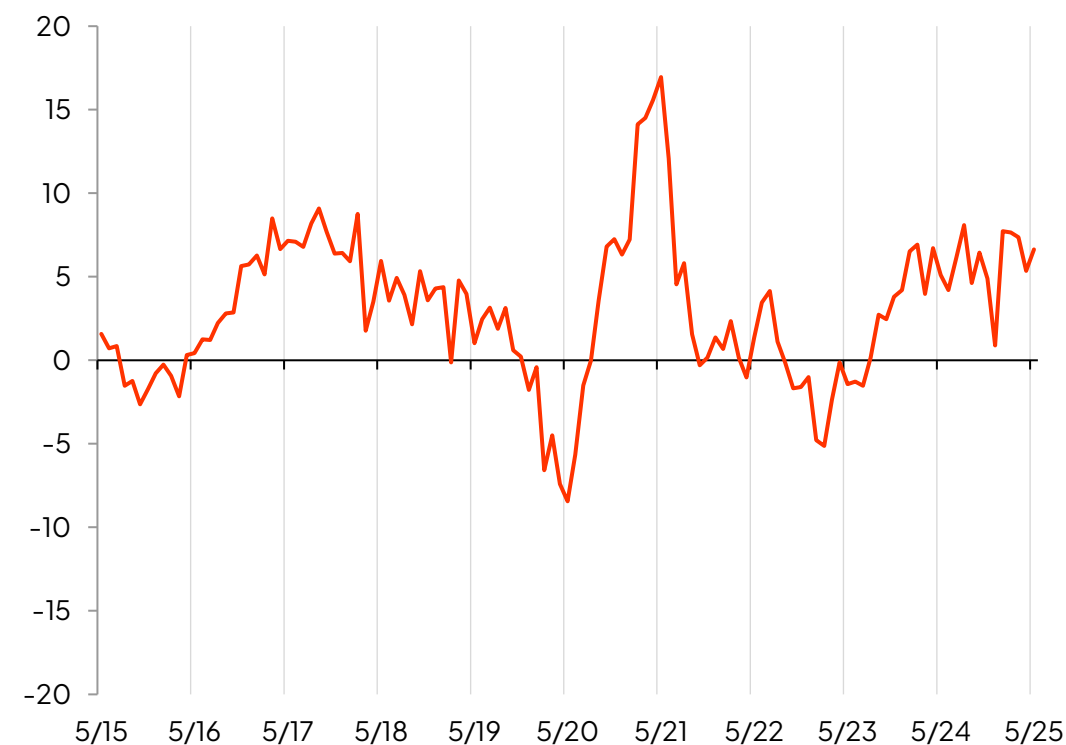
Source: Eurostat, Federal Reserve Economic Data, S&P Global

Market environment – Port Solutions

RWI/ISL Container Throughput Index(2015 = 100)



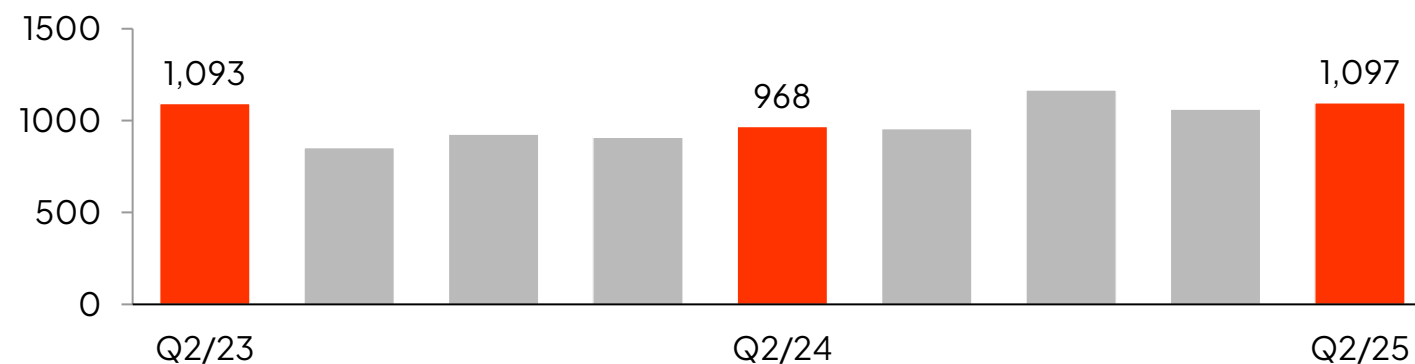
Monthly index change Y/Y, %



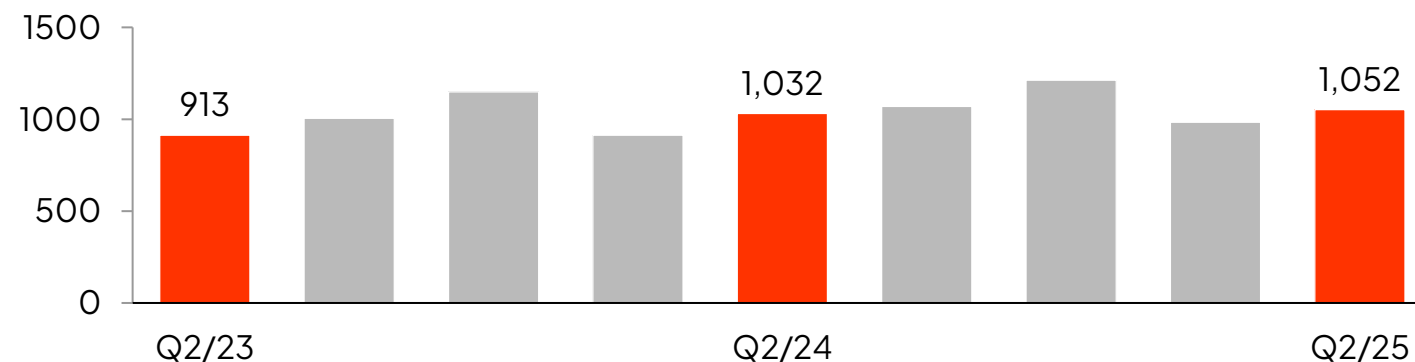
Source: RWI/ISL

Growth in group order intake and net sales

Order intake, EUR million



Net sales, EUR million



Order intake

+13.3%

Y/Y reported

+17.1%

Y/Y comp. FX

- Increase in Industrial Equipment and Port Solutions, decrease in Industrial Service
- Increase in EMEA and the APAC, decrease in the Americas

Net sales

+2.0%

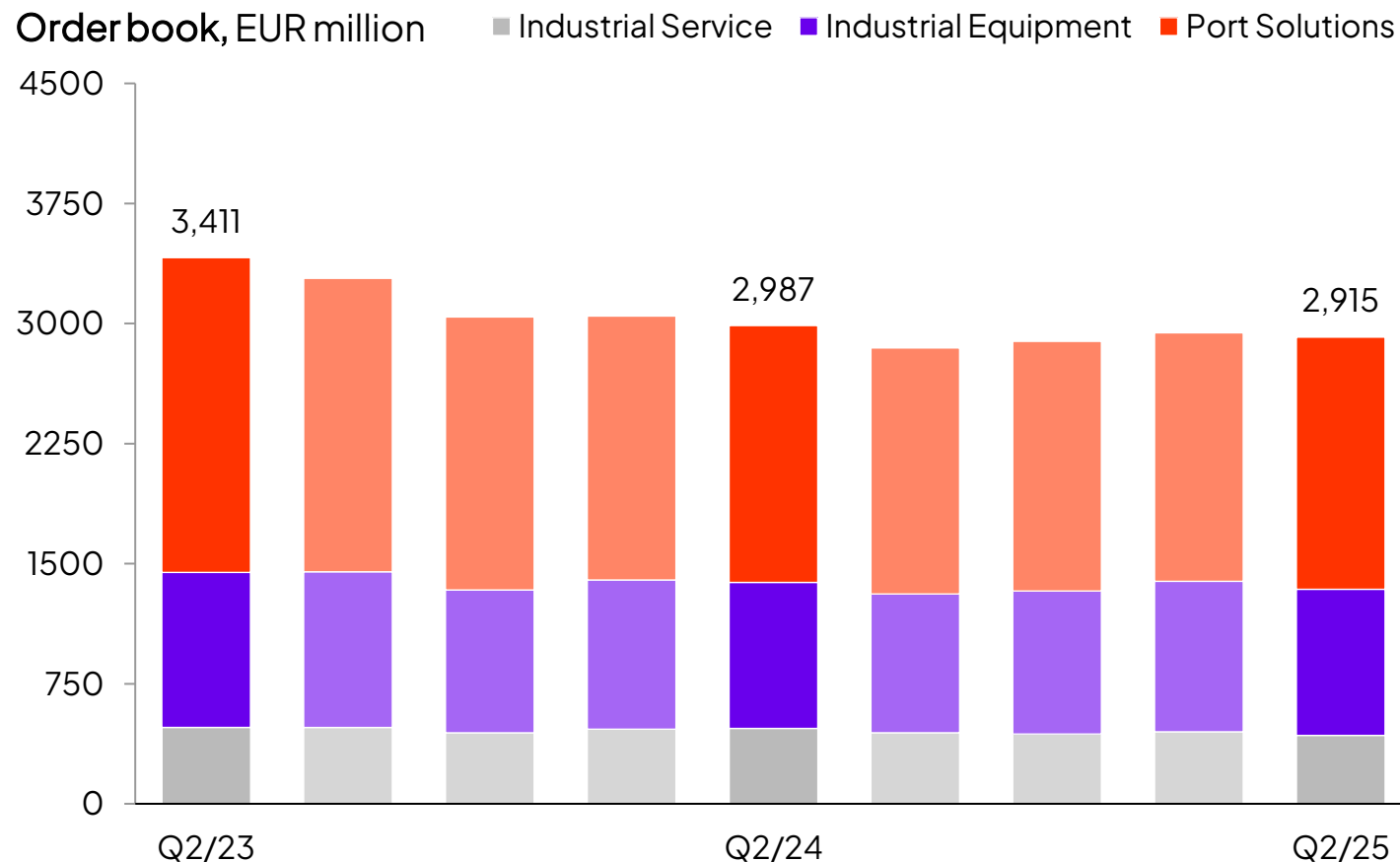
Y/Y reported

+5.3%

Y/Y comp. FX

- Increase in Port Solutions, decrease in Industrial Service and Industrial Equipment
- Increase in EMEA and APAC, decrease in the Americas

Group order book remains on a good level



Orderbook

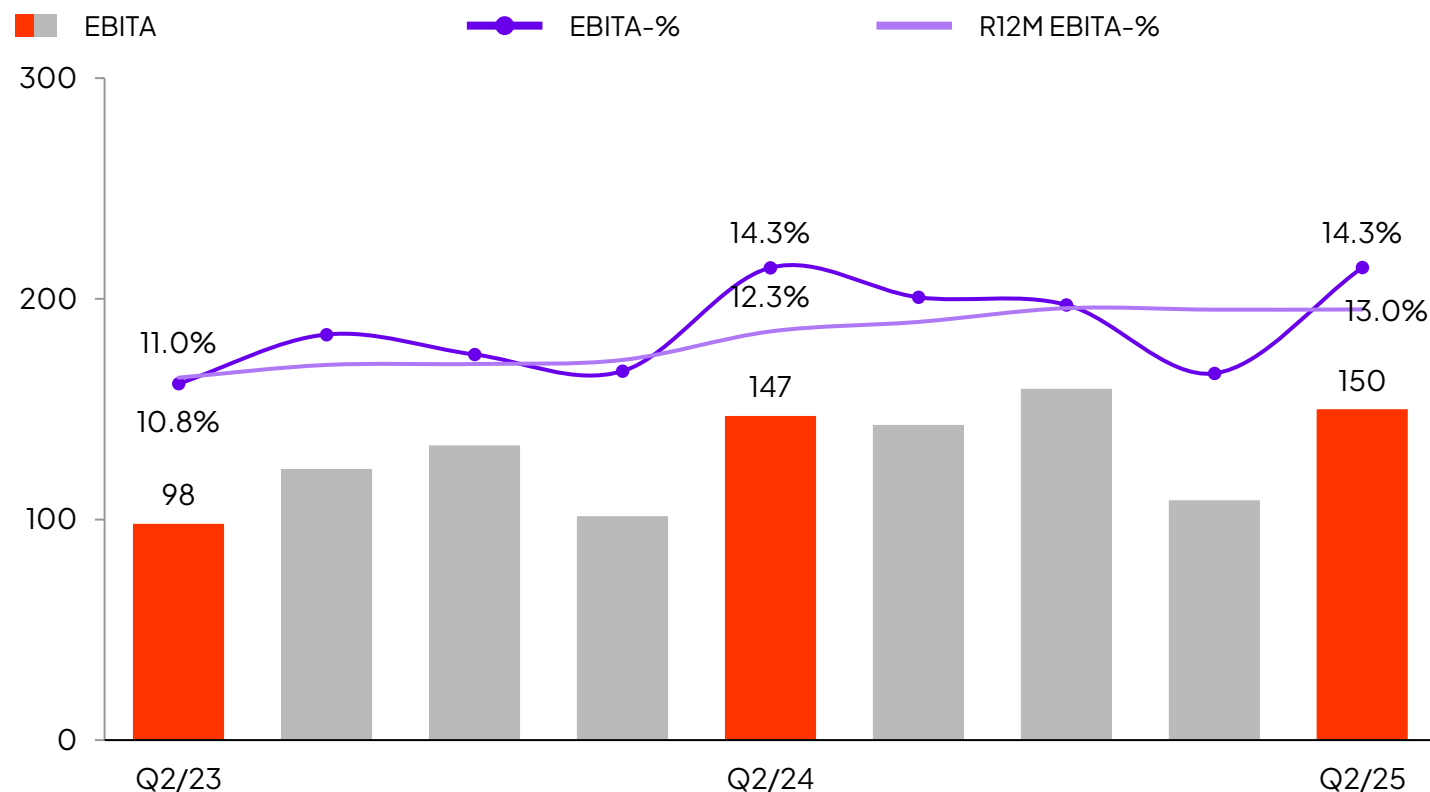
-2.4%
Y/Y reported

+0.2%
Y/Y comp. FX

- EUR 2,915 million
- Decrease in Industrial Service and Port Solutions, approximately flat in Industrial Equipment

Record-high comparable EBITA margin reached once again

Comparable EBITA, EUR million and %



Comparable EBITA margin

14.3%

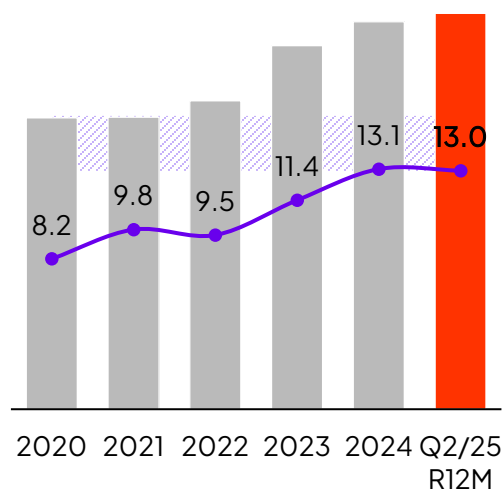
0.0 pp Y/Y change

- Increase in Industrial Service and Port Solutions, decrease in Industrial Equipment
- Gross margin slightly decreased year-on-year
- EBITA supported by higher volumes, offset by a negative mix impact

Konecranes upgraded its EBITA margin targets

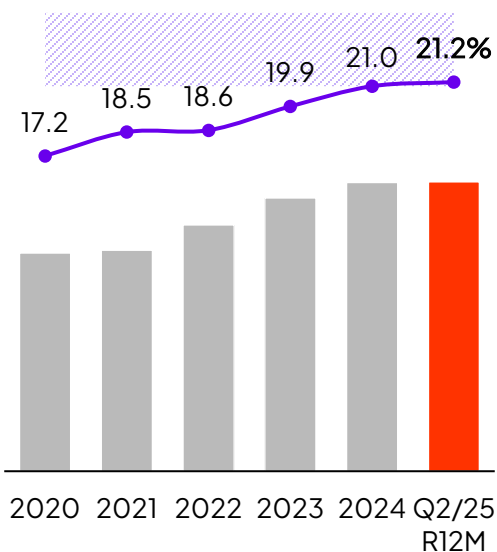
Group

Target: 13-16%⁽¹⁾



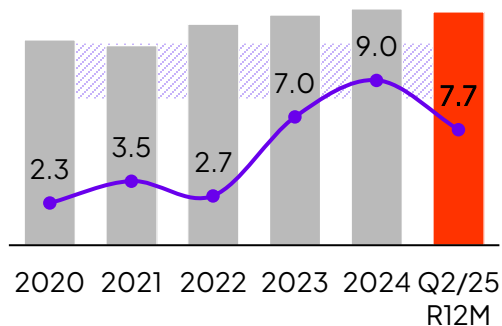
Industrial Service

Target: 21-25%⁽¹⁾



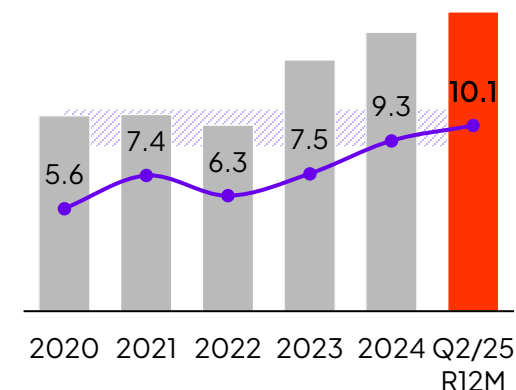
Industrial Equipment

Target: 8-11%⁽¹⁾



Port Solutions

Target: 9-11%⁽¹⁾



Net sales, EUR million

Comparable EBITA, %

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

Demand outlook

Within industrial customer segments:

Americas

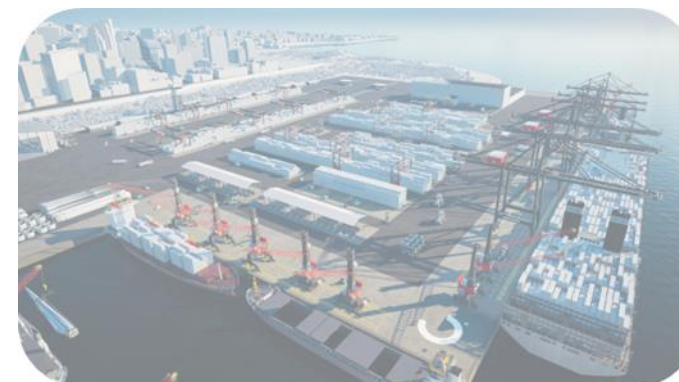
EMEA

Asia-Pacific

Our demand environment within industrial customer segments has remained good and continues on a healthy level. However, the demand-related uncertainty and volatility due to the geopolitical and trade policy tensions remain.

Within port customers:

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





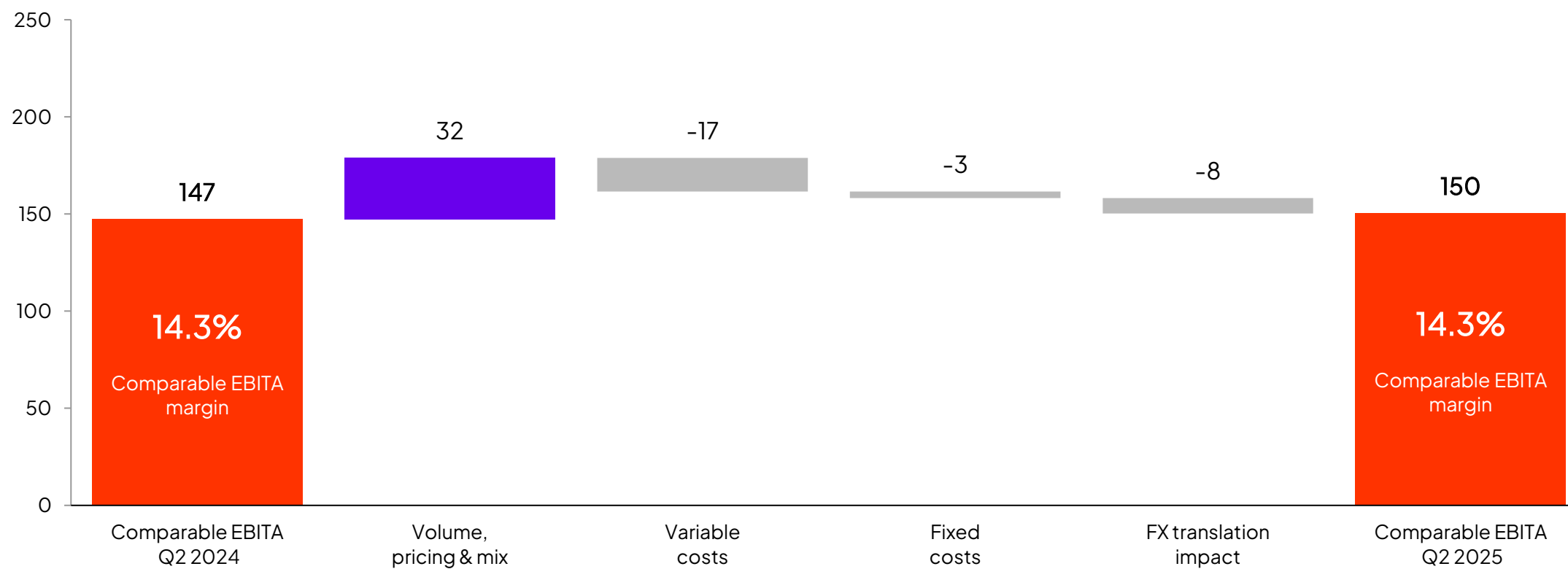
Financial guidance for 2025

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

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

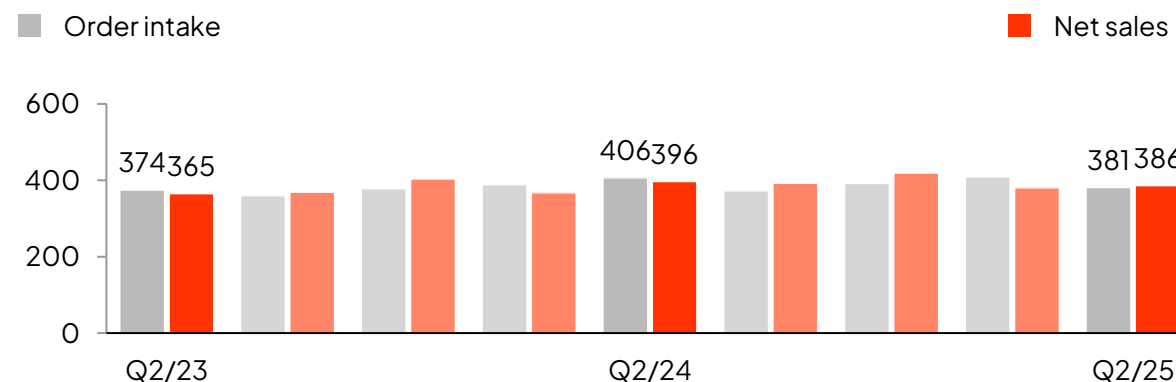
Q2 2025 comparable EBITA bridge

EUR million

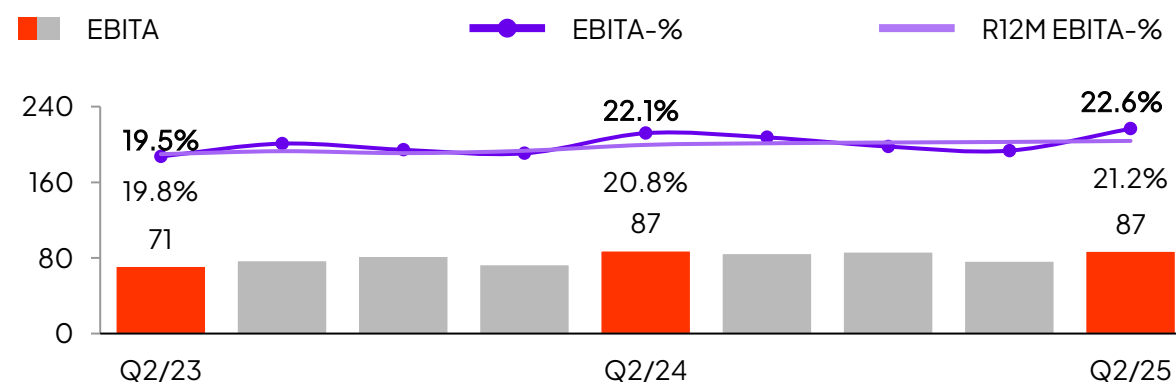


Industrial Service – improved comparable EBITA margin despite lower volumes

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

-6.3% Y/Y reported

-1.7% Y/Y comp. FX

- Decrease in field service and parts
- Increase in APAC, decrease in the Americas and EMEA
- **Agreement base:** EUR 331.3 million, +4.5% Y/Y comp.FX
- **Order book:** EUR 427.2 million, -9.3% Y/Y

Net sales

-2.6% Y/Y reported

+2.1% Y/Y comp. FX

- Decrease in field service and in parts
- Flat in EMEA, decrease in the Americas and APAC

Comparable EBITA margin

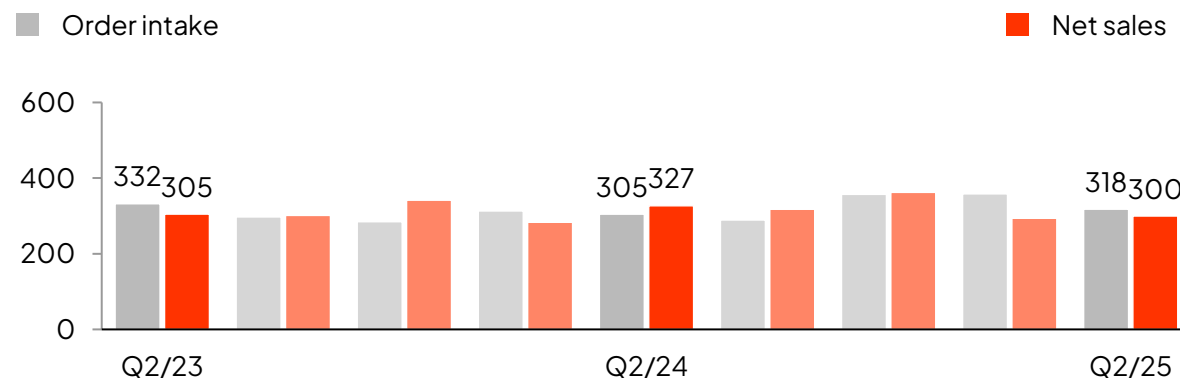
22.6%

+0.5 pp Y/Y change

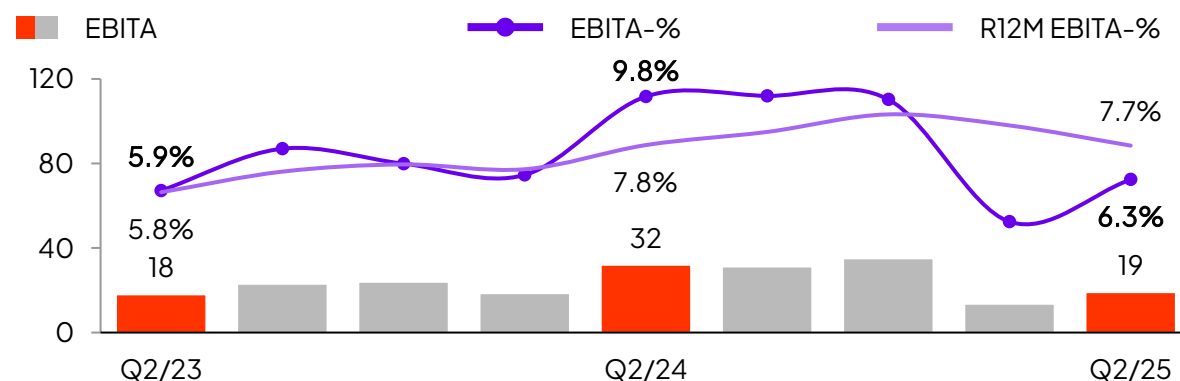
- Positively impacted by pricing, good cost management and strategy execution, partly offset by lower volumes

Industrial Equipment – solid order intake

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+4.3% Y/Y reported

+8.9% Y/Y comp. FX

- External orders +11.7% Y/Y comp. FX
- Increase in process cranes and components, decrease in standard cranes
- Increase in EMEA and APAC decrease in the Americas
- **Orderbook:** EUR 912.8 million, +0.1% Y/Y

Net sales

-8.3% Y/Y reported

-4.6% Y/Y comp. FX

- External sales -4.7% Y/Y comp. FX
- Decrease in standard cranes, process cranes, components
- Decrease in the Americas, EMEA and APAC

Comparable EBITA margin

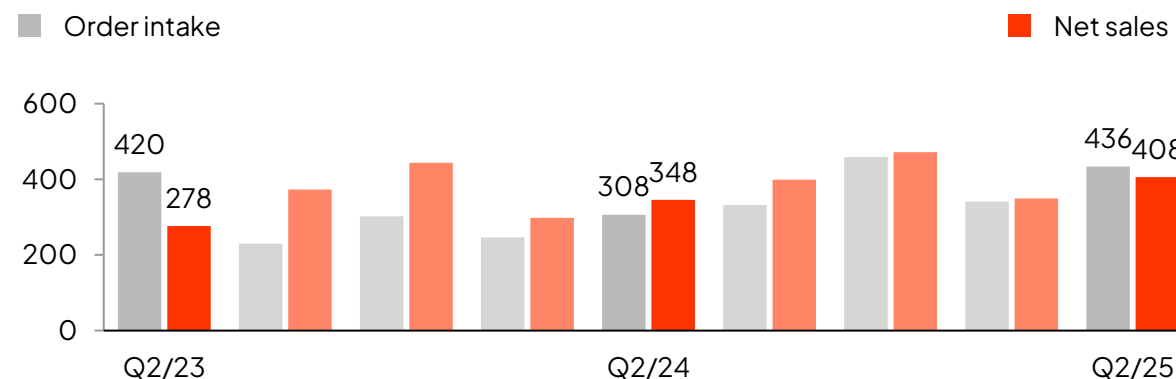
6.3%

-3.4 pp Y/Y change

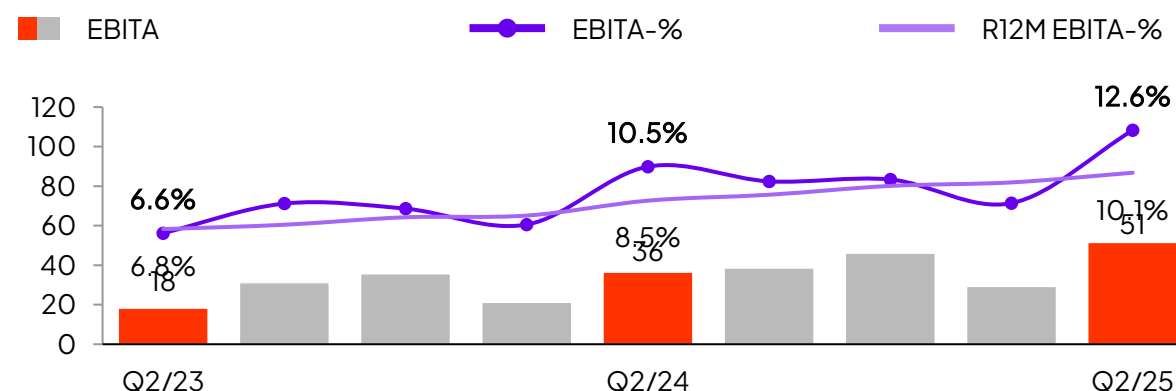
- The decrease in comparable EBITA margin was mainly driven by lower volumes

Port Solutions – excellent performance resulted in a record-high comparable EBITA margin

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+41.4% Y/Y reported

+41.8% Y/Y comp. FX

- Increase in the Americas and EMEA, decrease in APAC
- Excellent order intake across business units

Net sales

+17.3% Y/Y reported

+18.0% Y/Y comp. FX

Orderbook:

- EUR 1,574.8 million, -1.8% Y/Y

Comparable EBITA margin

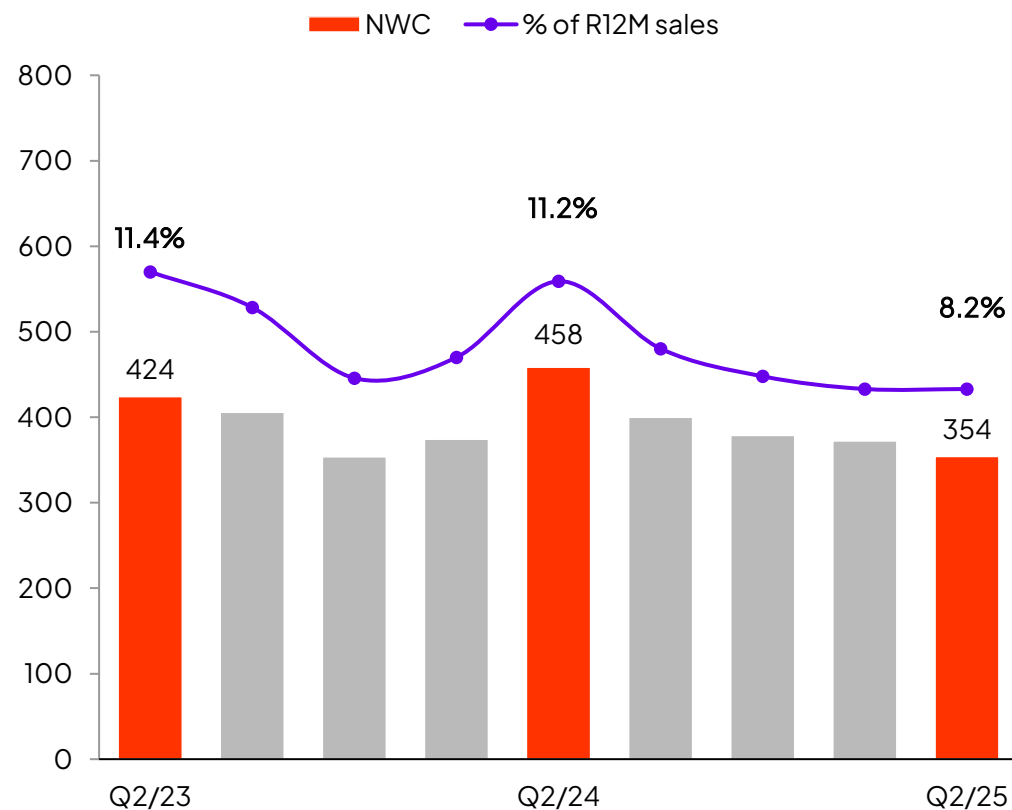
12.6%

+2.1 pp Y/Y change

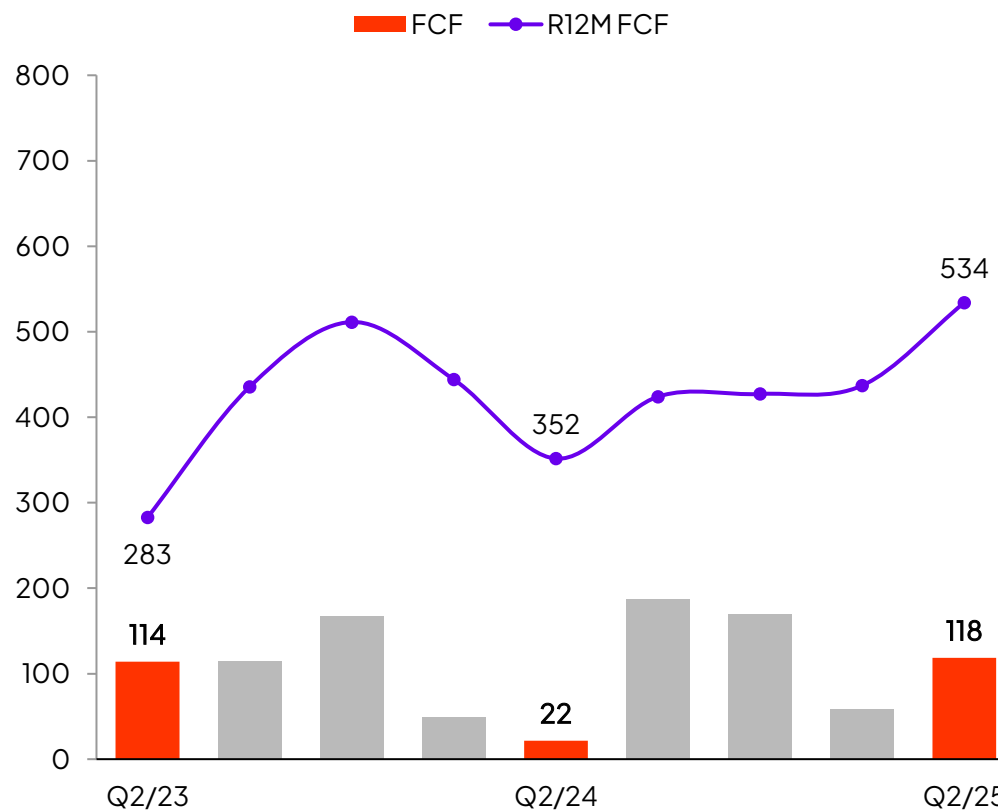
- Driven by higher volumes and good execution

Good net working capital management and strong free cash flow

Net working capital, EUR million, % of R12 sales

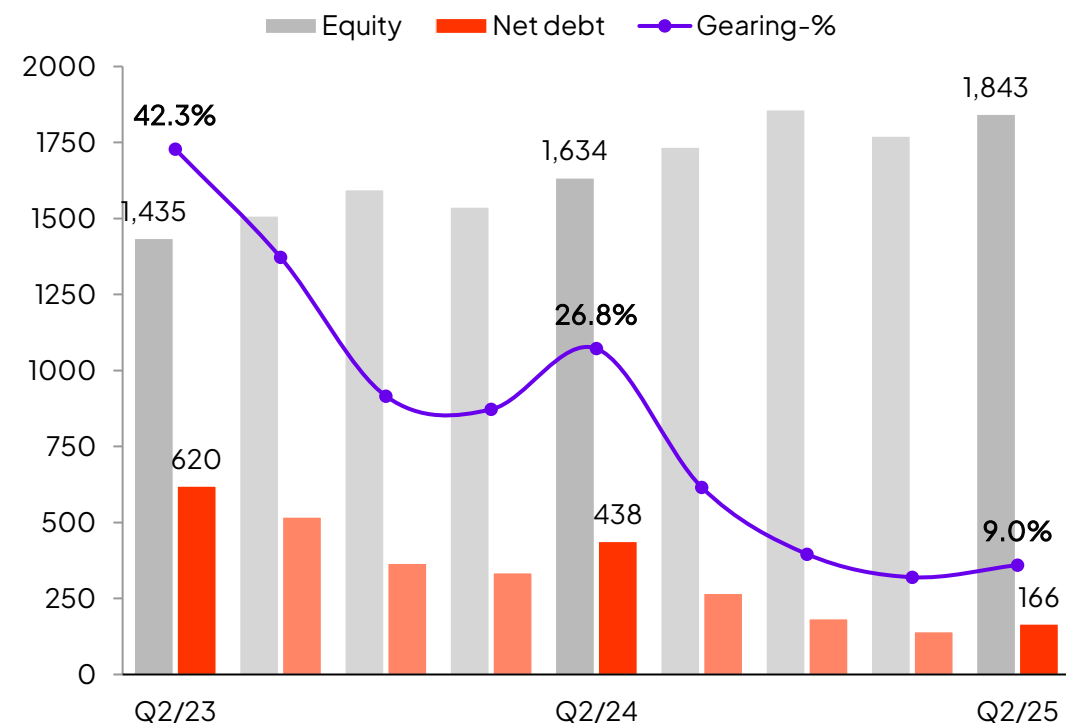


Free cash flow, EUR million

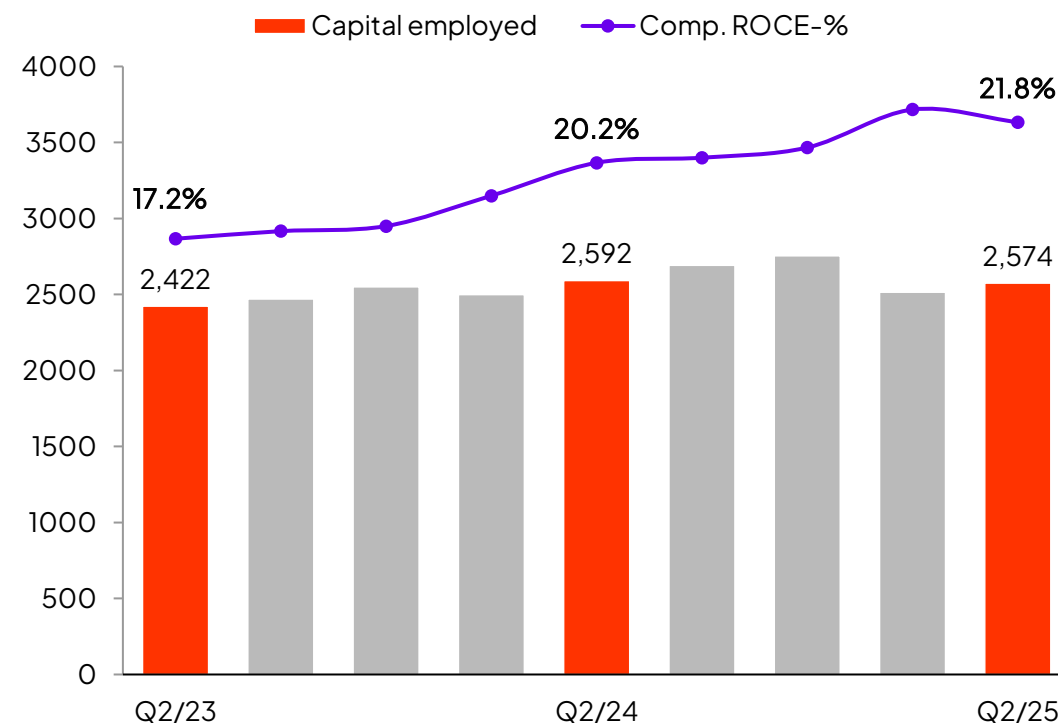


Gearing and return on capital employed

Equity & net debt, EUR million
Gearing, %



Capital employed, EUR million
Comparable return on capital employed, %

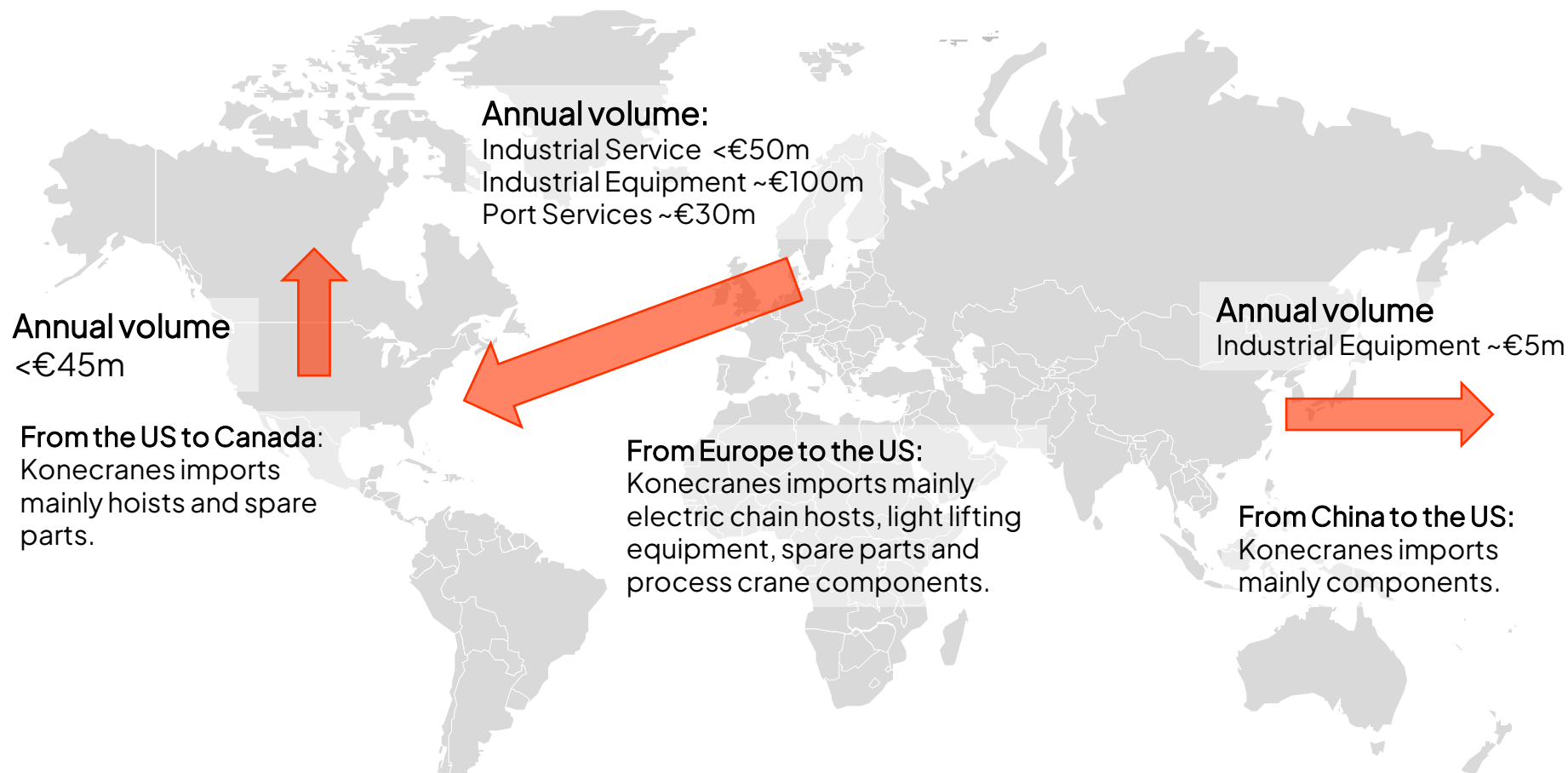


Q&A



Appendix

Konecranes' exposure to US tariffs



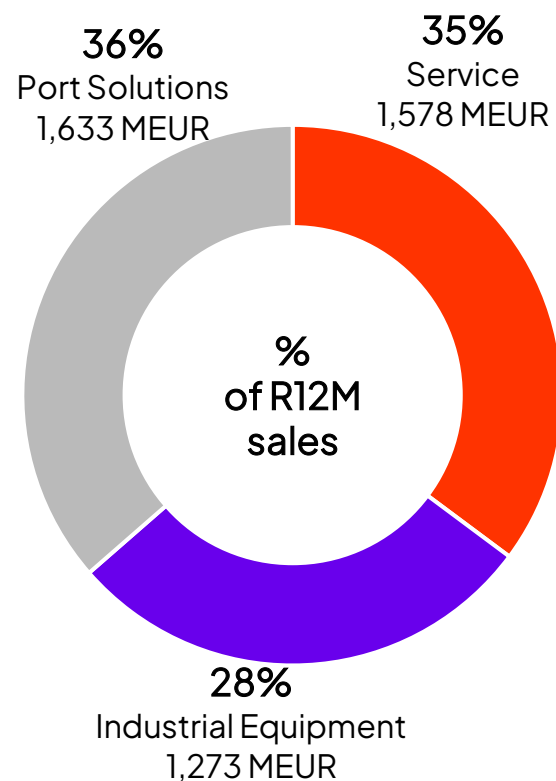
Actions taken:

- Price increases applied to all parts imported from Europe
- Price increases also applied to light lifting equipment and components
- Tariff clauses in offers and contracts
- Demand and price increase acceptance closely monitored
- Dynamic tariff tracking process in place

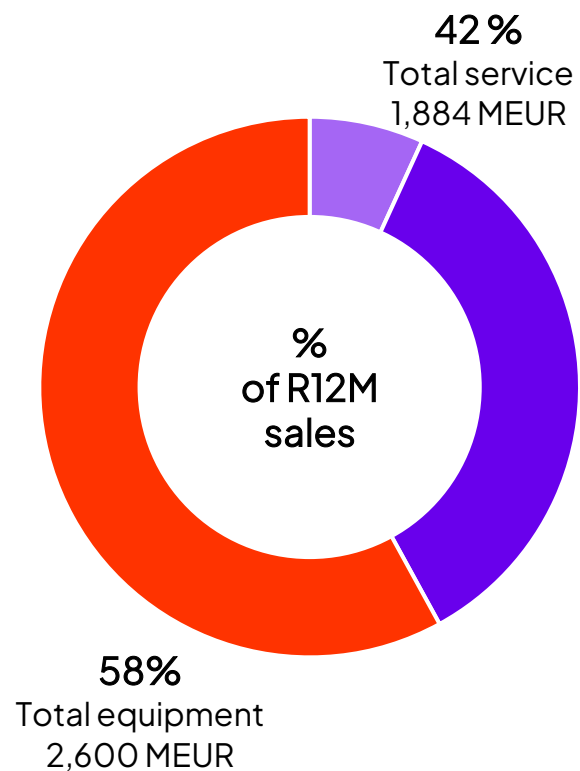
Port Solutions: Konecranes mainly ships fully assembled port cranes and lift trucks. According to current offers and contracts, customers are mainly responsible for tariff costs.

Group R12M sales split

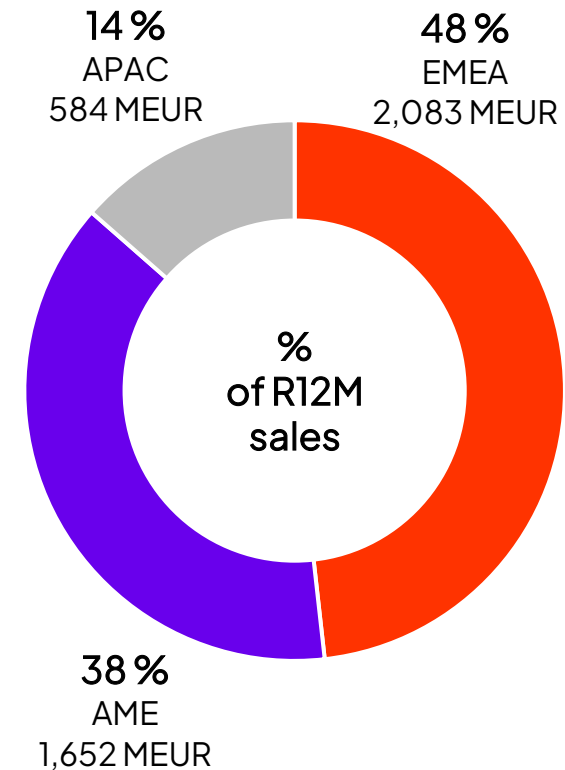
Group R12M sales by Business Area



Group R12M sales by offering type⁽¹⁾



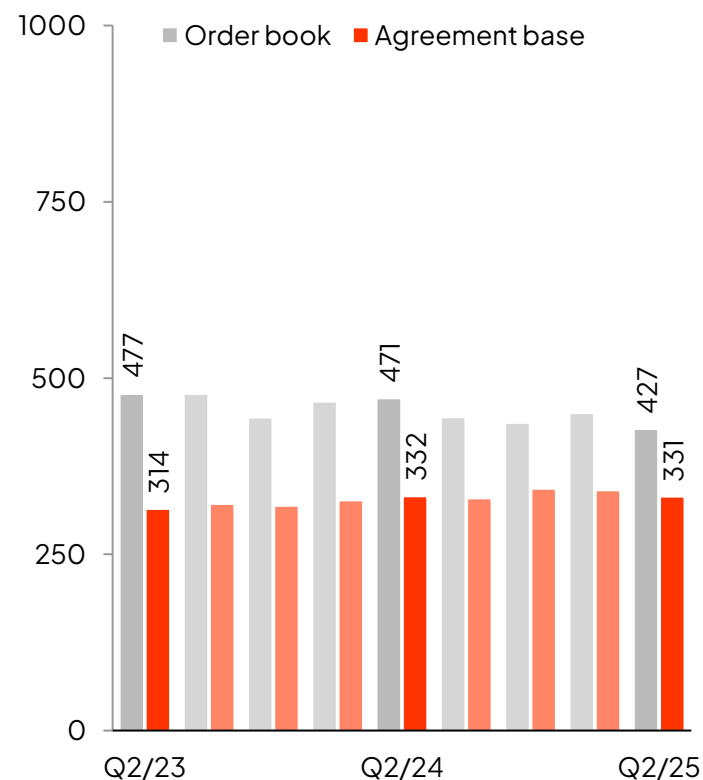
Group R12M sales by region



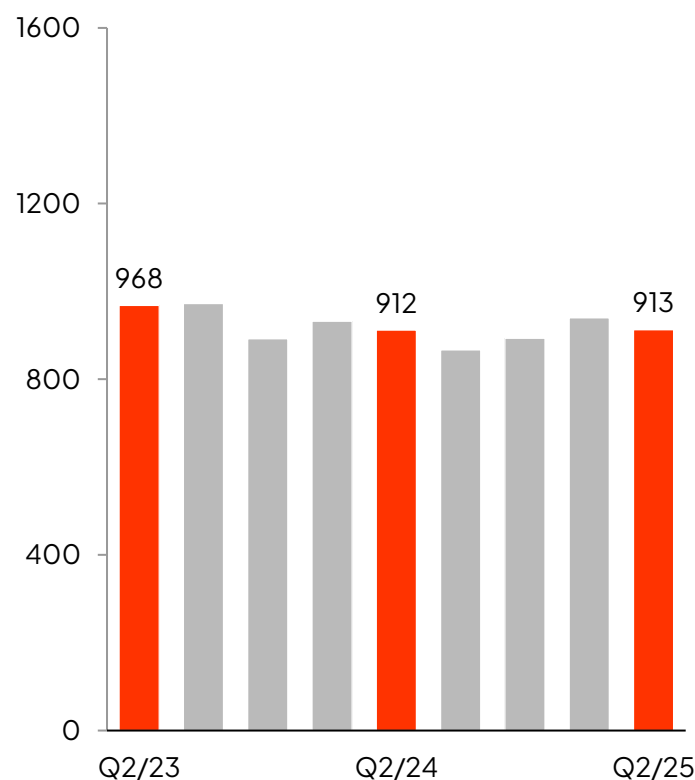
Note (1): Total service includes Industrial Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

Service agreement base and order book by Business Area

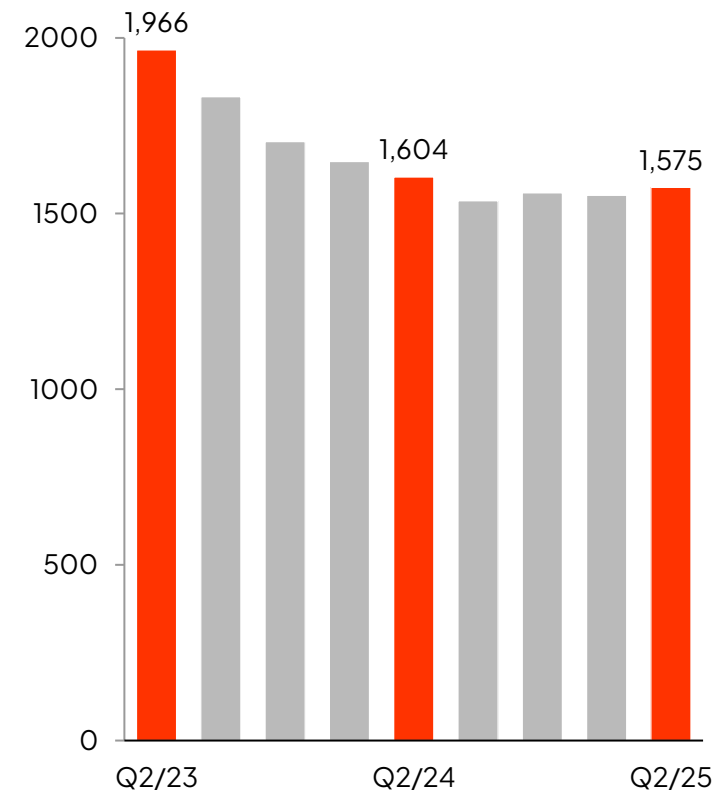
Industrial Service agr. base & order book, MEUR



Industrial Equipment order book, MEUR



Port Solutions order book, MEUR



Group key figures 1/2

EUR million	4-6/ 2025	4-6/ 2024	Change %	Change % Comp. FX	1-6/ 2025	1-6/ 2024	Change %	Change % Comp. FX	1-12/ 2024
Orders received, MEUR	1096.8	967.7	13.3	17.1	2159.0	1876.8	15.0	15.8	3,999.6
Order book at end of period, MEUR					2914.8	2987.1	-2.4		2,888.4
Sales total, MEUR	1052.4	1031.5	2.0	5.3	2036.1	1944.6	4.7	5.3	4,227.0
Comparable EBITDA, MEUR	175.1	168.9	3.7		311.2	293.3	6.1		641.7
Comparable EBITDA, %	16.6%	16.4%			15.3%	15.1%			15.2%
Comparable EBITA, MEUR	150.3	147.3	2.1		259.3	249.0	4.1		551.6
Comparable EBITA, %	14.3%	14.3%			12.7%	12.8%			13.1%
Operating profit (EBIT), MEUR	136.9	137.8	-0.7		236.9	226.9	4.4		511.4
Operating margin (EBIT), %	13.0%	13.4%			11.6%	11.7%			12.1%
Net profit for the period, MEUR	100.4	99.7	0.7		173.9	159.0	9.4		368.4
Earnings per share, basic (EUR)	1.27	1.26	0.7		2.20	2.01	9.4		4.65
Earnings per share, diluted (EUR)	1.27	1.26	0.8		2.19	2.00	9.5		4.63
Free cash flow, MEUR	118.4	21.5			177.1	70.3			427.2
Gearing, %					9.0%	26.8%			9.9%
Comparable ROCE, %. (R12M)					21.8%	20.2%			20.8%

Group key figures 2/2

EUR million	1-6/ 2025	1-6/ 2024	Change %	1-12/ 2024
ROCE, %, (R12M)	21.3	19.2	11.1	20.3
Return on equity, %, (R12M)	22.0	21.2	4.0	21.3
Equity per share (EUR)	23.27	20.63	12.8	23.45
Net debt / Comparable EBITDA, (R12M)	0.3	0.7	-66.0	0.3
Equity to asset ratio, %	46.6	41.7	11.8	44.4
Investments total (excl. acquisitions), MEUR	27.7	23.9	15.8	65.7
Interest-bearing net debt, MEUR	166.1	437.7	-62.1	183.5
Net working capital, MEUR	353.9	458.3	-22.8	378.6
Average number of personnel during the period	16 692	16 587	0.6	16,656
Average number of shares outstanding, basic	79,214,212	79,209,043	0.0	79,209,080
Average number of shares outstanding, diluted	79,270,843	79,391,794	-0.2	79,488,202
Number of shares outstanding	79,214,269	79,209,118	0.0	79,209,118

Key figures by segment

EUR million	4-6/ 2025	4-6/ 2024	Change %	Change % Comp. FX	1-6/ 2025	1-6/ 2024	Change %	Change % Comp. FX	1-12/ 2024
Industrial Service									
Orders received, MEUR	381.0	406.4	-6.3	-1.7	789.7	794.9	-0.7	0.5	1,559.0
Agreement base value, MEUR	331.3	331.8	-0.1	4.5	331.3	331.8	-0.1	4.5	342.5
Sales, MEUR	386.1	396.3	-2.6	2.1	766.4	763.6	0.4	1.5	1,574.7
Comparable EBITA, MEUR	87.1	87.5	-0.4		163.7	160.4	2.1		331.5
Comparable EBITA, %	22.6%	22.1%			21.4%	21.0%			21.0%
Industrial Equipment									
Orders received, MEUR	317.6	304.5	4.3	8.9	675.8	617.5	9.4	10.4	1,263.5
of which external	296.3	277.6	6.7	11.7	627.1	566.8	10.6	11.7	1,165.6
Sales, MEUR	299.5	326.6	-8.3	-4.6	593.2	609.7	-2.7	-1.8	1,289.3
of which external	280.2	306.3	-8.5	-4.7	553.5	568.2	-2.6	-1.7	1,205.5
Comparable EBITA, MEUR	19.0	31.9	-40.6		32.4	50.4			116.5
Comparable EBITA, %	6.3%	9.8%			5.5%	8.3%			9.0%
Port Solutions									
Orders received, MEUR	435.6	308.0	41.4	41.8	778.6	556.3	40.0	39.4	1,350.5
Sales, MEUR	407.7	347.6	17.3	18.0	758.7	647.5	17.2	16.8	1,521.7
Comparable EBITA, MEUR	51.5	36.4	41.3		80.7	57.6	40.1		142.2
Comparable EBITA, %	12.6%	10.5%			10.6%	8.9%			9.3%

Statement of income

EUR million	4-6/ 2025	4-6/ 2024	Change%	1-6/ 2025	1-6/ 2024	Change%	1-12/ 2024
Sales	1052.4	1031.5	2.0	2036.1	1944.6	4.7	4,227.0
Other operating income	2.1	3.1		4.5	7.7		10.5
Materials, supplies and subcontracting	-455.3	-436.7		-853.9	-796.6		-1,878.2
Personnel cost	-312.8	-312.3		-650.0	-640.3		-1,264.0
Depreciation and impairments	-33.4	-29.2		-69.0	-59.4		-120.5
Other operating expenses	-116.2	-118.6		-230.8	-229.1		-463.4
Operating profit	136.9	137.8	-0.7	236.9	226.9	4.4	511.4
Share of associates' and joint ventures' result	0.7	0.3		0.6	0.3		0.6
Financial income	22.1	6.1		35.7	13.5		31.2
Financial expenses	-27.1	-12.3		-42.9	-29.3		-57.9
Profit before taxes	132.6	131.9	0.5	230.3	211.4	8.9	485.3
Taxes	-32.2	-32.2		-56.4	-52.4		-116.9
Profit for the period	100.4	99.7	0.7	173.9	159.0	9.4	368.4

Balance sheet

EUR million	30 Jun 2025	30 Jun 2024
Non-current assets	2014.2	2007.4
Goodwill	1041.9	1044.3
Intangible assets	435.0	451.8
Property, plant and equipment	416.4	358.9
Other	120.8	152.3
Current assets	2574.1	2571.1
Inventories	938.2	1092.9
Accounts receivable	571.2	557.6
Receivables and other current assets	504.1	402.6
Cash and cash equivalents	560.4	518.1
Assets held for sale	0.0	0.0
Total Assets	4588.2	4578.4

EUR million	30 Jun 2025	30 Jun 2024
Total Equity	1843.1	1633.7
Non-current liabilities	1030.6	808.4
Interest-bearing liabilities	618.4	428.9
Other long-term liabilities	226.9	230.8
Other	185.3	148.8
Current liabilities	1714.6	2136.3
Interest-bearing liabilities	112.8	529.1
Advance payments received	636.1	662.8
Accounts payable	334.9	322.0
Provisions	99.6	99.8
Other current liabilities	531.3	522.5
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	4588.2	4578.4

Cash flow statement

EUR million	1-6/ 2025	1-6/ 2024	1-12/ 2024
Operating income before change in net working capital	284.2	277.6	631.4
Change in net working capital	-26.2	-99.5	-5.3
Cash flow from operations before financing items and taxes	258.0	178.1	626.1
Financing items and taxes	-59.0	-83.1	-134.5
Net cash from operating activities	199.0	95.0	491.6
Net cash used in investing activities	-21.6	-25.5	-111.0
Cash flow before financing activities	177.4	69.5	380.6
Net cash used in financing activities	-313.4	-137.6	-256.8
Translation differences in cash	-13.5	-0.4	-0.4
Change of cash and cash equivalents	-149.5	-68.5	123.4
Free cash flow	177.1	70.3	427.2

Thank you

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