October 23, 2025

Record-high comparable EBITA margin and excellent order intake

Q3 2025 results

Marko Tulokas, President & CEO
Teo Ottola, CFO

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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

Significantly increased order intake and record-high comparable EBITA margin

Demand environment continued on a healthy level

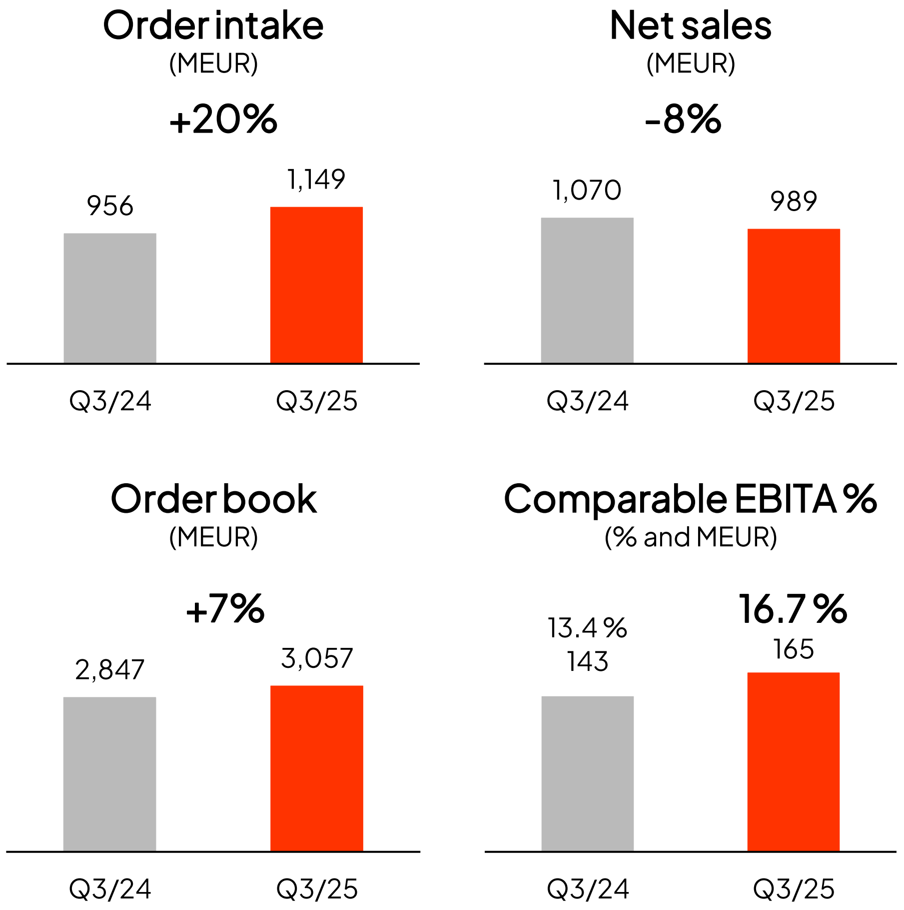
- Orders +22.9% Y/Y (comp. FX)

Decrease in net sales mainly driven by Port Solutions lower order book for the quarter

- Net sales EUR 989 million, -5.5% Y/Y (comp. FX)

Comparable EBITA margin of 16.7%

- Profitability improved in all Business Areas
- Supported by good execution and one-off items



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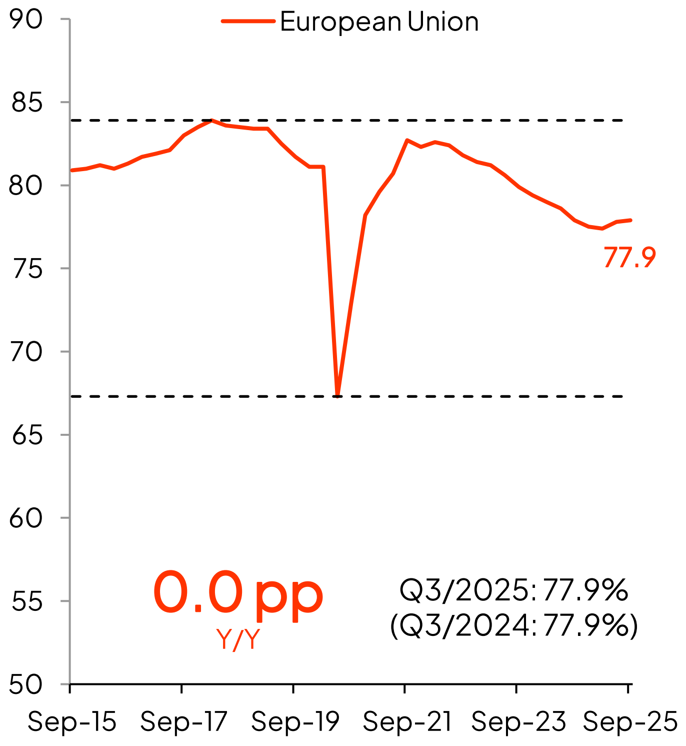
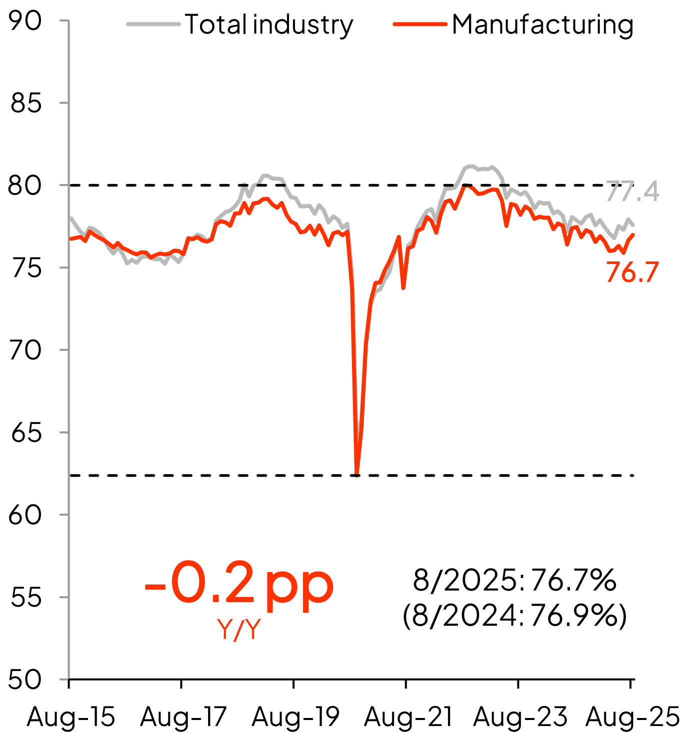
Market environment – Industrial Service and Industrial Equipment

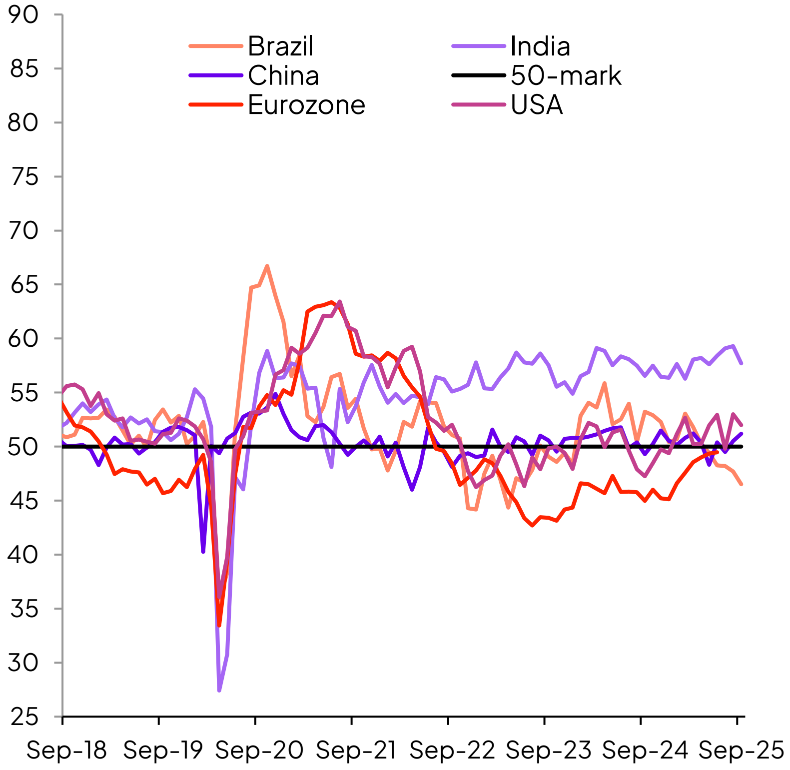
EU capacity utilization rate, %



US capacity utilization rate, %



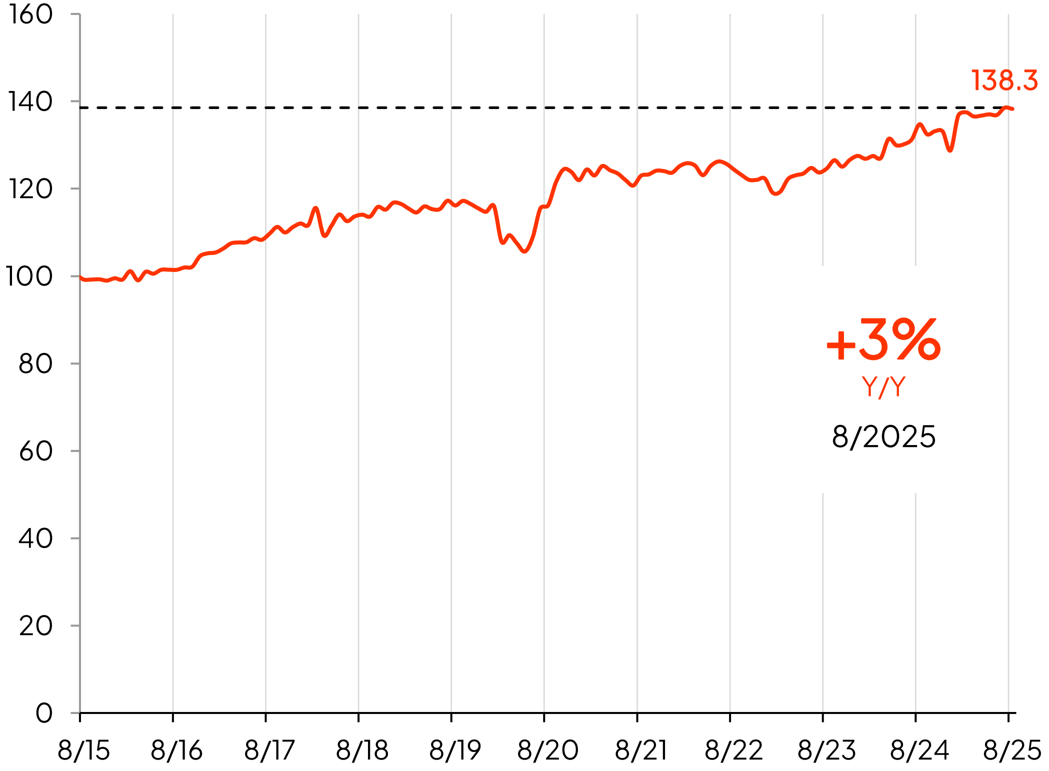
Manufacturing PMIs



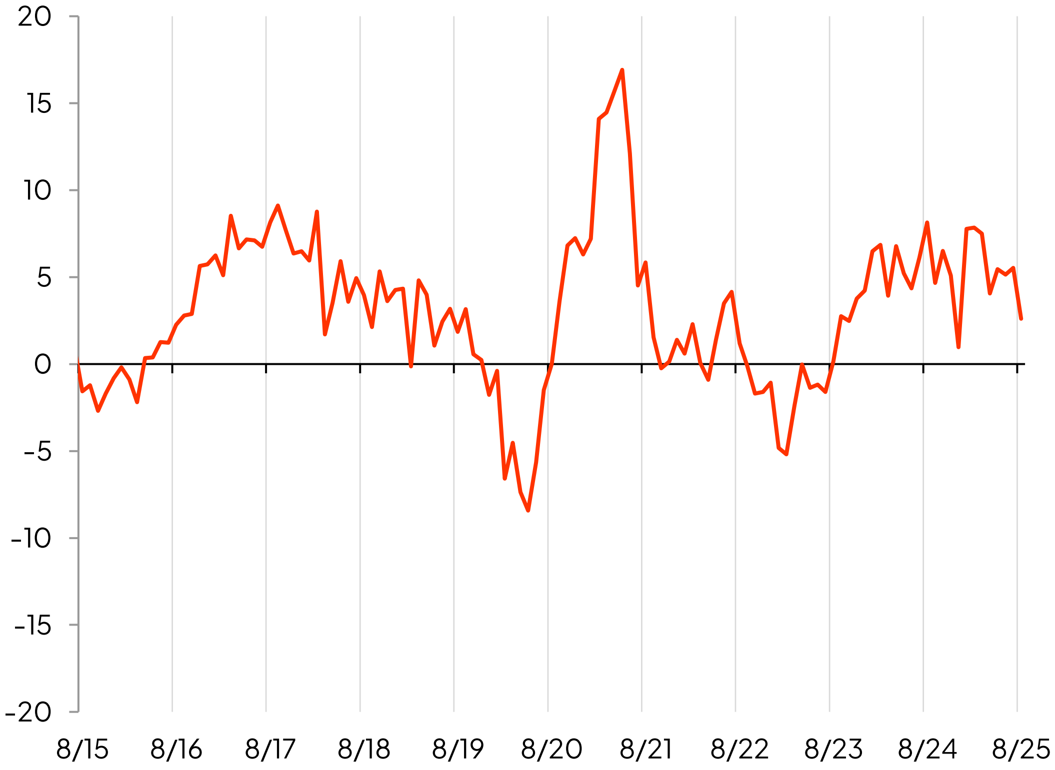
Source: Eurostat, Federal Reserve Economic Data, S&P Global

Market environment – Port Solutions

RWI/ISL Container Throughput Index (2015 = 100)



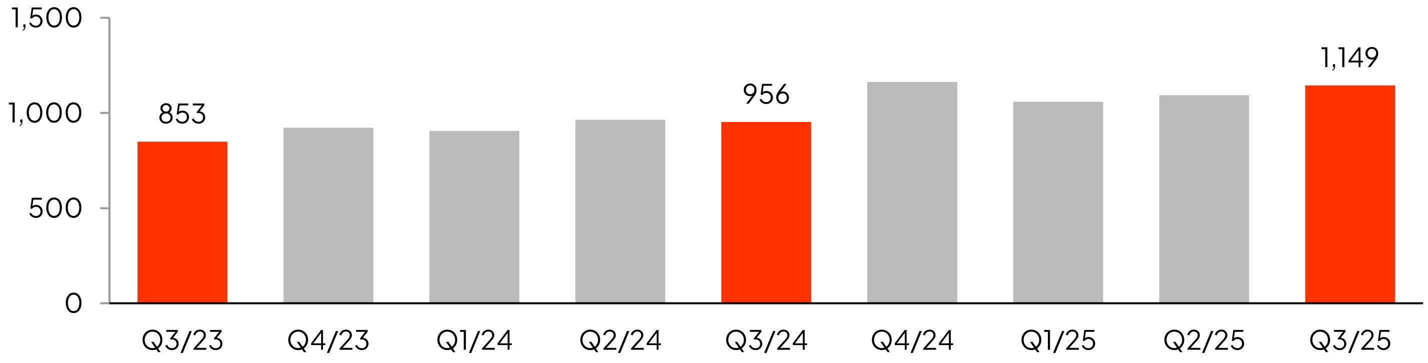
Monthly index change Y/Y, %



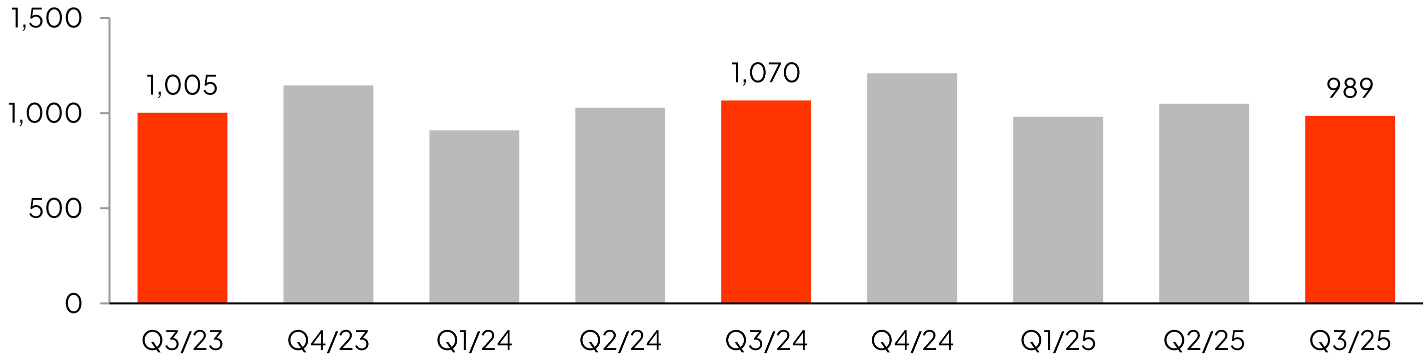
Source: RWI/ISL: Monthly container throughput index

Growth in group order intake and a decrease in net sales

Order intake, EUR million



Net sales, EUR million



Order intake

+20.1%
Y/Y reported

+22.9%
Y/Y comp. FX

- Increase in all Business Areas
- Increase in the Americas and APAC, decrease in EMEA

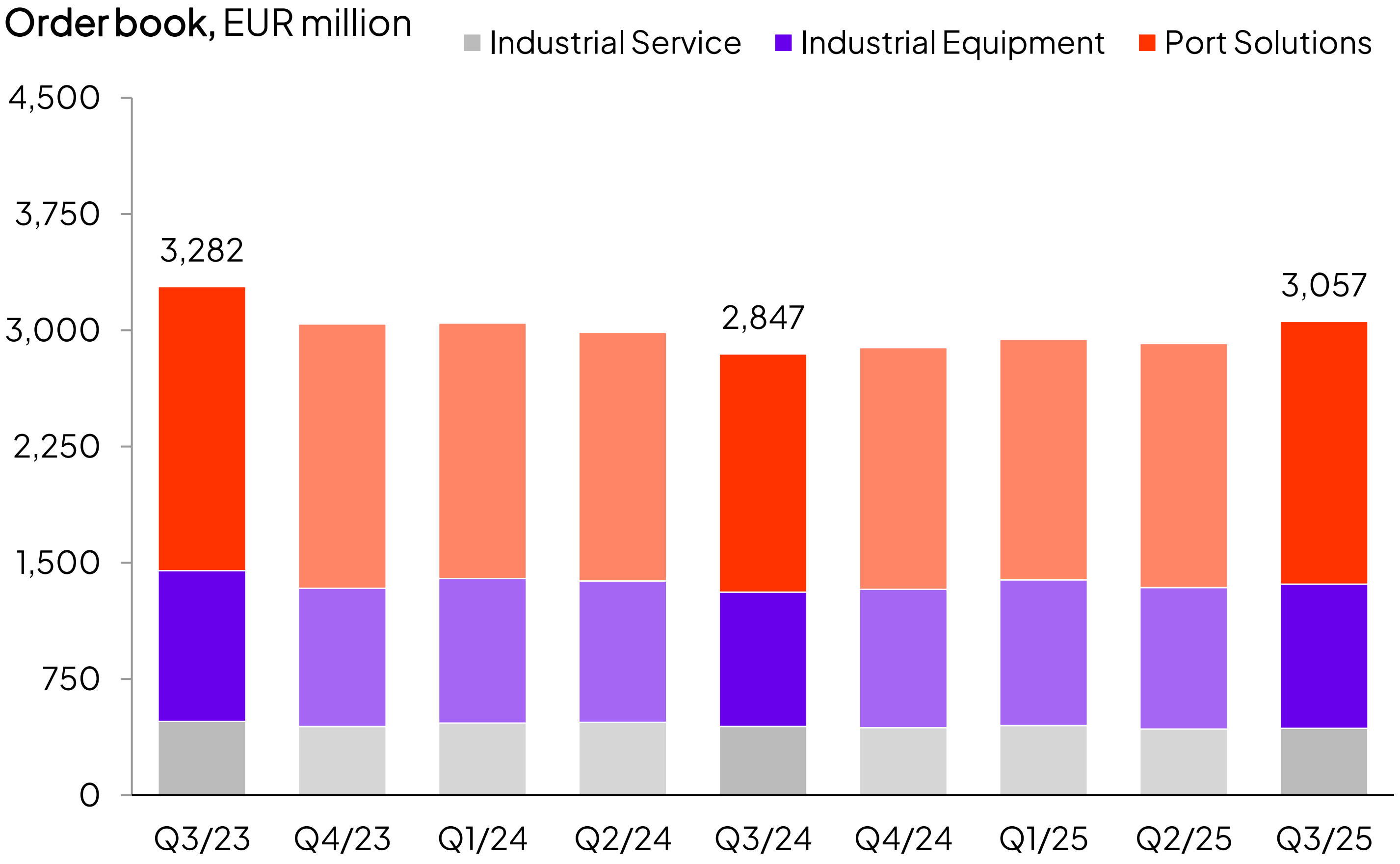
Net sales

-7.6%
Y/Y reported

-5.5%
Y/Y comp. FX

- Mainly driven by lower order book for the quarter in Port Solutions
- Increase in Industrial Equipment, decrease in Industrial Service and Port Solutions
- Decrease in all regions

Group order book reached its highest level since Q1 2024



Order book

+7.4% Y/Y reported

+9.2% Y/Y comp. FX

- EUR 3,057 million
- Increase in Industrial Equipment and Port Solutions, but decrease in Industrial Service

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Record-high comparable EBITA margin

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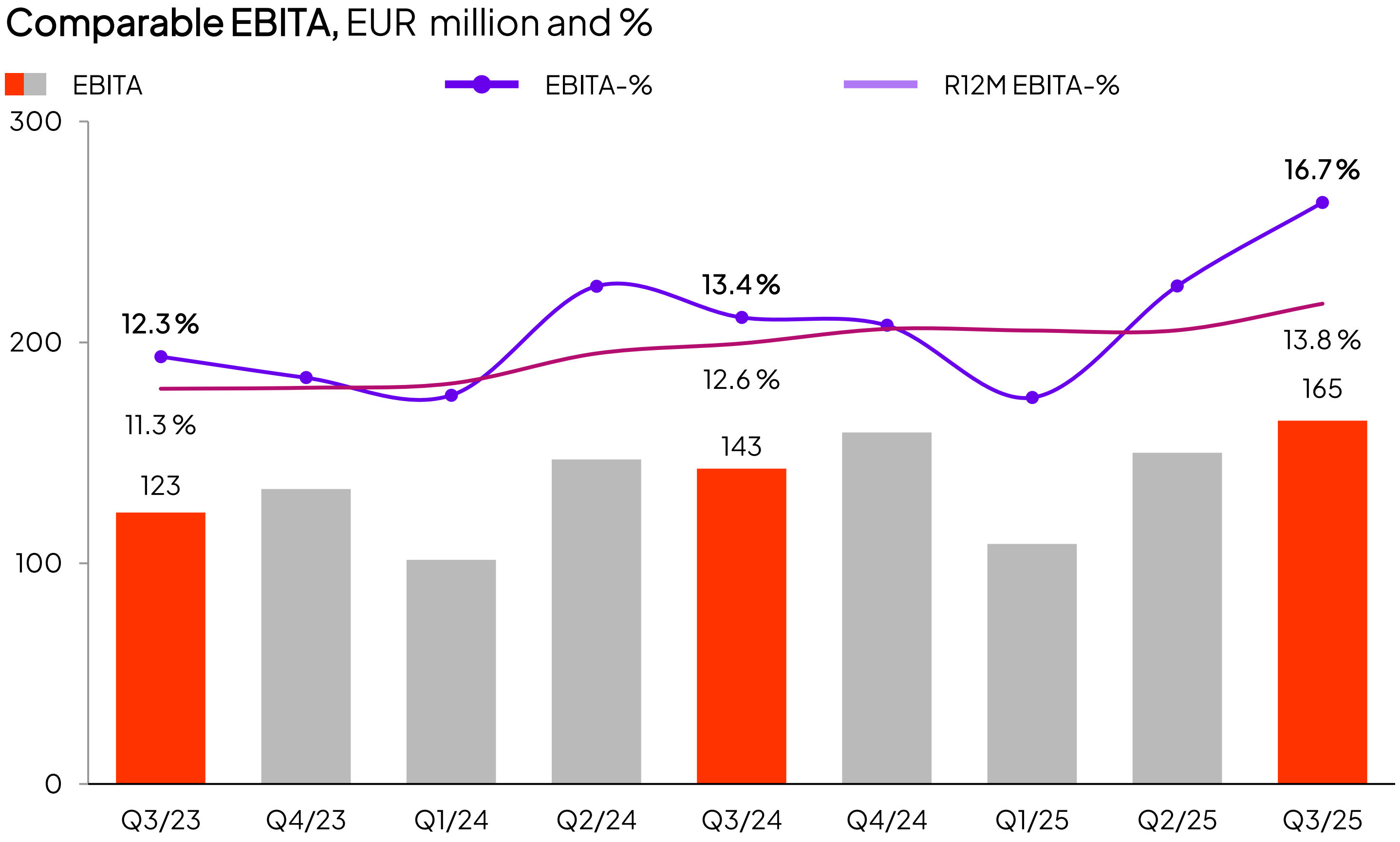


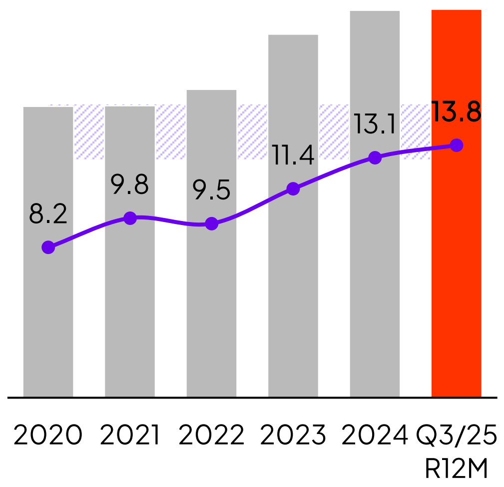
Comparable EBITA margin

16.7% 3.3 pp Y/Y change

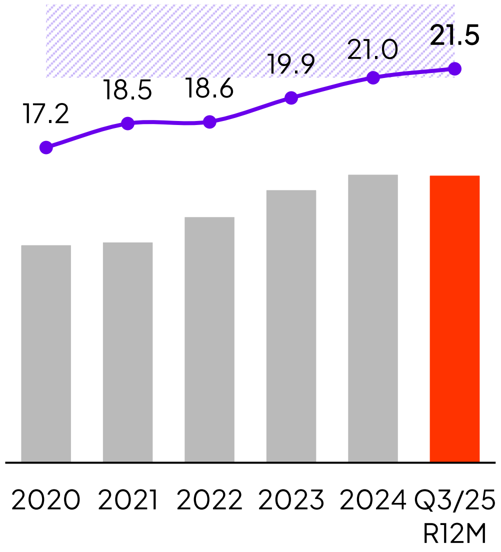
- Increase in all Business Areas
- Gross margin increased year-on-year in all Business Areas
- EBITA margin supported by good execution and some one-off items

Solid progress towards our profitability targets

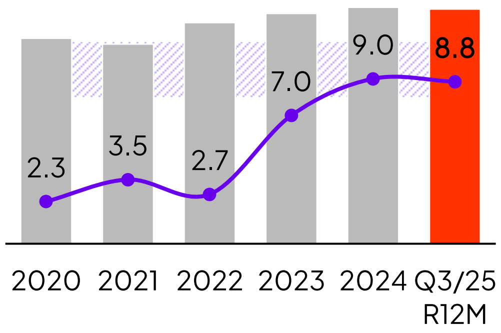
Group
Target: 13-16%[1]



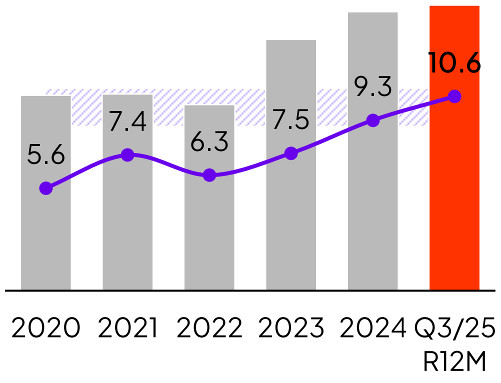
Industrial Service
Target: 21-25%[1]



Industrial Equipment
Target: 8-11%[1]



Port Solutions
Target: 9-11%[1]



Net sales, EUR million

Comparable EBITA, %

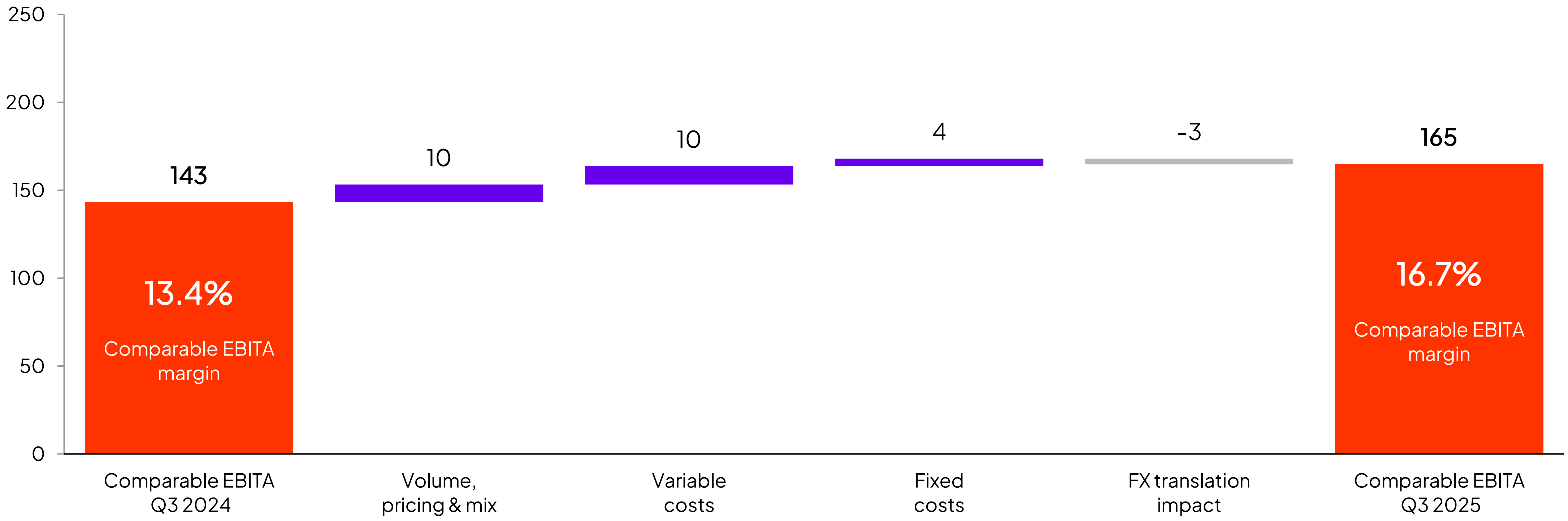
Note (1): Profitability range, depending on the cycle

Strong performance and record-high cash flow

Teo Ottola, CFO

Improvement in comparable EBITA margin driven by good execution and one-off items

EUR million



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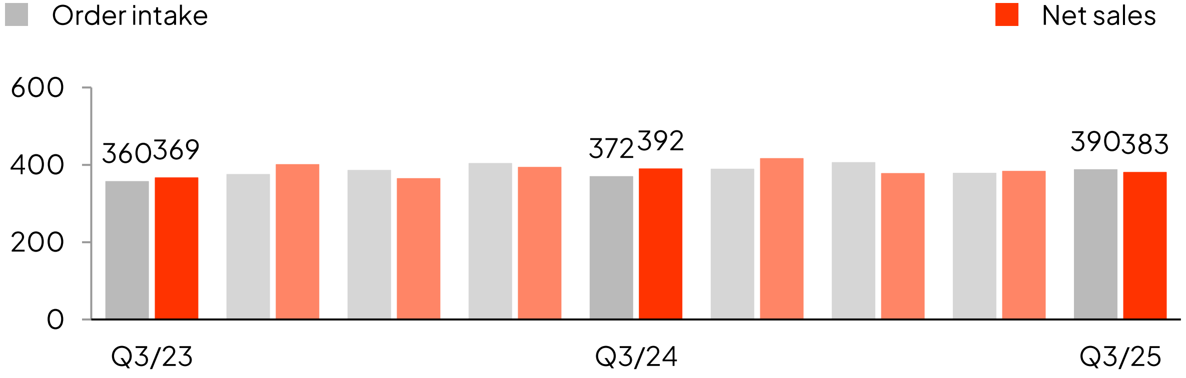
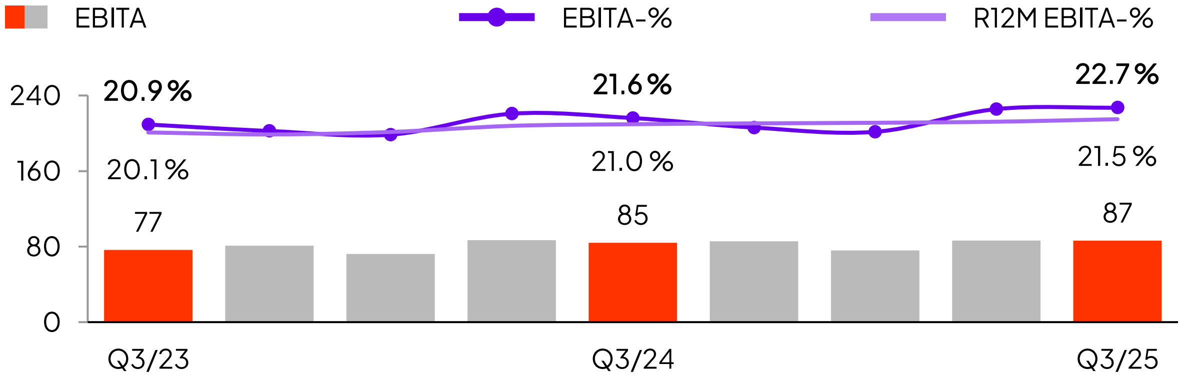
Industrial Service – comparable EBITA margin improved and agreement base continued to grow

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+4.8% Y/Y reported   +8.7% Y/Y comp. FX

- Increase in parts and decrease in field service
- Supported by large modernization orders
- Increase in the Americas and EMEA, decrease in APAC
- **Agreement base:** EUR 334.6 million , +5.2% Y/Y comp.FX
- **Order book:** EUR 431.9 million , -2.7% Y/Y

Net sales

-2.3% Y/Y reported   +1.2% Y/Y comp. FX

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

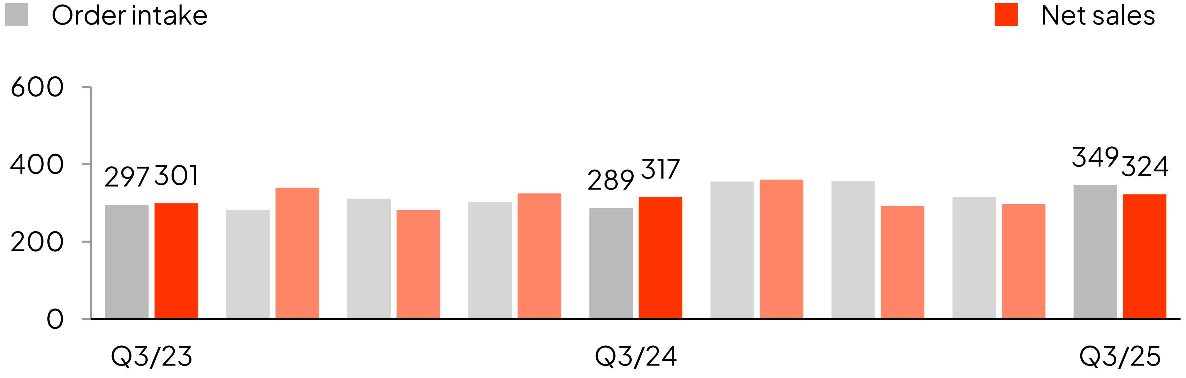
Comparable EBITA margin

22.7%   +1.1 pp Y/Y change

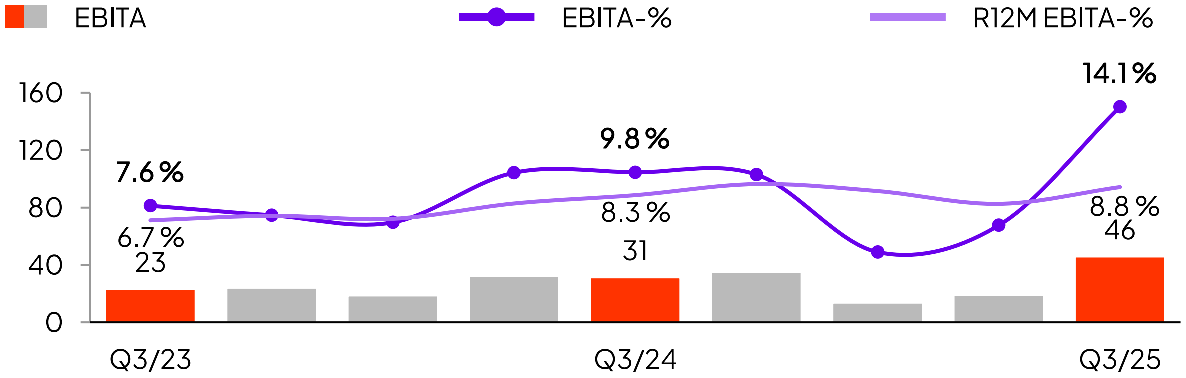
- Driven by good cost management and pricing

Industrial Equipment – exceptionally strong performance resulted in an all-time high comparable EBITA margin

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+20.6% Y/Y reported

+24.2% Y/Y comp. FX

- External orders +26.1% Y/Y comp. FX
- Increase in process cranes and components, decrease in standard cranes
- Increase in the Americas and APAC, decrease in EMEA
- **Order book:** EUR 930.3 million, +7.3% Y/Y

Net sales

+2.2% Y/Y reported

+5.6% Y/Y comp. FX

- External sales 6.3% Y/Y comp. FX
- Increase in standard cranes and components, decrease in process cranes
- Increase in the Americas, decrease in EMEA and APAC

Comparable EBITA margin

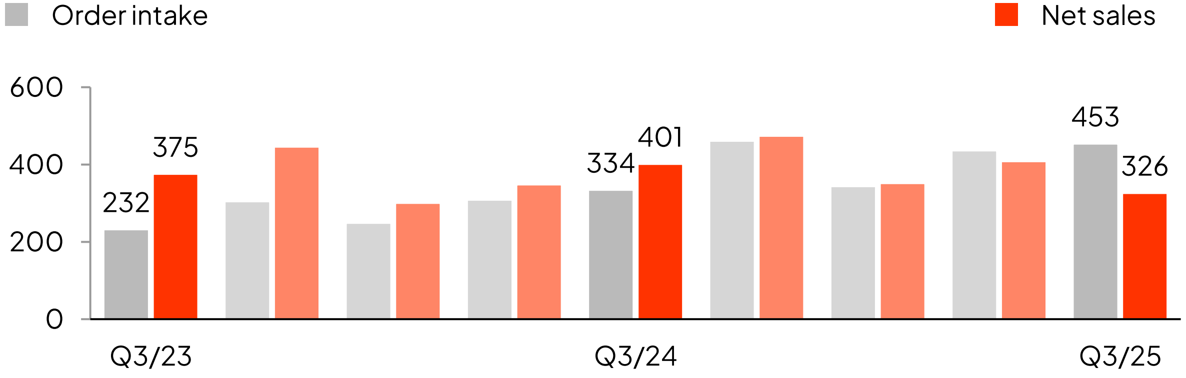
14.1%

+4.3 pp Y/Y change

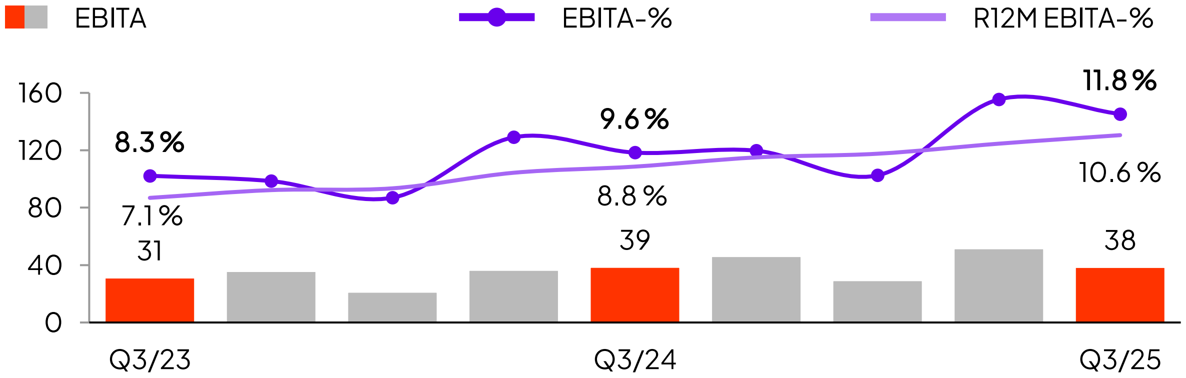
- Increase mainly driven by volume but also one-off items and good execution

Port Solutions – improved comparable EBITA margin despite lower volumes

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+35.8% Y/Y reported **+35.9%** Y/Y comp. FX

- Increase in the Americas and APAC, decrease in EMEA
- Customer activity especially with yard cranes continued on a good level

Net sales

-18.7% Y/Y reported **-18.6%** Y/Y comp. FX

Order book:

- EUR 1,695.2 million, +10.3% Y/Y

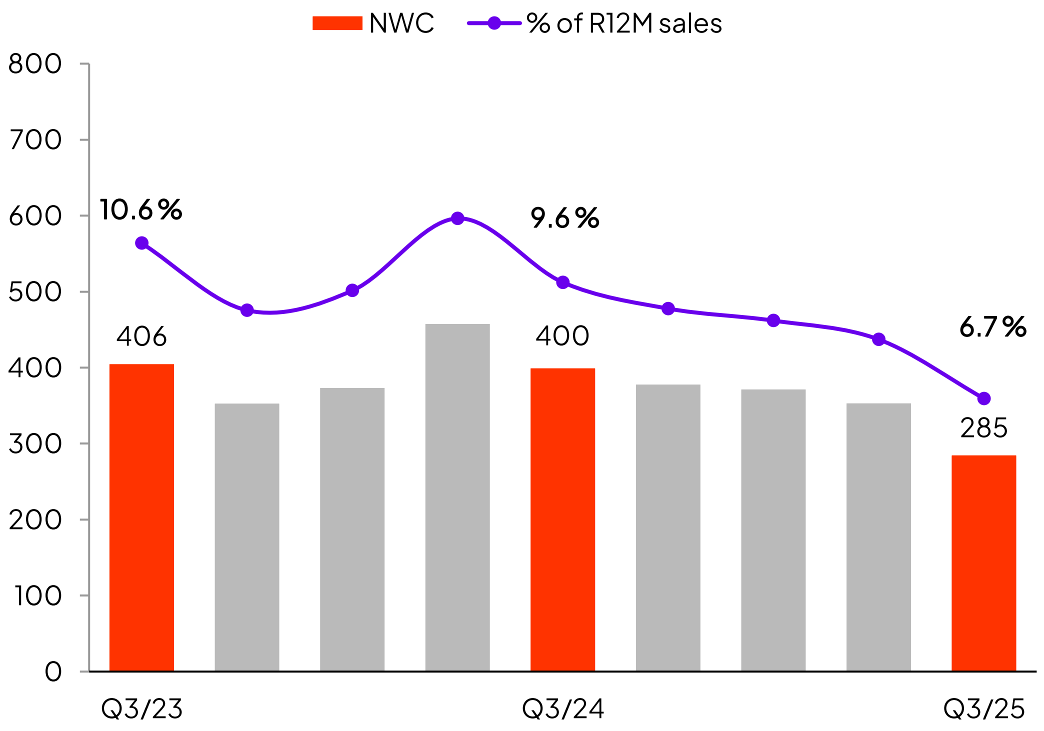
Comparable EBITA margin

11.8% **+2.2 pp** Y/Y change

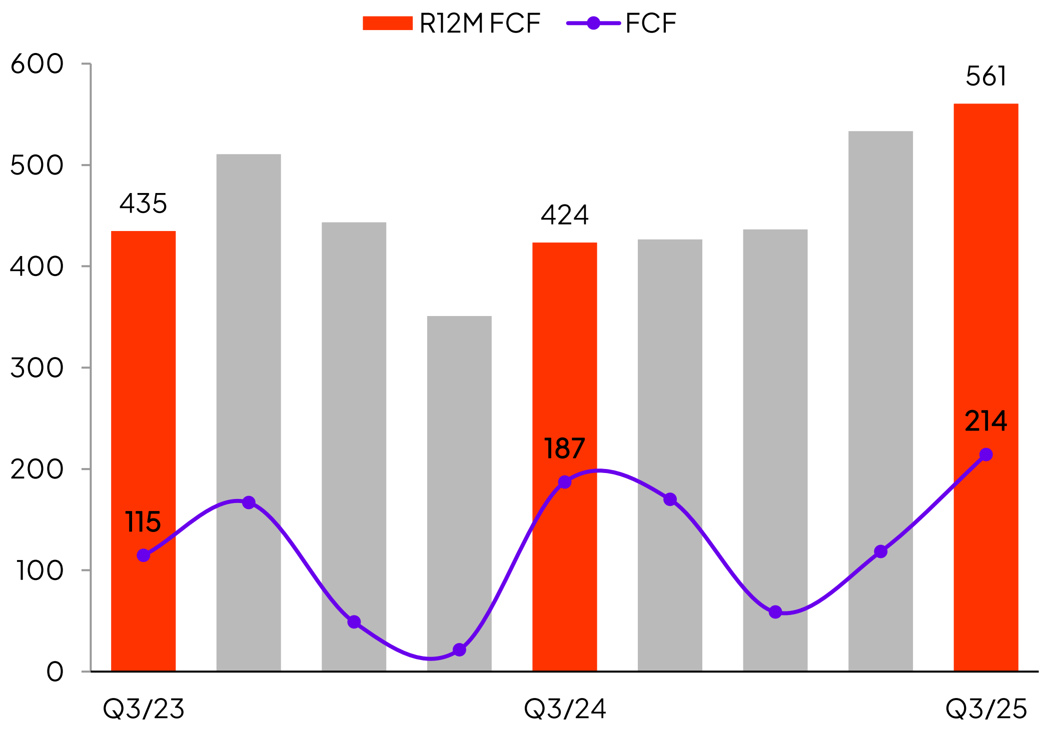
- Driven by good execution and improved product mix

Efficient net working capital management and record strong free cash flow

Net working capital, EUR million, % of R12 sales

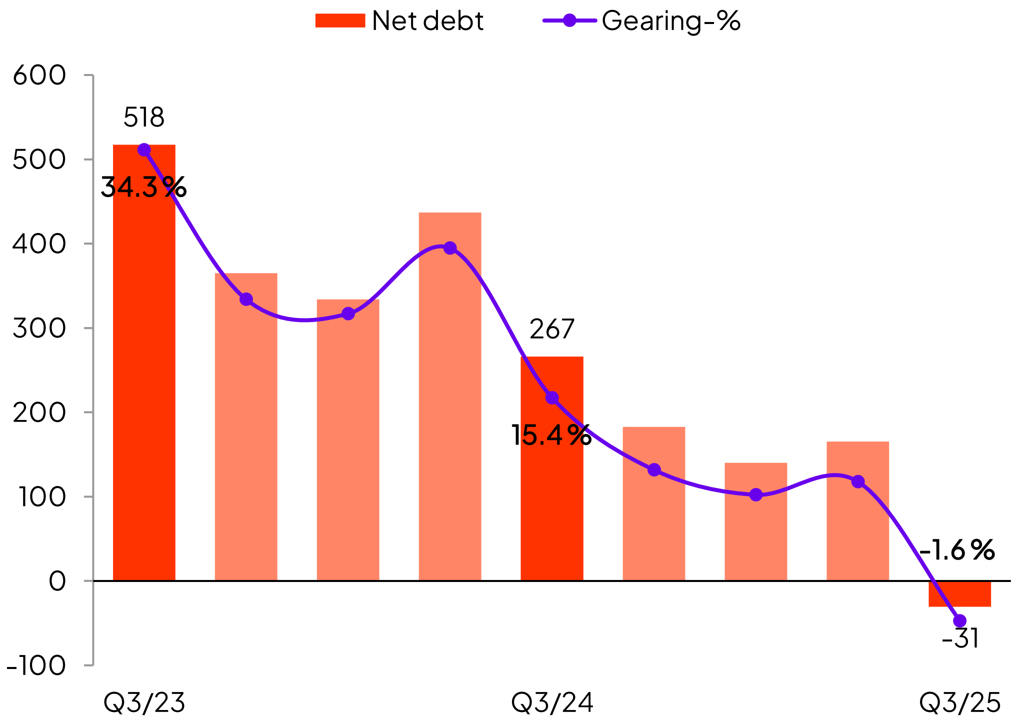


Free cash flow, EUR million

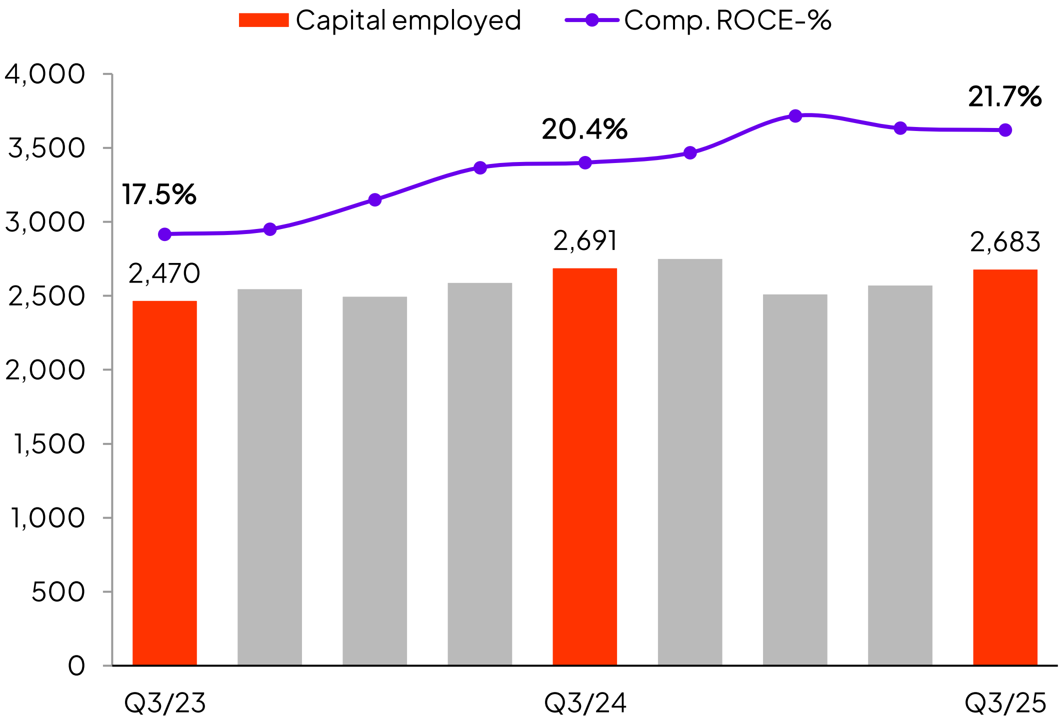


Negative net debt and gearing at the end of Q3 2025

Net debt, EUR million
Gearing, %



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



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Konecranes is well positioned, but remains impacted by the US tariffs

Current US tariffs impacting Konecranes

Section 232 tariffs, 50 % for steel, copper and aluminum

- Tariff to be paid is based on the raw material content regardless of the country of origin
- New tariff codes announced in August and copper included, increasing the share of Konecranes' material flow falling under the Section 232 tariffs

Reciprocal tariffs, 15 % for imports from the EU

- Tariff may differ, if the country of origin is other than EU

Tariffs are calculated based on the customs value

Konecranes' exposure

Internal annual volume from Europe to the United States

- Industrial Service <€50m
- Industrial Equipment ~€100m
- Port Services ~€30m
- Main internal imports: electric chain hoists, light lifting equipment, spare parts, process crane components

Port Solutions

- Mainly shipping fully assembled port cranes and lift trucks

No meaningful material flow imported from China to the US

Actions taken

Price increases applied to parts, light lifting equipment and components imported from Europe	Tariff clauses in offers and contracts for projects	Dynamic tariff tracking process in place	Demand and price increase acceptance closely monitored	Working with suppliers to confirm the raw material content value	Rerouting internal material flows

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Building on our strong foundation

Marko Tulokas, President & CEO

Demand outlook

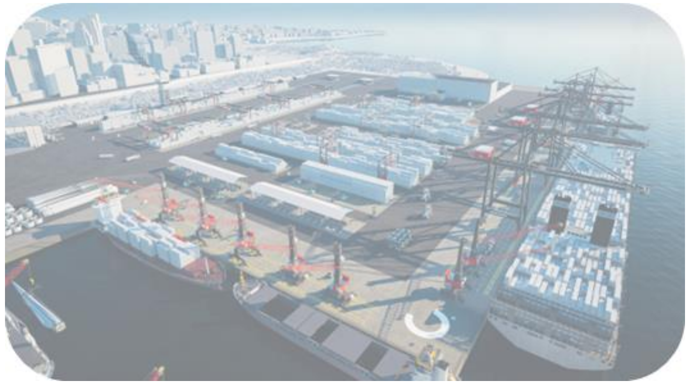
Within industrial customer segments:

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.

We aim to further leverage our strengths to drive long-term profitable growth

Broad customer access

Lifecycle approach

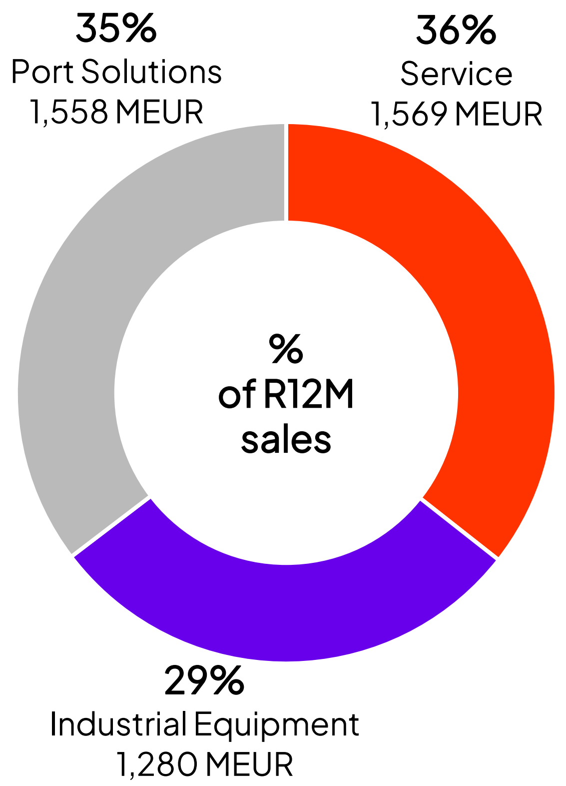
Technology leadership

Q&A

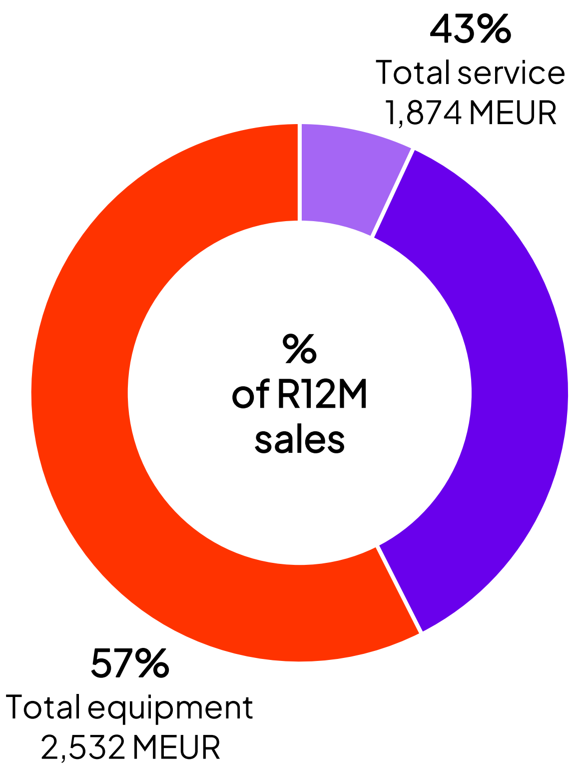
Appendix

Group R12M sales split

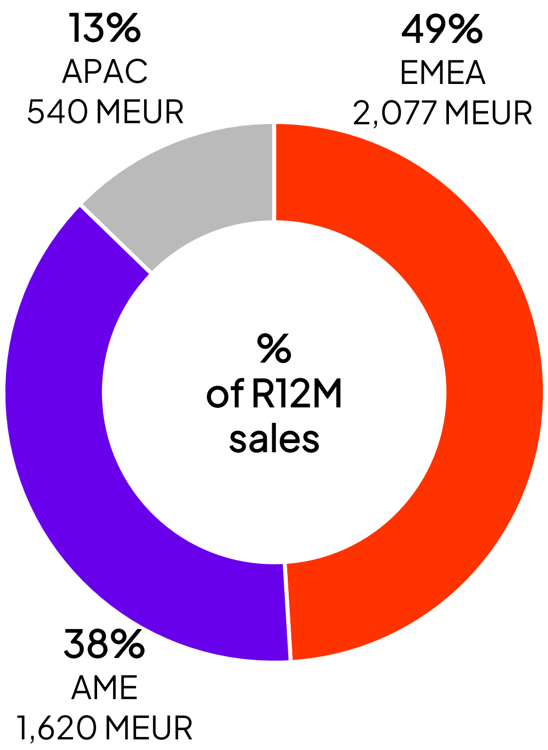
Group R12M sales by Business Area



Group R12M sales by offering type[1]



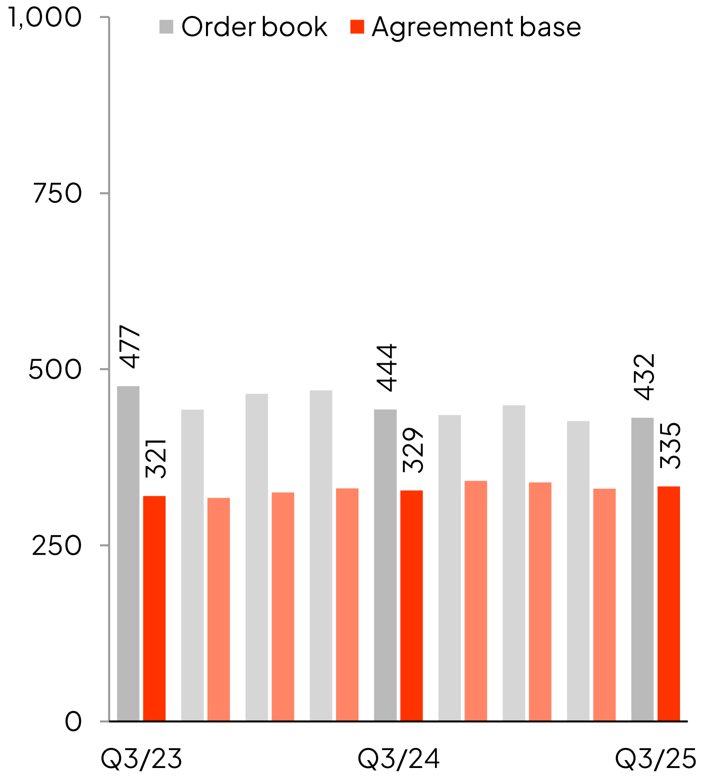
Group R12M sales by region



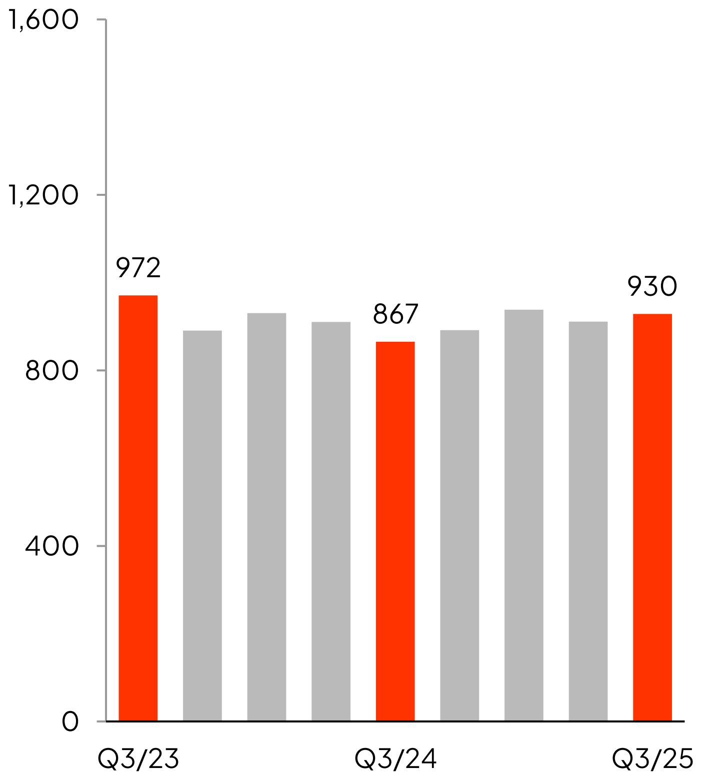
Note (1): Total service includes Industrial Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

Service agreement base and order book by Business Area

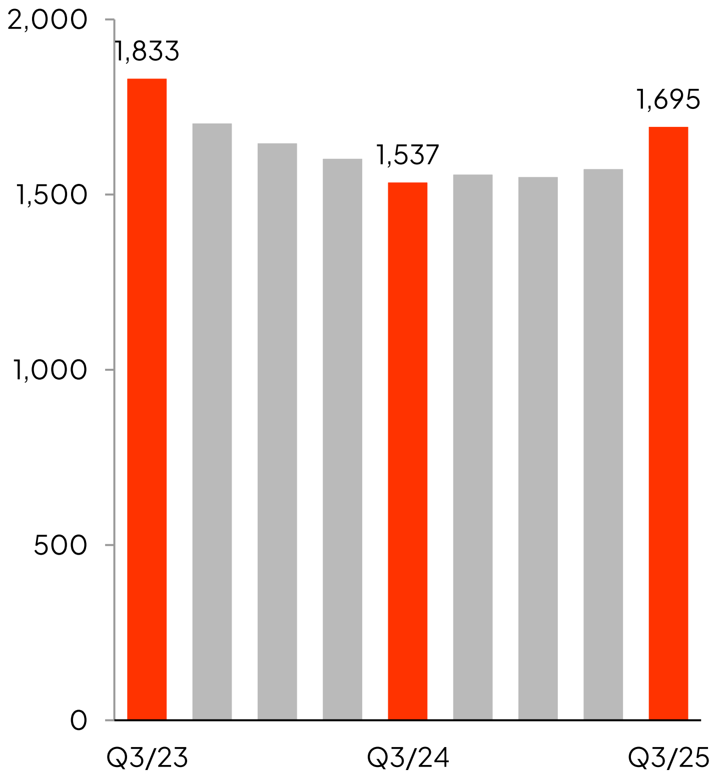
Industrial Service agr. base & order book, MEUR



Industrial Equipment order book, MEUR



Port Solutions order book, MEUR



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Group key figures 1/2

EUR million	7-9/ 2025	7-9/ 2024	Change %	Change % Comp. FX	1-9/ 2025	1-9/ 2024	Change %	Change % Comp. FX	1-12/ 2024
Orders received, MEUR	1,148.6	956.2	20.1	22.9	3,307.6	2,833.0	16.8	18.2	3,999.6
Order book at end of period, MEUR					3,057.4	2,847.4	7.4		2,888.4
Sales total, MEUR	988.7	1,069.9	-7.6	-5.5	3,024.8	3,014.5	0.3	1.5	4,227.0
Comparable EBITDA, MEUR	189.6	165.2	14.8		500.9	458.5	9.2		641.7
Comparable EBITDA, %	19.2 %	15.4%			16.6%	15.2%			15.2%
Comparable EBITA, MEUR	164.9	143.1	15.2		424.2	392.2	8.2		551.6
Comparable EBITA, %	16.7%	13.4%			14.0%	13.0%			13.1%
Operating profit (EBIT), MEUR	153.6	138.1	11.2		390.4	365.0	7.0		511.4
Operating margin (EBIT), %	15.5%	12.9%			12.9%	12.1%			12.1%
Net profit for the period, MEUR	103.8	101.1	2.7		277.7	260.1	6.8		368.4
Earnings per share, basic (EUR)	1.31	1.28	2.7		3.51	3.28	6.8		4.65
Earnings per share, diluted (EUR)	1.31	1.27	2.9		3.50	3.28	6.9		4.63
Free cash flow, MEUR	214.2	187.1			391.4	257.4			427.2
Gearing, %					-1.6%	15.4%			9.9%
Comparable ROCE, %. (R12M)					21.7%	20.4%			20.8%

Group key figures 2/2

EUR million	1-9/ 2025	1-9/ 2024	Change %	1-12/ 2024
ROCE, %, (R12M)	20.4	20.3	0.5	20.3
Return on equity, %, (R12M)	20.9	22.0	-4.8	21.3
Equity per share (EUR)	24.64	21.90	12.5	23.45
Net debt / Comparable EBITDA, (R12M)	0.0	0.4	-111.4	0.3
Equity to asset ratio, %	47.9	43.1	11.2	44.4
Investments total (excl. acquisitions), MEUR	38.6	32.8	17.7	65.7
Interest-bearing net debt, MEUR	-31.3	266.9	-111.7	183.5
Net working capital, MEUR	285.4	399.8	-28.6	378.6
Average number of personnel during the period	16,650	16,609	0.2	16,656
Average number of shares outstanding, basic	79,209,231	79,209,068	0.0	79,209,080
Average number of shares outstanding, diluted	79,275,022	79,400,408	-0.2	79,488,202
Number of shares outstanding	79,214,269	79,209,118	0.0	79,209,118

Key figures by Business Area

EUR million	7-9/ 2025	7-9/ 2024	Change %	Change % Comp. FX	1-9/ 2025	1-9/ 2024	Change %	Change % Comp. FX	1-12/ 2024
Service									
Orders received, MEUR	390.3	372.4	4.8	8.7	1,180.0	1,167.3	1.1	3.1	1,559.0
Agreement base value, MEUR					334.6	328.9	1.7	5.2	342.5
Sales, MEUR	383.1	392.1	-2.3	1.2	1,149.5	1,155.7	-0.5	1.5	1,574.7
Comparable EBITA, MEUR	87.0	84.7	2.7		250.7	245.1	2.3		331.5
Comparable EBITA, %	22.7%	21.6%			21.8%	21.2%			21.0%
Industrial Equipment									
Orders received, MEUR	348.6	289.1	20.6	24.2	1,024.5	906.6	13.0	14.8	1,263.5
of which external	325.1	265.7	22.4	26.1	952.2	832.5	14.4	16.3	1,165.6
Sales, MEUR	324.4	317.5	2.2	5.6	917.5	927.2	-1.0	0.6	1,289.3
of which external	303.1	295.0	2.8	6.3	856.6	863.2	-0.8	1.0	1,205.5
Comparable EBITA, MEUR	45.6	31.1	46.7		78.1	81.5	-4.2		116.5
Comparable EBITA, %	14.1%	9.8%			8.5%	8.8%			9.0%
Port Solutions									
Orders received, MEUR	453.2	333.7	35.8	35.9	1,231.8	890.0	38.4	38.1	1,350.5
Sales, MEUR	325.9	400.8	-18.7	-18.6	1,084.6	1,048.2	3.5	3.4	1,521.7
Comparable EBITA, MEUR	38.5	38.5	-0.2		119.2	96.2	23.9		142.2
Comparable EBITA, %	11.8%	9.6%			11.0%	9.2%			9.3%

Statement of income

EUR million	7-9/ 2025	7-9/ 2024	Change %	1-9/ 2025	1-9/ 2024	Change %	1-12/ 2024
Sales	**988.7**	**1,069.9**	**-7.6**	**3,024.8**	**3,014.5**	**0.3**	**4,227.0**
Other operating income	2.2	1.2		6.8	8.9		10.5
Materials, supplies and subcontracting	-396.6	-488.7		-1,250.5	-1,285.3		-1,878.2
Personnel cost	-302.1	-307.9		-952.1	-948.2		-1,264.0
Depreciation and impairments	-33.4	-29.4		-102.4	-88.8		-120.5
Other operating expenses	-105.2	-106.9		-336.0	-336.1		-463.4
Operating profit	**153.6**	**138.1**	**11.2**	**390.4**	**365.0**	**7.0**	**511.4**
Share of associates' and joint ventures' result	0.1	0.1		0.7	0.4		0.6
Financial income	2.5	18.4		35.4	31.9		31.2
Financial expenses	-18.7	-22.2		-58.8	-51.5		-57.9
Profit before taxes	**137.5**	**134.4**	**2.3**	**367.8**	**345.8**	**6.4**	**485.3**
Taxes	-33.7	-33.3		-90.1	-85.8		-116.9
Profit for the period	**103.8**	**101.1**	**2.7**	**277.7**	**260.1**	**6.8**	**368.4**

Balance sheet

EUR million	30 Sep 2025	30 Sep 2024
Non-current assets	**2,003.5**	**1,978.5**
Goodwill	1,041.0	1,039.4
Intangible assets	426.0	442.6
Property, plant and equipment	414.5	359.9
Other	122.0	136.7
Current assets	**2,746.4**	**2,709.3**
Inventories	1,009.4	1,050.7
Accounts receivable	544.8	535.5
Receivables and other current assets	435.7	435.5
Cash and cash equivalents	756.5	687.6
Assets held for sale	0.0	0.0
Total Assets	**4,749.9**	**4,687.9**

EUR million	30 Sep 2025	30 Sep 2024
Total Equity	**1,951.7**	**1,734.7**
Non-current liabilities	**969.6**	**811.0**
Interest-bearing liabilities	565.5	429.4
Other long-term liabilities	226.5	231.0
Other	177.6	150.5
Current liabilities	**1,828.6**	**2,142.2**
Interest-bearing liabilities	165.5	527.3
Advance payments received	677.0	659.6
Accounts payable	326.2	309.4
Provisions	95.0	98.8
Other current liabilities	564.9	547.1
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	**4,749.9**	**4,687.9**

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Cash flow statement

EUR million	1-9/ 2025	1-9/ 2024	1-12/ 2024
Operating income before change in net working capital	476.3	452.3	631.4
Change in net working capital	49.1	-50.1	-5.3
Cash flow from operations before financing items and taxes	**525.4**	**402.2**	**626.1**
Financing items and taxes	-95.4	-109.3	-134.5
Net cash from operating activities	**430.0**	**292.8**	**491.6**
Net cash used in investing activities	-40.9	-36.9	-111.0
Cash flow before financing activities	**389.1**	**256.0**	**380.6**
Net cash used in financing activities	-328.1	-151.8	-256.8
Translation differences in cash	-14.6	-3.1	-0.4
Change of cash and cash equivalents	**46.5**	**101.1**	**123.4**
Free cash flow	**391.4**	**257.4**	**427.2**

Thank you

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