


February 5, 2026

Record-high profitability and strong orders in 2025

Marko Tulokas, President & CEO
Teo Ottola, CFO

© 2026 Konecranes. All rights reserved. 'Konecranes', 'Moves what matters' and  are either registered trademarks or trademarks of Konecranes Global Corporation.

KONECRANES

Important Notice

The following applies to this presentation, the oral presentation of the information in this presentation by Konecranes Oyj (the “**Company**” or “**Konecranes**”) or any person on behalf of the Company, and any question-and-answer session that follows the oral presentation (collectively, the “**Information**”). In accessing the Information, you agree to be bound by the following terms and conditions.

This presentation does not constitute an offer of or an invitation by or on behalf of, Konecranes, or any other person, to purchase any securities.

The Information is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

The Information contains forward-looking statements. All statements other than statements of historical fact included in the Information are forward-looking statements. Forward-looking statements give the Company’s current expectations and projections relating to its financial condition, results of operations, plans, objectives, future performance and business. These statements may include, without limitation, any statements preceded by, followed by or including words such as “target,” “believe,” “expect,” “aim,” “intend,” “may,” “anticipate,” “estimate,” “plan,” “project,” “will,” “can have,” “likely,” “should,” “would,” “could” and other words and terms of similar meaning or the negative thereof. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Company’s control that could cause the Company’s actual results, performance or achievements to be materially different from the expected results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future business strategies and the environment in which it will operate in the future.

The Information, including but not limited to forward-looking statements, applies only as of the date of this document and is not intended to give any assurances as to future results. Market data used in the Information not attributed to a specific source are estimates of the Company and have not been independently verified.

Presenters and agenda

Market update and group
performance



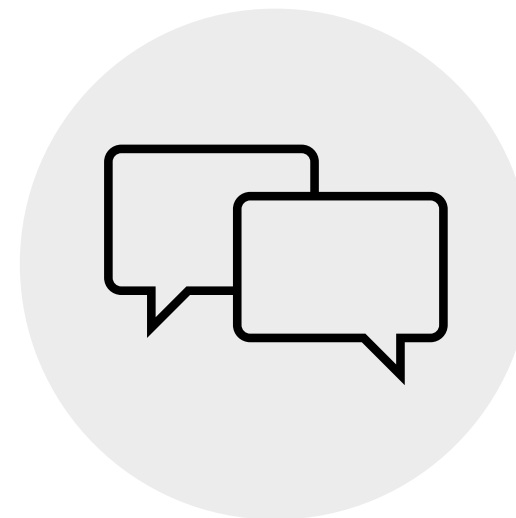
Marko Tulokas
President & CEO

Business Area performance
and balance sheet



Teo Ottola
CFO

Questions & Answers



A construction worker wearing a white hard hat, safety glasses, and a grey t-shirt is operating a yellow Konecranes overhead crane. He is holding a yellow remote control device. The crane is suspended from a black metal structure with yellow beams. The background shows a large industrial building with a grid of windows.

2025 – A strong year for Konecranes

Year 2025 reflects Konecranes' strength and improved resilience

- Good customer activity and positive development in many customer segments
- Solid customer demand and strong order intake
- Agreement base growth, profitability improvement and successful pricing actions
- Good execution amidst geopolitical turbulence
- Robust strategy execution, continued new product roll-outs

Order intake

4.4

EUR billion

+11.6%*

Order book

3.0

EUR billion

+7.0%*

Net sales

4.2

EUR billion

+0.7%*

Comparable EBITA

14.0 %

margin

+0.9pp

*Year on year change on a comparable currency basis

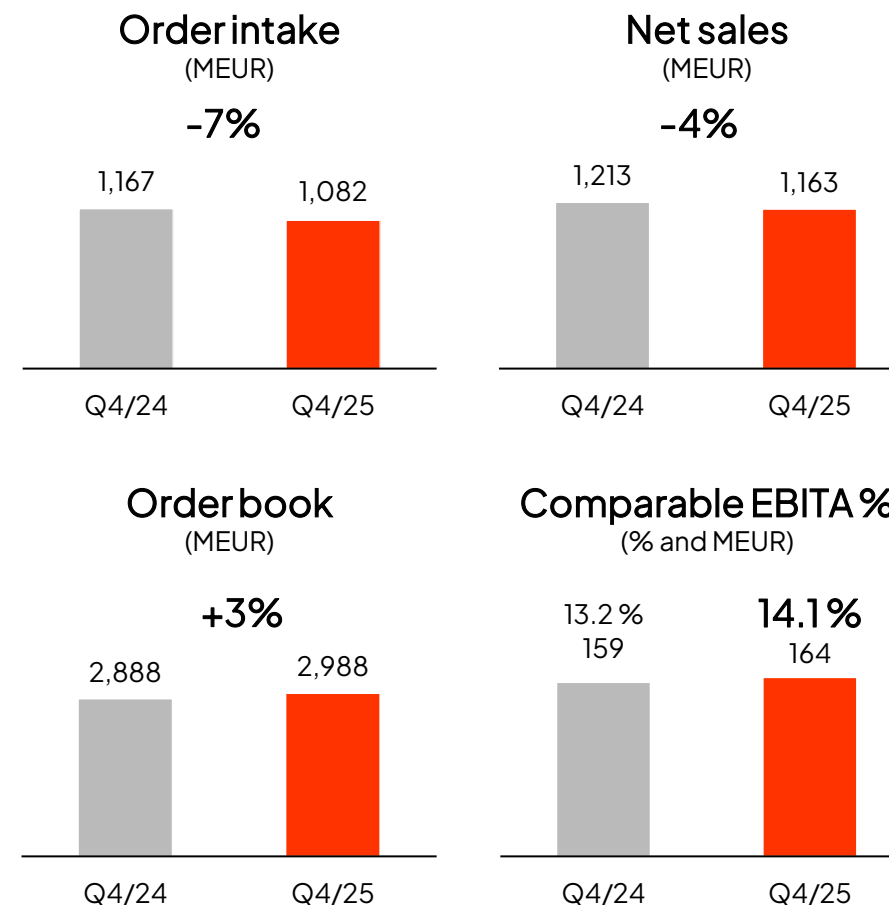
Profitability improved in Q4 2025

Continued solid order intake and sales, but both decreased against a strong comparison period

- Orders -4.3% Y/Y (comp. FX)
- Net sales EUR 1,163 million, -1.3% Y/Y (comp. FX)

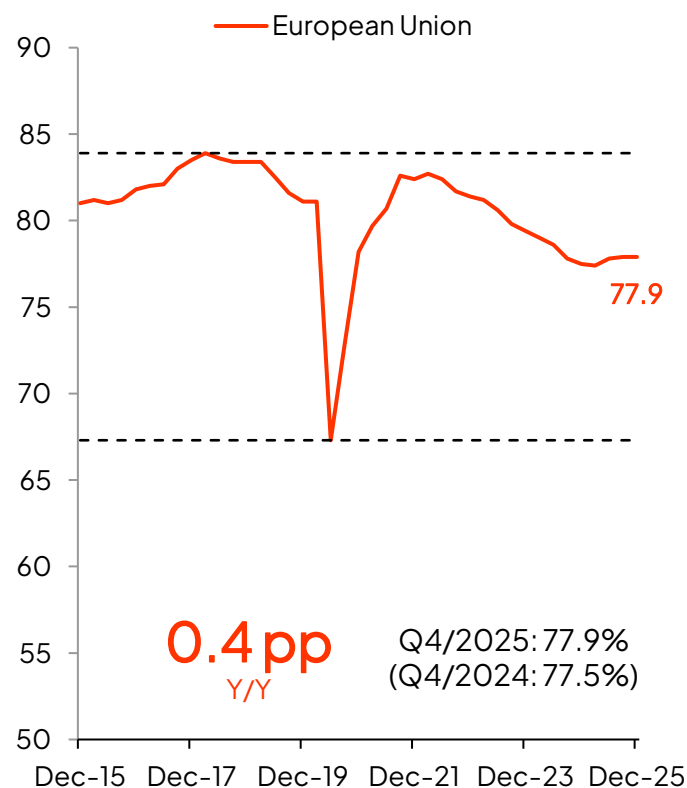
Comparable EBITA margin increased to 14.1%

- Profitability improved in Industrial Service and Industrial Equipment, but decreased in Port Solutions
- Solid execution and pricing actions, supported by some tariff tailwind
- Order book improved year-on-year

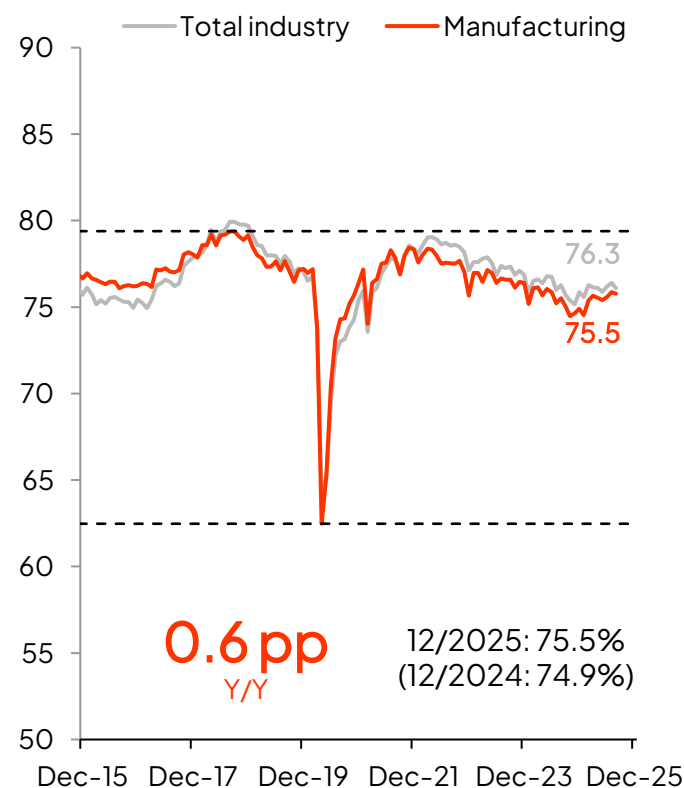


Industrial Service and Industrial Equipment: cautious positive development within capacity utilization rates both in EU and the US

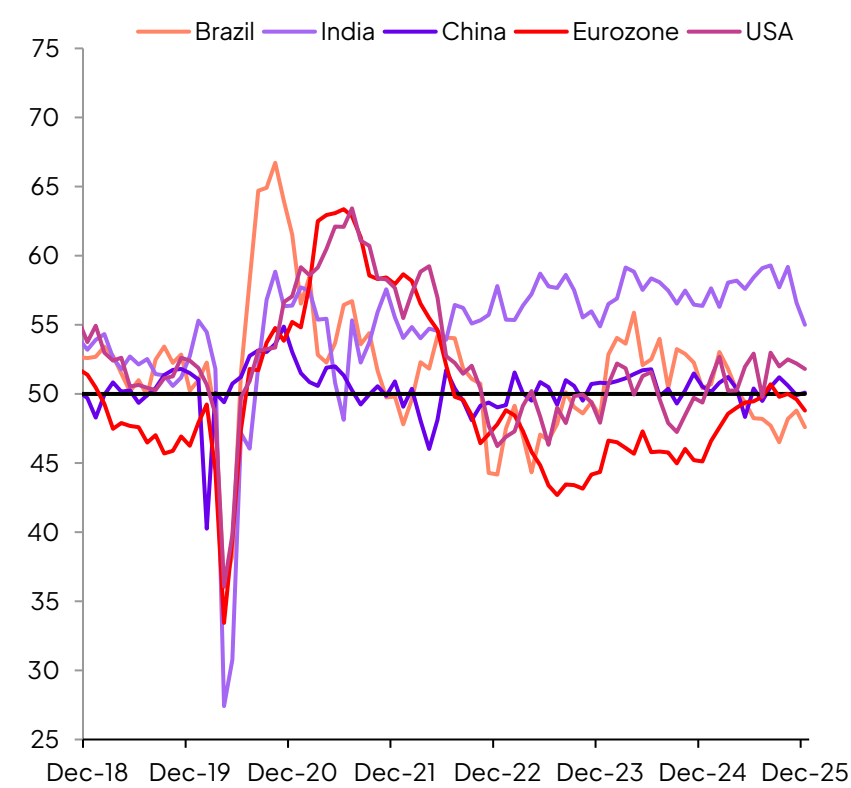
EU capacity utilization rate, %



US capacity utilization rate, %

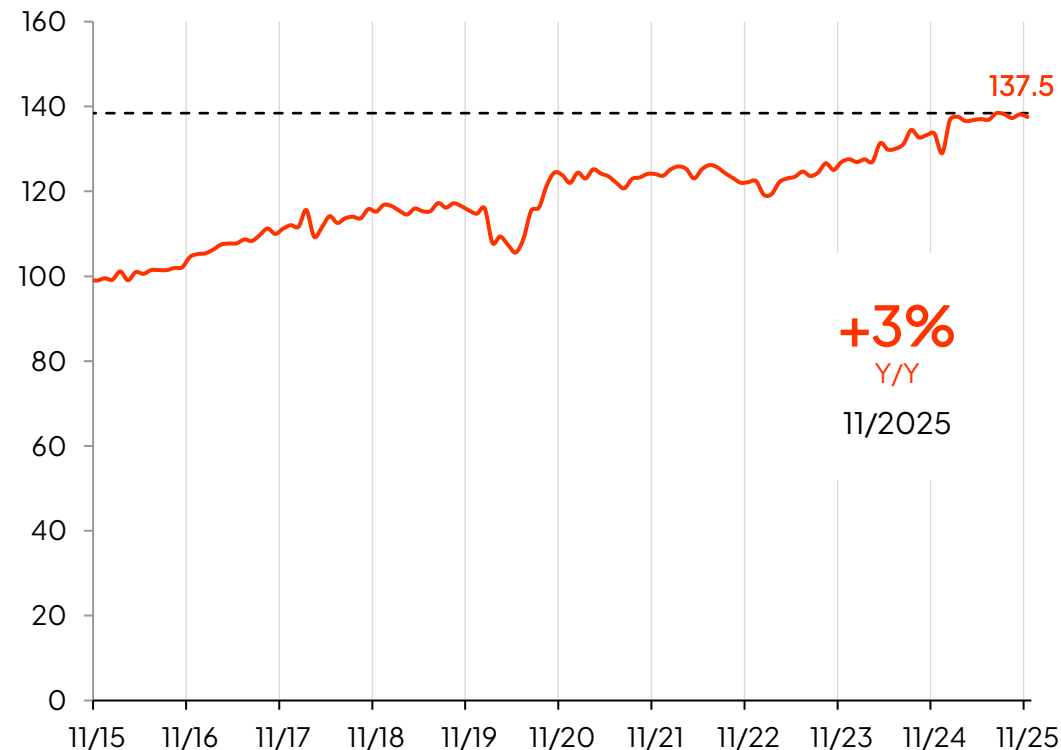


Manufacturing PMIs

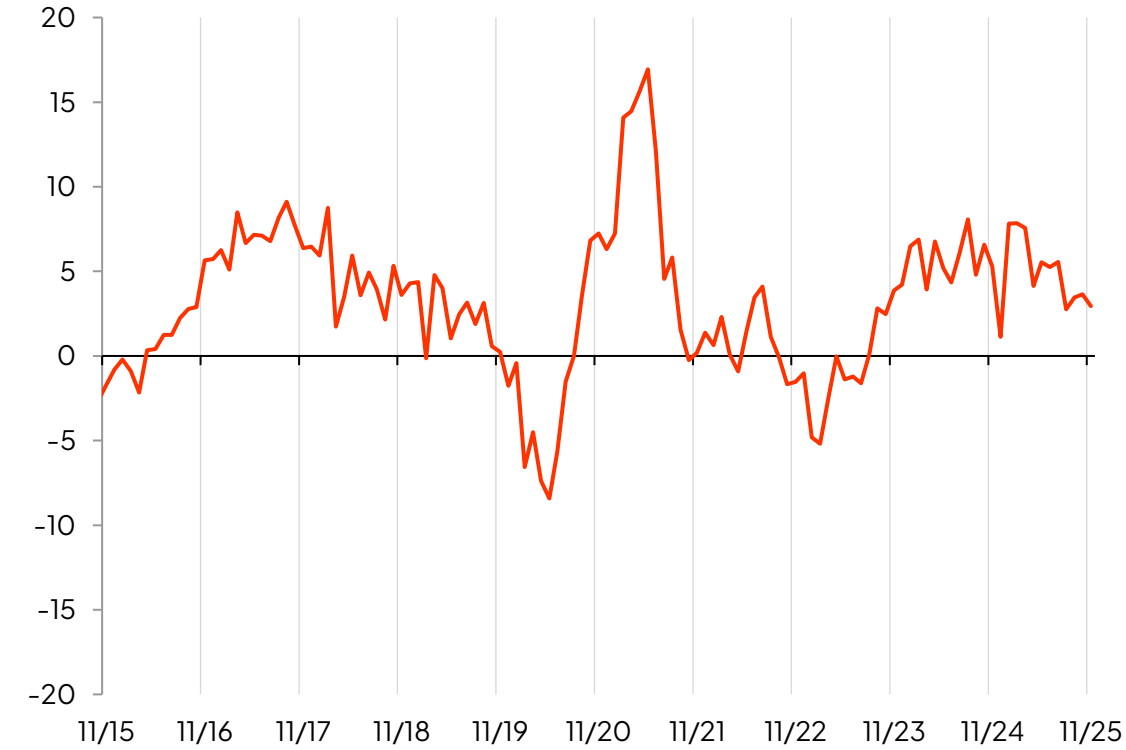


Port Solutions: container throughput index continues on a high level

RWI/ISL Container Throughput Index(2015 = 100)



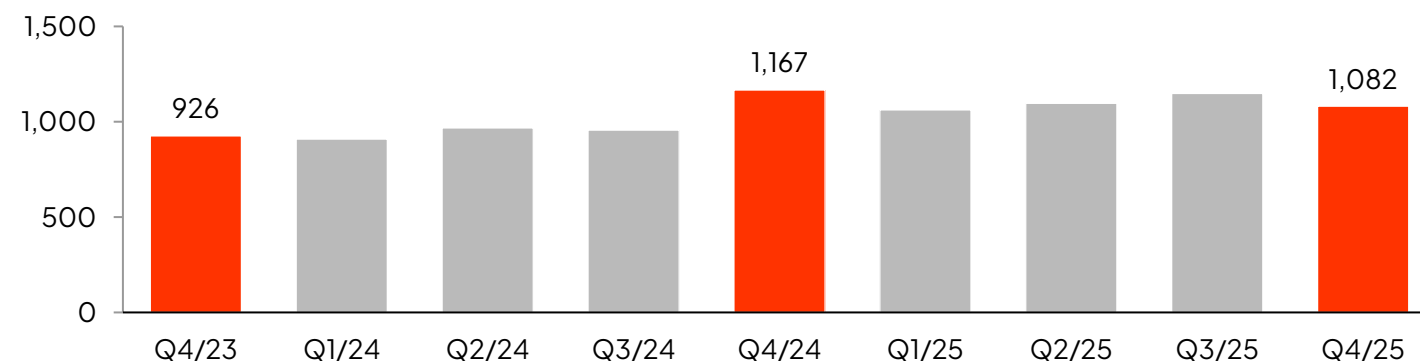
Monthly index change Y/Y, %



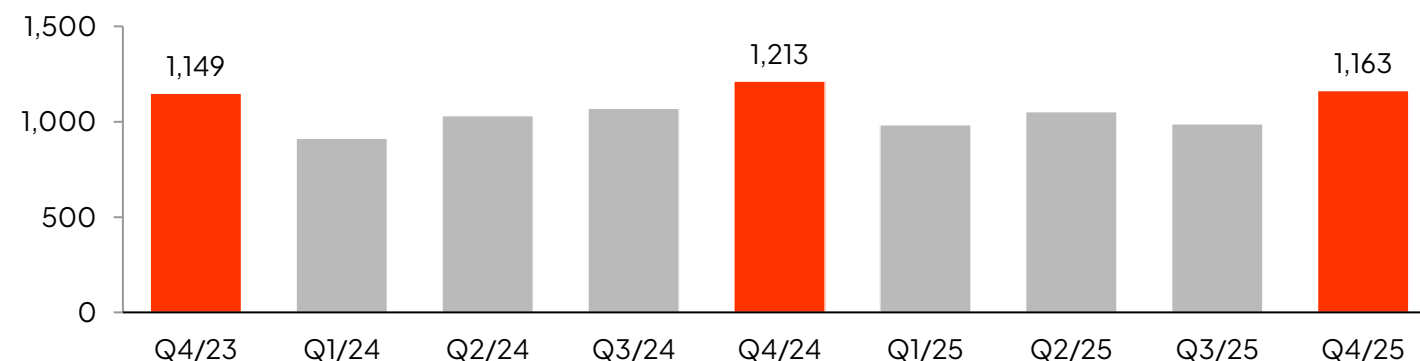
Source: RWI/ISL: Monthly container throughput index

Continued good order intake and net sales in Q4 against a strong comparison period

Order intake, EUR million



Net sales, EUR million



Order intake

-7.3%

Y/Y reported

-4.3%

Y/Y comp. FX

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

Net sales

-4.1%

Y/Y reported

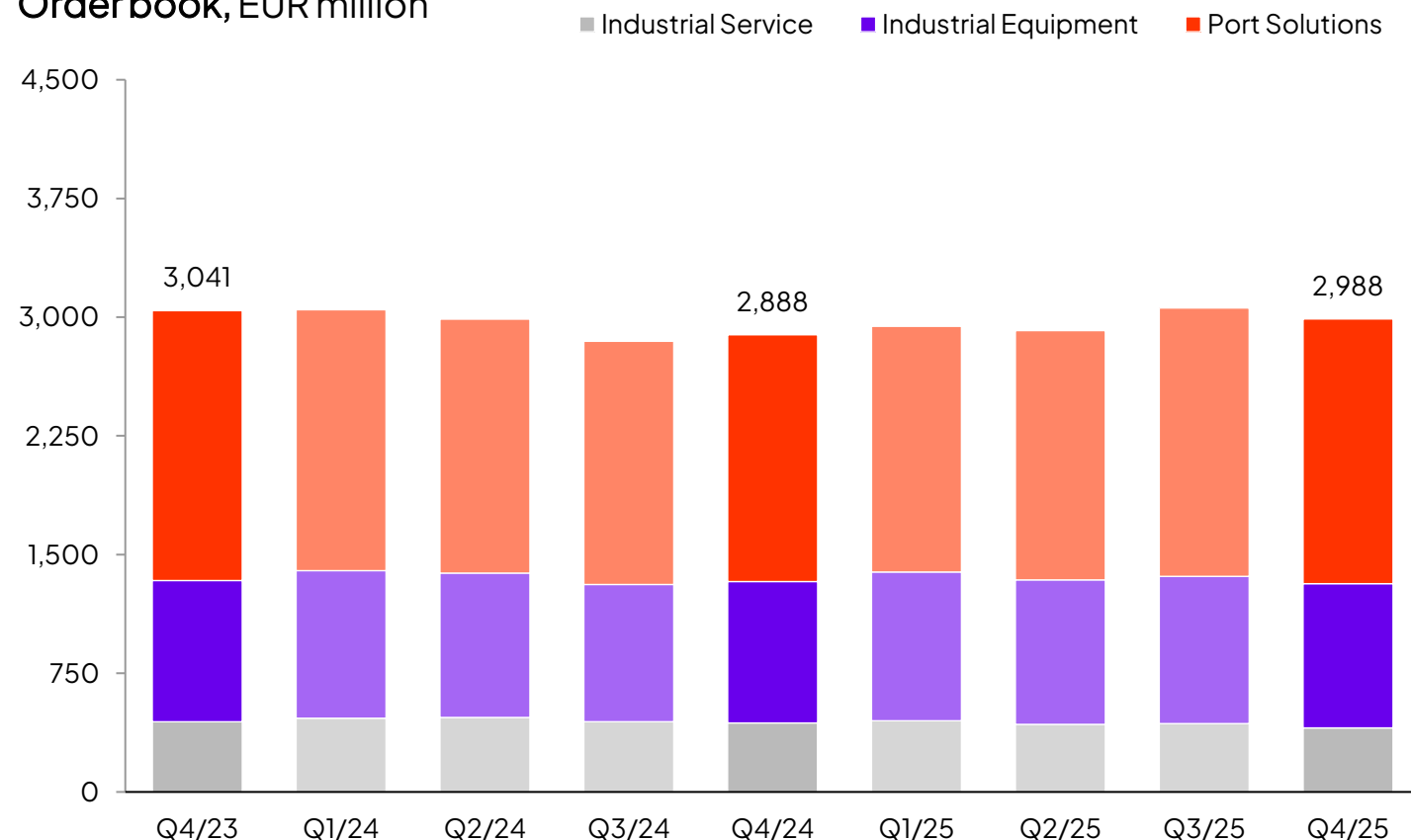
-1.3%

Y/Y comp. FX

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

The year closed with a strong EUR 3 billion order book

Orderbook, EUR million



Orderbook

+3.5%

Y/Y reported

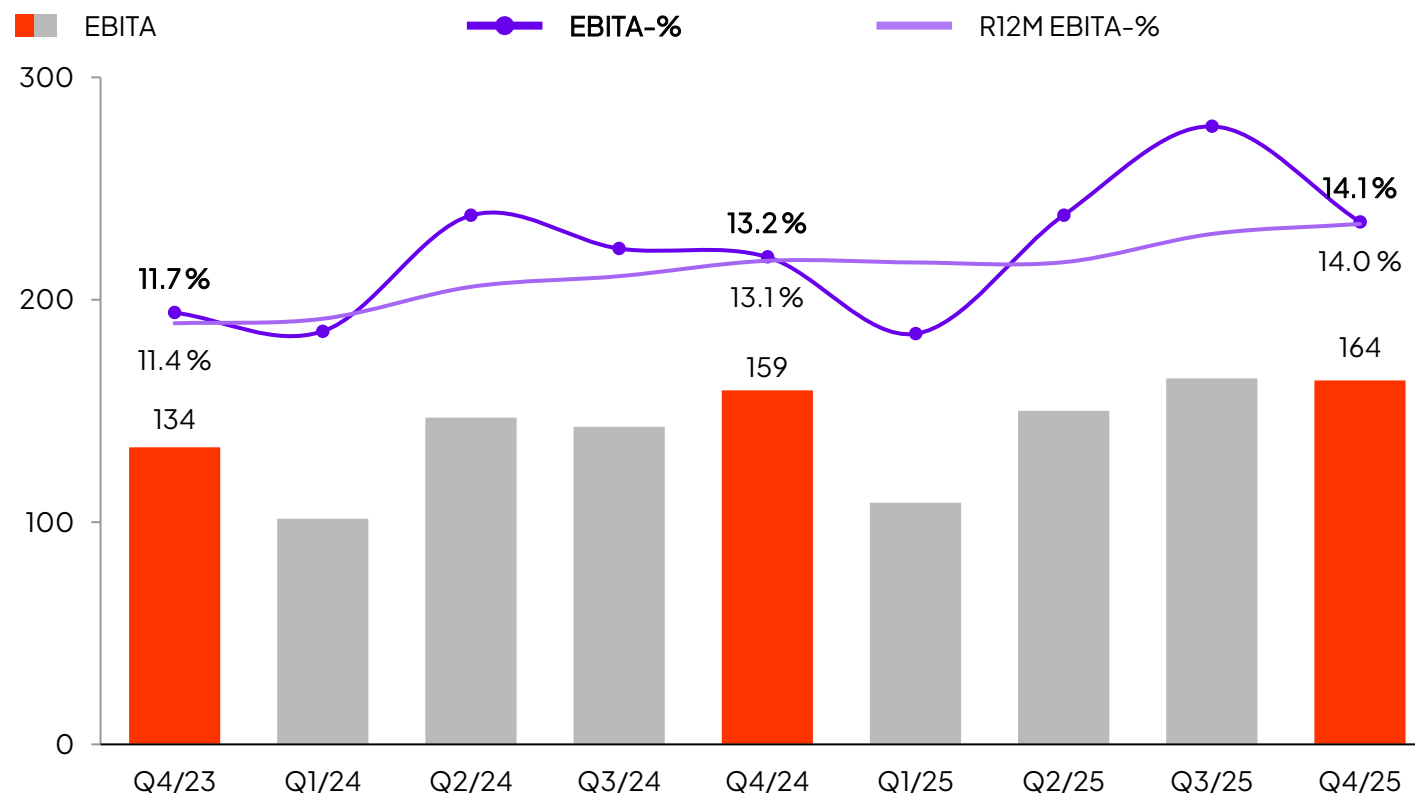
+7.0%

Y/Y comp. FX

- EUR 2,988 million of which approximately EUR 2.3 billion for year 2026
- Increase in Industrial Equipment and Port Solutions, decrease in Industrial Service

Significant profitability improvement in 2025

Comparable EBITA, EUR million and %



Q4 Comparable EBITA margin

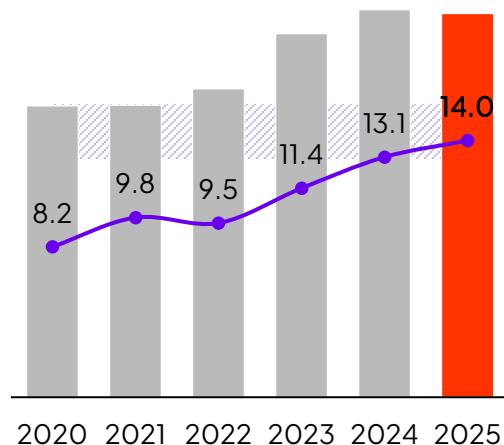
14.1% **0.9 pp** Y/Y change

- Increase in Industrial Service and Industrial Equipment, decrease in Port Solutions
- EBITA margin improvement was mainly driven by good execution, pricing, which was supported by some timing-related tariff impacts and efficient cost management

The third consecutive year of profitability improvement in all Business Areas and consistent progress towards our mid-term targets

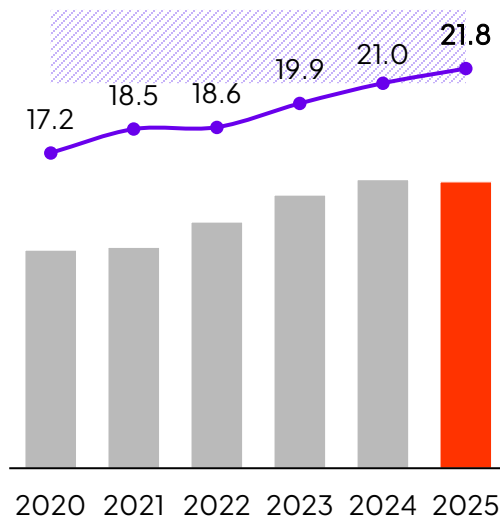
Group

Target: 13-16%⁽¹⁾



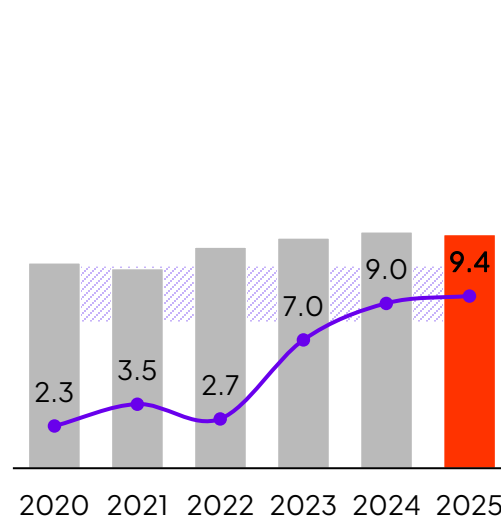
Industrial Service

Target: 21-25%⁽¹⁾



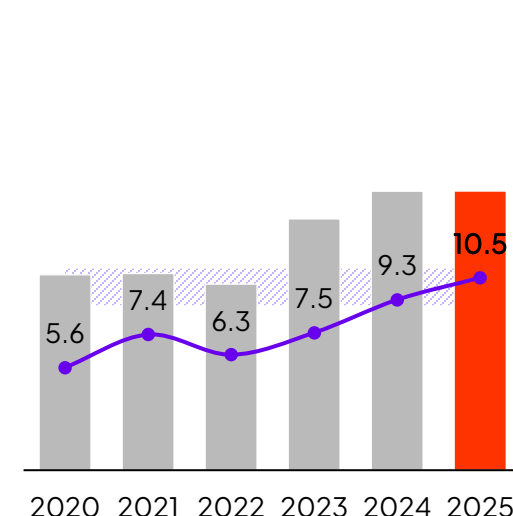
Industrial Equipment

Target: 8-11%⁽¹⁾



Port Solutions

Target: 9-11%⁽¹⁾



Net sales, EUR million

Comparable EBITA, %

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

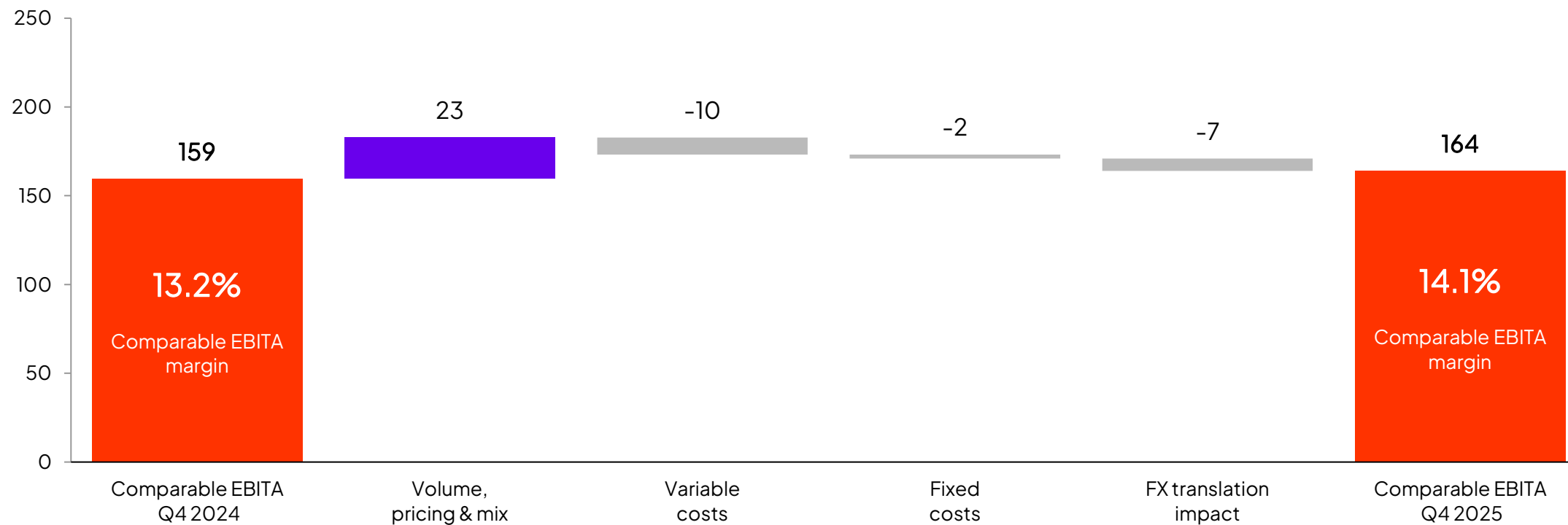
Record-high annual cash flow strengthened balance sheet

Teo Ottola, CFO



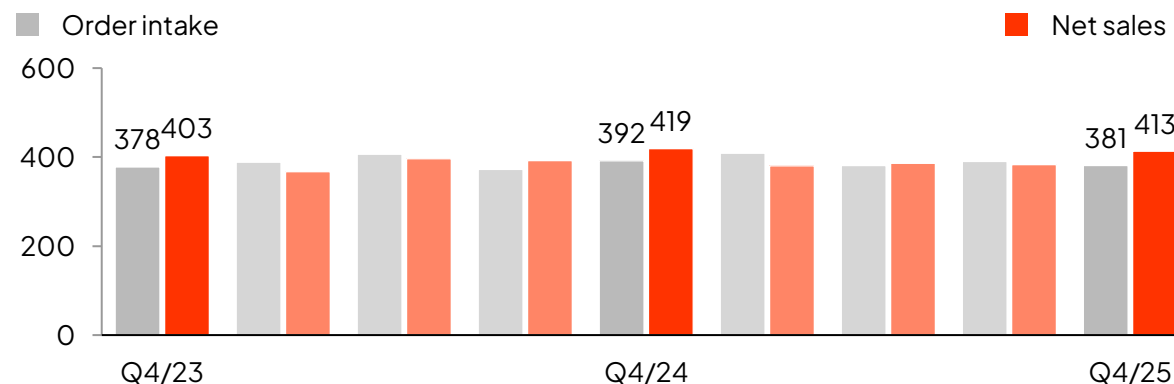
Profitability improvement driven by good execution and pricing

EUR million

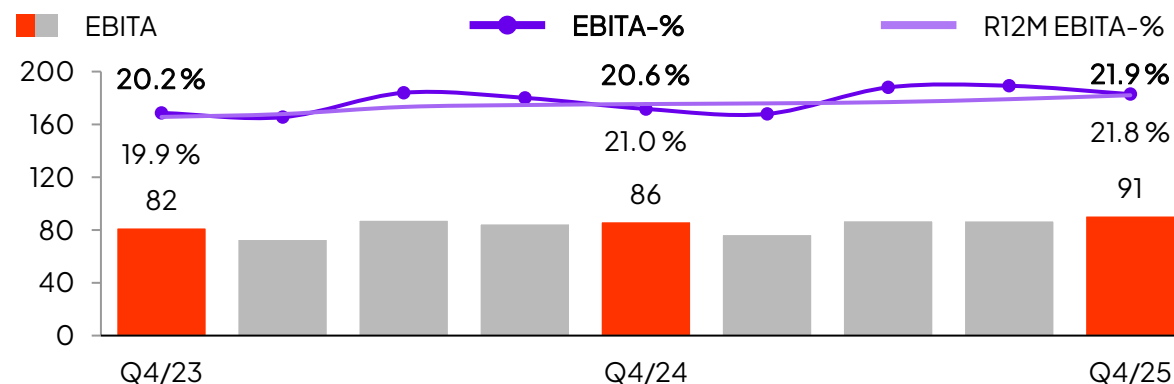


Industrial Service – higher profitability and continued agreement base expansion

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Orderintake

-2.7% Y/Y reported

+2.2% Y/Y comp. FX

- Increase in parts, decrease in field service
- Increase in EMEA, decrease in the Americas and APAC
- **Agreement base:** EUR 339.3 million, +4.4% Y/Y comp.FX
- **Order book:** EUR 404.8 million, -7.1% Y/Y

Net sales

-1.4% Y/Y reported

+3.5% Y/Y comp. FX

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

Comparable EBITA margin

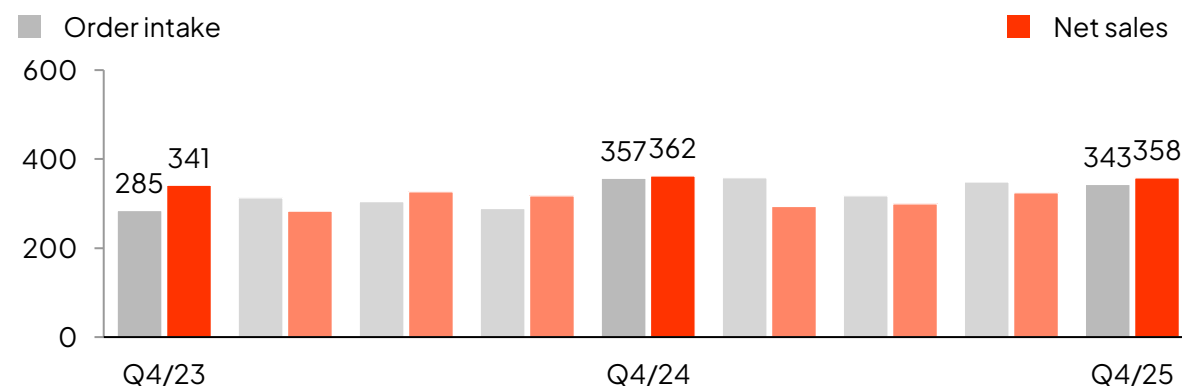
21.9%

+1.3 pp Y/Y change

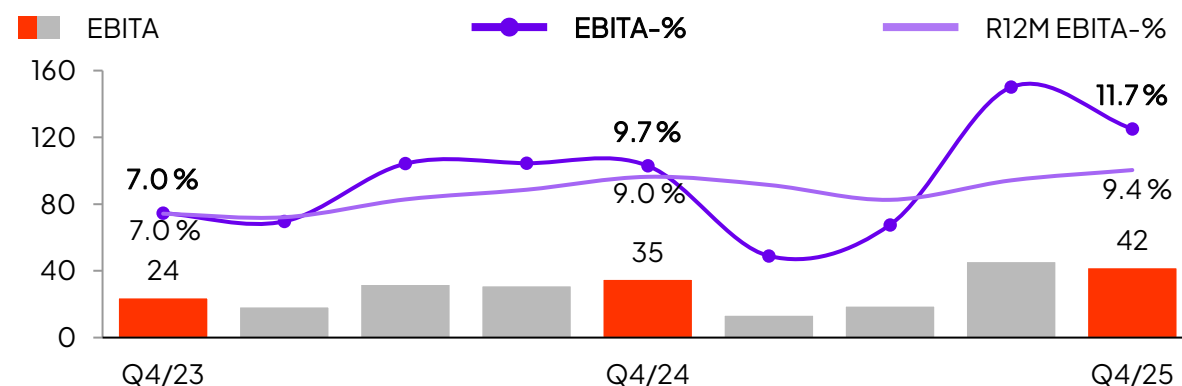
- Positively impacted by pricing, good execution and efficient cost management

Industrial Equipment – good performance and profitability improvement without significant volume

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

-3.9% Y/Y reported

+0.9% Y/Y comp. FX

- External orders -0.8% Y/Y comp. FX
- Increase in components, decrease in standard cranes and process cranes
- Increase in EMEA, decrease in the Americas and APAC
- **Orderbook:** EUR 911.1 million, +2.0% Y/Y

Net sales

-1.2% Y/Y reported

+3.2% Y/Y comp. FX

- External sales 2.8% Y/Y comp. FX
- Increase in standard cranes, flat in components, decrease in process cranes
- Stable in EMEA, decrease in the Americas and APAC

Comparable EBITA margin

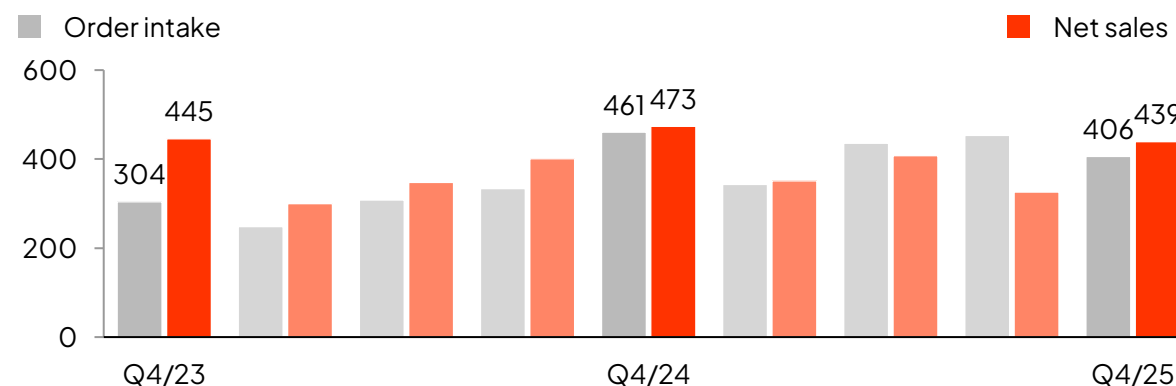
11.7%

+2.1 pp Y/Y change

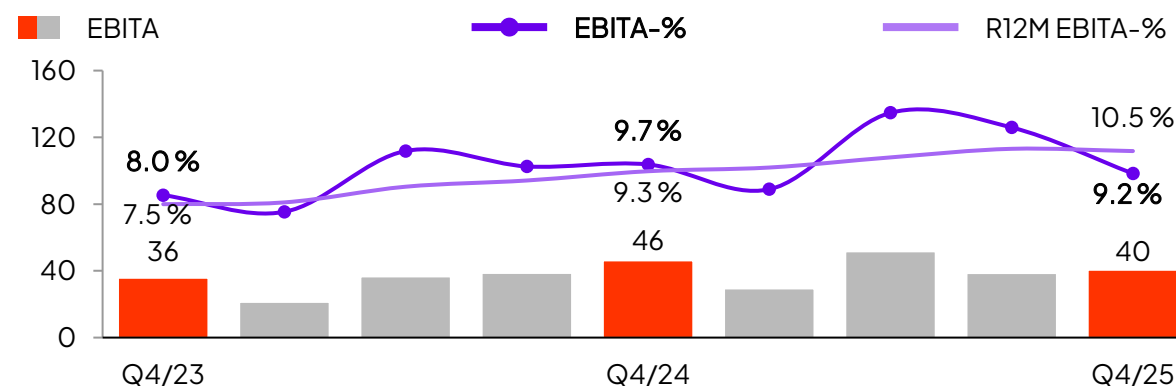
- Increase mainly driven by solid execution, pricing and favorable product mix

Port Solutions – good execution partly mitigated the impact from lower volumes, a strong order book at year-end

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

-11.8% Y/Y reported

-11.4% Y/Y comp. FX

- Strong comparison period
- Increase in EMEA, decrease in the Americas and APAC
- Customer activity was high in Lift Trucks and RTGs

Net sales

-7.3% Y/Y reported

-7.1% Y/Y comp. FX

Orderbook:

- EUR 1,672.5 million, +7.3% Y/Y

Comparable EBITA margin

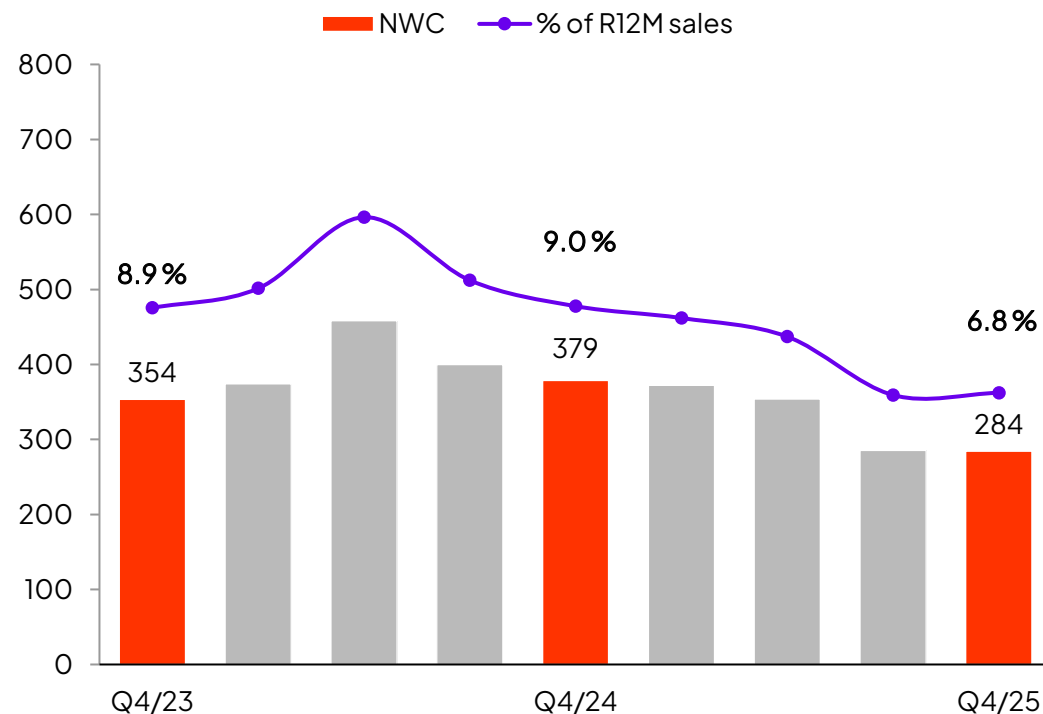
9.2%

-0.5 pp Y/Y change

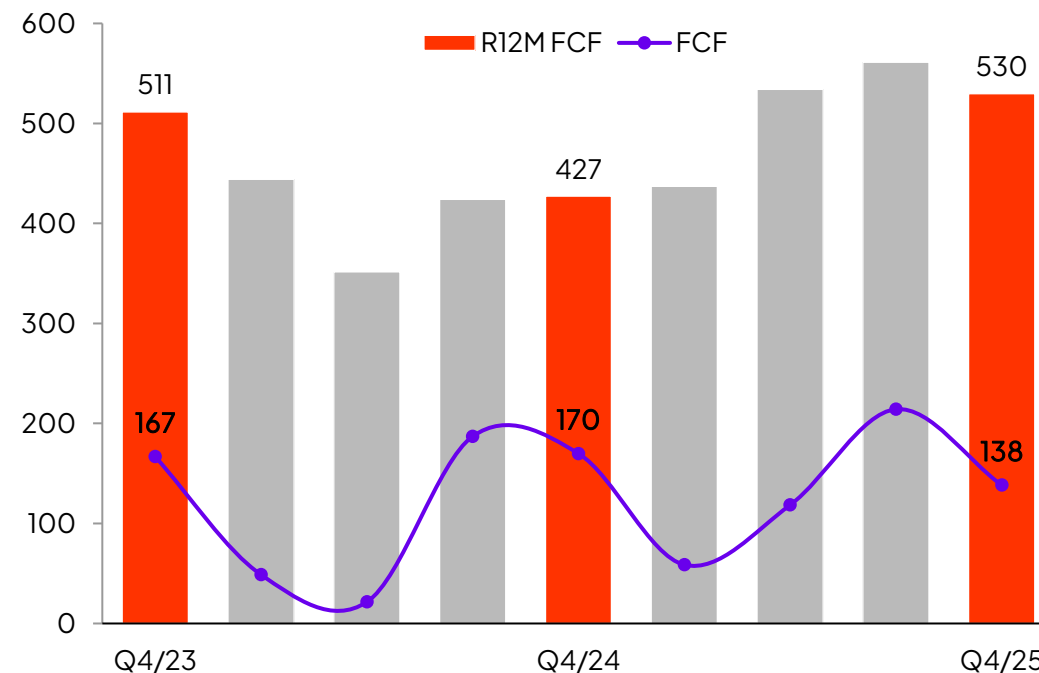
- Decrease mainly due to lower volume and a less advantageous mix, partly offset by good project execution

Efficient net working capital management and record annual free cash flow

Net working capital, EUR million, % of R12M sales

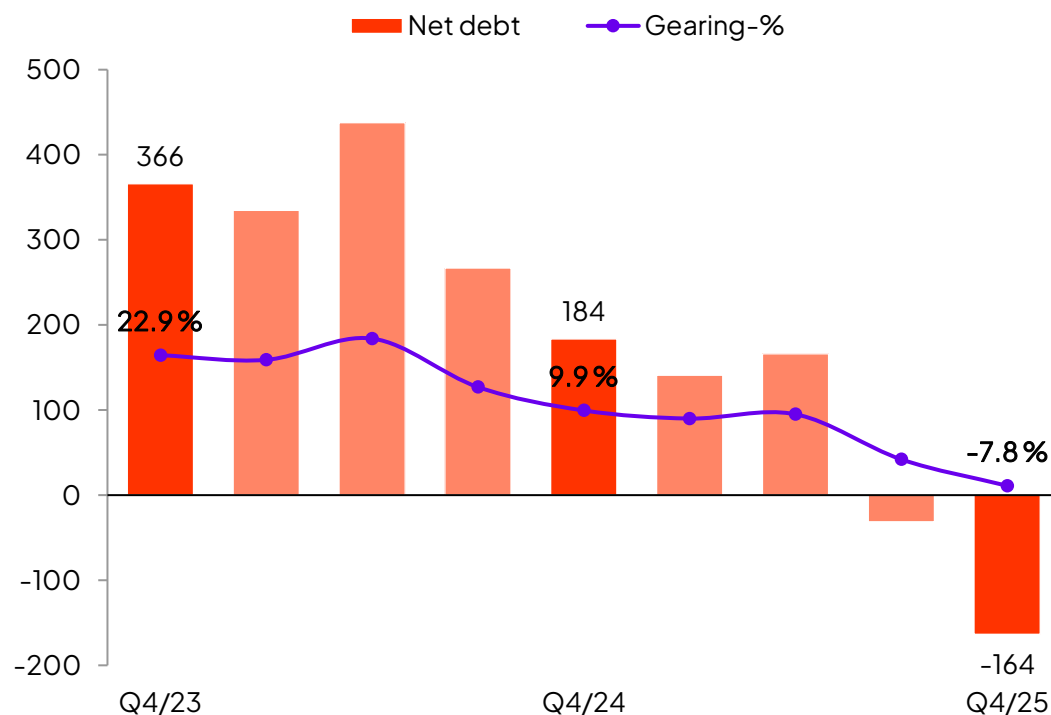


Free cash flow, EUR million

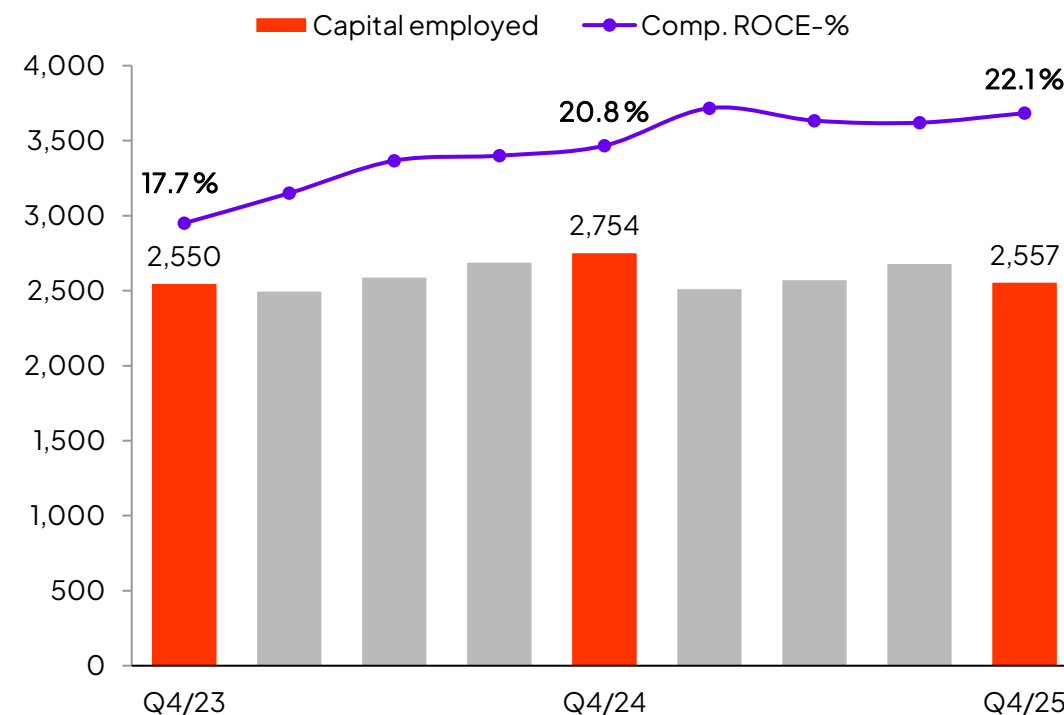


Balance sheet further strengthened at the end of the year

Net debt, EUR million
Gearing, %



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





Outlook for 2026

Marko Tulokas, President & CEO



The Board of Directors proposes to the AGM a **share split** with 1:3 ratio due to the high unit price and to enhance liquidity of shares.

The Board of Directors proposes to the AGM that a **dividend** of EUR 2.25 per share is paid for year 2025, in line with dividend policy.

Demand outlook



Within the **industrial customers segment**, we expect our demand environment to remain on a healthy level.

For our **port customers**, container throughput continues to be on a high level, and the long-term prospects for container handling remain good.

However, uncertainty related to geopolitics and trade policy tensions remains high.



Financial guidance

Net sales expected to remain approximately on the same level or to increase in 2026 compared to 2025.

Comparable EBITA margin expected to remain approximately on the same level in 2026 compared to 2025.

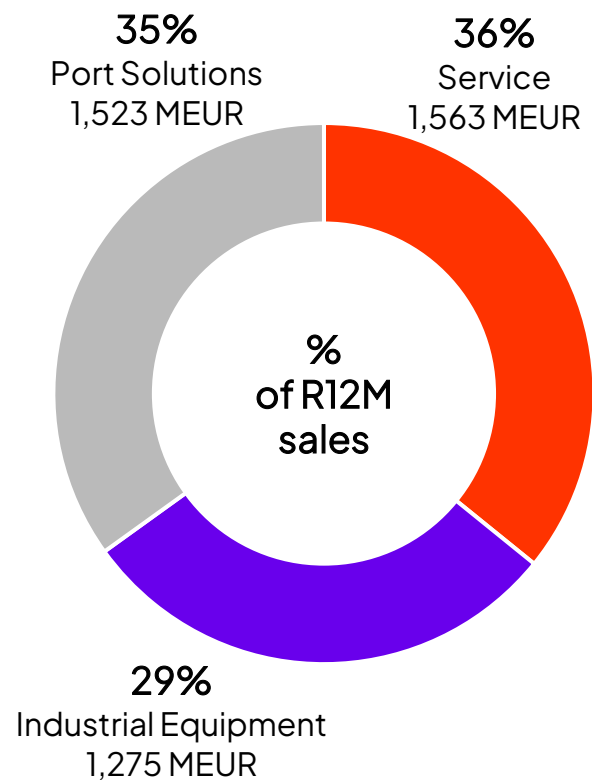
Q&A



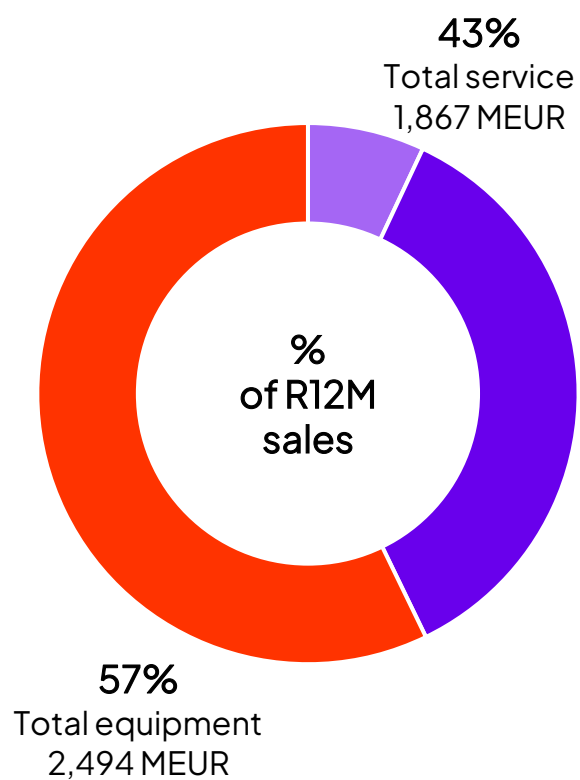
Appendix

Group R12M sales split

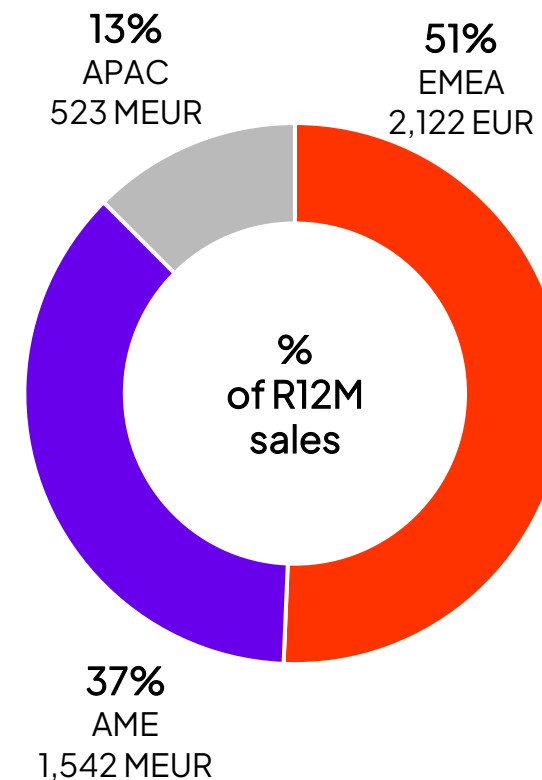
Group R12M sales by Business Area



Group R12M sales by offering type⁽¹⁾



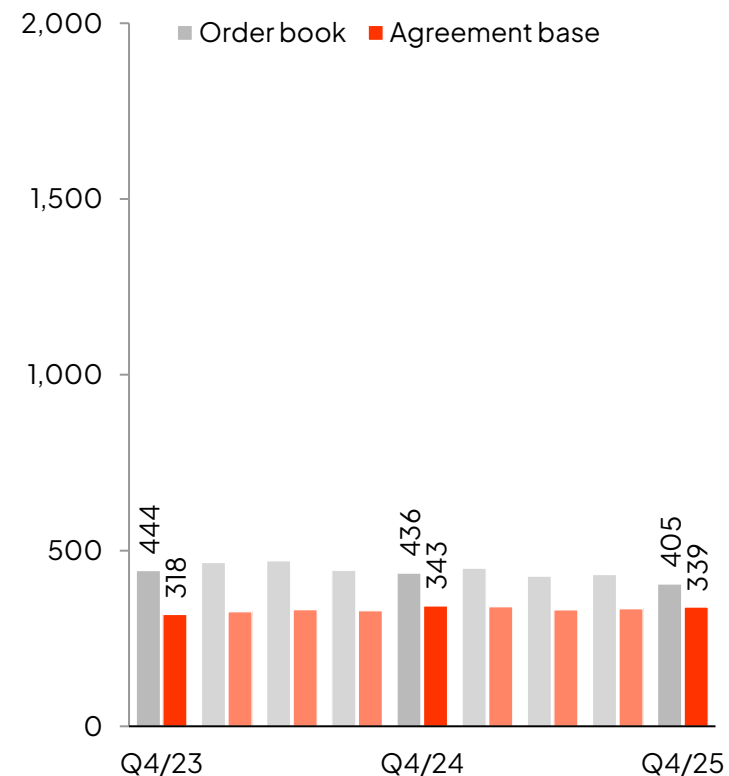
Group R12M sales by region



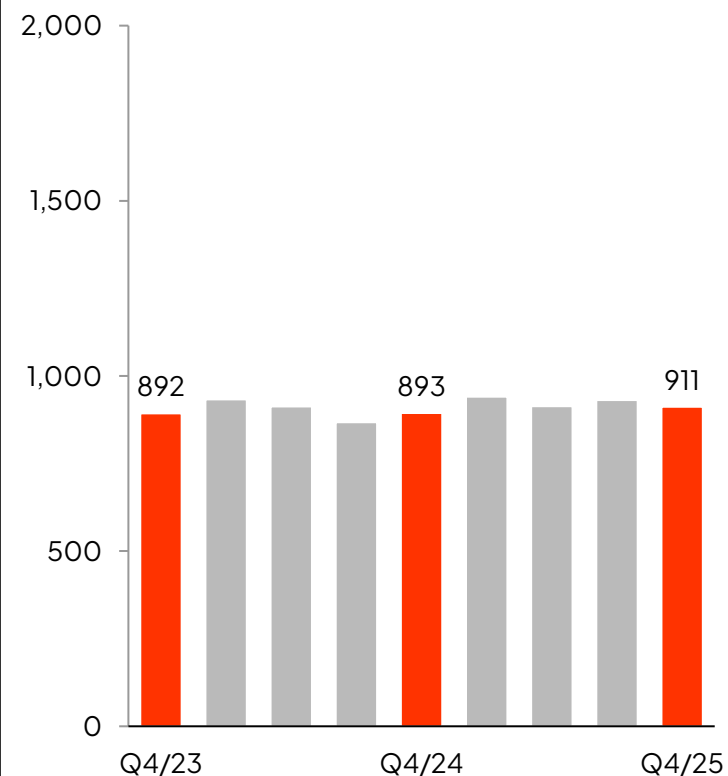
Note (1): Total service includes Industrial Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

Service agreement base and order book by Business Area

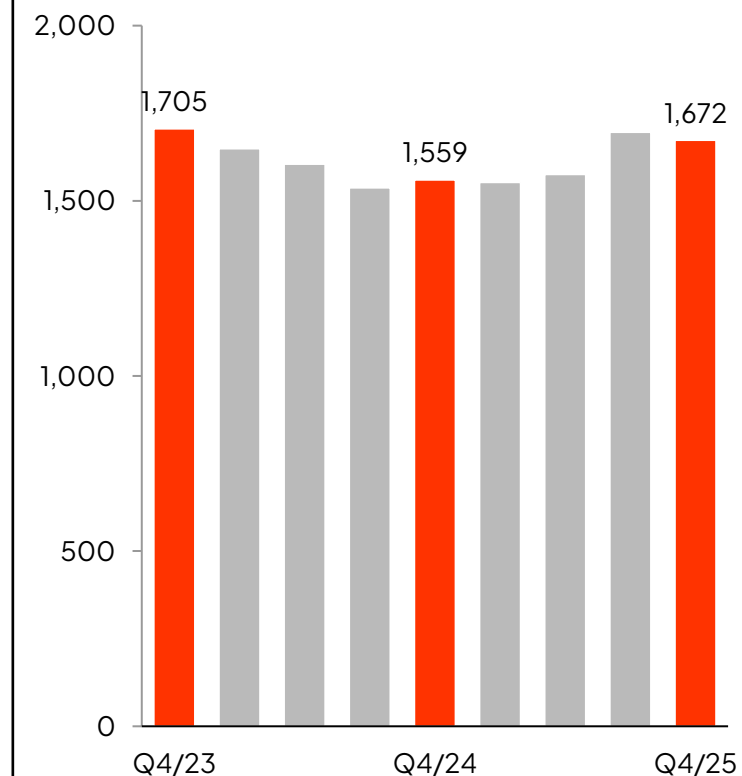
Industrial Service agr. base & order book, MEUR



Industrial Equipment order book, MEUR



Port Solutions order book, MEUR



Group key figures 1/2

EUR million	10-12/ 2025	10-12/ 2024	Change %	Change % Comp. FX	1-12/ 2025	1-12/ 2024	Change %	Change % Comp. FX
Orders received, MEUR	1,081.7	1,166.5	-7.3	-4.3	4,389.3	3,999.6	9.7	11.6
Order book at end of period, MEUR					2,988.4	2,888.4	3.5	
Sales total, MEUR	1,163.0	1,212.5	-4.1	-1.3	4,187.8	4,227.0	-0.9	0.7
Comparable EBITDA, MEUR	189.4	183.1	3.4		690.3	641.7	7.6	
Comparable EBITDA, %	16.3 %	15.1 %			16.5 %	15.2 %		
Comparable EBITA, MEUR	164.0	159.5	2.8		588.1	551.6	6.6	
Comparable EBITA, %	14.1 %	13.2 %			14.0 %	13.1 %		
Operating profit (EBIT), MEUR	151.9	146.4	3.8		542.4	511.4	6.1	
Operating margin (EBIT), %	13.1 %	12.1 %			13.0 %	12.1 %		
Net profit for the period, MEUR	122.1	108.3	12.7		399.8	368.4	8.5	
Earnings per share, basic (EUR)	1.54	1.37	12.7		5.05	4.65	8.5	
Earnings per share, diluted (EUR)	1.52	1.36	12.0		5.03	4.63	8.4	
Free cash flow, MEUR	138.3	169.9			529.6	427.2		
Gearing, %					-7.8 %	9.9 %		
Comparable ROCE, %. (R12M)					22.1 %	20.8 %		

Group key figures 2/2

EUR million	1-12/ 2025	1-12/ 2024	Change %
ROCE, %, (R12M)	20.7	20.3	2.0
Return on equity, %, (R12M)	20.3	21.3	-4.7
Equity per share (EUR)	26.35	23.45	12.4
Net debt / Comparable EBITDA, (R12M)	-0.2	0.3	-166.7
Equity to asset ratio, %	53.8	44.4	21.2
Investments total (excl. acquisitions), MEUR	68.5	65.7	4.3
Interest-bearing net debt, MEUR	-163.5	183.5	-189.1
Net working capital, MEUR	284.4	378.6	-24.9
Average number of personnel during the period	16,614	16,656	-0.3
Average number of shares outstanding, basic	79,214,241	79,209,080	0.0
Average number of shares outstanding, diluted	79,551,459	79,488,202	0.1
Number of shares outstanding	79,214,269	79,209,118	0.0

Key figures by segment

EUR million	10-12/ 2025	10-12/ 2024	Change %	Change % Comp. FX	1-12/ 2025	1-12/ 2024	Change %	Change % Comp. FX
Industrial Service								
Orders received, MEUR	381.1	391.7	-2.7	2.2	1,561.1	1,559.0	0.1	2.9
Agreement base value, MEUR	339.3	342.5	-0.9	4.4	339.3	342.5	-0.9	4.4
Sales, MEUR	413.3	419.0	-1.4	3.5	1,562.8	1,574.7	-0.8	1.9
Comparable EBITA, MEUR	90.7	86.3	5.1		341.5	331.5	3.0	
Comparable EBITA, %	21.9 %	20.6 %			21.8 %	21.0 %		
Industrial Equipment								
Orders received, MEUR	343.2	356.9	-3.9	0.9	1,367.6	1,263.5	8.2	10.8
of which external	314.3	333.1	-5.6	-0.8	1,266.5	1,165.6	8.7	11.3
Sales, MEUR	357.8	362.2	-1.2	3.2	1,275.3	1,289.3	-1.1	1.2
of which external	336.6	342.3	-1.7	2.8	1,193.2	1,205.5	-1.0	1.4
Comparable EBITA, MEUR	41.9	35.0	20.0		120.0	116.5	3.1	
Comparable EBITA, %	11.7 %	9.7 %			9.4 %	9.0 %		
Port Solutions								
Orders received, MEUR	406.0	460.5	-11.8	-11.4	1,637.8	1,350.5	21.3	21.2
Sales, MEUR	438.8	473.4	-7.3	-7.1	1,523.4	1,521.7	0.1	0.0
Comparable EBITA, MEUR	40.4	46.0	-12.2		159.6	142.2	12.2	
Comparable EBITA, %	9.2 %	9.7 %			10.5 %	9.3 %		

Statement of income

EUR million	10-12/ 2025	10-12/ 2024	Change %	1-12/ 2025	1-12/ 2024	Change %
Sales	1,163.0	1,212.5	-4.1	4,187.8	4,227.0	-0.9
Other operating income	2.2	1.6		9.0	10.5	
Materials, supplies and subcontracting	-544.6	-593.0		-1,795.1	-1,878.2	
Personnel cost	-318.5	-315.8		-1,270.7	-1,264.0	
Depreciation and impairments	-34.0	-31.7		-136.4	-120.5	
Other operating expenses	-116.2	-127.3		-452.2	-463.4	
Operating profit	151.9	146.4	3.8	542.4	511.4	6.1
Share of associates' and joint ventures' result	0.1	0.2		0.9	0.6	
Financial income	1.6	6.8		37.0	31.2	
Financial expenses	-5.0	-13.9		-63.7	-57.9	
Profit before taxes	148.7	139.4	6.7	516.5	485.3	6.4
Taxes	-26.6	-31.1		-116.8	-116.9	
Profit for the period	122.1	108.3	12.7	399.8	368.4	8.5

Balance sheet

EUR million	31 Dec 2025	31 Dec 2024
Non-current assets	1,981.8	2,069.2
Goodwill	1,041.1	1,058.4
Intangible assets	417.7	449.9
Property, plant and equipment	419.6	433.5
Other	103.4	127.4
Current assets	2,569.0	2,719.1
Inventories	913.4	946.3
Accounts receivable	579.5	643.6
Receivables and other current assets	444.1	419.2
Cash and cash equivalents	631.9	710.0
Assets held for sale	0.0	0.0
Total Assets	4,550.8	4,788.3

EUR million	31 Dec 2025	31 Dec 2024
Total Equity	2,087.4	1,857.7
Non-current liabilities	686.2	939.5
Interest-bearing liabilities	303.7	539.3
Other long-term liabilities	213.2	229.3
Other	169.3	170.9
Current liabilities	1,777.2	1,991.1
Interest-bearing liabilities	166.2	356.3
Advance payments received	671.0	608.1
Accounts payable	326.8	344.2
Provisions	101.5	100.8
Other current liabilities	511.7	581.7
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	4,550.8	4,788.3

Cash flow statement

EUR million	1-12/ 2025	1-12/ 2024
Operating income before change in net working capital	663.5	631.4
Change in net working capital	50.1	-5.3
Cash flow from operations before financing items and taxes	713.6	626.1
Financing items and taxes	-144.0	-134.5
Net cash from operating activities	569.5	491.6
Net cash used in investing activities	-42.0	-111.0
Cash flow before financing activities	527.5	380.6
Net cash used in financing activities	-591.2	-256.8
Translation differences in cash	-14.3	-0.4
Change of cash and cash equivalents	-78.0	123.4
Free cash flow	529.6	427.2

Thank you

Contact information

Linda Häkkilä
Vice President, Investor Relations
Email: linda.hakkila@konecranes.com, tel: +358 (0) 20 427 2050

Ruusa Vallin
Manager, Investor Relations
Email: ruusa1.vallin@konecranes.com, tel: +358 (0) 20 427 2961