



October 23, 2026

Strong deliveries in the third quarter

Marko Tulokas, President & CEO
Teo Ottola, CFO

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Presenters and agenda

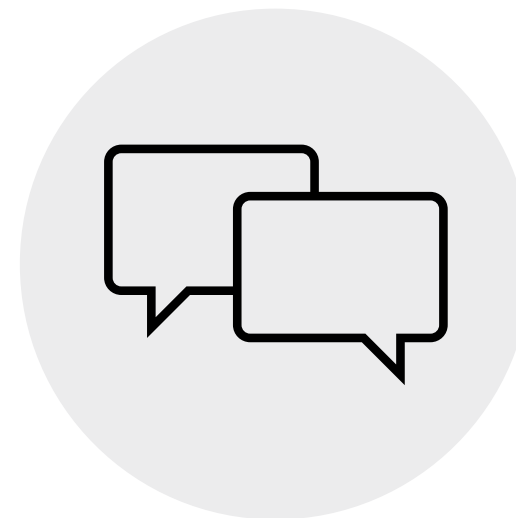
Marko Tulokas
President & CEO



Teo Ottola
CFO



Questions & Answers



Key points of the quarter

- Updated ambition and strategy announced in September
 - Updated financial targets, dividend policy and capital allocation framework
 - New long-term climate ambition set
- Order intake was impacted by characteristic quarterly volatility in Port Solutions
- Good demand environment within ports business and general manufacturing, power and mining segments
- Deliveries and result were strong

Strong deliveries and high profitability

Strong deliveries in Q3

- Orders -12.7% Y/Y (comp. FX)
- Net sales EUR 1,101 million, +10.3% Y/Y (comp. FX)

Orderbook improved year-on-year

Excellent comparable EBITA margin at 15.6%

- Profitability improved in Industrial Service and Port Solutions, but decreased in Industrial Equipment
- The decrease in margin was mainly driven by higher positive one-offs in the comparison period

Order intake

1,011

EUR million

-12.7%*

Order book

3,302

EUR million

+6.9%*

Net sales

1,101

EUR million

+10.3%*

Comparable EBITA

15.6%

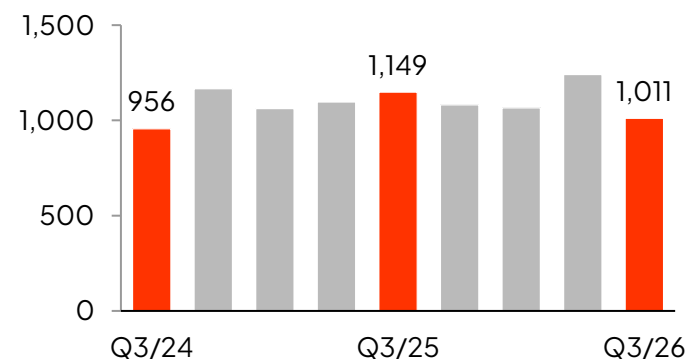
margin

-1.1pp

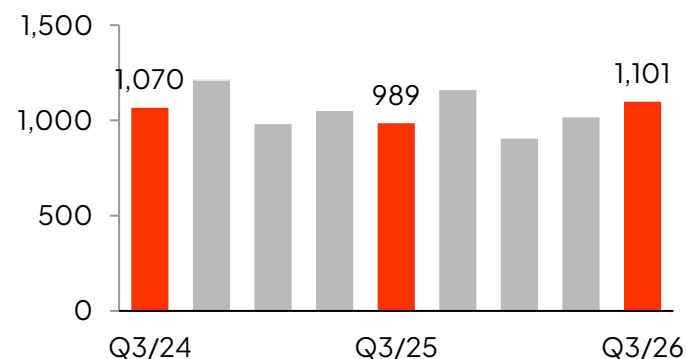
*Year on year change on a comparable currency basis

Sales increased year-on-year and sequentially

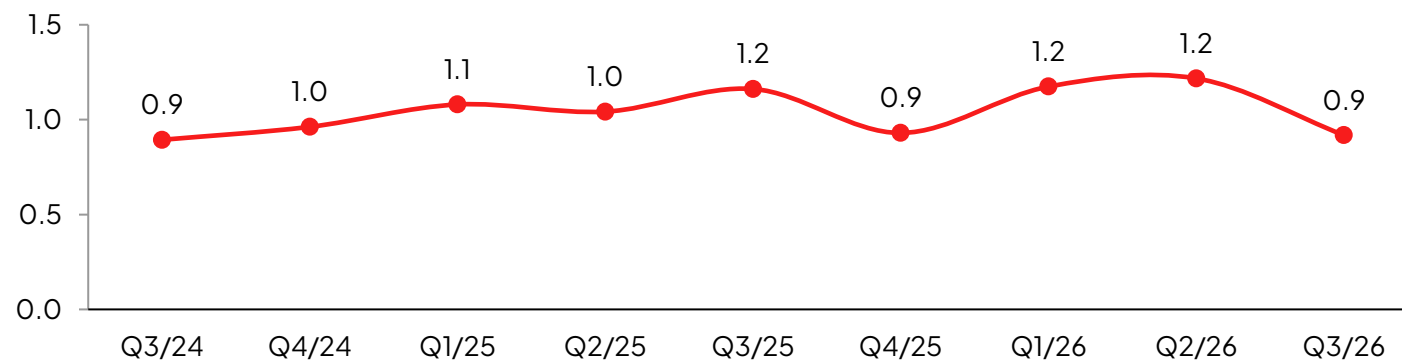
Order intake, EUR million



Net sales, EUR million



Book to bill



Order intake

-12.0%

Y/Y reported

-12.7%

Y/Y comp. FX

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

Net sales

+11.4%

Y/Y reported

+10.3%

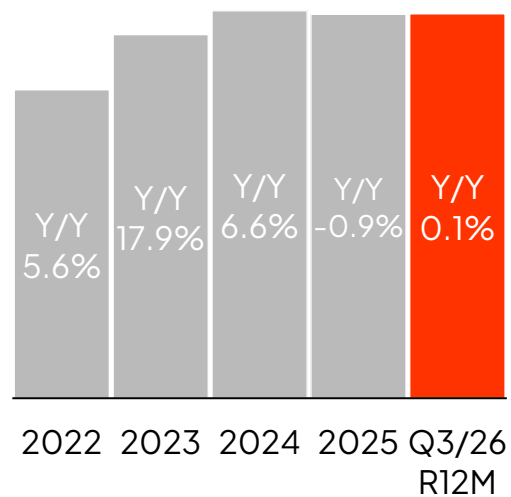
Y/Y comp. FX

- Increase in Industrial Service and Port Solutions, stable in Industrial Equipment
- Increase in all regions

Konecranes' updated financial targets reflect increased ambition

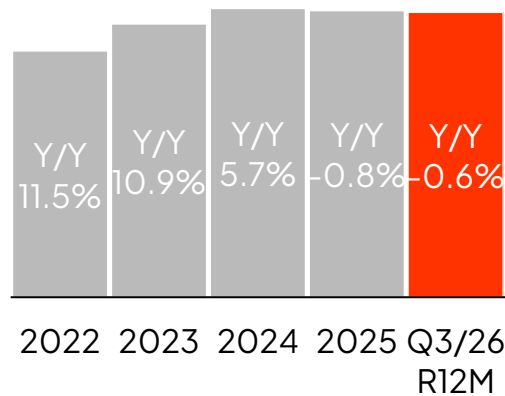
Konecranes

Target: CAGR 7%



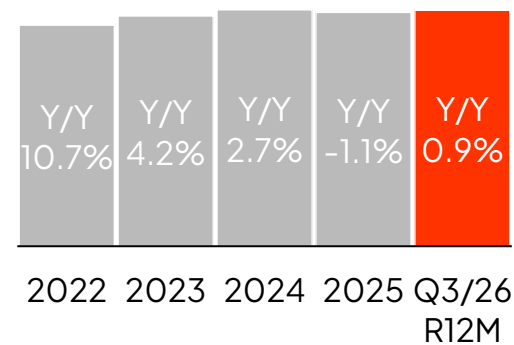
Industrial Service

Target: CAGR 7%



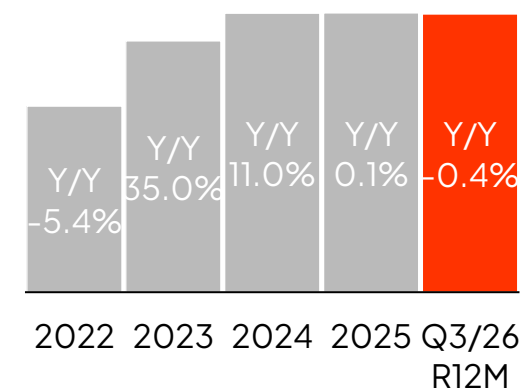
Industrial Equipment

Target: CAGR 6%



Port Solutions

Target: CAGR 7%

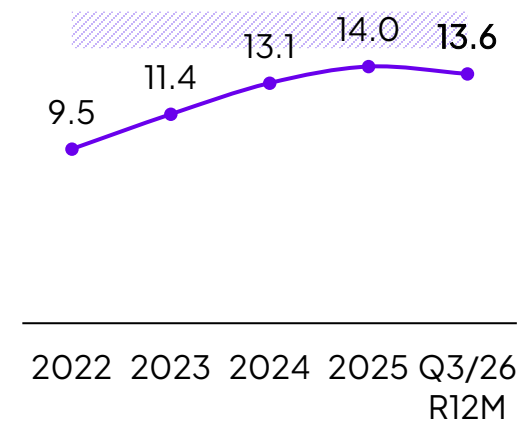


Net sales, EUR million

Konecranes' updated financial targets reflect increased ambition

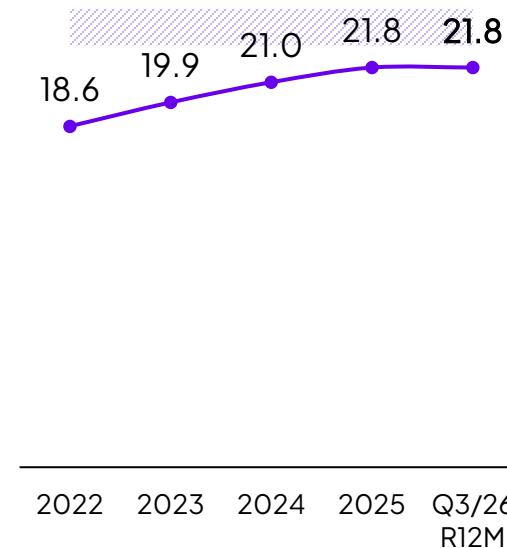
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Target: 15-17%⁽¹⁾



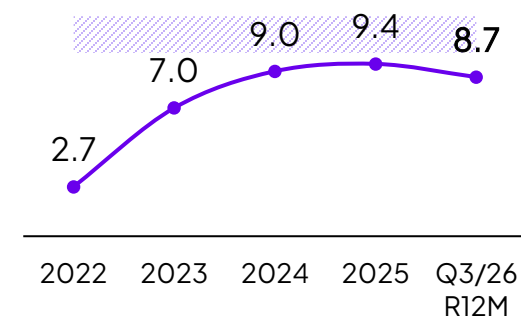
Industrial Service

Target: 23-25%⁽¹⁾



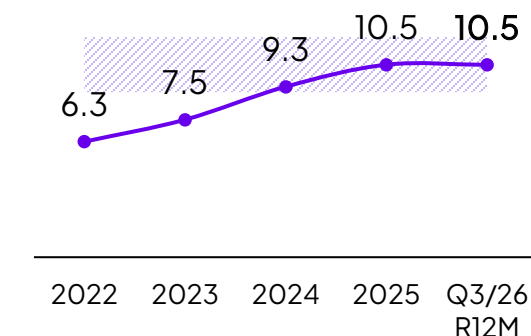
Industrial Equipment

Target: 10-12%⁽¹⁾



Port Solutions

Target: 9-12%⁽¹⁾



—●— Comparable EBITA margin, % ■ Target range

Note (1): For the year 2030

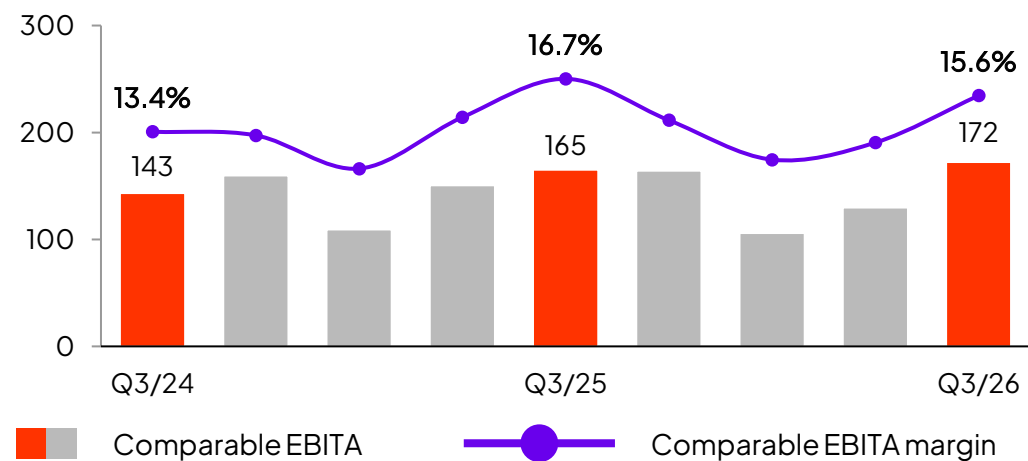
High profitability in the third quarter

Teo Ottola, CFO



Profitability on a high level in the third quarter

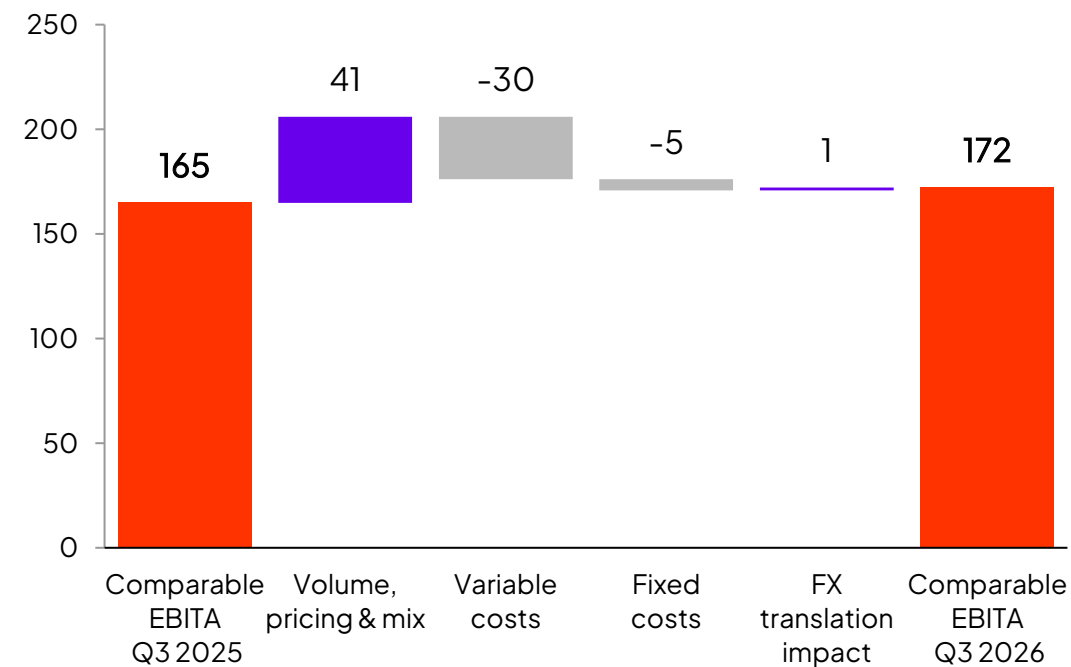
Comparable EBITA, EUR million and %



Comparable EBITA margin

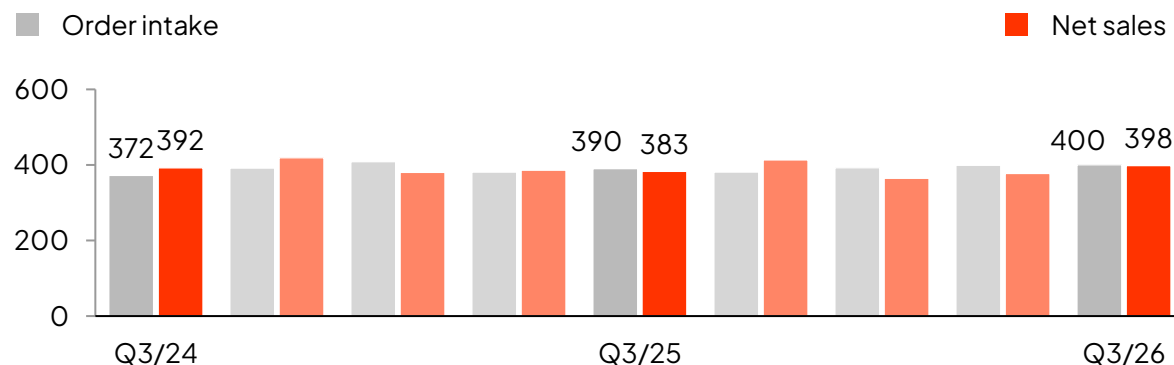
- Profitability improved in Industrial Service and Port Solutions, but decreased in Industrial Equipment
- The third quarter was impacted positively by US tariff refunds in the amount of roughly EUR 8 million, but overall impact of one-offs was smaller than in the comparison period.

Comparable EBITA, EUR million

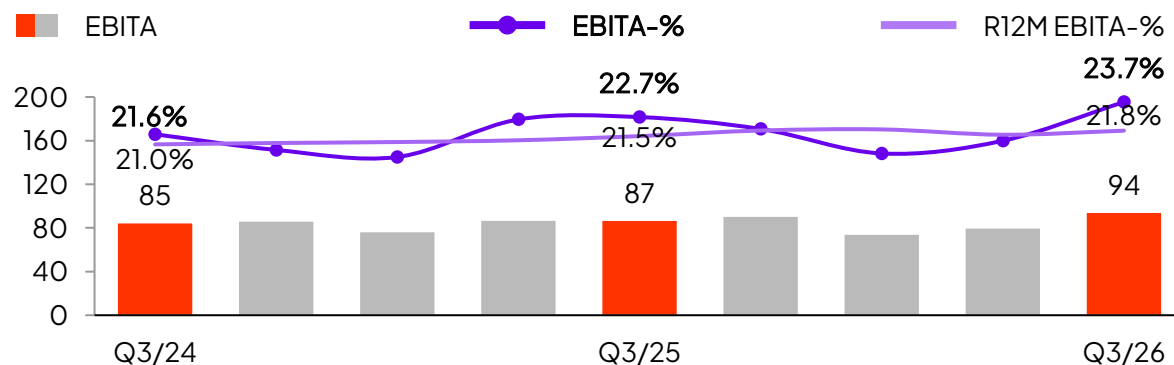


Industrial Service – Orders and sales increased in field service and parts

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+2.6% Y/Y reported

+1.2% Y/Y comp. FX

- Increase in parts and field service
- Increase in EMEA and APAC, stable in the Americas
- **Agreement base:** EUR 351.7 million, +3.0% Y/Y comp. FX
- **Order book:** EUR 468.8 million, +8.5% Y/Y

Net sales

+4.0% Y/Y reported

+2.4% Y/Y comp. FX

- Increase in parts and field service
- Increase in all regions

Comparable EBITA margin

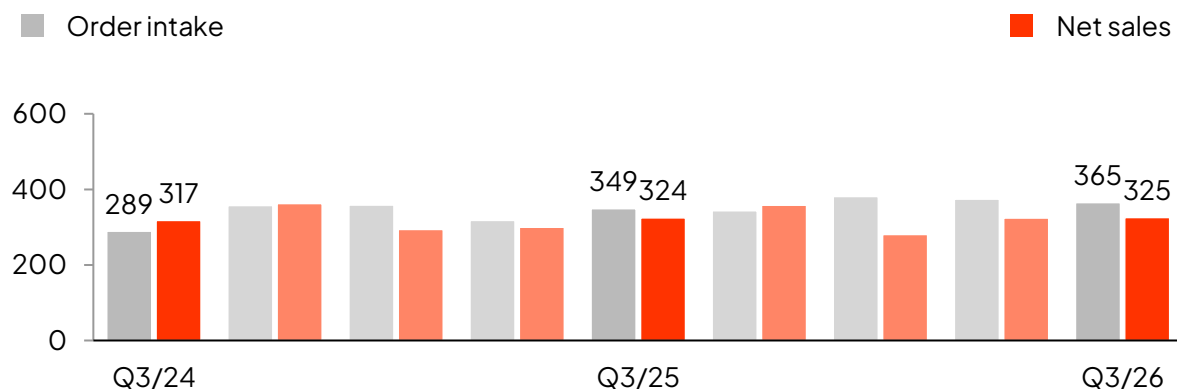
23.7%

+1.0pp Y/Y change

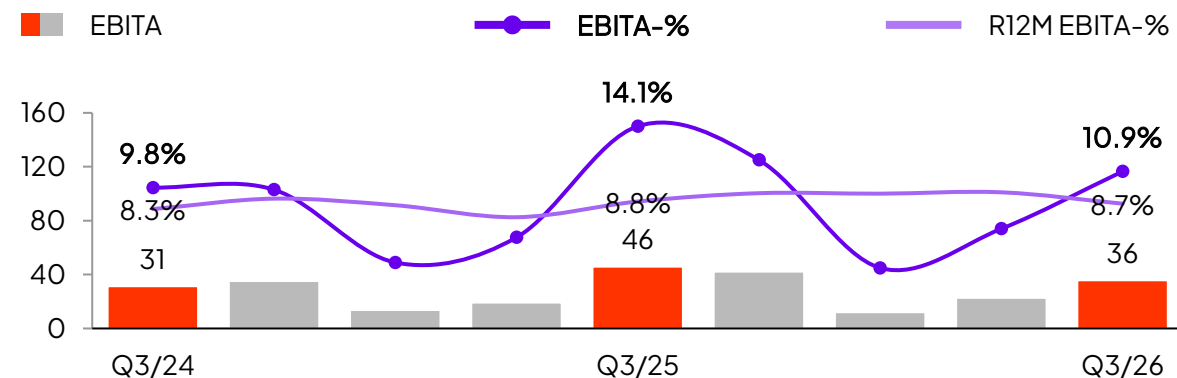
- Increase was mainly due to good execution and positive pricing

Industrial Equipment – Orders increased in standard cranes and components

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

+4.6% Y/Y reported

+3.6% Y/Y comp. FX

- External orders +3.0% Y/Y comp. FX
- Increase in standard cranes and components but decrease in process cranes
- Increase in the Americas and EMEA but decrease in APAC
- **Orderbook:** EUR 1,125.5 million, +21.0% Y/Y

Net sales

+0.2% Y/Y reported

-0.9% Y/Y comp. FX

- External sales -1.6% Y/Y comp. FX
- Increase in components and process cranes but decrease in standard cranes
- Increase APAC but decrease in the Americas and EMEA

Comparable EBITA margin

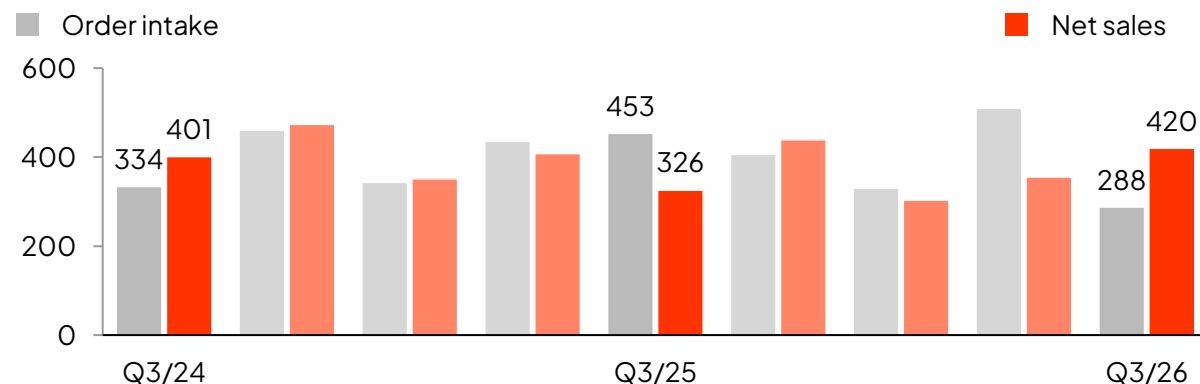
10.9%

-3.2pp Y/Y change

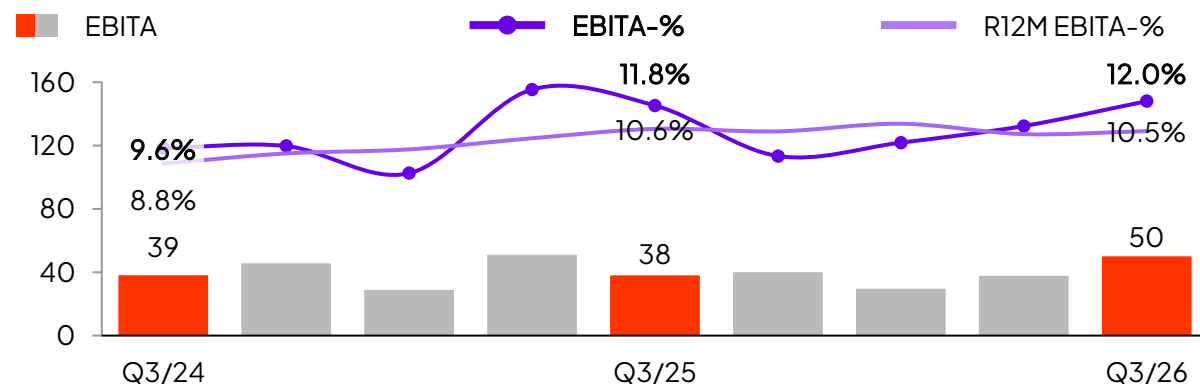
- Decrease mainly due to lower volumes as well as higher positive impact of one-offs in the comparison period

Port Solutions – solid delivery performance and high profitability

Order intake and net sales, EUR million



Comparable EBITA, EUR million and %



Order intake

-36.6% Y/Y reported

-36.7% Y/Y comp. FX

- Increase EMEA but decrease in the Americas and APAC
- Customer activity was good in Mobile Harbor Cranes and Lift Trucks

Net sales

+28.8% Y/Y reported

+28.3% Y/Y comp. FX

Orderbook:

- EUR 1,708.0 million, +0.8% Y/Y

Comparable EBITA margin

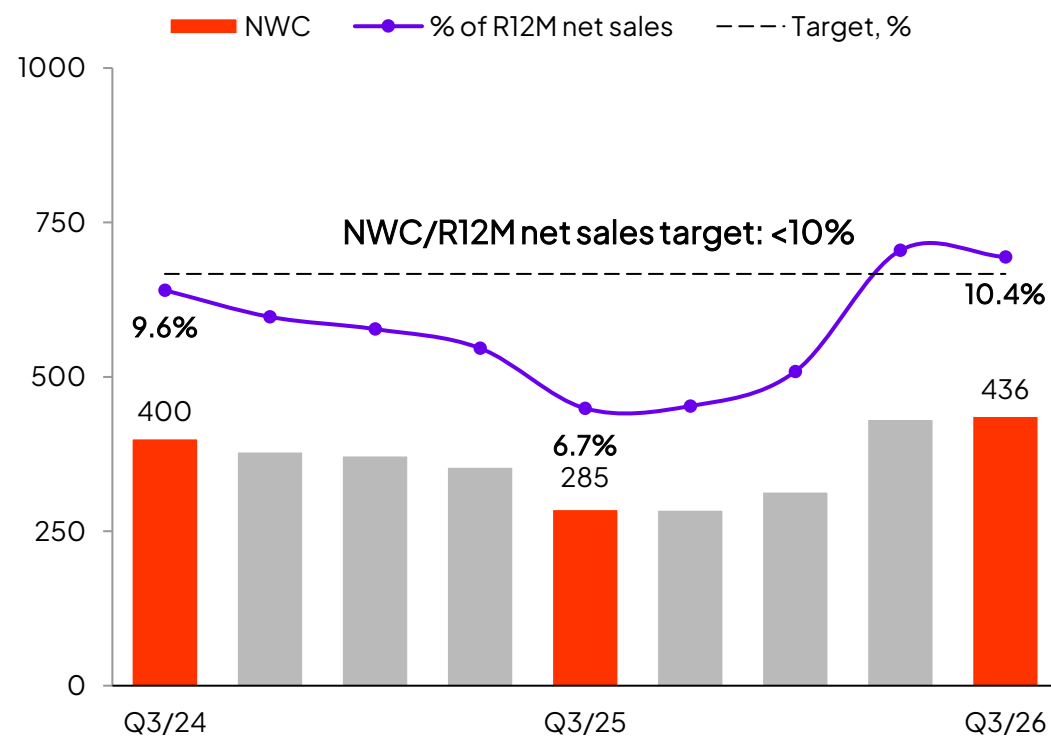
12.0%

+0.2pp Y/Y change

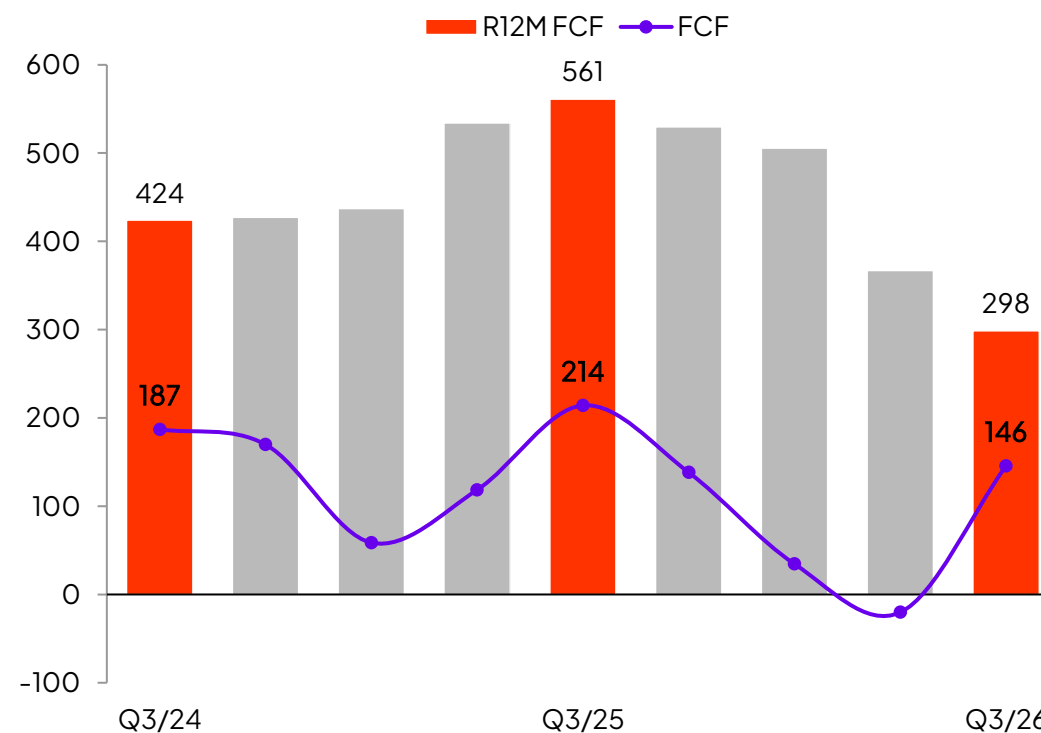
- Increase was mainly driven by higher volumes

Increase in net working capital driven by higher inventories and contract assets

Net working capital, EUR million and % of R12M sales



Free cash flow, EUR million





Outlook for 2026

Marko Tulokas, President & CEO

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

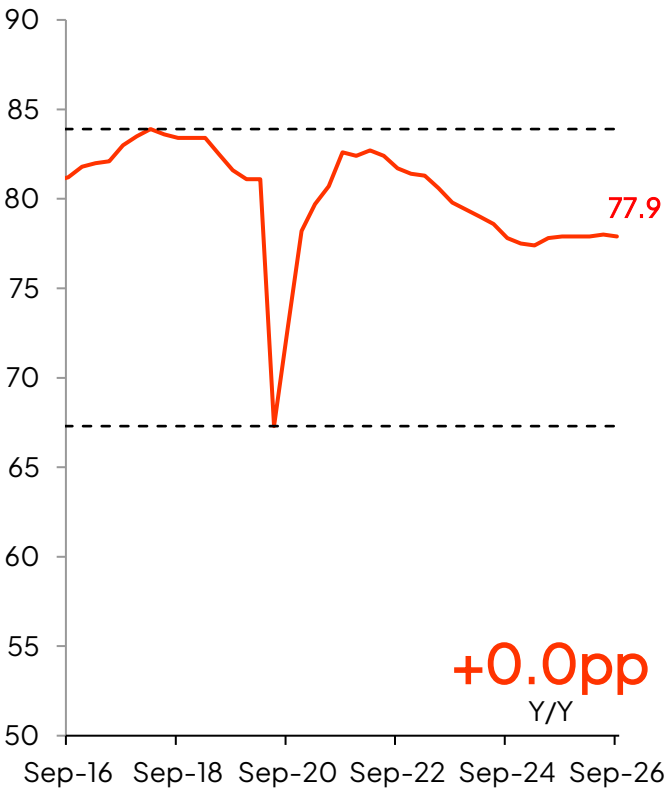


Appendix

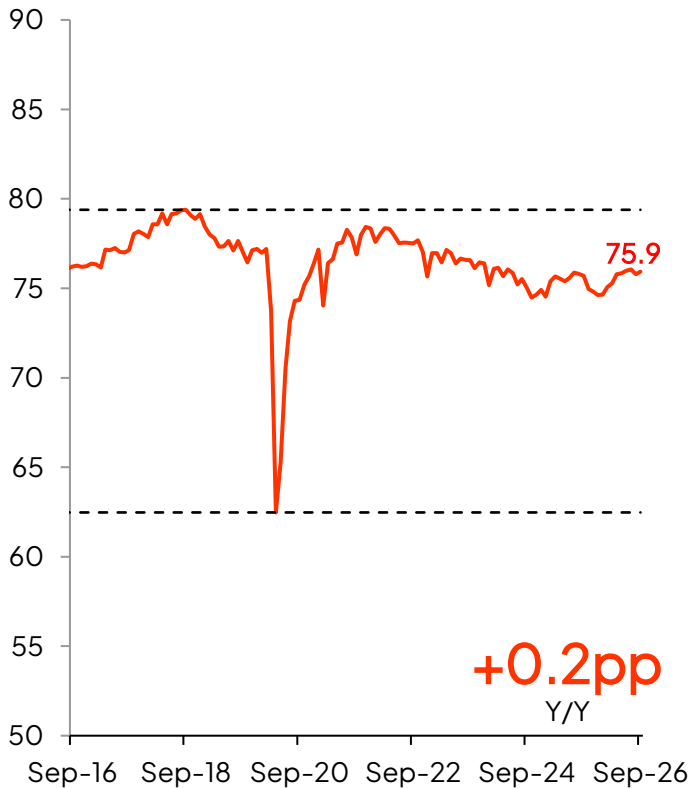


Industrial Service and Industrial Equipment: Capacity utilization level in the EU and US broadly stable

EU capacity utilization rate, %



US manufacturing capacity utilization rate, %

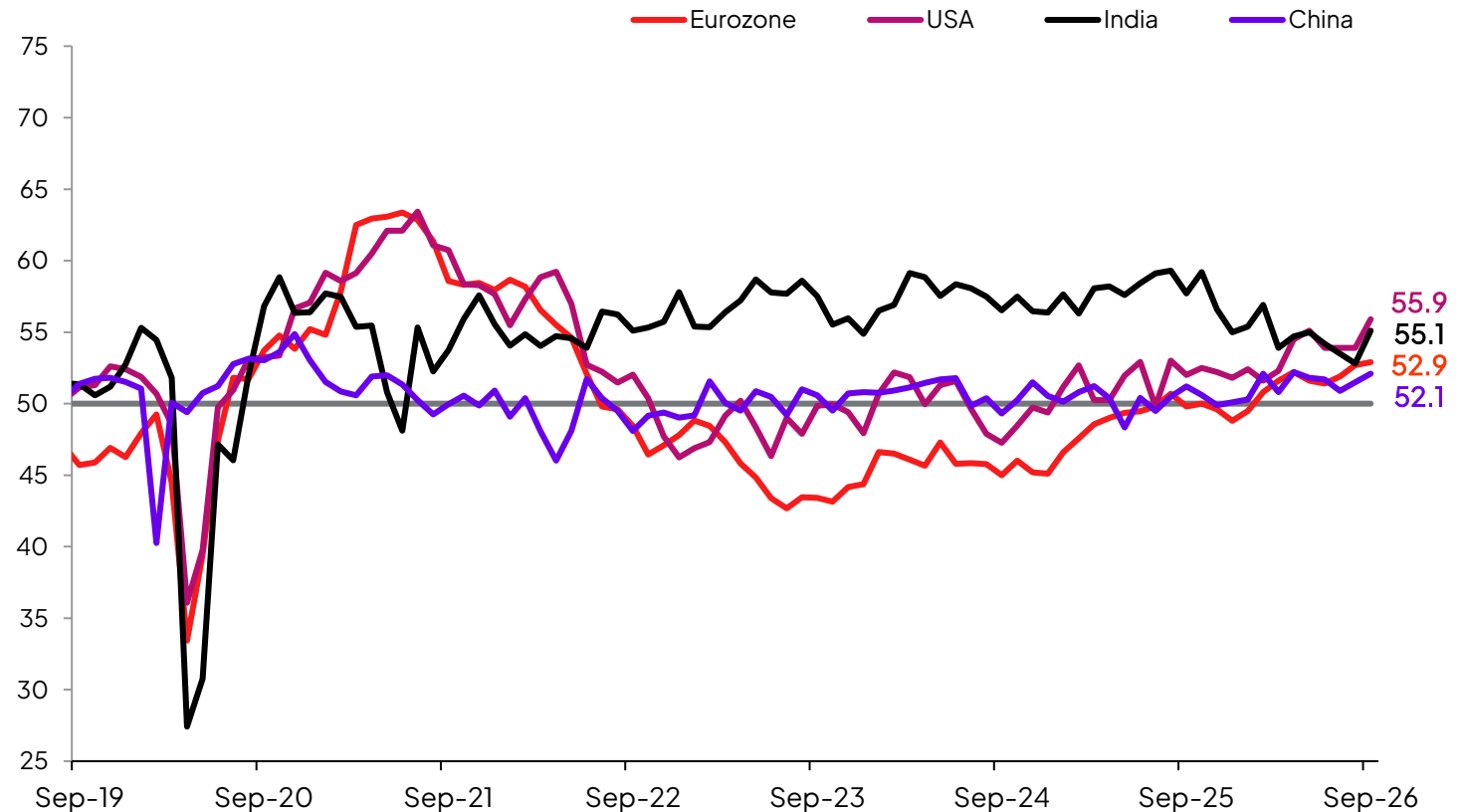


Source: Eurostat, Federal Reserve Economic Data



Industrial Service and Industrial Equipment: Manufacturing demand for industrial goods remains on a healthy level

Manufacturing PMIs

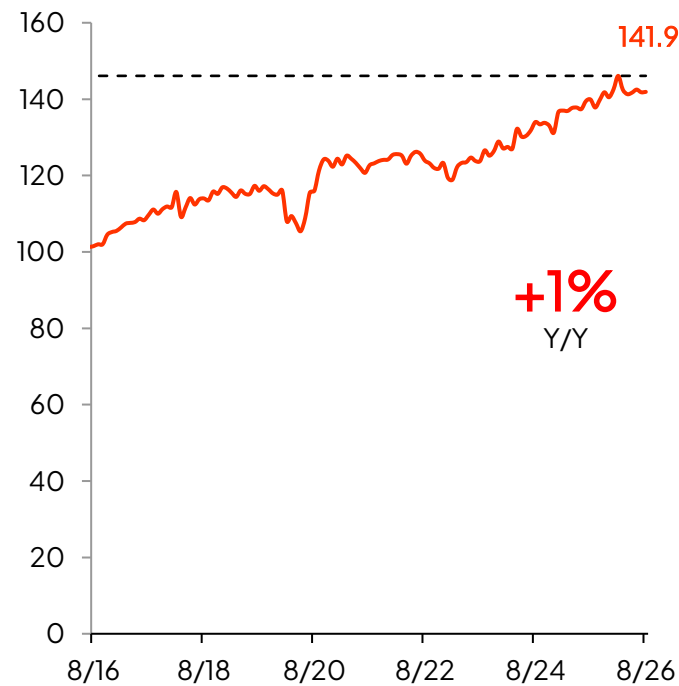


Source: S&P Global

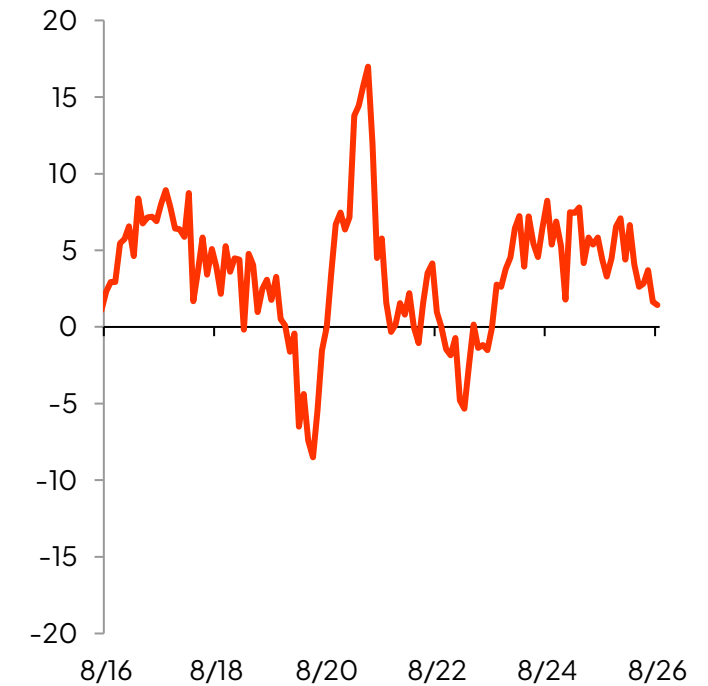


Port Solutions: Container throughput index continues at a high level

RWI/ISL Container Throughput Index,
(2015 = 100)



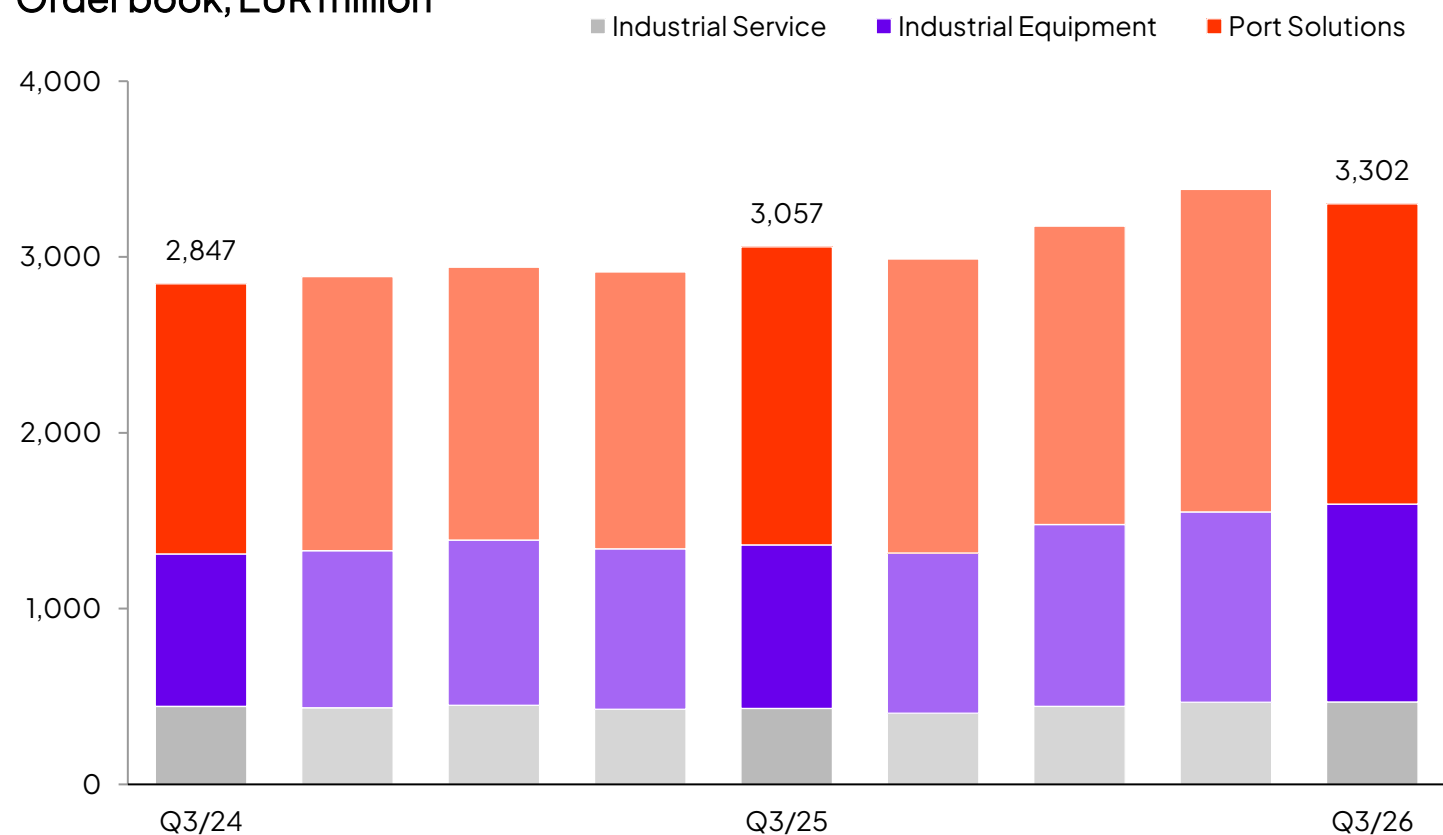
Monthly index change Y/Y, %



Source: RWI/ISL: Monthly container throughput index

Order book increased in Industrial Service and Industrial Equipment

Orderbook, EUR million



Orderbook

+8.0%

Y/Y reported

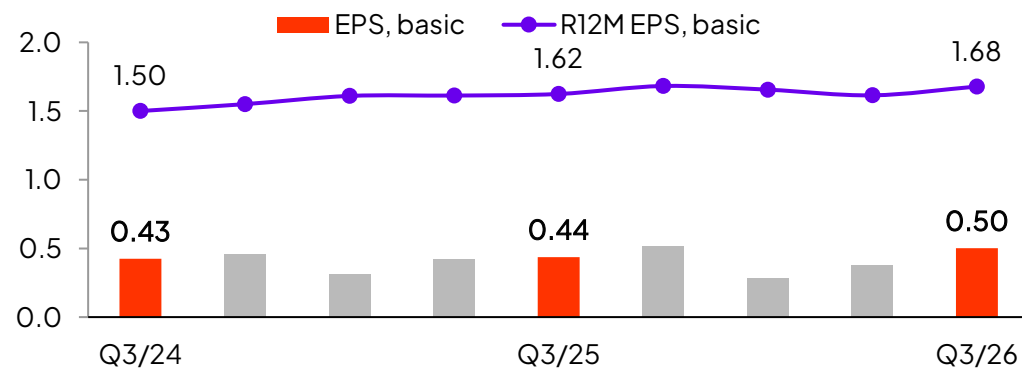
+6.9%

Y/Y comp. FX

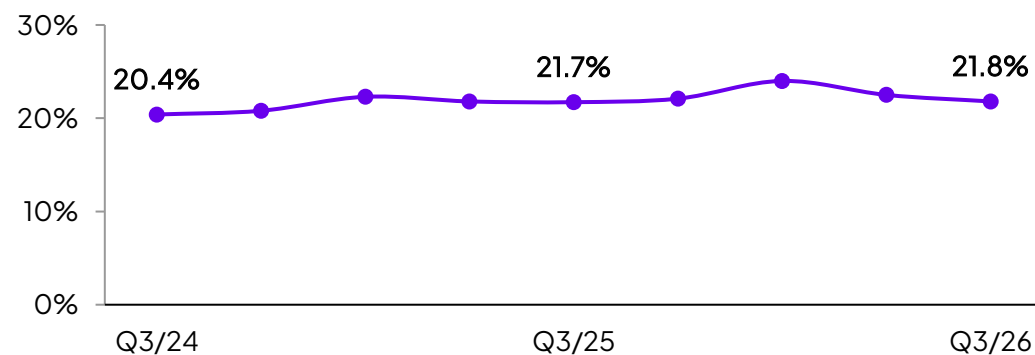
- EUR 3,302 million
- Increase in Industrial Service and Industrial Equipment, stable in Port Solutions

Balance sheet remains strong

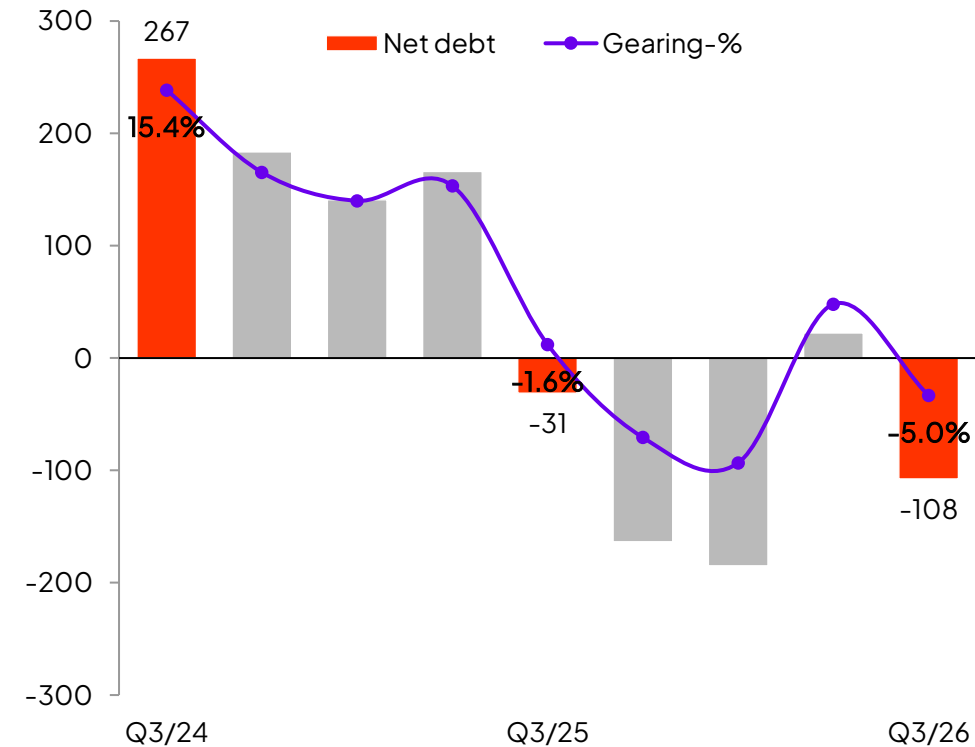
Earnings per share (basic), EUR



R12M Comparable return on capital employed, %

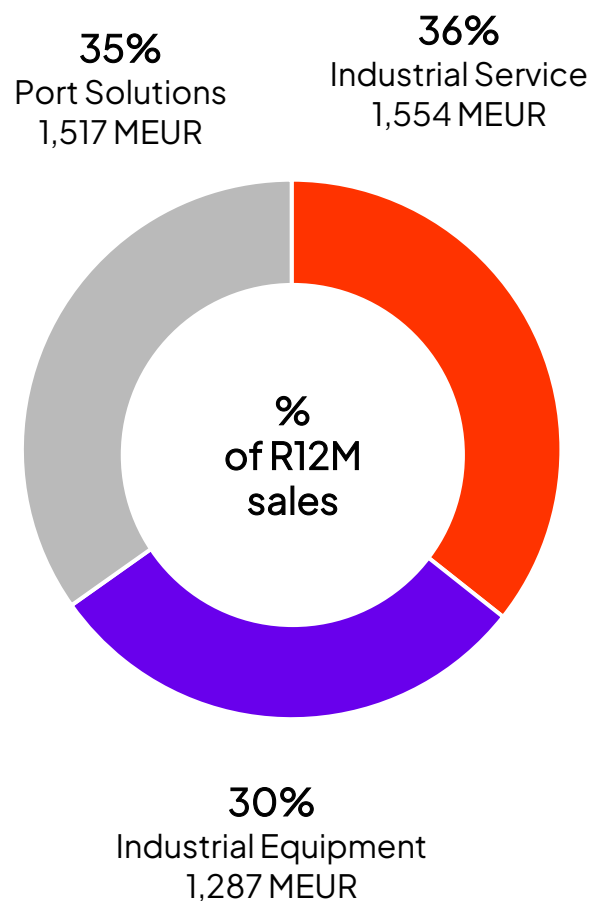


Net debt, EUR million
Gearing, %

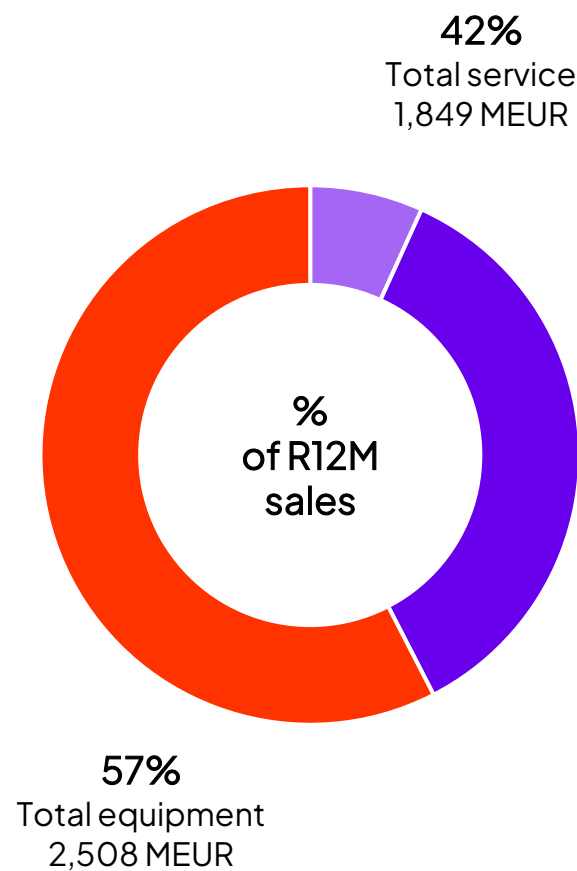


Group R12M sales split

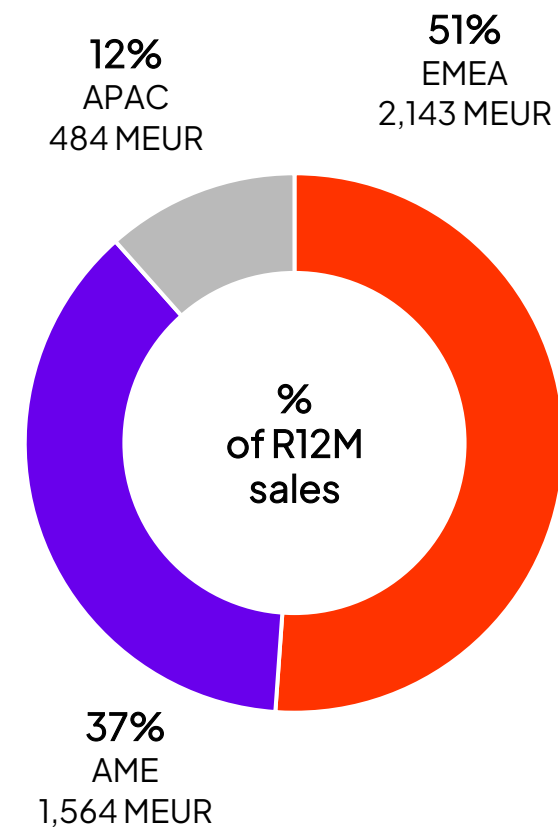
Group R12M sales by Business Area



Group R12M sales by offering type⁽¹⁾



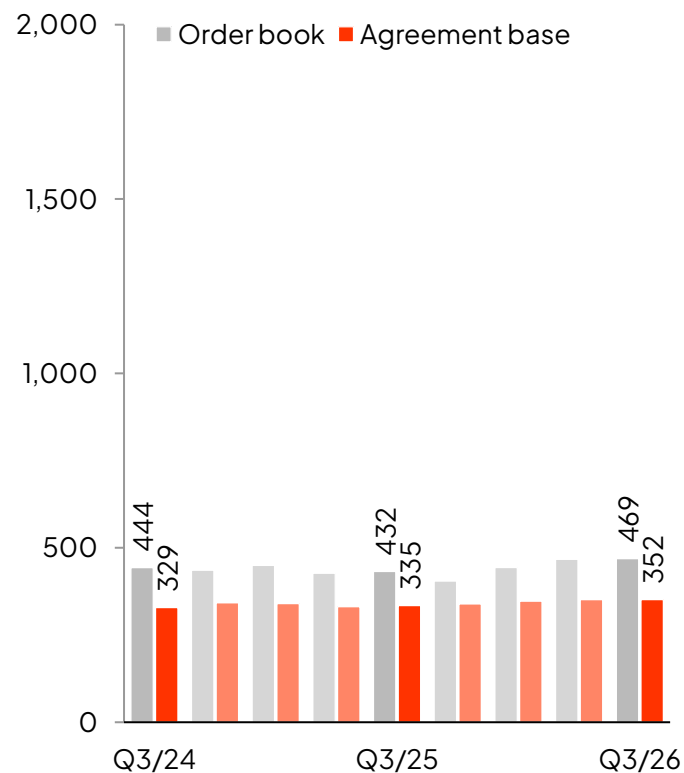
Group R12M sales by region



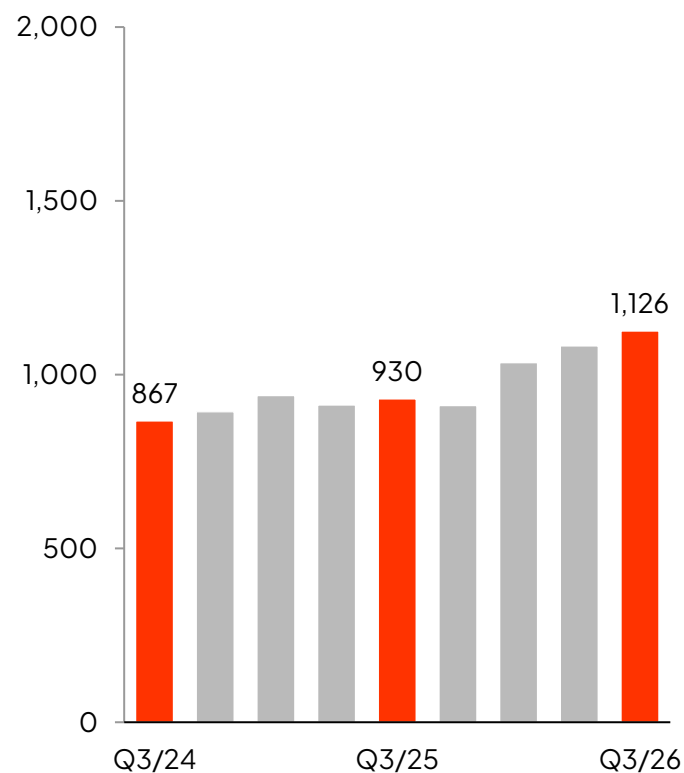
Note (1): Total service includes Industrial Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

Industrial Service agreement base and order book by Business Area

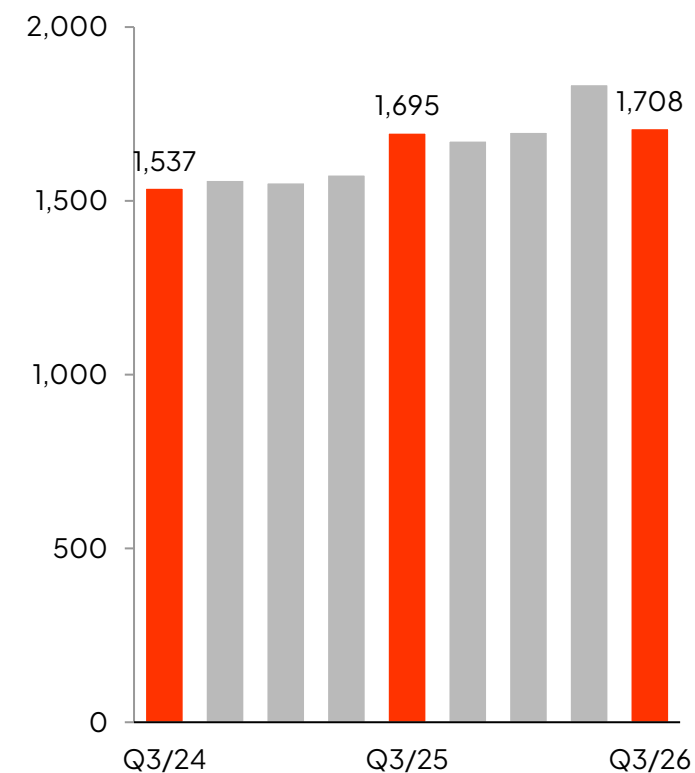
Industrial Service agr. base & order book, MEUR



Industrial Equipment order book, MEUR



Port Solutions order book, MEUR



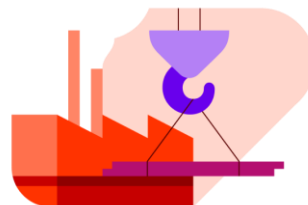
We create value for our broad customer base through circular services, and electrified and hybrid equipment offering



Group
Circular Services

Share of
2026 YTD
Group net sales

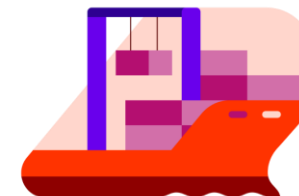
40%



BA Industrial Equipment
Fully electrified equipment

Share of
2026 YTD
BA's net sales

100%



BA Port Solutions
Fully electrified and hybrid equipment

Share of
2026 YTD
Equipment net sales

68%

Group key figures

EUR million (unless otherwise stated)	7-9/2026	7-9/2025	Change %	1-9/2026	1-9/2025	Change %	R12M	1-12/2025
Order intake	1,011.3	1,148.6	-12.0	3,318.2	3,307.6	0.3	4,400.0	4,389.3
Order book at end of period				3,302.3	3,057.4	8.0		2,988.4
Net sales total	1,101.5	988.7	11.4	3,028.8	3,024.8	0.1	4,191.9	4,187.8
Comparable EBITDA	198.0	189.6	4.4	485.8	500.9	-3.0	675.2	690.3
Comparable EBITA	172.2	164.9	4.4	407.4	424.2	-4.0	571.3	588.1
Comparable EBITA margin, %	15.6%	16.7%		13.4%	14.0%		13.6%	14.0%
Comparable operating profit	163.5	156.2	4.7	381.4	398.1	-4.2	536.7	553.4
Comparable operating margin, %	14.8%	15.8%		12.6%	13.2%		12.8%	13.2%
Operating profit	162.7	153.6	5.9	377.9	390.4	-3.2	529.8	542.4
Operating margin, %	14.8%	15.5%		12.5%	12.9%		12.6%	13.0%
Profit before taxes	156.6	137.5	13.9	364.2	367.8	-1.0	512.9	516.5
Net profit for the period	119.0	103.8	14.6	276.8	277.7	-0.3	398.9	399.8
Free cash flow	145.8	214.2		160.2	391.4		298.5	529.6
Earnings per share, basic, EUR	0.50	0.44	14.6	1.16	1.17	-0.3	1.68	1.68
Net debt				-107.6	-31.3			-163.5
Gearing, %				-5.0%	-1.6%			-7.8%
Net debt / Comparable EBITDA, R12M				-0.2	0.0			-0.2
Return on capital employed, %, R12M							20.4%	20.7%
Comparable return on capital employed, %, R12M							21.8%	22.1%
Average number of personnel during the period				16,430	16,650	-1.3		16,614

Note: Konecranes Plc's Annual General Meeting on March 26, 2026, decided on a share issue without payment (share split) in which two (2) new shares were issued for each existing share. The share-specific indicators have been calculated using the post-share split number of shares. Share-specific indicators for the comparison periods have been adjusted to correspond to the post-share split number of shares.

Key figures by Business Areas

Industrial Service	7-9/2026	7-9/2025	Change %	Change % Comp. FX	1-9/2026	1-9/2025	Change %	Change % Comp. FX	1-12/2025
Order intake	400.4	390.3	2.6	1.2	1,192.1	1,180.0	1.0	2.4	1,561.1
Agreement base value	351.7	334.6	5.1	3.0	351.7	334.6	5.1	3.0	339.3
Net sales	398.4	383.1	4.0	2.4	1,140.5	1,149.5	-0.8	0.5	1,562.8
Comparable EBITA	94.3	87.0	8.4		248.6	250.7	-0.8		341.5
Comparable EBITA margin, %	23.7%	22.7%			21.8%	21.8%			21.8%

Industrial Equipment	7-9/2026	7-9/2025	Change %	Change % Comp. FX	1-9/2026	1-9/2025	Change %	Change % Comp. FX	1-12/2025
Order intake	364.7	348.6	4.6	3.6	1,119.4	1,024.5	9.3	10.8	1,367.6
of which external	338.4	325.1	4.1	3.0	1,047.2	952.2	10.0	11.6	1,266.5
Net sales	325.1	324.4	0.2	-0.9	929.2	917.5	1.3	2.5	1,275.3
of which external	301.6	303.1	-0.5	-1.6	865.3	856.6	1.0	2.3	1,193.2
Comparable EBITA	35.5	45.6	-22.2		69.8	78.1	-10.6		120.0
Comparable EBITA margin, %	10.9%	14.1%			7.5%	8.5%			9.4%

Port Solutions	7-9/2026	7-9/2025	Change %	Change % Comp. FX	1-9/2026	1-9/2025	Change %	Change % Comp. FX	1-12/2025
Order intake	287.5	453.2	-36.6	-36.7	1,126.5	1,231.8	-8.6	-8.6	1,637.8
Net sales	419.7	325.9	28.8	28.3	1,077.8	1,084.6	-0.6	-0.7	1,523.4
of which service	80.0	75.7	5.8	4.7	217.1	226.5	-4.1	-3.5	304.6
Comparable EBITA	50.5	38.5	31.2		118.7	119.2	-0.4		159.6
Comparable EBITA margin, %	12.0%	11.8%			11.0%	11.0%			10.5%

Statement of income

EUR million	7-9/2026	7-9/2025	Change %	1-9/2026	1-9/2025	Change %	1-12/2025
Net sales	1,101.5	988.7	11.4	3,028.8	3,024.8	0.1	4,187.8
Other operating income	0.7	2.2		4.2	6.8		9.0
Materials, supplies and subcontracting	-481.5	-396.6		-1,237.1	-1,250.5		-1,795.1
Personnel cost	-312.9	-302.1		-971.1	-952.1		-1,270.7
Depreciation and impairments	-34.5	-33.4		-104.4	-102.4		-136.4
Other operating expenses	-110.5	-105.2		-342.5	-336.0		-452.2
Operating profit	162.7	153.6	5.9	377.9	390.4	-3.2	542.4
Share of associates' and joint ventures' result	-2.8	0.1		-3.1	0.7		0.9
Financial income	2.7	2.5		18.9	35.4		37.0
Financial expenses	-6.1	-18.7		-29.6	-58.8		-63.7
Profit before taxes	156.6	137.5	13.9	364.2	367.8	-1.0	516.5
Taxes	-37.6	-33.7		-87.4	-90.1		-116.8
Profit for the period	119.0	103.8	14.6	276.8	277.7	-0.3	399.8

Balance sheet

EUR million	30.9.2026	30.9.2025
Non-current assets	1,950.9	2,003.5
Goodwill	1,044.3	1,041.0
Intangible assets	390.7	426.0
Property, plant and equipment	424.2	414.5
Other	91.7	122.0
Current assets	2,689.5	2,746.4
Inventories	1,076.1	1,009.4
Accounts receivable	585.9	544.8
Receivables and other current assets	522.3	435.7
Cash and cash equivalents	505.2	756.5
Assets held for sale	0.0	0.0
Total Assets	4,640.4	4,749.9

EUR million	30.9.2026	30.9.2025
Total Equity	2,153.4	1,951.7
Non-current liabilities	487.2	969.6
Interest-bearing liabilities	118.1	565.5
Other long-term liabilities	210.6	226.5
Other	158.5	177.6
Current liabilities	1,999.8	1,828.6
Interest-bearing liabilities	280.6	165.5
Advance payments received	696.9	677.0
Accounts payable	377.7	326.2
Provisions	101.9	95.0
Other current liabilities	542.6	564.9
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	4,640.4	4,749.9

Cash flow statement

EUR million	1-9/2026	1-9/2025	1-12/2025
Operating income before change in net working capital	438.3	476.3	663.5
Change in net working capital	-148.5	49.1	50.1
Net cash flows from operating activities before financing items and taxes	289.8	525.4	713.6
Financing items and taxes	-96.0	-95.4	-144.0
Net cash flows from operating activities	193.8	430.0	569.5
Net cash flows from investing activities	-35.3	-44.7	-41.3
Net cash flows before financing activities	158.5	385.3	528.2
Net cash flows from financing activities	-287.6	-324.2	-591.9
Translation differences in cash	2.4	-14.6	-14.3
Change of cash and cash equivalents	-126.7	46.5	-78.0
Free cash flow	160.2	391.4	529.6

Note: Change in loans receivable has been moved from cash flows from financing activities to cash flows from investing activities in 1-9/2026. Figures for the comparison periods have been adjusted correspondingly.

Thank you

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