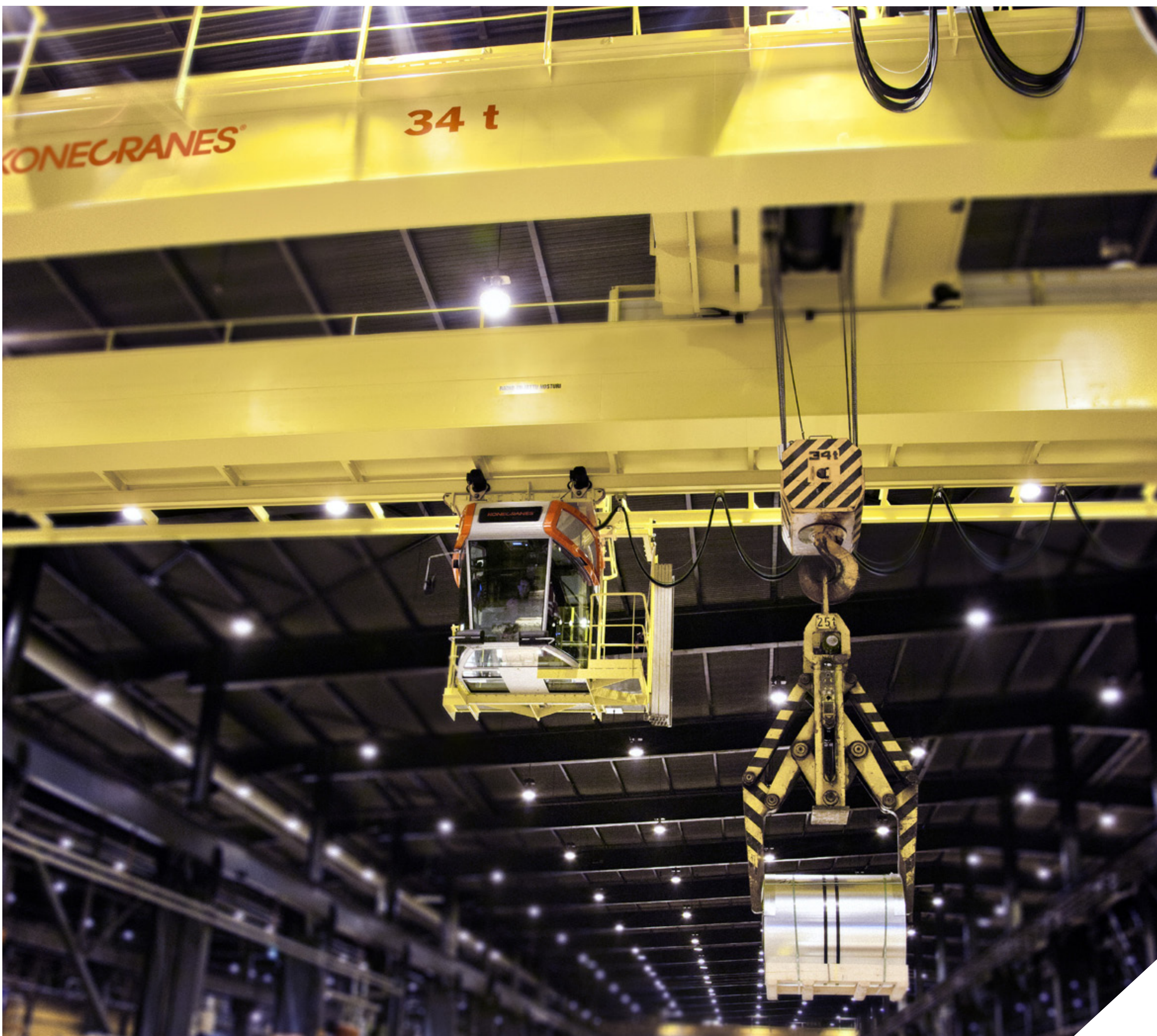
Financial Statements
Bulletin 2012

Q4

KONECRANES
Lifting Businesses™

FULL-YEAR SALES AND OPERATING PROFIT GREW



FULL-YEAR SALES AND OPERATING PROFIT GREW

Figures in brackets, unless otherwise stated, refer to the same period a year earlier.

FOURTH QUARTER HIGHLIGHTS

- Order intake EUR 423.8 million (473.9), -10.6 percent: Service -1.1 percent and Equipment -14.7 percent.
- Order book EUR 942.7 million (991.8) at year-end, -4.9 percent compared with a year before.
- Sales EUR 605.1 million (598.2), +1.2 percent: Service +1.8 percent and Equipment +1.8 percent.
- Operating profit before restructuring costs EUR 42.2 million (47.5), 7.0 percent (7.9) of sales.
- Restructuring costs EUR 5.8 million (10.3).
- Operating profit including restructuring costs EUR 36.4 million (37.2), 6.0 percent of sales (6.2).
- Earnings per share (diluted) EUR 0.39 (0.39).
- Net cash flow from operating activities EUR 84.9 million (10.4).
- Net debt EUR 181.8 million (219.8) and gearing 39.5 percent (50.5).

FULL YEAR 2012 HIGHLIGHTS

- Orders received EUR 1,970.1 million (1,896.1), +3.9 percent: Service +5.8 percent and Equipment +3.8 percent.
- Sales EUR 2,170.2 million (1,896.4), +14.4 percent: Service +11.0 percent and Equipment +17.5 percent.
- Operating profit before restructuring costs EUR 137.9 million (117.2), 6.4 percent (6.2) of sales, +17.7 percent.
- Restructuring costs EUR 5.8 million (10.3).
- Operating profit including restructuring costs EUR 132.1 million (106.9), 6.1 percent of sales (5.6).
- Earnings per share (diluted) EUR 1.46 (1.10), +32.4 percent.
- Net cash flow from operating activities EUR 159.2 million (-20.8).
- Dividend proposed by Board of Directors is EUR 1.05 (1.00) per share.

MARKET OUTLOOK

Demand forecasting continues to be challenging due to macroeconomic uncertainties. Our current offer base indicates a stable or slightly higher near-term demand compared to the fourth quarter of 2012. However, due to the timing of large crane projects, the quarterly Equipment order intake will fluctuate.

FINANCIAL GUIDANCE

Based on the offer base and the near-term demand outlook, the year 2013 sales is expected to be stable or slightly higher than in 2012. We expect the 2013 operating profit to improve from 2012.

KEY FIGURES

	Fourth quarter			January-December		
	10-12/2012	10-12/2011	Change %	1-12/2012	1-12/2011	Change %
Orders received, MEUR	423.8	473.9	-10.6	1,970.1	1,896.1	3.9
Order book at end of period, MEUR	942.7	991.8		942.7	991.8	-4.9
Sales total, MEUR	605.1	598.2	1.2	2,170.2	1,896.4	14.4
EBITDA excluding restructuring costs, MEUR	52.9	57.3	-7.7	178.5	154.3	15.7
EBITDA excluding restructuring costs, %	8.7 %	9.6 %		8.2 %	8.1 %	
Operating profit excluding restructuring costs, MEUR	42.2	47.5	-11.2	137.9	117.2	17.7
Operating margin excluding restructuring costs, %	7.0 %	7.9 %		6.4 %	6.2 %	
EBITDA, MEUR	50.0	51.2	-2.3	175.7	148.1	18.6
EBITDA, %	8.3 %	8.6 %		8.1 %	7.8 %	
Operating profit, MEUR	36.4	37.2	-2.1	132.1	106.9	23.6
Operating margin, %	6.0 %	6.2 %		6.1 %	5.6 %	
Profit before taxes, MEUR	33.7	35.7	-5.3	124.0	95.8	29.5
Net profit for the period, MEUR	22.3	23.0	-2.9	84.7	64.9	30.4
Earnings per share, basic, EUR	0.39	0.39	-0.9	1.47	1.11	32.3
Earnings per share, diluted, EUR	0.39	0.39	-0.7	1.46	1.10	32.4
Gearing, %				39.5 %	50.5 %	
Return on capital employed %				18.6 %	17.1 %	
Free cash flow	71.2	-9.0		102.3	-73.2	
Average number of personnel during the period				11,917	10,998	8.4

PRESIDENT AND CEO PEKKA LUNDMARK

"I am pleased with many aspects of our performance in 2012. In a marketplace where uncertainty and customers' hesitation to make decisions has become the new norm, a 14 percent growth in sales to a new record level of EUR 2,170 million was a good achievement. Operating profit before restructuring costs rose by 18 percent to EUR 138 million and earnings per share 32 percent to EUR 1.46. Cash flow was strong, reducing our gearing to below 40 percent. All in all, 2012 was a good year, but we aim higher.

A year ago, we decided that our service business should prioritize profitability over growth in the short term. The reason was clear: heavy investments in growth, combined with execution issues, had resulted in an EBIT margin of only 7.0 percent in 2011. The results of this prioritization are encouraging, as the 2012 EBIT margin improved to 8.4 percent. Things are moving in the right direction, but obviously we cannot be satisfied with this level yet. There is still profitability improvement potential in numerous areas of our network, which currently includes over 600 service locations in 47 countries.

The profitability of the equipment business developed satisfactorily in a challenging market environment during the first three quarters of 2012, but the last quarter was weaker. There were both market structure issues, such as low industrial cranes demand in some Western markets, and various operational issues. We are now prioritizing profitability over growth in the equipment business in the same way that we did in the service business a year ago. We announced restructuring measures at the beginning of the year, with the main objective of reallocating resources from Western markets to emerging ones.

Forecasting demand development has rarely been as difficult as it is right now. In our Q3 report, we said that there were signs of weakening demand after a strong first half of the year. This was also evident in a slight weakness in Q4 orders. However, the number of new opportunities in our pipeline is still good and has actually slightly increased in some units. This means that we are now a bit more optimistic about short-term demand than we were after Q3 last year."

2012 BOARD OF DIRECTORS' REPORT

MARKET REVIEW

In 2012, the global economic data was polarized by the strength in the U.S. domestic economy and the modest development in the most of other regions. The U.S. ISM purchasing managers' index surpassed expectations during most months and pointed to expanding American manufacturing activity, which was confirmed by the industrial production statistics. PMI surveys for the Eurozone suggested that the manufacturing activity contracted in the region.

U.S. manufacturing capacity utilization rate exceeded the previous year's level in the first half of 2012, but it began to weaken toward the end of the year. The manufacturing capacity utilization in the European Union has been down on the year-on-year basis since the second quarter of 2012.

China's purchasing managers indexes - China Federation of Logistics & Purchasing PMI and HSBC/Markit PMI – pointed to a contraction of industrial activity for the most part of the year. However, the signs of industrial activity bottoming out could be observed in the fourth quarter of 2012. PMI surveys in India and Russia pointed to an improvement in the manufacturing business conditions compared to the second half of 2011, while the development in Brazil was uneven.

Overall, the world's manufacturing sector expanded at a slow rate in the first half of 2012, while it contracted slightly in the second half according to the aggregated JPMorgan Global Manufacturing PMI.

Compared to the previous year, the demand for lifting equipment improved among industrial customers in the Americas, whereas it remained stable in EMEA. The demand weakened in APAC, mainly due to China and India, which suffered from the tight availability of credit and a slowdown in the economic growth.

In 2012, the global container traffic continued to grow year-on-year at the rate of approximately 4 percent. Compared to the previous year, the rate of traffic growth improved only in Oceania, while it decelerated the most in Europe and Far East including China after the solid performance in 2011.

Overall, the project activity with container ports was satisfactory. The demand was robust for automated solutions that provide higher productivity and lower costs for large terminals. As for container handling equipment using conventional technology, the demand has increased notably in Africa, while the demand in developed markets slackened towards the end of the reporting period. The demand for shipyard cranes continued to be concentrated in Brazil.

The demand for lifting equipment services improved as the outsourced maintenance continued to gain ground. New types of services using the latest IT and measurement technologies have proved increasingly attractive.

In 2012, the prices of steel and copper were lower than in the previous year. The EUR weakened against the USD in the same comparison period.

Note: Unless otherwise stated, the figures in brackets in the sections below refer to the same period in the previous year.

ORDERS RECEIVED

In 2012, the orders received grew by 3.9 percent to EUR 1,970.1 million (1,896.1). Orders received grew by 5.8 percent in Service and by 3.8 percent in Equipment. Orders received increased in the Americas and EMEA regions, while they declined in Asia-Pacific, mainly due to the lower demand in China and India. Acquisitions contributed about 1 percent to the orders received in January-December.

The fourth quarter order intake decreased by 10.6 percent from a year before to EUR 423.8 million (473.9). Order intake fell by 1.1 percent in Service and by 14.7 percent in Equipment. Orders received declined in all regions.

ORDER BOOK

The value of the order book at year-end 2012 totaled EUR 942.7 million (991.8), which is 4.9 percent lower than at the end of 2011. The order book decreased by 13.1 percent from the third quarter when it stood at EUR 1,085.1 million. Service accounted for EUR 147.2 million (16 percent) and Equipment for EUR 795.6 million (84 percent) of the total end-December order book.

SALES

Group sales in the full-year 2012 increased by 14.4 percent and totaled EUR 2,170.2 million (1,896.4). Sales in Service increased by 11.0 percent and in Equipment by 17.5 percent. Acquisitions contributed about 1 percent to sales in January-December.

Fourth-quarter sales rose by 1.2 percent from the corresponding period in 2011 to EUR 605.1 million (598.2). Sales in Service increased by 1.8 percent and in Equipment by 1.8 percent.

In 2012, the regional breakdown was as follows: EMEA 48 (50), Americas 33 (29) and APAC 19 (21) percent.

CURRENCY RATE EFFECT

In a year-on-year comparison, the currency rates had a positive effect on the orders and sales in January-December. The reported order intake rose by 3.9 percent but it declined by 0.3 percent at comparable currency rates. Reported sales increased by 14.4 percent and by 9.9 percent at comparable currency rates.

NET SALES BY REGION, MEUR

	10-12/2012	10-12/2011	Change percent	1-12/2012	1-12/2011	Change percent	Change % at comparable currency rates
EMEA	289.4	294.0	-1.6	1,042.4	950.9	9.6	7.9
AME	204.5	174.8	17.0	721.0	549.1	31.3	22.5
APAC	111.2	129.4	-14.0	406.9	396.4	2.6	-3.1
Total	**605.1**	**598.2**	**1.2**	**2,170.2**	**1,896.4**	**14.4**	**9.9**

In Service, the reported January-December order intake growth of 5.8 percent was above the growth of 0.8 percent at comparable currencies. In Equipment, the orders increased by 3.8 percent in reported terms, but were stable at comparable currencies. Service sales grew by 11.0 percent in reported terms and by 5.8 percent at comparable currencies. In Equipment, the corresponding figures were +17.5 percent and +13.4 percent.

The currency rates continued to have a positive effect on the orders and sales in the fourth quarter in a year-on-year comparison. In the fourth quarter, the reported order intake fell by 10.6 percent, whereas the decline at comparable currencies was 12.9 percent. The reported sales increased by 1.2 percent but decreased by 2.1 percent at comparable currencies.

In the fourth quarter, the reported order intake in Service fell by 1.1 percent and by 4.5 percent at comparable currency rates. In Equipment, the reported order intake decreased by 14.7 percent and by 16.5 percent at comparable currency rates. In Service, the reported sales increased by 1.8 percent but decreased by 2.0 percent at comparable currency rates. The corresponding figures in Equipment sales were +1.8 percent and -1.2 percent.

FINANCIAL RESULT

The consolidated operating profit in full-year 2012 totaled EUR 132.1 million (106.9), increasing in total by EUR 25.2 million. The operating profit includes restructuring costs of EUR 5.8 million (10.3) booked in the fourth quarter due to the restructuring of operations within the Business Area Equipment. Previous year's restructuring costs related to both Business Area Service and Business Area Equipment. The consolidated operating margin improved to 6.1 percent (5.6). The operating margin in Service increased to 8.4 percent (6.2) but it fell in Equipment to 5.5 percent (6.5).

The consolidated operating profit in the fourth quarter totaled EUR 36.4 million (37.2). The consolidated operating margin in the fourth quarter fell to 6.0 percent (6.2). The operating margin in Service improved to 10.0 percent (6.2) but it fell in Equipment to 4.4 percent (7.0).

Both business areas benefited from the higher volumes compared to the last year. Service's profitability was further supported by the restructuring actions executed in the first quarter of 2012. The Equipment operating margin was held back by higher fixed costs and intense competitive situation. In addition, the sales mix had a negative effect on the Equipment operating margin. In the fourth quarter of 2012, the Equipment operating margin was further burdened by the challenges with certain crane deliveries.

In 2012, the depreciation and impairments totaled EUR 43.5 million (41.3). Impairments related to the restructuring of operations amounted to EUR 2.9 million (4.2) of the above amount. In 2012, the amortization arising from purchase price allocations for acquisitions represented EUR 14.8 million (14.4) of the depreciation and impairments.

In 2012, the share of the result of associated companies and joint ventures was EUR 3.8 million (3.8).

Net financial expenses in January-December totaled EUR 11.9 million (14.9). Net interest expenses accounted for EUR 10.8 million (6.1) of of the above, and the remainder was mainly attributable to the unrealized exchange rate differences related to the hedging of future cash flows that are not included in the hedge accounting.

The January-December profit before taxes was EUR 124.0 million (95.8).

The income taxes in January-December were EUR 39.3 million (30.8). The Group's effective tax rate was 31.7 percent (32.2).

The January-December net profit was EUR 84.7 million (64.9).

In 2012, the basic earnings per share were EUR 1.47 (1.11) and diluted earnings per share were EUR 1.46 (1.10).

In 2012, the return on capital employed was 18.6 percent (17.1) and return on equity 18.9 percent (14.6).

BALANCE SHEET

The year-end 2012 consolidated balance sheet amounted to EUR 1,563.8 million (1,447.5). Total equity at the end of the reporting period was EUR 460.1 million (435.4). Total equity attributable to equity holders of the parent company at year-end 2012 was EUR 453.9 million (429.9) or EUR 7.92 per share (7.52).

Net working capital at year-end 2012 totaled EUR 297.9 million, which was EUR 43.5 million less than at the end of the third quarter and EUR 22.1 million less than at the year-end 2011. Compared to previous year, net working capital fell due to the higher advance payments received.

CASH FLOW AND FINANCING

Net cash from the operating activities in full-year 2012 was EUR 159.2 million (-20.8) representing EUR 2.78 per share (-0.35). In the fourth quarter, net cash flow from operating activities was EUR 84.9 million (10.4).

Cash flow from capital expenditures amounted to EUR -59.3 million (-53.3).

Cash flow before financing activities was EUR 95.4 million (-146.5). Cash flow before financing activities in the fourth quarter was EUR 69.2 million (-12.5).

Interest-bearing net debt was EUR 181.8 million (219.8) at the end of 2012. Solidity was 34.2 percent (34.2) and gearing 39.5 percent (50.5).

The Group's liquidity remained healthy. At the end of the fourth quarter, cash and cash equivalents amounted to EUR 145.1 million (72.7). None of the Group's EUR 200 million committed back-up financing facility was used at the end of the period.

In the second quarter, Konecranes issued a EUR 75 million senior unsecured domestic bond. The bond has a maturity of 2 years and maturity date on June 27, 2014.

Konecranes paid dividends to its shareholders that amounted to EUR 57.2 million or EUR 1.00 per share in April 2012.

CAPITAL EXPENDITURE

In 2012, the capital expenditure, excluding acquisitions and investments in associated companies, amounted to EUR 41.7 million (32.4). Capital expenditure including acquisitions was EUR 43.3 million (112.5).

Konecranes continued its IT system project (ERP for both Service and Equipment business areas, CRM and People system) to further develop and implement harmonized processes, increase operational transparency and improve decision-making, as well as reduce the overall IT system fragmentation. The pilot unit of the ERP system was launched at the end of September 2011, 5 new companies rolled out during 2012 and the implementation roll-outs will continue in other units over the next few years.

Production capacity investments have been made to support the growth in emerging markets, to open capacity bottlenecks in growing markets like Americas and to replace the selected factory equipment. The biggest ongoing production capacity investment is a new crane manufacturing plant in Jejuri near Pune, India. All manufacturing operations in India will be consolidated into the new facility. The plant is estimated to be fully operational by the end of the second quarter in 2013.

The fourth quarter capital expenditure excluding acquisitions was EUR 18.1 million (9.9) and including acquisitions was EUR 18.1 million (12.3).

ACQUISITIONS

In 2012, the capital expenditure on acquisitions and investments in associated companies was EUR 1.6 million (80.1). During January-December, Konecranes made four small crane service-related bolt-on acquisitions in Germany, USA, Czech Republic and Sweden. The net assets of the acquisitions were recorded at EUR 1.6 million. No goodwill was booked from the acquisitions.

PERSONNEL

In January-December, the Group employed an average of 11,917 people (10,998). On December 31, the headcount was 12,147 (11,651). At year-end 2012, the number of personnel by Business Area was as follows: Service 6,119 employees (5,980), Equipment 5,973 employees (5,621) and Group staff 55 (50). The Group had 6,269 employees (6,144) working in EMEA, 2,724 (2,513) in the Americas and 3,154 (2,994) in the APAC region.

Konecranes' 'Lifting People' strategy focuses on the good company culture, true leadership, performance management and ensuring competent resources. The global job satisfaction survey was carried out for the sixth time with a response rate of 86 percent. The overall results showed an improvement; particularly managerial work and leadership culture received good remarks, which show that our investment in leadership development on all organization levels is paying off.

Competence development continued on a broad basis. Konecranes Champion and Konecranes Academy programs targeted at top and middle management, respectively, continued. We introduced a new Employee Share Savings Plan, which was very well received and we believe that it will boost our mutual sense of being part of the company all over the world, on all levels of the organization.

In 2012, the Group's personnel expenses totaled EUR 594.6 million (530.3).

BUSINESS AREAS

SERVICE

	10-12/2012	10-12/2011	Change percent	1-12/2012	1-12/2011	Change percent
Orders received, MEUR	181.3	183.3	-1.1	735.0	694.6	5.8
Order book, MEUR	147.2	135.1	8.9	147.2	135.1	8.9
Contract base value, MEUR	177.9	166.2	7.0	177.9	166.2	7.0
Net sales, MEUR	239.0	234.9	1.8	884.0	796.1	11.0
EBITDA, MEUR	27.3	19.9	37.4	87.3	63.3	37.8
EBITDA, %	11.4 %	8.5 %		9.9 %	8.0 %	
Depreciation and amortization, MEUR	-3.5	-3.1	13.4	-12.7	-11.7	8.2
Impairments, MEUR	0.0	-2.2		0.0	-2.2	
Operating profit (EBIT), MEUR	23.8	14.6	63.2	74.6	49.4	51.0
Operating profit (EBIT), %	10.0 %	6.2 %		8.4 %	6.2 %	
Restructuring costs, MEUR	0.0	-6.3		0.0	-6.3	
Operating profit (EBIT) excluding restructuring costs, MEUR	23.8	20.9	13.8	74.6	55.7	33.9
Operating profit (EBIT) excluding restructuring costs, %	10.0 %	8.9 %		8.4 %	7.0 %	
Capital employed, MEUR	166.6	190.9	-12.7	166.6	190.9	-12.7
ROCE%				41.8 %	27.9 %	
Capital expenditure, MEUR	5.5	3.5	59.2	12.5	9.3	35.4
Personnel at the end of period	6,119	5,980	2.3	6,119	5,980	2.3

The orders in full-year 2012 totaled EUR 735.0 million (694.6) showing an increase of 5.8 percent. New orders grew in the Americas and APAC, while they remained stable in the EMEA. However, the order growth in APAC was attributable to the currency changes. Among the business units, Crane Service and Parts performed best. The order book rose to EUR 147.2 million (135.1) at year-end representing an increase of 8.9 percent. Sales rose by 11.0 percent to EUR 884.0 million (796.1). Operating profit was EUR 74.6 million (49.4) and 8.4 percent of sales (6.2). Previous year's operating profit included restructuring costs of EUR 6.3 million. Operating profit improved due to the higher volume and the restructuring actions executed in the first quarter of 2012.

The fourth quarter order intake fell by 1.1 percent from the previous year and totaled EUR 181.3 million (183.3). Orders were lower than a year ago in EMEA and APAC, while they remained stable in the Americas due to the favorable currency changes. Fourth-quarter sales totaled EUR 239.0 million (234.9) representing a year-on-year increase of 1.8 percent. The fourth quarter operating profit was EUR 23.8 million (14.6) and 10.0 percent of the sales (6.2). Previous year's operating profit included restructuring costs of EUR 6.3 million. Operating profit improved due to the higher volume and the restructuring actions executed in the first quarter of 2012.

The annual value of the contract base increased to EUR 177.9 million (166.2) at year-end 2012. At year-end 2012, the total number of items of equipment included in the maintenance contract base was 418,560 (409,877).

The number of service technicians at year-end 2012 was 3,935 (3,796), which is 139 or 3.7 percent more than at the year-end 2011.

EQUIPMENT

	10-12/2012	10-12/2011	Change percent	1-12/2012	1-12/2011	Change percent
Orders received, MEUR	269.7	316.1	-14.7	1,340.4	1,291.5	3.8
Order book, MEUR	795.6	856.7	-7.1	795.6	856.7	-7.1
Net sales, MEUR	401.6	394.4	1.8	1,411.4	1,201.4	17.5
EBITDA, MEUR	27.8	36.1	-23.0	108.5	104.8	3.6
EBITDA, %	6.9 %	9.2 %		7.7 %	8.7 %	
Depreciation and amortization, MEUR	-7.2	-6.7	7.5	-27.6	-25.0	10.3
Impairments, MEUR	-2.9	-2.0		-2.9	-2.0	
Operating profit (EBIT), MEUR	17.8	27.5	-35.3	78.0	77.7	0.4
Operating profit (EBIT), %	4.4 %	7.0 %		5.5 %	6.5 %	
Restructuring costs, MEUR	-5.8	-4.0		-5.8	-4.0	
Operating profit (EBIT) excluding restructuring costs, MEUR	23.5	31.5	-25.2	83.8	81.7	2.5
Operating profit (EBIT) excluding restructuring costs, %	5.9 %	8.0 %		5.9 %	6.8 %	
Capital employed, MEUR	406.2	426.1	-4.7	406.2	426.1	-4.7
ROCE%				18.8 %	23.2 %	
Capital expenditure, MEUR	12.6	6.5	95.0	29.1	23.2	25.7
Personnel at the end of period	5,973	5,621	6.3	5,973	5,621	6.3

The orders in full-year 2012 totaled EUR 1,340.4 million (1,291.5) showing an increase of 3.8 percent. Orders grew in the Americas and EMEA but fell in Asia-Pacific due to the market weakness, mainly experienced in China and India. Orders for industrial cranes accounted for approximately 45 percent of the orders received and were higher than a year ago. Components and light lifting systems generated approximately 25 percent of the new orders and were above last year's level. The combined orders for port cranes and lift trucks amounted to approximately 30 percent of the orders received and were lower than a year ago.

The order book decreased by 7.1 percent from the previous year to EUR 795.6 million (856.7). Sales increased by 17.5 percent to EUR 1,411.4 million (1,201.4). Operating profit before restructuring costs of EUR 5.8 million (4.0) was EUR 83.8 million (81.7) and the operating margin was 5.9 percent (6.8). Operating profit after restructuring costs was EUR 78.0 million (77.7) and 5.5 percent of sales (6.5). Compared to the previous year, the operating profit improved due to the higher volume but it was held back by the higher fixed costs, intense competitive situation and the adverse sales mix effect.

The fourth quarter order intake fell by 14.7 percent and totaled EUR 269.7 million (316.1). The fourth quarter order intake decreased in all regions. Orders were lower year-over-year in all business units, but the decline was the largest in Port Cranes.

The fourth quarter sales totaled EUR 401.6 million (394.4) and were 1.8 percent higher than a year ago. The fourth quarter operating profit before restructuring costs was EUR 23.5 million (31.5), and the operating margin 5.9 percent (8.0). The fourth quarter operating profit after restructuring costs was EUR 17.8 million (27.5), and the operating margin 4.4 percent (7.0). In the fourth quarter, the Equipment operating margin was further burdened by the challenges with certain crane deliveries.

Group Overheads

Unallocated Group overhead costs in 2012 were EUR 20.5 million (20.3), representing 0.9 percent of sales (1.1).

ADMINISTRATION

Decisions of the Annual General Meeting

The Annual General Meeting of Konecranes Plc was held on Thursday, March 22, 2012. The Meeting approved the Company's annual accounts for the fiscal year 2011 and discharged from liability the members of the Board of Directors and Managing Director. The AGM approved the Board's proposal that a dividend of EUR 1.00 per share will be paid from the distributable assets of the parent company.

The AGM approved the proposal for the Nomination and Compensation Committee that the number of the members of the Board of Directors shall be eight (8). The Board members elected at the AGM in 2012 are Mr. Svante Adde, Mr. Stig Gustavson, Mr. Tapani Järvinen, Mr. Matti Kavetvuo, Ms. Nina Kopola, Mr. Bertel Langenskiöld, Ms. Malin Persson and Mr. Mikael Silvennoinen.

The AGM confirmed that Ernst & Young Oy will continue as the Company's external auditor.

The AGM authorized the Board of Directors to decide on the repurchase of the Company's own shares and/or on the acceptance as pledge of the Company's own shares. The amount of own shares to be repurchased and/or accepted as pledge based on this authorization shall not exceed 6,000,000 shares in total, which corresponds to approximately 9.5 percent of all shares of the Company. The authorization is effective until the end of the next Annual General Meeting, however, no longer than until September 22, 2013. The Board of Directors did not use this authorization in 2012.

The AGM authorized the Board of Directors to decide on the issuance of shares as well as on the issuance of special rights entitling to the shares referred to in Chapter 10, Section 1 of the Finnish Companies Act. The number of shares to be issued based on this authorization shall not exceed 6,000,000 shares, which corresponds to approximately 9.5 percent of all shares of the Company. The authorization can also be used for incentive arrangements, however, not more than 700,000 shares in total together with the authorization in the following paragraph. The authorization is effective until the end of the next Annual General Meeting, however, no longer than until September 22, 2013. However, the authorization for incentive arrangements is valid until June 30, 2015. The Board of Directors did not use this authorization in 2012.

The AGM authorized the Board of Directors to decide on the transfer of the Company's own shares. The authorization is limited to a maximum of 6,000,000 shares, which corresponds to approximately 9.5 percent of all shares of the Company. The authorization can also be used for incentive arrangements, however, not more than 700,000 shares in total together with the authorization in the previous paragraph. This authorization is effective until the next Annual General Meeting of Shareholders, however, no longer than until September 22, 2013. However, the authorization for incentive arrangements is valid until June 30, 2015. The Board of Directors did not use this authorization in 2012.

The General Meeting decided that an Employee Share Savings Plan (the Plan) will be launched in the Konecranes Group. The General Meeting authorized the Board of Directors to decide on the detailed terms and conditions of the Plan, on the Plan Periods and on their detailed terms and conditions, and to implement the Plan at its discretion taking specifically in consideration the legislation and other regulations applied to the Plan in each country where the Group operates.

The Board of Directors was authorized to decide on the issue of new shares or on the transfer of own shares held by the Company to such participants of the Plan who, according to the terms and conditions of the Plan, are entitled to receive free shares, as well as to decide on the share issue without payment also to the Company itself. In this Plan, the authorization includes a right to transfer own shares held by the Company, the use of which has earlier been limited to the purposes other than the incentive plans. The number of new shares to be issued or own shares held by the Company to be transferred may be in total up to a maximum of 500,000 shares, which corresponds to 0.8 percent of the all Company's shares. The Board of Directors are entitled to decide on the other matters concerning the share issue. The authorization concerning the share issue is valid until March 1, 2017. The Board of Directors did not use this authorization in 2012.

The decisions are explained in more detail in the release covering the resolutions of the AGM, which is available on the company's website at www.konecranes.com.

At its first meeting held after the Annual General Meeting, the Board of Directors elected Mr. Stig Gustavson to continue as the Chairman. Mr. Svante Adde was elected Chairman of the Audit Committee and Mr. Tapani Järvinen, Ms. Malin Persson and Mr. Mikael Silvennoinen as the members of the Committee. Mr. Bertel Langenskiöld was elected Chairman of the Nomination and Compensation Committee, and Mr. Stig Gustavson, Mr. Matti Kavetvuo and Ms. Nina Kopola were elected as the members of the Committee.

With the exception of Mr. Stig Gustavson, the Board members are deemed to be independent of the company under the Finnish Corporate Governance Code. Mr. Gustavson is deemed dependent of the company based on the Board's overall evaluation related to his former and current positions in Konecranes combined with his substantial voting rights in the Company.

With the exception of Mr. Bertel Langenskiöld, the Board members are independent of significant shareholders of the company. Mr. Langenskiöld is not independent of significant shareholders of the company based on his current position as the Managing Director of Hartwall Capital Oy Ab. HTT KCR Holding Oy Ab holds more than 10 percent of Konecranes Plc's shares and votes. HTT KCR Holding Oy Ab is a subsidiary of Hartwall Capital Oy Ab. In addition, HTT KCR Holding Oy Ab, K. Hartwall Invest Oy Ab, Fyrklöver-Invest Oy Ab and Ronnas Invest AG will in practice co-operate in matters concerning their ownership in Konecranes Plc.

Changes in the Group Management

The Board of Directors of Konecranes Plc made the following appointments effective January 1, 2013:

Market Operations and Business Area Service organizations are consolidated under a single executive in the Group Executive Board. To head up this new organization, Fabio Fiorino has been appointed Executive Vice President, Business Area Service & Chief Customer Officer.

A new function, Strategy and Technology, is being created in the Group Executive Board. To head up this function, Mikko Uhari has been appointed Executive Vice President, Strategy and Technology.

The heads of the Human Resources and Information Systems functions will become members of the Group Executive Board and report directly to the President & CEO.

As of January 1, 2013, the Group Executive Board will comprise the following members:

Pekka Lundmark, President and CEO (Chairman of the Group Executive Board)

Fabio Fiorino, Executive Vice President, Business Area Service, Chief Customer Officer

Hannu Rusanen, Executive Vice President, Business Area Equipment

Teo Ottola, Chief Financial Officer

Mikko Uhari, Executive Vice President, Strategy and Technology

Antti Koskelin, Chief Information Officer

The recruitment process for the new Head of Human Resources is ongoing.

Other issues

At the end of the year 2012, Konecranes had a loan receivable of EUR 221,725 from the President & CEO Pekka Lundmark with the interest rate of 1.615 percent. The loan relates to a tax payment resulting from the incentive scheme directed to the President & CEO in 2006. There is a tax appeal pending against the imposed payment, and the loan is valid until the appeal is resolved.

Konecranes complies with the Finnish Corporate Governance Code 2010 approved by the Board of the Securities Market Association. Konecranes has issued a Corporate Governance Statement based on the recommendation 54 of the Code, which can be reviewed on the corporate website of Konecranes at www.konecranes.com.

SHARE CAPITAL AND SHARES

The company's registered share capital totaled EUR 30.1 million on December 31, 2012 and the number of shares including treasury shares was 63,272,342.

On December 31, 2012, Konecranes Plc was in the possession of 5,981,032 own shares, which corresponds to 9.5 percent of the total number of shares having a market value of EUR 152.8 million on that date.

All shares carry one vote per share and equal rights to dividends.

SHARES SUBSCRIBED FOR UNDER STOCK OPTION RIGHTS

Pursuant to the Konecranes Plc's stock options 2009A, 30,915 new shares were subscribed and registered in the Finnish Trade Register in January-June 2012. As a result of these subscriptions, the total number of Konecranes Plc's shares, including treasury shares, rose to 63,272,342.

In accordance with the terms and conditions of the stock options 2009, Konecranes Plc's Board of Directors resolved that instead of issuing new shares in the company, the shares held by the company (treasury shares) can be offered to the subscribers in the share subscription. Treasury shares have been used for the share subscriptions made after June 8, 2012. In July-December, 61,424 treasury shares were transferred to the subscribers pursuant to the Konecranes Plc's stock options 2009A.

At end-December 2012, Konecranes Plc's stock options 2009 entitled the holders to subscribe to a total of 2,090,661 shares. The option programs include approximately 200 key persons.

The terms and conditions of the stock option programs are available on the Konecranes' website at www.konecranes.com.

SHARE-BASED INCENTIVE PLANS

In April, the Board of Directors approved the detailed terms and conditions of the Konecranes Employee Share Savings

Plan (the Plan) and the starting period of the Plan. The Plan was offered in about 40 countries to approximately 9,000 employees. The commencing Plan period began on July 1, 2012 and will end on June 30, 2013.

The maximum monthly saving is 5 percent of each participant's monthly gross salary and the minimum monthly saving per employee is EUR 10. Each participant will receive one free matching share for every two acquired savings shares. Matching shares will be delivered to a participant if the participant holds the acquired shares from the Plan period until the end of the designated holding period, February 15, 2016, and if his or her employment with the company has not been terminated on bad leaver terms on the last day of the holding period.

Approximately 1,500 Konecranes employees signed up for the Plan starting on July 1, 2012. According to the decision of Konecranes Plc's Annual General Meeting of Shareholders, the total amount of all savings from the first Plan Period may not exceed EUR 8.5 million.

In March, the Board of Directors of Konecranes Plc resolved to implement a performance share plan, according to which the earning reward is based on the achievement of targets determined by the Board of Directors. The plan consists of three one-year discretionary periods, as well as three approximately three-year discretionary periods. The discretionary periods will begin at the beginning of 2012, 2013 and 2014. The Board of Directors of the Company will decide on the Plan's performance criteria and on their targets at the beginning of each discretionary period.

Earning during the one-year discretionary period beginning on 1 January 2012 is based on the Konecranes Group´s EBIT margin, and during the three-year discretionary period beginning on 1 January 2012 on the Total Shareholder Return of the Company's share (TSR). The potentially earned reward will be paid in spring 2015. If a key employee's employment or service ends before the end of a discretionary period, no reward will be paid on the basis of such discretionary period.

The target group of the Plan consists of approximately 150 people. The rewards to be paid on the basis of the discretionary periods beginning on January 1, 2012 correspond to the value of an approximate total of a maximum of 700,000 Konecranes Plc's shares. If the targets determined by the Board of Directors are achieved, the reward payout will be a half of the maximum reward. The maximum reward payout requires that the targets are clearly exceeded.

MARKET CAPITALIZATION AND TRADING VOLUME

The closing price for the Konecranes Plc's shares on the NASDAQ OMX Helsinki was EUR 25.55 on December 31, 2012. The volume-weighted average share price in January-December was EUR 21.39, the highest price being EUR 26.67 in December and the lowest EUR 14.34 in January. In January–December, the trading volume on the NASDAQ OMX Helsinki totaled 121.6 million of Konecranes Plc's shares, corresponding to a turnover of approximately EUR 2,602 million. The average daily trading volume was 486,551 shares, representing an average daily turnover of EUR 10.4 million.

In addition, approximately 84.4 million Konecranes' shares were traded on the other trading venues (e.g. multilateral trading facilities and bilateral OTC trades) in 2012, according to Fidessa.

On December 31, 2012, the total market capitalization of the Konecranes Plc's shares on NASDAQ OMX Helsinki was EUR 1,617 million including treasury shares. The market capitalization was EUR 1,464 million excluding the treasury shares.

FLAGGING NOTIFICATIONS AND OTHER ANNOUNCEMENTS BY SHAREHOLDERS

On October 26, 2012, Konecranes received a disclosure, according to which the holding of BlackRock, Inc. in Konecranes Plc has exceeded 5 percent. BlackRock, Inc. held 3,250,867 Konecranes Plc's shares on October 22, 2012, which is 5.14 percent of Konecranes Plc's shares and votes.

No other disclosures concerning changes in holdings were received in 2012.

RESEARCH AND DEVELOPMENT

In 2012, Konecranes' research and product development expenditure totaled EUR 25.8 (29.6) million, representing 1.2 (1.6) percent of sales. R&D expenditure includes product development projects aimed at improving the quality and cost efficiency of both products and services.

Konecranes serves customers in different markets with common technological platforms and solution sets that are configured and tailored to meet local customer specifications and needs. In 2012, the specific needs of customers operating in emerging markets were an increasingly important focus area for Konecranes' R&D. As a result, the Group initiated local R&D operations in China and India during 2012.

In 2012, Konecranes' R&D investments were directed to four main areas: software based crane controls, Remote Services, further development of the mid-segment products for emerging markets and product reliability. The software-based crane control architecture is further developed and standardized – also for smaller wire rope hoists - to create the future long-lasting platform for the crane electrics where remote diagnostics and intelligent features can be added according to the customer needs. With the help of its TRUCONNECT® Remote Services, Konecranes is able to continuously collect the actual usage data from the equipment.

In 2012, Konecranes introduced a new-generation CLX chain hoist that speeds up the work cycle and maintenance and improves safety and energy efficiency. The sturdy structure of the hoist enables a larger load capacity while doubling the life cycle of the machine. The new chain hoist is particularly suitable for individual workstation applications, such as assembly cells, in the workshop industry.

Konecranes has developed an electrified hybrid reach stacker that commenced field-testing at the end of 2012. When delivered to customers after the field test period and production engineering project, it is likely to be the world's first fully serially produced hybrid reach stacker. For customers, the hybrid reach stacker will provide significantly reduced operating costs with lower fuel consumption and improved productivity.

CORPORATE RESPONSIBILITY

Corporate responsibility work continued during 2012 in all of our focus areas: safety, people, environment, smarter offering and fair play. The topics were discussed in major Konecranes events, such as the Konecranes conference, as well as in top executive meetings. During 2012 the global HR network took a larger role in implementing in previously established fair play practices. We also continued to work with our suppliers during 2012 by, for example, conducting studies and audits of our top suppliers' performance.

Our product offering continues to improve in both environment and safety. The life-cycle analysis for our product offering is showing good results and we are committed in lowering the environmental impacts of our products. Our service business is also committed to lengthening the life-cycle of all cranes, as well as machine tools under service. When it comes to safety, we had a higher number of accidents comparing to 2011. We are working hard to change this in 2013.

EVENTS AFTER THE END OF THE REPORTING PERIOD

On January 3, 2013, Konecranes announced that, Konecranes Business Area Equipment has initiated actions to align operations closer to customers as a result of the new equipment demand moving towards emerging markets.

These actions will affect globally approximately 140 employees. Konecranes expects to incur restructuring costs of approximately EUR 10 million due to these actions, EUR 5.8 million of which were recognized in the fourth quarter of 2012 and approximately EUR 4 million of which will be recognized in the first quarter of 2013. The total cash flow impact of these restructuring costs will be approximately EUR 5 million. With these planned actions, Konecranes targets annual cost savings of approximately EUR 10 million starting from the second half of 2013 onward.

RISKS AND UNCERTAINTIES

Principal short-term risks and uncertainties of the Group derive from a possible renewed downturn in the world economy due, for example, to the sovereign credit crisis. A decrease in the demand for Konecranes' products and services may have a negative effect on the Group's pricing power and may result in a decrease in profits, possible impairment of goodwill and other assets, or in inventory obsolescence.

A renewed shortage of credit may cause difficulties for Konecranes' customers, suppliers and financial and other counterparties. The risk may be realized as a shortage of supplies or defaulting liabilities. A growing share of Konecranes' business is derived from the emerging markets. This has had a negative impact on the aging structure of accounts receivable, and may increase the need for higher provisions for doubtful accounts.

Challenges in financing may force customers to postpone projects or even to cancel existing orders. A renewed downturn in the world economy could increase postponement of deliveries and cancellations of orders. Advance payments are an integral part of the Konecranes' project business and they have played a crucial role in mitigating the adverse effects from postponements of certain deliveries and minor cancellations. Konecranes intends to avoid incurring costs of major projects under construction in excess of advance payments. However, it is possible that in some projects cost-related commitments may temporarily exceed the amount of advance payments.

Group's other risks have remained unchanged and the pivotal risks are presented in the Annual Report.

LITIGATION

Various legal actions, claims and other proceedings are pending against the Group in different countries. These actions, claims and other proceedings are typical for this industry and are consistent with the global business offering that encompasses a wide range of products and services. These matters involve contractual disputes, warranty claims, product liability (including design defects, manufacturing defects, failure to warn and asbestos legacy), employment, auto liability and other matters involving general liability claims.

While the final outcome of these proceedings cannot be predicted with certainty, Konecranes' opinion is, based on the information available to date and considering the grounds presented for such claims, the available insurance coverage and the reserves made, that the outcome of such actions, claims and other proceedings, if unfavorable, would not have a material adverse effect on the financial condition of the Group.

MARKET OUTLOOK

Demand forecasting continues to be challenging due to macroeconomic uncertainties. Our current offer base indicates a stable or slightly higher near-term demand compared to the fourth quarter of 2012. However, due to the timing of large crane projects, the quarterly Equipment order intake will fluctuate.

FINANCIAL GUIDANCE

Based on the offer base and the near-term demand outlook, the year 2013 sales is expected to be stable or slightly higher than in 2012. We expect the 2013 operating profit to improve from 2012.

BOARD OF DIRECTORS' PROPOSAL FOR DISPOSAL OF DISTRIBUTABLE FUNDS

The parent company's non-restricted equity is EUR 193,194,781.05, the net income of which for the year is EUR 111,298,139.92. The Group's non-restricted equity is EUR 385,938,000.

According to the Finnish Companies Act, the distributable funds of the company are calculated based on the parent company's non-restricted equity. For the purpose of determining the amount of the dividend, the Board of Directors has assessed the liquidity of the parent company and the economic circumstances subsequent to the end of fiscal year.

Based on such assessments the Board of Directors proposes to the Annual General Meeting that a dividend of EUR 1.05 be paid on each share and that the remaining non-restricted equity is retained in shareholders' equity.

A pdf version of the Konecranes' full audited financial statements including the report of the Board of Directors will be available on the web on February 25, 2013, and the printed version during the week 11.

Helsinki, January 31, 2013
Konecranes Plc
Board of Directors

Disclaimer

It should be noted that certain statements in this report, which are not historical facts, including, without limitation, those regarding

- expectations for general economic development and market situation,
- expectations for general developments in the industry,
- expectations regarding customer industry profitability and investment willingness,
- expectations for company growth, development and profitability,
- expectations regarding market demand for the company's products and services,
- expectations regarding the successful completion of acquisitions on a timely basis and Konecranes' ability to achieve the set targets and synergies,
- expectations regarding competitive conditions,
- expectations regarding cost savings,
- and statements preceded by "believes," "expects," "anticipates," "foresees" or similar expressions,

  are forward-looking statements. These statements are based on current expectations, decisions and plans and currently known facts. Therefore, they involve risks and uncertainties, which may cause the actual results to materially differ from the results currently expected by the company. Such factors include, but are not limited to:
- general economic conditions, including fluctuations in exchange rates and interest levels,
- competitive situation, especially significant products or services developed by our competitors,
- industry conditions,
- company's own operating factors including the success of production, product development, project management, quality and timely delivery of our products and services and their continuous development,
- the success of pending and future acquisitions and restructurings.

SUMMARY FINANCIAL STATEMENTS AND NOTES

Accounting principles

The presented financial information is prepared in accordance with International Accounting Standard (IAS) 34, Interim Financial Reporting, as adopted by the EU.

Konecranes resiled starting from 1.1.2012 from the deferred recognition of actuarial gains and losses for defined benefit plans (i.e. the corridor approach) according to IAS19. By changing the accounting principle Konecranes prepares for the IAS 19R which was endorsed by EU in June 2012. Actuarial gains and losses are now recognized in consolidated statement of comprehensive income when they occur. The comparison figures of 2011 have been adjusted to meet the changed accounting principles. During 2011 the change effected the actuarial gains in consolidated statement of comprehensive income by EUR +1.1 million and taxes by EUR +0.4 million. In balance sheet the change decreased the retained earnings of 2011 by EUR -3.3 million (EUR -4.0 million in 2010), and increased the other long term liabilities by EUR +4.5 million and deferred tax assets by EUR +1.2 million.

The figures presented in the tables below have been rounded to one decimal, which should be taken into account when reading the sum figures.

The numbers stated in this bulletin have been subject to audit.

CONSOLIDATED STATEMENT OF INCOME

EUR million	10-12/2012	10-12/2011	Change %	1-12/2012	1-12/2011	Change %
Sales	**605.1**	**598.2**	1.2	**2,170.2**	**1,896.4**	14.4
Other operating income	0.6	1.9		2.2	4.1	
Depreciation and impairments	-13.6	-14.0		-43.5	-41.3	
Other operating expenses	-555.7	-548.9		-1,996.8	-1,752.3	
Operating profit	**36.4**	**37.2**	-2.1	**132.1**	**106.9**	23.6
Share of associates' and joint ventures' result	1.5	1.2		3.8	3.8	
Financial income and expenses	-4.2	-2.7		-11.9	-14.9	
Profit before taxes	**33.7**	**35.7**	-5.3	**124.0**	**95.8**	29.5
Taxes	-11.4	-12.7		-39.3	-30.8	
NET PROFIT FOR THE PERIOD	**22.3**	**23.0**	-2.9	**84.7**	**64.9**	30.4
Net profit for the period attributable to:						
Shareholders of the parent company	22.2	23.1		84.0	65.5	
Non-controlling interest	0.1	-0.2		0.7	-0.6	
Earnings per share, basic (EUR)	0.39	0.39	-0.9	1.47	1.11	32.3
Earnings per share, diluted (EUR)	0.39	0.39	-0.7	1.46	1.10	32.4

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

EUR million	10-12/2012	10-12/2011		1-12/2012	1-12/2011	
Net profit for the period	**22.3**	**23.0**		**84.7**	**64.9**	
Other comprehensive income for the period, net of tax						
Exchange differences on translating foreign operations	-6.1	9.4		-1.1	3.5	
Actuarial gains and losses (IAS 19)	-11.0	1.1		-11.7	1.1	
Cash flow hedges	2.8	-5.2		2.0	-4.6	
Income tax relating to components of other comprehensive income	2.4	0.9		2.6	0.8	
Other comprehensive income for the period, net of tax	**-11.9**	**6.2**		**-8.1**	**0.7**	
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	**10.5**	**29.2**		**76.6**	**65.6**	
Total comprehensive income attributable to:						
Shareholders of the parent company	10.4	29.0		75.9	65.7	
Non-controlling interest	0.0	0.1		0.6	-0.1	

CONSOLIDATED BALANCE SHEET

EUR million

ASSETS	31.12.2012	31.12.2011
Non-current assets		
Goodwill	112.8	115.3
Intangible assets	76.2	81.6
Property, plant and equipment	133.6	125.4
Advance payments and construction in progress	57.6	40.0
Investments accounted for using the equity method	37.5	34.6
Available-for-sale investments	1.4	1.4
Long-term loans receivable	0.2	0.2
Deferred tax assets	53.8	49.1
Total non-current assets	**473.1**	**447.7**
Current assets		
Inventories		
Raw material and semi-manufactured goods	160.1	152.8
Work in progress	180.7	176.8
Advance payments	22.0	17.8
Total inventories	**362.9**	**347.5**
Accounts receivable	442.0	405.9
Loans receivable	0.1	0.3
Other receivables	29.2	44.8
Current tax assets	11.3	10.2
Deferred assets	100.1	118.5
Cash and cash equivalents	145.1	72.7
Total current assets	**1,090.6**	**999.8**
TOTAL ASSETS	**1,563.8**	**1,447.5**

EUR million

EQUITY AND LIABILITIES	31.12.2012	31.12.2011
Equity attributable to equity holders of the parent company		
Share capital	30.1	30.1
Share premium account	39.3	39.3
Fair value reserves	-1.4	-2.9
Translation difference	2.5	3.5
Paid in capital	44.8	43.7
Retained earnings	254.6	250.8
Net profit for the period	84.0	65.5
Total equity attributable to equity holders of the parent company	**453.9**	**429.9**
Non-controlling interest	6.2	5.5
Total equity	**460.1**	**435.4**
Liabilities		
Non-current liabilities		
Interest-bearing liabilities	205.6	129.1
Other long-term liabilities	75.1	63.2
Deferred tax liabilities	22.3	26.6
Total non-current liabilities	**303.0**	**219.0**
Provisions	**44.5**	**54.1**
Current liabilities		
Interest-bearing liabilities	121.7	163.9
Advance payments received	217.2	174.1
Progress billings	2.5	4.7
Accounts payable	158.1	152.3
Other short-term liabilities (non-interest bearing)	19.9	25.5
Current tax liabilities	21.1	8.8
Accruals	215.7	209.7
Total current liabilities	**756.2**	**739.0**
Total liabilities	**1,103.7**	**1,012.1**
TOTAL EQUITY AND LIABILITIES	**1,563.8**	**1,447.5**

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR million	Share capital	Share premium account	Share issue	Cash flow hedge	Translation difference
	Equity attributable to equity holders of the parent company				
Balance at 1 January, 2012	**30.1**	**39.3**	**0.0**	**-2.9**	**3.5**
Options exercised					
Dividends paid to equity holders					
Share based payments recognized against equity					
Business combinations					
Total comprehensive income				1.5	-1.0
Balance at 31 December, 2012	**30.1**	**39.3**	**0.0**	**-1.4**	**2.5**
Balance at 1 January, 2011 reported	**30.1**	**39.3**	**8.7**	**0.5**	**0.5**
Changes in accounting principles (IAS 19)					
Balance at 1 January, 2011 amended	**30.1**	**39.3**	**8.7**	**0.5**	**0.5**
Options exercised					
Share issue			-8.7		
Dividends paid to equity holders					
Share based payments recognized against equity					
Purchase of treasury shares					
Business combinations					
Total comprehensive income				-3.5	3.0
Balance at 31 December, 2011	**30.1**	**39.3**	**0.0**	**-2.9**	**3.5**

EUR million	Paid in capital	Retained earnings	Total	Non-controlling interest	Total equity
	Equity attributable to equity holders of the parent company				
Balance at 1 January, 2012	**43.7**	**316.2**	**429.9**	**5.5**	**435.4**
Options exercised	1.1		1.1		**1.1**
Dividends paid to equity holders		-57.2	-57.2		**-57.2**
Share based payments recognized against equity		4.3	4.3		**4.3**
Business combinations		-0.1	-0.1		**-0.1**
Total comprehensive income		75.4	76.0	0.6	**76.6**
Balance at 31 December, 2012	**44.8**	**338.7**	**453.9**	**6.2**	**460.1**
Balance at 1 January, 2011	**10.5**	**360.8**	**450.5**	**5.7**	**456.2**
Changes in accounting principles (IAS19)		-4.0	-4.0		-4.0
Balance at 1 January, 2011 amended	**10.5**	**356.8**	**446.5**	**5.7**	**452.2**
Options exercised	24.6		24.6		**24.6**
Share issue	8.6		-0.1		**-0.1**
Dividends paid to equity holders		-60.0	-60.0		**-60.0**
Share based payments recognized against equity		4.8	4.8		**4.8**
Purchase of treasury shares		-51.3	-51.3		**-51.3**
Business combinations		-0.2	-0.2	-0.1	**-0.4**
Total comprehensive income		66.2	65.7	-0.1	**65.6**
Balance at 31 December, 2011	**43.7**	**316.2**	**429.9**	**5.5**	**435.4**

CONSOLIDATED CASH FLOW STATEMENT

EUR million	1-12/2012	1-12/2011
Cash flow from operating activities		
Net income	84.7	64.9
Adjustments to net income		
Taxes	39.3	30.8
Financial income and expenses	12.2	15.3
Share of associates' and joint ventures' result	-3.8	-3.8
Dividend income	-0.2	-0.4
Depreciation and impairments	43.5	41.3
Profits and losses on sale of fixed assets	-0.1	-0.1
Other adjustments	3.5	2.6
Operating income before change in net working capital	**179.0**	**150.7**
Change in interest-free short-term receivables	-4.9	-92.0
Change in inventories	-16.7	-56.8
Change in interest-free short-term liabilities	51.7	29.6
Change in net working capital	**30.0**	**-119.2**
Cash flow from operations before financing items and taxes	**209.0**	**31.5**
Interest received	5.9	6.5
Interest paid	-15.1	-10.7
Other financial income and expenses	-5.4	-6.6
Income taxes paid	-35.2	-41.4
Financing items and taxes	**-49.8**	**-52.3**
Net cash from operating activities	**159.2**	**-20.8**
Cash flow from investing activities		
Acquisition of Group companies, net of cash	-7.1	-73.6
Capital expenditures	-59.3	-53.3
Proceeds from sale of fixed assets	2.4	0.9
Dividends received	0.2	0.4
Net cash used in investing activities	**-63.8**	**-125.6**
Cash flow before financing activities	**95.4**	**-146.5**
Cash flow from financing activities		
Proceeds from options exercised and share issues	1.1	24.5
Purchase of treasury shares	0.0	-51.3
Proceeds from long-term borrowings	79.8	162.4
Repayments of long-term borrowings	0.0	-64.6
Proceeds from (+), payments of (-) short-term borrowings	-46.9	107.1
Change in long-term receivables	0.0	0.0
Change in short-term receivables	0.3	1.6
Dividends paid to equity holders of the parent	-57.2	-60.0
Net cash used in financing activities	**-22.9**	**119.7**
Translation differences in cash	0.0	1.0
Change of cash and cash equivalents	**72.5**	**-25.8**
Cash and cash equivalents at beginning of period	72.7	98.5
Cash and cash equivalents at end of period	145.1	72.7
Change of cash and cash equivalents	**72.5**	**-25.8**

The effect of changes in exchange rates has been eliminated by converting the beginning balance at the rates current on the last day of the reporting period.

FREE CASHFLOW

EUR million	1-12/2012	1-12/2011
Net cash from operating activities	159.2	-20.8
Capital expenditures	-59.3	-53.3
Proceeds from sale of fixed assets	2.4	0.9
Free cash flow	**102.3**	**-73.2**

SEGMENT INFORMATION

1. BUSINESS SEGMENTS

EUR million

Orders received by Business Area	1-12/2012	% of total	1-12/2011	% of total
Service [1]	735.0	35	694.6	35
Equipment	1,340.4	65	1,291.5	65
./. Internal	-105.2		-90.1	
Total	**1,970.1**	**100**	**1,896.1**	**100**

1) Excl. Service Contract Base

Order book total [2]	31.12.2012	% of total	31.12.2011	% of total
Service	147.2	16	135.1	14
Equipment	795.6	84	856.7	86
Total	**942.7**	**100**	**991.8**	**100**

2) Percentage of completion deducted

Sales by Business Area	1-12/2012	% of total	1-12/2011	% of total
Service	884.0	39	796.1	40
Equipment	1,411.4	61	1,201.4	60
./. Internal	-125.3		-101.1	
Total	**2,170.2**	**100**	**1,896.4**	**100**

Operating profit (EBIT) by Business Area excluding restructuring costs	1-12/2012 MEUR	EBIT %	1-12/2011 MEUR	EBIT %
Service	74.6	8.4	55.7	7.0
Equipment	83.8	5.9	81.7	6.8
Group costs and eliminations	-20.5		-20.3	
Total	**137.9**	**6.4**	**117.2**	**6.2**

Operating profit (EBIT) by Business Area including restructuring costs	1-12/2012 MEUR	EBIT %	1-12/2011 MEUR	EBIT %
Service	74.6	8.4	49.4	6.2
Equipment	78.0	5.5	77.7	6.5
Group costs and eliminations	-20.5		-20.3	
Total	**132.1**	**6.1**	**106.9**	**5.6**

SEGMENT INFORMATION

Capital Employed and ROCE%	1-12/2012 MEUR	ROCE %	1-12/2011 MEUR	ROCE %
Service	166.6	41.8	190.9	27.9
Equipment	406.2	18.8	426.1	23.2
Unallocated Capital Employed	214.5		111.5	
Total	**787.4**	**18.6**	**728.4**	**17.1**

Personnel by Business Area (at the end of the period)	31.12.2012	% of total	31.12.2011	% of total
Service	6,119	50	5,980	51
Equipment	5,973	49	5,621	48
Group staff	55	0	50	0
Total	**12,147**	**100**	**11,651**	**100**

2. GEOGRAPHICAL SEGMENTS

Sales by market	1-12/2012	% of total	1-12/2011	% of total
Europe-Middle East-Africa (EMEA)	1,042.4	48	950.9	50
Americas (AME)	721.0	33	549.1	29
Asia-Pacific (APAC)	406.9	19	396.4	21
Total	**2,170.2**	**100**	**1,896.4**	**100**

Personnel by region (at the end of the period)	31.12.2012	% of total	31.12.2011	% of total
Europe-Middle East-Africa (EMEA)	6,269	52	6,144	53
Americas (AME)	2,724	22	2,513	22
Asia-Pacific (APAC)	3,154	26	2,994	26
Total	**12,147**	**100**	**11,651**	**100**

NOTES

KEY FIGURES	31.12.2012	31.12.2011	Change %
Earnings per share, basic (EUR)	1.47	1.11	32.3
Earnings per share, diluted (EUR)	1.46	1.10	32.4
Return on capital employed %	18.6	17.1	8.8
Return on equity %	18.9	14.6	29.5
Equity per share (EUR)	7.92	7.52	5.3
Current ratio	1.4	1.3	7.7
Gearing %	39.5	50.5	-21.8
Solidity %	34.2	34.2	0.0
Investments total (excl. acquisitions), EUR million	41.7	32.4	28.5
Interest-bearing net debt, EUR million	181.8	219.8	-17.2
Net working capital, EUR million	297.9	320.0	-6.9
Average number of personnel during the period	11,917	10,998	8.4
Average number of shares outstanding, basic	57,227,652	58,981,861	-3.0
Average number of shares outstanding, diluted	57,516,909	59,361,905	-3.1
Number of shares outstanding	57,291,310	57,198,971	0.2

Interest-bearing net debt: Interest-bearing liabilities (non current and current) - cash and cash equivalents - loans receivable (non current and current)

Net working capital: Non interest-bearing current assets + deferred tax assets - Non interest-bearing current liabilities - deferred tax liabilities - provisions

NOTES

The period end exchange rates*:	31.12.2012	30.12.2011	Change %
USD - US dollar	1.319	1.294	-1.9
CAD - Canadian dollar	1.314	1.322	0.6
GBP - Pound sterling	0.816	0.835	2.4
CNY - Chinese yuan	8.221	8.159	-0.8
SGD - Singapore dollar	1.611	1.682	4.4
SEK - Swedish krona	8.582	8.912	3.8
NOK - Norwegian krone	7.348	7.754	5.5
AUD - Australian dollar	1.271	1.272	0.1

The period average exchange rates*:	31.12.2012	30.12.2011	Change %
USD - US dollar	1.285	1.393	8.4
CAD - Canadian dollar	1.284	1.376	7.2
GBP - Pound sterling	0.811	0.868	7.1
CNY - Chinese yuan	8.106	9.001	11.0
SGD - Singapore dollar	1.605	1.749	9.0
SEK - Swedish krona	8.702	9.029	3.8
NOK - Norwegian krone	7.475	7.794	4.3
AUD - Australian dollar	1.240	1.349	8.7

*Konecranes applies a weekly calendar in its financial reporting. The presented exchange rates are determined by rates on the last Friday of the period.

CONTINGENT LIABILITIES AND PLEDGED ASSETS

EUR million	31.12.2012	31.12.2011
For own commercial obligations		
Guarantees	349.5	371.2
Leasing liabilities		
Next year	33.0	31.2
Later on	68.8	70.6
Other	1.4	0.0
Total	**452.6**	**473.0**

Leasing contracts comply with normal practices in the countries concerned.

Contingent liabilities relating to litigation

Various legal actions, claims and other proceedings are pending against the Group in various countries. These actions, claims and other proceedings are typical for this industry and consistent with a global business offering that encompasses a wide range of products and services. These matters involve contractual disputes, warranty claims, product liability (including design defects, manufacturing defects, failure to warn and asbestos legacy), employment, vehicles and other matters involving claims of general liability.

While the final outcome of these matters cannot be predicted with certainty Konecranes is of the opinion, based on the information available to date and considering the grounds presented for such claims, the available insurance coverage and the reserves made, that the outcome of such actions, claims and other proceedings, if unfavorable, would not have a material, adverse impact on the financial condition of the Group.

NOTES

NOMINAL AND FAIR VALUES OF DERIVATIVE FINANCIAL INSTRUMENTS

EUR million	31.12.2012 Nominal value	31.12.2012 Fair value	31.12.2011 Nominal value	31.12.2011 Fair value
Foreign exchange forward contracts	504.8	3.4	479.0	-7.6
Currency options	19.7	0.0	15.0	-0.1
Interest rate swaps	100.0	-3.0	70.0	-1.1
Electricity derivatives	1.9	-0.2	1.8	-0.2
Total	**626.5**	**0.3**	**565.9**	**-9.0**

Derivatives are used for hedging currency and interest rate risks, as well as the risk of electricity price fluctuations. The Company applies hedge accounting on the derivatives used to hedge cash flows in large projects in Business Area Equipment and to interest rates of certain long-term loans.

NOTES

ACQUISITIONS

Konecranes completed two small acquisitions in crane service business during April-June 2012 when it acquired assets and operations of Deussen Andernach GmbH in Andernach, Germany and Ameritronic Industries, Inc in Indiana, USA.

During July - September Konecranes acquired the assets and operations of two small crane service companies: Re-Cranes, located in Prague, Czech Republic and Nea Lyfton, located in Örebro, Sweden.

The fair values of the identifiable assets and liabilities of the acquired business at the date of acquisition are summarized below.

EUR million	31.12.2012 Recognized on	31.12.2012 Fair value	31.12.2012 Acquired carrying
Intangible assets			
Clientele	1.6	1.6	0.0
Technology	0.0	0.0	0.0
Other intangible assets	0.0	0.0	0.0
Property, plant and equipment	0.3	0.0	0.3
Inventories	0.1	0.0	0.1
Account receivables and other assets	0.0	0.0	0.0
Cash and cash equivalents	0.0	0.0	0.0
Total assets	**2.0**	**1.6**	**0.4**
Deferred tax liabilities	0.3	0.3	0.0
Long- and short-term interest bearing debts	0.0	0.0	0.0
Account payables and other current liabilities	0.1	0.0	0.1
Total liabilities	**0.4**	**0.3**	**0.1**
Net assets	**1.6**	**1.3**	**0.3**
Purchase consideration transferred	**1.6**		
Goodwill	**0.0**		
Cash outflow on acquisition			
Purchase consideration, paid in cash	1.5		
Transactions costs*	0.2		
Cash and cash equivalents in acquired companies	0.0		
Net cash flow arising on acquisition	**1.7**		
Purchase consideration:			
Purchase consideration, paid in cash	1.5		
Purchase consideration, liabilities assumed	0.1		
Contingent consideration liability	0.0		
Total purchase consideration	**1.6**		

*Transaction costs of EUR 0.2 million have been expensed and are included in other operating expenses.

QUARTERLY FIGURES

CONSOLIDATED STATEMENT OF INCOME, QUARTERLY

EUR million	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Sales	**605.1**	**529.8**	**561.2**	**474.0**	**598.2**	**450.9**	**459.5**	**387.8**
Other operating income	0.6	0.3	0.6	0.7	1.9	0.8	0.8	0.5
Depreciation and impairments	-10.7	-10.2	-10.0	-9.7	-9.8	-9.5	-9.2	-8.6
Restructuring costs	-5.8	0.0	0.0	0.0	-10.3	0.0	0.0	0.0
Other operating expenses	-552.9	-483.0	-517.1	-441.0	-542.8	-416.2	-426.0	-361.2
Operating profit	**36.4**	**37.0**	**34.7**	**24.0**	**37.2**	**26.0**	**25.1**	**18.5**
Share of associates' and joint ventures' result	1.5	0.1	1.7	0.6	1.2	0.2	1.9	0.6
Financial income and expenses	-4.2	0.0	-3.7	-4.1	-2.7	0.1	-4.9	-7.3
Profit before taxes	**33.7**	**37.1**	**32.7**	**20.5**	**35.7**	**26.3**	**22.0**	**11.8**
Taxes	-11.4	-12.0	-9.8	-6.1	-12.7	-7.9	-6.7	-3.5
Net profit for the period	**22.3**	**25.0**	**23.0**	**14.4**	**23.0**	**18.3**	**15.3**	**8.3**

CONSOLIDATED BALANCE SHEET, QUARTERLY

EUR million ASSETS	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Goodwill	112.8	116.2	116.0	115.8	115.3	112.7	115.1	111.9
Intangible assets	76.2	73.5	77.4	76.9	81.6	86.3	89.8	88.3
Property, plant and equipment	133.6	132.1	131.6	127.6	125.4	118.2	113.5	103.0
Other	150.5	151.3	135.8	131.2	125.3	108.5	102.0	94.2
Total non-current assets	**473.1**	**473.0**	**460.8**	**451.4**	**447.7**	**425.6**	**420.3**	**397.5**
Inventories	362.9	413.0	391.4	388.3	347.5	357.9	316.6	291.0
Receivables and other current assets	582.6	634.4	585.0	545.1	579.6	510.5	486.6	449.6
Cash and cash equivalents	145.1	111.8	167.7	107.8	72.7	113.5	93.8	98.2
Total current assets	**1,090.6**	**1,159.2**	**1,144.2**	**1,041.2**	**999.8**	**982.0**	**897.0**	**838.9**
Total assets	**1,563.8**	**1,632.2**	**1,605.0**	**1,492.6**	**1,447.5**	**1,407.5**	**1,317.3**	**1,236.4**

EQUITY AND LIABILITIES

Total equity	**460.1**	**448.3**	**425.3**	**391.9**	**435.4**	**405.2**	**434.4**	**413.2**
Non-current liabilities	303.0	294.2	290.5	215.2	219.0	177.1	121.2	121.0
Provisions	44.5	48.3	48.7	50.8	54.1	45.4	46.5	46.8
Advance payments received	217.2	286.5	197.6	199.4	174.1	151.3	134.6	153.3
Other current liabilities	539.0	554.9	642.9	635.2	564.9	628.6	580.5	502.1
Total liabilities	**1,103.7**	**1,183.9**	**1,179.7**	**1,100.7**	**1,012.1**	**1,002.3**	**882.9**	**823.2**
Total equity and liabilities	**1,563.8**	**1,632.2**	**1,605.0**	**1,492.6**	**1,447.5**	**1,407.5**	**1,317.3**	**1,236.4**

QUARTERLY FIGURES

CONSOLIDATED CASH FLOW STATEMENT - QUARTERLY

EUR million	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Operating income before change in net working capital	51.4	47.8	45.4	34.5	52.1	35.8	35.4	27.4
Change in net working capital	39.5	15.5	-16.5	-8.4	-31.4	-28.9	-44.3	-14.7
Financing items and taxes	-5.9	-18.3	-11.6	-14.0	-10.4	-8.5	-18.6	-14.8
Net cash from operating activities	**84.9**	**45.0**	**17.2**	**12.0**	**10.4**	**-1.6**	**-27.5**	**-2.1**
Cash flow from investing activities	**-15.7**	**-19.6**	**-15.6**	**-12.8**	**-22.9**	**-41.6**	**-24.3**	**-36.9**
Cash flow before financing activities	**69.2**	**25.4**	**1.6**	**-0.8**	**-12.5**	**-43.1**	**-51.7**	**-39.0**
Proceeds from options exercised and share issues	0.4	0.3	0.4	0.0	0.0	0.0	3.9	20.6
Purchase of treasury shares	0.0	0.0	0.0	0.0	-7.9	-43.3	0.0	0.0
Change of interest-bearing debt	-35.1	-81.1	112.8	36.6	-23.9	104.9	103.5	22.0
Dividends paid to equity holders of the parent	0.0	0.0	-57.2	0.0	0.0	0.0	-60.0	0.0
Net cash used in financing activities	**-34.7**	**-80.8**	**56.0**	**36.6**	**-31.8**	**61.5**	**47.4**	**42.5**
Translation differences in cash	-1.2	-0.5	2.3	-0.6	3.5	1.3	-0.1	-3.7
Change of cash and cash equivalents	**33.3**	**-55.9**	**59.9**	**35.2**	**-40.9**	**19.7**	**-4.4**	**-0.2**
Cash and cash equivalents at beginning of period	111.8	167.7	107.8	72.7	113.5	93.8	98.2	98.5
Cash and cash equivalents at end of period	145.1	111.8	167.7	107.8	72.7	113.5	93.8	98.2
Change of cash and cash equivalents	**33.3**	**-55.9**	**59.9**	**35.2**	**-40.9**	**19.7**	**-4.4**	**-0.2**
Free Cash Flow	**71.2**	**26.1**	**4.3**	**0.7**	**-9.0**	**-14.1**	**-41.3**	**-8.8**

QUARTERLY FIGURES

QUARTERLY SEGMENT INFORMATION

EUR million

Orders received by Business Area	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service [1]	181.3	182.4	183.7	187.6	183.3	157.8	186.3	167.2
Equipment	269.7	303.2	395.3	372.1	316.1	315.9	295.8	363.8
./. Internal	-27.2	-27.6	-25.2	-25.2	-25.5	-15.3	-29.3	-20.1
Total	**423.8**	**458.0**	**553.7**	**534.6**	**473.9**	**458.5**	**452.8**	**510.9**

1) Excl. Service Contract Base

Order book by Business Area	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	147.2	154.9	155.6	146.7	135.1	136.5	144.3	125.8
Equipment	795.6	930.2	967.2	928.9	856.7	903.6	836.7	830.8
Total	**942.7**	**1,085.1**	**1,122.8**	**1,075.6**	**991.8**	**1,040.1**	**981.0**	**956.6**

Sales by Business Area	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	239.0	218.9	220.4	205.8	234.9	196.2	194.2	170.9
Equipment	401.6	341.6	374.8	293.4	394.4	277.6	288.9	240.5
./. Internal	-35.5	-30.7	-33.9	-25.2	-31.1	-22.9	-23.6	-23.6
Total	**605.1**	**529.8**	**561.2**	**474.0**	**598.2**	**450.9**	**459.5**	**387.8**

Operating profit (EBIT) by Business Area excluding restructuring costs	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	23.8	20.8	17.4	12.6	20.9	13.0	12.7	9.1
Equipment	23.5	21.9	22.6	15.7	31.5	18.3	18.0	14.0
Group costs and eliminations	-5.2	-5.7	-5.3	-4.4	-4.9	-5.3	-5.5	-4.6
Total	**42.2**	**37.0**	**34.7**	**24.0**	**47.5**	**26.0**	**25.1**	**18.5**

Operating margin, (EBIT %) by Business Area excluding restructuring costs	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	10.0 %	9.5 %	7.9 %	6.1 %	8.9 %	6.6 %	6.5 %	5.3 %
Equipment	5.9 %	6.4 %	6.0 %	5.4 %	8.0 %	6.6 %	6.2 %	5.8 %
Group EBIT % total	**7.0 %**	**7.0 %**	**6.2 %**	**5.1 %**	**7.9 %**	**5.8 %**	**5.5 %**	**4.8 %**

QUARTERLY FIGURES

Personnel by Business Area (at the end of the period)	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	6,119	6,114	6,060	5,981	5,980	5,901	5,772	5,546
Equipment	5,973	5,936	5,805	5,714	5,621	5,476	5,349	5,104
Group staff	55	57	59	61	50	50	49	48
Total	**12,147**	**12,107**	**11,924**	**11,756**	**11,651**	**11,427**	**11,170**	**10,698**

Sales by market	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Europe-Middle East-Africa (EMEA)	289.4	254.3	268.6	230.1	294.0	238.5	219.3	199.0
Americas (AME)	204.5	179.1	188.6	148.7	174.8	128.4	127.2	118.5
Asia-Pacific (APAC)	111.2	96.4	104.0	95.2	129.4	83.9	112.9	70.2
Total	**605.1**	**529.8**	**561.2**	**474.0**	**598.2**	**450.9**	**459.5**	**387.8**

Personnel by region (at the end of the period)	Q4/2012	Q3/2012	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Europe-Middle East-Africa (EMEA)	6,269	6,263	6,190	6,164	6,144	6,071	5,901	5,648
Americas (AME)	2,724	2,653	2,630	2,546	2,513	2,476	2,470	2,366
Asia-Pacific (APAC)	3,154	3,191	3,104	3,046	2,994	2,880	2,799	2,684
Total	**12,147**	**12,107**	**11,924**	**11,756**	**11,651**	**11,427**	**11,170**	**10,698**

KONECRANES GROUP 2008 - 2012

Business development		**2012**	**2011**	**2010**	**2009**	**2008**
Orders received	MEUR	1,970.1	1,896.1	1,536.0	1,348.9	2,067.1
Order book	MEUR	942.7	991.8	756.2	607.0	836.3
Net sales	MEUR	2,170.2	1,896.4	1,546.3	1,671.3	2,102.5
of which outside Finland	MEUR	2,080.1	1,796.6	1,457.4	1,575.1	1,979.6
Export from Finland	MEUR	638.9	570.7	427.2	488.4	700.1
Personnel on average		11,917	10,998	9,739	9,811	9,222
Personnel on 31 December		12,147	11,651	10,042	9,782	9,904
Capital expenditure	MEUR	41.7	32.4	22.3	25.7	22.3
as a percentage of net sales	%	1.9%	1.7%	1.4%	1.5%	1.1%
Research and development costs	MEUR	25.8	29.6	21.5	22.0	19.0
as % of Group net sales	%	1.2%	1.6%	1.4%	1.3%	0.9%
Profitability						
Net sales	MEUR	2,170.2	1,896.4	1,546.3	1,671.3	2,102.5
Operating profit (including restructuring costs)	MEUR	132.1	106.9	112.4	97.9	248.7
as percentage of net sales	%	6.1%	5.6%	7.3%	5.9%	11.8%
Income before taxes	MEUR	124.0	95.8	111.3	88.6	236.2
as percentage of net sales	%	5.7%	5.1%	7.2%	5.3%	11.2%
Net income (incl. minority)	MEUR	84.7	64.9	78.2	62.5	166.6
as percentage of net sales	%	3.9%	3.4%	5.1%	3.7%	7.9%
Key figures and balance sheet						
Equity (incl. minority)	MEUR	460.1	435.4	456.2	407.1	400.7
Balance Sheet	MEUR	1,563.8	1,447.5	1,175.5	1,060.4	1,205.4
Return on equity	%	18.9	14.6	18.1	15.5	48.9
Return on capital employed	%	18.6	17.1	24.2	19.3	56.3
Current ratio		1.4	1.3	1.4	1.4	1.5
Solidity	%	34.2	34.2	44.7	45.1	39.9
Gearing	%	39.5	50.5	-3.8	-19.1	2.8

KONECRANES GROUP 2008 - 2012

Shares in figures		2012	2011	2010	2009	2008
Earnings per share, basic	EUR	1.47	1.11	1.35	1.08	2.83
Earnings per share, diluted	EUR	1.46	1.10	1.34	1.08	2.82
Equity per share	EUR	7.92	7.52	7.64	6.84	6.75
Cash flow per share	EUR	2.78	-0.35	0.97	3.79	1.82
Dividend per share	EUR	1.05*	1.00	1.00	0.90	0.90
Dividend / earnings	%	71.5	90.1	74.1	83.3	31.8
Effective dividend yield	%	4.1	6.9	3.2	4.7	7.5
Price / earnings		17.4	13.1	22.9	17.7	4.3
Trading low / high	EUR	14.34/26.67	13.18/34.17	19.08/32.04	10.61/22.04	9.90/32.50
Average share price	EUR	21.39	22.83	23.84	16.66	21.05
Share price on 31 December	EUR	25.55	14.54	30.89	19.08	12.08
Year-end market capitalization	MEUR	1,463.8	831.7	1,821.3	1,122.1	713.6
Number traded	(1,000)	206,014	220,567	145,005	151,422	171,519
Stock turnover	%	359.6	385.6	245.9	257.5	290.4
Average number of shares outstanding, basic	(1,000)	57,228	58,982	58,922	58,922	58,726
Average number of shares outstanding, diluted	(1,000)	57,517	59,362	59,274	59,086	58,987
Number of shares outstanding	(1,000)	57,291	57,199	58,960	58,813	59,070

CALCULATION OF KEY FIGURES

Return on equity (%):	$\frac{\text{Net profit for the period}}{\text{Total equity (average during the period)}} \times 100$
Return on capital employed (%):	$\frac{\text{Income before taxes + interest paid + other financing cost}}{\text{Total amount of equity and liabilities - non-interest bearing debts (average during the period)}} \times 100$
Current ratio:	$\frac{\text{Current assets}}{\text{Current liabilities}}$
Solidity (%):	$\frac{\text{Shareholders' equity}}{\text{Total amount of equity and liabilities - advance payment received}} \times 100$
Gearing (%):	$\frac{\text{Interest-bearing liabilities - liquid assets - loans receivable}}{\text{Total equity}} \times 100$
Earnings per share:	$\frac{\text{Net profit for the shareholders of the parent company}}{\text{Average number of shares outstanding}}$
Earnings per share, diluted:	$\frac{\text{Net profit for the shareholders of the parent company}}{\text{Average fully diluted number of shares outstanding}}$
Equity per share:	$\frac{\text{Equity attributable to the shareholders of the parent company}}{\text{Number of shares outstanding}}$
Cash flow per share:	$\frac{\text{Net cash flow from operating activities}}{\text{Average number of shares outstanding}}$
Effective dividend yield(%):	$\frac{\text{Dividend per share}}{\text{Share price at the end of financial year}} \times 100$
Price per earnings:	$\frac{\text{Share price at the end of financial year}}{\text{Earnings per share}}$
Year-end market capitalization:	Number of shares outstanding multiplied by the share price at the end of year
Average number of personnel:	Calculated as average of number of personnel in quarters
Number of shares outstanding:	Total number of shares - treasury shares

ANALYST AND PRESS BRIEFING

An analyst and press conference will be held at KÄMP Kansallissali (address: Aleksanterinkatu 44 A, 2. floor) at 11.00 a.m. Finnish time. The 2012 Financial Statements will be presented by Konecranes' President and CEO Pekka Lundmark and CFO Teo Ottola.

A live webcast of the conference will begin at 11.00 a.m. at www.konecranes.com. Please see the stock exchange release on January 10, 2013 for the conference call details.

NEXT REPORT

Konecranes' January-March 2013 interim report will be published on April 24, 2013.

KONECRANES PLC

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Konecranes is a world-leading group of Lifting Businesses™, serving a broad range of customers, including manufacturing and process industries, shipyards, ports and terminals. Konecranes provides productivity-enhancing lifting solutions as well as services for lifting equipment and machine tools of all makes. In 2012, Group sales totaled EUR 2,170 million. The Group has 12,100 employees at 609 locations in 47 countries. Konecranes is listed on the NASDAQ OMX Helsinki (symbol: KCR1V).

www.konecranes.com