

KONECRANES

FINANCE

CMD, SEPTEMBER 11, 2012

Teo Ottola, CFO

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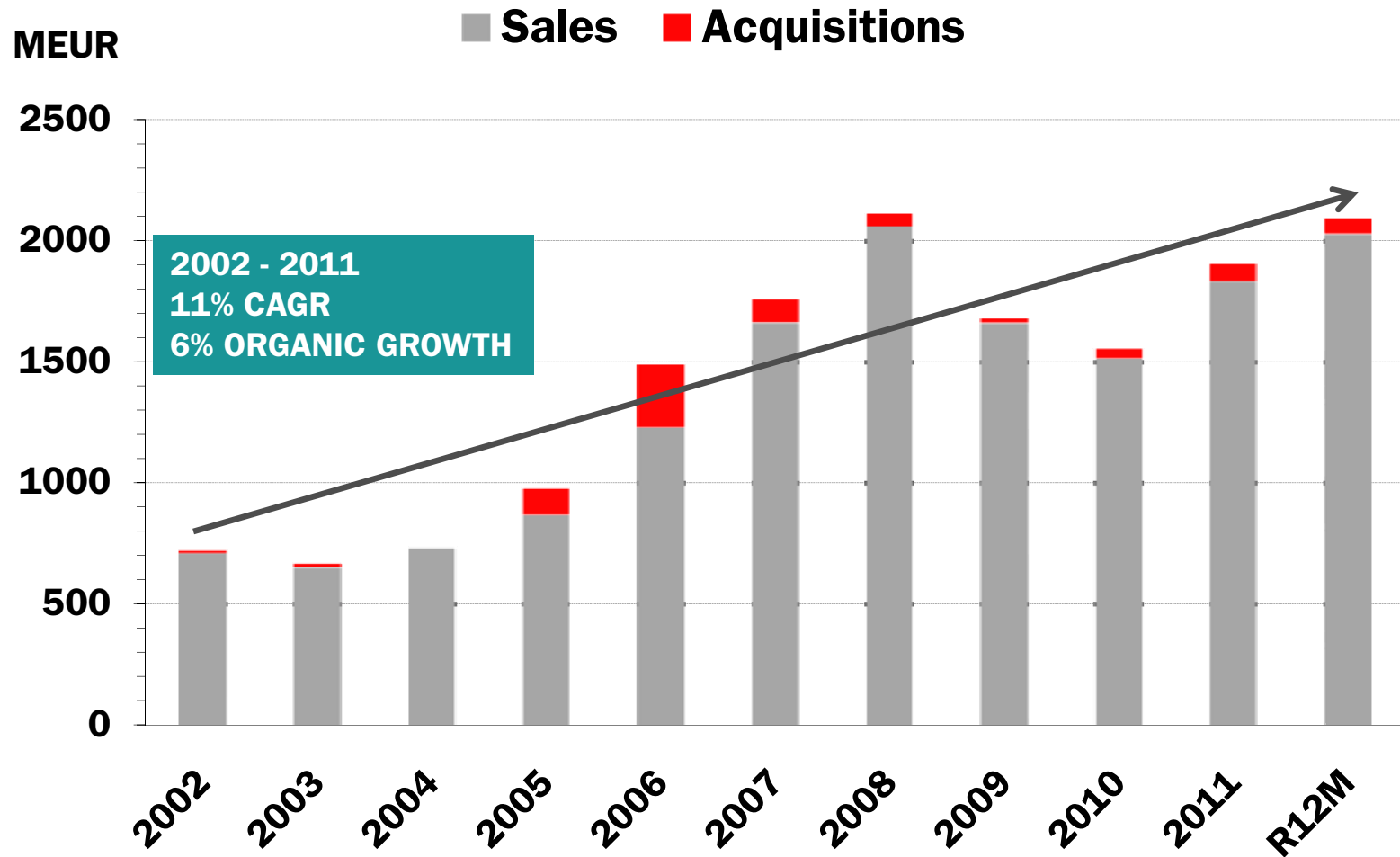
- Growth and profitability
- Capital structure



GROWTH AND PROFITABILITY

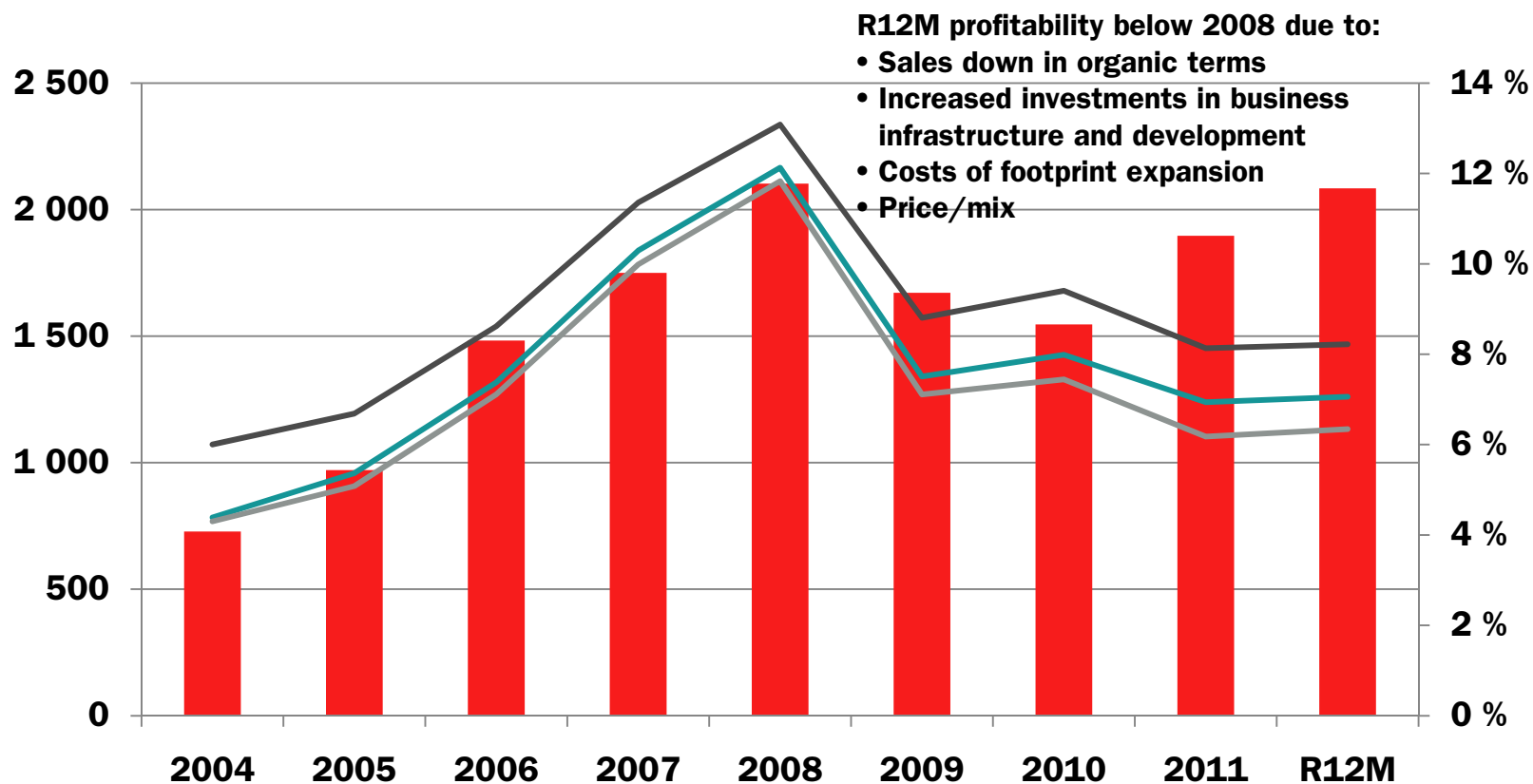


WE HAVE DELIVERED STRONG GROWTH OVER THE CYCLE



PROFITABILITY DEVELOPMENT

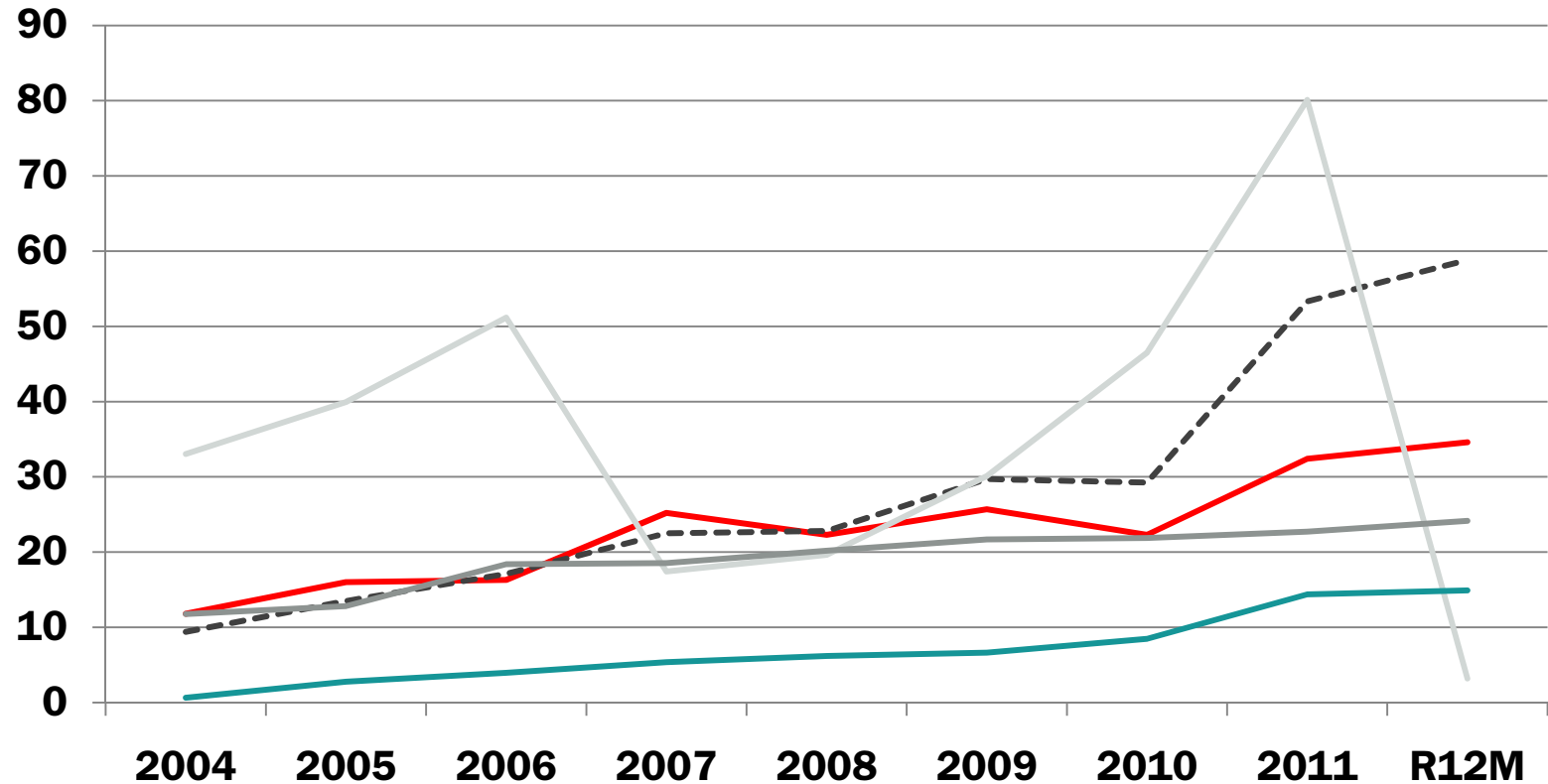
■ Net sales — Clean EBITDA margin — Clean EBITA (bf. PPA) margin — Clean EBIT margin



*Clean figures refer to the result before restructuring costs and capital gains

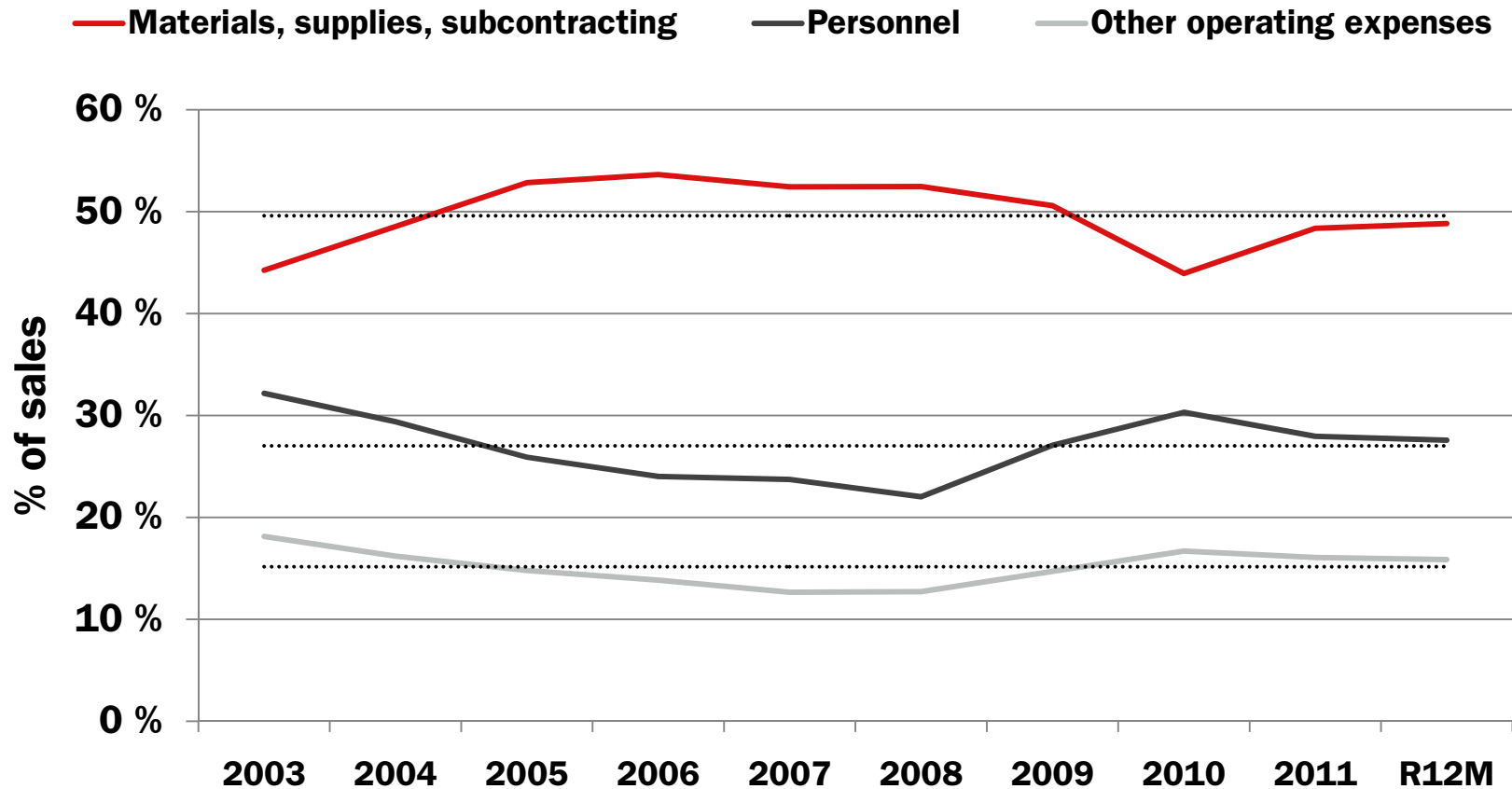
CAPEX, ACQUISITIONS, DEPRECIATION AND AMORTIZATION

EURm

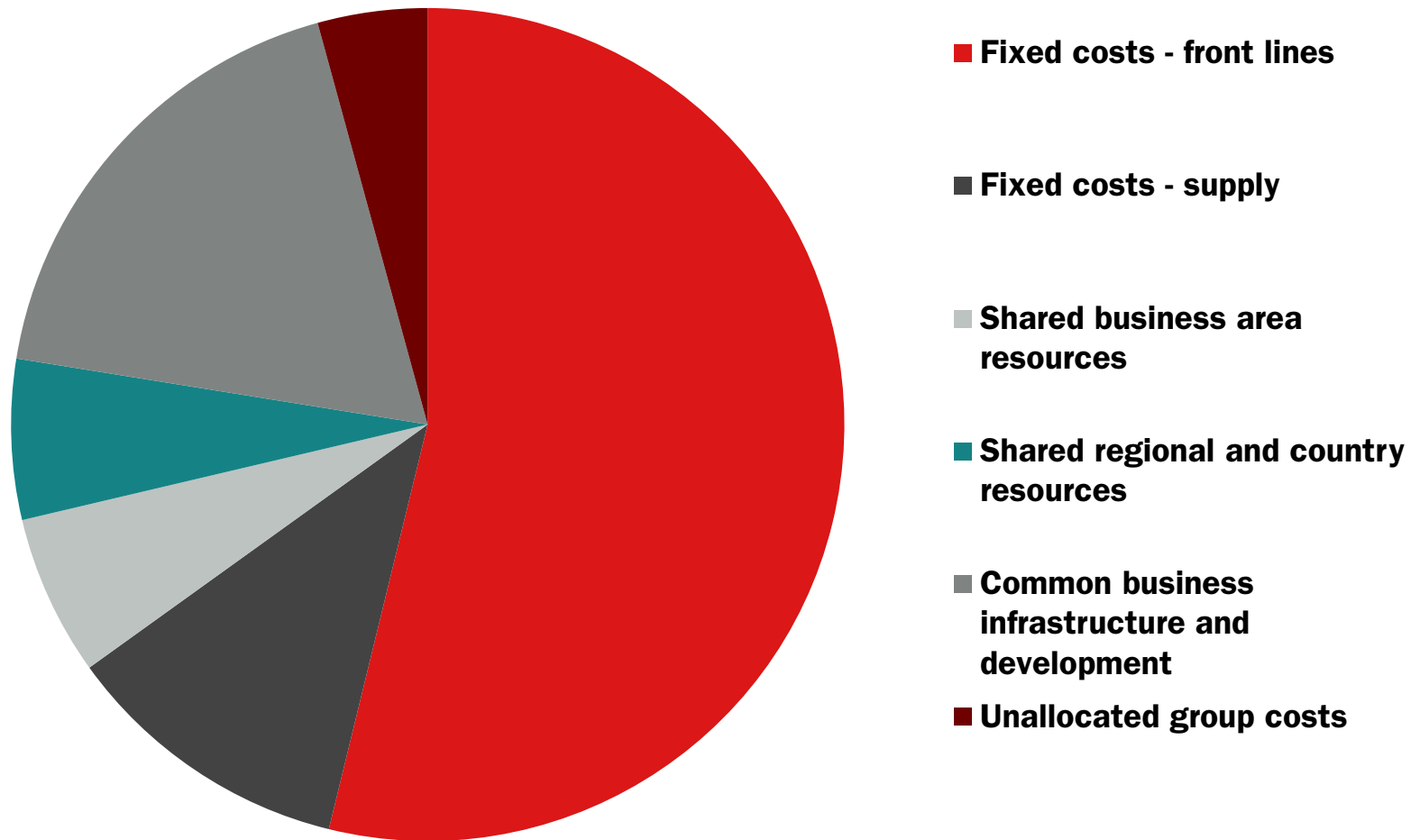


— Capex --- Capex (cash flow based) — M&A — PPA — D&A excl. PPA

CURRENT COST ISSUES ON THE FIXED COST SIDE VS. 2008



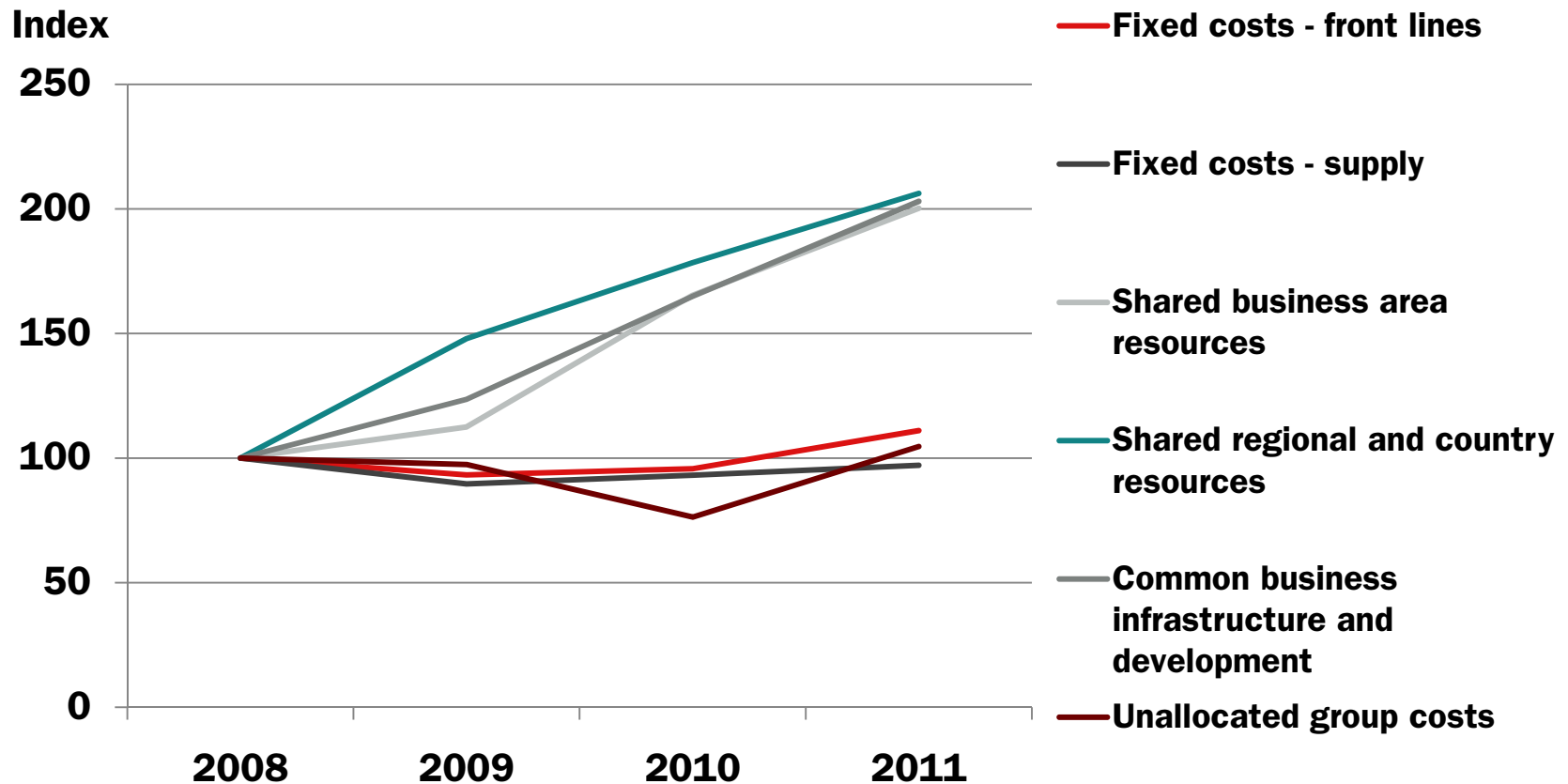
BULK OF THE FIXED COSTS ARE IN FRONT LINES AND SUPPORT, NOT IN SUPPLY



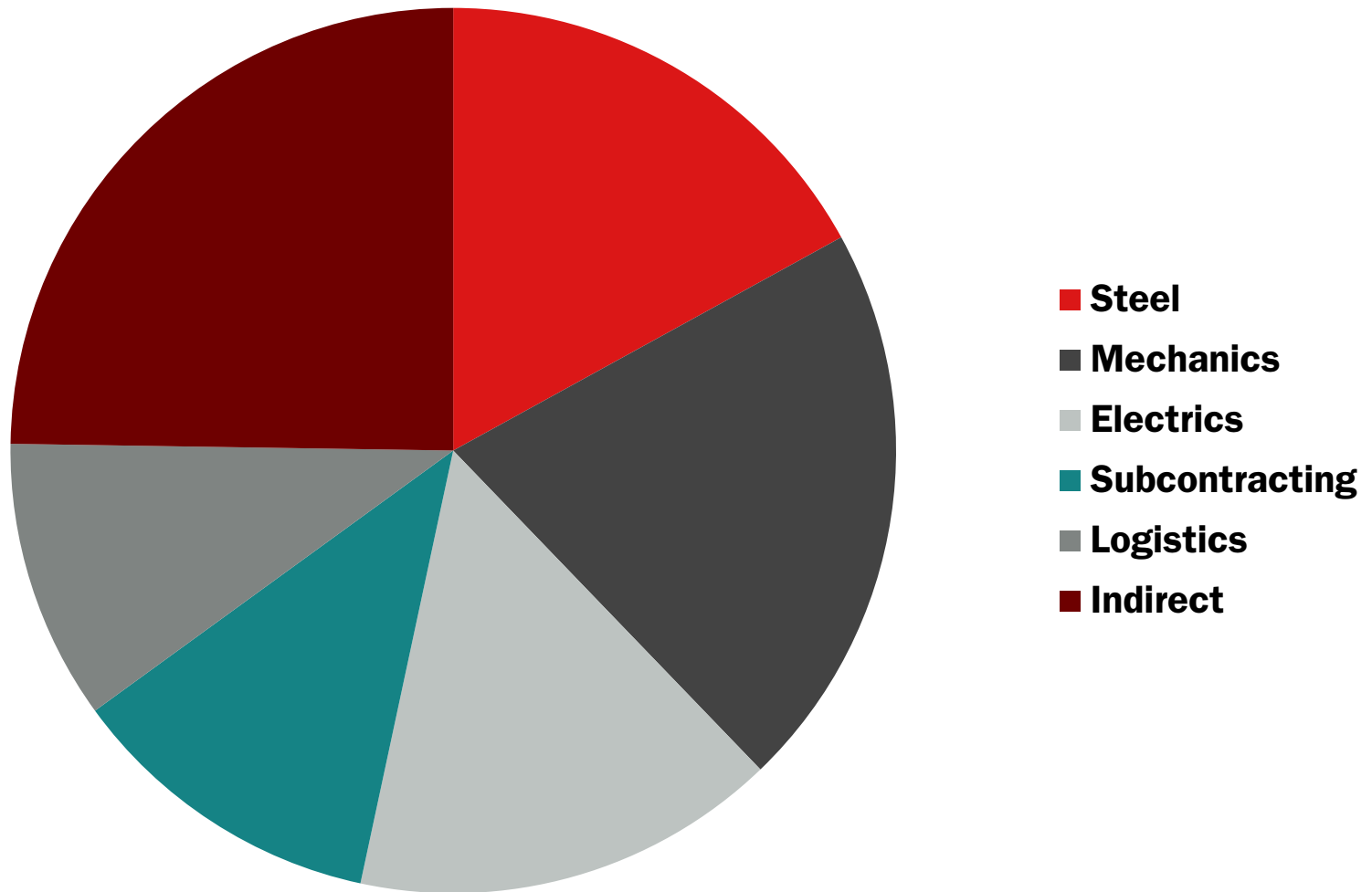
*2011 figures excl. depreciation

FIXED COST ITEMS ABOVE 2008 LEVEL ARE SHARED RESOURCES AND DEVELOPMENT

Indexed fixed cost development 2008-2011



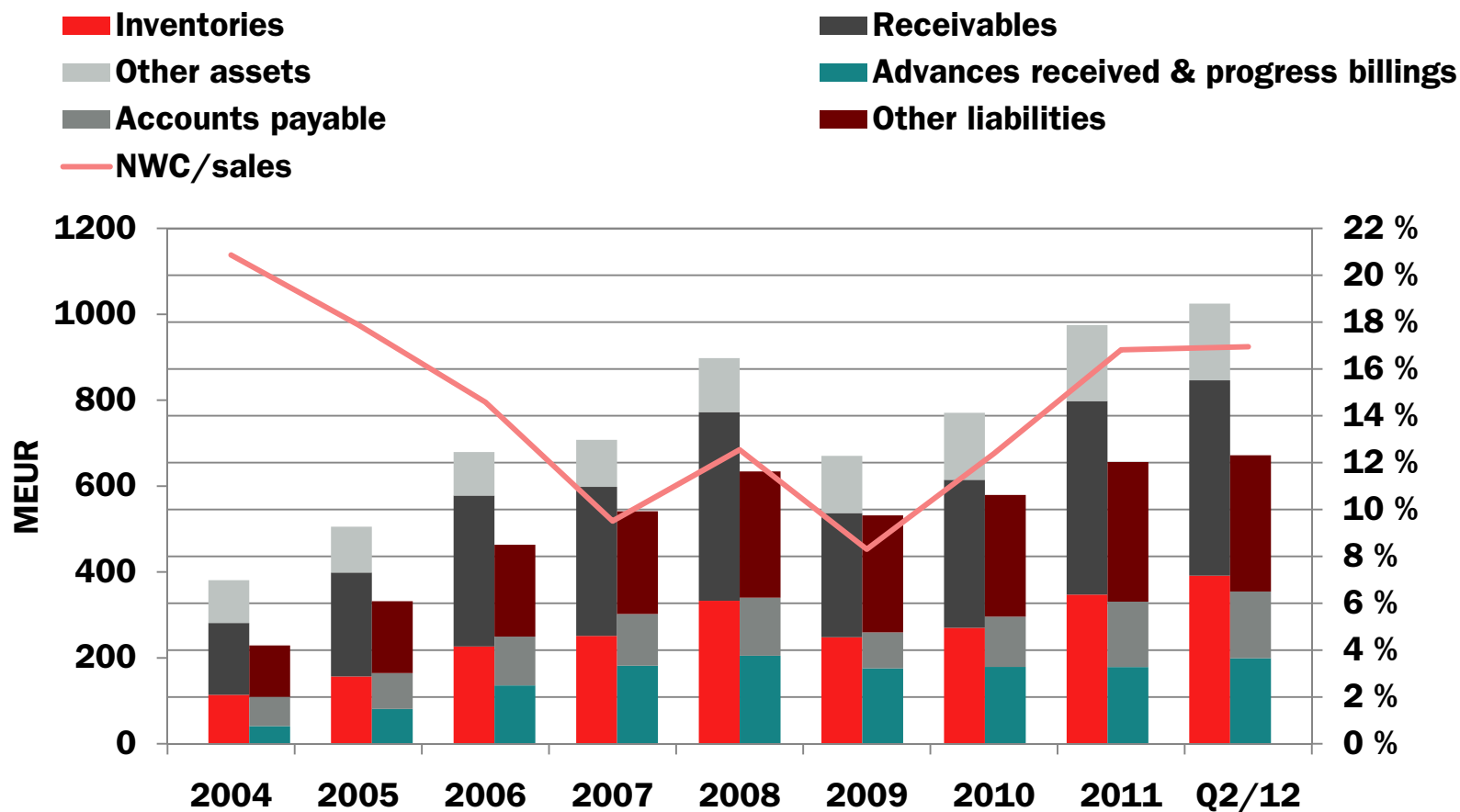
RELATIVE SIZE OF SOURCING CLUSTERS



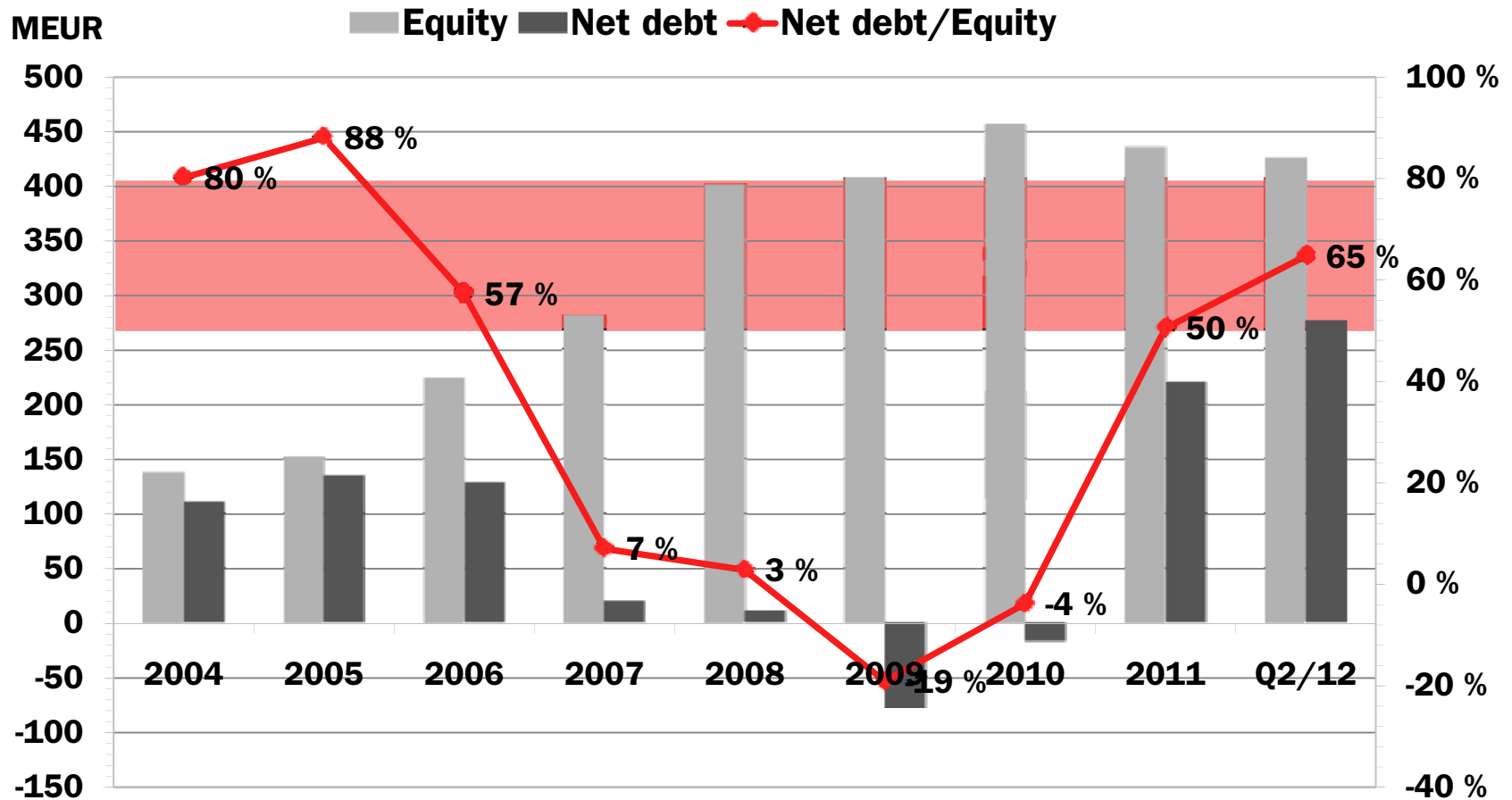
CAPITAL STRUCTURE

A low-angle photograph of a modern building's facade. The word "KONECRANES" is mounted on the wall in large, red, three-dimensional block letters. The building has a white facade and a dark blue roofline. The sky is a clear, light blue.

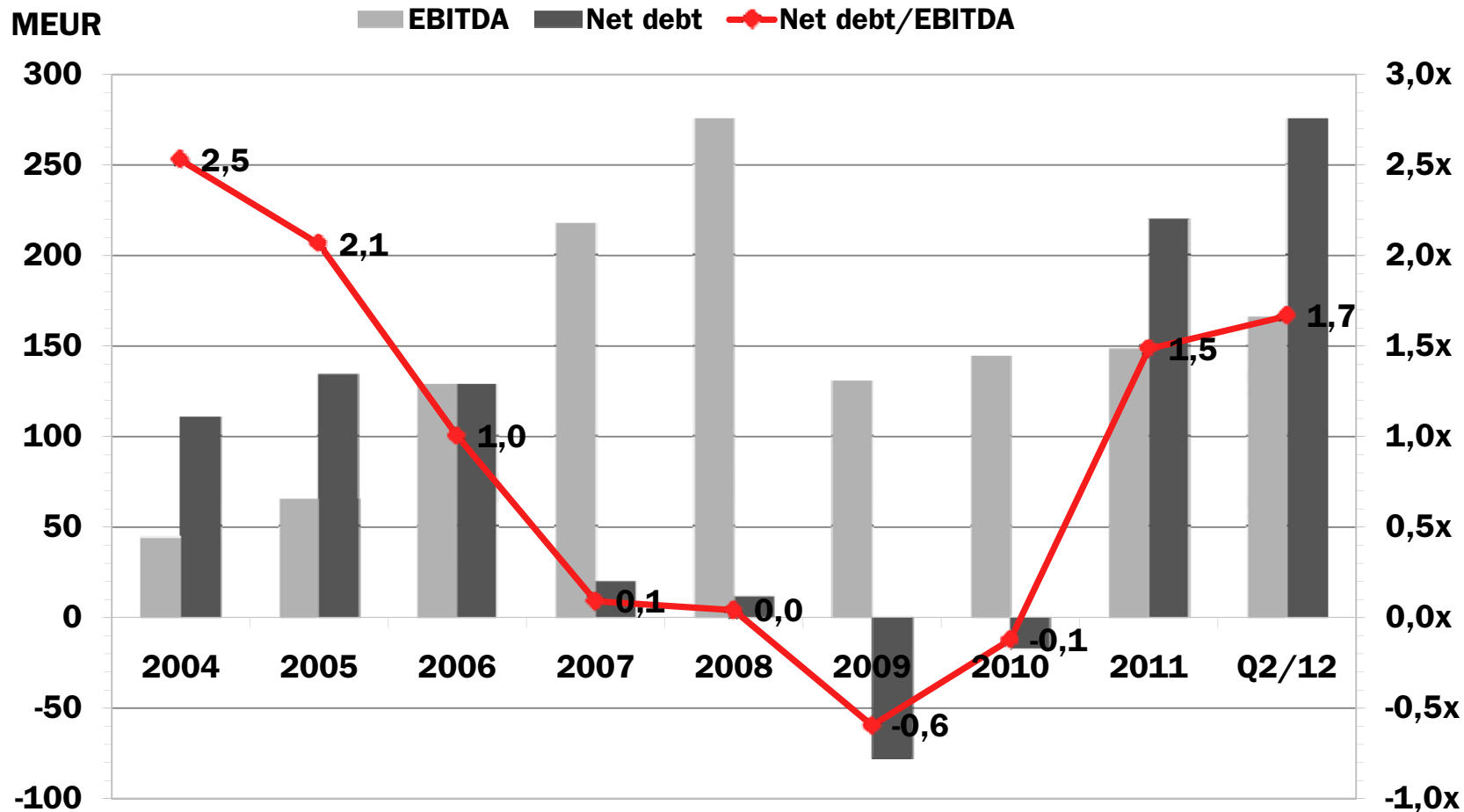
NWC BREAKDOWN



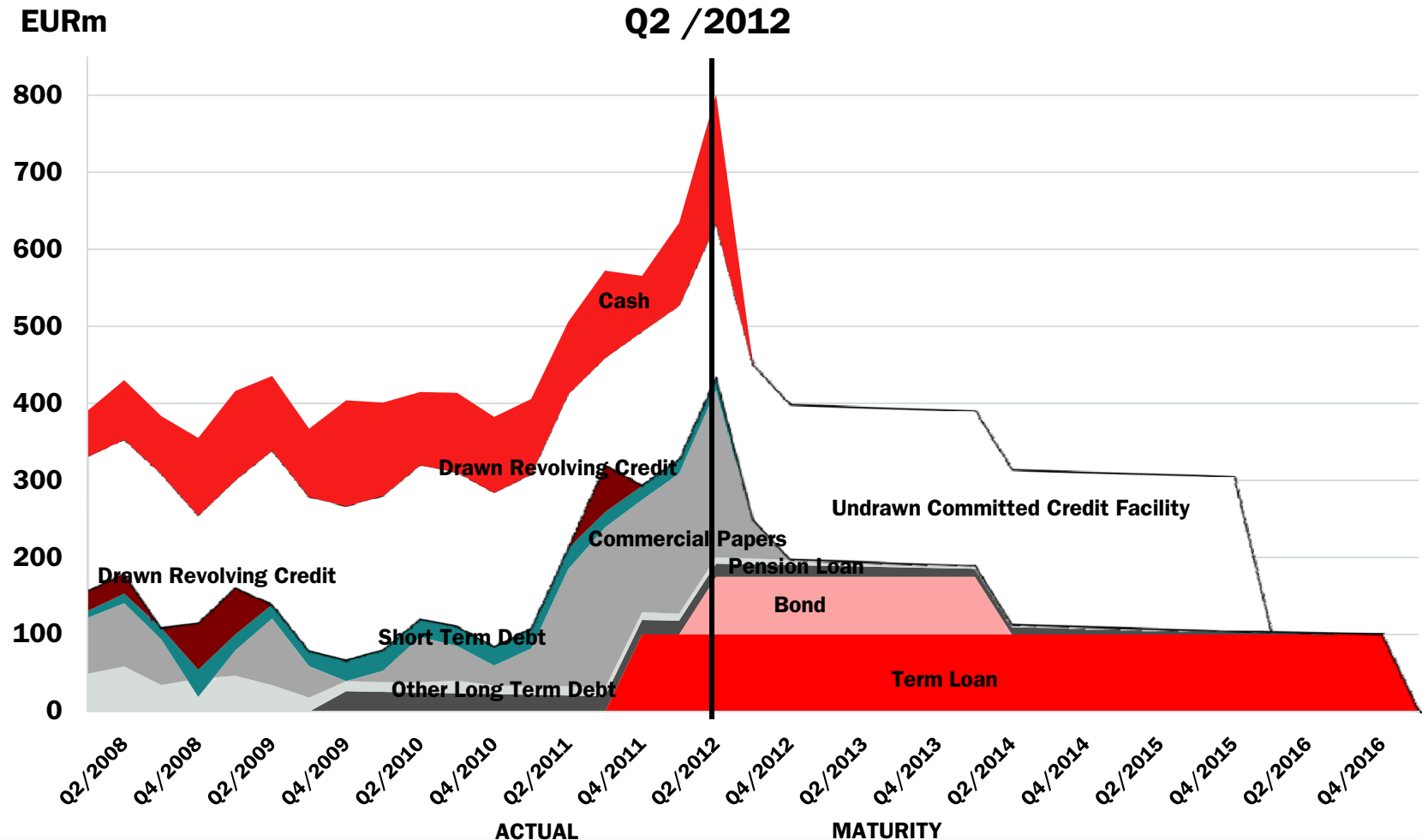
OPTIMAL LONG-TERM GEARING AT 50-80%



HISTORICAL NET DEBT/EBITDA



DEBT AND MATURITY STRUCTURE



FUNDING FACILITIES

- Committed 5 year Revolving Credit Facility of EUR 200 million until Dec 2015, currently undrawn
- Bilateral bullet Term Loan of EUR 100 million until Oct 2016
- Senior unsecured domestic bond of EUR 75 million until June 2014
- Commercial Paper program of EUR 480 million, EUR 217 million in use at end-Q2/12
- Various uncommitted credit lines
- Pension loan of EUR 17 million until Sep 2016
- Cash and cash equivalents of EUR 168 million at end-Q2/12



SUMMARY

- Growth track record
- Focus on improving fixed cost absorption
- Some structural reasons behind the NWC increase, but actions on-going to improve the current situation
- Balanced funding facilities



**NOT JUST LIFTING
THINGS, BUT
ENTIRE BUSINESSES**