

The background of the slide is a photograph of a large industrial crane in a factory setting. The crane is yellow and has "50 TON" and "KONECRANES" written on its side. A yellow hook is visible hanging from the crane. The Konecranes logo is in the top right corner.

KONECRANES®
Lifting Businesses™

ANNUAL GENERAL MEETING 12th March 2009

Pekka Lundmark
President and CEO

Group Net Sales

2 103 (1 750) MEUR, +20%

KONECRANES®
Lifting Businesses™

MEUR

2500,0

2000,0

1500,0

1000,0

500,0

0,0

1995

1996

1997

1998

1999

2000

2001

2002

2003

2004

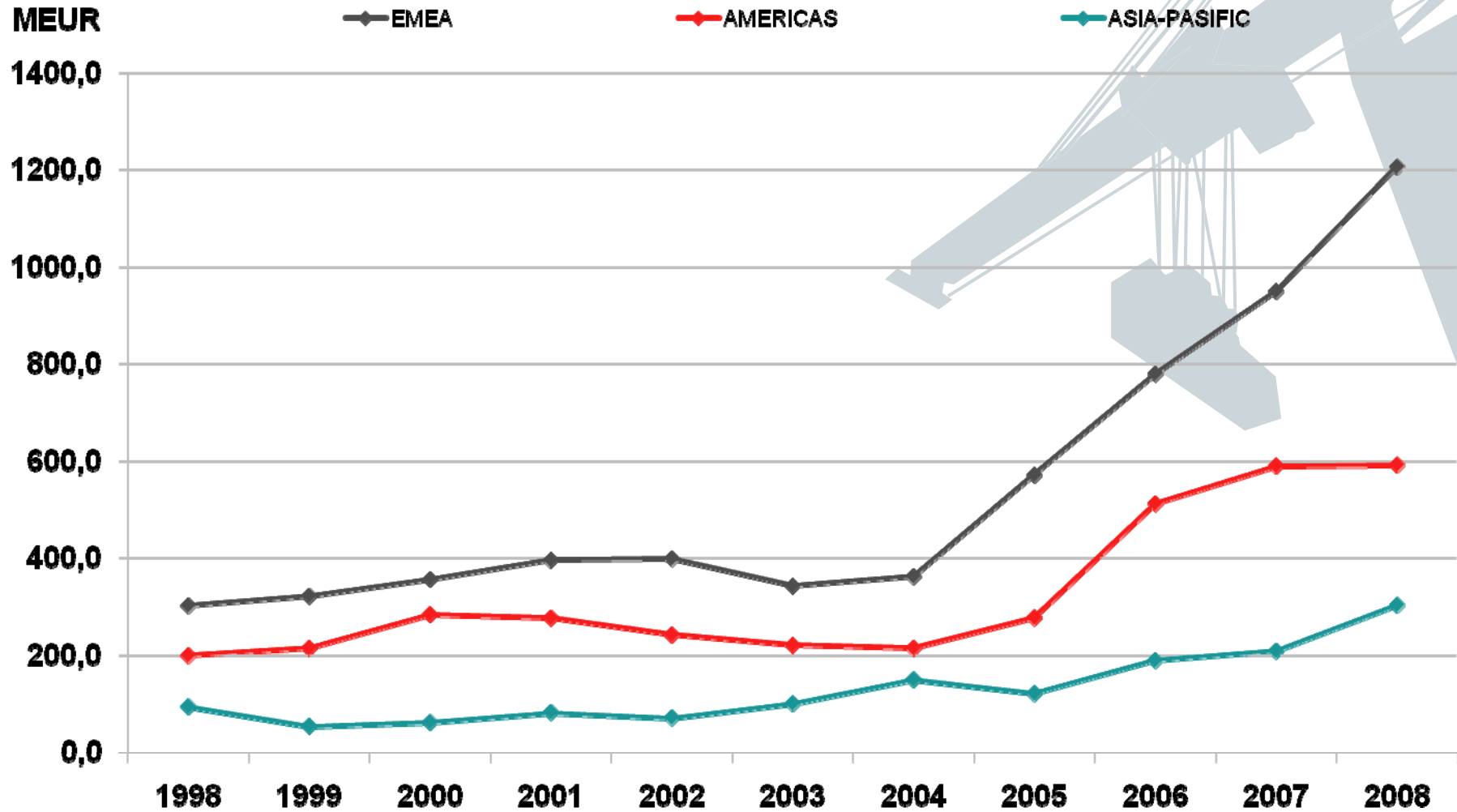
2005

2006

2007

2008

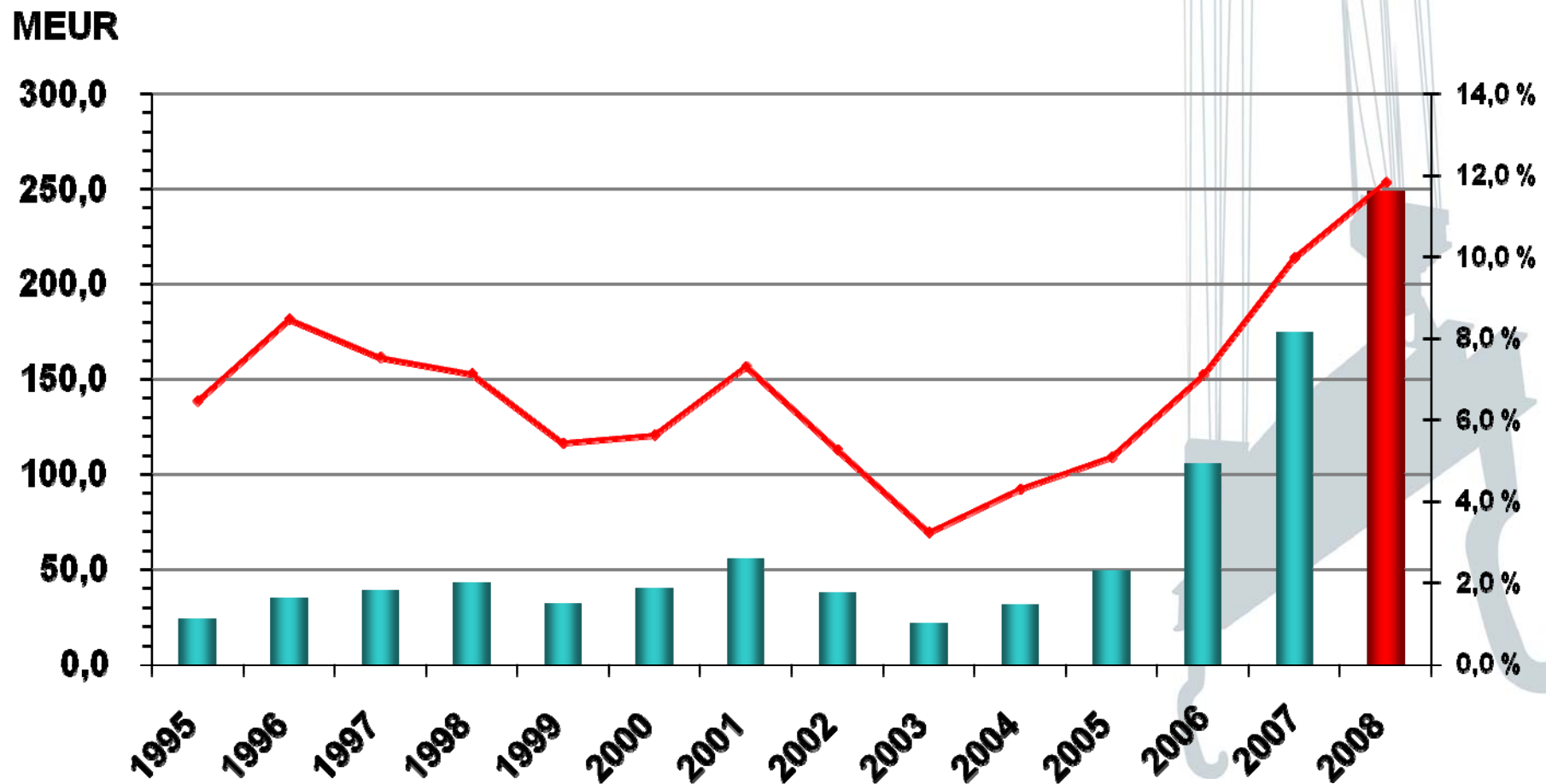
Sales by Region



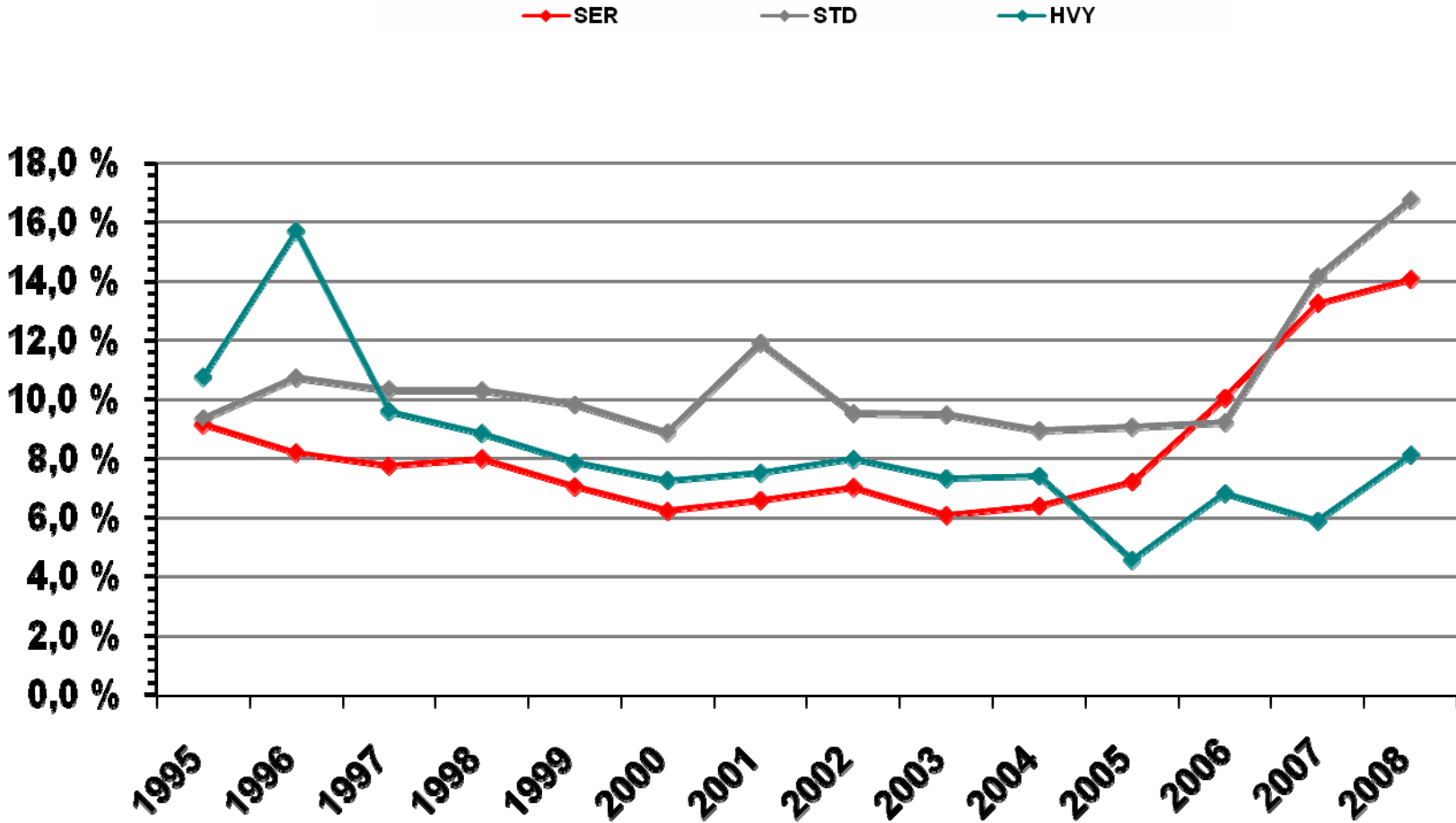
Group EBIT & Margin

EBIT: 248,7 (174,7) MEUR, Margin: 11,8 (10,0)%

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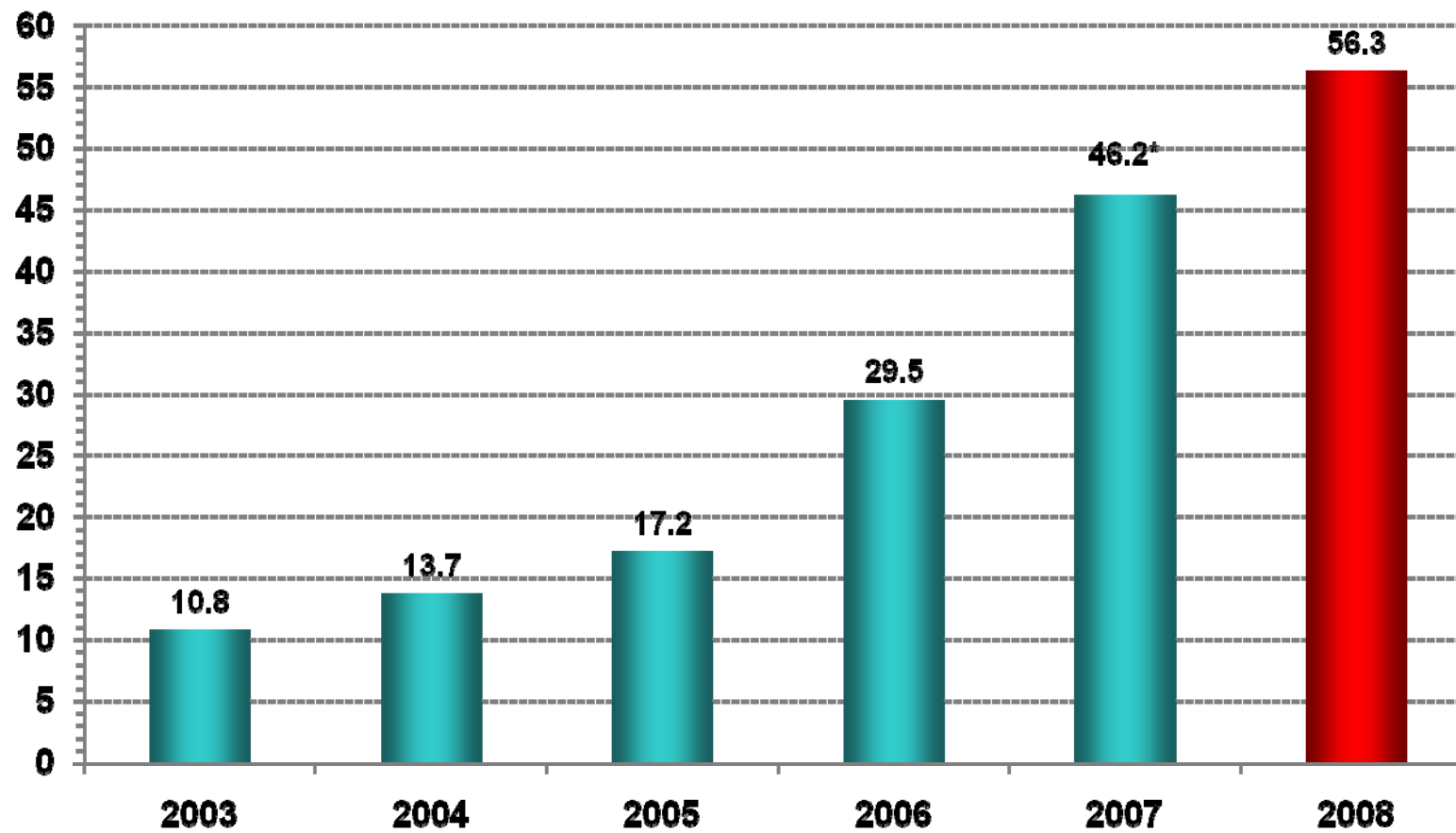


EBIT Margin by Business Areas



Return on Capital Employed

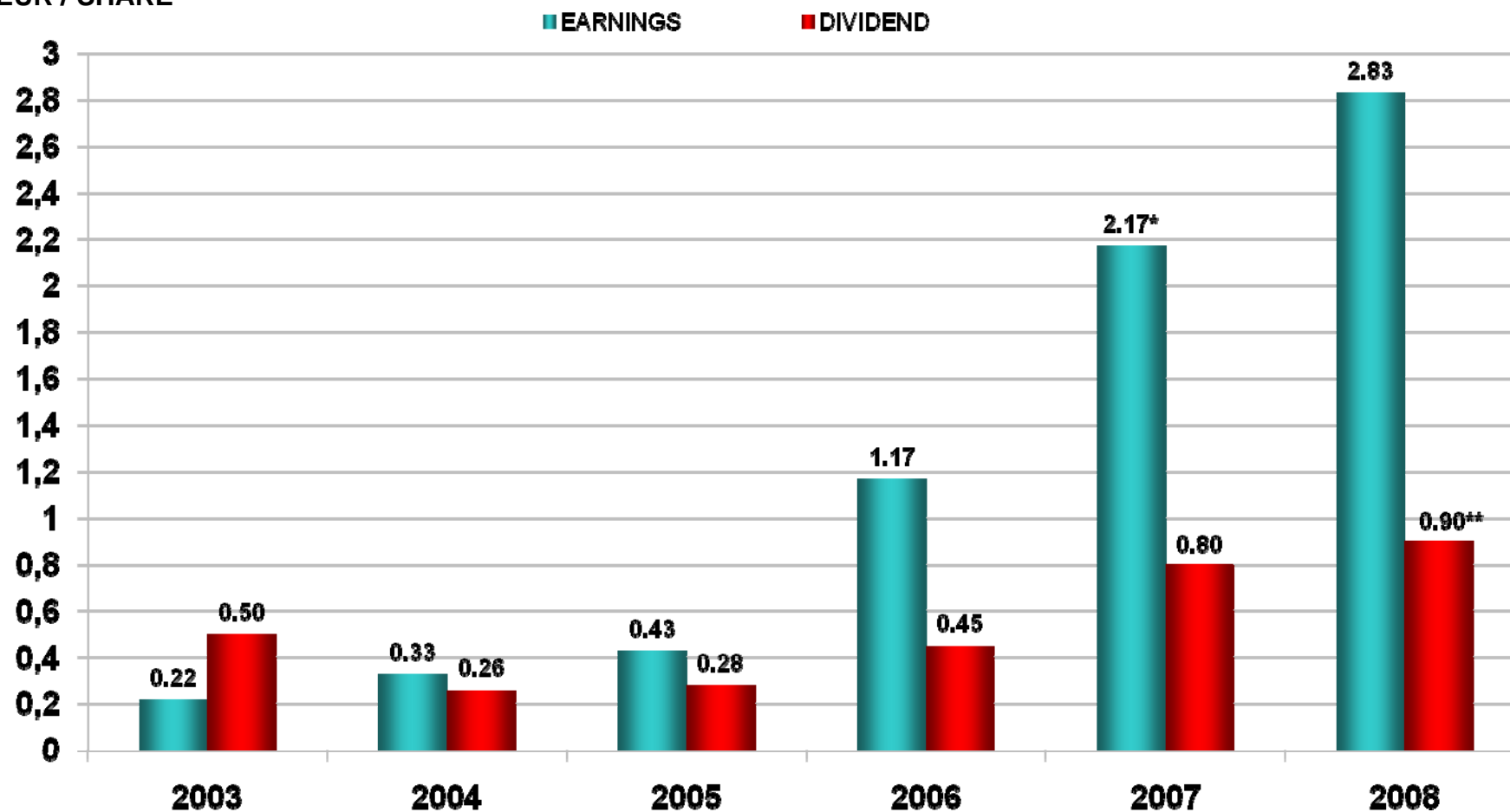
ROCE %



*The 2007 ROCE including capital gain was 50.4 %

EPS/DPS

EUR / SHARE



* 2007 EPS excluding capital gain: EUR 1.95

** Board's proposal to the AGM.

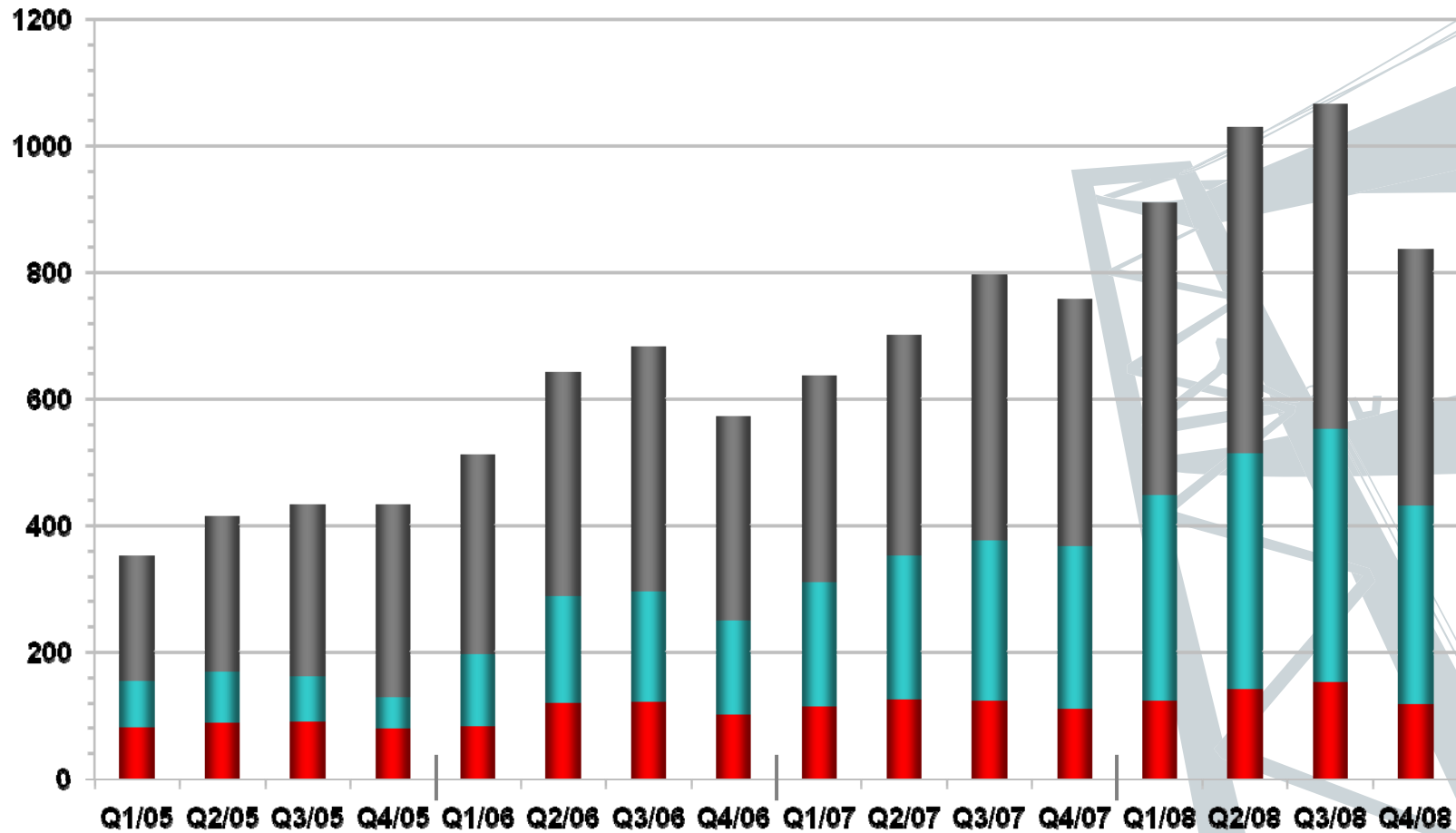
Year-end Order Book by Business Area

GROUP: 836 (Q4 2007: 758) MEUR, +10.3%

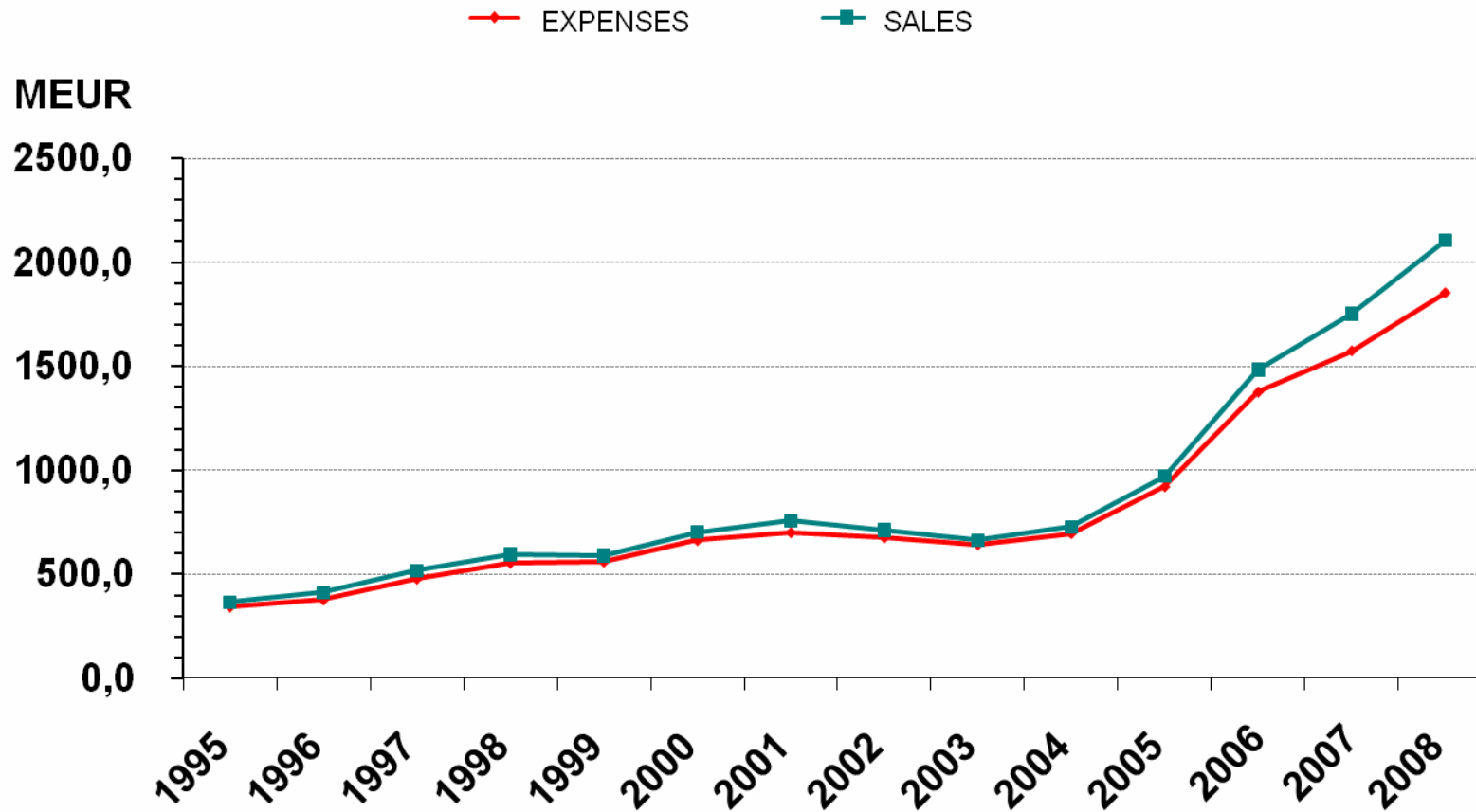
SER 117 (109) MEUR, STD 313 (257) MEUR, HVY 406 (392) MEUR

MEUR

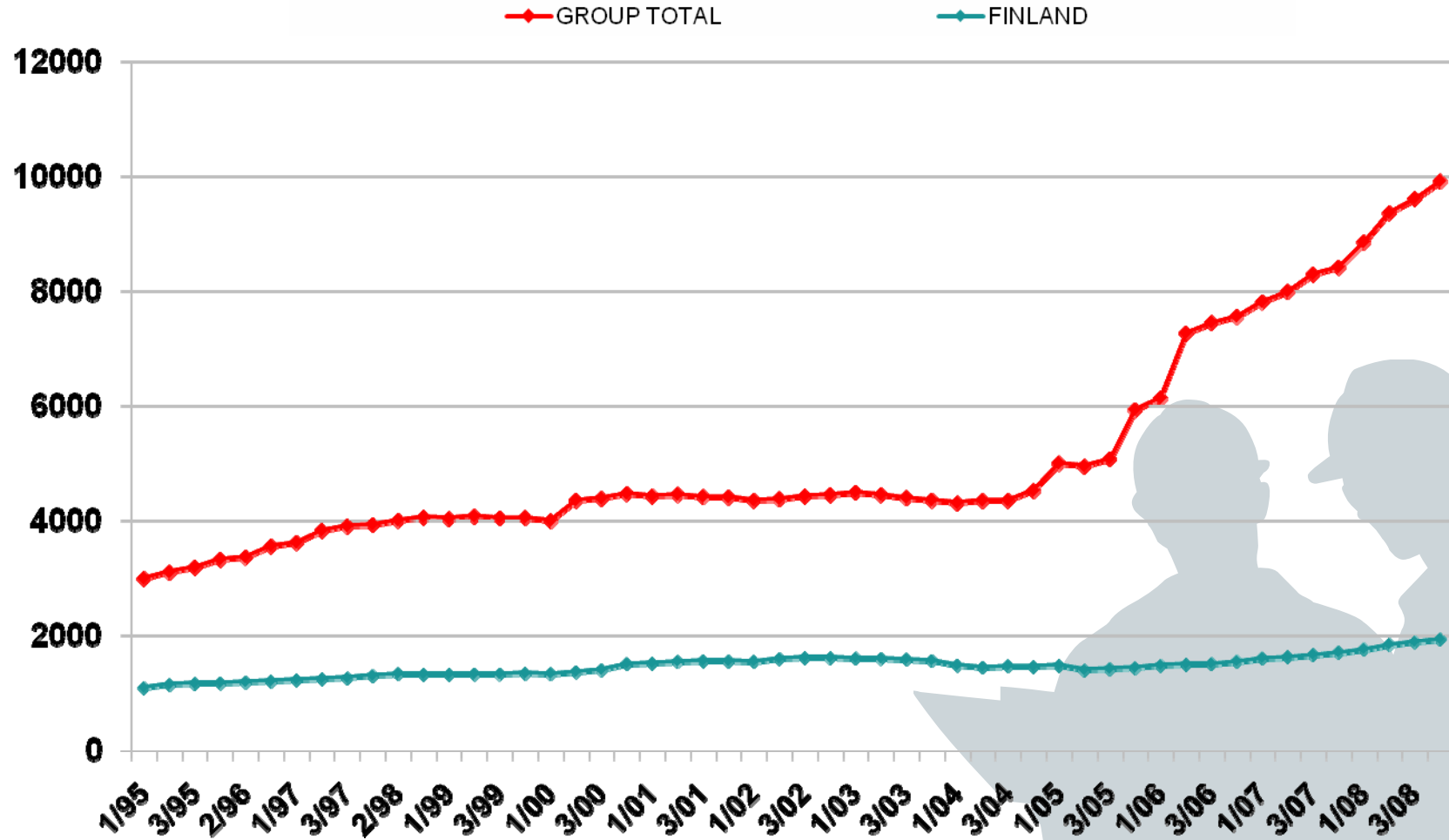
■ SERVICE ■ STANDARD LIFTING ■ HEAVY LIFTING



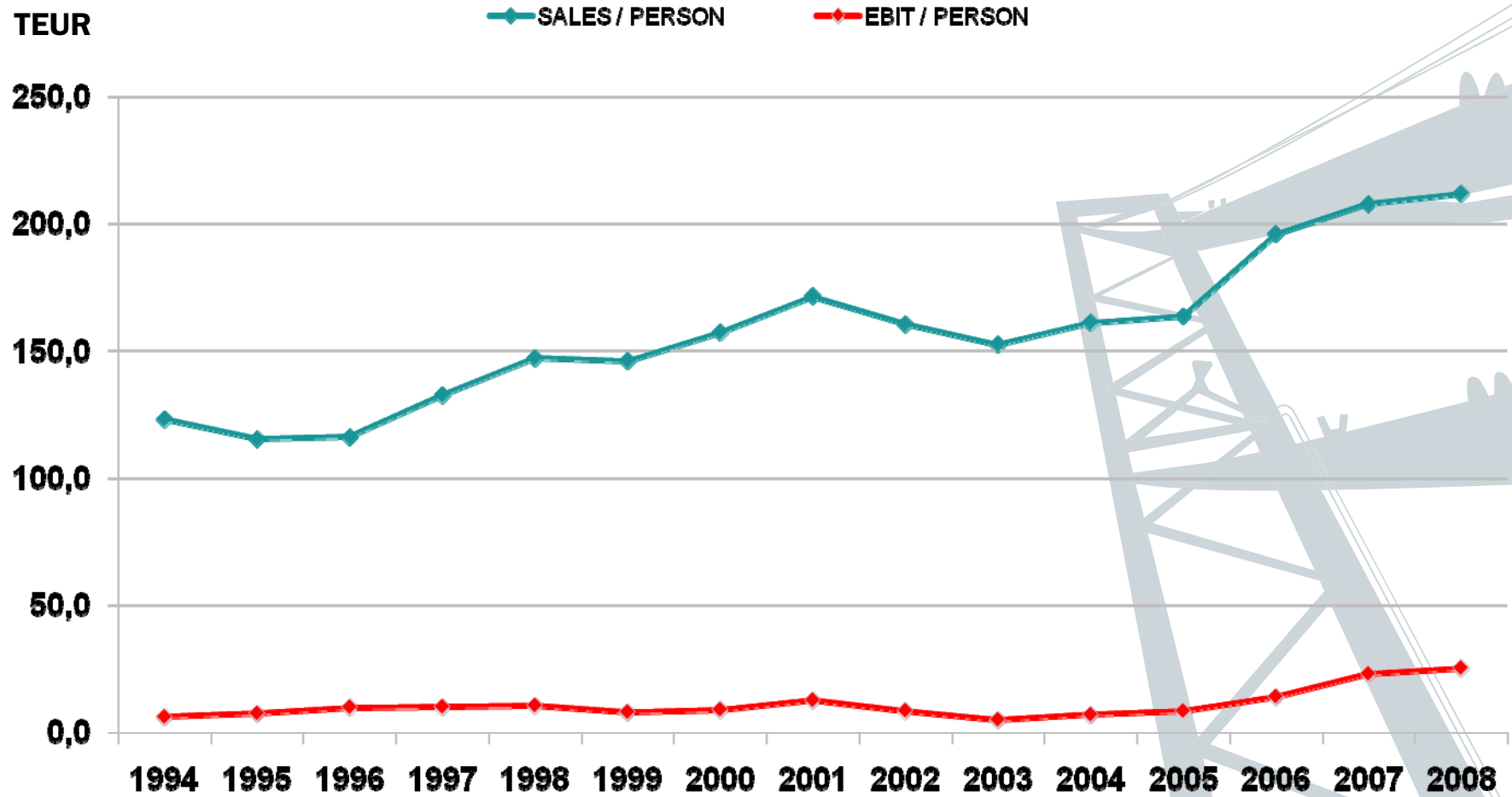
Sales vs. Expenses



Personnel



Sales and EBIT / person



Actions to Cope with the Recession

1. Strong focus on sales
 - footprint expansion
 - launching new products and services
2. Adjusting capacity and costs to demand
 - purchases
 - subcontracting back in
 - personnel expenses
3. Taking care of strategic investments
 - R&D
 - rationalization of production structure
 - IT
 - acquisitions



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

