

CORPORATE PRESENTATION

KONECRANES®
Lifting Businesses™

KONECRANES

COMPANY



BUSINESS OPPORTUNITIES



CUSTOMER OFFERING



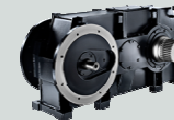
LIFTING YOUR BUSINESS



PRODUCT PORTFOLIO



CORE OF LIFTING



SETTING THE BENCHMARK



COMPANY



COMPANY

Konecranes is a global industry-leading group of lifting businesses. Everything we do is targeted at one goal: improving the safety and productivity of our customers' operations.

When you choose Konecranes, you acquire a trusted source of global experience and knowledge combined with local know-how to empower your material handling.





DRIVERS

Our Mission

We're not just lifting things, but entire businesses.

Our Vision

We know in real time how millions of lifting devices and machine tools perform. We use this knowledge around the clock to make your operations safer and more productive.

OUR VALUES

Our values lay the cultural foundation for how we operate as a company.

Trust in people:

We want to be known for our great people.

Total service commitment:

We want to be known for always keeping our promises.

Sustained profitability:

We want to be known as a financially sound company.



COMPANY IN NUMBERS

11,400
EMPLOYEES

600
LOCATIONS WORLDWIDE

ACTIVE IN ALMOST
50
COUNTRIES

EQUIPMENT IS
56%
OF TOTAL SALES

SERVICE IS
44%
OF TOTAL SALES

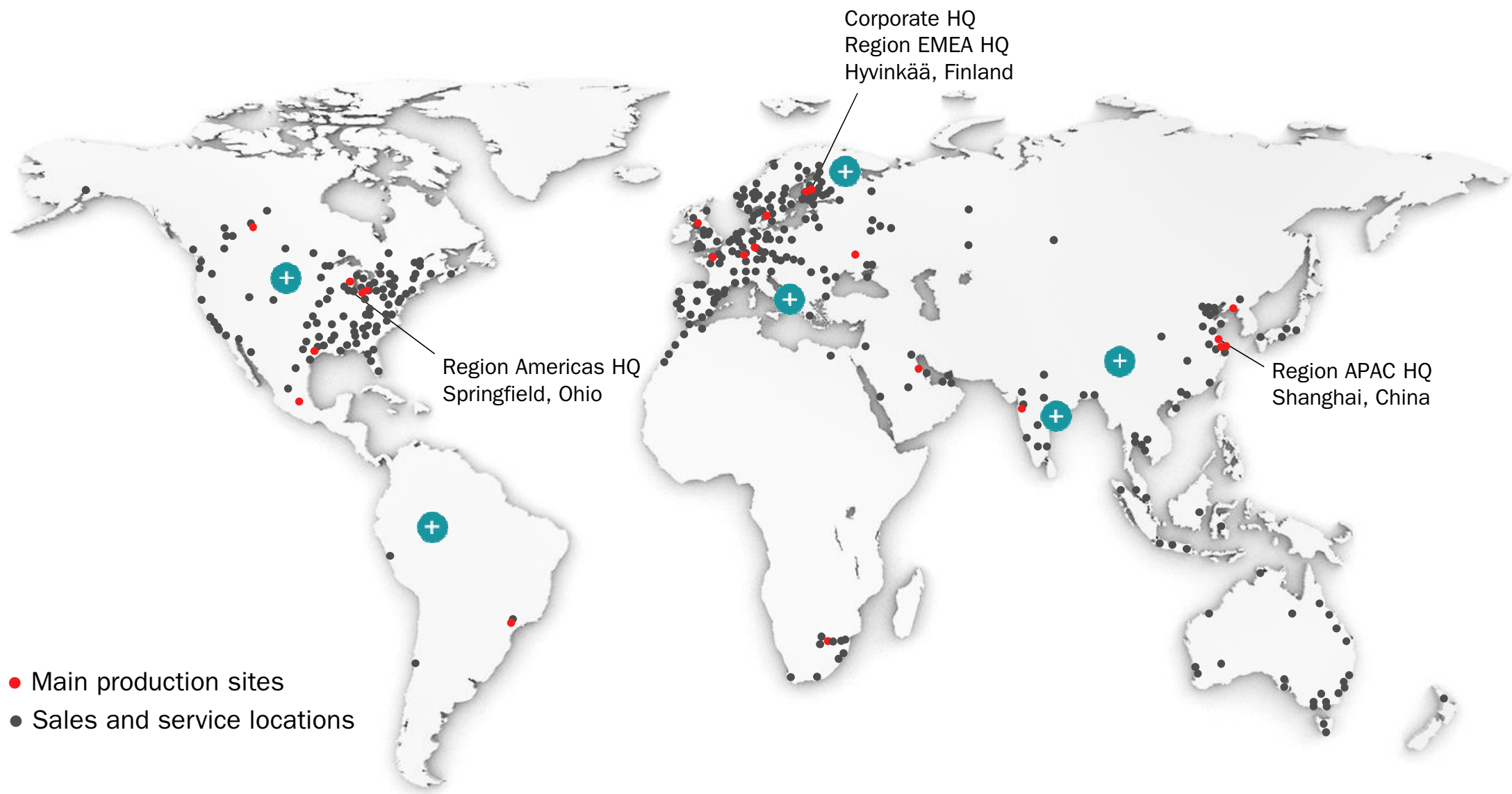
1.75
MILLION ANNUAL
SERVICE CALLS

OVER
12,000
REMOTE
CONNECTIONS

MAINTENANCE
CONTRACTS
COVERING MORE THAN
460,000
EQUIPMENT OF
DIFFERENT
MAKES

€2,126
MILLION IN SALES
IN 2015

COMPANY ON THE MAP



- Main production sites
- Sales and service locations

FINLAND



HYVINKÄÄ FACTORY

Products:

- Trolleys and components for industrial cranes and port cranes



HÄMEENLINNA

Products:

- Wire rope hoists and components for industrial cranes

REST OF EUROPE, MIDDLE EAST AND AFRICA



VERNOUILLET, FRANCE

Products:

- Chain hoists
- Light lifting equipment



MARKARYD, SWEDEN

Products:

- Lift trucks



KÜNZELSAU, GERMANY

Products:

- Wire rope hoists
- Chain hoists
- Ex-proof products



ZAPOROZHJE, UKRAINE

Products:

- Trolleys and components
- Industrial cranes

INDUSTRIAL CRANE FACTORIES

- Liebengrun, Germany
- Glasgow, UK
- Jubail Industrial City, Saudi Arabia
- Johannesburg, South Africa

CHINA



JINGJIANG CITY

Products:

- Wire rope hoists and componets
- Chain hoists
- Industrial cranes



LINGANG

Products:

- Lift trucks



DALIAN

Products:

- Trolleys and components for industrial cranes and ports cranes

INDIA



JEJURI

Products:

- Trolleys and components for industrial cranes
- Industrial cranes

NORTH AMERICA



SPRINGFIELD, USA

Products:

- Wire rope hoists
- Crane components
- Chain hoists



HOUSTON, USA

Products:

- Industrial cranes



WATERTOWN, USA

Products:

- Spare parts
- Components
- Electrics



EDMONTON, CANADA

Products:

- Industrial cranes

LATIN AMERICA



MEXICO CITY

Products:

- Industrial cranes

CORPORATE RESPONSIBILITY

INTEGRITY

We are part of a complex business ecosystem.
We want to ensure that we act as transparently as possible, to be accountable towards all players.



PEOPLE

Behind our customer promise, “Lifting Businesses™”, there is a great mix of talented Konecranes employees.

The well-being and competence of our people are the keys to our company’s success.



KONECRANES CORPORATE RESPONSIBILITY



SAFETY

People develop, build, operate, and maintain the lifting equipment at a variety of challenging locations and conditions.

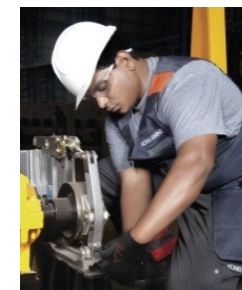
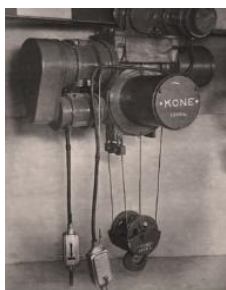
We want all Konecranes employees and other people working with us to arrive home in good health after a working day.



ENVIRONMENT

Usability, eco-efficiency, and safety are our guiding principles in product design along with the lifecycle thinking. Operational efficiency, including energy, raw material and chemical considerations, is essential for Konecranes.

COMPANY HISTORY



1910s

Manufacturing starts

1940s

Expanding to Hyvinkää

1960s

Establishing a service strategy

1980s

Expansion to America

2000s

Entry to Chinese market
and lift trucks

1930s

Developing electric hoists

1950s

Production of harbor cranes starts

1970s

Bulk material handling starts

1990s

Independent company

2010

Expansion to
emerging markets

KONECRANES BUSINESS OPPORTUNITIES



MEGATRENDS CREATE BUSINESS OPPORTUNITIES

DIGITAL CHANGES

Advances in data analytics, automation, sensors, wireless networking and nanotechnology are enabling intelligent “self-aware” machines.

→ opportunities for smarter machines that open up the way for new service concepts such as real-time condition monitoring and advanced service. New business opportunities and concepts through data mining.

RESOURCE SCARCITY CHANGES

The need to save energy, find new sources, control emissions and develop clean energy. Environmental awareness also growing in emerging markets; waste of any kind is increasingly unacceptable.

→ opportunities in improving safety and productivity in customers operations, and in developing eco-efficient products.

WORLD DEMOGRAPHIC CHANGES

Urbanization, new megacities, reverse brain drain with talent returning to emerging countries. The age pyramid favors emerging countries over Western countries. Emerging markets will represent a major part of the world's growth.

→ growth potential from customer segments such as steel, cement, logistics, water, power, waste management and consumer product manufacturing.

PEOPLE AND SOCIETY CHANGES

Generation Y behaves differently. They are IT savvy, and may seek a different work/life balance, challenge leaders of companies and countries and expect ethical behavior, including good governance and workplace safety.

→ change in company cultures, ways of working, digital working environment, transparency and open dialog.



We develop new technologies
to help you

**IMPROVE THE
ERGONOMICS,
SAFETY, AND
PRODUCTIVITY OF
CRANE OPERATORS.**

Automation saves time and is designed to keep your processes running safely and smoothly, helping you to

**MAXIMIZE THE
PRODUCTIVITY AND
LIFECYCLE VALUE OF
YOUR INVESTMENT.**



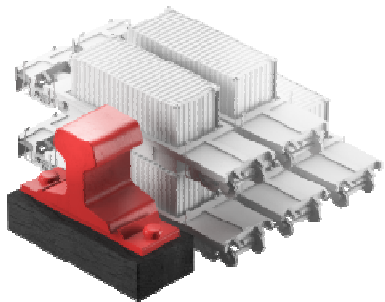
Real-time data enables services
based on the actual performance
of the equipment, giving you
**PEACE OF MIND WITH
YOUR OPERATIONS.**



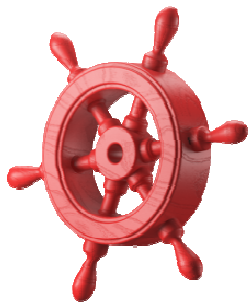
CUSTOMER OFFERING



CUSTOMER OFFERING



CONTAINER
HANDLING



SHIPYARDS



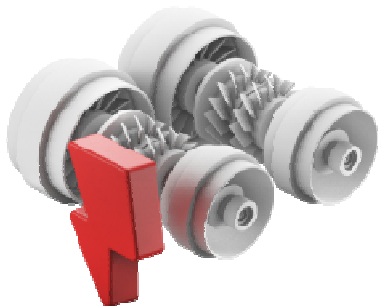
WASTE-TO-ENERGY



PULP AND PAPER



AUTOMOTIVE



POWER



STEEL



MANUFACTURING



MINING



PETROCHEMICAL

CONTAINER HANDLING

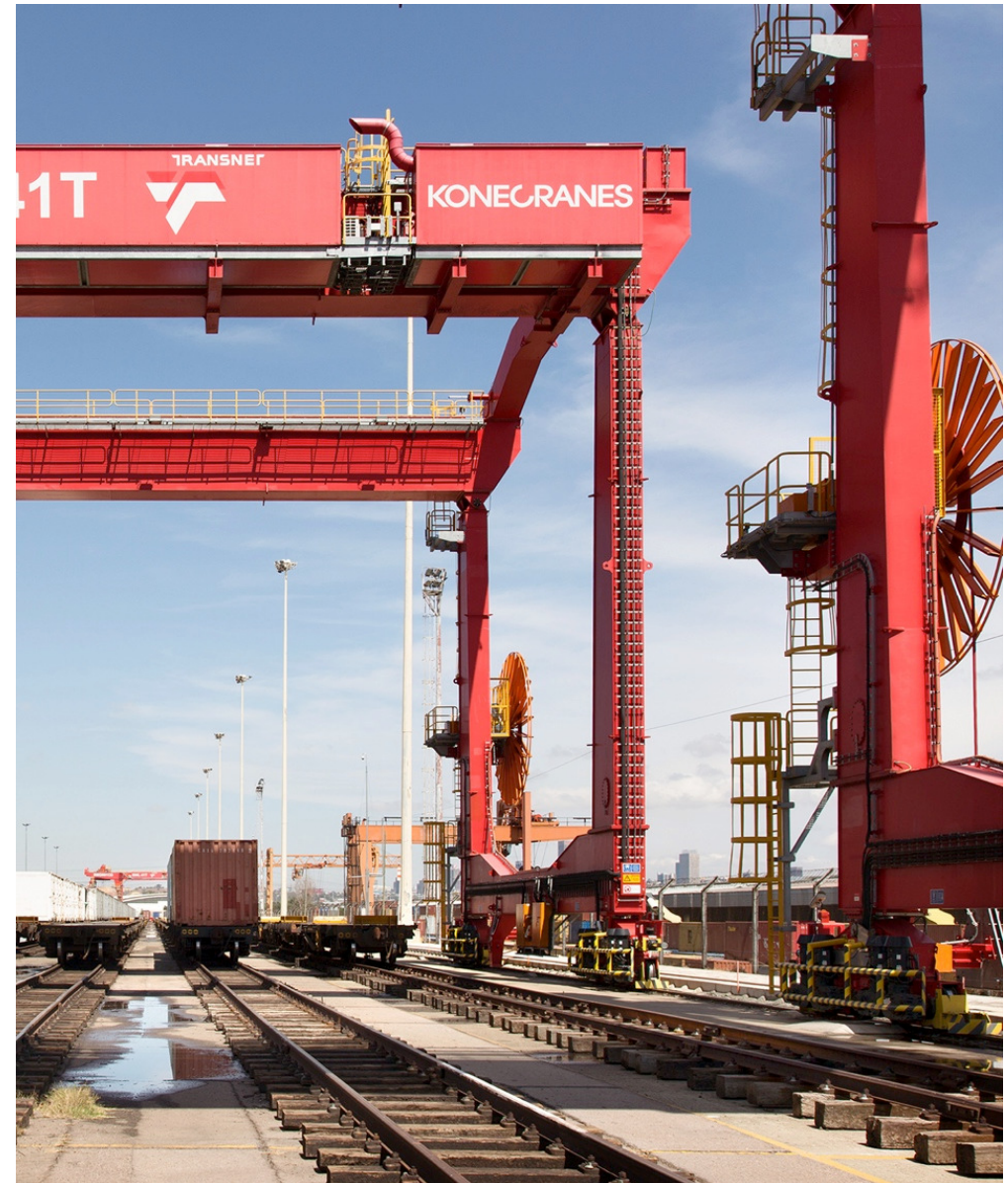


CONTAINER TERMINALS

We offer a complete portfolio of world-class container cranes and container lift trucks:

- Ship-to-shore quay gantry cranes
- Rubber tired gantry cranes (RTGs)
- Automated rubber tired gantry cranes (ARTGs)
- Rail-mounted gantry cranes (RMGs)
- Automated rail-mounted gantry cranes (ARMGs)
- Empty and laden container lift trucks
- Reach stackers
- Straddle carriers.

We are leading the way in the automation of container cranes, giving our customers the benefits of increased productivity, predictability, and safety.



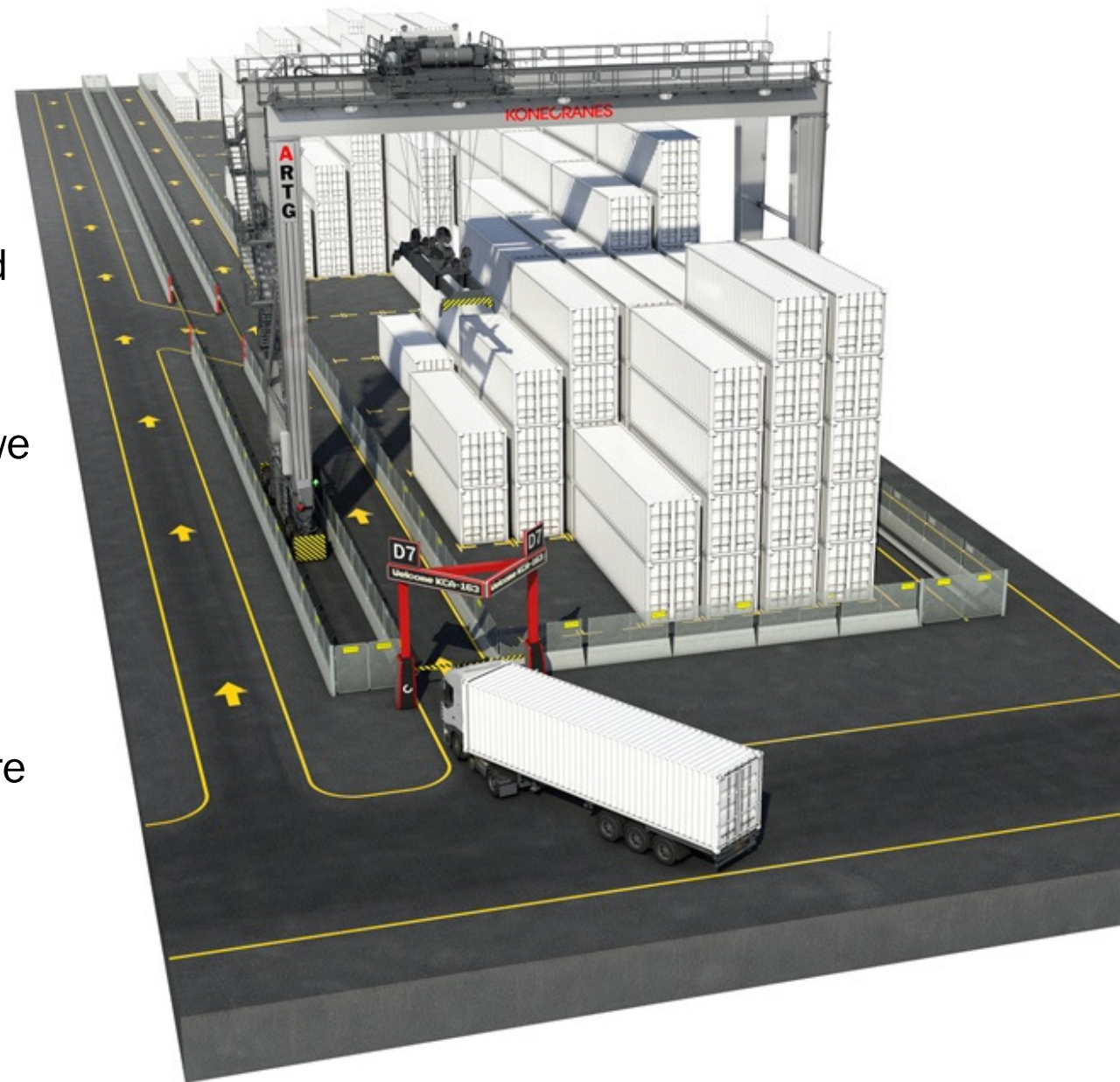
CONTAINER TERMINALS: SPOTLIGHT ON AUTOMATION

Automation is the key trend in the container handling business.

We are leading the way with automated container handling systems:

- Automated RMG systems, of which we have excellent references
- Our new Automated RTG system *(at right)*.

In both cases we provide the complete system, including the yard infrastructure and interfacing to the terminals's operating system.



INTERMODAL TERMINALS & RAIL

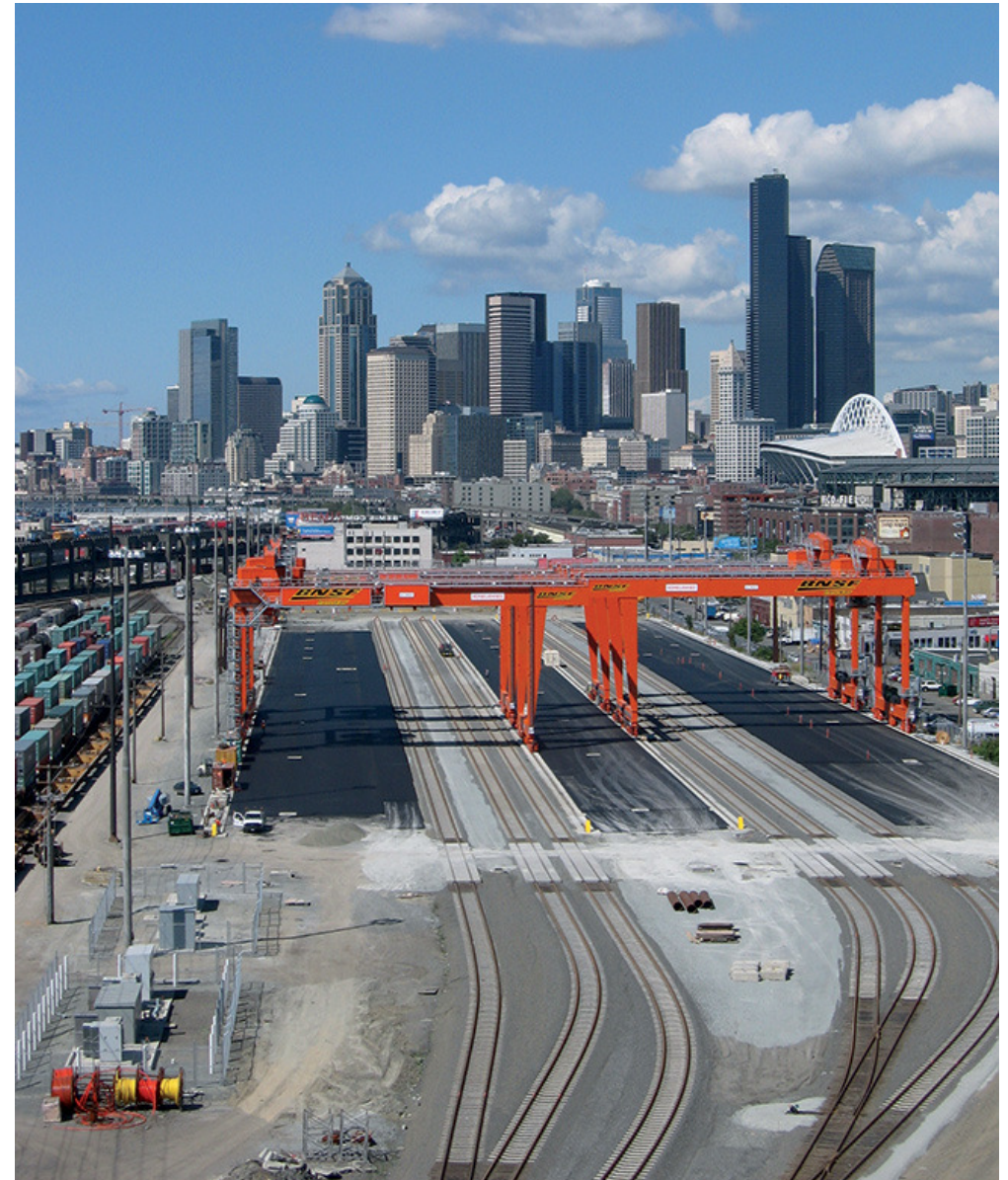


Intermodal cranes are critical to the global shipping network

Konecranes is a leading provider of container handling equipment to intermodal terminals and rail yards.

We offer

- Rail-mounted gantry cranes (RMGs)
- Rubber tired gantry cranes (RTGs)
- Straddle carriers
- Lift trucks.



SHIPYARDS



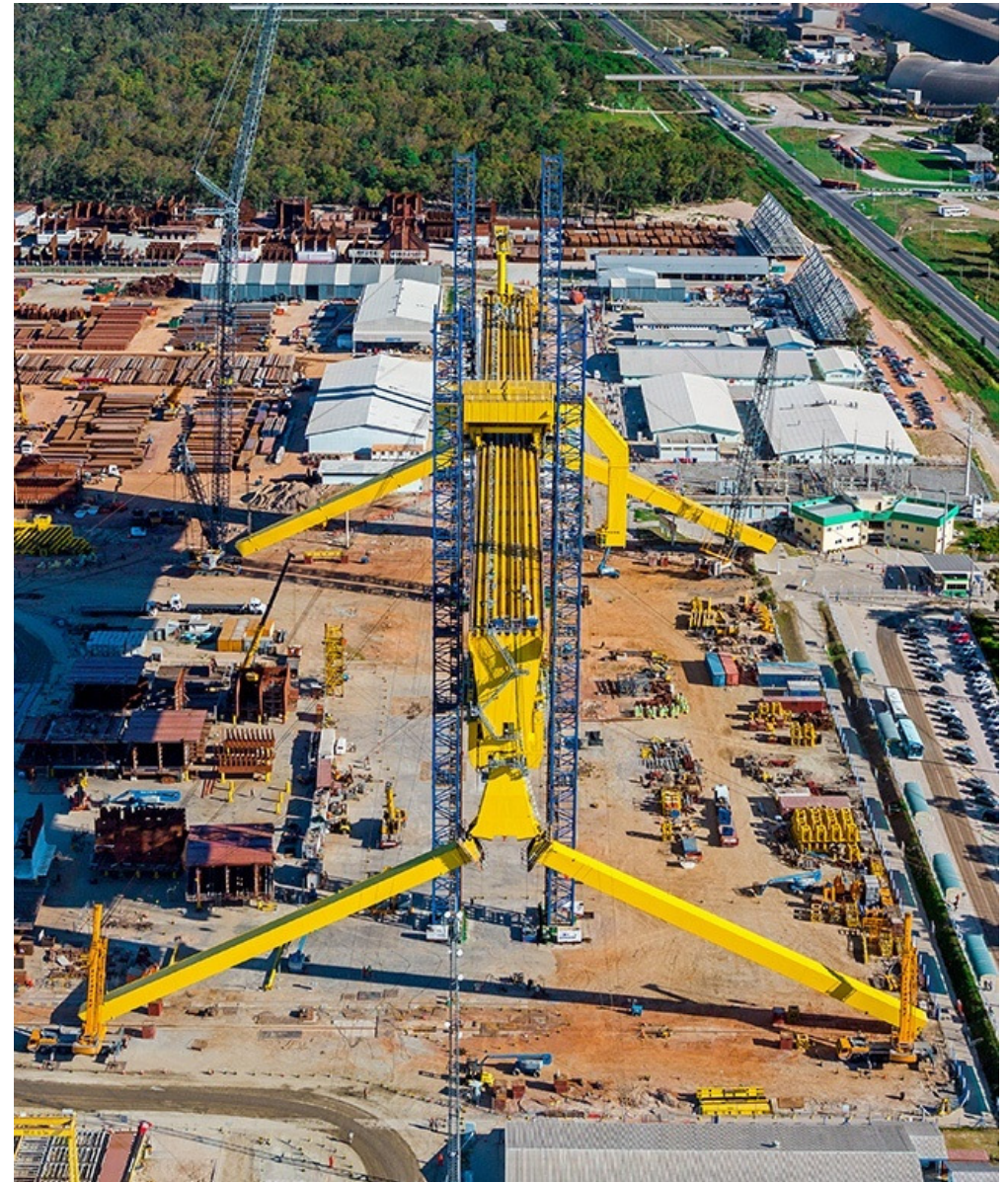
SHIPYARD LIFTING EQUIPMENT

We have delivered cranes to over one hundred shipyards around the world, to the Arctic north, to desert environments, and everything in between.

Our offering of lifting equipment for shipyards covers:

- Small chain hoists lifting a few dozen kg
- Plate unloading cranes
- Block handling cranes
- Single and double boom outfitting cranes
- The Goliath Gantry Crane lifting up to 2,000 tons with a 210-meter rail span.

Safety and reliability are paramount. The uniqueness of the shipyard's production process guides the choice of solution. We are experts at finding solutions that fit the customer's process perfectly.

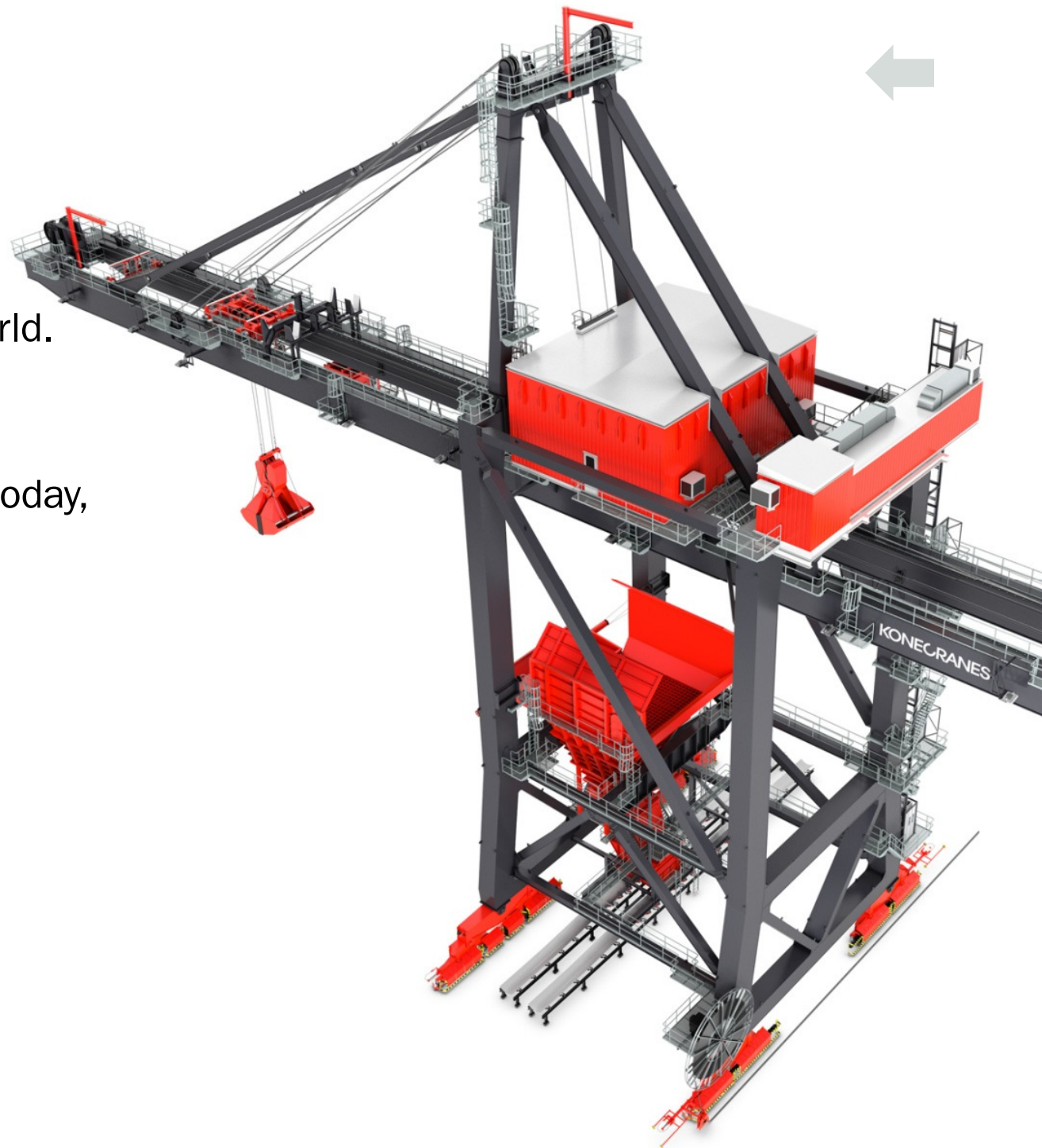


BULK HANDLING

Our **AGD Grab Unloader** is in use at leading bulk terminals around the world.

It represents the most modern grab unloading technology on the market today, providing:

- Excellent unloading efficiency
- Reduced energy consumption
- Dust prevention
- Noise reduction.



WASTE-TO-ENERGY



WASTE-TO-ENERGY



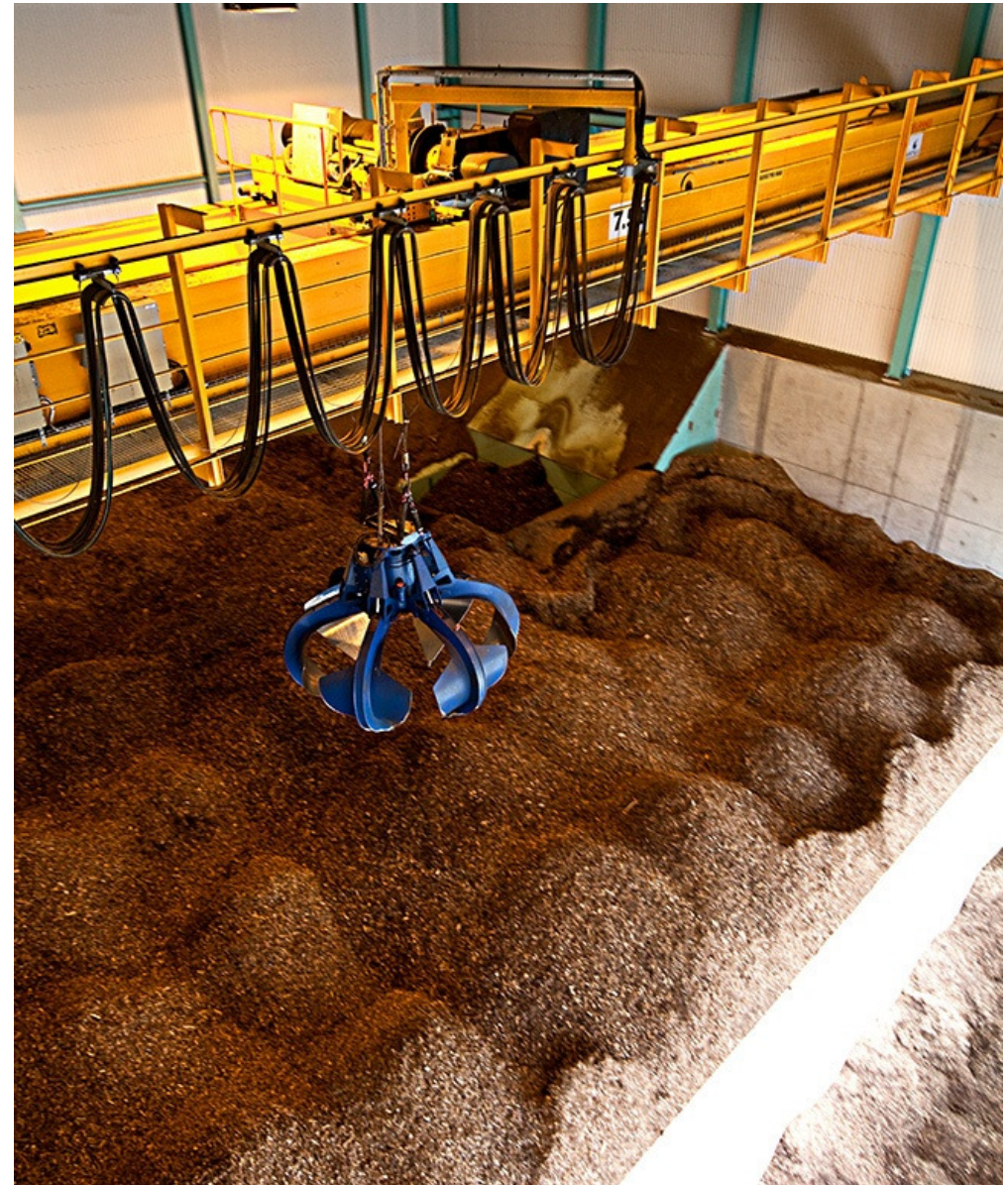
Burn waste, not money

High-capacity cranes able to mix waste, thoroughly help you to increase output and maintain efficiency.

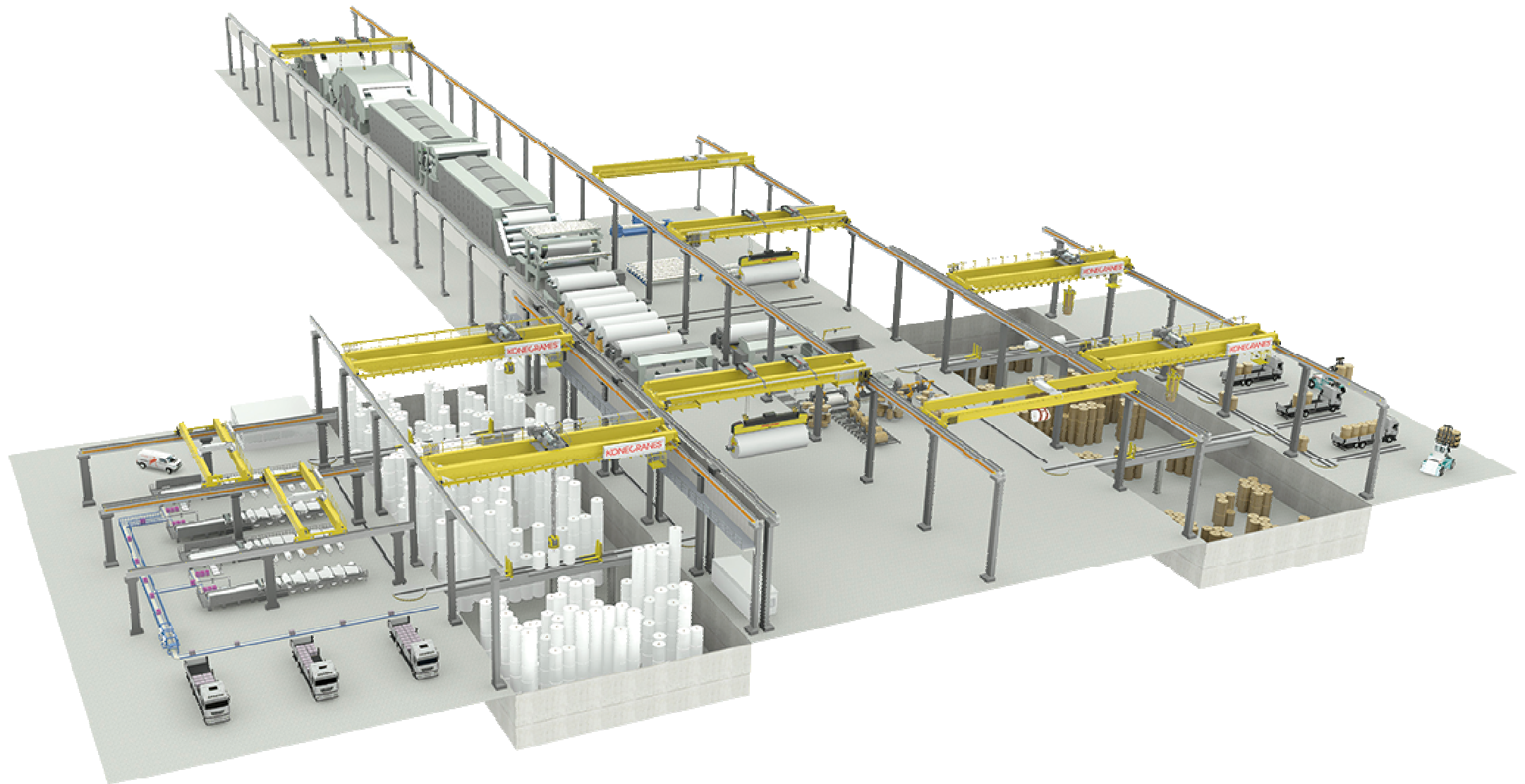
Konecranes can provide fast, safe, and reliable lifting solutions designed for waste and biofuel handling, e.g.

- Waste handling cranes
- Biomass handling cranes
- Slag handling cranes
- Sludge handling cranes
- Automated lifting systems
- Tailored cranes.

Intelligent crane technology such as anti-collision systems, sway control of grab, and flexible automation options make our cranes easy and safe to use.



PULP & PAPER



PULP & PAPER



We have every stage of the process covered

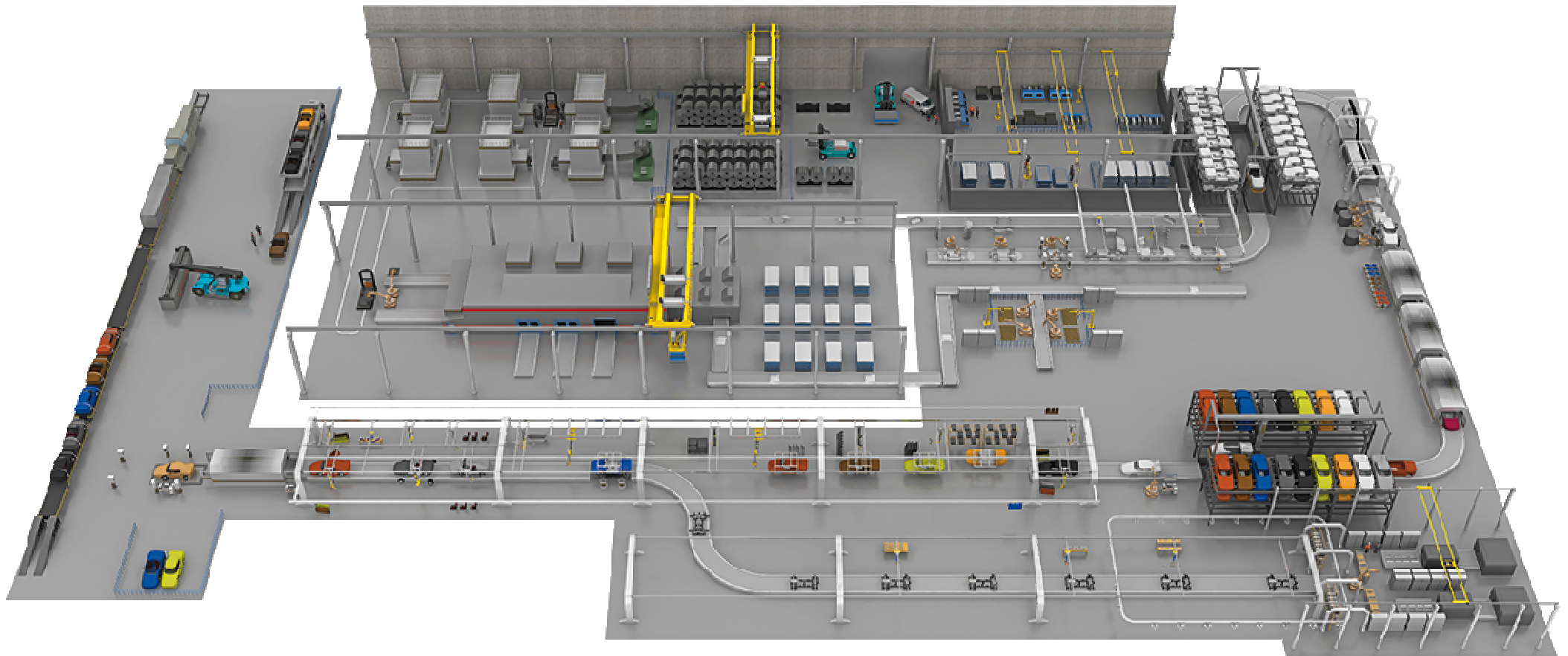
We offer a complete portfolio of cranes specifically designed for paper and paperboard manufacturing, converting, warehousing, and shipping.

- Paper mill cranes for auxiliary handling, maintenance cranes, parent roll handling cranes, workshop cranes
- Paper roll storage solutions for unpacked rolls storage and for wrapped rolls storage.

Semi-automation of jumbo roll handling makes the operator's work safer and easier. Full automation in storage and shipping make the operation more productive while cutting costs. Brake energy feedback to the network is the trend of the day in process duty cranes.



AUTOMOTIVE



AUTOMOTIVE



Easy lifting for every situation

Whether you are moving steel coils, pressing car body parts, manufacturing engines, or assembling automobiles, we have the lifting equipment for the job.

- CXT cranes supply coils for unreeling
- SMARTON® cranes feed dies to stamping line
- Chain hoists for your workshops
- Jib cranes with an AirBalancer for your sub-assembly workstations
- Workstation cranes and XA crane with ATL Vertical Lifter for your assembly and final assembly lines
- Lift trucks and reach stackers for handling of steel plates, coils, tools, machinery, or containers.

With our Smart Solutions such as Sway Control, Micro Speed, and Target Positioning, your load goes exactly where you want it to go.



POWER – coal, gas, hydro, wind, and nuclear



POWER – coal, gas, hydro, wind, and nuclear



Reliable cranes for power industry

We have a wide range of lifting solutions for power plants. We can meet most needs with our standard solutions from manual winches to turbine hall cranes lifting up to 1000 tons in tandem operation.

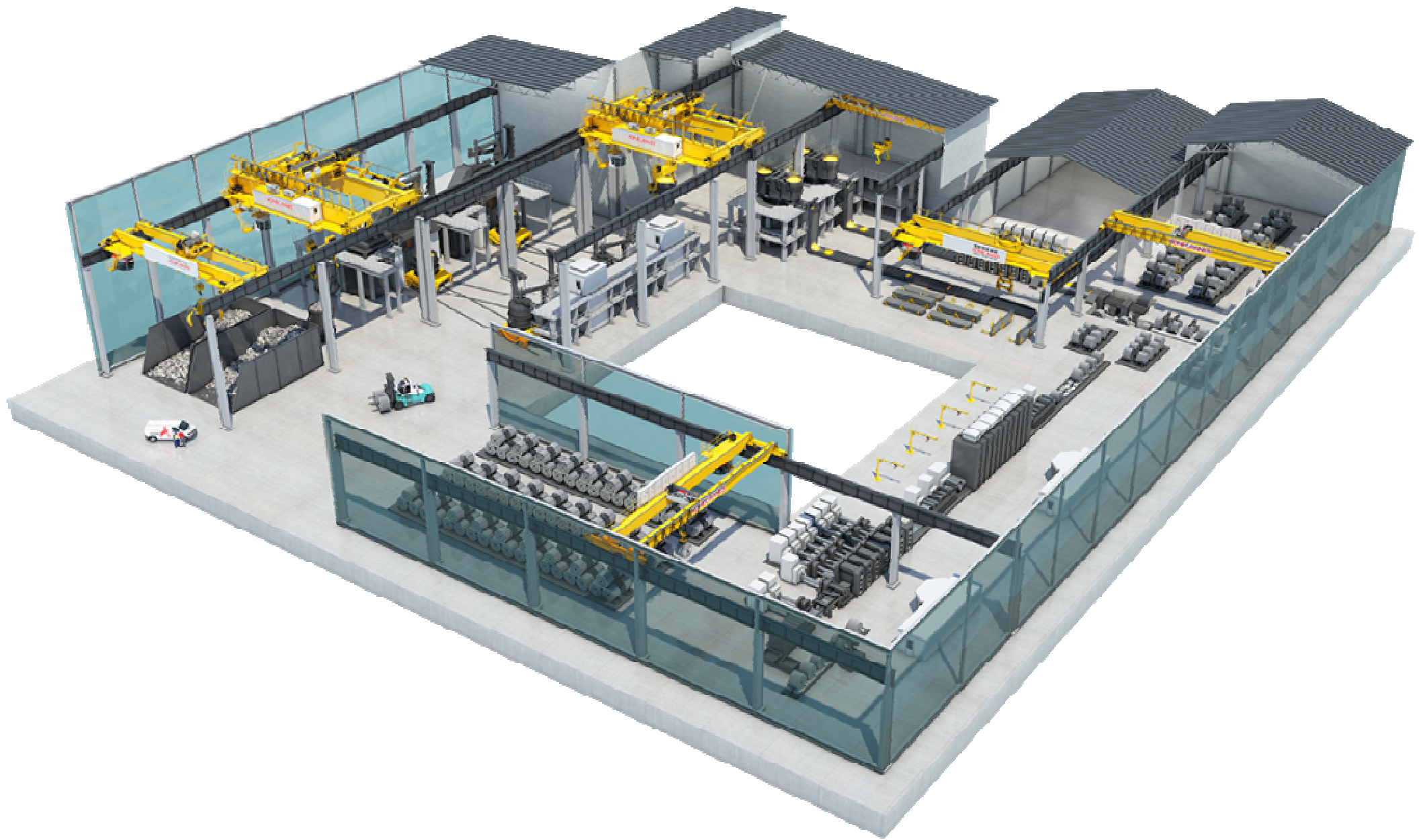
Our special products for this segment include:

- For nuclear power plants we offer cask handling cranes and transporters, fuel handling cranes, polar cranes, and turbine hall cranes.

The micro speed, inching, and sway control features enable very accurate lifting of heavy, valuable process equipment like turbines and generators.



STEEL



STEEL

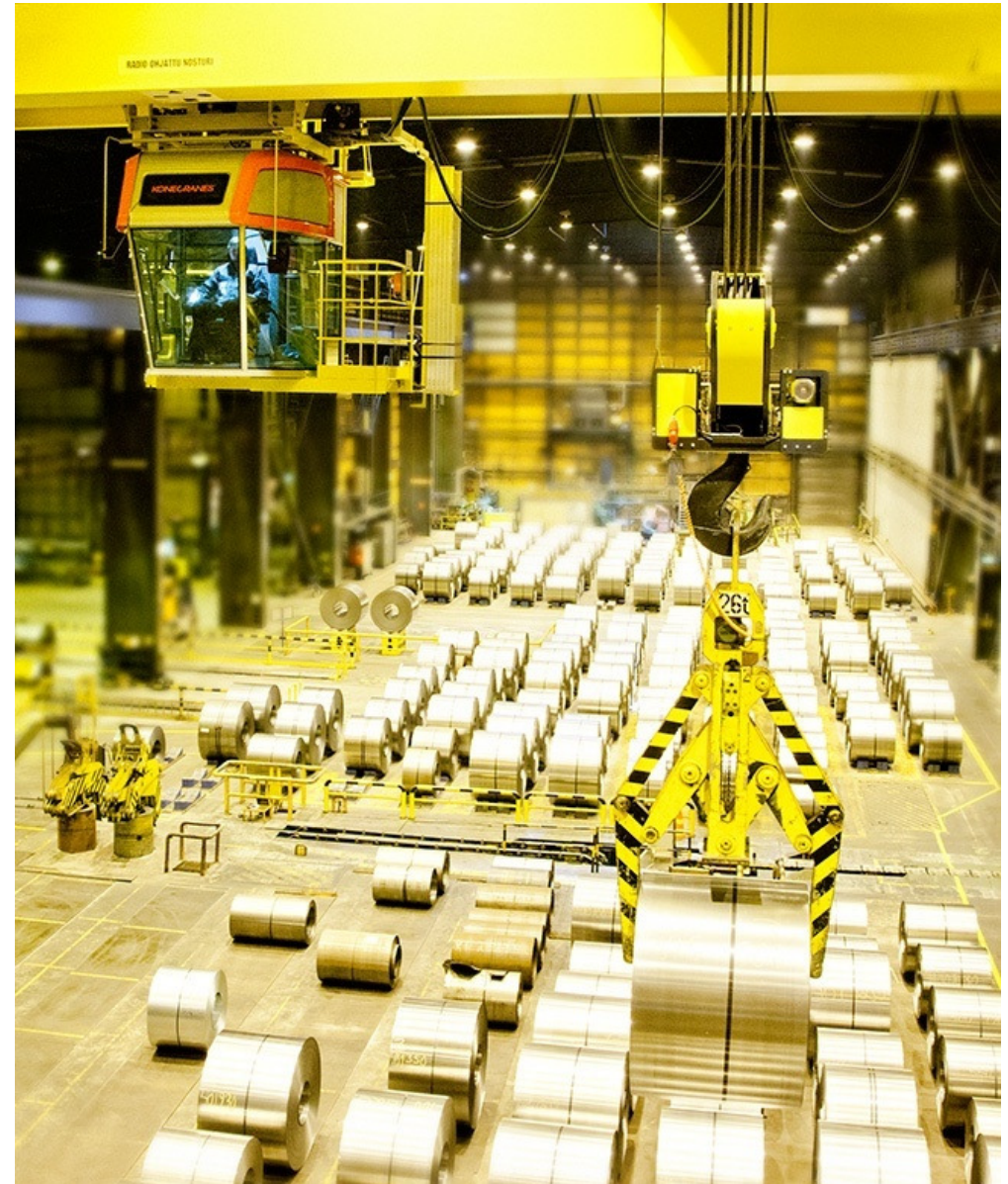


Lifting equipment and service for the steel industry

We understand the harsh environment of the steel-making process and we engineer our lifting and control equipment to meet the challenges of flame heat and high temperatures.

- For steel-making, we offer several products: ladle cranes, charge cranes, cranes for the rolling and shipping areas, slab and billet handling cranes, and bar, plate, and coil handling cranes
- For steel warehousing we offer coil handling, tube and plate handling cranes, workstation cranes, wall console cranes, and lift trucks.

Automation and redundancy features allow one single crane to do the job of two, making backup cranes obsolete and reducing the length of the runway and the overall footprint of the facility by up to 30%.



MANUFACTURING



MANUFACTURING



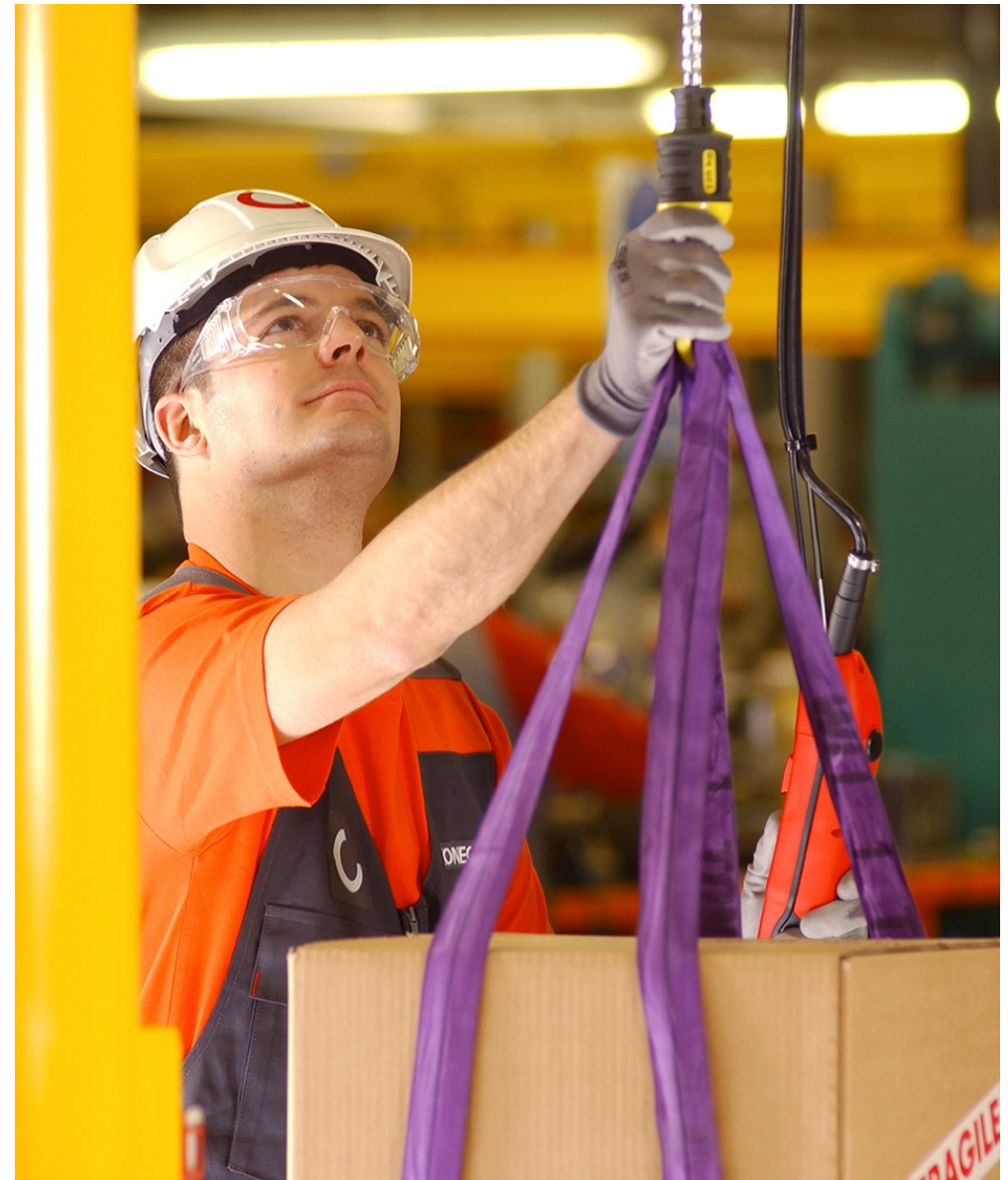
Lifting equipment for lean production processes

We offer the following products, among others:

- Wire rope hoist cranes
- Chain hoists
- Vertical lifters
- Belt and manual hoists
- Jib cranes
- Workstation cranes.

We also offer many of our industrial cranes as explosion-proof versions.

Our unique real-time TRUCONNECT® remote monitoring and reporting service together with our service programs enables predictive maintenance to ensure your equipment stays safe and operational, and downtime is minimized at all times.



MINING



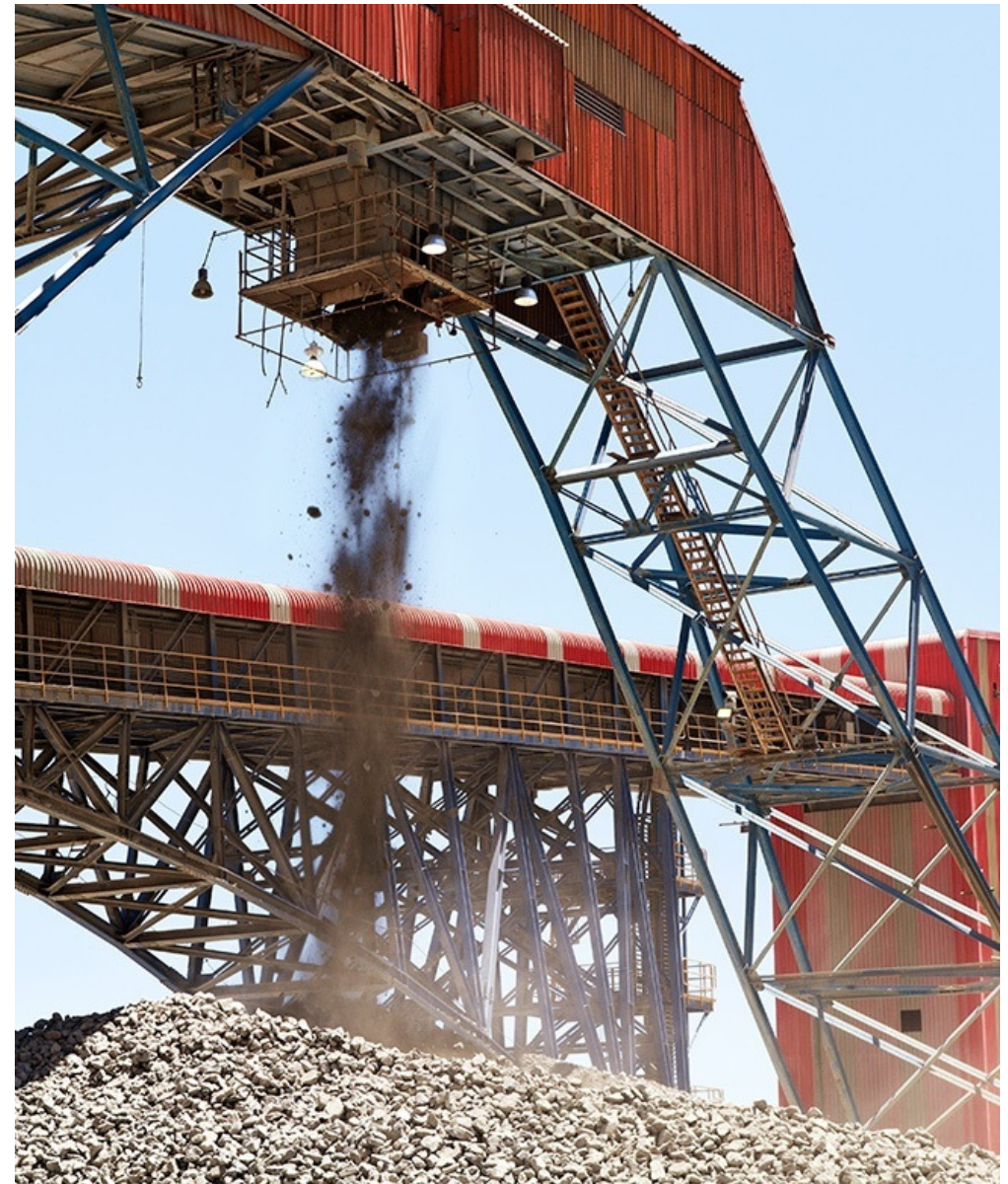
Durable and safe equipment to support your mines

Heavy-duty process cranes need to be able to carry extra-heavy and dangerous loads, and they must also be protected against corrosion from heat, dust, moisture, and constant use.

We offer cranes for demanding environments:

- Explosion-proof hoists
- Service duty cranes
- Electric chain hoists
- Manual hoists
- Above and underground cranes.

Our automated load control features make operating our cranes simple and easy. With advanced Smart features your load is always exactly where you want it to be.



PETROCHEMICAL

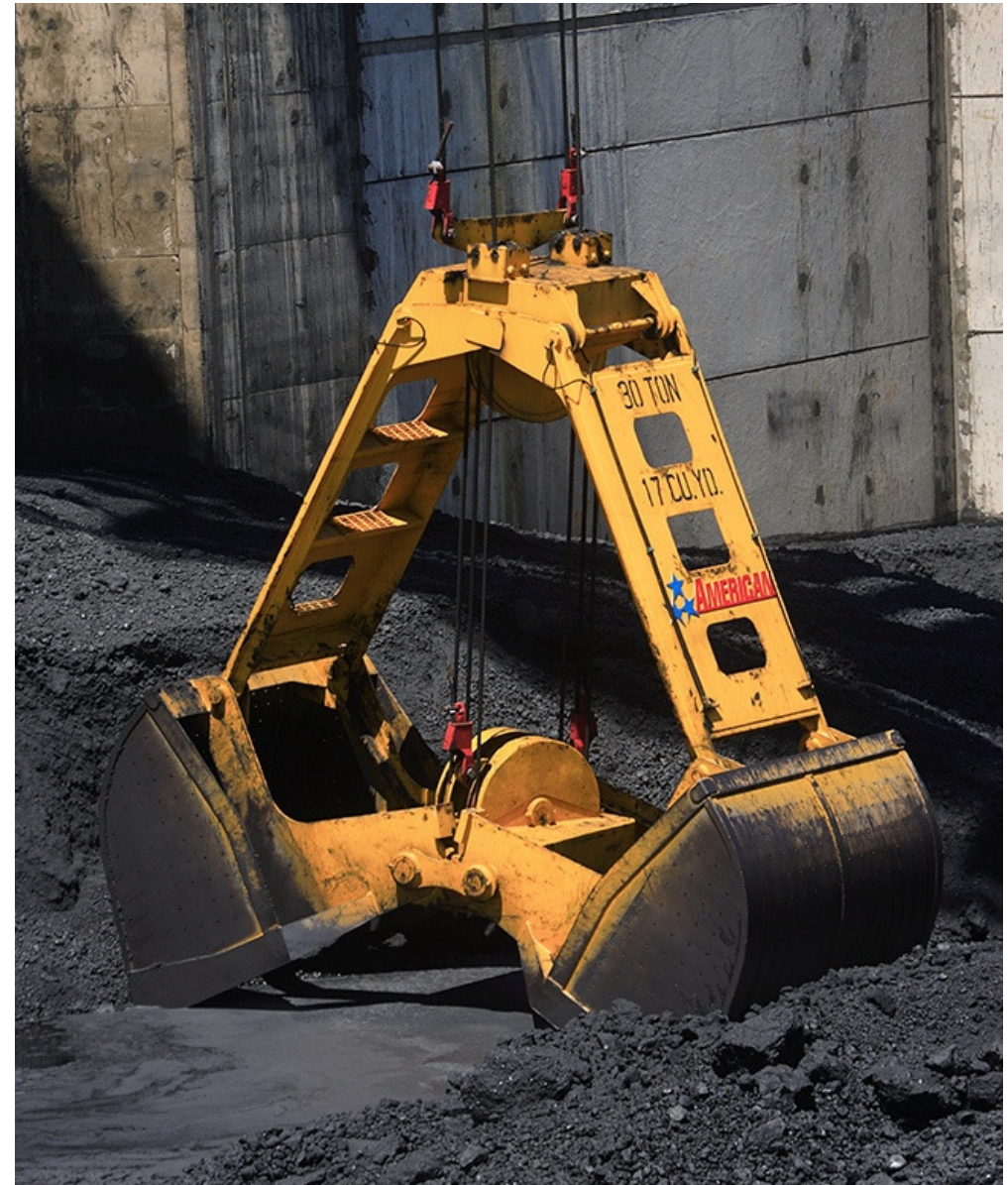


Heavy-duty cranes always need tailoring for their specific circumstances. All cranes in the demanding production areas must be protected against corrosion from heat, dust, moisture, and wear from constant use. Konecranes makes a range of coker cranes for moving coke.

For petrochemical we offer the following types of cranes:

- Electric overhead travelling (EOT)
- Semi-gantry
- Gantry
- Semi-gantry and gantry types with cantilevers
- All crane types that are needed to fit coke pit/pad layouts and to accommodate hoppers and conveyors.

Our automated load control features make operating of our coker cranes simple and easy. With advanced features such as DynAGrab, Sway Control, and Semi-Automation, your load is always safely in the right place.



LIFTING YOUR BUSINESS



LIFTING YOUR BUSINESS

Konecranes is an industry-leading group of lifting businesses that offers a complete range of advanced lifting solutions to different industries worldwide.

Regardless of your lifting needs, Konecranes will provide you with lifting equipment and services that increase the safety, productivity, and value of your business.



MISSION

We are not just lifting things, but entire businesses.

VISION

We know in real time how millions of lifting devices and machine tools perform. We use this knowledge around the clock to make our customers' operations safer and more productive.

KEY STRATEGIC INITIATIVES



**Industrial
Internet**



1KC



**Segment-
based
Offering**

VALUES

Trust in People

Total Service
Commitment

Sustained
Profitability

MEGATRENDS



PEOPLE AND SOCIETY

Generation Y behaves differently. They are IT savvy, and may seek

a different work/life balance, challenge leaders of companies and countries and expect ethical behavior, including good governance and workplace safety.



WORLD DEMOGRAPHICS

Urbanization, new megacities, reverse

brain drain with talent returning to emerging countries. The age pyramid favors emerging countries over Western countries. Emerging markets will represent a major part of the world's growth.



DIGITALIZATION

Advances in data analytics, automation, sensors, wireless networking

and nanotechnology are enabling intelligent "self-aware" machines.



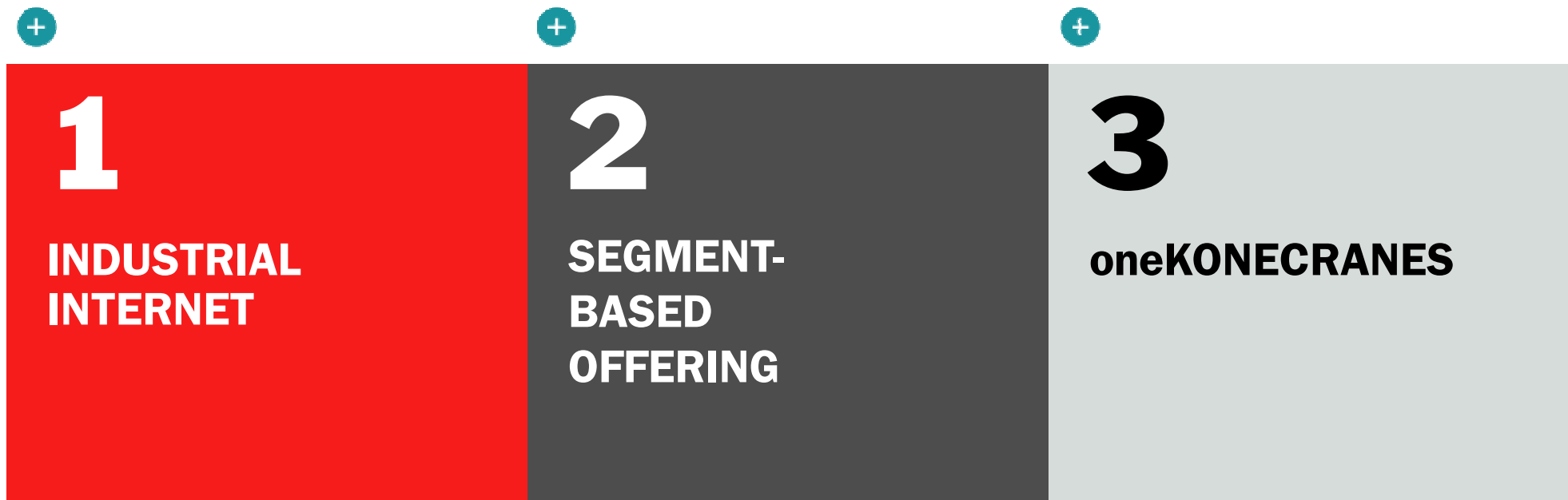
RESOURCE SCARCITY

The need to save energy, find new

sources, control emissions and develop clean energy. Environmental awareness also growing in emerging markets; waste of any kind is increasingly unacceptable.

KEY STRATEGIC INITIATIVES – HOW WE GET THERE

Key strategic initiatives form a clear and highly focused path to reach our goals.



INDUSTRIAL INTERNET



We make machines intelligent and aware of their condition, and network them to create real-time visibility for enhanced **safety and productivity**. This *unique service* that we offer our customers differentiates us from our competitors.



SEGMENT-BASED OFFERING

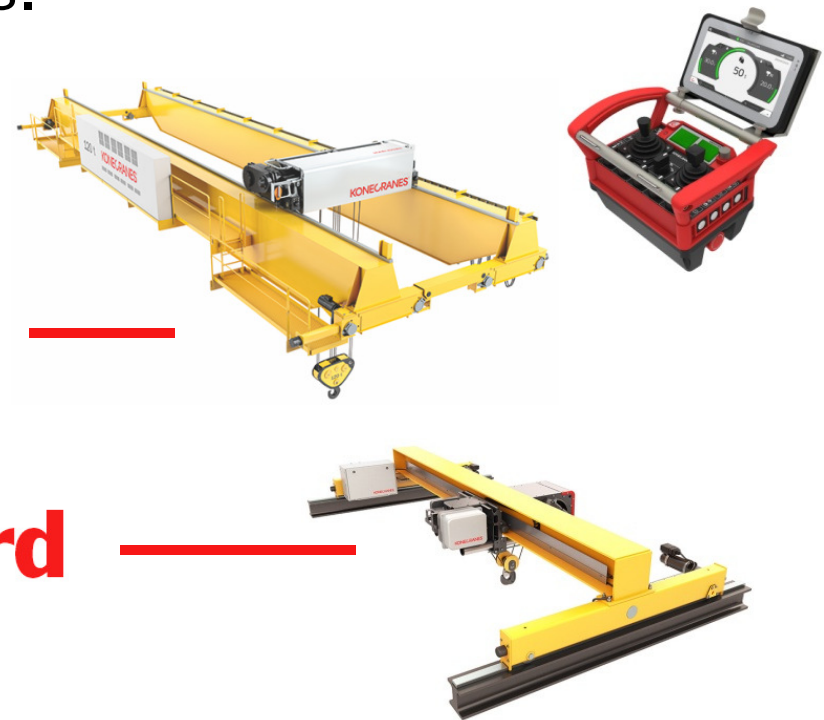


We meet our customers' needs across the world through a segment-based offering of products and services.



— **Advanced** —

— **Standard** —



oneKONECRANES

We streamline our way of working and modernize our information systems to boost productivity and lower operational costs.

- Implementing the Konecranes vision, also for our own operations
- 360° view on our customers
- Real-time visibility to demand and supply
- Improved punctuality, quality and lead times
- Higher scalability, lower transaction cost
- Common tools.



PRODUCT PORTFOLIO



SMART CRANES WITH SMART SERVICE

SERVICE

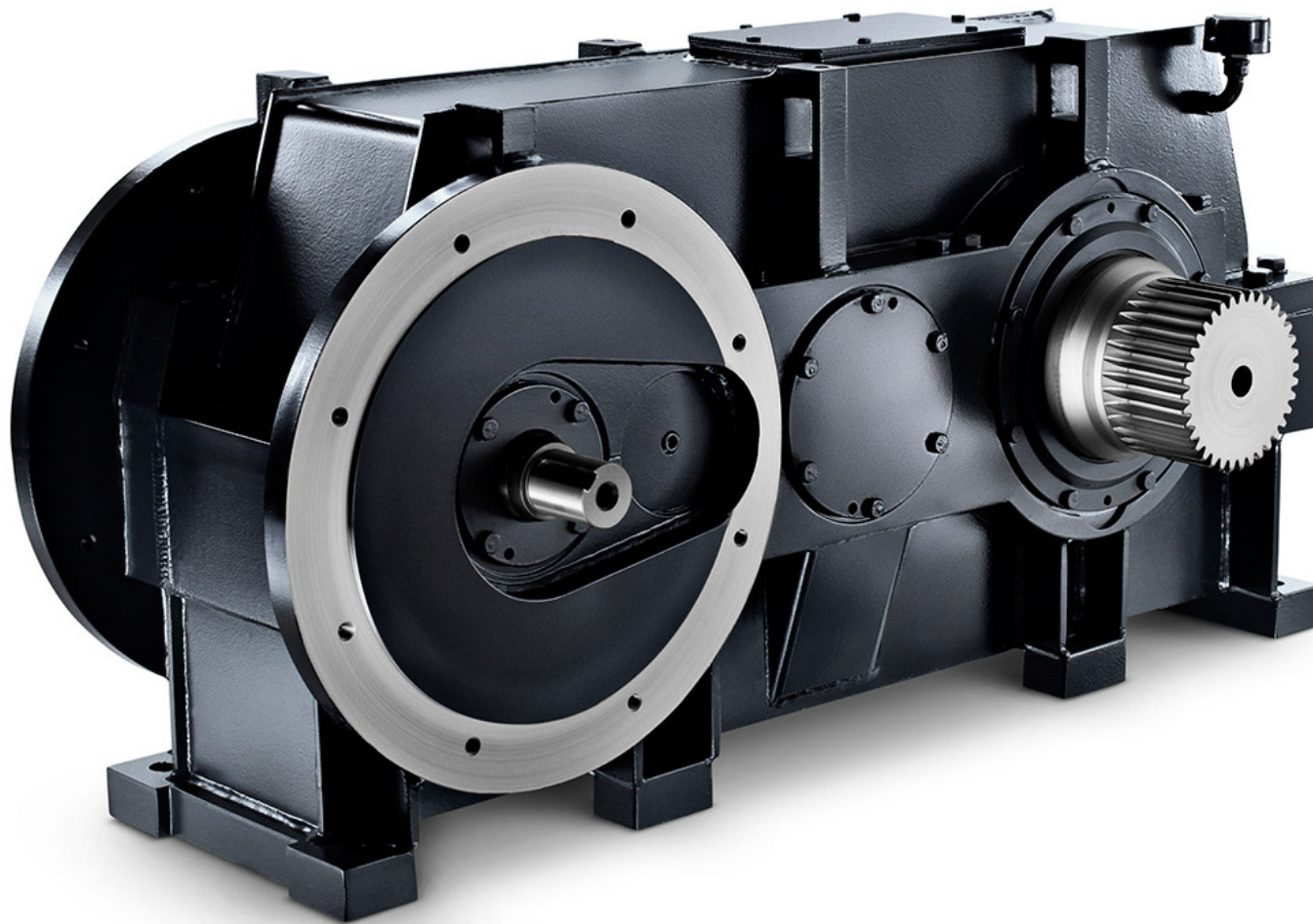
- Preventive approach
- Service programs based on customer needs
- Services for lifting equipment of every make
- 4,000 well-trained technicians in 600 locations servicing a contract base of 450,000 items of equipment.

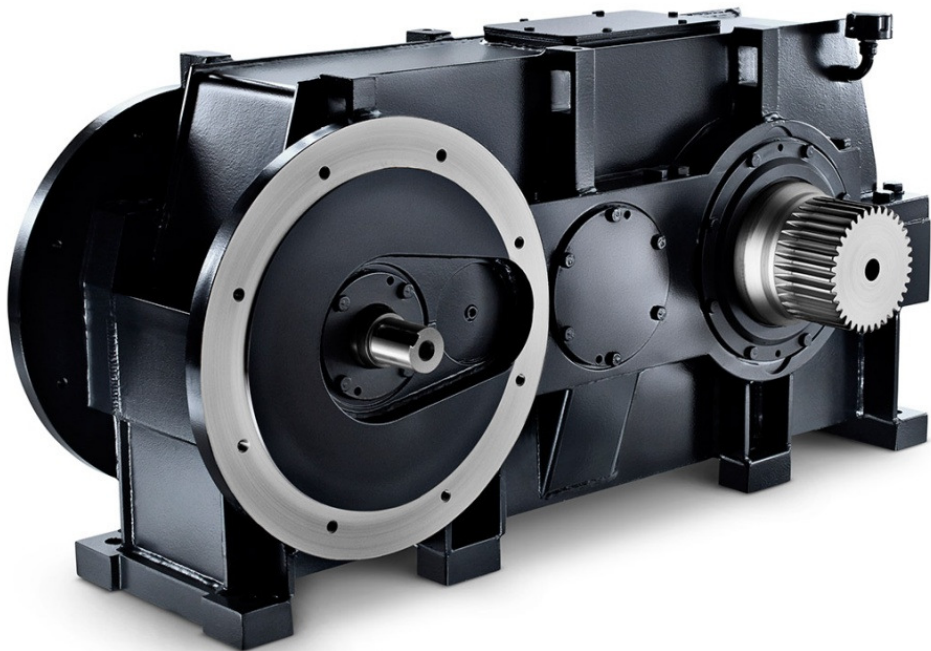
TECHNOLOGY

- Increased R&D investment
- Focus on digital controls, software, automation, and service-enabling technologies
- High attention to quality, usability, ergonomics, and environment
- Smart solutions to improve customers' safety and productivity.

**MAXIMIZING THE PRODUCTIVITY OF UPTIME
MINIMIZING THE COST OF DOWNTIME**

CORE OF LIFTING





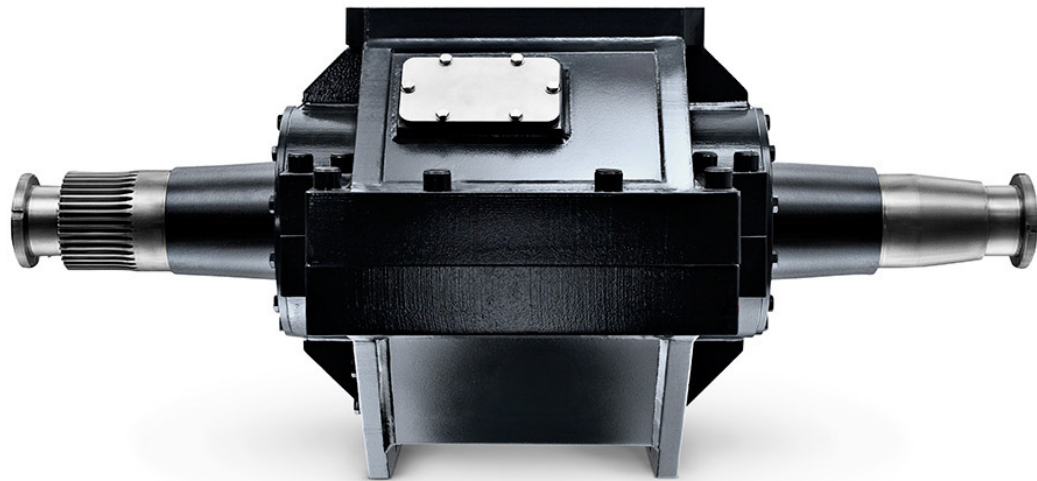
DIFFERENT WAY OF THINKING AND DOING

- The core of lifting is at the heart of Konecranes and it begins with how the smallest detail is designed.
- Every part of every machine is engineered, selected and integrated to work perfectly with the one next to it. Not only do we design every component, but the interaction between them too.



TO MEET THE HIGHEST OF STANDARDS

- The core of lifting results in optimization, transparency and a synergy of benefits greater than any product made of generic components.
- This is how we are able to provide the most reliable, efficient, eco-friendly and safe lifting equipment available.
- The customer value is a combination of our experience, ingenuity, skill and passion.



INTEGRATED IN EVERY WAY

- Core of lifting is a fundamental way of thinking and working that lives inside every Konecranes employee.
- It draws from the skill in our workshops, the vision at the drawing board and practices proven in demanding conditions of modern industry.
- Core of lifting is what defines us as one unified company of Lifting Businesses.

OUR PRODUCTS AND SERVICES



WORKSTATION
LIFTING SYSTEMS



INDUSTRIAL CRANES –
PRODUCTS



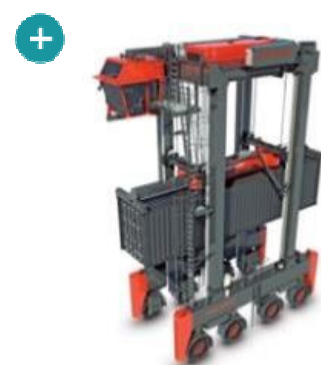
INDUSTRIAL CRANES –
SOLUTIONS



NUCLEAR CRANES



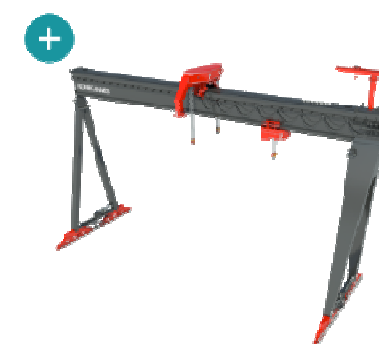
YARD CRANES



STRADDLE CARRIERS



SHIP-TO-SHORE
CRANES



GOLIATH
SHIPYARD CRANES



REACH STACKERS



FORKLIFT TRUCKS



COMPREHENSIVE SERVICE



WORKSTATION LIFTING SYSTEMS



We offer a wide range of lifting equipment for production workstations.

- Improved maintainability, shorter downtime
- Optimized workflow
- Improved productivity, thanks to the extended speed range
- Capacity up to 5,000 kg.



ELECTRIC CHAIN HOISTS

INDUSTRIAL CRANE PRODUCTS



Meeting a wide range of lifting needs in various industries e.g. general manufacturing and steel warehousing:

- Improved productivity and safety
- Compact design saves space and maximizes working area
- Smart Features increase the efficiency and safety of load handling
- CXT crane lifts up to 80 tons.



INDUSTRIAL CRANE SOLUTIONS



We provide special cranes for heavy process use in a wide range of industries, including Smart Features and advanced automation:

- UNITON and SMARTON cranes for process applications
- SM cranes for e.g. high-capacity powerhouse use
- Supported by deep industry expertise e.g. pulp & paper, steel, waste-to-energy, power (nuclear), coker etc.



COKER GANTRY CRANE

NUCLEAR CRANES



We offer a complete portfolio of lifting equipment for nuclear material handling, as well as services and modernizations for nuclear power plants or related facilities:

- We have been supplying lifting equipment to the nuclear industry for over 50 years
- Complete portfolio of lifting equipment covering all the lifts needed in nuclear power plants
- Global service network to support nuclear projects around the world.



TURBINE HALL CRANE

CONTAINER CRANES

RTGs, ARTGs, RMGs, and ARMGs are used for container handling at container ports. RMGs are also used at intermodal terminals. These cranes usually have a lifting capacity of around 50 tons and can stack 1-over-5 containers high and 6 plus truck lane wide.

- Low total cost of ownership
- High performance with top technology
- Higher reliability, less downtime, and lower maintenance costs
- Automation.



A SMARTER CABIN



STRADDLE CARRIERS



Container handling machine for general purpose container handling at straddle terminals. Typical lifting capacity up to 50 tons, stacking up to 4 high.

BOXRUNNER

”Short and fast” version for quayside-to-yard operations in automated container yards:

- Stable and safe drive experience
- Reliable: high uptime
- Fast return on investment.



SHIP-TO-SHORE CRANES



Ship-to-shore (STS) cranes are used for loading and unloading container ships. Konecranes' STS cranes have a lifting capacity of up to 65 tons and an outreach of up to 61 meters.

- Greater productivity thanks to BoxHunter technology, a combination of Konecranes AC drives and Active Load Control.



GOLIATH SHIPYARD CRANES



Biggest Goliath shipyard crane ever delivered has a rail span of 215 m and a lifting capacity of 2000 tons.

Used to assemble ship hulls in the dry dock phase of ship construction:

- Unique single-girder design is the key to providing very large Goliaths that make full assembly very efficient
- Efficiency through 2 Goliaths working in tandem
- Superior engineering for greater reliability.



REACH STACKERS



PREMIUM PERFORMANCE IS WITHIN YOUR REACH

Lifting capacities:

10–45 tons (container handling)

41–45 tons (intermodal handling)

10–80 tons (industrial handling)

- Modern and durable lifting spreaders
- Smart load-sensing hydraulics
- Powerful engine
- ErgoCab, probably the best cabin on the market
- Intelligent Electronic Machine control, EMC Master
- Heavy-duty box-type chassis
- Maintenance-free brakes
- Excellent stability.



FORK LIFT TRUCKS



THE WORLD'S WIDEST RANGE OF HEAVY-DUTY LIFT TRUCKS

Lifting capacities:
10–65 tons

- Quick-change fork system
- Maintenance-free brakes
- Heavy-duty box-type chassis
- Powerful engine
- Smart load-sensing hydraulics
- ErgoCab, probably the best cabin on the market
- Intelligent Electronic Machine control, EMC Master.



CONTAINER LIFT TRUCKS



TAKING CONTAINER HANDLING TO A HIGHER LEVEL

- Very fast lifting and lowering
- Powerful engine
- Smart load-sensing hydraulics
- Single and double stacking
- ErgoCab, probably the best cabin on the market
- Intelligent Electronic Machine control, EMC Master
- Excellent stability.



SERVICING THE GLOBE

6,200

MAINTENANCE
PROFESSIONALS

4,000

HIGHLY SKILLED
SERVICE TECHNICIANS

2,400

MORE THAN
SERVICE VANS

TRUCONNECT®
REMOTE SERVICES
LAUNCHED IN

40

COUNTRIES

1.75

MILLION ANNUAL
SERVICE CALLS

SERVICE IS
44%

OF TOTAL SALES

MAINTENANCE
CONTRACTS
COVERING MORE THAN
460,000

EQUIPMENT OF
DIFFERENT
MAKES

60

REMOTE SUPPORT CASES
PER MONTH

IT DOESN'T MATTER WHO MADE YOUR CRANE

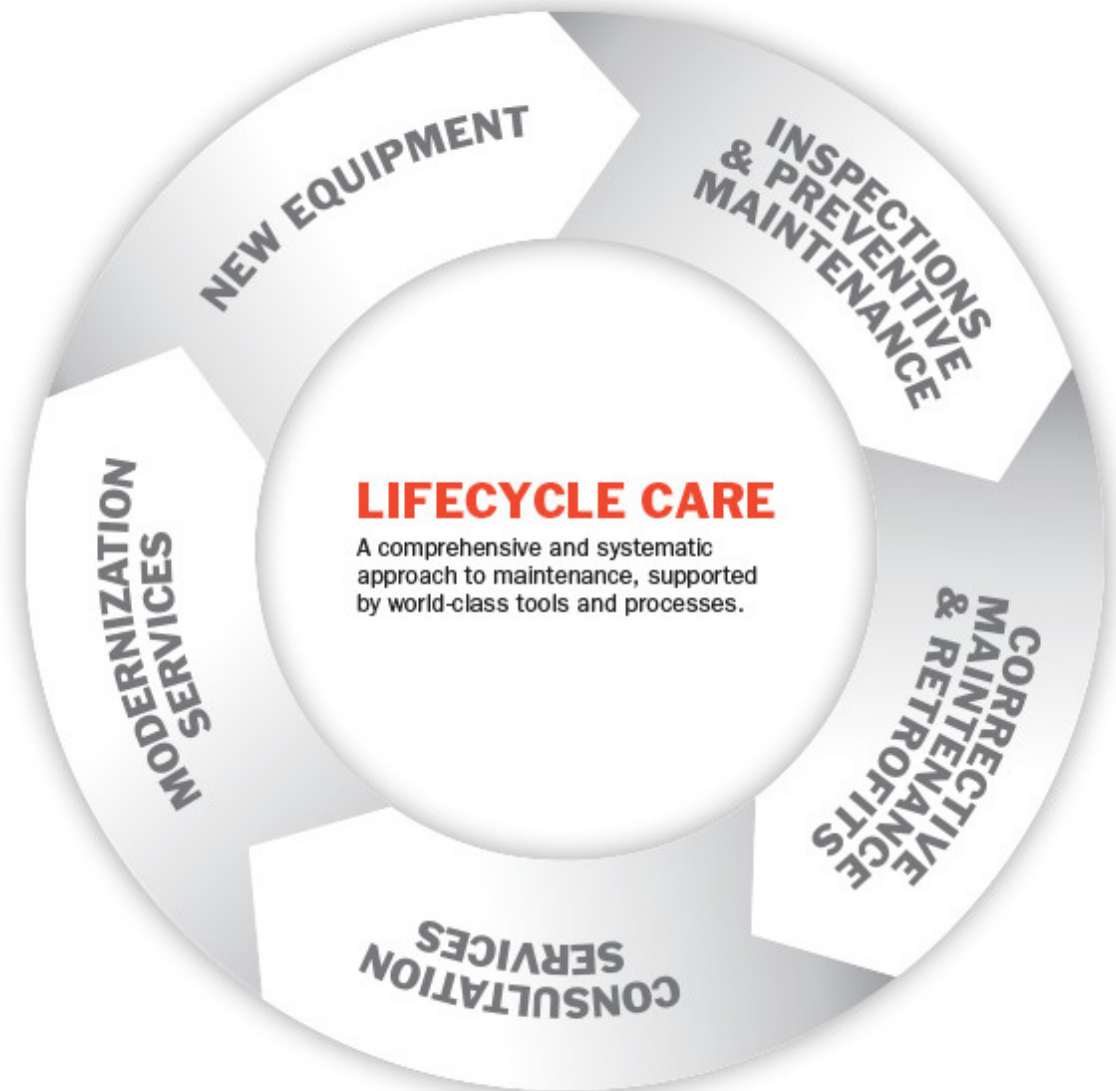
We provide specialized maintenance services and spare parts for all types and makes of industrial cranes, hoists, machine tools and port equipment—from a single piece of equipment to entire operations. Our objective is to improve the safety and productivity of our customers' operations.



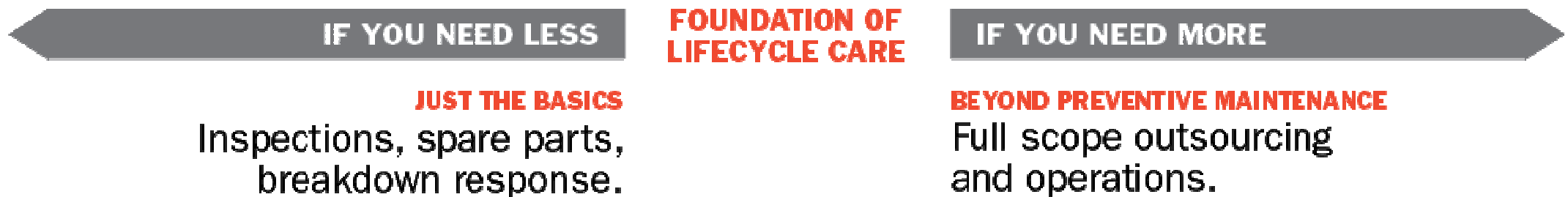
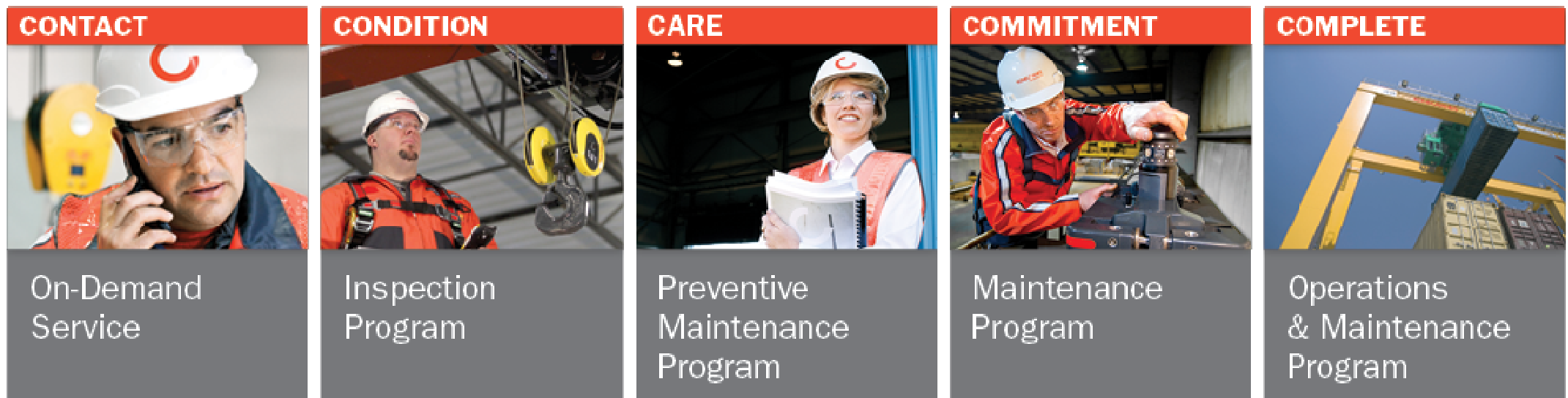
OUR APPROACH TO MAINTENANCE

Lifecycle Care results in highest lifecycle value—maximizing the productivity of uptime and minimizing the cost of downtime.

Our crane experts apply a systematic Risk and Recommendation Method of evaluation and a consultative planning and review process to drive continuous improvement in safety and productivity.



SERVICE PROGRAMS BASED ON YOUR NEEDS



TAKE A DEEPER LOOK AT YOUR CRANE

RailQ™ Runway Survey

Fast, safe, accurate crane rail survey.

CraneQ™ Crane Geometric Survey

Accurate information detailing the alignment of wheels and the square of your crane.

RopeQ™ Magnetic Rope Inspection

Inspecting what you cannot see.

Crane Reliability Study

How much life is left in your crane?



CONNECTING DATA, MACHINES AND PEOPLE TO DELIVER **LIFECYCLE CARE IN REAL TIME**

CONNECT

MOBILE-ENABLED TECHNICIANS

In the field, our mobile-enabled inspectors and technicians enter inspection and maintenance data following the Risk and Recommendation Method, using our proprietary MAINMAN software. They can access maintenance history, equipment usage and operating information and look up spare parts and manuals.



REMOTE MONITORING

TRUCONNECT Remote Monitoring uses sensors to gather usage data – running time, motor starts, work cycles and brake condition. Alerts notify you, by text or email, of events such as hoist overloads, emergency stops and over-temperatures.



GET INSIGHTS

yourKONECRANES.com

Usage data, maintenance data and asset details are linked, giving a transparent view of events and activities over any selected time interval. Aggregated data can be viewed, analyzed and shared quickly, for a single asset or an entire fleet. Insights can be drawn by observing anomalies, patterns and trends, helping users make fact-based decisions.

ANOMALIES

Anomalies can show up as faults, such as overloads. These events are considered abnormal and should be addressed promptly as they occur. Knowing when an overload occurs is the first step in identifying its cause.



PATTERNS

Patterns help reveal relationships between variables. For example, overload or emergency stop alerts or excessive starts may indicate the need for operator training aimed at reducing human-error downtime and the risk of safety incidents. Recurring motor overheats may indicate needed changes in equipment or process.



TRENDS

The study of trends can help prioritize corrective action and investments. Analyzing data behavior over time supports the development of predictive maintenance.



OPTIMIZE

CONSULTATIVE APPROACH

Our consultative approach can help guide your decision-making. We take time to share our findings, provide recommendations and discuss how each action can optimize various aspects of your operations and maintenance.

- Regulatory compliance
- Record keeping
- Maintenance planning and prioritization
- Spare parts supply
- Equipment utilization
- Operator training
- Capital expenditure planning and justification



TRUCONNECT REMOTE SERVICE

TRUCONNECT® is a suite of remote service products and applications to support maintenance operations and drive improvements in safety and productivity. It is an important building block in delivering Lifecycle Care in Real Time.

TRUCONNECT Remote Monitoring

uses sensors to collect data, such as running time, motor starts, work cycles and emergency stops, providing visibility to crane usage. It also provides brake and inverter monitoring.



INDUSTRIAL CRANES



PROCESS CRANES



LIFT TRUCKS

TRUCONNECT Remote Support

provides 24/7 access to a global network of crane experts and specialists, offering problem solving and troubleshooting to help reduce unplanned downtime.



PORT EQUIPMENT



PROCESS CRANES

YOURKONECRANES.COM

Our customer portal, yourKONECRANES.com, gives you quick and easy access to your crane maintenance information. Usage data from TRUCONNECT and maintenance data and asset details from MAINMAN are linked, giving you a transparent view of events and activities over any selected time interval.



INDUSTRIAL DESIGN PHILOSOPHY

1

**DEVELOP
PRODUCTS THAT
ARE CLEAR AND
INTELLIGENT**

2

**EASY-TO-USE
PRODUCTS ARE
SAFER FOR USERS**

3

**USER-
FRIENDLINESS
LEADS TO BETTER
BUSINESS FLOW
AND PRODUCTIVITY**

**WHEN DEVELOPING NEW TECHNOLOGIES, WE TALK WITH OUR CUSTOMERS
AND STUDY HOW PEOPLE INTERACT WITH THE EQUIPMENT.**

KONECRANES DNA



SETTING THE BENCHMARK



INDUSTRY LEADERSHIP

- Securing lifting in industrial processes since the 1930s: over 80 years of experience.
- Constantly shaping the lifting industry by striving to make our customer's operations safer and more productive.
- Continually setting the benchmark in technology, automation and real-time services in the lifting industry.



GROWTH IS STRENGTH

WE ARE HERE TO STAY

- With the technologies and know-how to lift you well into the future.
- With a customer focus that puts your business at the center of ours.
- With an entrepreneurial attitude that drives growth.
- With a commitment to the well-being and competence of our people.
- A dedication to developing your business as your long-term partner and single-source supplier.



A large yellow Konecranes crane is positioned in a vast industrial hangar, lifting a massive jet engine. The engine's fan is prominent in the foreground, showing a spiral pattern. The hangar's structure, with its steel beams and lights, is visible in the background. The crane's arm is extended across the frame, and the engine is suspended from it. The overall scene conveys a sense of industrial strength and capability.

GROWTH IS STRENGTH

**WE CONTINUE TO
STRENGTHEN
OUR POSITION
AS THE WORLD'S
LEADER IN
LIFTING
SOLUTIONS.**



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