

KONECRANES

Welcome to
Hyvinkää!

Kiira Fröberg, VP Investor Relations May 11, 2023

Site visit - Agenda

- 09:00 **Welcome**
Kiira Fröberg, VP, Investor Relations
- 09:05 **Konecranes Technologies**
Juha Pankakoski, EVP, Technologies
- 09:25 **Supply Operations**
Risto Helle, SVP, Supply
- Hyvinkää Operations**
Pekka Koskinen, VP, ETO Supply, Head of Hyvinkää factory
- 09:45 **Factory tour & Technologies demos**

KONECRANES

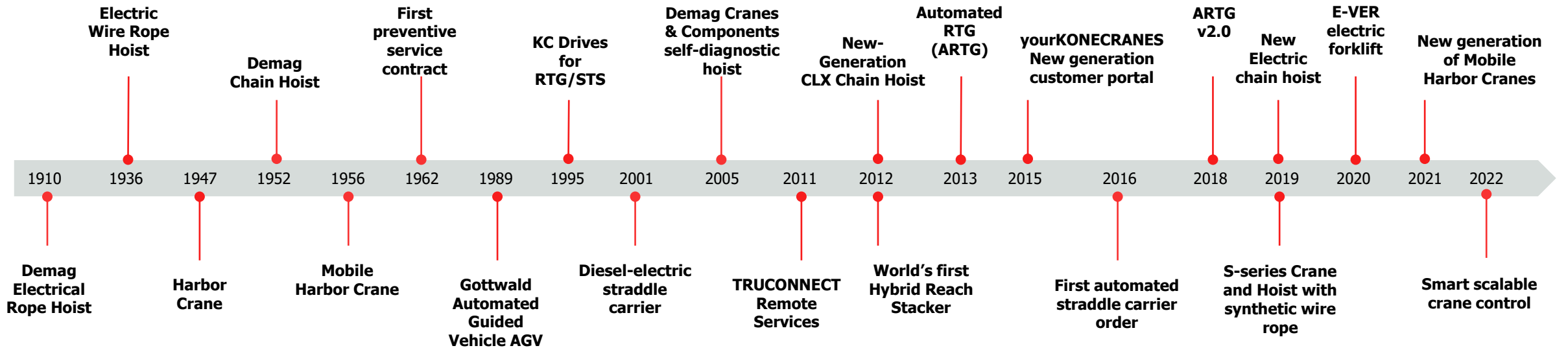
Juha Pankakoski

Technologies

May 11, 2023

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Konecranes - Innovation Milestones



How does the market develop?

Key technology trends in the material handling industry

Sustainability

Demand for responsibly made and supplied products, lifetime extensions, alternate energy sources, optimized usage



Big Data and Analytics

Ability to detect actionable patterns and opportunities from data in all areas of business



Digitization / Industry 4.0

M2M connectivity providing process optimization opportunities



Modular Automation

Increasing system throughput needs, increased requirements for flexibility, saving on labor



Need for Flexibility

Faster turnaround times, flexible manufacturing lines, distributed warehousing, late configuration and inventory management



Cyber Security

Proliferation of connected devices, vulnerable industrial architecture, low or no user authentication, increased interest for cyber crime



Personnel Safety

Increasing legislative requirements, co-habitation of humans and machines more common



Scarcity of Talent

Demographics, unattractiveness of industry, skills shortage, digital natives



Strategic Technology Themes for '23–'27

Deep Domain Experience (CoL)



Key initiatives related to core product/service competitiveness, including support for simplification and standardization of offering

Smart, Connected Products



Roadmaps for automated and autonomous operation and movement, including standard solutions for connectivity, computing, and sensors

Digitalization and Data



Building of superior E2E digital customer and employee journeys, enhancement of physical products with digital services, using data for insights and new business

Uniform, World-Class Processes and Systems



Next evolution of composable 1KC processes, allowing for business-specific customization whilst maintaining information integrity, and allowing easier divestment/integration of businesses

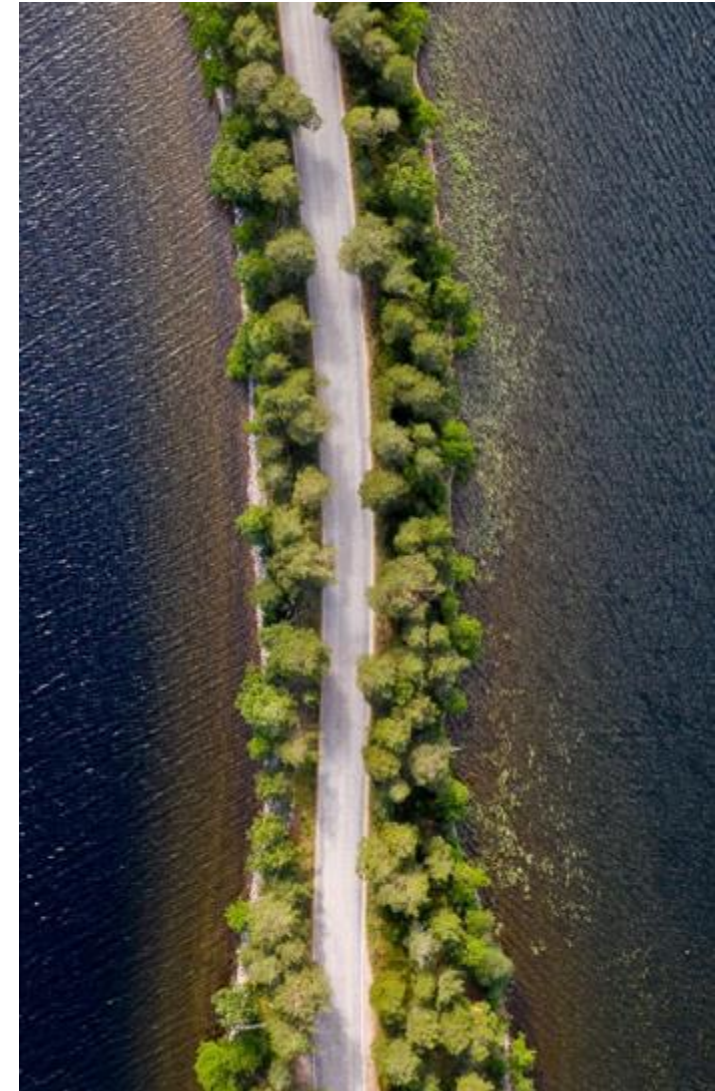
Using Partner Ecosystem for Value Acceleration



Supporting internal and external innovation, co-creating with key stakeholders, optimizing supplier base for cost, availability, compliance, and sustainability

Unlocking Industrial productivity

- Zero4 is a Konecranes-led 70 M€ Research & Innovation programme. The programme is part of Business Finland's "Veturi" initiative where Finnish companies are invited to solve some of the society's most pressing challenges through research, development, and innovation in Finland.
- Purpose of the programme is to **boost the industrial productivity** and **competitiveness of Finnish companies** and **decrease absolute greenhouse gas emissions** and **energy waste**.
- Zero4 focuses on working towards the vision of a **unified material flow platform** that is developed together with ecosystem partners, universities, research institutes and customers.
- The programme mission will be reached by **zeroing down four key deficiencies** from material flows:



Future solutions are developed through 7 interlocking streams

We invite stakeholders to join our journey in building and commercializing future material flow solutions

Themes

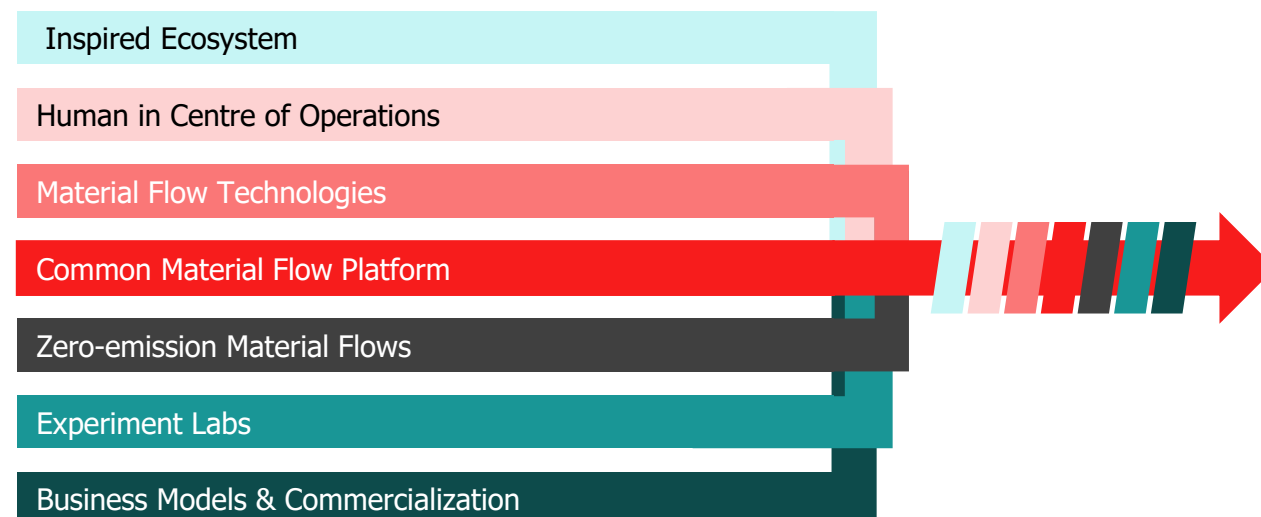
ZERO INFORMATION BARRIERS	ZERO GHG EMISSIONS	ZERO WASTED ENERGY	ZERO SAFETY INCIDENTS
Create a common material flow platform and optimize material and information flows	Decarbonize material flow equipment and activities	Design material flow equipment and operations to consume less energy and to regenerate what is spent	Make material flows and related activities safer for humans and remove any disruptions from operations

Examples of research topics

In Zero4, we will study, for example, the following questions and many more:

- How can material be identified and tracked with multiple sensors forming a smart space?
- How can simulations, enhanced with real-time data, be used to optimize material flow of a complete factory?
- What is the most suitable system concept for emission monitoring, avoidance, and allocation in intralogistics?
- How equipment ownership effects product lifecycle and selected circularity strategies?

Programme research and support streams





Thank you



Hyvinkää site visit

Konecranes Supply Operations

Safety in
everything
we do

IF *you* **SEE IT**    
OWN IT    

Topics



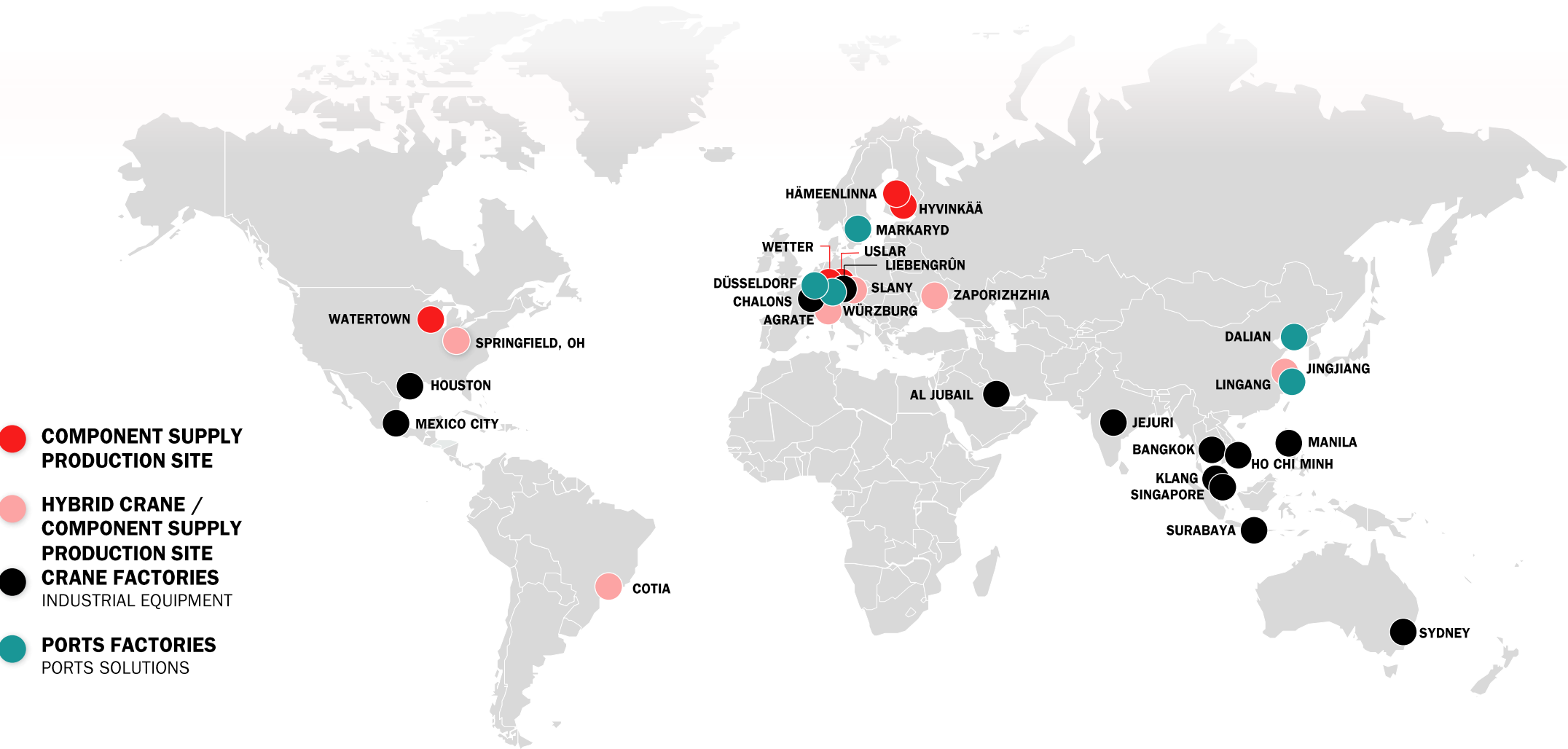
Supply Network



Hyvinkää Operations

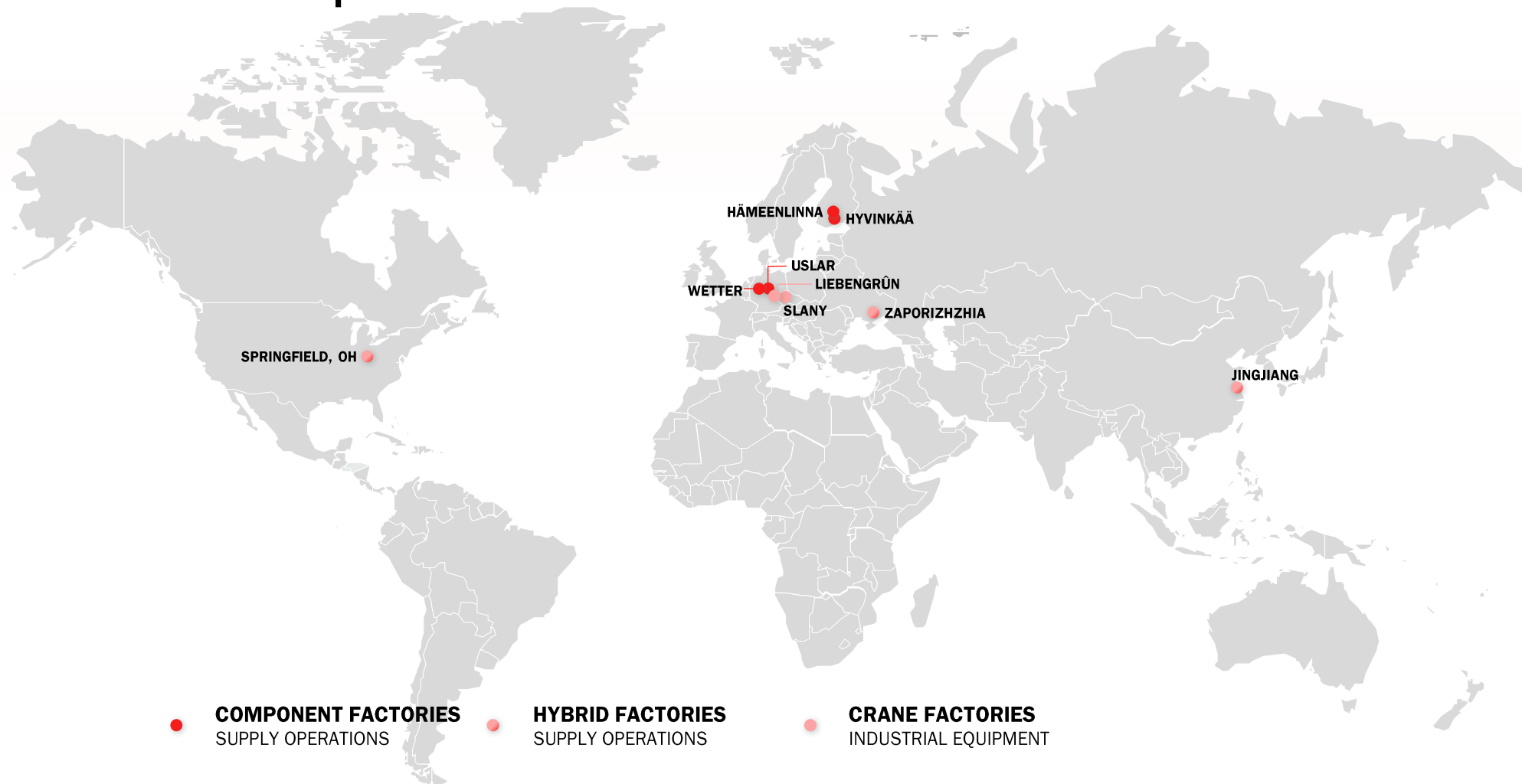
ALL FACTORIES

Konecranes' own production network



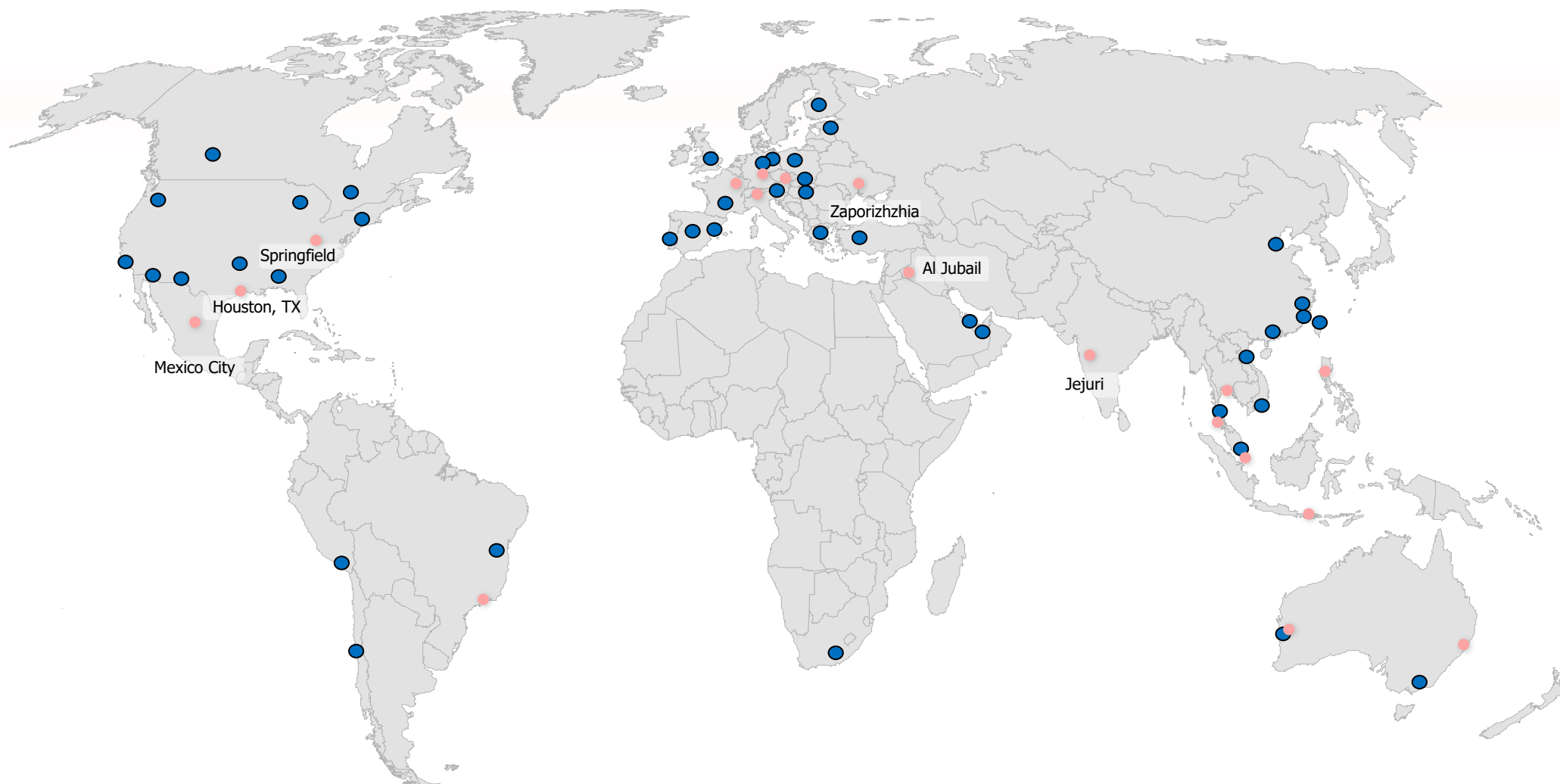
BU SUPPLY OPERATIONS

Konecranes' component and crane factories and DCs



SUBCONTRACTING NETWORK CLOSE TO OUR CUSTOMERS

IE current factory footprint supplemented with an extensive subcontracting network



BU Supply Operations' factories

Hyvinkää, FIN



Hämeenlinna, FIN



Jingjiang, CN



Springfield, USA



Slaný, Czech



Uslar, GER



Wetter, GER



Eurofactory, GER



Zaporizhzhia, UKR

A close-up photograph of a yellow and black KONE crane component, likely a hook or pulley system, with a thick, braided steel cable. The yellow part has the text "50 t" and a large white "C" logo. The black part has a small registered trademark symbol. The background is a light gray.

KONECRANES

Pekka Koskinen

Hyvinkää Operations

May 11, 2023

Hyvinkää factory, factsheet



PERSONNEL

~270

~200 operatives + 70 staff

12% female

Ø Age 42

Ø Service years 13

6 nationalities



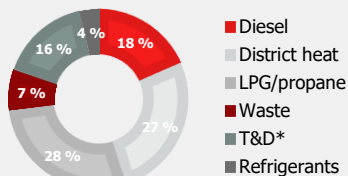
MAIN PRODUCTS

Trolleys for industrial cranes and port cranes, e-rooms, electrical cubicles and cabinets, heavy gears and rope drums.

SUSTAINABILITY

100% renewable electricity since 2014

Total CO2 emissions 2022 ~ 350tCO2



*Transmission & Distribution losses affected by district heat and electricity location-based emissions



ANNUAL PRODUCTION OUTPUT (2022)

70	Port crane trolleys
210	Heavy IE trolleys&Winches
2900	Gears & machineries
80	e-rooms

+ a large amount of other crane components: machineries, drums, electrics





Thank you

