

KONECRANES

Welcome
to Lingang!

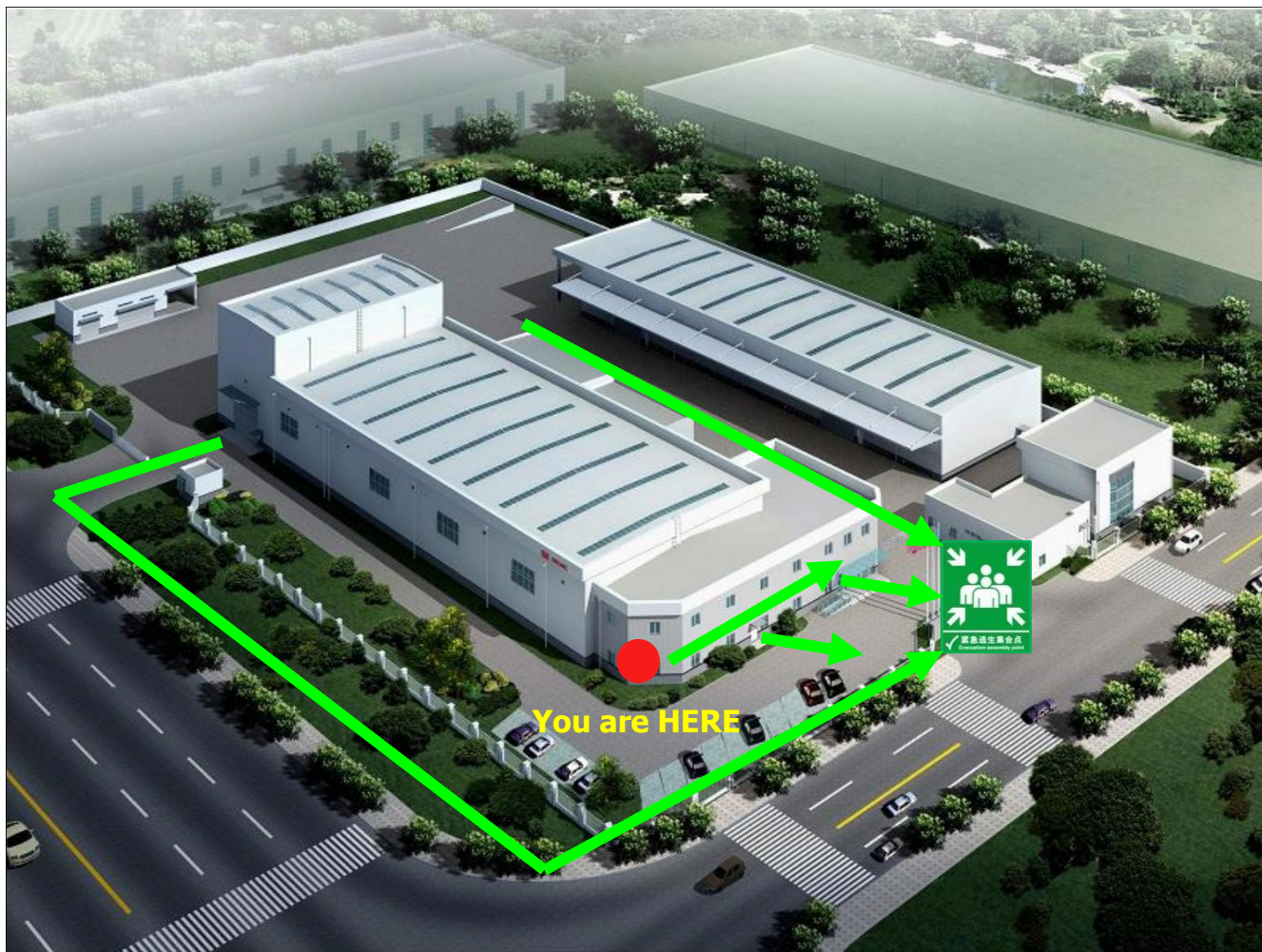
Kiira Fröberg, VP Investor Relations

November 15, 2023

Program

- 11:40 **Welcome**
Kiira Fröberg, VP Investor Relations
Harri Pitkänen, Supply and Operations Director, Lift Trucks
- 11:45 **Konecranes in APAC**
Marko Tulokas, SVP Industrial Service and Equipment, region APAC
Tony Chen, Managing Director, China
- 12:20 **Industrial Supply Operations in China**
Risto Helle, SVP, Supply
- 12:30 **Introduction to Lift Trucks and Lingang factory**
Harri Pitkänen, Supply and Operations Director, Lift Trucks
- 12:40 **Factory tour**

Safety Instructions



- **Safety Assembly Point outside the Front Gate**
- **Safety Exits and Emergency Equipment Highlighted**
- **Safety Instructions for the Factory Tour**

15/11/2023

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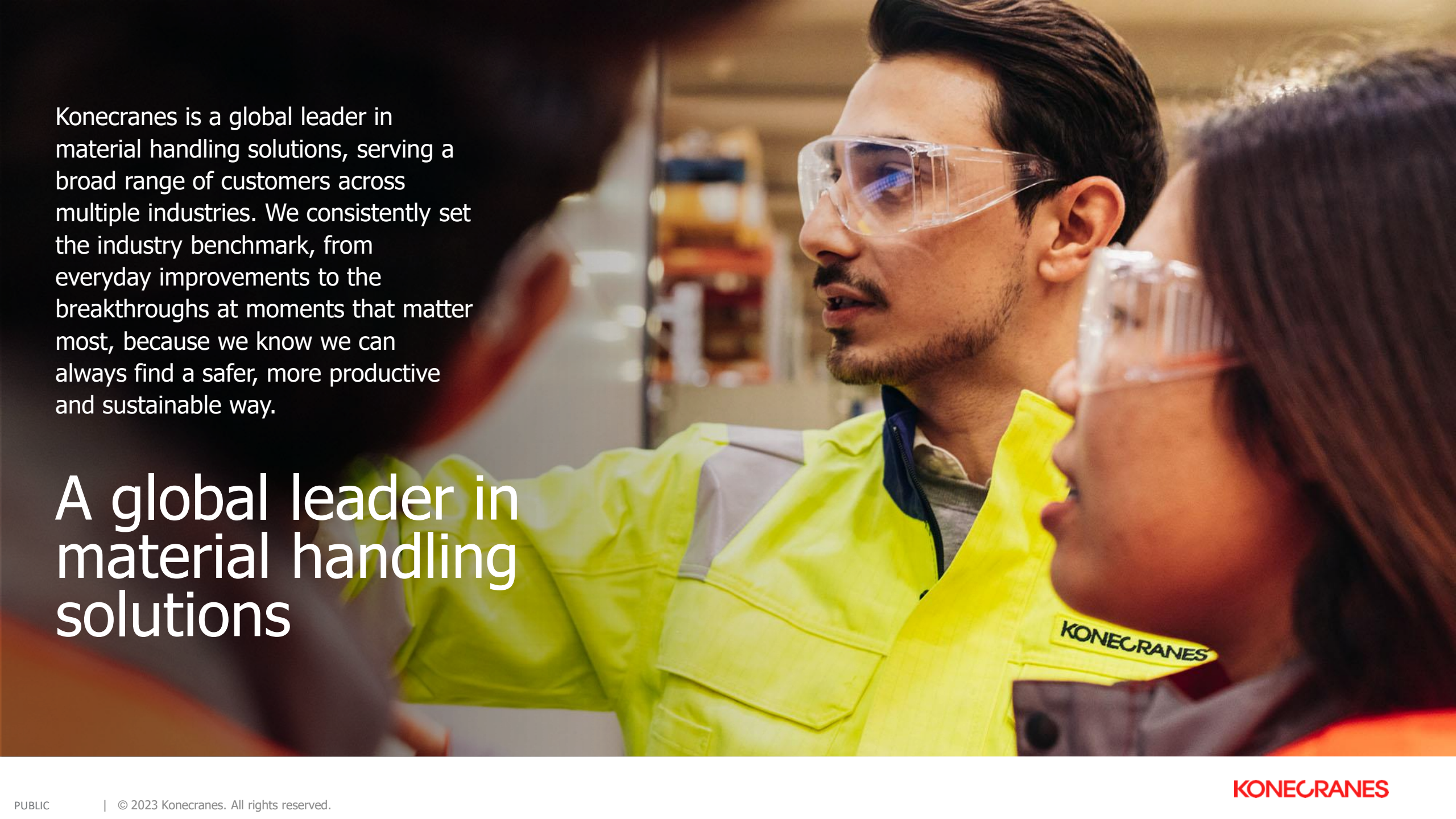
The Konecranes logo is positioned in the top right corner of the image. It consists of the word "KONECRANES" in a bold, white, sans-serif font. The background of the entire slide is a photograph of a man and a woman in a factory setting, both wearing safety glasses and high-visibility work clothes. The man is on the left, wearing a yellow high-visibility jacket with the Konecranes logo on the chest. The woman is on the right, wearing an orange high-visibility vest over a grey long-sleeved shirt, also with the Konecranes logo. They are both looking at a piece of machinery in the foreground. The background shows a large industrial facility with yellow overhead cranes and various equipment.

KONECRANES

Konecranes in APAC

Marko Tulokas,
SVP, Industrial Service & Equipment,
Region APAC

November 15, 2023



Konecranes is a global leader in material handling solutions, serving a broad range of customers across multiple industries. We consistently set the industry benchmark, from everyday improvements to the breakthroughs at moments that matter most, because we know we can always find a safer, more productive and sustainable way.

A global leader in material handling solutions

Konecranes in brief

Net sales

3,364.8

MEUR, 2022

Comparable EBITA

9.5%

margin, 2022

Orders received

4,227.9

MEUR, 2022

Order book

2,901.7

MEUR, 2022

Active in around

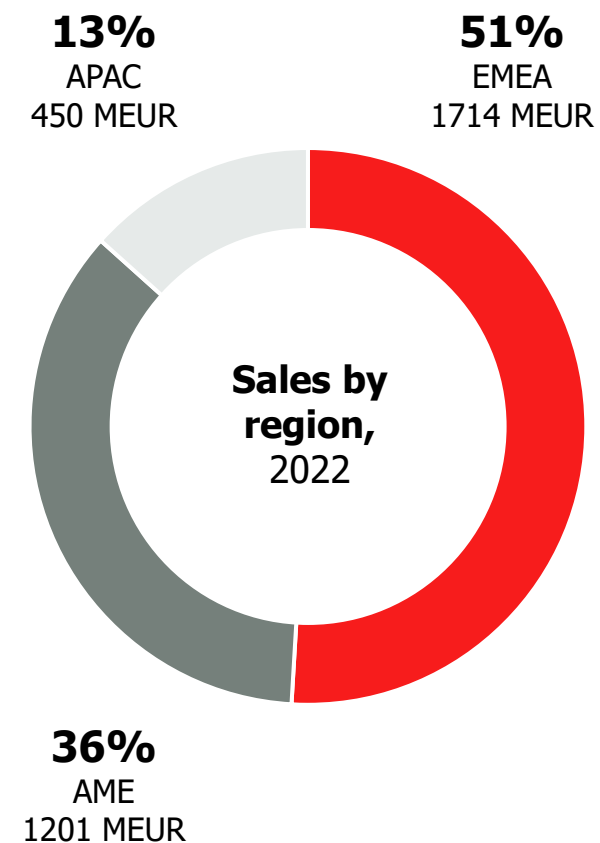
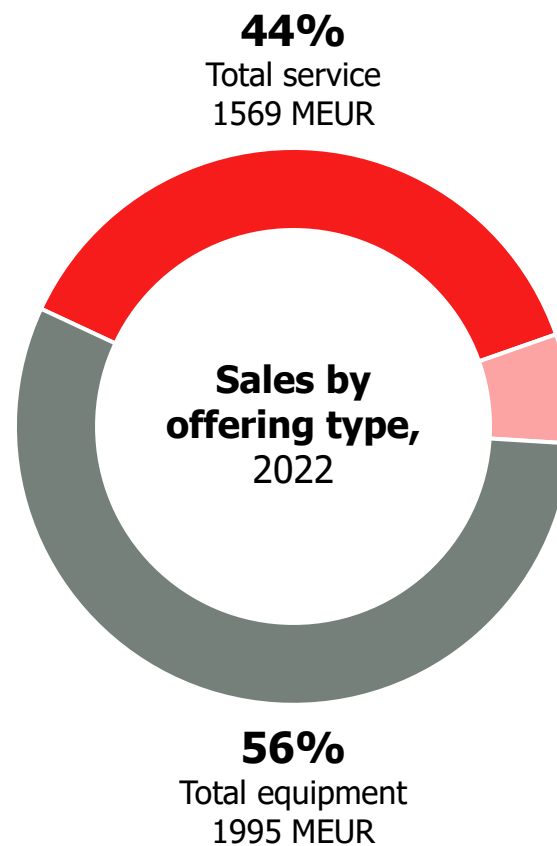
50

countries

Approximately

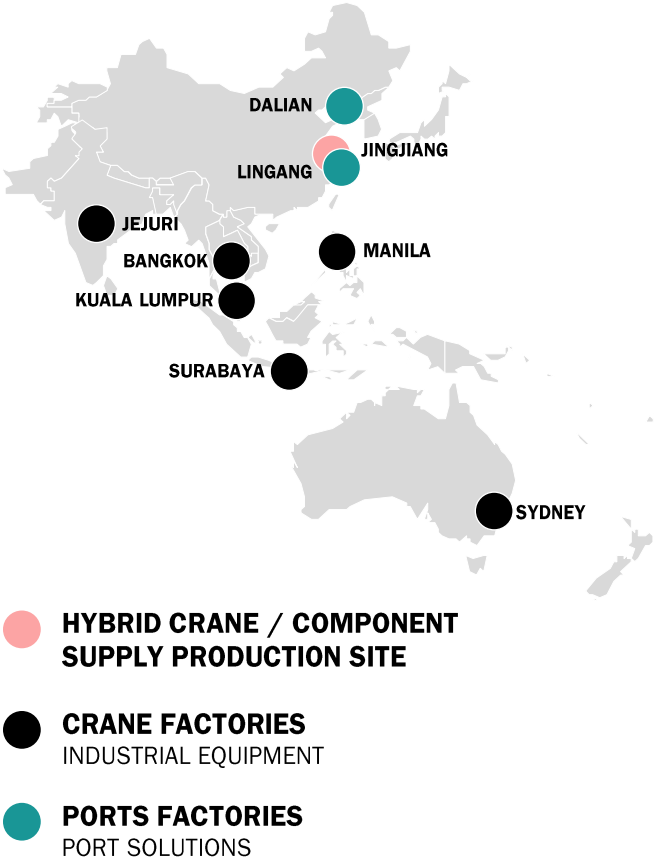
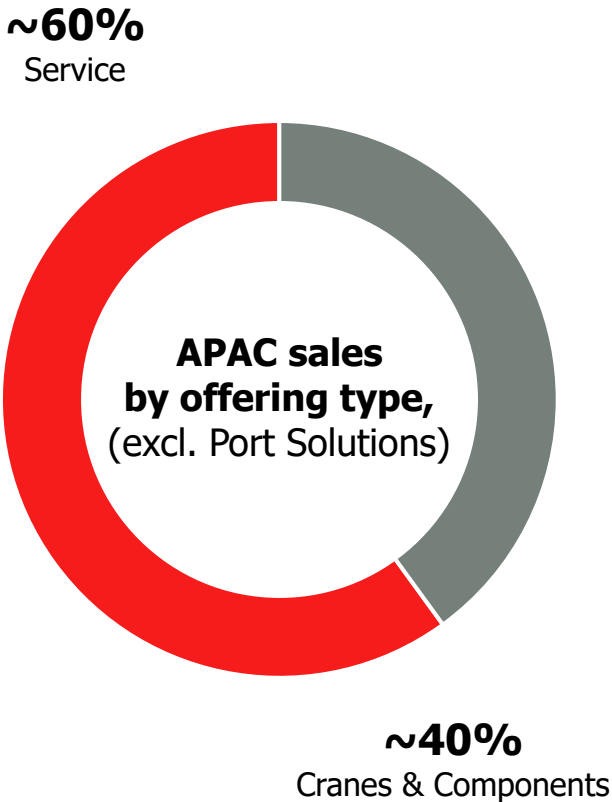
16,500

employees, Q3 2023



Konecranes in APAC at a glance

Net sales 449.7 MEUR, 2022	Production sites in 9 locations
Over 70 service locations ⁽¹⁾	Approximately 830 service technicians ⁽¹⁾
Presence in 12 countries ⁽¹⁾	Approximately 3,500 employees, Q3 2023



Note (1): excluding Port Solutions

A family of leading brands,
globally and locally

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USERS

END
USERS

CRANE BUILDERS,
DISTRIBUTORS,
COMPONENT
INTEGRATORS

SINGLE GLOBAL BRAND

KONECRANES®

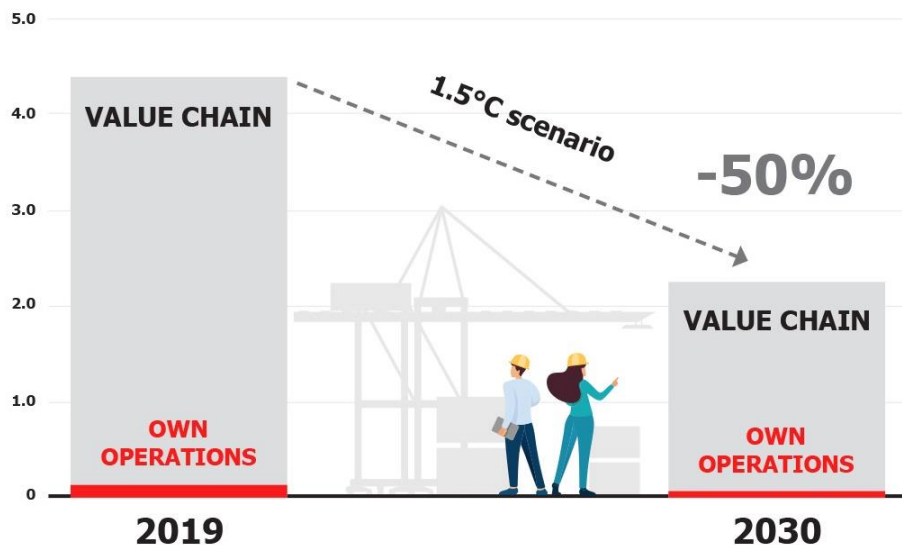
MARKET-SPECIFIC BRANDS

DEMAG SWF KRANTECHNIK R&M MATERIALS HANDLING VERLINDE LIFTING EQUIPMENT donati

We have ambitious climate targets and have made great progress towards them

SCIENCE-BASED TARGETS:

Million tons
of CO₂e



PROGRESS:

Own operations:

- **50% absolute GHG emission reduction⁽¹⁾** by 2030
- **Progress: Target achieved** already in 2022! New, more ambitious target set: Carbon neutral own operations by 2030

Value chain:

- **50% absolute GHG emissions reduction** by 2030⁽¹⁾, encompassing use of sold products and steel purchases⁽²⁾
- **Progress: 26% reduction** in 2019-2022

FOCUS OF PATHWAY ACTIVITIES:

Introducing new technological innovations to reduce dependency on fossil fuels

Applying smart product design focusing on energy efficiency, durability and maintainability

Optimizing material flows with automation and digital solutions

Purchasing steel from suppliers with minimum emissions

Investing in renewable electricity and energy efficiency in own operations

Our science-based climate targets have been validated by SBTi as being in line with the ambition to limit global warming to 1.5°C.

1) From 2019 base year. 2) The Scope 3 target covers more than 70% of the value chain emissions.



Business Area Industrial Service and Equipment in APAC

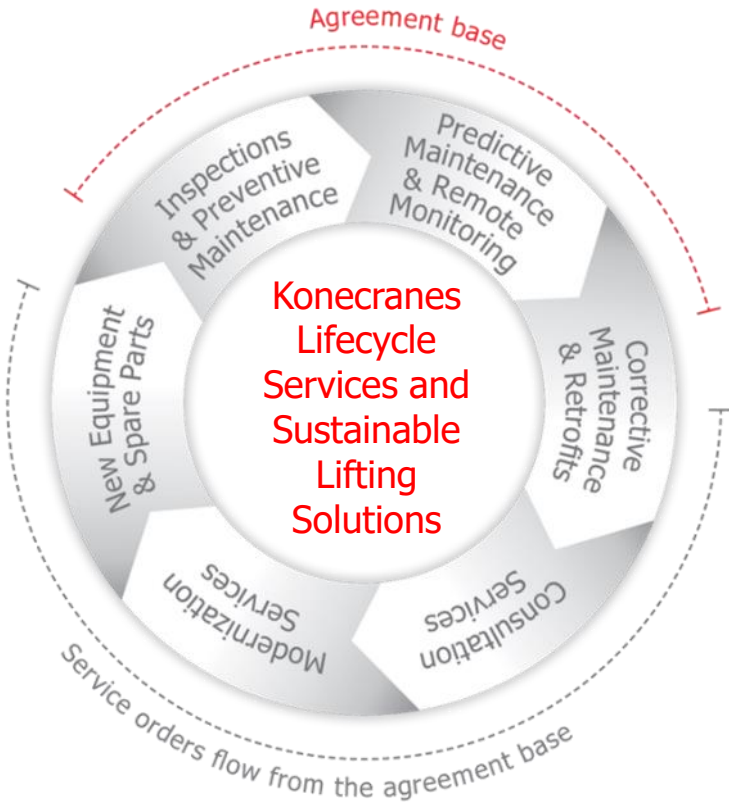
Industrial Service and Equipment offering in APAC



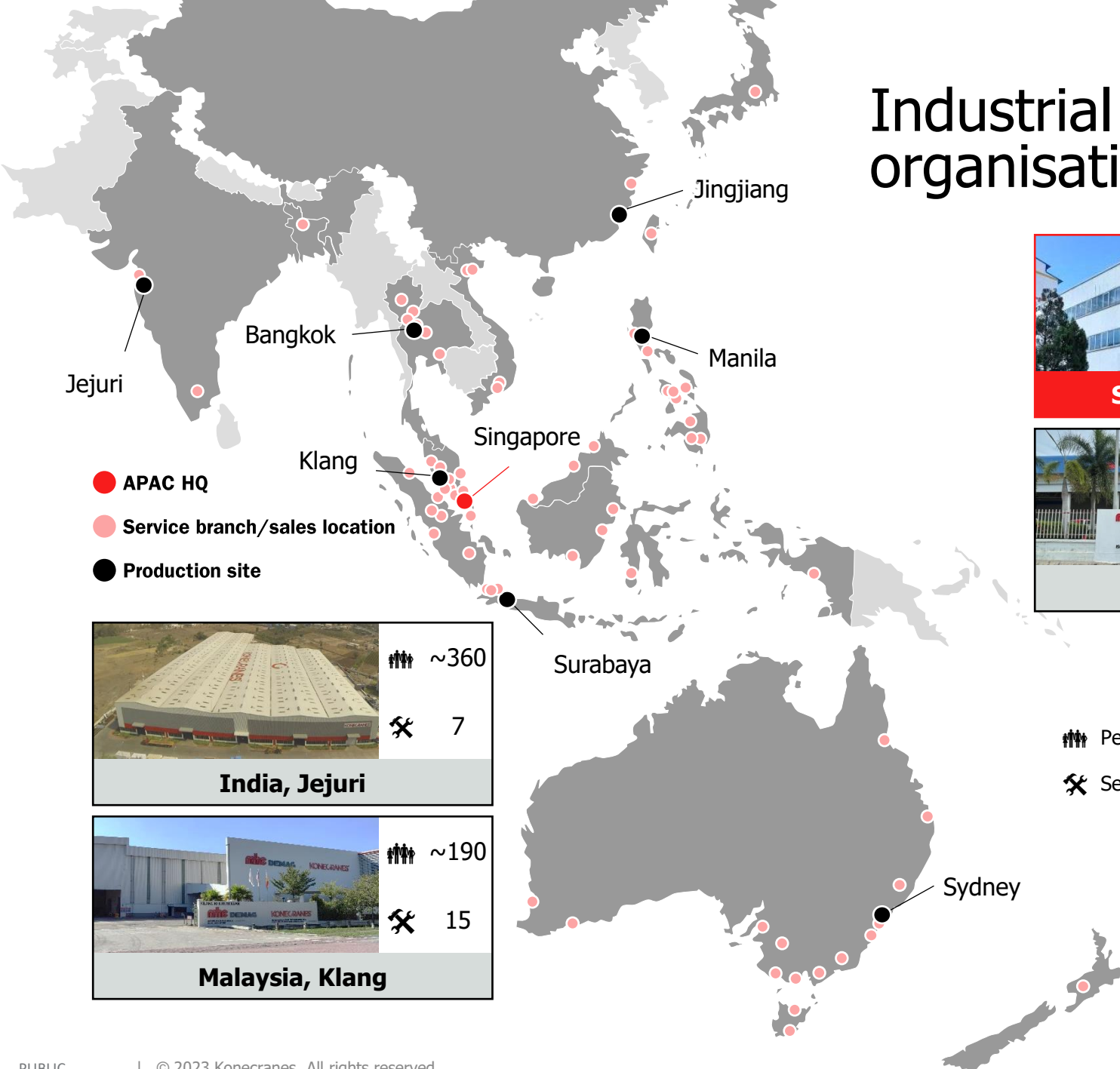
CONDITION Inspection/Routine Maintenance Program	CARE Preventive/Predictive Maintenance Program	COMMITMENT Comprehensive Maintenance Program	COMPLETE Comprehensive Maintenance & Operations Program



Components	Standard cranes	Process cranes



Industrial Service and Equipment organisation in APAC



Personnel	~360
Service & Sales locations	7

India, Jejuri

Personnel	~190
Service & Sales locations	15

Malaysia, Klang

Personnel	~120
Service & Sales locations	1

Singapore, APAC HQ

Personnel	~200
Service & Sales locations	10

Thailand, Bangkok

Personnel	~420
Service & Sales locations	8

China, Jingjiang

Personnel	~110
Service & Sales locations	10

Philippines, Manila

Personnel	~260
Service & Sales locations	16

Indonesia, Surabaya

Personnel	~260
Service & Sales locations	16

Australia, Sydney

Personnel (country)
 Service & Sales locations (country)

Konecranes' presence in China



In addition, Konecranes has around 40 service sites in China.

Successful integration of MHE-Demag

MHE-Demag acquired in January 2020

- Konecranes owned 50% and reported MHE-Demag as an associated company

Integration of MHE-Demag successfully completed as planned in Q2/2022

- Increased presence and market coverage in Southeast Asia
- Simplified distribution channel for industrial cranes and components
- Crane factory footprint optimization

MHE-Demag's Industrial Products business divested in April 2023

- Focus on Konecranes' core businesses



Industrial customer segments in APAC

China

- Western company, Tier1 city
- Automotive
- Aviation
- Waste-to-energy
- Industrial Machinery

Japan

- Industrial machinery
- Automotive

India

- Industrial Machinery
- Metals
- Waste to Energy (starting)

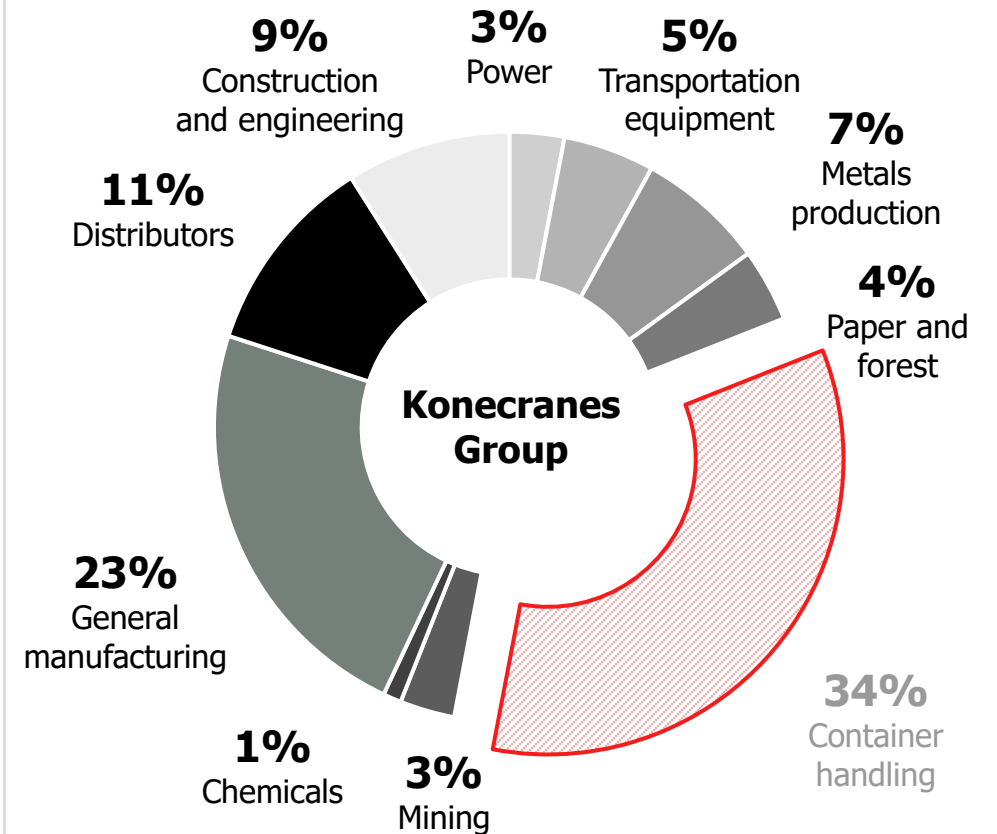
Southeast Asia

- Waste to Energy
- Mining
- Aviation
- Industrial Machinery
- Power
- Ship building

Australia & NZ

- Industrial Machinery
- Mining
- Metals

Group orders (global) by customer segments, 2022



Demand environment in APAC, Industrial Service and Equipment

Demand outlook within industrial customers

(Q3/23 Interim report):

Our demand environment within industrial customer segments has remained good and continues on a healthy level, despite the weakened global macro indicators and some signs of weakening in all three regions.

India is currently Asia's growth leader, whereas the demand environment in China has softened and competition intensified

Macro-related uncertainty

- Exports from several countries seen decline
- Manufacturing footprint shifts to SEA and India

Competition has become more aggressive

- Equipment competition in basic products
- Intensified export activities from China and opportunistic price approach of European competitors

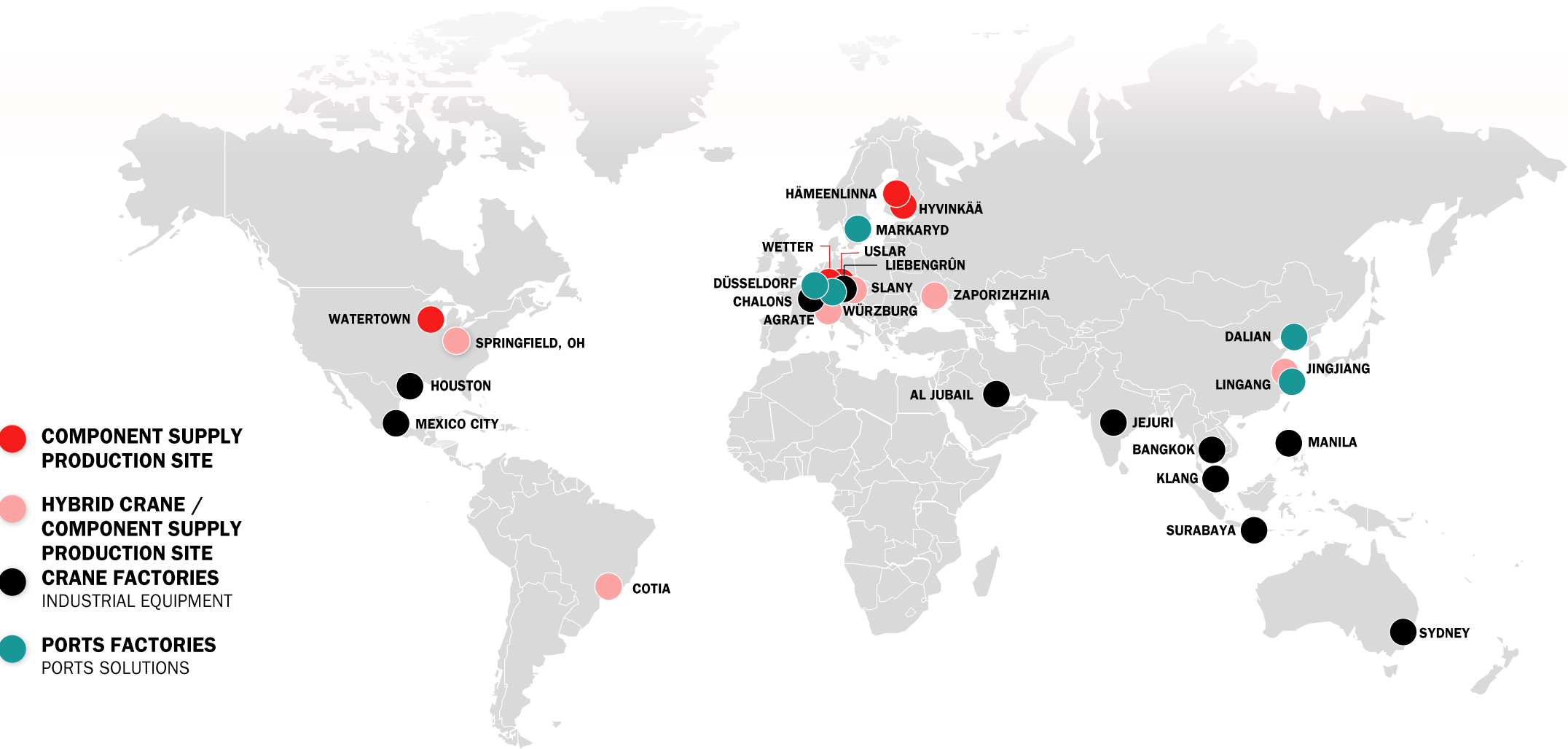
Services are playing a big role in APAC's future demand growth

- Konecranes' leading position in service and wide presence creates a clear and sustainable competitive advantage
- Megatrends are driving for more automated and smarter equipment which require professional outsourced service

Konecranes Supply Operations in China

ALL FACTORIES

Konecranes' own production network



BU SUPPLY OPERATIONS

Konecranes' component and crane factories



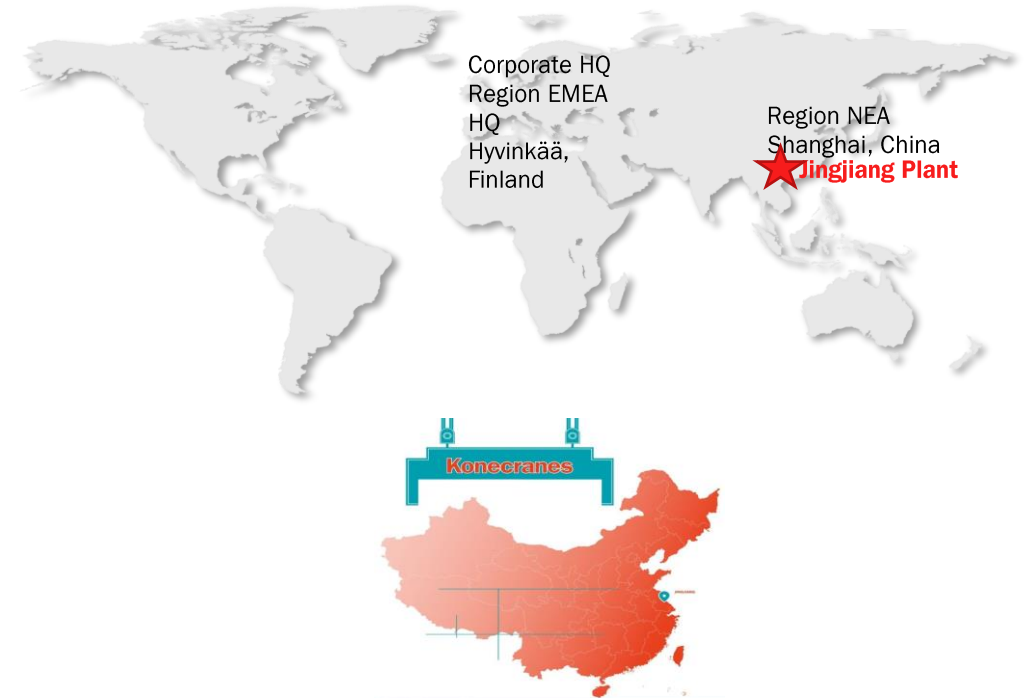
A close-up photograph of a yellow and black Konecranes hook. The hook is yellow with black accents and features the text "50 t" and a large white "C" logo. A thick, braided steel cable is attached to the hook. The background is a plain, light gray.

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Jingjiang Operations

November 15, 2023

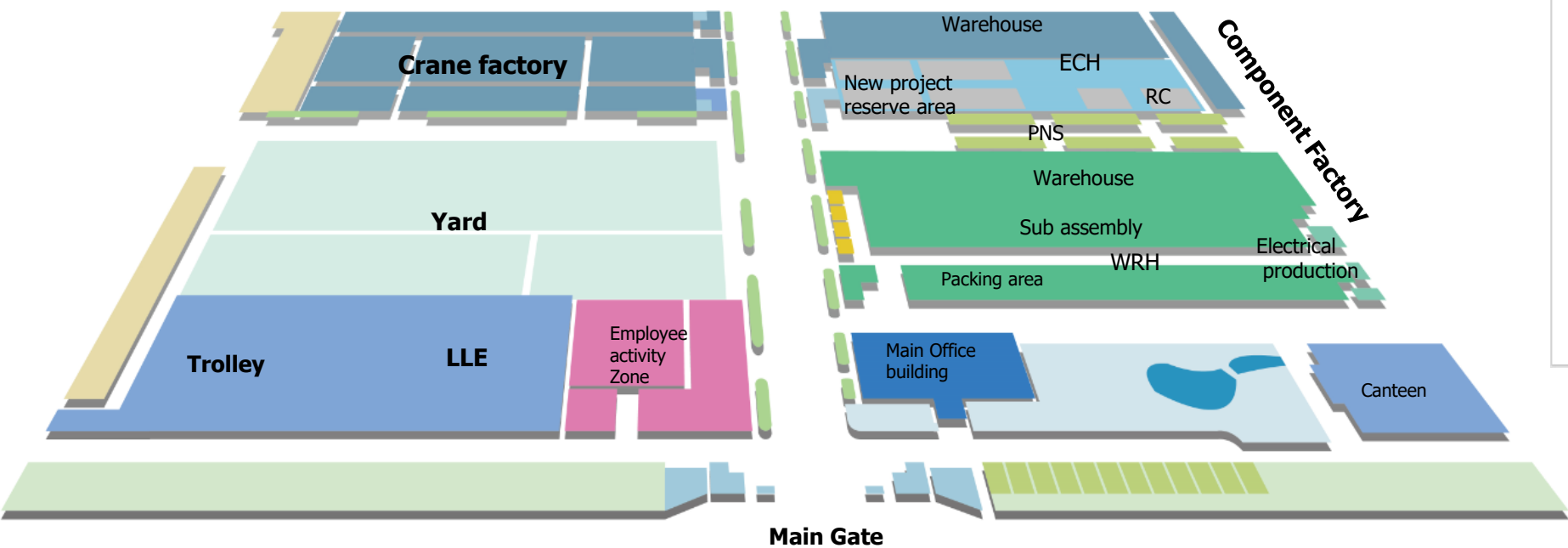
Jingjiang Factory Overview



Konecranes Manufacturing (Jiang Su) Co., Ltd located on the north shore of the Yangtze river in Chengnan Dev Zone - Jingjiang, is an important production site for Konecranes and is serving both local needs and also delivering crane components to global factory network and a hub for parts deliveries.

Jingjiang plant covers over 100,000 m² with production area and office building. About 200+ employees work for KCJ supply chain, which include hoist production, crane factory, spare parts manufacturing and other supporting functions, such as quality and logistic center.

Jingjiang Factory Layout & HSEQ System

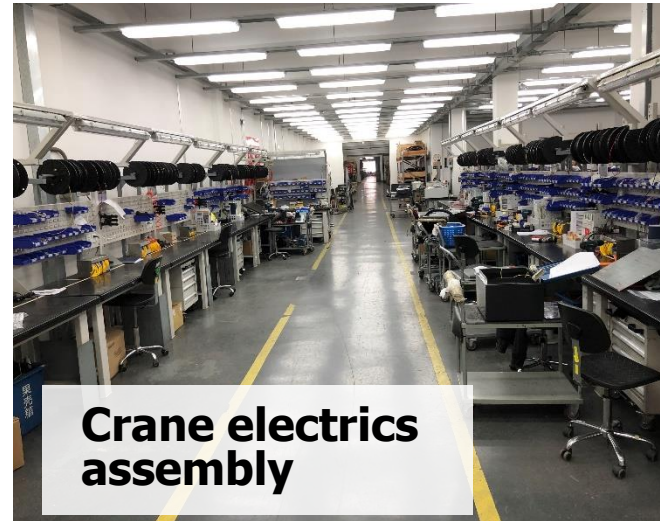


Total Area: 100,000 m²
Production Area : 57,000 m²
Office area: 6,000 m²

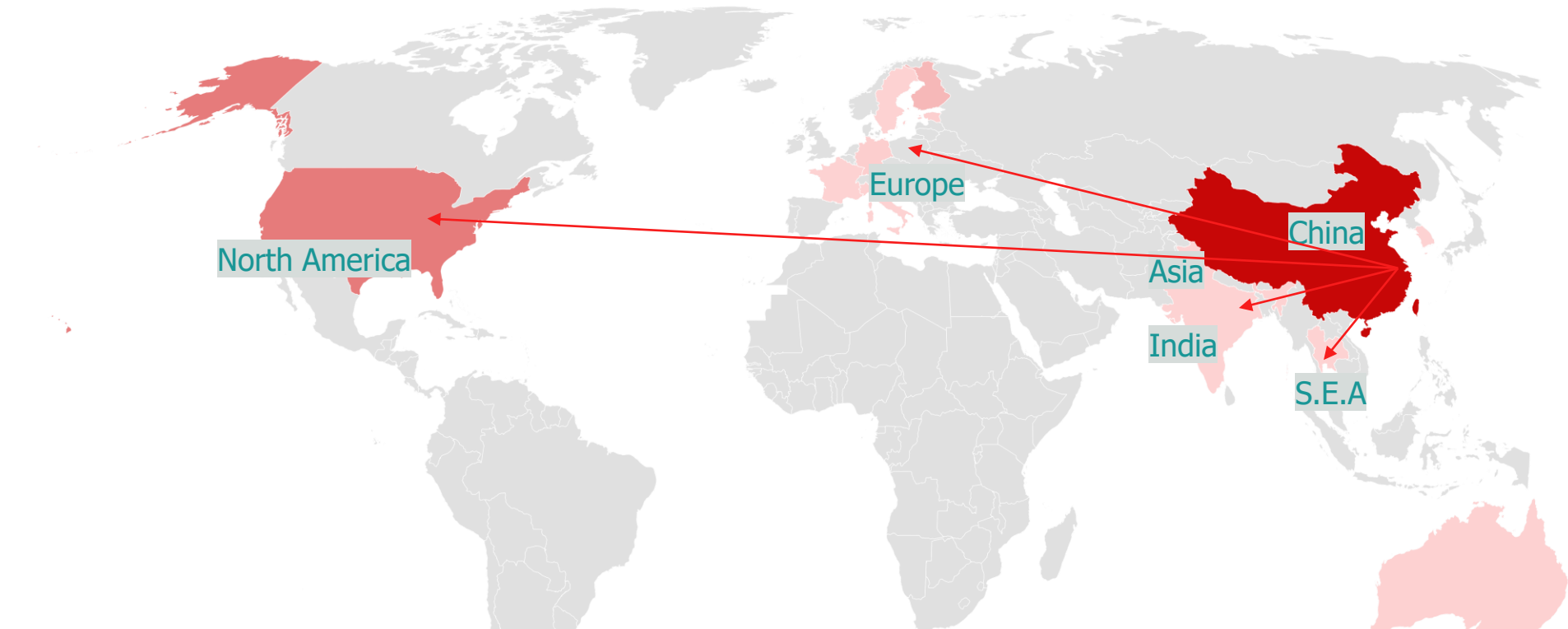
Main PRODUCTS
Hoists, electrics, industrial cranes, crane components, and parts



Workshop View



Export & Logistic



KONECRANES®
Lifting Businesses™

KONECRANES LIFT TRUCKS

BUILT FOR YOUR WORLD



[illegible]

LINGANG OPENED IN 2007

Key facts

Key activities

- Engineering
- Supply Chain and Assembly
- Testing (incl. Testing ground)
- Warehouse and Spare Parts Management

Employees

- 126

Area

- 23,300 m2 total (o/w 17,500 m2 owned)
- 12,095 m2 covered

Transport links

- Railway
- Highway
- Port

Capacity

- 3 Product Families
- One or Two Shifts.

Key certifications

- ISO 9001
- ISO 14001
- ISO 45001

Plant overview

Lingang, Shanghai
China

12,095 m²



Land

Owned	17,500 m ²
Rented	5,800 m ²
Total	23,300 m²

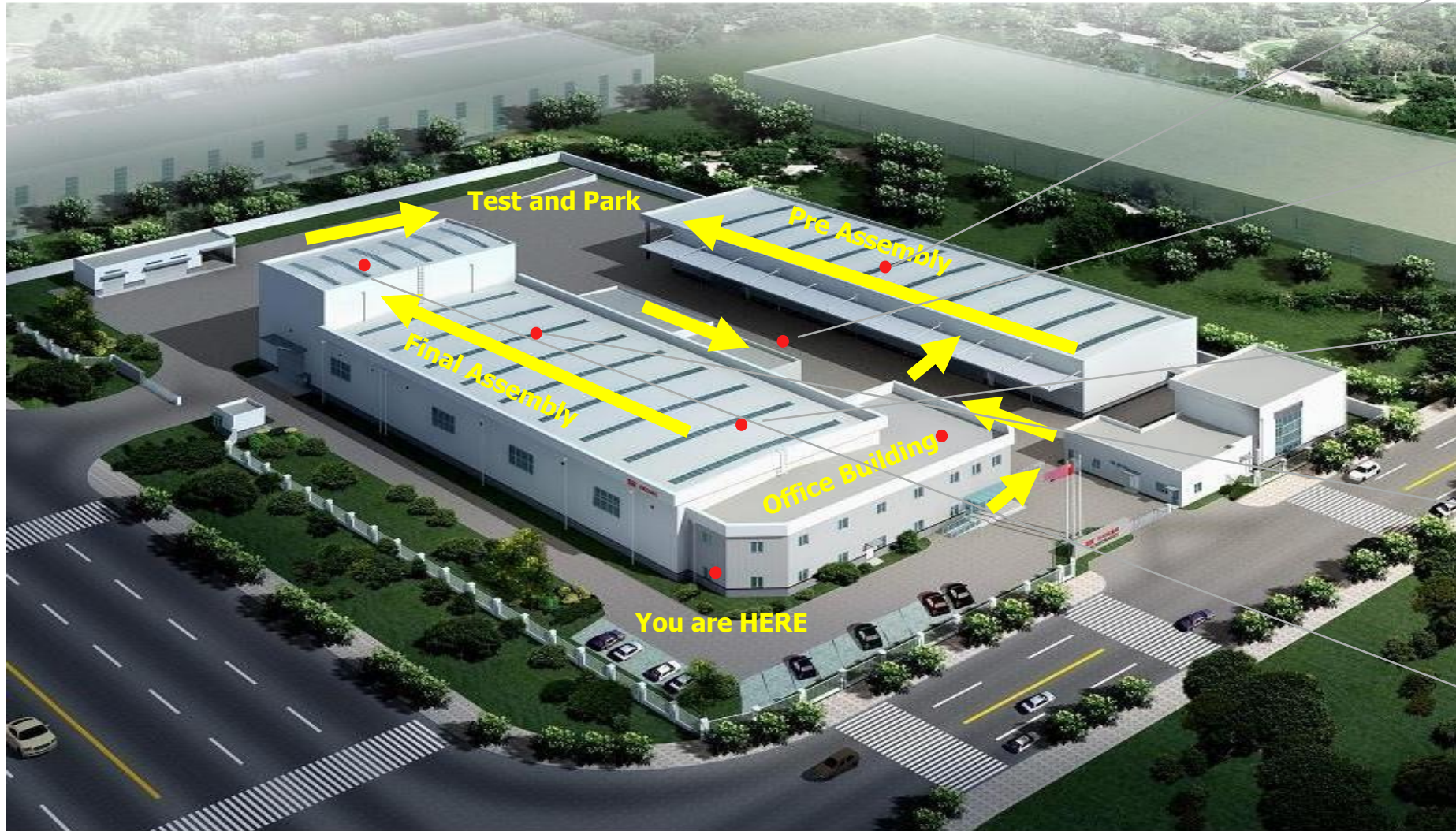
Buildings

Assembly	4,947 m ²
Warehousing	4,673 m ²
Spare parts storage	890 m ²
Office	1558 m ²
Total	12,095 m²

Factory Tour Lingang



Factory Tour – 45 Minutes



I: Pre-Assembly Hall

II: Buffer Stock and Moving to Final Assembly. Solar Panels

III: Daily Management

IV: Final Assembly Line

V: High Building. Finished Products and Testing

Thank you

Contact information

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