



Q4 2023 Report

Anders Svensson, President and CEO
Teo Ottola, CFO

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KONECRANES

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Agenda



Anders Svensson
President and CEO

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Teo Ottola
CFO

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Q&A

Q4 2023 – All-time high sales and comparable EBITA margin in 2023

Demand environment remained good in general in Q4

- Orders -2% Y/Y (comp. FX)

Sales exceeded €1.1 billion, +16% Y/Y (comp. FX)

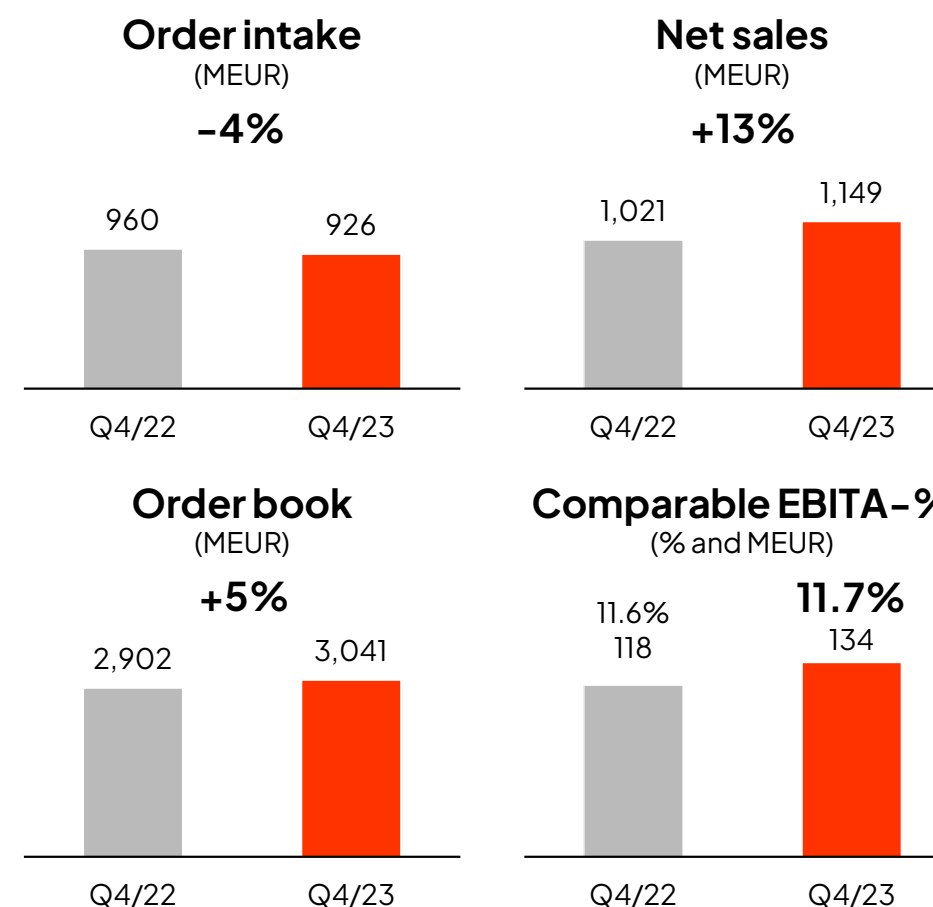
Comparable EBITA-% improved slightly Y/Y to 11.7%

- Improvement driven by higher sales and pricing
- Comp. EBITA-% improved in Port Solutions and Industrial Equipment

Cashflow continued strong

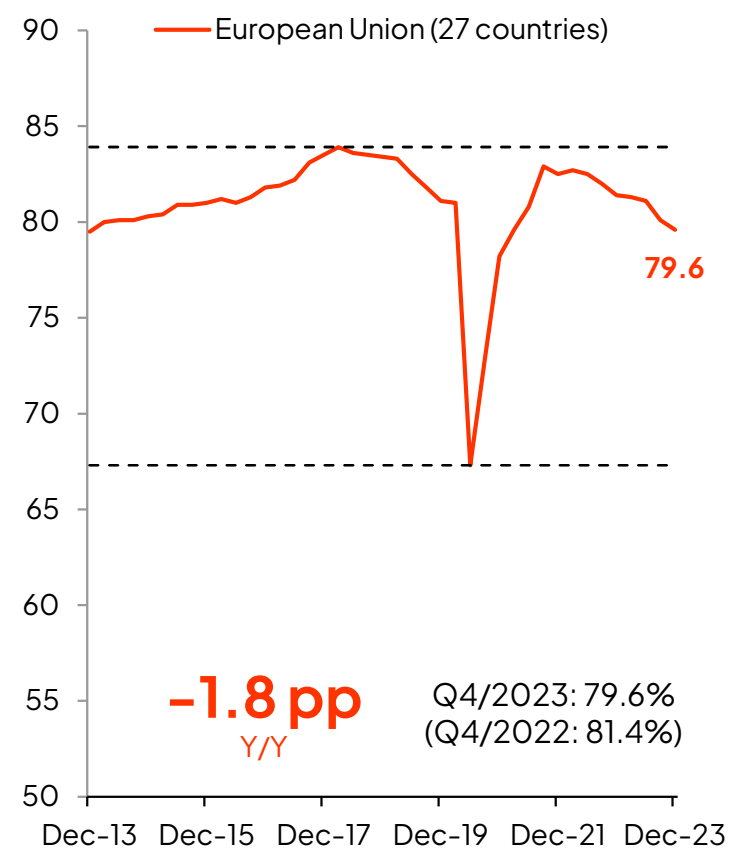
2023 dividend proposal: EUR 1.35 per share

Demand outlook updated and financial guidance given for 2024

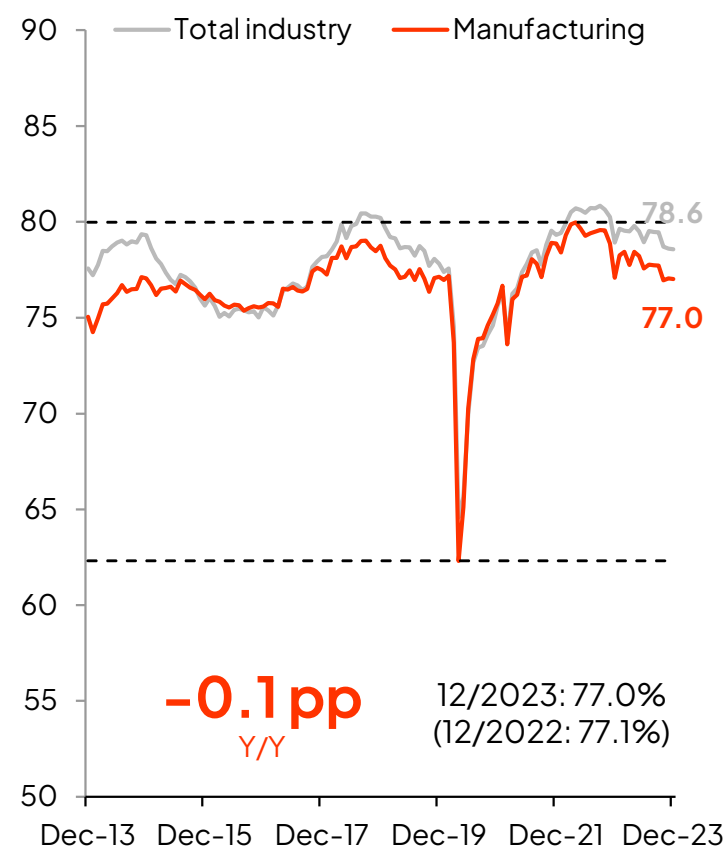


Market environment – Service and Industrial Equipment

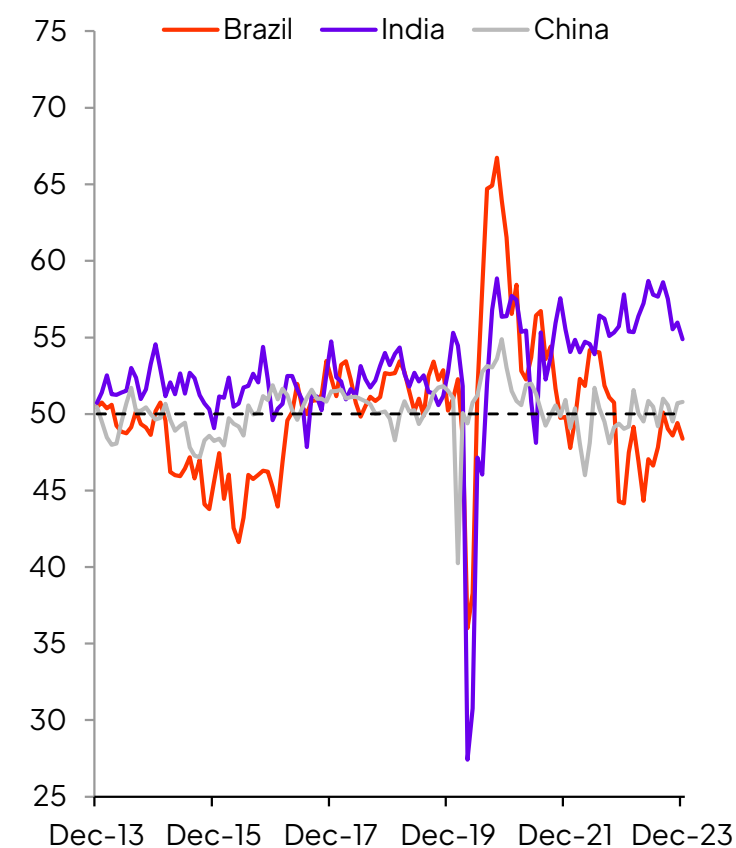
EU capacity utilization rate, %



US capacity utilization rate, %



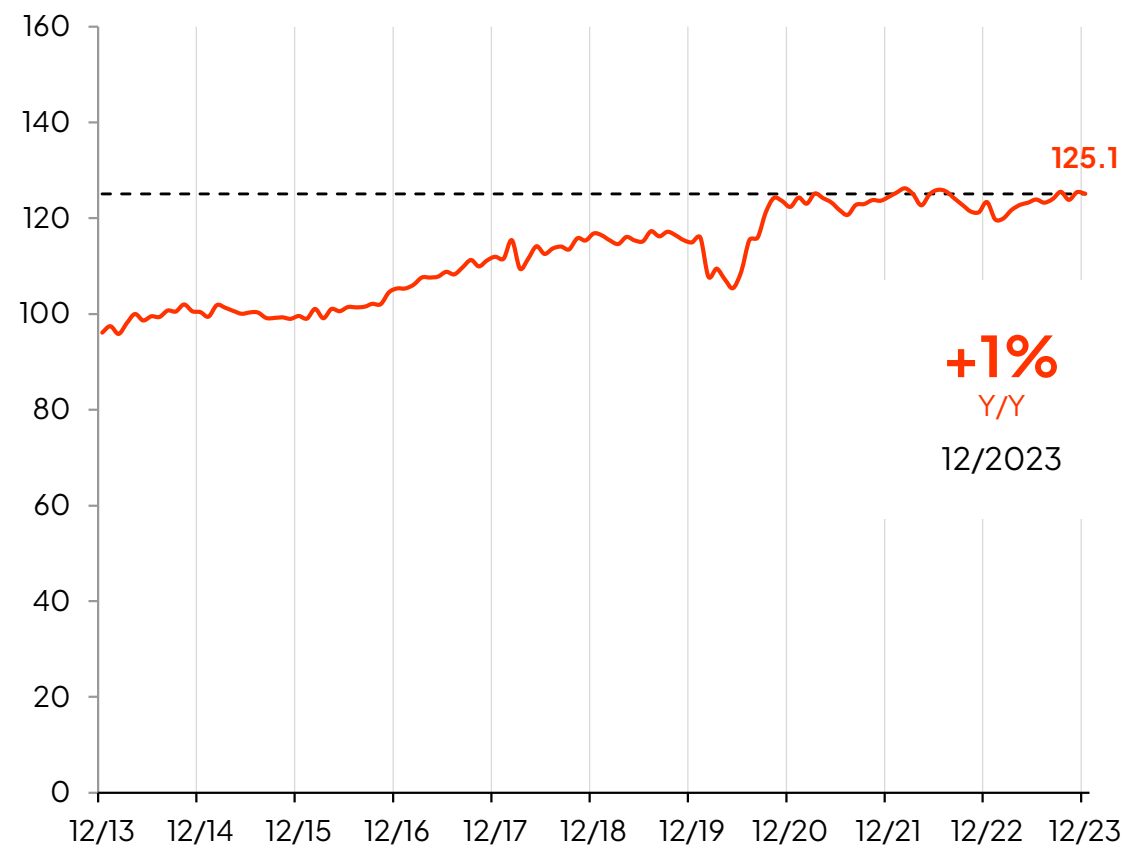
Manufacturing PMIs – Brazil, India & China



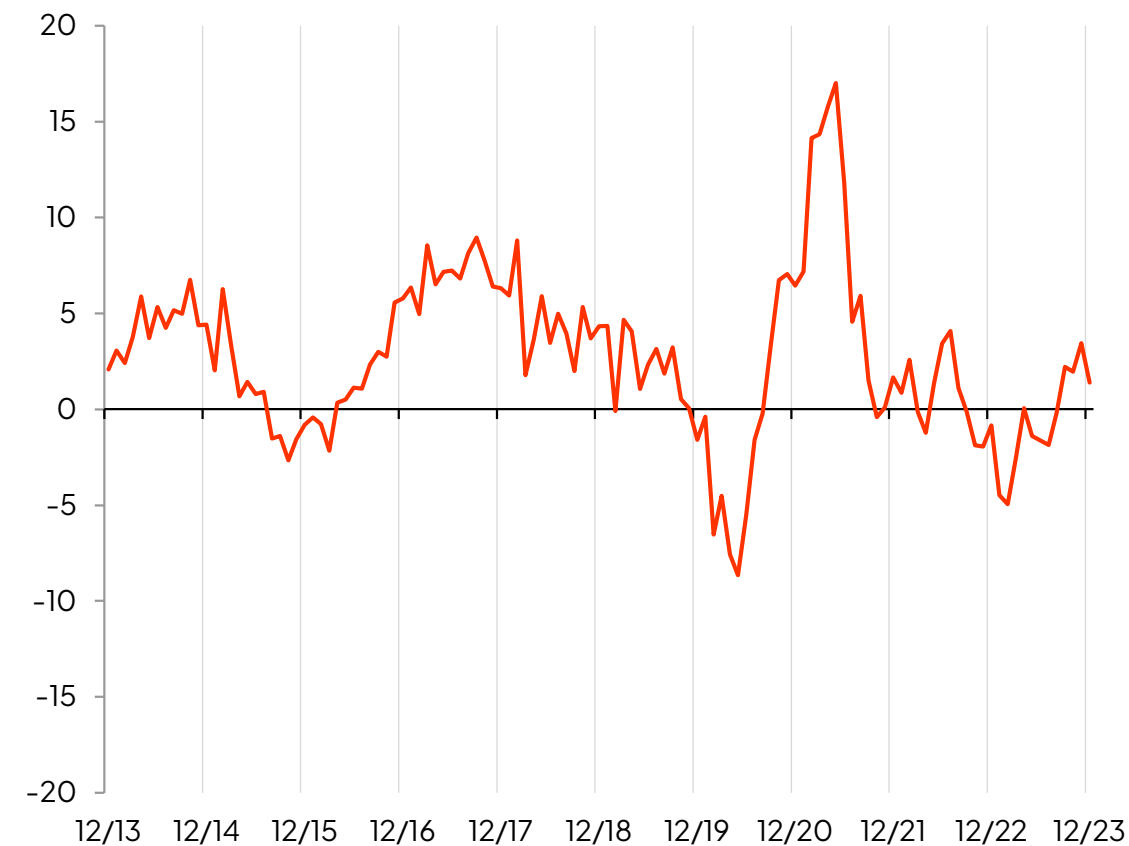
Source: Eurostat, Federal Reserve Economic Data, S&P Global

Market environment – Port Solutions

RWI/ISL Container Throughput Index (2015 = 100)



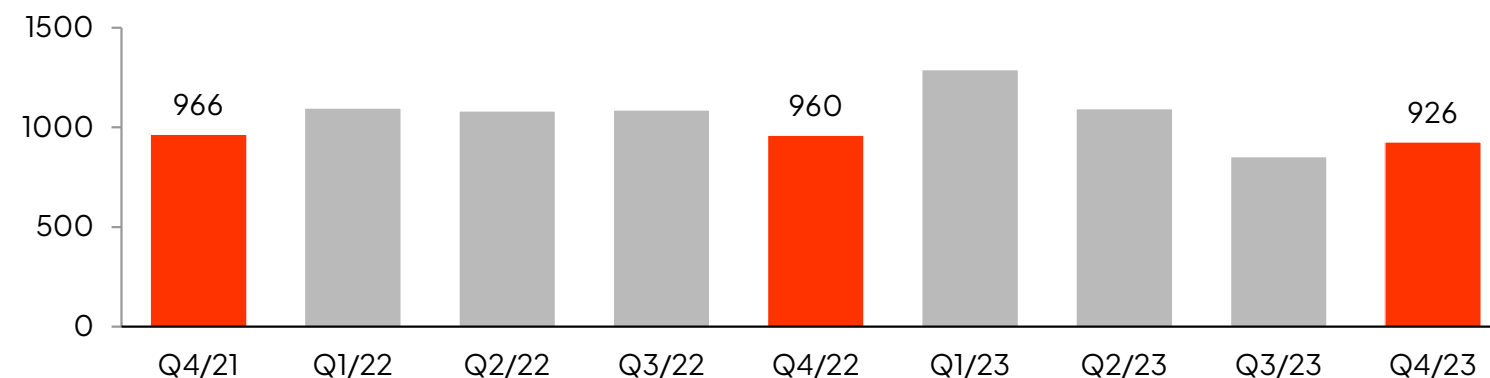
Monthly index change Y/Y, %



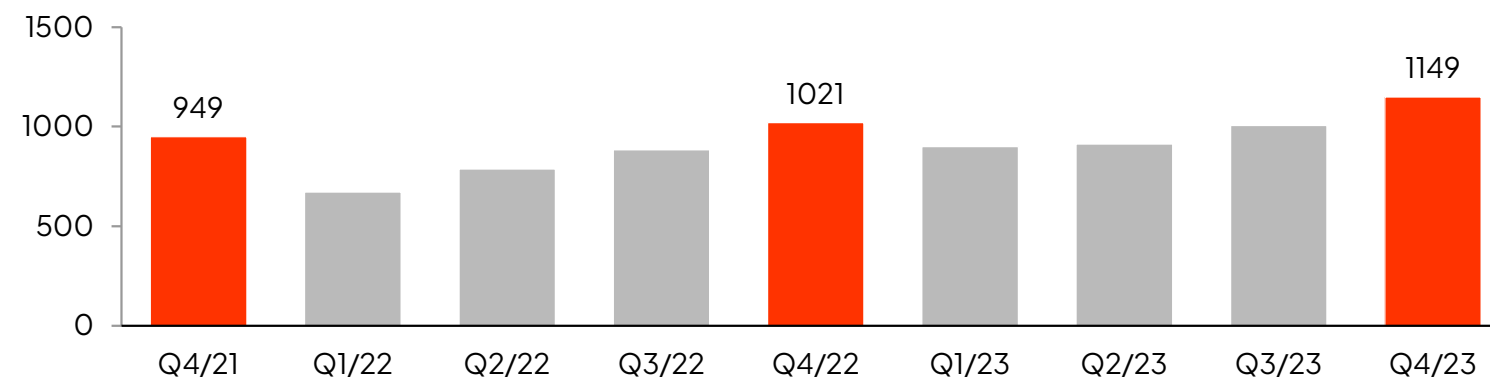
Source: RWI/ISL

Group order intake and net sales

Order intake, MEUR⁽¹⁾



Net sales, MEUR



Order intake

-3.6%

Y/Y reported

-1.7%

Y/Y comp. FX

- EUR 926.0 million
- Decrease in Port Solutions, approximately unchanged in Industrial Equipment and increase in Service
- Decrease in EMEA, increase in the Americas and APAC

Net sales

+12.5%

Y/Y reported

+15.8%

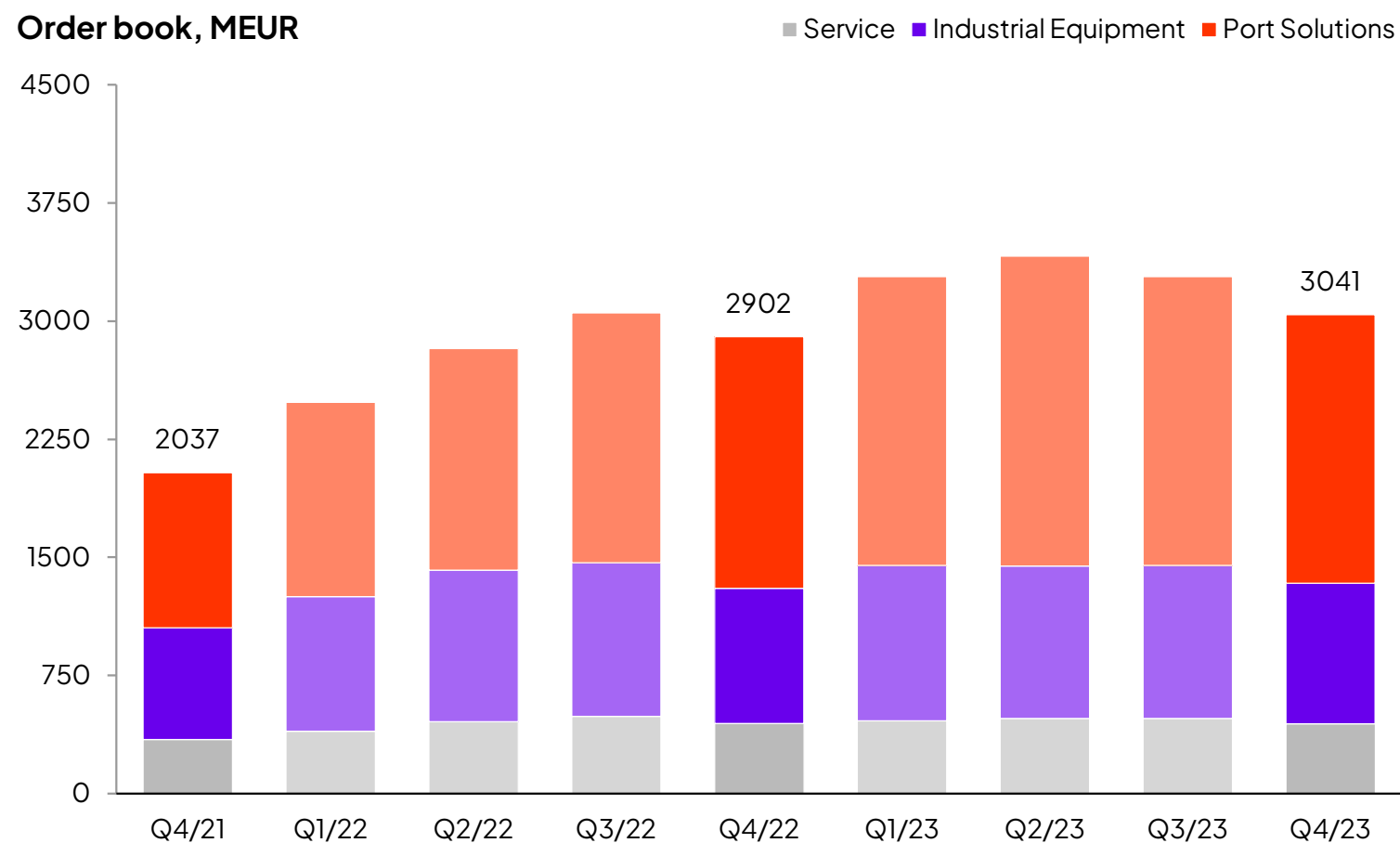
Y/Y comp. FX

- EUR 1,148.9 million
- Increase in Service and Port Solutions, decrease in Industrial Equipment
- Increase in the Americas and APAC, decrease in EMEA

Note (1): Agreement base included in orders received from Q1 2023 onwards and historical figures are restated

Group order book

Order book, MEUR



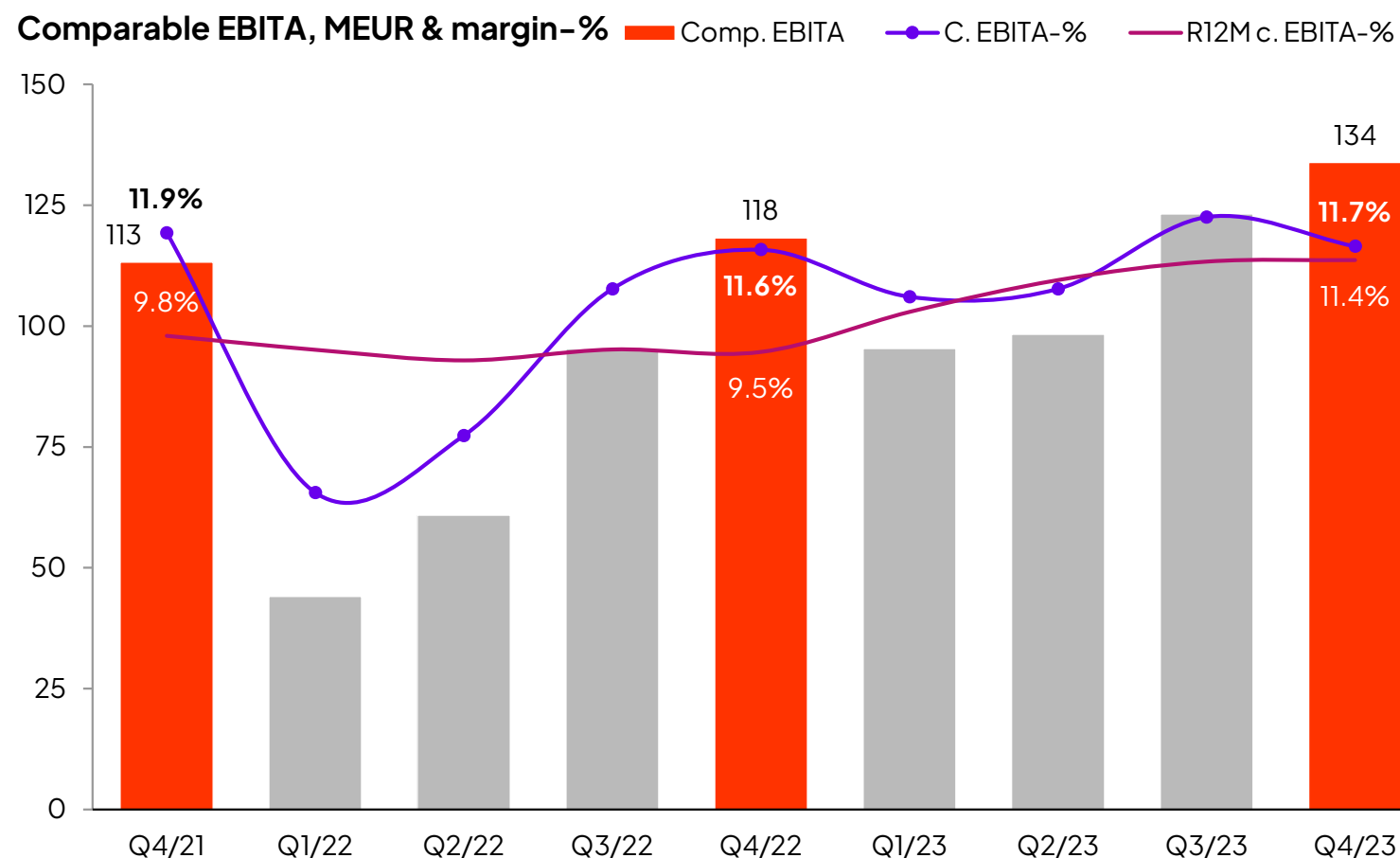
Order book

+4.8%
Y/Y reported

+6.0%
Y/Y comp. FX

- EUR 3,040.8 million
- Increase in Industrial Equipment and Port Solutions, decrease in Service

Group comparable EBITA



Comparable EBITA

11.7%
margin

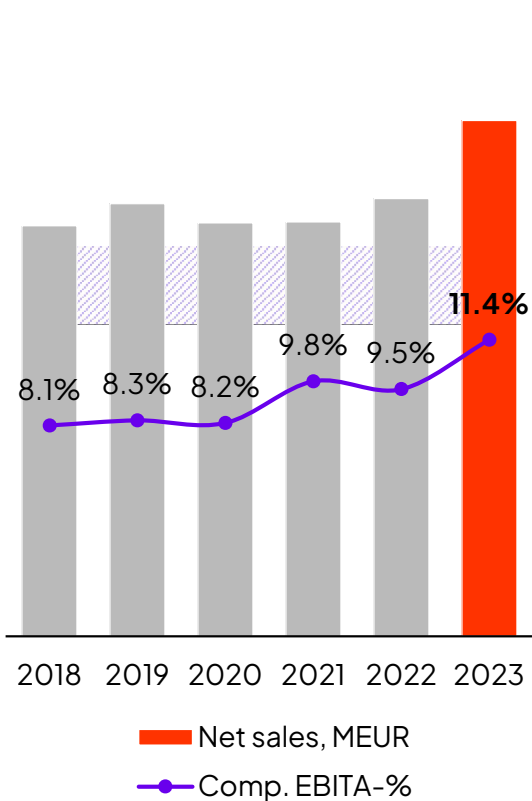
+0.1 pp
Y/Y

- EUR 133.8 million
- Comparable EBITA-% increase in Industrial Equipment and Port Solutions, decrease in Service
- Comparable EBITA-% increase mainly attributable to higher sales volumes and pricing
- Gross margin stayed approximately unchanged

Progress towards Konecranes' financial targets

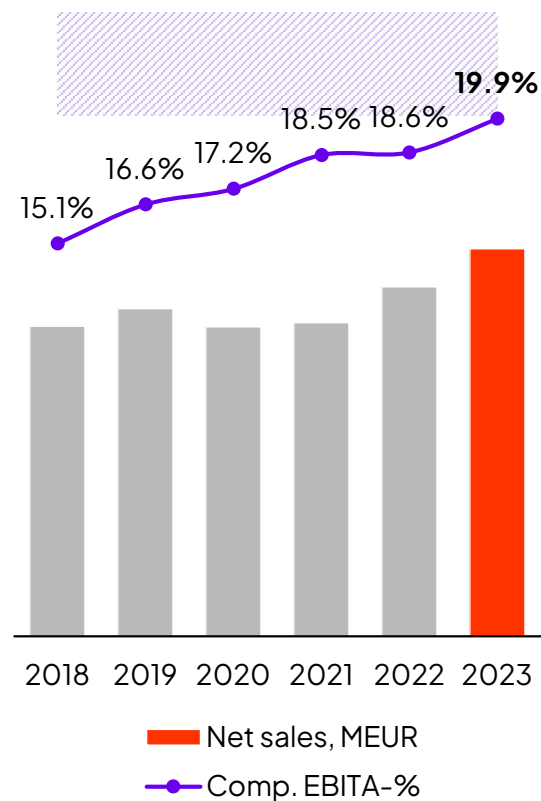
Group

Target: 12-15%⁽¹⁾



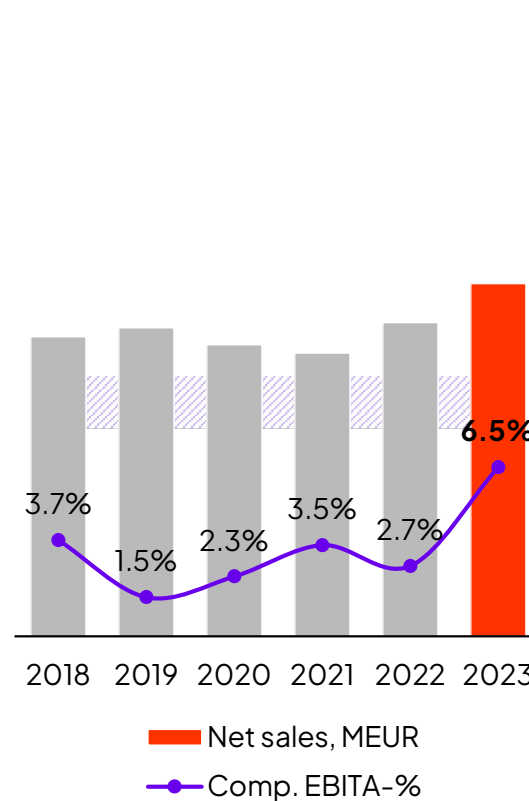
Service

Target: 20-24%⁽¹⁾



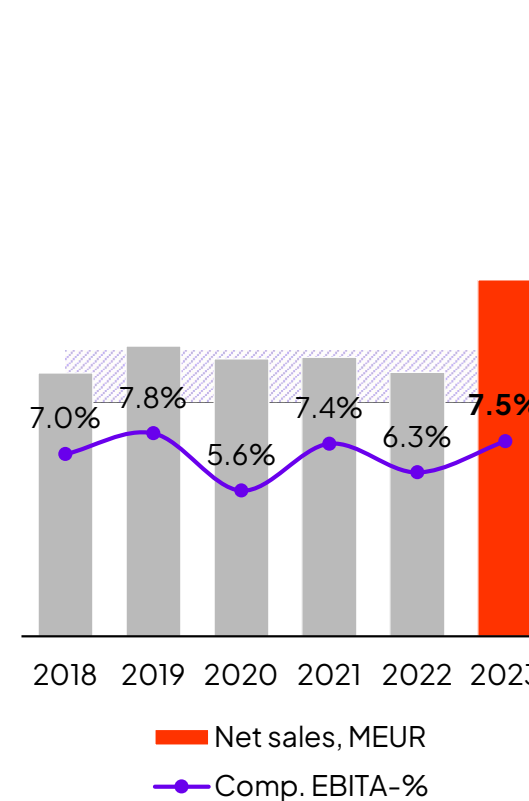
Industrial Equipment

Target: 8-10%⁽¹⁾



Port Solutions

Target: 9-11%⁽¹⁾



Note (1): Profitability range, depending on the cycle

Demand outlook

Within industrial customer segments:

Americas

EMEA

Asia-Pacific

Our demand environment within industrial customer segments has remained good and continues on a healthy level.

Within port customers:

Global container throughput continues on a high level, and long-term prospects related to global container handling remain good overall.





Financial guidance for 2024

Net sales expected to remain approximately on the same level or to increase in 2024 compared to 2023.

Comparable EBITA margin expected to remain approximately on the same level or to improve in 2024 compared to 2023.

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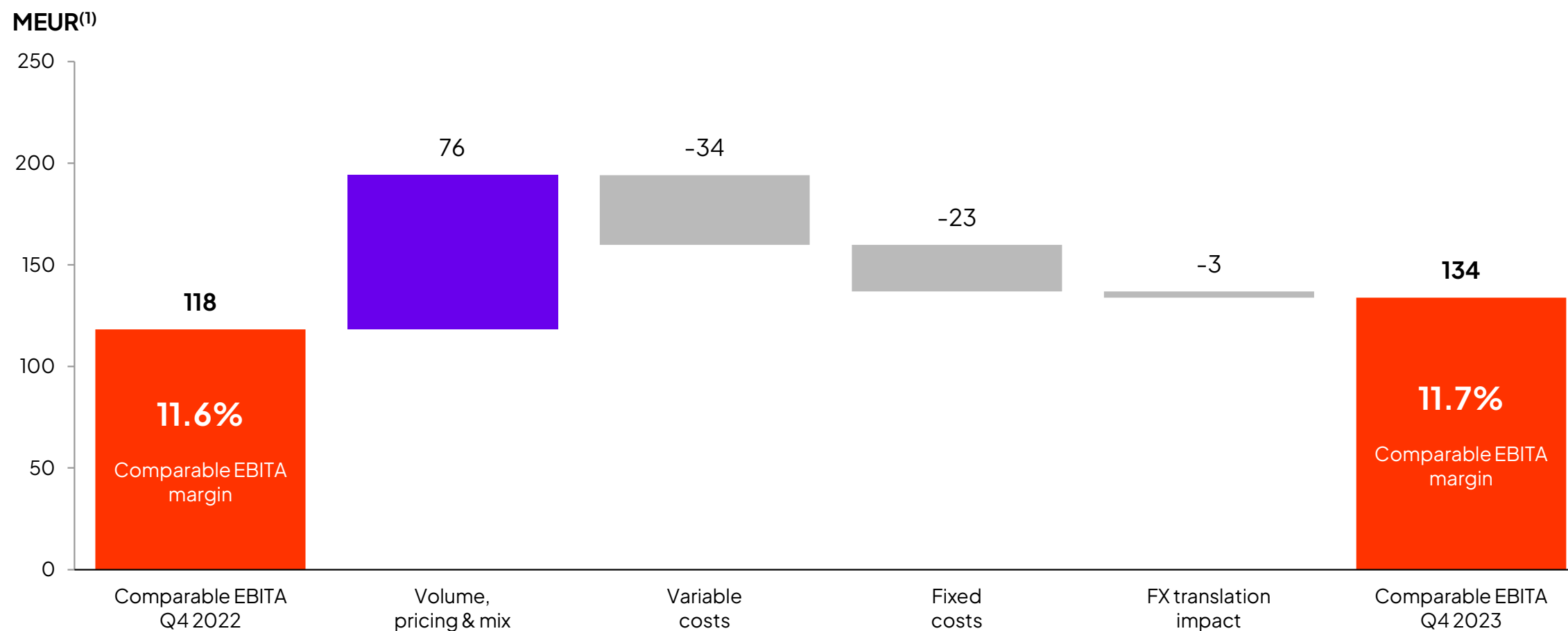


Teo Ottola
CFO

- 5. Group profitability bridge p. 14**
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Q&A

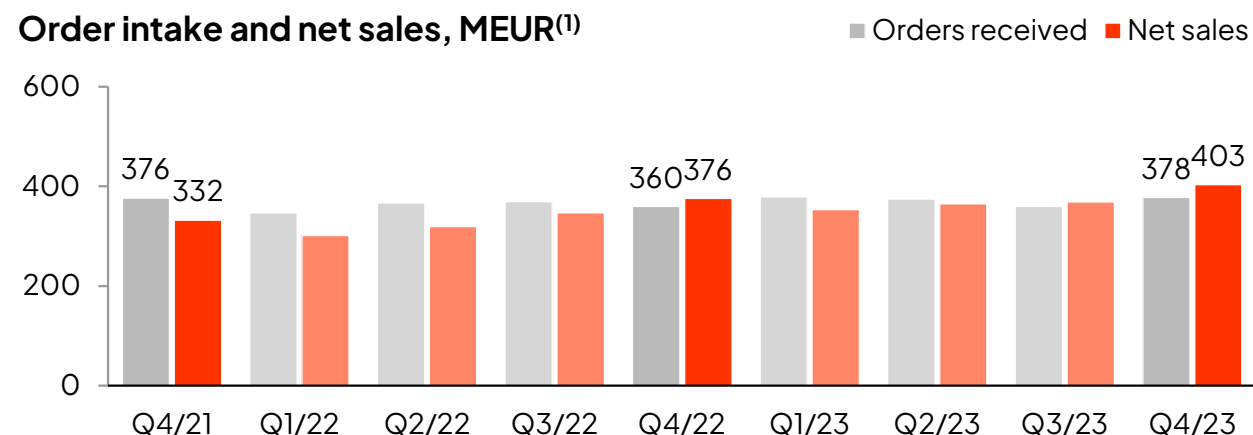
Q4 2023 comparable EBITA bridge



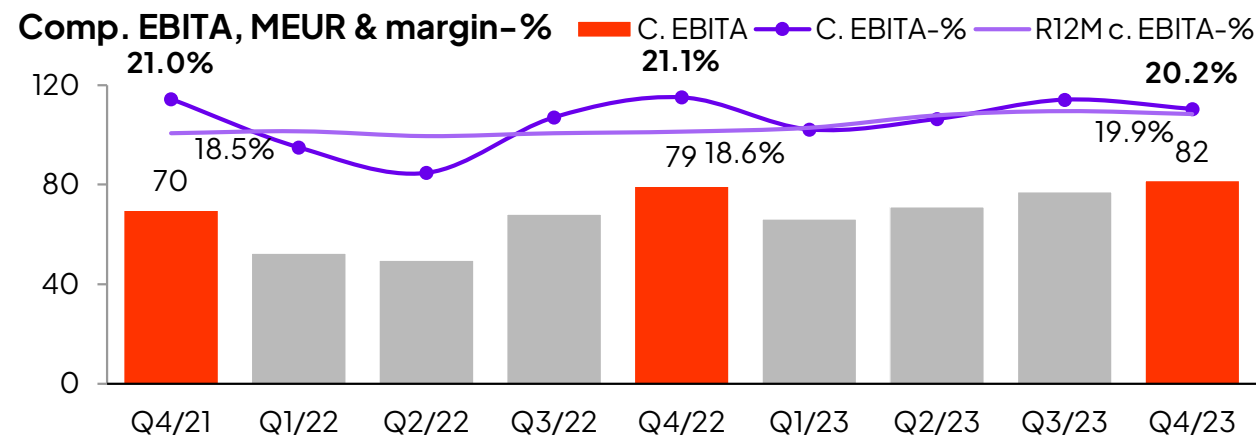
Note (1): Volume, pricing & mix, Variable costs, and Fixed costs effects do not include the FX translation impact component

Service

Order intake and net sales, MEUR⁽¹⁾



Comp. EBITA, MEUR & margin-%



Order intake

+5.1%
Y/Y reported

+8.5%
Y/Y comp. FX

- Increase in field service and parts
- Increase in the Americas, EMEA and APAC

Agreement base:

- EUR 318.3 million, +3.7% Y/Y
- +5.3% Y/Y comp. FX

Net sales

+7.3%
Y/Y reported

+11.0%
Y/Y comp. FX

- Increase in field service and parts
- Increase in the Americas and EMEA, decrease in APAC

Order book:

- EUR 443.5 million, -0.4% Y/Y

Comp. EBITA

20.2%
margin

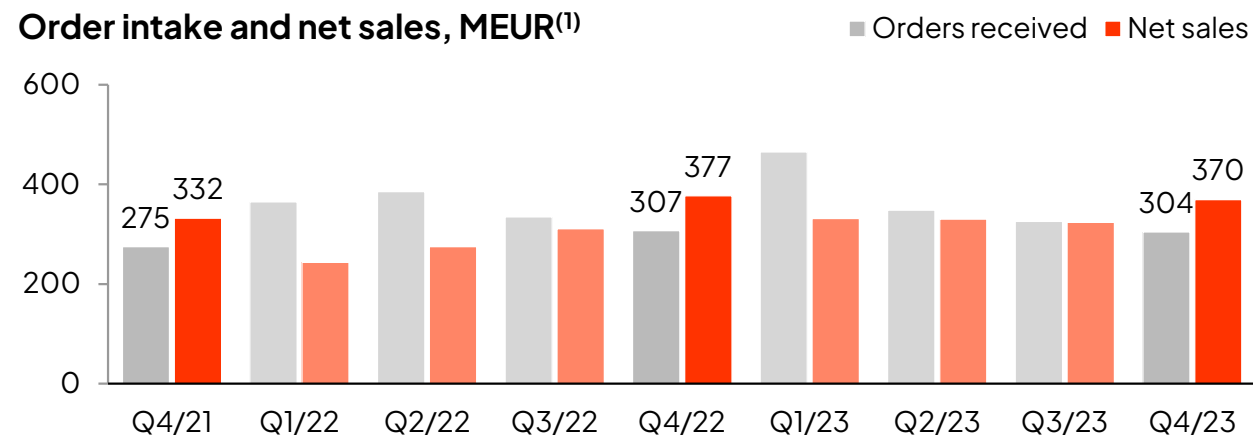
-0.9 pp
Y/Y

- Comparable EBITA-% decrease mainly attributable to temporarily lower productivity and negative sales mix
- Gross margin decreased

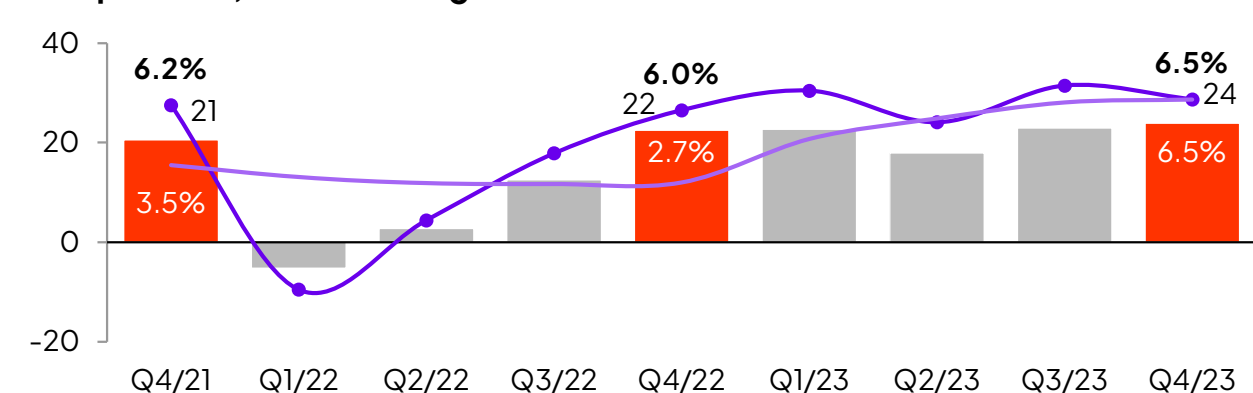
Note (1): Agreement base included in orders received from Q1 2023 onwards and historical figures are restated

Industrial Equipment

Order intake and net sales, MEUR⁽¹⁾



Comp. EBITA, MEUR & margin-%



Note (1): Agreement base included in orders received from Q1 2023 onwards and historical figures are restated

Note (2): Orders received and sales were negatively impacted by the divestment of MHE-Demag's Industrial Products business

Order intake

-0.8%
Y/Y reported

+2.0%
Y/Y comp. FX

- External orders +4.0 % Y/Y comp. FX
- Increase in standard cranes, process cranes and components⁽²⁾
- Decrease in EMEA, increase in the Americas and APAC

Net sales

-1.9%
Y/Y reported

+0.8%
Y/Y comp. FX

- External sales -1.4% Y/Y comp. FX
- Decrease in process cranes and components, increase in standard cranes⁽²⁾
- Decrease in EMEA and APAC, increase in the Americas

Order book: EUR 892.3 million, +4.1% Y/Y

Comp. EBITA

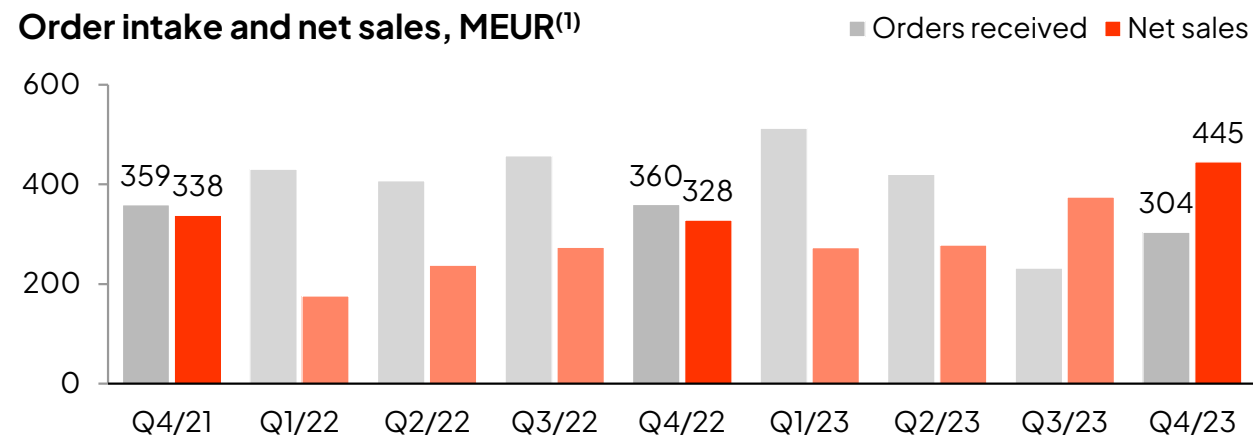
6.5%
margin

+0.5 pp
Y/Y

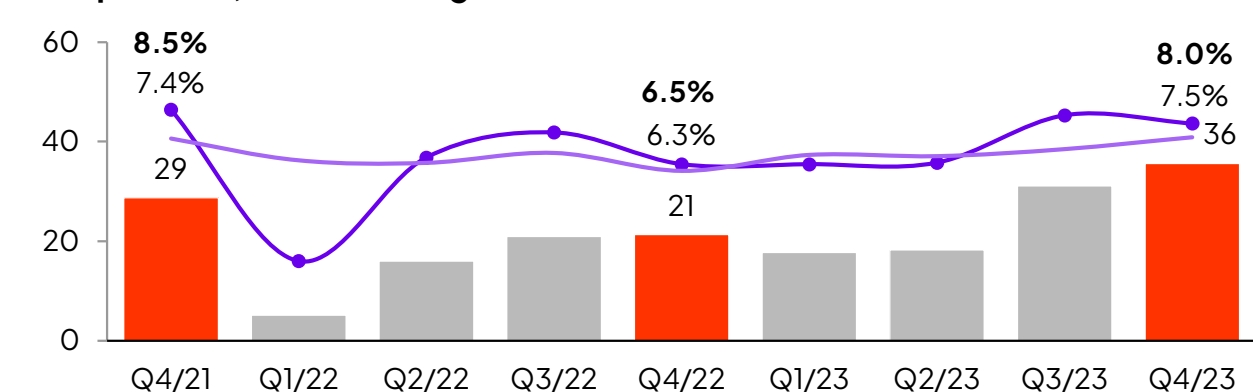
- Comparable EBITA-% increase mainly attributable to pricing and the optimization program
- Gross margin increased

Port Solutions

Order intake and net sales, MEUR⁽¹⁾



Comp. EBITA, MEUR & margin-%



Note (1): Agreement base included in orders received from Q1 2023 onwards and historical figures are restated

Order intake

-15.6%
Y/Y reported

-15.7%
Y/Y comp. FX

- Decrease in EMEA, increase in the Americas and APAC
- Good orders especially in Mobile Harbor Cranes, Rubber-Tired and Rail-Mounted Gantry Cranes

Net sales

+35.6%
Y/Y reported

+38.5%
Y/Y comp. FX

Order book:

- EUR 1,705.0 million, +6.6% Y/Y

Comp. EBITA

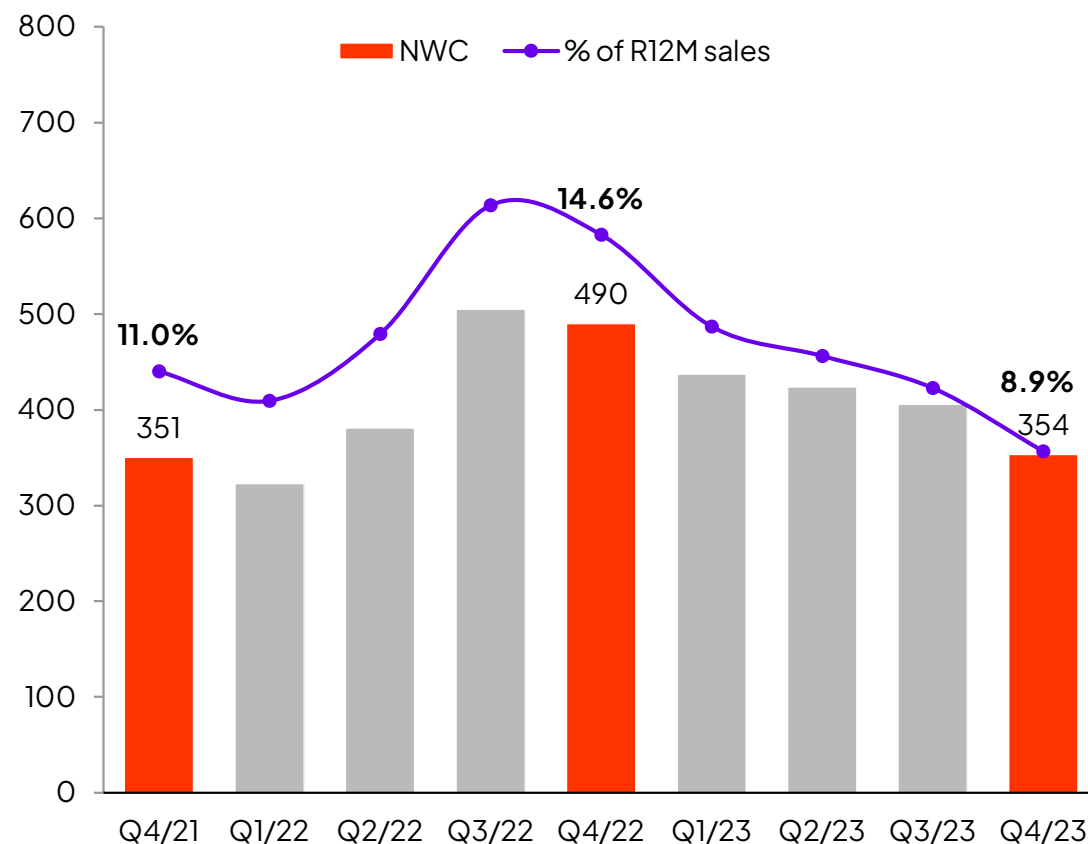
8.0%
margin

+1.5 pp
Y/Y

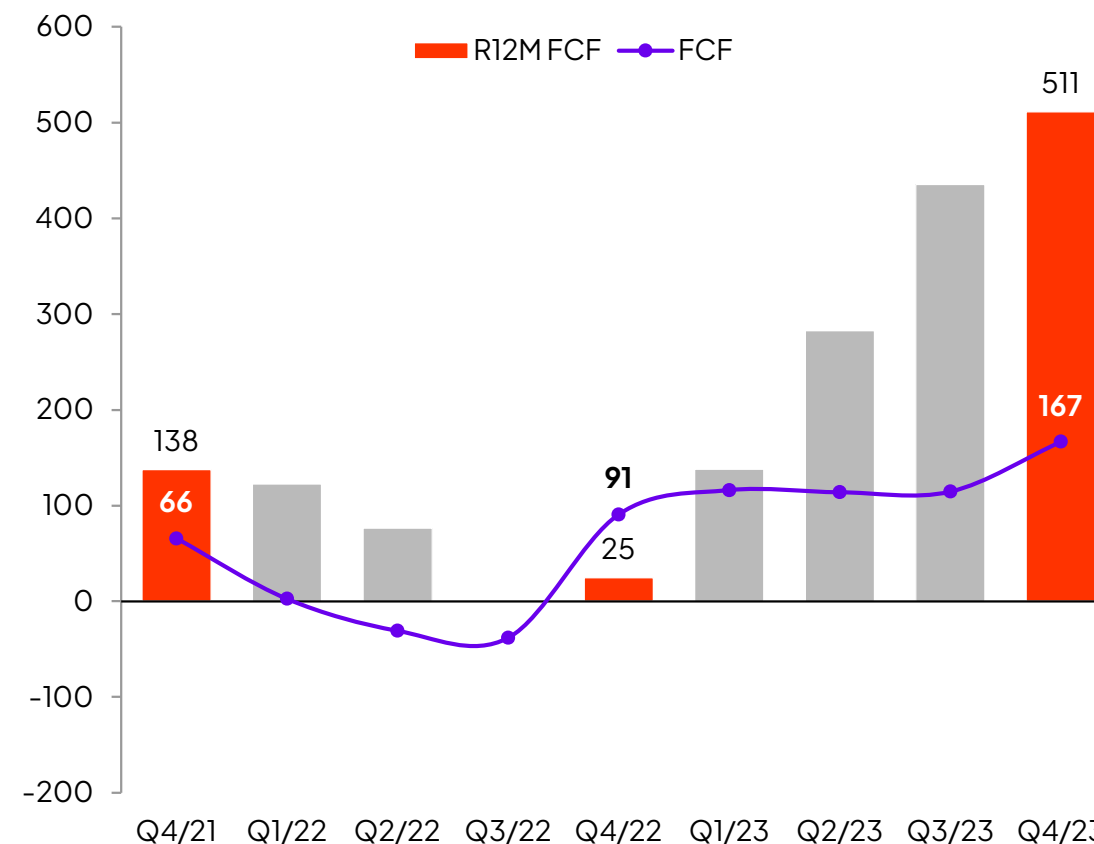
- Comparable EBITA-% increase mainly attributable to higher sales volumes
- Gross margin decreased

Net working capital and free cash flow

Net working capital, MEUR and percentage of sales⁽¹⁾⁽²⁾



Free cash flow, MEUR

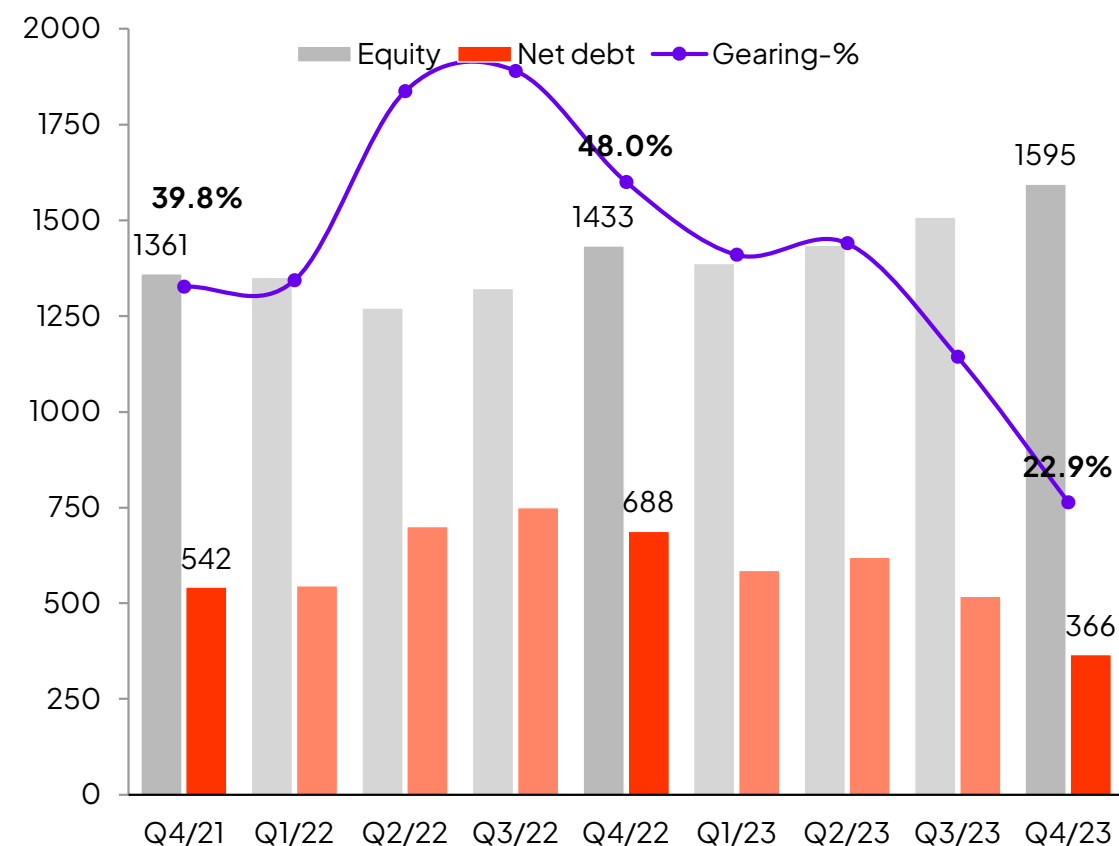


Note (1): NWC formula changed from Q1 2023 onwards and historical figures are restated

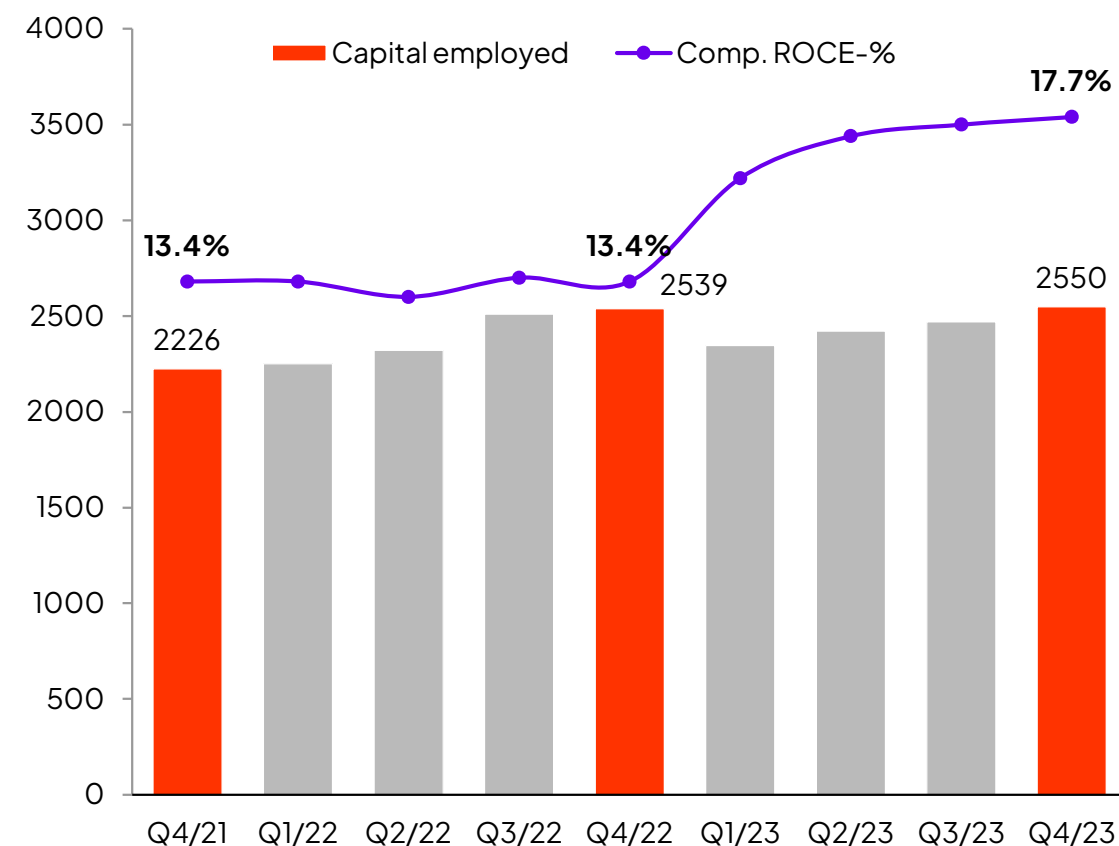
Note (2): Q1/23 excluding dividend payable of EUR 99.0 million and an acquisition advance in deferred assets

Gearing and return on capital employed

Equity & net debt, MEUR and gearing, %



Capital employed, MEUR and comp. return on capital employed, %



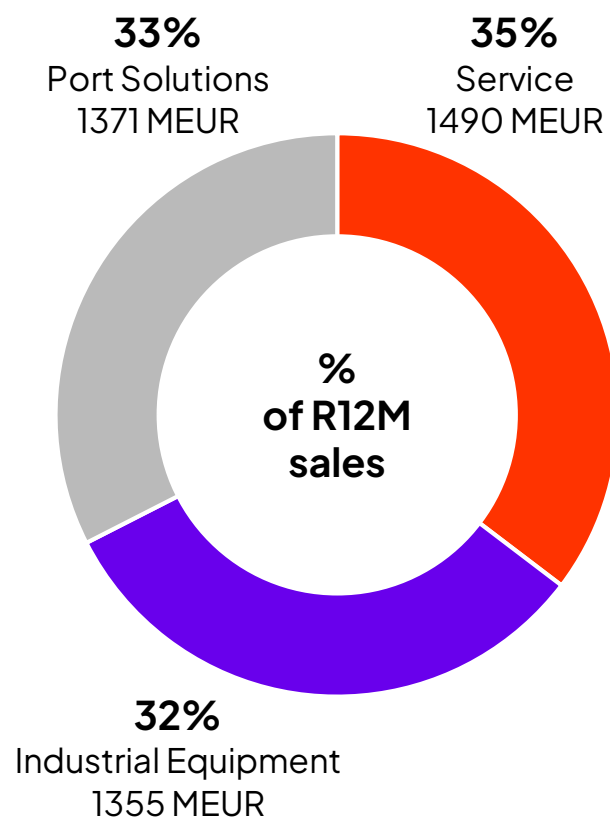
Q&A



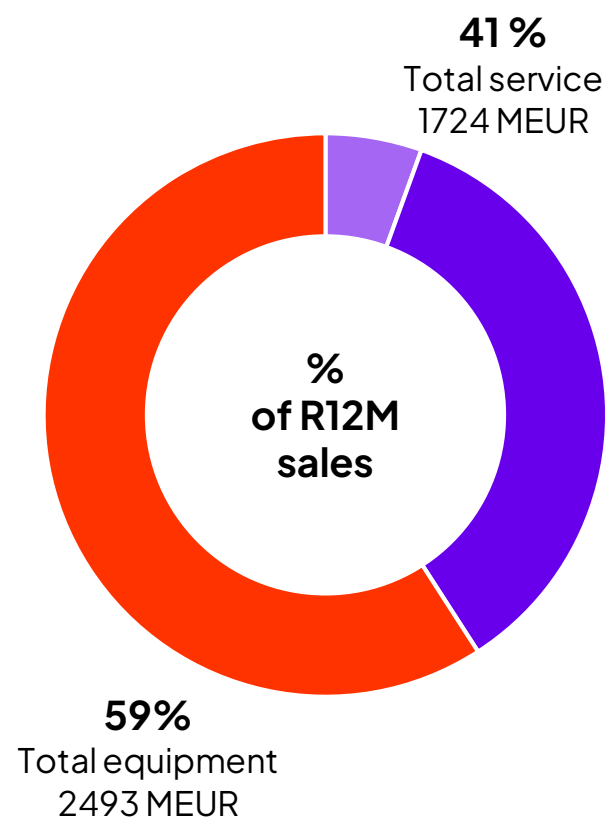
Appendix

Group R12M sales split

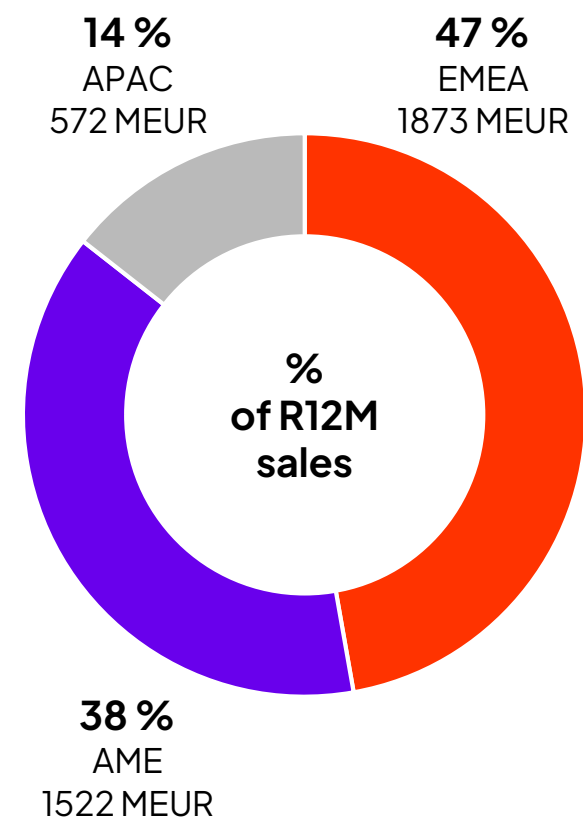
Group R12M sales by segment



Group R12M sales by offering type⁽¹⁾



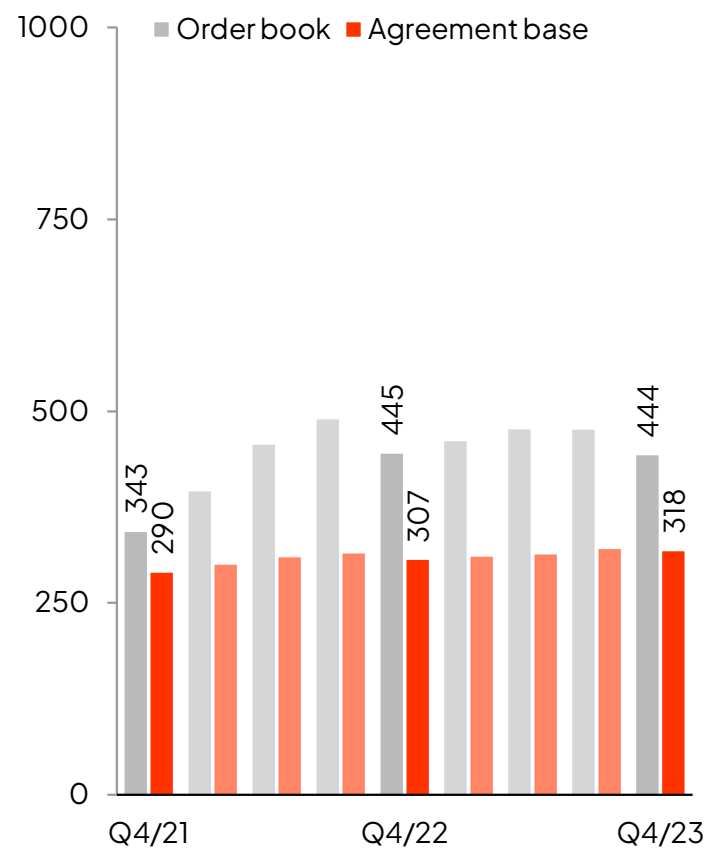
Group R12M sales by region



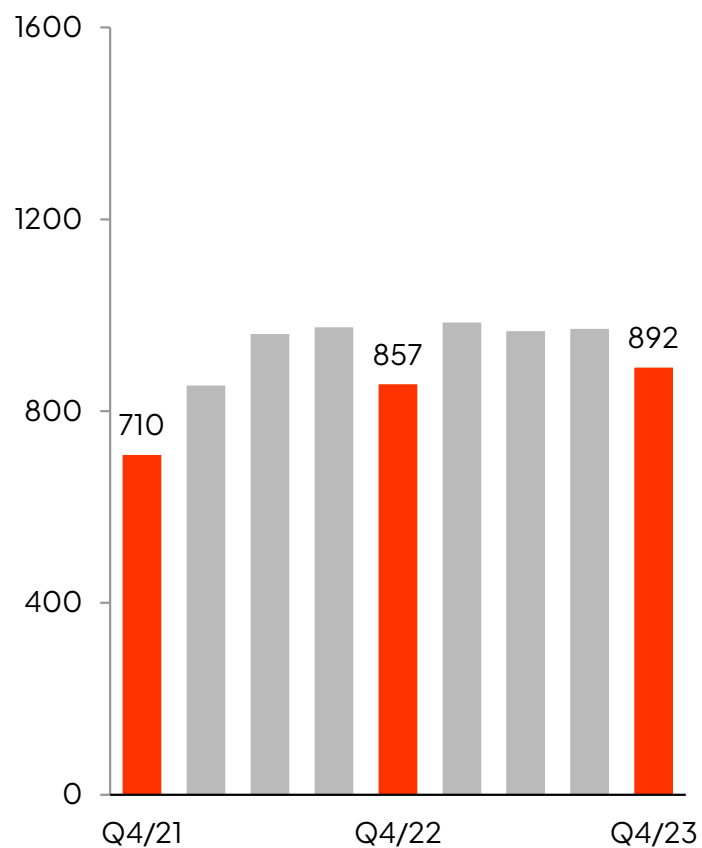
Note (1): Total service includes Service and Port Solutions' service sales, Total equipment includes Industrial Equipment and Port Solutions excluding Port Solutions' service sales

Service agreement base and order book by segment

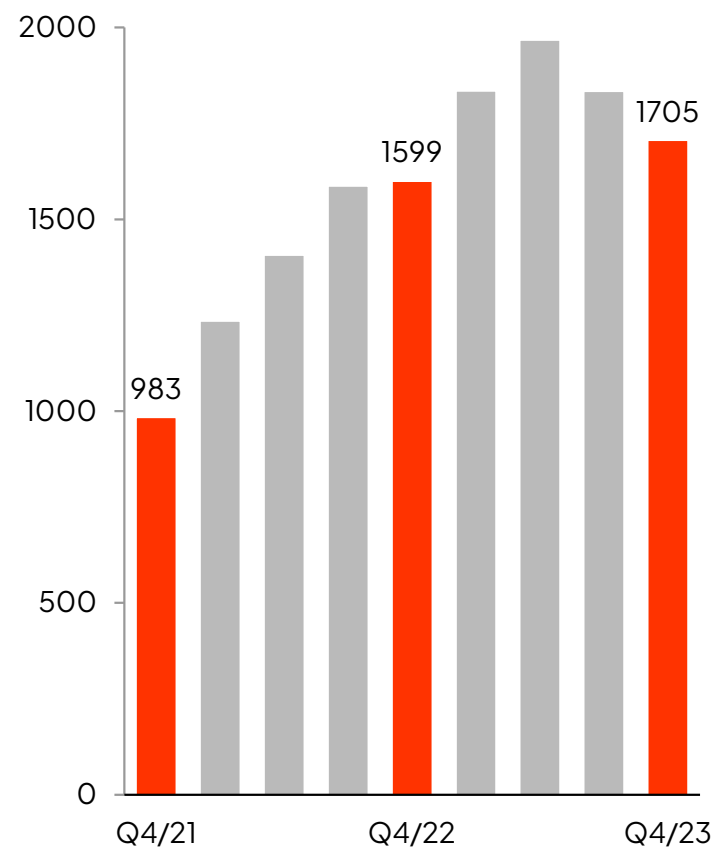
Service agr. base & order book, MEUR



Industrial Equipment order book, MEUR



Port Solutions order book, MEUR



Group key figures 1/2

EUR million	10-12/ 2023	10-12/ 2022	Change %	Change % Comp. FX	1-12/ 2023	1-12/ 2022	Change %	Change % Comp. FX
Orders received, MEUR	926.0	960.3	-3.6	-1.7	4,161.4	4,227.9	-1.6	0.3
Order book at end of period, MEUR					3,040.8	2,901.7	4.8	6.0
Sales total, MEUR	1,148.9	1,020.9	12.5	15.8	3,966.3	3,364.8	17.9	20.5
Comparable EBITDA, MEUR	154.9	140.2	10.5		535.0	406.1	31.8	
Comparable EBITDA, %	13.5%	13.7%			13.5%	12.1%		
Comparable EBITA, MEUR	133.8	118.2	13.2		450.7	318.4	41.5	
Comparable EBITA, %	11.7%	11.6%			11.4%	9.5%		
Operating profit (EBIT), MEUR	121.6	103.0	18.0		402.5	223.2	80.3	
Operating margin (EBIT), %	10.6%	10.1%			10.1%	6.6%		
Net profit for the period, MEUR	96.4	72.5	32.9		275.6	138.5	98.9	
Earnings per share, basic (EUR)	1.22	0.91	33.6		3.48	1.77	96.2	
Earnings per share, diluted (EUR)	1.21	0.91	32.9		3.46	1.77	96.2	
Free cash flow, MEUR	166.8	90.8			511.4	24.6		
Gearing, %					22.9%	48.0%		
Comparable ROCE, %, (R12M)					17.7%	13.4%		

Group key figures 2/2

EUR million	1-12/ 2023	1-12/ 2022	Change %
ROCE, %, (R12M)	16.4	9.0	82.2
Return on equity, %, (R12M)	18.2	9.9	83.8
Equity per share (EUR)	20.14	18.10	11.3
Net debt / Comparable EBITDA, (R12M)	0.7	1.7	-58.3
Equity to asset ratio, %	41.1	37.9	8.4
Investments total (excl. acquisitions), MEUR	54.4	37.0	47.0
Interest-bearing net debt, MEUR	365.8	688.3	-46.9
Net working capital, MEUR	353.6	490.2	-27.9
Average number of personnel during the period	16,503	16,563	-0.4
Average number of shares outstanding, basic	79,196,487	79,151,542	0.1
Average number of shares outstanding, diluted	79,583,067	79,508,099	0.1
Number of shares outstanding	79,202,250	79,166,599	0.0

Key figures by segment

EUR million	10-12/ 2023	10-12/ 2022	Change %	Change % Comp. FX	1-12/ 2023	1-12/ 2022	Change %	Change % Comp. FX
Service								
Orders received, MEUR	377.9	359.6	5.1	8.5	1,490.7	1,442.5	3.3	5.8
Agreement base value, MEUR	318.3	306.9	3.7	5.3	318.3	306.9	3.7	5.3
Sales, MEUR	403.5	376.0	7.3	11.0	1,490.4	1,343.3	10.9	13.6
Comparable EBITA, MEUR	81.7	79.3	3.0		296.2	249.4	18.7	
Comparable EBITA, %	20.2%	21.1%			19.9%	18.6%		
Industrial Equipment								
Orders received, MEUR	304.4	306.9	-0.8	2.0	1,442.9	1,391.6	3.7	5.7
of which external	261.0	259.3	0.7	4.0	1,261.8	1,194.8	5.6	8.0
Sales, MEUR	369.7	376.9	-1.9	0.8	1,355.3	1,205.6	12.4	14.8
of which external	320.6	335.1	-4.3	-1.4	1,173.8	1,068.8	9.8	12.3
Comparable EBITA, MEUR	23.9	22.5	6.2		87.4	32.5	168.9	
Comparable EBITA, %	6.5%	6.0%			6.5%	2.7%		
Port Solutions								
Orders received, MEUR	304.0	360.0	-15.6	-15.7	1,468.5	1,655.3	-11.3	-10.1
Sales, MEUR	445.3	328.4	35.6	38.5	1,370.8	1,015.0	35.0	37.6
Comparable EBITA, MEUR	35.6	21.4	66.9		102.7	63.5	61.7	
Comparable EBITA, %	8.0%	6.5%			7.5%	6.3%		

Statement of income

EUR million	10-12/ 2023	10-12/ 2022	Change %	1-12/ 2023	1-12/ 2022	Change %
Sales	1,148.9	1,020.9	12.5	3,966.3	3,364.8	17.9
Other operating income	2.3	1.5		9.5	8.1	
Materials, supplies and subcontracting	-578.4	-502.9		-1,820.3	-1,510.2	
Personnel cost	-300.2	-270.8		-1,186.6	-1,091.9	
Depreciation and impairments	-28.8	-31.6		-114.9	-124.4	
Other operating expenses	-122.2	-114.2		-451.5	-423.2	
Operating profit	121.6	103.0	18.1	402.5	223.2	80.3
Share of associates' and joint ventures' result	0.4	-0.2		0.8	0.4	
Financial income	12.7	22.8		32.0	26.8	
Financial expenses	-10.6	-26.6		-67.7	-59.7	
Profit before taxes	124.1	99.1	25.3	367.6	190.7	92.8
Taxes	-27.7	-26.5		-92.0	-52.2	
Profit for the period	96.4	72.5	32.9	275.6	138.5	99.0

Balance sheet

EUR million	31 Dec 2023	31 Dec 2022
Non-current assets	1,994.0	1,971.4
Goodwill	1,038.6	1,019.6
Intangible assets	458.1	475.4
Property, plant and equipment	359.9	345.9
Other	137.4	130.5
Current assets	2,558.4	2,369.2
Inventories	995.9	992.7
Accounts receivable	587.5	585.6
Receivables and other current assets	388.4	377.0
Cash and cash equivalents	586.6	413.9
Assets held for sale	0.0	0.0
Total Assets	4,552.4	4,340.6

EUR million	31 Dec 2023	31 Dec 2022
Total Equity	1,594.8	1,433.0
Non-current liabilities	1,111.7	1,426.8
Interest-bearing liabilities	727.7	1,056.4
Other long-term liabilities	232.5	217.7
Other	151.5	152.7
Current liabilities	1,845.9	1,480.8
Interest-bearing liabilities	227.2	49.8
Advance payments received	668.8	564.3
Accounts payable	313.4	306.2
Provisions	101.9	93.4
Other current liabilities	534.6	467.1
Liabilities directly attributable to assets held for sale	0.0	0.0
Total Equity and Liabilities	4,552.4	4,340.6

Cash flow statement

EUR million	1-12/ 2023	1-12/ 2022
Operating income before change in net working capital	520.7	344.5
Change in net working capital	121.9	-162.3
Cash flow from operations before financing items and taxes	642.6	182.2
Financing items and taxes	-85.3	-115.5
Net cash from operating activities	557.3	66.7
Net cash used in investing activities	-75.4	-43.6
Cash flow before financing activities	481.9	23.1
Net cash used in financing activities	-303.6	69.1
Translation differences in cash	-5.6	1.0
Change of cash and cash equivalents	172.7	93.2
Free cash flow	511.4	24.6

Thank you

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