

KONECRANES

**FINANCE**  
**CMD, November 23, 2010**

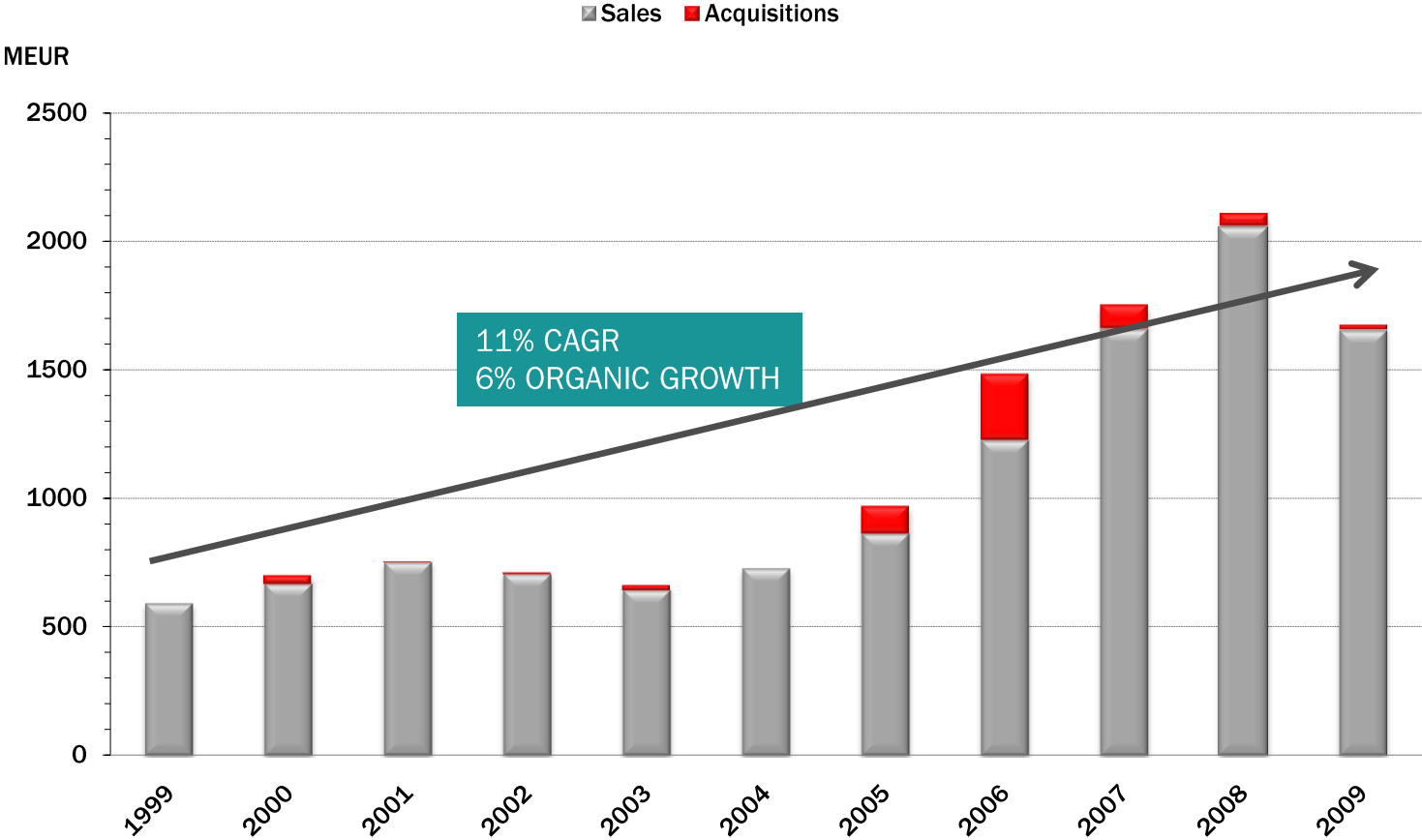
Teo Ottola, CFO

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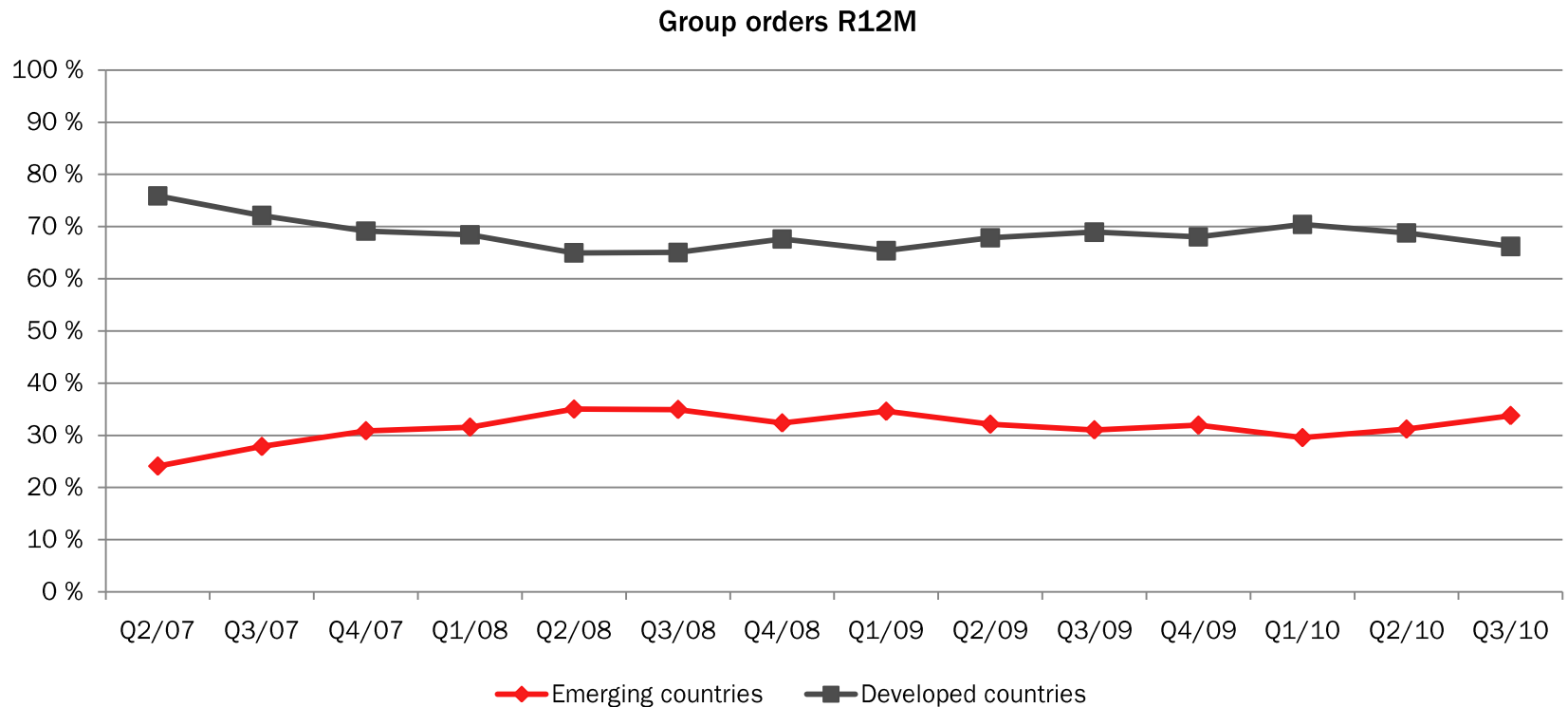
- Growth perspectives
- Profitability and returns
- Capital structure



# SOLID GROWTH BUSINESS OVER THE CYCLE

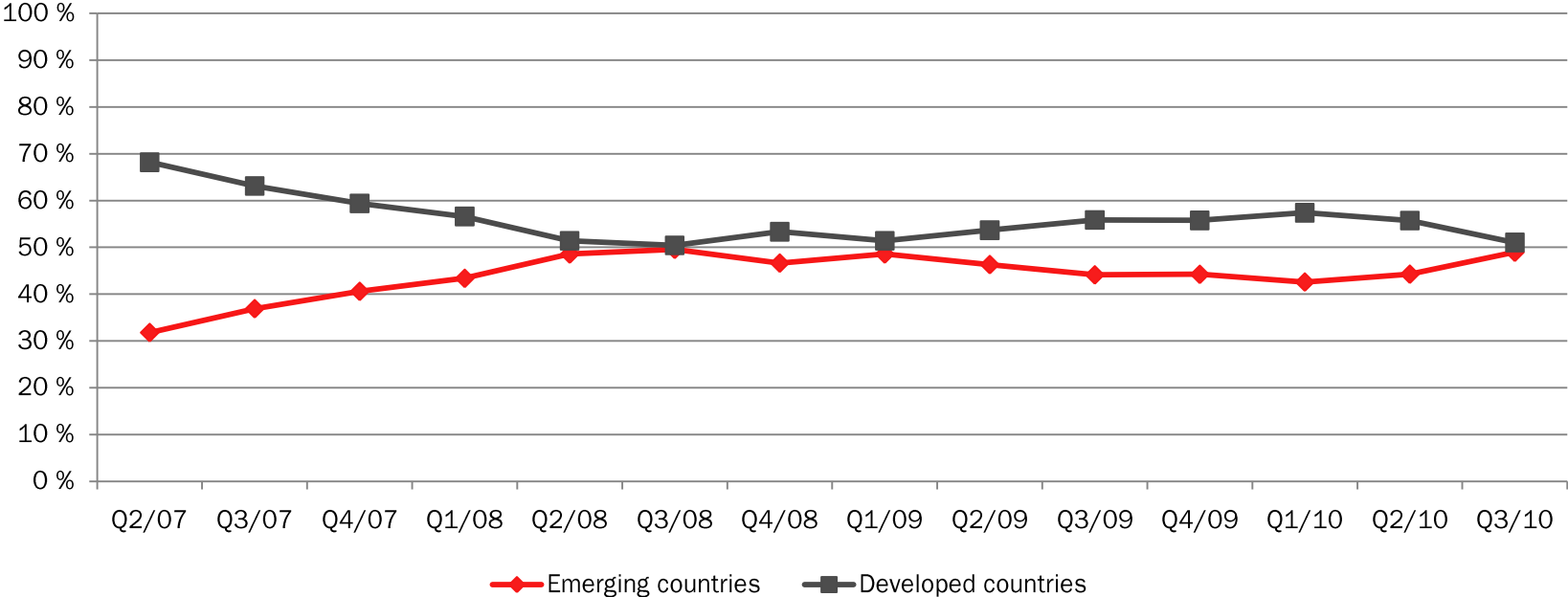


# THE INCREASING IMPORTANCE OF EMERGING MARKETS HAS BENEFITED US

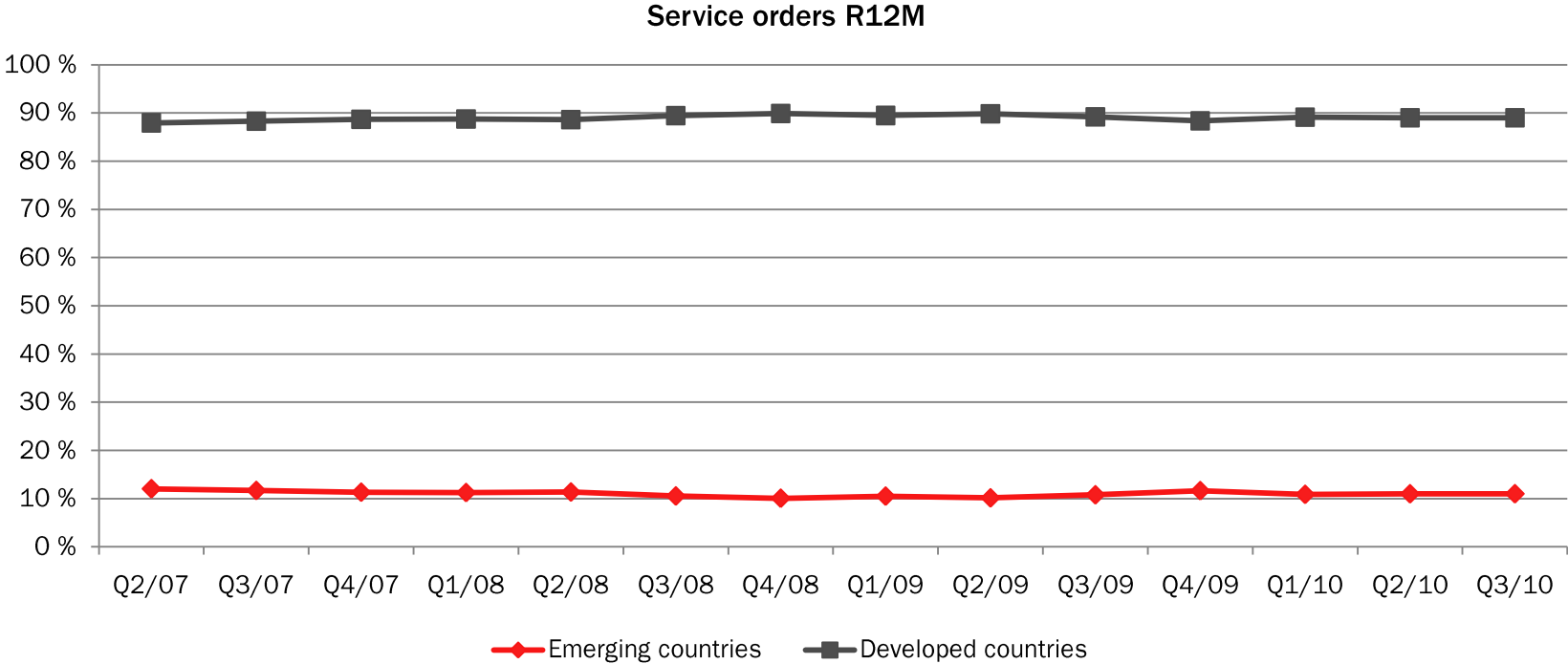


# EQUIPMENT ORDERS EQUALLY COMING FROM EMERGING AND DEVELOPED MARKETS

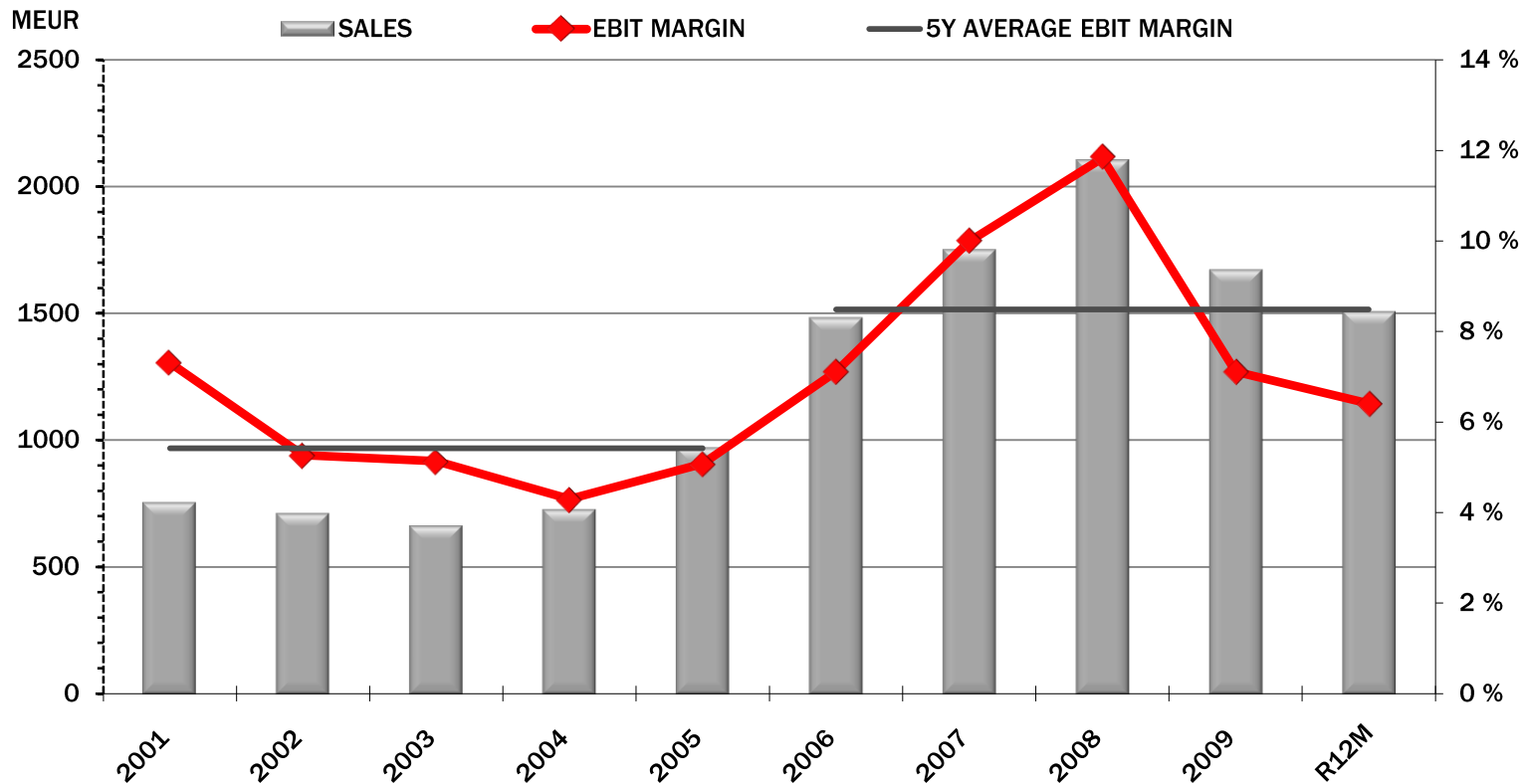
Equipment orders R12M



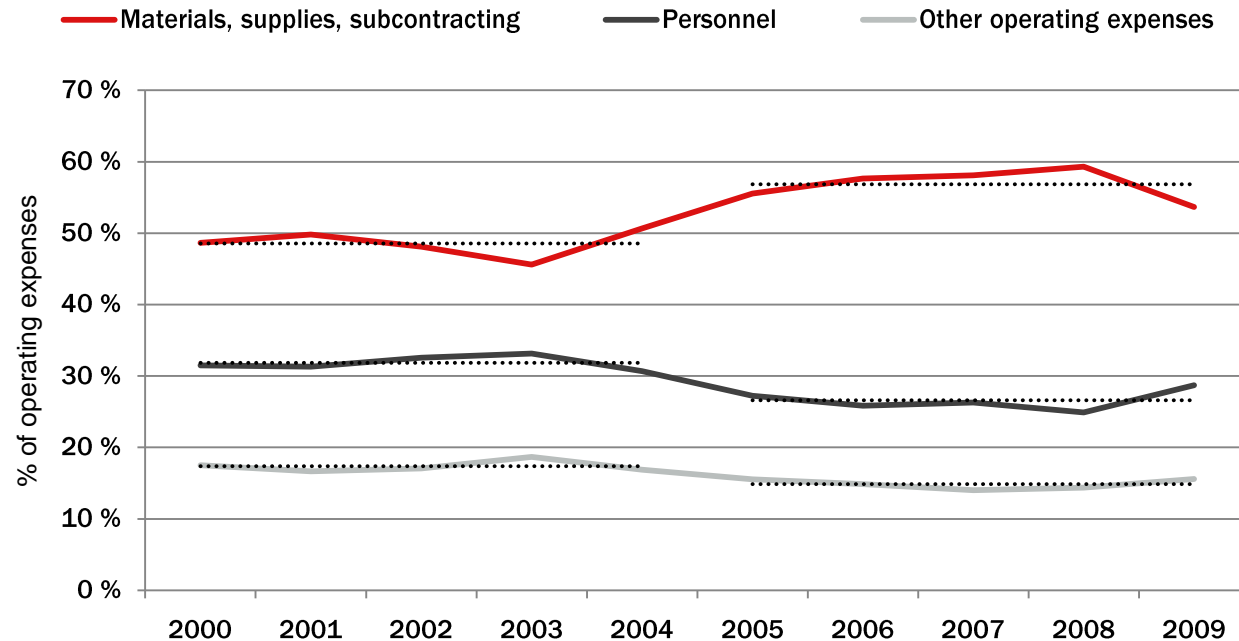
# SERVICE BUSINESS STILL MOSTLY IN DEVELOPED MARKETS



# WE HAVE MOVED CLOSER TO OUR 10% EBIT MARGIN TARGET OVER THE CYCLE

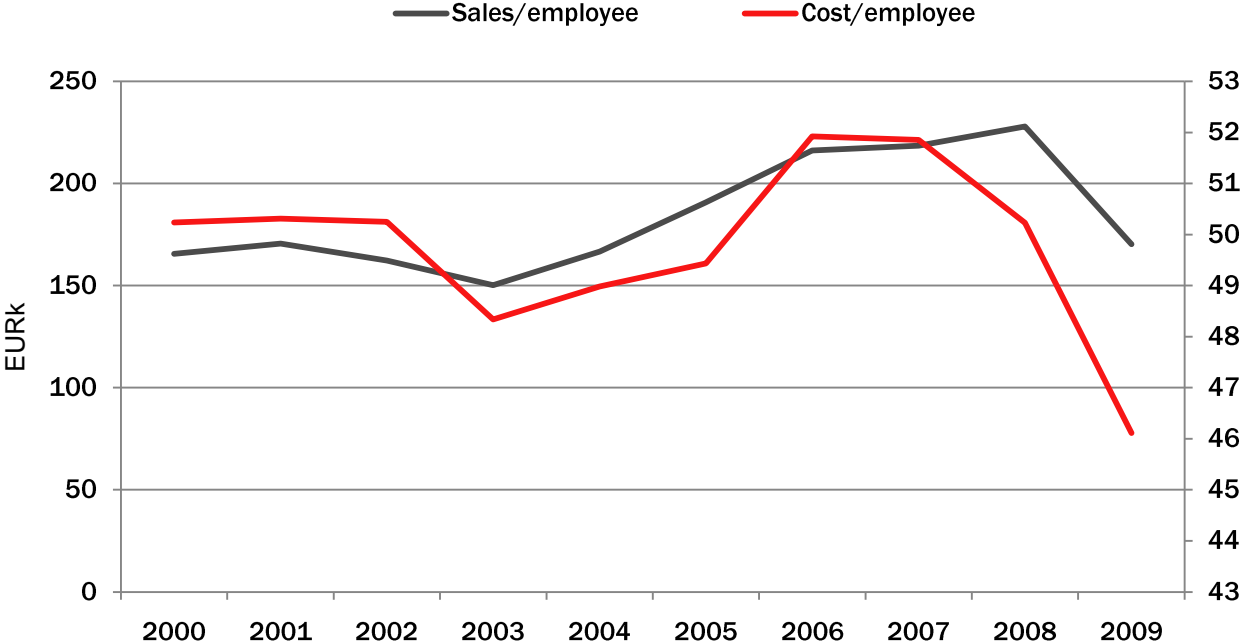


# OUR COST STRUCTURE IS MORE FLEXIBLE THAN BEFORE DESPITE THE RECESSION

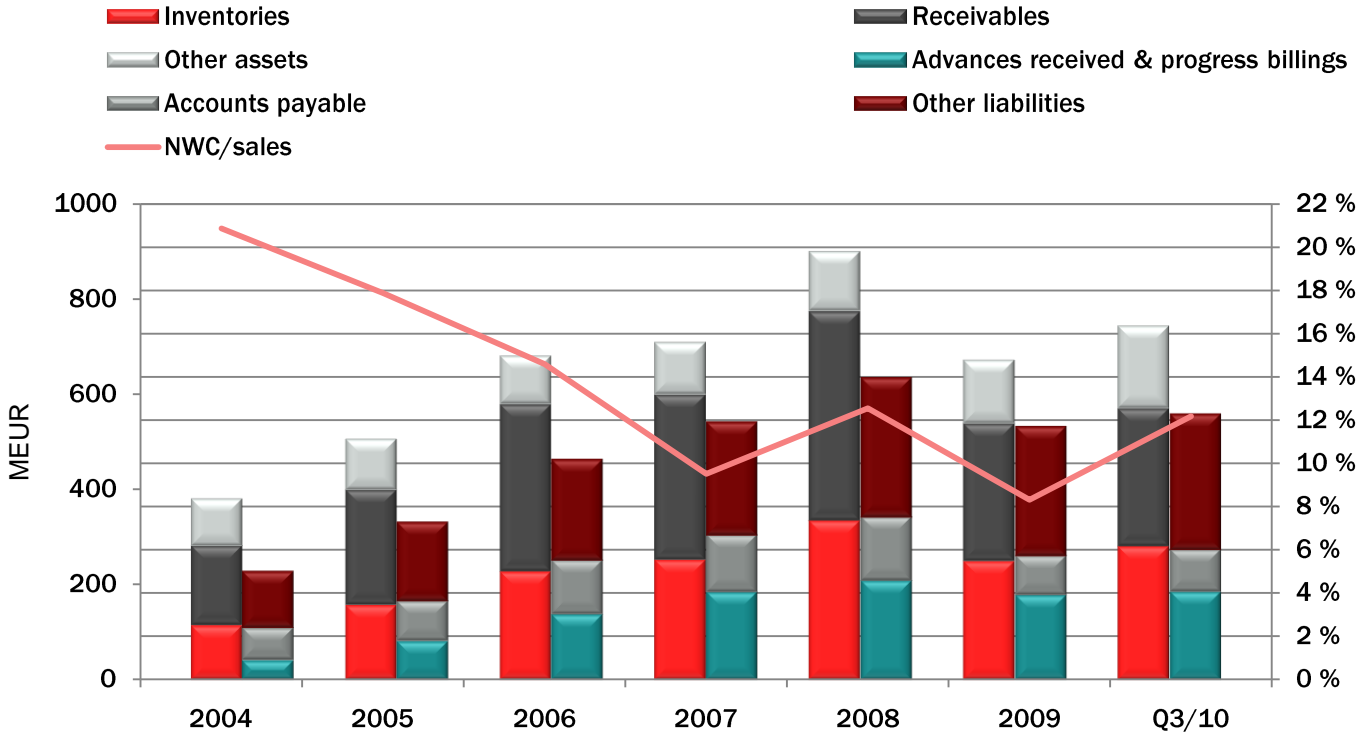




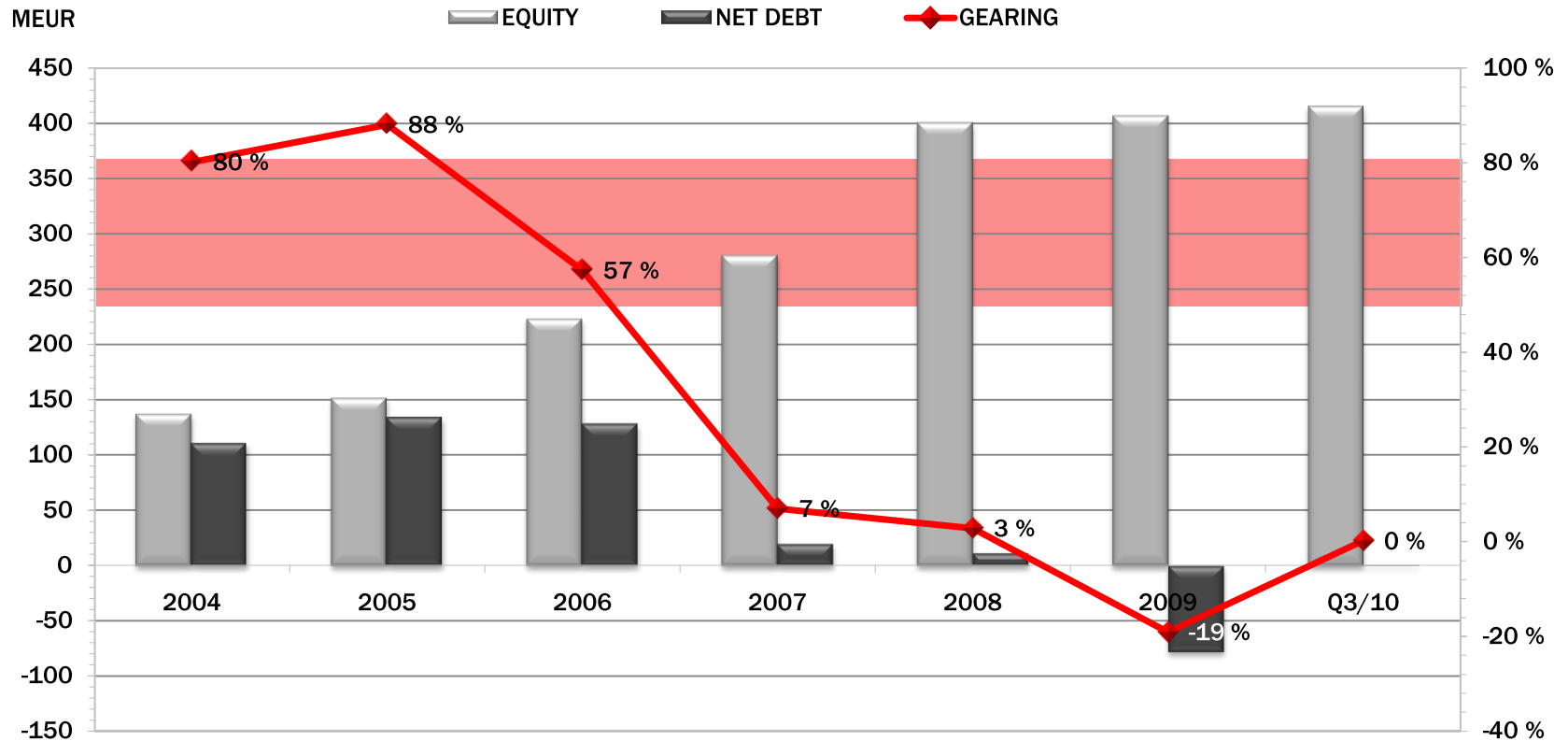
# EXPANSION IN COST COMPETITIVE COUNTRIES HAS REDUCED COST PER EMPLOYEE



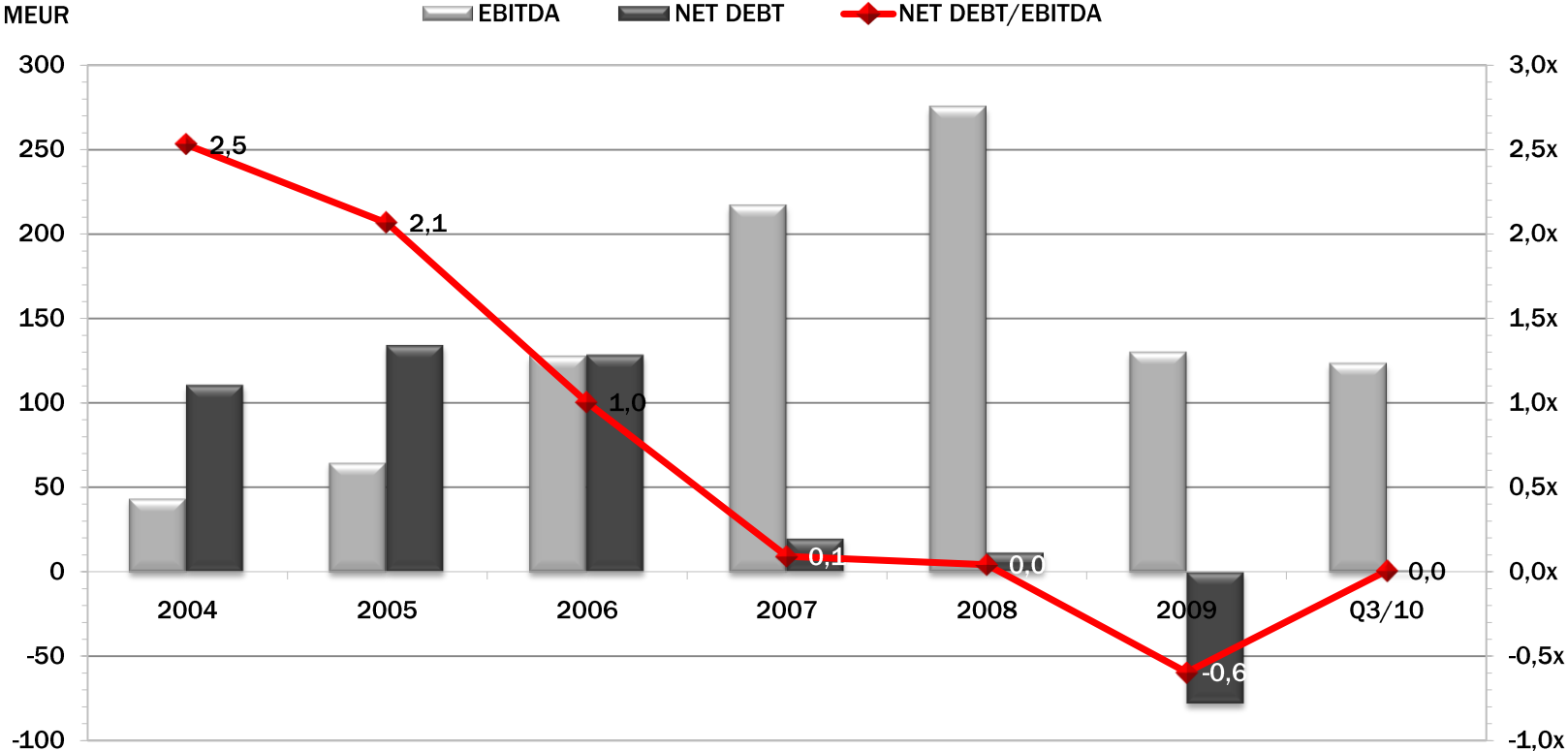
# NWC BREAKDOWN



# OPTIMAL LONG-TERM GEARING AT 50-80%



# HISTORICAL NET DEBT/EBITDA





## SUMMARY

- Growth track record
- Flexible cost structure
- Good NWC management and well-planned business model enabling high returns
- Strong balance sheet



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