

SERVICE
MACHINE TOOL SERVICE
LIGHT LIFTING
INDUSTRIAL CRANES
PROCESS CRANES
PORT CRANES
LIFT TRUCKS
YARD IT

KONECRANES[®]
Lifting Businesses[™]

YOUR PARTNER IN LIFTING



AIMING BEYOND YOUR EXPECTATIONS

NOT JUST LIFTING THINGS, BUT ENTIRE BUSINESSES

Konecranes is an industry-leading group of lifting businesses that offers a complete range of advanced lifting solutions to many different industries worldwide. Regardless of your lifting needs, Konecranes is committed to providing you with lifting equipment and services that increase the value and effectiveness of your business.

A LONG HISTORY IN LIFTING BUSINESSES

For over 80 years, we have been dedicated to improving the efficiency and performance of businesses in all types of industries. And we have done this by continuously providing products and services people can trust. When you choose Konecranes, you acquire a unique source of global experience and knowledge combined with local know-how to empower your lifting solution and increase your productivity.

WE ARE HERE FOR THE LONG RUN

Today we are probably the world's only single-source supplier of experienced and intelligent lifting solutions on both a local and global scale. Our aim is to become your long-term consultant in developing your business and provide solutions and services for every step of your growth.

The soul of our very existence is to lift your business.

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





THOUSANDS OF PEOPLE HUNDREDS OF LOCATIONS

OUR PEOPLE MAKE THE DIFFERENCE

Our people are the face of our business. We strive to make every encounter with a Konecranes employee a positive one. With operations in almost 50 countries, Konecranes has the manpower and resources to help you run your materials handling operations as efficiently as possible. We have technicians permanently on site in many different industries, and our close relationships with our customers mean that wherever we implement solutions, that's our home.

A DEDICATED WORLDWIDE COMPANY

Konecranes lifting solutions and customer services keep businesses running around the globe. Our worldwide presence means you receive local know-how acquired on a global scale. This allows us to continuously meet your high-end demands of increased uptime, reliability, safety, performance and cutting-edge technology while reducing the overall lifetime costs, whatever your field.

YOU CAN NEVER OVERESTIMATE THE NEED FOR UNDERSTANDING



A DEEPER UNDERSTANDING

At Konecranes, we understand that we are part of your processes and what you invest in is not only a piece of equipment or service; you look for a solution you can depend on. We are driven to constantly evolve and raise the level of our solutions to stay ahead of your needs.

KNOWLEDGE FROM MILLIONS OF PROJECTS

When you work with Konecranes, you access the pooled knowledge from millions of projects. Our global network has provided us with a valuable source of unique experience and knowledge. All this is passed on to you when you partner with us for your lifting solutions.

A COMBINATION THAT IS HARD TO BEAT

By applying this extensive knowledge, combined with our can-do attitude of 'never letting our customers down', we develop innovative and integrated solutions that dramatically reduce downtime and help increase the productivity of uptime. This has established Konecranes as the world leader in providing lifting solutions and maintenance services; a position we intend to maintain for many decades to come.



A VALUABLE IDEA

WHAT IS HIGHEST LIFECYCLE VALUE?

Most of the companies in today's lifting industry are focused on minimizing downtime. Which is a good thing. However, we continuously strive to go further. That's why we focus on maximizing the productivity of uptime as well. By increasing productivity, and minimizing the cost of downtime, we can deliver the highest lifecycle value of a lifting solution, and the lowest lifecycle cost – depending on the priority lifting has in your processes.

HOW DO WE ACHIEVE THIS?

Focusing on things like the right product specification, and delivering an optimal service and maintenance program for a specific industrial process, we increase the flow of your business and maximize the productivity of your uptime.

By applying our unique knowledge, innovative technology and our responsive service attitude, we deliver the highest lifecycle value, and positively impact the productivity of your whole value chain.



OUR CUSTOMERS

We understand that our strong quality and productivity orientation is something our customers appreciate. And providing long-term cost efficiency is a major priority for us. On these pages, we've outlined the different ways we can help you achieve the highest lifecycle value. Find your industry, and we'll help you find the solution.

PAPER

Our long experience in the paper industry ensures you receive lifting solutions that are both proven and reliable, and also come with fast service response times. With our vast knowledge and expertise, it's no wonder we are recommended by the biggest names in the industry.

STEEL

When it comes to steel, technology provides an advantage. Therefore, we combine our intelligent lifting solutions with advanced technologies that do away with your regular maintenance challenges. And our flexible service programs improve your overall productivity.

PORTS

We have the industry's leading expertise in ports solutions. For you, this means that when we build a service relationship with you, we understand potential problems that can arise in your equipment and processes, and then provide well-engineered solutions you can depend on.

AUTOMOTIVE

Regardless of what lifting equipment you use or what make it is, our multi-levelled expertise in the automotive industry means we can service it. Our proactive approach provides you with the reassurance of technical support that's hard to beat.

GENERAL MANUFACTURING

In general manufacturing, we proactively anticipate problems through a deeper understanding of your industry and flexibility when critical problems occur on short notice. We offer machine tool service for your industry. We also make buying, installing and using lifting equipment an easier process for you.

POWER

Through a deep understanding of the power industry needs gathered over many years of experience, we deliver proven solutions that are right for you. Building a long-term partnership with us, and knowing we only use Konecranes parts and components, provides you with the peace of mind needed when running a business.

MINING

A vast knowledge and experience in the mining industry has enabled us to develop cutting-edge lifting solutions that increase your productivity according to your individual needs. With a strong local service network, you can get the most out of a long-term relationship with us.

INTERMODAL & RAIL

Our hands-on approach to intermodal terminals and rail solutions combined with our high-quality innovations has made us the leading expert in this industry. We leverage our deep experience to provide you with easy-to-use solutions for a smoother operation.

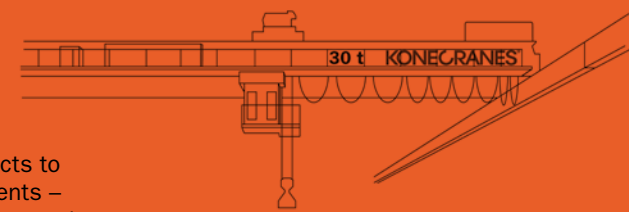
OIL & GAS

We provide you with high-quality and efficient solutions that you can rely on. This comes from the extensive knowledge we've gathered by being the lifting expert in the Oil & Gas industry. We have a proactive approach that adapts to your needs and helps your operations run safely and smoothly.

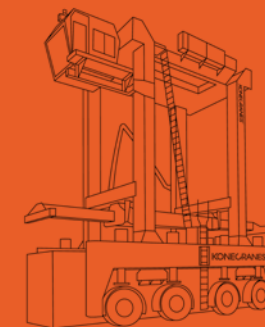


OUR OFFERING

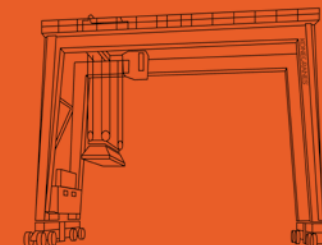
Konecranes is your single-source partner offering a complete range of products to satisfy every lifting-related aspect of your business. Whatever your requirements – be it cranes, lift trucks, maintenance services or all of them – you can rest assured that Konecranes has the complete solutions to not only meet your expectations, but surpass them.



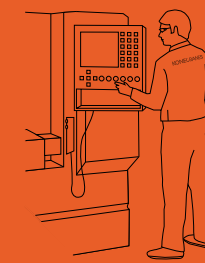
PROCESS CRANES
Are engineered for severe duty lifting up to 1,000 tons or more.



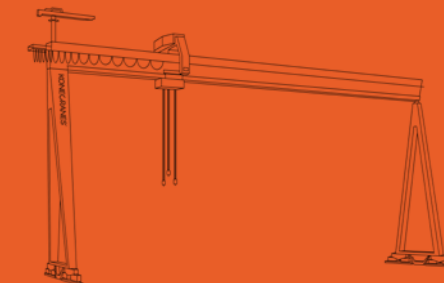
STRADDLE CARRIERS
Are used for transporting containers from the shipside to the container yard, and to the loading area.



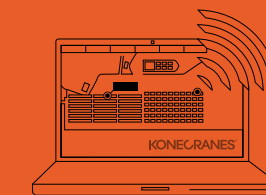
YARD CRANES
Include RTG and RMG cranes used for stacking containers high and wide in ports and intermodal terminals.



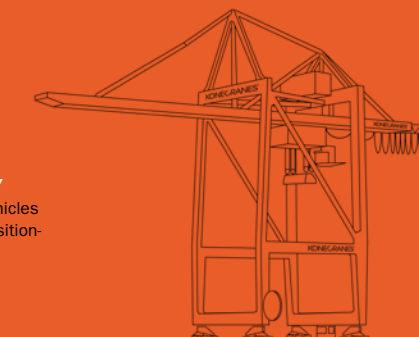
MACHINE TOOL SERVICE
Provides service and maintenance for all makes of machine tools in the general manufacturing industry.



GOLIATH SHIPYARD CRANES
Span over 150 m and are used for handling ship sections in the shipbuilding process.



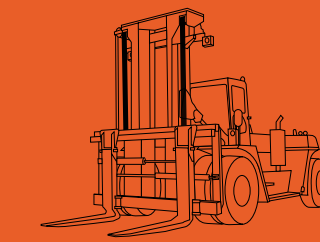
YARD INFORMATION TECHNOLOGY
Creates a link between different vehicles in a port and provides container positioning for high density stacking.



SHIP-TO-SHORE CRANES
Are used for loading and unloading containers from ship to quay.



INDUSTRIAL CRANES
Featuring the CXT hoists are used for precise and reliable load handling with lifting capacities up to 80 tons.



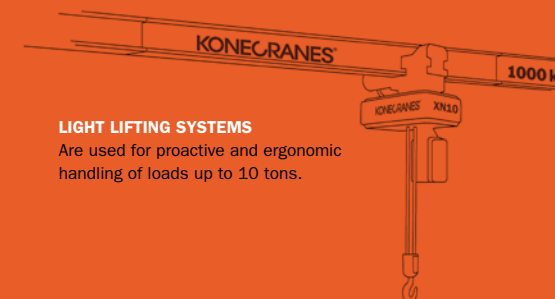
FORK LIFT TRUCKS
Heavy-duty fork lift trucks with lifting capacities from 10 to 60 tons, that are used in ports and terminals, in general manufacturing and in process industries.



SERVICE AND MODERNIZATION
Activities are aimed at maximizing the availability of the equipment, while minimizing the ownership costs.



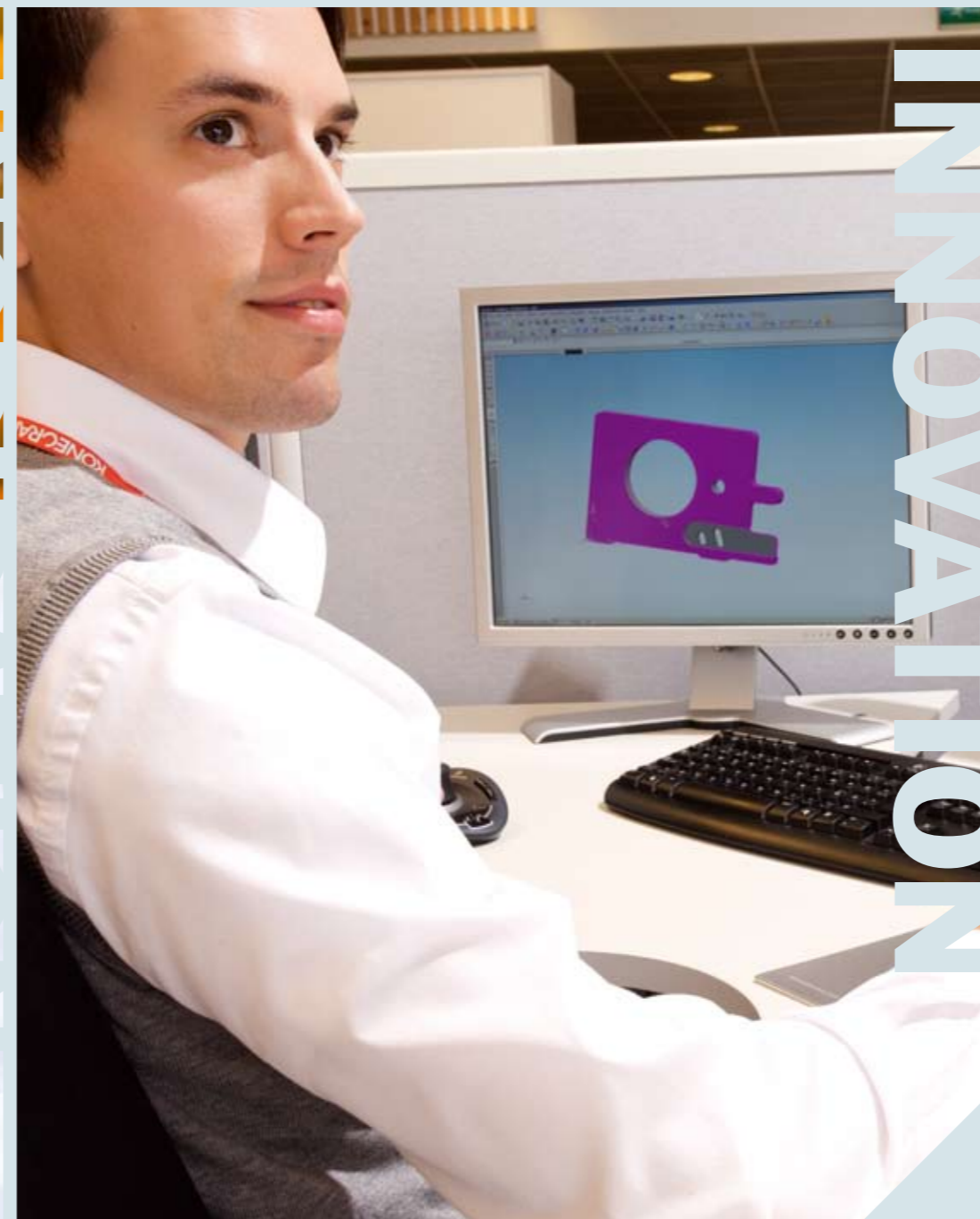
REACH STACKERS
Are used to stack, handle and transport containers, road trailers and industrial loads in ports, container & railroad terminals and in heavy industries, with lifting capacities from 10 to 45 tons.



LIGHT LIFTING SYSTEMS
Are used for proactive and ergonomic handling of loads up to 10 tons.



INSPIRATION



INNOVATION



IMPROVEMENT

WHAT WE CARE ABOUT

Innovative technology has always been the essence of our business, and we continuously strive to increase the performance and raise the quality, functionality and safety of our solutions. We are constantly raising industry standards and driving new technologies and innovations.

OUR DESIGN PHILOSOPHY

We are innovative not only in terms of functionality, but also in design. We develop our products to be as clear and intelligent as possible. The easier a product is to use, the safer users become in the long run. User-friendliness leads to better productivity and a better flow of your business.

GREAT IDEAS COME FROM YOU

Our core inspiration relies on long-term relationships based on communication, honesty and trust. By listening to and understanding your needs, we can develop solutions that dramatically improve the efficiency of your business.

MANAGING INFORMATION

Service is often part of our innovative solutions. Drawing on the experiences we gather from our extensive service contracts allows us to create more effective systems for transferring information. Our integrated technology allows us to not only increase a product's top performance at a given time, but also continuously increase it over the product's whole lifecycle.

WE LEAVE LIGHT FOOTPRINTS

To us, environmental issues are a serious matter. Through the efficient use of materials, recyclability, low fuel consumption and energy-efficient design, we can dramatically reduce the environmental impact of our products. For a long time, our products have been pioneers in our industry in terms of efficiency. With more than 98% of the material in a typical Konecranes crane being recyclable, we are taking into account the environmental demands of today, and the future.



WHEREVER



WHEREVER

CHOOSE YOUR SERVICE LEVEL

We have five different levels of service to accommodate your individual needs:

CONTACT

When you need a reliable service provider to work with on a needs basis. **Contact** provides expert services and solutions for your spare parts, repairs, inspection, emergency on-calls and modernization needs, while giving you the freedom to arrange and manage your maintenance activities independently.

CONDITION

If you are looking for a reliable service provider for your periodic and scheduled inspections. **Condition** brings you our industry-leading inspection services to guarantee the safety of your equipment. Our inspection reports give you a sound basis and exact information for the planning of other maintenance activities, including the needs for repairs and other preventive types of actions to ensure the overall reliability of your operation.

CARE

When you prefer a service provider for maintaining and improving the condition of your equipment. **Care** relieves you of the task and responsibility of planning, arranging and managing inspections and preventive maintenance activities. Konecranes will provide you with that service as well as planned repairs based on recommendations given well in advance of the appearance of possible defects.

COMMITMENT

When you need a partner to maintain and improve the productivity and availability of your equipment. **Commitment** is a full scope maintenance solution, which provides you with a long-term development plan tied to your critical key performance indicators. We plan, arrange and execute a full range of activities, including inspections, preventive maintenance, spare parts, on-call service, personnel and site management as well as long-term planning.

COMPLETE

If you wish to find a partner to provide material handling services and operating parts of your production. **Complete** is a solution where Konecranes takes full responsibility over the equipment and personnel. It may also entail operation services for specific parts of the production.

SERVICING THE GLOBE

We understand that when you invest in a lifting solution, dependability is essential. Therefore, service is a major part of our commitment to you. With a global network of maintenance professionals operating from more than 470 service depots around the world, we repair, inspect and maintain more cranes worldwide than any other company.

Today, we have the world's largest service organization, which includes taking over 1.5 million service calls each year for equipment of different makes in many different industries.

PROACTIVE SERVICE EQUALS INCREASED PRODUCTIVITY

The hands-on experiences we gather from these contracts provide us with a unique knowledge base that is invaluable to our R&D and preventative maintenance programs. This allows us to know exactly which part of your equipment needs to be serviced and when. Proactive planning of downtime reduces the cost of it, and ensures your operations run smoothly with the highest possible productivity, resulting in the highest lifecycle value.



HOW CAN WE LIFT YOUR BUSINESS?

We're in the business of building trust. This trust stems from an unwavering confidence in the safety, reliability and performance of our products and people. You tell us exactly how wide or how high you want your business to reach, and we'll help you get there.

To find out how Konecranes can help lift your business, visit www.konecranes.com.

"Our cooperation with Konecranes has run very smoothly. The RTGs ordered are high-efficiency cranes with modern technology. With these new cranes we are looking to increase productivity at our port."

**Gene Smith,
Director of SSA Mexico**

"The new reach stackers and empty container handlers will definitely sustain our highest degree of customer service as we continue to provide high reliability and gear up for quicker and more efficient services for our clients. We also see the order as a great opportunity for TIPS and Konecranes to benefit as we grow together in this global environment."

**Captain Chatchawan Ghettalae,
General Manager, TIPS Co. Ltd**

"Vestas Towers has selected Konecranes America Inc. as the supplier of cranes to our new tower factory in Pueblo, Colorado, because we see their products as well-known and very reliable. Reliability is a key issue for Vestas."

**Thomas Sorensen,
Production Expert, Towers, Vestas Towers A/S**

"We were able to compare the price and quality of work during the process, and Konecranes did better. The company completed its tasks more meticulously, and information about machine-to-machine progress was more readily available to our foremen. These experiences spoke in favor of a service contract with Konecranes."

**Mika Vilén,
Director of Component Plants at Metso Automation.**

"There are many reasons for working in such close cooperation with Konecranes, but the most important reasons are, absolute, certified and environmental quality, delivery reliability, total cost of ownership and being a global company with a local network for service, maintenance and spare parts."

**Fredrik Olson,
Purchasing Manager of Wärtsilä Power Plant**



SERVICE



MACHINE
TOOL
SERVICE



LIGHT
LIFTING



INDUSTRIAL
CRANES



PROCESS
CRANES



PORT
CRANES




LIFT TRUCKS



YARD IT



Konecranes is a world-leading group of Lifting Businesses™ offering lifting equipment and services that improve productivity to a wide variety of industries. The company is listed on NASDAQ OMX Helsinki Ltd (symbol: KCR1V). With over 9,600 employees at close to 500 locations almost 50 countries, we have the resources, technology, and determination to deliver on the promise of Lifting Businesses™.

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