

**KONECRANES®**  
Lifting Businesses™

**9TH PHILIPPINE PORTS AND SHIPPING  
EXHIBITION AND CONFERENCE 2017**  
Manila, Philippines, 23-24 Feb

**NEXT GENERATION OF LIFTING  
KONECRANES AND MHPS**

**KONECRANES**



## MHPS HAS MERGED IN KONECRANES

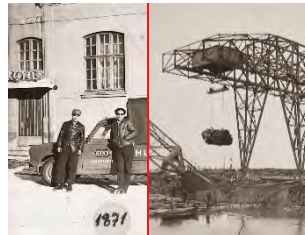
- We now have even **more expertise and knowledge among our workforce**
- Together, we are **one technology company**, ready to create the next generation of lifting



# KONECRANES AND MHPS – A COMBINATION OF 18,000 EMPLOYEES FROM ACROSS THE GLOBE

## Konecranes

- Sales of €2.1bn
- Around 11,000 employees worldwide

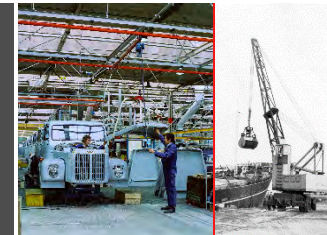


***Over 100 years of strong organic and acquisition-based growth, which all started when KONE Corporation was founded in 1910:***

- **1933** – KONE commences crane production
- **1930s/40s** – Product range starts to include hoists and harbor cranes
- **1980s** – Internationalization efforts gather pace with US expansion
- **1994** – KCI Konecranes is spun off from KONE

## MHPS

- Sales of €1.4bn
- Around 7,000 employees worldwide



***Almost 200 years of German-origin engineering heritage and expertise:***

- **1819** – First operations in Wetter of company that becomes Demag in 1910
- **1824** – Noell commences operations in Würzburg
- **1906** – Gottwald Port Technology is founded in Düsseldorf
- **2011** – Operations come under Terex ownership

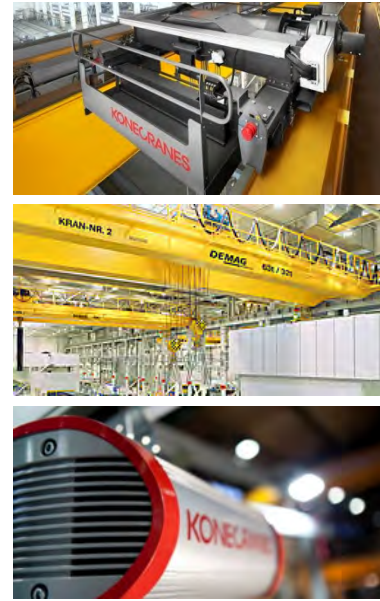
Note: Based on 2015 figures.

# UNMATCHED CUSTOMER OFFERING IN SERVICE, INDUSTRIAL LIFTING AND PORT SOLUTIONS

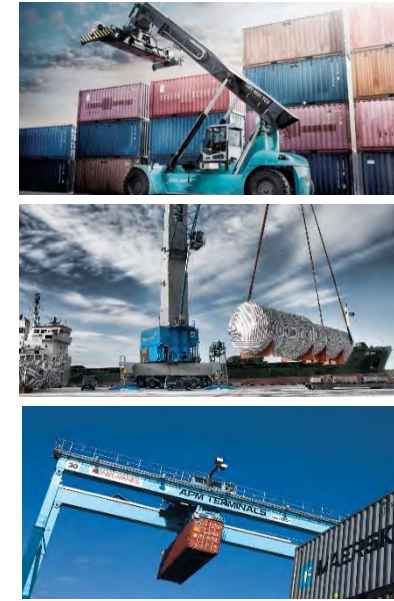
## Service



## Industrial Lifting



## Port Solutions



# FAMILY OF LEADING BRANDS

Service & Industrial Lifting

**KONECRANES®**  
**DEMAG**

Power Brands

**SWF**  
KRANTECHNIK

**R&M**  
MATERIALS  
HANDLING  
INC.

**VERLINDE**  
LIFTING EQUIPMENT

**MORRIS**  
CRANE SYSTEMS

**donati**

**三马起重**  
SANMA HOISTS & CRANES

Port Solutions

**KONECRANES®**

**KONECRANES®** | GOTTWALD

**KONECRANES®** | NOELL

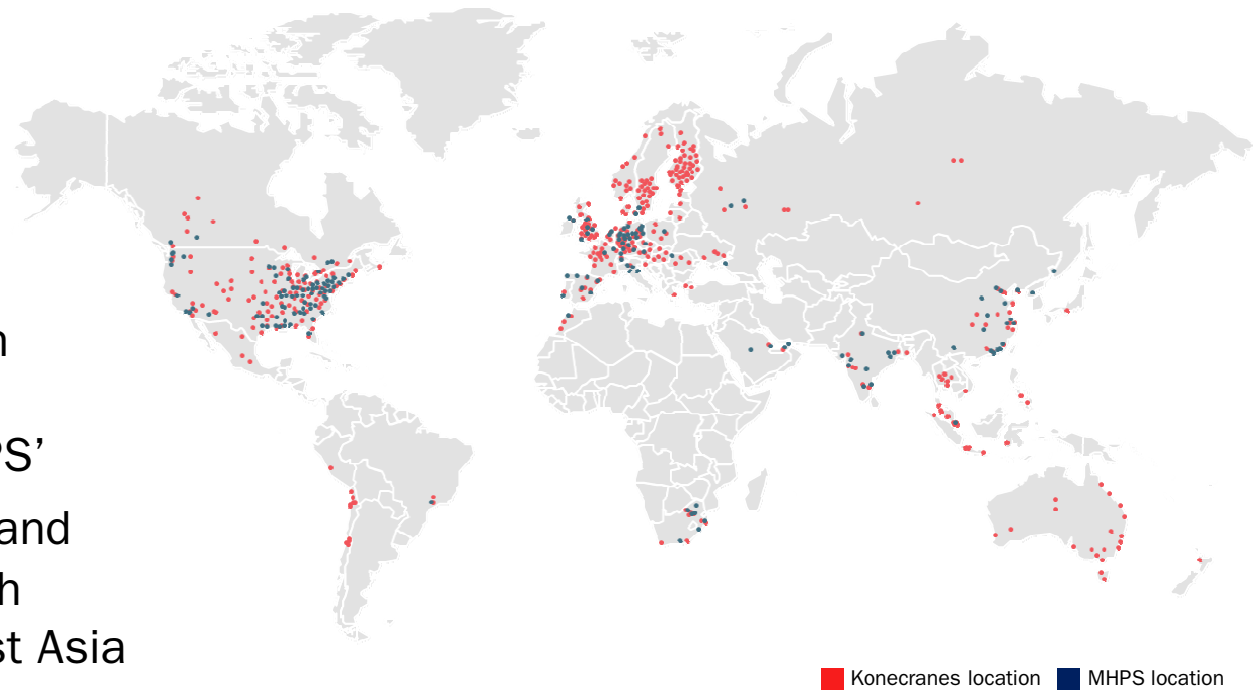
**KONECRANES®** | LIFTACE

## A GLOBAL COMPANY

**50** countries

**18,000** employees

Konecranes' **basis** in Northern Europe, North America and China complemented by MHPS' **strength** in Central and Southern Europe, South America and South-East Asia









**PORT SOLUTIONS  
BUSINESS AREA**

# JOINT PORT SOLUTIONS BUSINESS AREA CREATED— COMPRISING FOUR BUSINESSES

PORT SOLUTIONS BA				
	BU Port Cranes	BU Lift Trucks	Port Solutions German Operations	BU Software Solutions
<b>Product scope</b> 	<ul style="list-style-type: none"> <li>• STS</li> <li>• RTG</li> <li>• RMG</li> <li>• ASC</li> <li>• Shipyard cranes</li> </ul>	<ul style="list-style-type: none"> <li>• Reach stackers</li> <li>• ECH</li> <li>• FCH</li> <li>• FLT</li> </ul>	<ul style="list-style-type: none"> <li>• MHC</li> <li>• Straddle/sprinter carrier</li> <li>• AGV</li> <li>• TT</li> </ul>	<ul style="list-style-type: none"> <li>• Software &amp; consulting</li> <li>• Terminal operation systems</li> <li>• Equipment control systems</li> <li>• Warehouse systems</li> </ul>
<b>Factories</b> 	<ul style="list-style-type: none"> <li>• Hanko</li> <li>• Partner sites: China, Poland, Croatia</li> <li>• Dalian</li> <li>• Xiamen</li> </ul>	<ul style="list-style-type: none"> <li>• Markaryd</li> <li>• Lingang</li> <li>• Lentigione</li> <li>• Montceau-les-Mines</li> </ul>	<ul style="list-style-type: none"> <li>• Würzburg</li> <li>• Düsseldorf</li> </ul>	



## PORT SOLUTIONS

# PRODUCT



Konecranes  
Fork Lift Truck  
(FLT)

Konecranes Full  
Container Handler  
(FCH)

Konecranes  
Empty Container  
Handler  
(ECH)

Konecranes Liftace  
Empty Container  
Handler  
(ECH)

Konecranes  
Reach Stacker  
(RS)

Konecranes Liftace  
Reach Stacker  
(RS)

Konecranes  
Terminal tractor  
(TT)

Port Service

# PORTFOLIO



Port Service



Konecranes Gottwald  
Automated Guided  
Vehicle  
(AGV)



Konecranes Noell  
Sprinter Carrier  
(SPC)



Konecranes Noell  
Straddle Carrier  
Automated Straddle  
(SC)  
(A-STRAD)



Konecranes  
BOXHUNTER RTG  
(RTG)

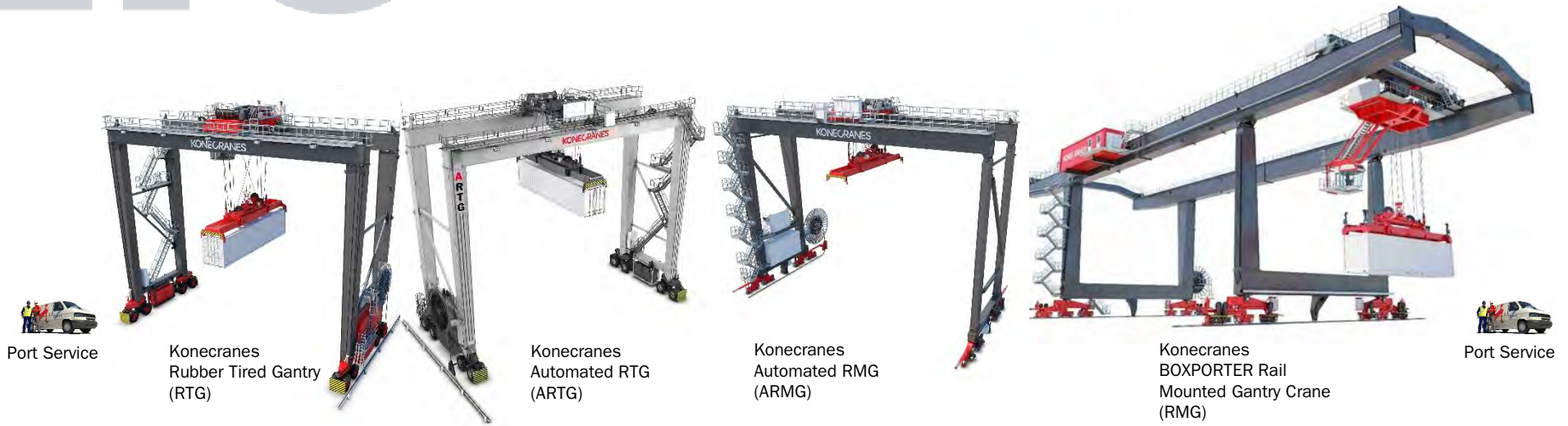


Konecranes Noell  
Rubber Tired Gantry  
(RTG)

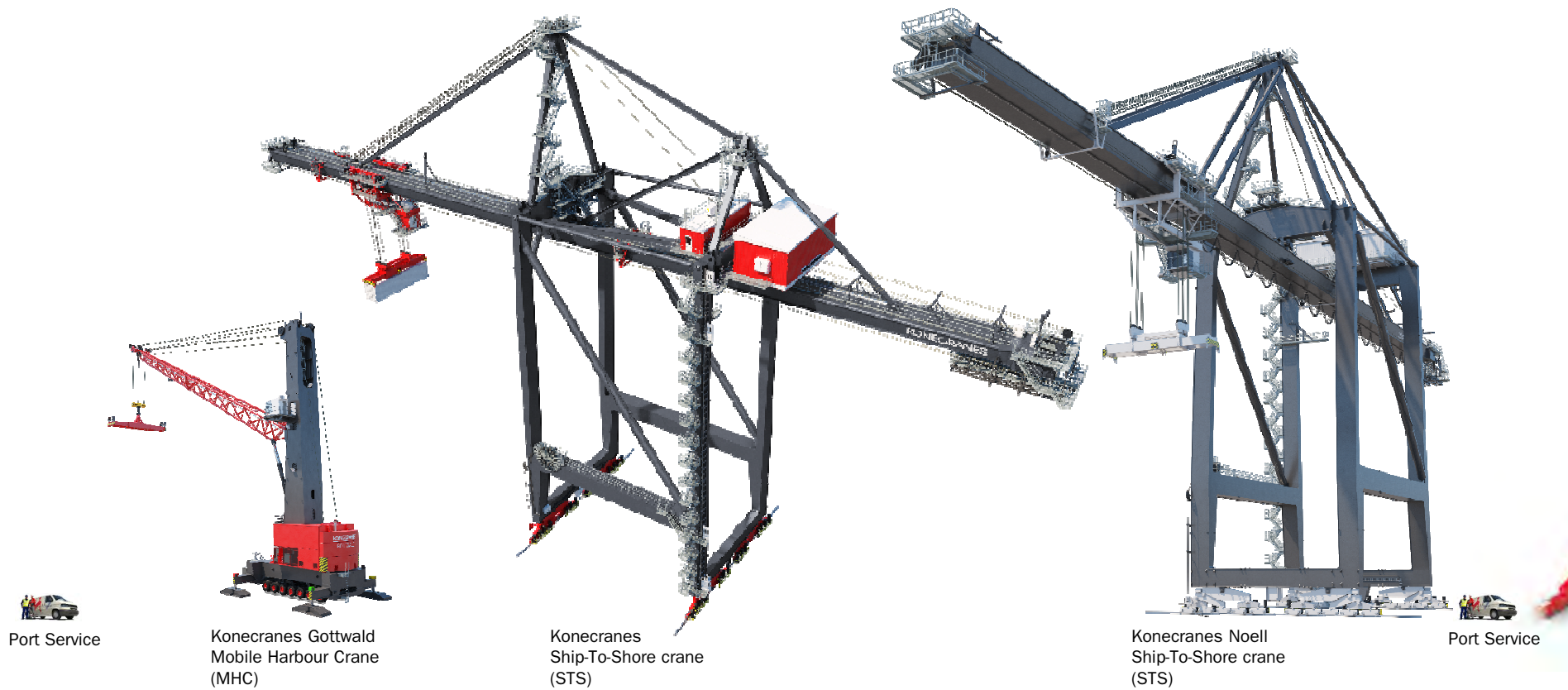


Port Service

# LIO









Konecranes  
Goliath Gantry Crane  
(GGC)

Konecranes  
Single Boom Shipyard  
Crane

Konecranes  
Double Boom  
Shipyard Crane

Konecranes  
Floating Dock Crane



**TRUCONNECT®**

Digital Services



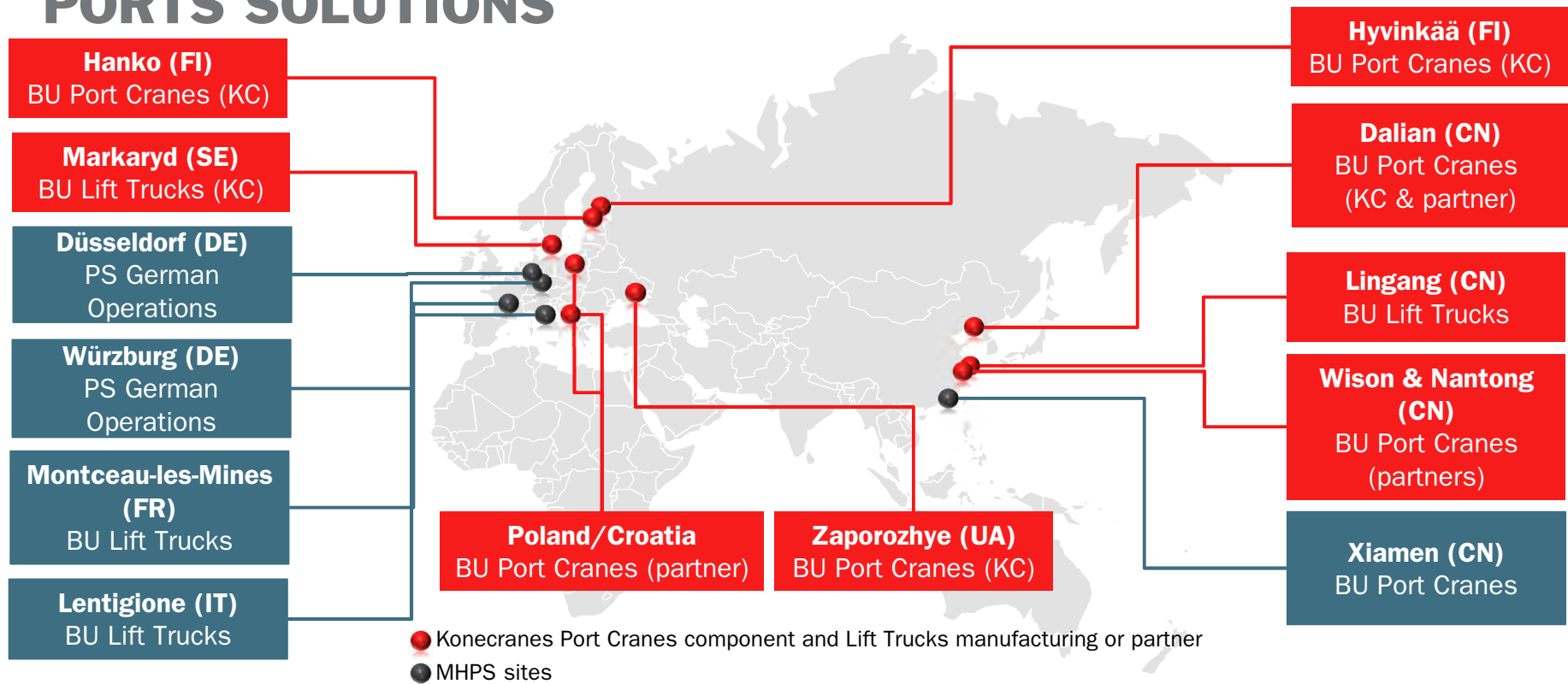
Training



Port Service



# MANUFACTURING AND ASSEMBLY FOOTPRINT FOR PORTS SOLUTIONS

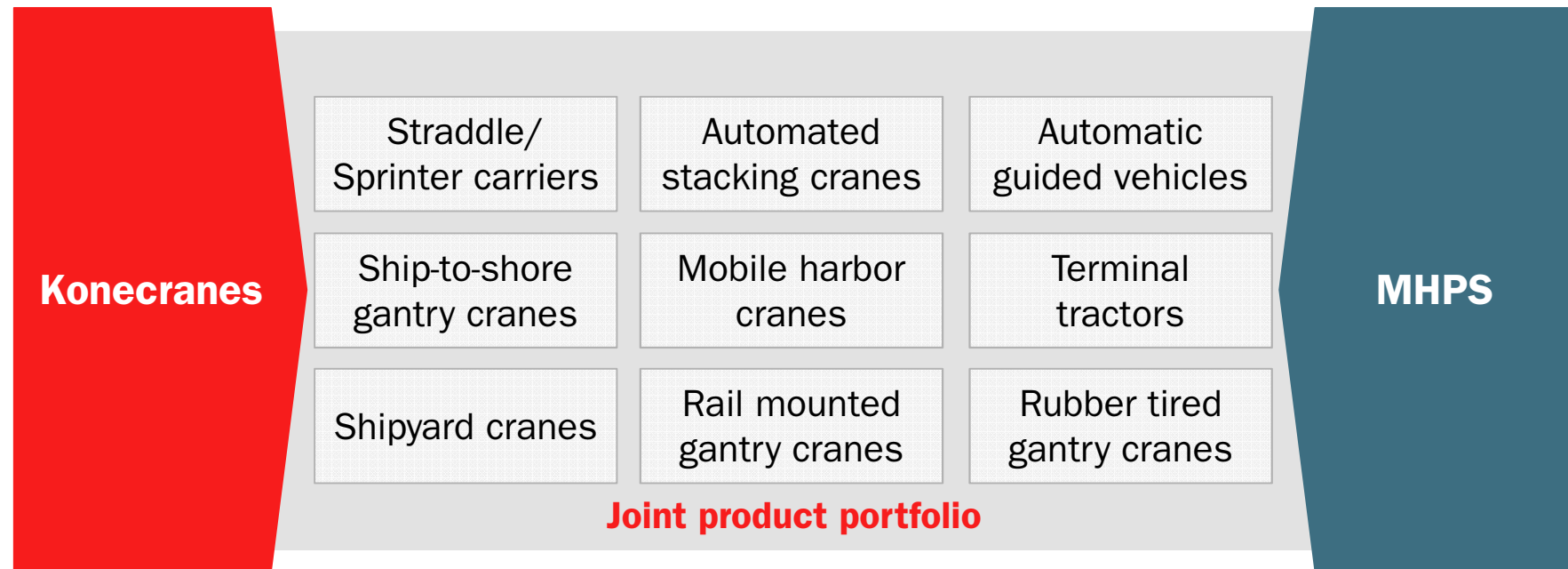


**KONECRANES®**  
Lifting Businesses™

**BU PORT CRANES &  
PORT SOLUTIONS**



# COMBINATION OF STRENGTHS: JOINT PORT CRANE PRODUCT PORTFOLIO





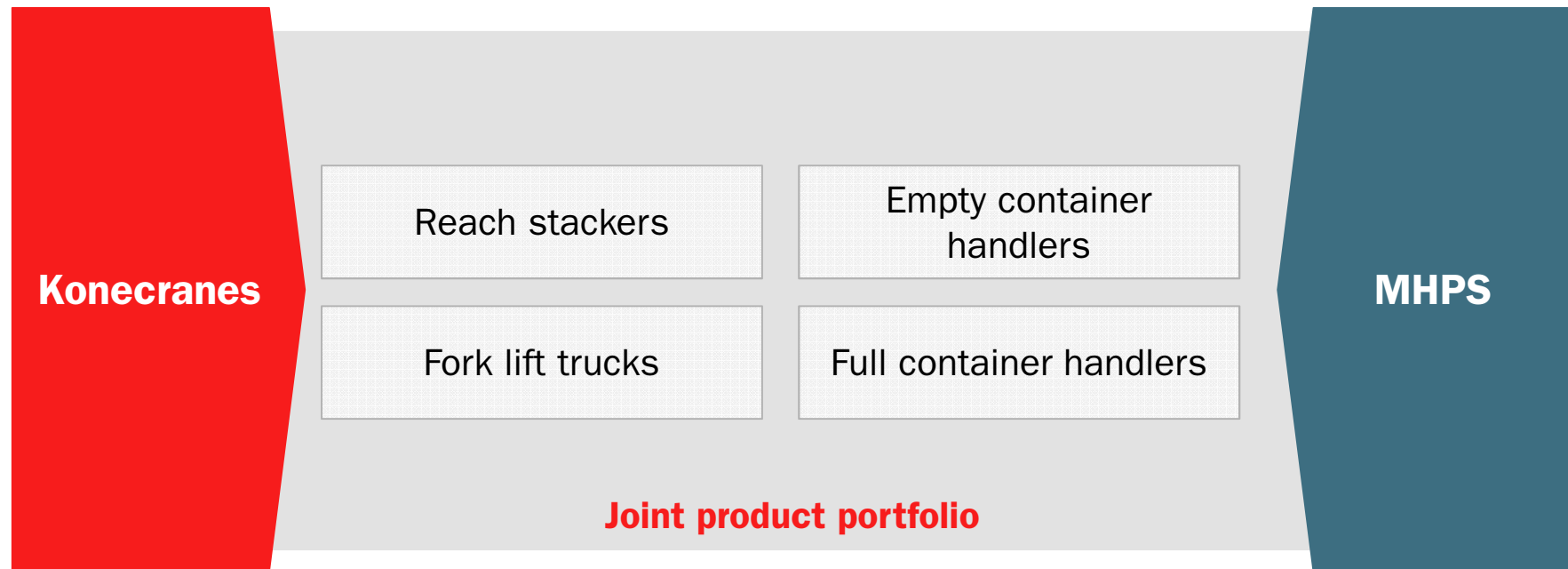
# STRONG BRANDS WILL BE KEPT—WITH KONECRANES AS MASTER BRAND





**BU LIFT TRUCKS**

# COMBINATION OF STRENGTHS: JOINT LIFT TRUCK PRODUCT PORTFOLIO





# KONECRANES WILL BE MASTERBRAND – LIFTACE BRAND WILL BE NEWLY INTRODUCED




**KONECRANES**<sup>®</sup>  
Lifting Businesses™

**THE WAY FORWARD**





A close-up, low-angle shot of a worker operating a crane. The worker is wearing a red uniform, a white hard hat with the 'KONE' logo, and safety glasses. They are holding a yellow control lever. The background is dark, with yellow structural elements of the crane visible. A semi-transparent white box with a grid pattern is overlaid on the center of the image, containing the text.

**Let's create  
the next generation of lifting**

**KONECRANES**



**THANK YOU !**

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