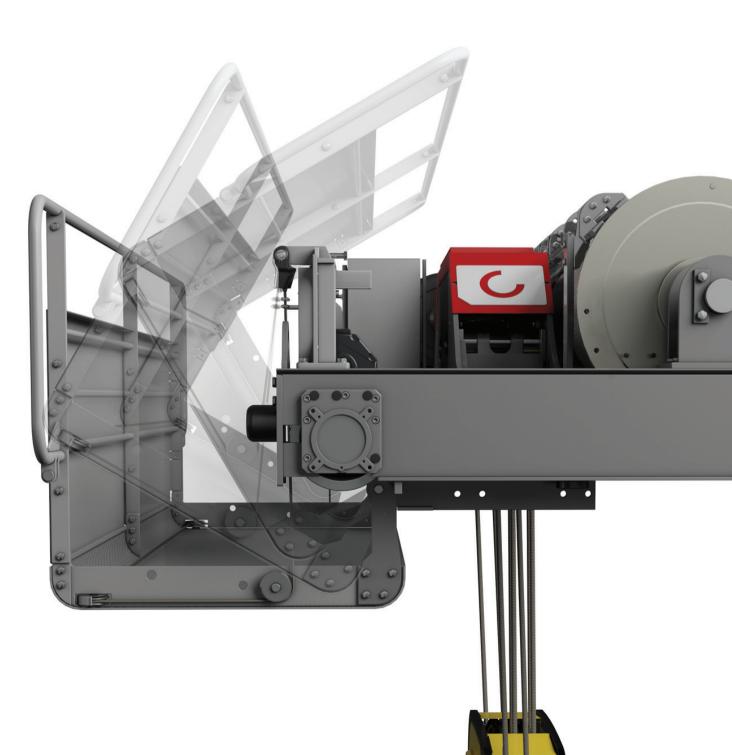




## CONTINUED STRONG ORDER INTAKE, IMPROVING PROFITABILITY



# CONTINUED STRONG ORDER INTAKE, IMPROVING PROFITABILITY

Figures in brackets, unless otherwise stated, refer to the same period a year earlier

#### **SECOND QUARTER HIGHLIGHTS**

- Order intake EUR 553.7 million (452.8), +22.3 percent; Service -1.4 percent and Equipment +33.7 percent. Service contract base value +19.8 percent.
- Order book EUR 1,122.8 million (981.0) at end-June, 14.5 percent higher than a year ago, 4.4 percent higher than at end-March 2012.
- Sales EUR 561.2 million (459.5), +22.1 percent; Service +13.5 percent and Equipment +29.7 percent.
- Operating profit EUR 34.7 million (25.1), 6.2 percent of sales (5.5).
- Earnings per share (diluted) EUR 0.40 (0.26).
- Net cash flow from operating activities EUR 17.2 million (-27.5).
- Net debt EUR 275.2 million (116.0) and gearing 64.7 percent (26.7).

#### MARKET OUTLOOK

Our current offer base remains on a good level. However, there are some signs of a weakening global demand due to the continuing crisis within the Eurozone and slower economic growth in some emerging markets.

#### **FINANCIAL GUIDANCE**

Based on the order book, we forecast year 2012 sales and operating profit to be higher than in 2011.

#### **JANUARY-JUNE HIGHLIGHTS**

- Order intake EUR 1,088.3 million (963.7), +12.9 percent; Service +5.0 percent and Equipment +16.4 percent.
- Sales EUR 1,035.2 million (847.3), +22.2 percent; Service +16.7 percent and Equipment +26.2 percent.
- Operating profit EUR 58.7 million (43.6), 5.7 percent of sales (5.2).
- Earnings per share (diluted) EUR 0.64 (0.40).
- Net cash flow from operating activities EUR 29.3 million (-29.6).

### **KEY FIGURES**

	Second	quarter		First ha	alf year			
	4-6/2012	4-6/2011	Change %	1-6/2012	1-6/2011	Change %	R12M	2011
Orders received, MEUR	553.7	452.8	22.3	1,088.3	963.7	12.9	2,020.7	1,896.1
Order book at end of period, MEUR				1,122.8	981.0	14.5		991.8
Sales total, MEUR	561.2	459.5	22.1	1,035.2	847.3	22.2	2,084.3	1,896.4
EBITDA excluding restructuring costs, MEUR	44.8	34.4	30.3	78.4	61.4	27.7	171.3	154.3
EBITDA excluding restructuring costs, %	8.0 %	7.5 %		7.6 %	7.2 %		8.2 %	8.1 %
Operating profit excluding restructuring costs, MEUR	34.7	25.1	38.2	58.7	43.6	34.5	132.2	117.2
Operating margin excluding restructuring costs, %	6.2 %	5.5 %		5.7 %	5.2 %		6.3 %	6.2 %
EBITDA, MEUR	44.8	34.4	30.3	78.4	61.4	27.7	165.2	148.1
EBITDA, %	8.0 %	7.5 %		7.6 %	7.2 %		7.9 %	7.8 %
Operating profit, MEUR	34.7	25.1	38.2	58.7	43.6	34.5	121.9	106.9
Operating margin, %	6.2 %	5.5 %		5.7 %	5.2 %		5.8 %	5.6 %
Profit before taxes, MEUR	32.7	22.0	48.4	53.2	33.8	57.2	115.1	95.8
Net profit for the period, MEUR	23.0	15.3	49.7	37.3	23.6	58.1	78.6	64.9
Earnings per share, basic, EUR	0.40	0.26	53.6	0.64	0.40	60.4	1.35	1.11
Earnings per share, diluted, EUR	0.40	0.26	54.8	0.64	0.40	61.6	1.35	1.10
Gearing, %				64.7 %	26.7 %			50.5 %
Return on capital employed %, Rolling 12 Months (R12M)							17.2 %	17.1 %
Average number of personnel during the period				11,777	10,637	10.7		10,998

#### PRESIDENT AND CEO PEKKA LUNDMARK.

"Our business developed largely according to our own expectations during the second quarter. Order intake was strong, especially once the current uncertain times are taken into account. Our order book value set again a new record, which gives us some flexibility going forward. This is important since there are signs of a weakening demand in some parts of the world. We have a good number of new opportunities in our sales funnel, but there is a growing risk that customers may hold up their investment decisions in the anticipation of some

kind of a solution to the Eurozone crisis and other global economic uncertainties.

As we had expected, the operational leverage increased in the quarter. Slower fixed cost growth in combination with higher volumes delivered a higher operating profit. Improvement is now fastest in the service business where sales margins and product mix are stable. Equipment business leverage is also improving, but more slowly since there is a slight weakening in the product mix and the competitive situation remains tight."

# KONECRANES PLC JANUARY – JUNE 2012 INTERIM REPORT

#### **MARKET REVIEW**

In the first half of 2012, the global economic data was polarized by the strength in the U.S. domestic economy and the modest development in most of the other regions. The U.S. ISM purchasing managers' index surpassed expectations and suggested expanding American manufacturing activity during the first five months of 2012; in June, it pointed to stable activity. PMI surveys for the Eurozone confirmed that manufacturing activity contracted in the region. The trend even declined towards the end of the period as the Eurozone crisis deepened.

The U.S. manufacturing capacity utilization rate was higher than in the previous year, but it began to level off in the second quarter of 2012. The second quarter manufacturing capacity utilization in the European Union was sequentially stable, but down on the year-on-year basis.

China's purchasing managers' indexes diverged somewhat during the first half of 2012. China's official PMI survey, which has a bias towards larger companies, signaled a modest expansion of industrial output. However, a separate China PMI released by HSBC, which has a bias towards small- and medium-sized enterprises, continued to show a decline in manufacturing conditions.

In the first half, PMI surveys in India and Russia pointed to an improvement in manufacturing business conditions compared to the second half of 2011 while the development continued to be uneven in Brazil. Overall, the world's manufacturing sector expanded at a slow rate in January-May while a slightly negative print was recorded for June, according to the aggregated JPMorgan Global Manufacturing PMI.

Compared to the previous year, the demand for lifting equipment and lift trucks improved among industrial customers on a global basis, with China being an exception due to the tight credit availability and a slowdown in economic growth.

The global container traffic continued to grow year-on-year at the rate of approximately 5 percent in the first five months of 2012. Traffic growth has accelerated in Oceania and Africa, while it has decelerated in Europe after the solid performance in 2011.

As a result, the project activity with container ports remained good. Demand was robust for container handling equipment using conventional technology, as well as for automated solutions that provide higher productivity and lower costs for large terminals. Demand for shipyard cranes continued to be buoyant in Brazil.

Demand for lifting equipment services improved due to the higher capacity utilization in Konecranes' customer industries. New types of services using the latest IT and measurement technologies have proved increasingly attractive.

In the first half of 2012, steel and copper prices were lower than in the previous year's comparison period, but they remained steady comparing to the fourth quarter of 2011. The EUR weakened against the USD, particularly during the second quarter of 2012.

Note: Unless otherwise stated, the figures in brackets in the sections below refer to the same period in the previous year.

#### **ORDERS RECEIVED**

January-June orders received totaled EUR 1,088.3 million (963.7), representing an increase of 12.9 percent compared with a year ago. Orders received grew by 5.0 percent in Service and by 16.4 percent in Equipment compared to a year before. Orders received increased in the Americas and EMEA regions, while they declined in Asia-Pacific. Acquisitions contributed about 2 percent to the orders received in January-June.

Second-quarter order intake rose by 22.3 percent from a year ago and totaled EUR 553.7 million (452.8). Order intake fell in Service by 1.4 while it increased in Equipment by 33.7 percent. Second quarter orders received increased in all regions. However, the growth in APAC region was explained by favorable currency changes. Order growth remained highest in the Americas.

#### **ORDER BOOK**

The value of the order book at end-June totaled EUR 1,122.8 million. The order book increased by 14.5 percent from last year's comparison figure of EUR 981.0 million and by 4.4 percent from end-March 2012 when it stood at EUR 1,075.6 million. Service accounted for EUR 155.6 million (14 percent) and Equipment for EUR 967.2 million (86 percent) of the total end-June order book.

#### **SALES**

Group sales in January-June increased by 22.2 percent from a year ago and totaled EUR 1,035.2 million (847.3). Sales in Service rose by 16.7 percent and in Equipment by 26.2 percent. Acquisitions contributed about 2 percent to the sales in the first half of 2012.

Second-quarter sales rose by 22.1 percent from a year ago and totaled EUR 561.2 million (459.5). Sales in Service rose by 13.5 percent and in Equipment by 29.7 percent.

At the end-June, the regional breakdown, calculated for a rolling 12 months, was as follows: EMEA 49 (51), Americas 31 (29) and APAC 20 (20) percent.

#### **NET SALES BY REGION, MEUR**

	4-6/2012	4-6/2011	1-6/2012	1-6/2011	Change percent	Change % at comparable currency rates	R12M	2011
EMEA	268.6	219.3	498.7	418.4	19.2	18.5	1,031.2	950.9
AME	188.6	127.2	337.3	245.8	37.2	28.9	640.6	549.1
APAC	104.0	112.9	199.2	183.1	8.8	2.5	412.5	396.4
Total	561.2	459.5	1,035.2	847.3	22.2	18.1	2,084.3	1,896.4

#### **CURRENCY RATE EFFECT**

In a year-on-year comparison, the currency rates had a positive effect on the orders and sales in January-June. The reported order intake rose by 12.9 percent and by 8.7 percent at comparable currency rates. Reported sales rose by 22.2 percent and by 18.1 percent at comparable currency rates.

The reported order intake rose in Service by 5.0 percent and by 0.6 percent at comparable currency rates. In Equipment, the reported order intake increased by 16.4 percent and by 12.2 percent at comparable currency rates. The reported sales increased in Service by 16.7 percent or by 11.9 percent at comparable currency rates. The corresponding figures in Equipment sales were +26.2 percent and +22.5 percent.

#### FINANCIAL RESULT

The consolidated operating profit in January-June totaled EUR 58.7 million (43.6). Operating profit increased by EUR 15.0 million. The consolidated operating margin improved to 5.7 percent (5.2). The operating margin in Service rose to 7.0 percent (6.0), whereas in Equipment it declined to 5.7 percent (6.0).

The consolidated operating profit in the second quarter totaled EUR 34.7 million (25.1). The consolidated operating margin in the second quarter improved to 6.2 percent (5.5). The operating margin in Service rose to 7.9 percent (6.5), while in Equipment it declined to 6.0 percent (6.2).

Both business areas benefited from higher volumes compared to last year. The Equipment operating margin was held back by higher fixed costs and intense competitive situation. Also, sales mix had a negative effect on Equipment operating margin in the second quarter.

In January-June, depreciation and impairments totaled EUR 19.8 million (17.8). The amortization arising from the purchase price allocations of acquisitions represented EUR 7.4 million of this (6.9).

In January-June, the share of the result of associated companies and joint ventures was EUR 2.3 million (2.5).

Net financial expenses in January-June totaled EUR 7.8 million (12.3). Net interest expenses were EUR 5.6 million (2.7) of this and the remainder was mainly attributable to unrealized exchange rate differences related to the hedging of future cash flows that are not included in the hedge accounting.

The January-June profit before taxes was EUR 53.2 million (33.8).

Income taxes in January-June were EUR -15.9 million (-10.2). The Group's effective tax rate was 29.8 percent (30.2).

Net profit for January-June was EUR 37.3 million (23.6).

Diluted earnings per share for January-June were EUR 0.64 (0.40).

On a rolling twelve-month basis, return on capital employed was 17.2 percent (21.3) and return on equity 18.3 percent (18.7).

#### **BALANCE SHEET**

The consolidated balance sheet, which at end-June 2012 stood at EUR 1,605.0 million, was EUR 287.6 million more than on June 30, 2011. Total equity at the end of the report period was EUR 425.3 million (434.4). Total equity attributable to equity holders of the parent company on June 30 was EUR 419.2 million (429.3) or EUR 7.33 per share (7.13).

From the end-March 2012, net working capital increased by EUR 76.8 million to EUR 353.3 million at the end-June. Net working capital rose due to the dividend payment in April and higher receivables.

#### **CASH FLOW AND FINANCING**

Net cash from operating activities in January-June was EUR 29.3 million (-29.6), representing EUR 0.51 per diluted share (-0.49). Net cash from operations in the second quarter was EUR 17.2 million (-27.5).

Cash flow before financing activities was EUR 0.8 million (-90.8) in January-June. Cash flow before financing activities in the second guarter was EUR 1.6 million (-51.7).

Interest-bearing net debt increased to EUR 275.2 million from EUR 222.4 million at the end-March and from EUR 116.0 million a year ago. Solidity was 30.2 percent (36.7) and gearing 64.7 percent (26.7).

The Group's liquidity remained healthy. At the end of the second quarter, cash and cash equivalents amounted to EUR 167.7 million (93.8). In the second quarter, Konecranes issued a EUR 75 million senior unsecured domestic bond. The bond has a maturity of 2 years and maturity date June 27, 2014. None of the Group's EUR 200 million committed back-up financing facility was in use at the end of the period.

#### **CAPITAL EXPENDITURE**

January-June capital expenditure, excluding acquisitions and investments in associated companies, amounted to EUR 17.2 million (15.0). This amount consisted of investments in machines, equipment, properties and information technology.

Capital expenditure, including acquisitions and investments in associated companies, was EUR 18.0 million (92.6).

#### **ACQUISITIONS**

Capital expenditure on acquisitions and investments in associated companies was EUR 0.8 million (77.7). During January-June, Konecranes made two small service-related bolt-on acquisitions in Germany and USA. The net assets of the acquisitions were recorded at EUR 0.8 million. No goodwill was booked from the acquisitions.

#### **PERSONNEL**

In January-June, the Group employed an average of 11,777 people (10,637). On June 30, the headcount was 11,924 (11,170) giving an increase of 168 employees during the second quarter. At end-June, the number of personnel by Business Area was as follows: Service 6,060 employees (5,772), Equipment 5,805 employees (5,349) and Group staff 59 (49). The Group had 6,190 employees (5,901) working in EMEA, 2,630 (2,470) in the Americas and 3,104 (2,799) in the APAC region.

#### **BUSINESS AREAS**

#### SERVICE

					Change		
	4-6/2012	4-6/2011	1-6/2012	1-6/2011	percent	R12M	2011
Orders received, MEUR	183.7	186.3	371.3	353.5	5.0	712.4	694.6
Order book, MEUR	155.6	144.3	155.6	144.3	7.8		135.1
Contract base value, MEUR	181.1	151.2	181.1	151.2	19.8		166.2
Net sales, MEUR	220.4	194.2	426.1	365.1	16.7	857.2	796.1
EBITDA, MEUR	20.5	15.6	36.1	27.5	31.1	71.9	63.3
EBITDA, %	9.3 %	8.0 %	8.5 %	7.5 %		8.4 %	8.0 %
Depreciation and amortization, MEUR	-3.1	-2.9	-6.1	-5.7	5.7	-12.0	-11.7
Impairments, MEUR	0.0	0.0	0.0	0.0		-2.2	-2.2
Operating profit (EBIT), MEUR	17.4	12.7	30.0	21.8	37.8	57.7	49.4
Operating profit (EBIT), %	7.9 %	6.5 %	7.0 %	6.0 %		6.7 %	6.2 %
Restructuring costs, MEUR	0.0	0.0	0.0	0.0		-6.3	-6.3
Operating profit (EBIT) excluding restructuring							
costs, MEUR	17.4	12.7	30.0	21.8	37.8	64.0	55.7
Operating profit (EBIT) excluding restructuring	7.0.00	0.5.0	7.00	0.00		7.5.0	7.00
costs, %	7.9 %	6.5 %	7.0 %	6.0 %		7.5 %	7.0 %
O. Talana I. MEUD	400.4	400.4	100.1	400.4	4.7		100.0
Capital employed, MEUR	180.4	189.4	180.4	189.4	-4.7		190.9
ROCE%						31.2 %	27.9 %
Capital expenditure, MEUR	2.3	2.0	5.1	3.7	36.8	10.6	9.3
Personnel at the end of period	6,060	5,772	6,060	5,772	5.0		5,980

January-June orders received totaled EUR 371.3 million (353.5) showing an increase of 5.0 percent. New orders grew in the Americas and APAC while they remained stable in the EMEA. However, the differences in growth rates across the regions were mainly explained by the currency changes. Order intake rose in the major business units. The order book increased by 7.8 percent to EUR 155.6 million (144.3) from a year before and by 6.1 percent from end-March 2012. Sales increased by 16.7 percent to EUR 426.1 million (365.1). Operating profit was EUR 30.0 million (21.8) and the operating margin 7.0 percent (6.0). Operating profit improved due to the higher volume.

The second quarter order intake decreased by 1.4 percent and totaled EUR 183.7 million (186.3). Previous year's order intake included a significant order for modernization of cranes at a nuclear power plant in the US. Excluding this modernization order, the order intake was stable at compa-

rable currencies and it grew in reported terms. The major business units continued to outperform the smaller business units. Second-quarter sales totaled EUR 220.4 million (194.2), which was 13.5 percent more than a year ago. Second-quarter operating profit was EUR 17.4 million (12.7) and the operating margin 7.9 percent (6.5). Operating profit improved due to the higher volume and the restructuring actions executed in the first quarter of 2012.

The total number of equipment included in the maintenance contract base amounted to 419,607 at end-June compared with 389,200 a year before, and 415,658 at end-March 2012. The annual value of the contract base increased to EUR 181.1 million from EUR 151.2 million a year before, and from EUR 174.1 million at end-March 2012.

The number of service technicians at end-June was 3,939, which is 264 or 7.2 percent more than at the end of June 2011.

# Q2 Interim Report January-June 2012

#### **EQUIPMENT**

					Change		
	4-6/2012	4-6/2011	1-6/2012	1-6/2011	percent	R12M	2011
Orders received, MEUR	395.3	295.8	767.5	659.5	16.4	1,399.5	1,291.5
Order book, MEUR	967.2	836.7	967.2	836.7	15.6		856.7
Net sales, MEUR	374.8	288.9	668.2	529.4	26.2	1,340.2	1,201.4
EBITDA, MEUR	29.5	24.2	51.8	43.8	18.2	112.7	104.8
EBITDA, %	7.9 %	8.4 %	7.8 %	8.3 %		8.4 %	8.7 %
Depreciation and amortization, MEUR	-6.8	-6.3	-13.5	-11.9	13.6	-26.6	-25.0
Impairments, MEUR	0.0	0.0	0.0	0.0		-2.0	-2.0
Operating profit (EBIT), MEUR	22.6	18.0	38.3	32.0	19.9	84.1	77.7
Operating profit (EBIT), %	6.0 %	6.2 %	5.7 %	6.0 %		6.3 %	6.5 %
Restructuring costs, MEUR	0.0	0.0	0.0	0.0		-4.0	-4.0
Operating profit (EBIT) excluding restructuring costs, MEUR	22.6	18.0	38.3	32.0	19.9	88.1	81.7
Operating profit (EBIT) excluding restructuring costs, %	6.0 %	6.2 %	5.7 %	6.0 %		6.6 %	6.8 %
Capital employed, MEUR	467.9	356.7	467.9	356.7	31.2		426.1
ROCE%						20.4 %	23.2 %
Capital expenditure, MEUR	6.5	8.5	12.1	11.3	7.5	24.0	23.2
Personnel at the end of period	5,805	5,349	5,805	5,349	8.5		5,621

January-June orders received totaled EUR 767.5 million (659.5) showing an increase of 16.4 percent. Orders grew in the Americas and EMEA but fell in Asia-Pacific. Orders for industrial cranes accounted to approximately 45 percent of the orders received and were higher than a year ago. Components including light lifting systems generated approximately 25 percent of the new orders and were above last year's level. The combined orders for port cranes and lift trucks amounted to approximately 30 percent of the orders received and were higher than a year ago.

The order book increased by 15.6 percent from a year ago and by 4.1 percent from the end-March 2012 to EUR 967.2 million (836.7). Sales increased by 26.2 percent to EUR 668.2 million (529.4). The operating profit was EUR 38.3 million (32.0) and the operating margin 5.7 percent (6.0). Compared

to the previous year, the operating profit improved due to the higher volume, but it was held back by higher fixed costs and intense competitive situation.

The second quarter order intake rose by 33.7 percent and totaled EUR 395.3 million (295.8). Orders grew in all geographic areas. However, the growth in APAC region was explained by favorable currency changes. The value of new orders grew most in Port Cranes and Industrial Cranes business units. Second-quarter sales totaled EUR 374.8 million (288.9) and were 29.7 percent higher than a year ago. The second-quarter operating profit was EUR 22.6 million (18.0), and the operating margin 6.0 percent (6.2). The operating margin was held back by the same factors as in the first quarter. Additionally, the sales mix impact was negative.

#### **Group Overheads**

Unallocated Group overhead costs and eliminations in the reporting period were EUR –9.7 million (–10.1) representing 0.9 percent of sales (1.2).

#### **ADMINISTRATION**

The resolutions of Konecranes Annual General Meeting and Board of Directors' organizing meeting have been published in the stock exchange releases dated March 22, 2012.

Konecranes President & CEO Pekka Lundmark will relocate to Singapore in August for approximately one year to support the development of Konecranes' operations in emerging markets. Lundmark's temporary relocation does not lead to any changes in Group's operational structure including the group headquarter functions in Hyvinkää, Finland, or Asia-Pacific headquarter functions in Shanghai, China.

#### **SHARE CAPITAL AND SHARES**

The company's registered share capital on June 30, 2012 totaled EUR 30.1 million. On June 30, 2012, the number of shares including treasury shares totaled 63,272,342. On June 30, 2012, Konecranes Plc was in possession of 6,042,456 own shares, which corresponds to 9.5 percent of the total number of shares and which at that date had a market value of EUR 125.0 million.

### SHARES REGISTERED UNDER STOCK OPTION RIGHTS

Pursuant to Konecranes Plc's stock option plans, 30,915 new shares were subscribed and registered in the Finnish Trade Register in January-June 2012. As a result of these subscriptions, the total number of Konecranes Plc's shares, including treasury shares, rose to 63,272,342.

The subscription period for the options under the series 2007B stock option plan ended on April 30, 2012.

In accordance with the terms and conditions of the stock options, Konecranes Pic's Board of Directors resolved that instead of new shares in the company, the shares held by the company (treasury shares) can be offered to the subscriber in the share subscription. Treasury shares will be used for the share subscriptions made after June 8, 2012, unless otherwise decided by the Board. Further information on the decision is available in the stock exchange release dated June 6, 2012.

At end-June 2012, Konecranes Plc's stock options 2009 entitled the holders to subscribe to a total of 2,179,585 shares.

All shares carry one vote per share and equal rights to dividends.

The terms and conditions of the stock option programs are available on Konecranes' website at www.konecranes.com.

#### SHARE-BASED INCENTIVE PLANS

Konecranes Plc's Annual General Meeting of Shareholders approved the Konecranes Employee Share Savings Plan (the Plan) on March 22, 2012. In April, the Board of Directors approved the detailed terms and conditions of the Plan and the commencing Plan period. The Plan was offered in about 40 countries to approximately 9,000 employees. The commencing plan period began on July 1, 2012 and will end on June 30, 2013.

The maximum monthly saving is 5 percent of each participant's monthly gross salary and the minimum monthly saving per employee will be EUR 10. Each participant will receive one free matching share for every two acquired savings shares. Matching shares will be delivered to a participant if the participant holds the acquired shares from the plan period until the end of the designated holding period, February 15, 2016, and if his or her employment with a company has not been terminated on the last day of the holding period on bad leaver terms.

Approximately 1,500 Konecranes employees signed up for the Plan commencing July 1, 2012. According to the decision of Konecranes Plc's Annual General Meeting of Shareholders, the total amount of all savings from the first Plan Period may not exceed EUR 8.5 million. The number of new shares to be issued or own shares held by the Company to be transferred under the terms and conditions of the Plan may be a maximum total of 500,000 shares, which corresponds to 0.8 percent of all of the Company's shares.

In March, the Board of Directors of Konecranes Plc resolved to implement a performance share plan according to which earning reward is based on attainment of targets determined by the Board of Directors. The plan consists of three one-year discretionary periods as well as three approximately three-year discretionary periods. The discretionary periods will begin in the beginning of years 2012, 2013 and 2014. The Board of Directors of the Company will decide on the Plan's performance criteria and on their targets at the beginning of each discretionary period.

Earning during the one-year discretionary period beginning on 1 January 2012 will be based on the Konecranes Group's EBIT margin, and during the three-year discretionary period beginning on 1 January 2012 on the Total Shareholder Return of the Company's share (TSR). The potentially earned reward will be paid in spring 2015. If a key employee's employment or service ends before the end of a discretionary period, no reward will be paid on the basis of such discretionary period.

The target group of the Plan consists of approximately 150 people. The rewards to be paid on the basis of the discretionary periods beginning on 1 January 2012 correspond to

the value of an approximate maximum total of 700,000 Konecranes Plc shares. If the targets determined by the Board of Directors are achieved, the reward payout will be a half of the maximum reward. The maximum reward payout requires that the targets are clearly exceeded.

### MARKET CAPITALIZATION AND TRADING VOLUME

The closing price for Konecranes Plc's shares on the NASDAQ OMX Helsinki on June 30, 2012 was EUR 20.68. The volume-weighted average share price in January-June 2012 was EUR 20.52, the highest price being EUR 25.54 in February and the lowest EUR 14.34 in January. In January-June, the trading volume on the NASDAQ OMX Helsinki totaled 81.1 million Konecranes Plc's shares, corresponding to a turnover of approximately EUR 1,664 million. The average daily trading volume was 653,681 shares representing an average daily turnover of EUR 13.4 million.

In addition, according to Fidessa, approximately 57.9 million Konecranes' shares were traded on other trading venues (e.g. multilateral trading facilities and bilateral OTC trades) in January-June 2012.

On June 30, 2012, the total market capitalization of Konecranes Plc's shares was EUR 1,308 million including treasury shares. The market capitalization was EUR 1,184 million excluding treasury shares.

#### **RISKS AND UNCERTAINTIES**

Principal short-term risks and uncertainties of the Group derive from a possible renewed downturn in the world economy due, for example, to the sovereign credit crisis. A decrease in demand for Konecranes' products and services may have a negative effect on the Group's pricing power and result in a decrease in profits, possible impairment of goodwill and other assets, or in inventory obsolescence.

A renewed shortage of credit may cause difficulties for Konecranes' customers, suppliers and financial and other counterparties. The risk may be realized as a shortage of supplies or defaulting liabilities. A growing share of Konecranes' business is derived from emerging markets. This has had a negative impact on the aging structure of accounts receivable and may increase the need for higher provisions for doubtful accounts.

Challenges in financing may force customers to postpone projects or even to cancel existing orders. A renewed downturn in the world economy could increase postponement of deliveries and cancellations of orders. Advance payments are an integral part of the Konecranes' project business and they have played a crucial role in mitigating the adverse effects from

postponements of certain deliveries and minor cancellations. Konecranes intends to avoid incurring costs of major projects under construction in excess of advance payments. However, it is possible that in some projects cost-related commitments may temporarily exceed the amount of advance payments.

Group's other risks have remained unchanged and the pivotal risks are presented in the Annual Report 2011.

#### MARKET OUTLOOK

Our current offer base remains on a good level. However, there are some signs of a weakening global demand due to the continuing crisis within the Eurozone and slower economic growth in some emerging markets.

#### **FINANCIAL GUIDANCE**

Based on the order book, we forecast year 2012 sales and operating profit to be higher than in 2011.

Helsinki, July 25, 2012 Konecranes Plc Board of Directors

#### **Disclaimer**

It should be noted that certain statements in this report, which are not historical facts, including, without limitation, those regarding

- expectations for general economic development and market situation,
- expectations for general developments in the industry,
- expectations regarding customer industry profitability and investment willingness,
- expectations for company growth, development and profitability,
- expectations regarding market demand for the company's products and services,
- expectations regarding the successful completion of acquisitions on a timely basis and our ability to achieve the set targets and synergies,
- expectations regarding competitive conditions,
- expectations regarding cost savings,
- and statements preceded by "believes," "expects,"
   "anticipates," "foresees" or similar expressions, are
   forward-looking statements. These statements are based
   on current expectations, decisions and plans and currently
   known facts. Therefore, they involve risks and uncertainties, which may cause actual results to materially differ
   from the results currently expected by the company.
   Such factors include, but are not limited to.
- general economic conditions, including fluctuations in exchange rates and interest levels,
- the competitive situation, especially significant products or services developed by our competitors,
- industry conditions,
- the company's own operating factors, including the success of production, product development, project management, quality, and timely delivery of our products and services and their continuous development,
- the success of pending and future acquisitions and restructurings.

#### **SUMMARY FINANCIAL STATEMENTS AND NOTES**

#### **Accounting principles**

The presented financial information is prepared in accordance with International Accounting Standard (IAS) 34, Interim Financial Reporting, as adopted by the EU.

Konecranes resiled starting from 1.1.2012 from the deferred recognition of actuarial gains and losses for defined benefit plans (i.e. the corridor approach) according to IAS19. By changing the accounting principle Konecranes prepares for the IAS 19R which was endorsed by EU in June 2012. Actuarial gains and losses are now recognised in consolidated statement of comprehensive income when they occur. The comparison figures of 2011 have been adjusted to meet the changed account-

ing principles. During 2011 the change effected the actuarial gains in consolidated statement of comprehensive income by EUR +1.1 million and taxes by EUR +0.4 million. In balance sheet the change decreased the retained earnings of 2011 by EUR -3.3 million (EUR -4.0 million in 2010), and increased the other long term liabilities by EUR +4.5 million and deferred tax assets by EUR +1.2 million.

The figures presented in the tables below have been rounded to one decimal, which should be taken into account when reading the sum figures.

The numbers stated in this bulletin have not been subject to audit.

### **CONSOLIDATED STATEMENT OF INCOME**

EUR million	4-6/2012	4-6/2011	1-6/2012	1-6/2011	Change %	1-12/2011
Sales	561.2	459.5	1,035.2	847.3	22.2	1,896.4
Other operating income	0.6	0.8	1.3	1.4		4.1
Depreciation and impairments	-10.0	-9.2	-19.8	-17.8		-41.3
Other operating expenses	-517.1	-426.0	-958.1	-787.3		-1,752.3
Operating profit	34.7	25.1	58.7	43.6	34.5	106.9
Share of associates' and joint ventures' result	1.7	1.9	2.3	2.5		3.8
Financial income and expenses	-3.7	-4.9	-7.8	-12.3		-14.9
Profit before taxes	32.7	22.0	53.2	33.8	57.2	95.8
Taxes	-9.8	-6.7	-15.9	-10.2		-30.8
NET PROFIT FOR THE PERIOD	23.0	15.3	37.3	23.6	58.1	64.9
Net profit for the period attributable to:						
Shareholders of the parent company	22.8	15.5	36.9	24.0		65.5
Non-controlling interest	0.2	-0.1	0.4	-0.4		-0.6
Earnings per share, basic (EUR)	0.40	0.26	0.64	0.40	60.4	1.11
Earnings per share, diluted (EUR)	0.40	0.26	0.64	0.40	61.6	1.10

#### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

EUR million	4-6/2012	4-6/2011	1-6/2012	1-6/2011	1-12/2011
Net profit for the period	23.0	15.3	37.3	23.6	64.9
Other comprehensive income for the period, net of tax					
Exchange differences on translating foreign operations	11.1	0.0	7.8	-12.1	3.5
Actuarial gains and losses (IAS 19)	-0.5	0.0	-0.9	0.0	1.1
Cash flow hedges	-2.2	1.2	0.2	5.8	-4.6
Income tax relating to components of other comprehensive income	0.7	-0.4	0.0	-1.5	0.8
Other comprehensive income for the period, net of tax	9.0	0.8	7.1	-7.9	0.7
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	32.0	16.2	44.4	15.8	65.6
Total comprehensive income attributable to:					
Shareholders of the parent company	31.5	16.2	43.9	16.3	65.7
Non-controlling interest	0.5	-0.1	0.5	-0.6	-0.1

### **CONSOLIDATED BALANCE SHEET**

#### **EUR** million

ASSETS	30.6.2012	30.6.2011	31.12.2011
Non-current assets			
Goodwill	116.0	115.1	115.3
Intangible assets	77.4	89.8	81.6
Property, plant and equipment	131.6	113.5	125.4
Advance payments and construction in progress	49.2	24.8	40.0
Investments accounted for using the equity method	36.2	34.4	34.6
Available-for-sale investments	1.4	1.4	1.4
Long-term loans receivable	0.2	0.5	0.2
Deferred tax assets	48.7	41.0	49.1
Total non-current assets	460.8	420.3	447.7
Current assets			
Inventories			
Raw material and semi-manufactured goods	159.9	141.0	152.8
Work in progress	209.5	161.6	176.8
Advance payments	22.1	14.1	17.8
Total inventories	391.4	316.6	347.5
Accounts receivable	427.3	351.4	405.9
Loans receivable	0.2	0.7	0.3
Other receivables	27.6	19.3	44.8
Current tax assets	10.3	20.7	10.2
Deferred assets	119.7	94.4	118.5
Cash and cash equivalents	167.7	93.8	72.7
Total current assets	1,144.2	896.9	999.8
TOTAL ASSETS	1,605.0	1,317.3	1,447.5

## Q2 Interim Report January-June 2012

#### **EUR** million

EQUITY AND LIABILITIES	30.6.2012	30.6.2011	31.12.2011
Equity attributable to equity holders of the parent company			
Share capital	30.1	30.1	30.1
Share premium account	39.3	39.3	39.3
Share issue	0.0	0.0	0.0
Fair value reserves	-2.8	4.8	-2.9
Translation difference	11.2	-11.4	3.5
Paid in capital	44.1	43.7	43.7
Retained earnings	260.4	298.8	250.8
Net profit for the period	36.9	24.0	65.5
Total equity attributable to equity holders of the parent company	419.2	429.3	429.9
Non-controlling interest	6.1	5.2	5.5
Total equity	425.3	434.4	435.4
Liabilities			
Non-current liabilities			
Interest-bearing liabilities	201.1	31.9	129.1
Other long-term liabilities	64.7	62.1	63.2
Deferred tax liabilities	24.7	27.2	26.6
Total non-current liabilities	290.5	121.2	219.0
Provisions	48.7	46.5	54.1
Current liabilities			
Interest-bearing liabilities	242.2	179.1	163.9
Advance payments received	197.6	134.6	174.1
Progress billings	1.8	13.5	4.7
Accounts payable	155.2	126.5	152.3
Other short-term liabilities (non-interest bearing)	20.1	53.7	25.5
Current tax liabilities	7.9	11.5	8.8
Accruals	215.6	196.3	209.7
Total current liabilities	840.5	715.1	739.0
Total liabilities	1,179.7	882.9	1,012.1
TOTAL EQUITY AND LIABILITIES	1,605.0	1,317.3	1,447.5

Share issue

Dividends paid to equity holders

Total comprehensive income

Balance at 30 June, 2011

Share based payments recognized against equity

### **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

Share **Cash flow Translation** Share premium Share **EUR** million difference capital account issue hedge 0.0 Balance at 1 January, 2012 30.1 39.3 -2.9 3.5 Options exercised Share issue Dividends paid to equity holders Share based payments recognized against equity Total comprehensive income 0.2 7.8 Balance at 30 June, 2012 30.1 39.3 0.0 -2.8 11.2 Balance at 1 January, 2011 reported 30.1 39.3 8.7 0.5 0.5 Changes in accounting principles (IAS 19) Balance at 1 January, 2011 amended 30.1 39.3 8.7 0.5 0.5 Options exercised

30.1

Equity attributable to equity holders of the parent company

39.3

Equity attributable to equity holders of the parent company

-8.7

0.0

	Paid in	Retained earnings		Non-control-	Total
EUR million	capital	eariiligs	Total	ling interest	equity
Balance at 1 January, 2012	43.7	316.2	429.9	5.5	435.4
Options exercised	0.4		0.4		0.4
Share issue			0.0		0.0
Dividends paid to equity holders		-57.2	-57.2		-57.2
Share based payments recognized against equity		2.3	2.3		2.3
Business combinations		-0.1	-0.1		-0.1
Total comprehensive income		36.0	43.9	0.5	44.4
Balance at 30 June, 2012	44.1	297.3	419.2	6.1	425.3
Balance at 1 January, 2011	10.5	360.8	450.5	5.7	456.2
Changes in accounting principles (IAS19)		-4.0	-4.0		-4.0
Balance at 1 January, 2011 amended	10.5	356.8	446.5	5.7	452.2
Options exercised	24.6		24.6		24.6
Share issue	8.6		-0.1		-0.1
Dividends paid to equity holders		-60.0	-60.0		-60.0
Share based payments recognized against equity		2.1	2.1		2.1
Total comprehensive income		24.0	16.3	-0.6	15.8
Balance at 30 June, 2011	43.7	322.8	429.3	5.2	434.4

-11.9

-11.4

4.8

### **CONSOLIDATED CASH FLOW STATEMENT**

EUR million	1-6/2012	1-6/2011	1-12/2011
Cash flow from operating activities			
Net income	37.3	23.6	64.9
Adjustments to net income			
Taxes	15.9	10.2	30.8
Financial income and expenses	7.9	12.5	15.3
Share of associates' and joint ventures' result	-2.3	-2.5	-3.8
Dividend income	-0.1	-0.2	-0.4
Depreciation and impairments	19.8	17.8	41.3
Profits and losses on sale of fixed assets	0.0	0.0	-0.1
Other adjustments	1.4	1.3	2.6
Operating income before change in net working capital	79.8	62.7	150.7
Change in interest-free short-term receivables	2.3	-3.7	-92.0
Change in inventories	-39.1	-35.8	-56.8
Change in interest-free short-term liabilities	11.8	-19.4	29.6
Change in net working capital	-25.0	-59.0	-119.2
Cash flow from operations before financing items and taxes	54.9	3.7	31.5
	0.5	0.0	0.5
Interest received	2.5	3.0	6.5
Interest paid	-7.2	-4.8	-10.7
Other financial income and expenses	-2.7	-6.0	-6.6
Income taxes paid	-18.2	-25.5	-41.4
Financing items and taxes	-25.6	-33.4	-52.3
Net cash from operating activities	29.3	-29.6	-20.8
Cash flow from investing activities			
Acquisition of Group companies, net of cash	-4.3	-40.9	-73.6
Capital expenditures	-26.3	-20.8	-53.3
Proceeds from sale of fixed assets	2.0	0.3	0.9
Dividends received	0.1	0.2	0.4
Net cash used in investing activities	-28.5	-61.2	-125.6
Cash flow before financing activities	0.8	-90.8	-146.5
Cash flow from financing activities			
Proceeds from options exercised and share issues	0.4	24.5	24.5
Purchase of treasury shares	0.0	0.0	-51.3
Proceeds from long-term borrowings	74.9	1.0	162.4
Repayments of long-term borrowings	-2.1	-1.9	-64.6
Proceeds from (+), payments of (-) short-term borrowings	76.5	125.6	107.1
Change in long-term receivables	0.0	-0.2	0.0
Change in short-term receivables	0.1	1.0	1.6
Dividends paid to equity holders of the parent	-57.2	-60.0	-60.0
Net cash used in financing activities	92.6	89.9	119.7
Translation differences in cash	1.7	-3.8	1.0
Translation differences in easil	1.7	-3.0	1.0
Change of cash and cash equivalents	95.1	-4.6	-25.8
Cash and cash equivalents at beginning of period	72.7	98.5	98.5
Cash and cash equivalents at end of period	167.7	93.8	72.7
Change of cash and cash equivalents	95.1	-4.6	-25.8

The effect of changes in exchange rates has been eliminated by converting the beginning balance at the rates current on the last day of the reporting period.

### **SEGMENT INFORMATION**

#### 1. BUSINESS SEGMENTS

#### **EUR** million

Orders received by Business Area	1-6/2012	% of total	1-6/2011	% of total	1-12/2011	% of total
Service 1)	371.3	33	353.5	35	694.6	35
Equipment	767.5	67	659.5	65	1,291.5	65
./. Internal	-50.4		-49.4		-90.1	
Total	1,088.3	100	963.7	100	1,896.1	100

1) Excl. Service Contract Base

Order book total 2)	30.6.2012	% of total	30.6.2011	% of total	31.12.2011	% of total
Service	155.6	14	144.3	15	135.1	14
Equipment	967.2	86	836.7	85	856.7	86
Total	1,122.8	100	981.0	100	991.8	100

2) Percentage of completion deducted

Sales by Business Area	1-6/2012	% of total	1-6/2011	% of total	1-12/2011	% of total
Service	426.1	39	365.1	41	796.1	40
Equipment	668.2	61	529.4	59	1,201.4	60
./. Internal	-59.1		-47.2		-101.1	
Total	1,035.2	100	847.3	100	1,896.4	100

Operating profit (EBIT) by Business Area	1-6/2012		1-6/2011		1-12/2011	
excluding restructuring costs	MEUR	EBIT %	MEUR	EBIT %	MEUR	EBIT %
Service	30.0	7.0	21.8	6.0	55.7	7.0
Equipment	38.3	5.7	32.0	6.0	81.7	6.8
Group costs and eliminations	-9.7		-10.1		-20.3	
Total	58.7	5.7	43.6	5.2	117.2	6.2

Operating profit (EBIT) by Business Area including restructuring costs	<b>1-6/2012</b> MEUR	EBIT %	<b>1-6/2011</b> MEUR	EBIT %	<b>1-12/2011</b> MEUR	EBIT %
Service	30.0	7.0	21.8	6.0	49.4	6.2
Equipment	38.3	5.7	32.0	6.0	77.7	6.5
Group costs and eliminations	-9.7		-10.1		-20.3	
Total	58.7	5.7	43.6	5.2	106.9	5.6

### **SEGMENT INFORMATION**

Capital Employed and ROCE%	<b>1-6/2012</b> MEUR	<b>1-6/2011</b> MEUR	<b>1-12/2011</b> MEUR	ROCE %
Service	180.4	189.4	190.9	27.9
Equipment	467.9	356.7	426.1	23.2
Unallocated Capital Employed	220.3	99.3	111.5	
Total	868.6	645.5	728.4	17.1

**Personnel by Business Area** 

(at the end of the period)	30.6.2012	% of total	30.6.2011	% of total	31.12.2011	% of total
Service	6,060	51	5,772	52	5,980	51
Equipment	5,805	49	5,349	48	5,621	48
Group staff	59	0	49	0	50	0
Total	11,924	100	11,170	100	11,651	100

#### 2. GEOGRAPHICAL SEGMENTS

Sales by market	1-6/2012	% of total	1-6/2011	% of total	1-12/2011	% of total
Europe-Middle East-Africa (EMEA)	498.7	48	418.4	49	950.9	50
Americas (AME)	337.3	33	245.8	29	549.1	29
Asia-Pacific (APAC)	199.2	19	183.1	22	396.4	21
Total	1,035.2	100	847.3	100	1,896.4	100

Personnel by region

(at the end of the period)	30.6.2012	% of total	30.6.2011	% of total	31.12.2011	% of total
Europe-Middle East-Africa (EMEA)	6,190	52	5,901	53	6,144	53
Americas (AME)	2,630	22	2,470	22	2,513	22
Asia-Pacific (APAC)	3,104	26	2,799	25	2,994	26
Total	11,924	100	11,170	100	11,651	100

KEY FIGURES	30.6.2012	30.6.2011	Change %	31.12.2011
Earnings per share, basic (EUR)	0.64	0.40	60.4	1.11
Earnings per share, diluted (EUR)	0.64	0.40	61.6	1.10
Return on capital employed %, Rolling 12 Months (R12M)	17.2	21.3	-19.2	17.1
Return on equity %, Rolling 12 Months (R12M)	18.3	18.7	-2.1	14.6
Equity per share (EUR)	7.33	7.13	2.8	7.52
Current ratio	1.3	1.2	8.3	1.3
Gearing %	64.7	26.7	142.3	50.5
Solidity %	30.2	36.7	-17.7	34.2
EBITDA, EUR million	78.4	61.4	27.7	148.1
Investments total (excl. acquisitions), EUR million	17.2	15.0	14.7	32.4
Interest-bearing net debt, EUR million	275.2	116.0	137.2	219.8
Net working capital, EUR million	353.3	233.6	51.2	320.0
Average number of personnel during the period	11,777	10,637	10.7	10,998
Average number of shares outstanding, basic	57,203,658	59,677,622	-4.1	58,981,861
Average number of shares outstanding, diluted	57,509,366	60,471,120	-4.9	59,361,905
Number of shares outstanding	57,229,886	60,198,971	-4.9	57,198,971

The period end exchange rates*:	29.6.2012	23.6.2011	Change %	30.12.2011
USD - US dollar	1.259	1.421	12.9	1.294
CAD - Canadian dollar	1.287	1.385	7.6	1.322
GBP - Pound sterling	0.807	0.890	10.3	0.835
CNY - Chinese yuan	8.001	9.192	14.9	8.159
SGD - Singapore dollar	1.597	1.758	10.0	1.682
SEK - Swedish krona	8.773	9.165	4.5	8.912
NOK - Norwegian krone	7.533	7.803	3.6	7.754
AUD - Australian dollar	1.234	1.352	9.6	1.272

The period average exchange rates*:	29.6.2012	23.6.2011	Change %	30.12.2011
USD - US dollar	1.297	1.403	8.1	1.393
CAD - Canadian dollar	1.304	1.370	5.0	1.376
GBP - Pound sterling	0.823	0.867	5.4	0.868
CNY - Chinese yuan	8.194	9.176	12.0	9.001
SGD - Singapore dollar	1.640	1.766	7.7	1.749
SEK - Swedish krona	8.881	8.929	0.5	9.029
NOK - Norwegian krone	7.573	7.827	3.4	7.794
AUD - Australian dollar	1.256	1.359	8.2	1.349

<sup>\*</sup>Konecranes applies a weekly calendar in its financial reporting. The presented exchange rates are determined by rates on the last Friday of the period.

#### **CONTINGENT LIABILITIES AND PLEDGED ASSETS**

EUR million	30.6.2012	30.6.2011	30.12.2011
For own commercial obligations			
Guarantees	383.6	425.9	371.2
Leasing liabilities			
Next year	32.0	28.2	31.2
Later on	69.4	63.9	70.6
Other	0.0	0.0	0.0
Total	485.0	518.0	473.0

Leasing contracts comply with normal practices in the countries concerned.

#### Contingent liabilities relating to litigation

Various legal actions, claims and other proceedings are pending against the Group in various countries. These actions, claims and other proceedings are typical for this industry and consistent with a global business offering that encompasses a wide range of products and services. These matters involve contractual disputes, warranty claims, product liability (including design defects, manufacturing defects, failure to warn and asbestos legacy), employment, vehicles and other matters involving claims of general liability.

While the final outcome of these matters cannot be predicted with certainty Konecranes is of the opinion, based on the information available to date and considering the grounds presented for such claims, the available insurance coverage and the reserves made, that the outcome of such actions, claims and other proceedings, if unfavorable, would not have a material, adverse impact on the financial condition of the Group.

#### NOMINAL AND FAIR VALUES OF DERIVATIVE FINANCIAL INSTRUMENTS

EUR million	30.6.2012 Nominal value	<b>30.6.2012</b> Fair value	<b>30.6.2011</b> Nominal value	<b>30.6.2011</b> Fair value	31.12.2011 Nominal value	<b>31.12.2011</b> Fair value
Foreign exchange forward contracts	464.2	-8.5	403.1	4.2	479.0	-7.6
Currency options	4.5	-0.1	0.0	0.0	15.0	-0.1
Interest rate swaps	100.0	-2.5	0.0	0.0	70.0	-1.1
Electricity derivatives	2.0	-0.2	2.2	0.1	1.8	-0.2
Total	570.8	-11.2	405.3	4.3	565.9	-9.0

Derivatives are used for hedging currency and interest rate risks, as well as the risk of electricity price fluctuations. The Company applies hedge accounting on the derivatives used to hedge cash flows in large projects in Business Area Equipment and to interest rates of certain long-term loans.

#### **ACQUISITIONS**

Konecranes completed two small acquisitions in crane service business during April-June 2012 when it acquired assets and operations of Deussen Andernach GmbH in Andernach, Germany and Ameritronic Industries, Inc in Indiana, USA.

The fair values of the identifiable assets and liabilities of the acquired business at the date of acquisition are summarized below.

	30.06.2012	30.06.2012	30.06.2012
	Recognized on acquisi-	Fair value adjust-	Acquired carrying
EUR million	tion	ments	value
Intangible assets			
Clientele	0.9	0.9	0.0
Technology	0.0	0.0	0.0
Other intangible assets	0.0	0.0	0.0
Property, plant and equipment	0.1	0.0	0.1
Inventories	0.1	0.0	0.1
Account receivables and other assets	0.0	0.0	0.0
Cash and cash equivalents	0.0	0.0	0.0
Total assets	1.1	0.9	0.2
Deferred tax liabilities	0.3	0.3	0.0
Long- and short-term interest bearing debts	0.0	0.0	0.0
Account payables and other current liabilities	0.0	0.0	0.0
Total liabilities	0.3	0.3	0.0
Net assets	0.8	0.7	0.2
Purchase consideration transferred	0.8		
Goodwill	0.0		
Cash outflow on acquisition			
Purchase consideration, paid in cash	0.7		
Transactions costs*	0.0		
Cash and cash equivalents in acquired companies	0.0		
Net cash flow arising on acquisition	0.7		
Purchase consideration:			
Purchase consideration, paid in cash	0.7		
Purchase consideration, liabilities assumed	0.1		
Contingent consideration liability	0.0		
Total purchase consideration	0.8		

 $<sup>*</sup> Transaction \ costs \ of \ EUR \ 0.0 \ million \ have \ been \ expensed \ and \ are \ included \ in \ other \ operating \ expenses.$ 

#### CONSOLIDATED STATEMENT OF INCOME, QUARTERLY

EUR million	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Sales	561.2	474.0	598.2	450.9	459.5	387.8
Other operating income	0.6	0.7	1.9	0.8	0.8	0.5
Depreciation and impairments	-10.0	-9.7	-9.8	-9.5	-9.2	-8.6
Restructuring costs	0.0	0.0	-10.3	0.0	0.0	0.0
Other operating expenses	-517.1	-441.0	-542.8	-416.2	-426.0	-361.2
Operating profit	34.7	24.0	37.2	26.0	25.1	18.5
Share of associates' and joint ventures' result	1.7	0.6	1.2	0.2	1.9	0.6
Financial income and expenses	-3.7	-4.1	-2.7	0.1	-4.9	-7.3
Profit before taxes	32.7	20.5	35.7	26.3	22.0	11.8
Taxes	-9.8	-6.1	-12.7	-7.9	-6.7	-3.5
Net profit for the period	23.0	14.4	23.0	18.3	15.3	8.3

#### CONSOLIDATED BALANCE SHEET, QUARTERLY

EUR r	nillion
-------	---------

ASSETS	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Goodwill	116.0	115.8	115.3	112.7	115.1	111.9
Intangible assets	77.4	76.9	81.6	86.3	89.8	88.3
Property, plant and equipment	131.6	127.6	125.4	118.2	113.5	103.0
Other	135.8	131.2	125.3	108.5	102.0	94.2
Total non-current assets	460.8	451.4	447.7	425.6	420.3	397.5
Inventories	391.4	388.3	347.5	357.9	316.6	291.0
Receivables and other current assets	585.0	545.1	579.6	510.5	486.6	449.6
Cash and cash equivalents	167.7	107.8	72.7	113.5	93.8	98.2
Total current assets	1,144.2	1,041.2	999.8	982.0	897.0	838.9
Total assets	1,605.0	1,492.6	1,447.5	1,407.5	1,317.3	1,236.4

#### **EQUITY AND LIABILITIES**

Total equity	425.3	391.9	435.4	405.2	434.4	413.2
Non-current liabilities	290.5	215.2	219.0	177.1	121.2	121.0
Provisions	48.7	50.8	54.1	45.4	46.5	46.8
Advance payments received	197.6	199.4	174.1	151.3	134.6	153.3
Other current liabilities	642.9	635.2	564.9	628.6	580.5	502.1
Total liabilities	1,179.7	1,100.7	1,012.1	1,002.3	882.9	823.2
Total equity and liabilities	1,605.0	1,492.6	1,447.5	1,407.5	1,317.3	1,236.4

#### **CONSOLIDATED CASH FLOW STATEMENT - QUARTERLY**

EUR million	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Operating income before change in net working capital	45.4	34.5	52.1	35.8	35.4	27.4
Change in net working capital	-16.5	-8.4	-31.4	-28.9	-44.3	-14.7
Financing items and taxes	-11.6	-14.0	-10.4	-8.5	-18.6	-14.8
Net cash from operating activities	17.2	12.0	10.4	-1.6	-27.5	-2.1
Cash flow from investing activities	-15.6	-12.8	-22.9	-41.6	-24.3	-36.9
Cash flow before financing activities	1.6	-0.8	-12.5	-43.1	-51.7	-39.0
Proceeds from options exercised and share issues	0.4	0.0	0.0	0.0	3.9	20.6
Purchase of treasury shares	0.0	0.0	-7.9	-43.3	0.0	0.0
Change of interest-bearing debt	112.8	36.6	-23.9	104.9	103.5	22.0
Dividends paid to equity holders of the parent	-57.2	0.0	0.0	0.0	-60.0	0.0
Net cash used in financing activities	56.0	36.6	-31.8	61.5	47.4	42.5
Translation differences in cash	2.3	-0.6	3.5	1.3	-0.1	-3.7
Change of cash and cash equivalents	59.9	35.2	-40.9	19.7	-4.4	-0.2
Cash and cash equivalents at beginning of period	107.8	72.7	113.5	93.8	98.2	98.5
Cash and cash equivalents at end of period	167.7	107.8	72.7	113.5	93.8	98.2
Change of cash and cash equivalents	59.9	35.2	-40.9	19.7	-4.4	-0.2

#### **QUARTERLY SEGMENT INFORMATION**

#### **EUR** million

Orders received by Business Area	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service 1)	183.7	187.6	183.3	157.8	186.3	167.2
Equipment	395.3	372.1	316.1	315.9	295.8	363.8
./. Internal	-25.2	-25.2	-25.5	-15.3	-29.3	-20.1
Total	553.7	534.6	473.9	458.5	452.8	510.9

1) Excl. Service Contract Base

Order book by Business Area	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	155.6	146.7	135.1	136.5	144.3	125.8
Equipment	967.2	928.9	856.7	903.6	836.7	830.8
Total	1,122.8	1,075.6	991.8	1,040.1	981.0	956.6

Sales by Business Area	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	220.4	205.8	234.9	196.2	194.2	170.9
Equipment	374.8	293.4	394.4	277.6	288.9	240.5
./. Internal	-33.9	-25.2	-31.1	-22.9	-23.6	-23.6
Total	561.2	474.0	598.2	450.9	459.5	387.8

Operating profit (EBIT) by Business Area

excluding restructuring costs	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	17.4	12.6	20.9	13.0	12.7	9.1
Equipment	22.6	15.7	31.5	18.3	18.0	14.0
Group costs and eliminations	-5.3	-4.4	-4.9	-5.3	-5.5	-4.6
Total	34.7	24.0	47.5	26.0	25.1	18.5

Operating margin, (EBIT %) by Business Area

excluding restructuring costs	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	7.9 %	6.1 %	8.9 %	6.6 %	6.5 %	5.3 %
Equipment	6.0 %	5.4 %	8.0 %	6.6 %	6.2 %	5.8 %
Group EBIT % total	6.2 %	5.1 %	7.9 %	5.8 %	5.5 %	4.8 %

Personnel by	<b>Business Area</b>
--------------	----------------------

(at the end of the period)	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Service	6,060	5,981	5,980	5,901	5,772	5,546
Equipment	5,805	5,714	5,621	5,476	5,349	5,104
Group staff	59	61	50	50	49	48
Total	11,924	11,756	11,651	11,427	11,170	10,698

Sales by market	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Europe-Middle East-Africa (EMEA)	268.6	230.1	294.0	238.5	219.3	199.0
Americas (AME)	188.6	148.7	174.8	128.4	127.2	118.5
Asia-Pacific (APAC)	104.0	95.2	129.4	83.9	112.9	70.2
Total	561.2	474.0	598.2	450.9	459.5	387.8

#### Personnel by region

(at the end of the period)	Q2/2012	Q1/2012	Q4/2011	Q3/2011	Q2/2011	Q1/2011
Europe-Middle East-Africa (EMEA)	6,190	6,164	6,144	6,071	5,901	5,648
Americas (AME)	2,630	2,546	2,513	2,476	2,470	2,366
Asia-Pacific (APAC)	3,104	3,046	2,994	2,880	2,799	2,684
Total	11,924	11,756	11,651	11,427	11,170	10,698

#### **ANALYST AND PRESS BRIEFING**

An analyst and press conference will be held at the restaurant Savoy (address Eteläesplanadi 14) at 11.00 a.m. Finnish time. The Interim Report will be presented by Konecranes' President and CEO Pekka Lundmark and CFO Teo Ottola.

A live webcast of the conference will begin at 11.00 a.m. at www.konecranes.com. Please see the stock exchange release dated July 6, 2012 for the conference call details.

#### **NEXT REPORT**

Konecranes' January-September 2012 interim report will be published on October 24, 2012.

KONECRANES PLC

Miikka Kinnunen Director, Investor Relations

#### **ADDITIONAL INFORMATION**

Mr. Pekka Lundmark, President and CEO, tel. +358 20 427 2000

Mr. Teo Ottola, Chief Financial Officer, tel. +358 20 427 2040

Mr. Miikka Kinnunen, Director, Investor Relations, tel. +358 20 427 2050

Mr. Mikael Wegmüller, Vice President, Marketing and Communications, tel. +358 20 427 2008

#### **DISTRIBUTION**

NASDAQ OMX Helsinki Media www.konecranes.com Konecranes is a world-leading group of Lifting Businesses™, serving a broad range of customers, including manufacturing and process industries, ship-yards, ports and terminals. Konecranes provides productivity-enhancing lifting solutions as well as services for lifting equipment and machine tools of all makes. In 2011, Group sales totaled EUR 1,896 million. The Group has 11,900 employees at 609 locations in 47 countries. Konecranes is listed on the NASDAQ OMX Helsinki (symbol: KCR1V).

www.konecranes.com

