

PRESS RELEASE

Konecranes wins order for five more Flow Drive reach stackers in Australia

Konecranes has expanded its Lift Trucks with Ecolifting reach in Australia, winning an order from Intermodal Group for five additional reach stackers equipped with Flow Drive and one empty container handler for double stacking.

After receiving their first delivery of a Konecranes reach stacker at the beginning of 2019, Intermodal Link Services (ILS), one of the two companies that comprise Intermodal Group, confirmed a new order for five additional Konecranes reach stackers with Flow Drive plus one empty container handler with a double stacking spreader. The lift trucks will be manufactured and dispatched from the Konecranes Lift Trucks factory in Lingang, China. Delivery and commissioning are scheduled around the start of 2020. The order was booked in November 2019.

Located very close to Fremantle Port, near Perth, Intermodal Group plays a crucial role in the import/export container logistics supply chain in the state of Western Australia. An industry leader in rail transport and container storage, the Group has the capacity to move large numbers of containers to ease congestion on local roads and helps to make port operations smoother and more efficient.

In particular, ILS offers end-to-end services at two terminals, strategically located in Fremantle and Forrestfield. Complementary to road transportation, they move containers very efficiently by rail between the wharf and terminals.

Concern for the environment was the main reason, after they purchased their first Konecranes reach stacker in September 2018, that ILS decided to place an order for five more Konecranes SMV 4531 TC5 reach stackers with Flow Drive. The Flow Drive Ecolifting feature cuts fuel consumption and carbon emissions by up to 25%. Using their new Konecranes reach stacker fleet for intermodal handling, ILS can positively affect environmental conditions.

Moreover, in order to improve their empty container handling activities at the port, ILS has ordered a Konecranes empty container handler model SMV 5/6 ECC 100 DS. This truck is able to reach the 5th and 6th containers in a stack at the same time, handling two containers weighing up to 10 tons, reducing work cycle times.

Konecranes' strong distributor network has played a leading role in making it all happen. The Konecranes distributor United Equipment was already in the picture almost two years ago, as

PRESS RELEASE

ILS started to look for ways to improve their container handling operations. United was at hand with prompt service, and recommended additional truck units when ILS explained their specific requirements.

"Excellent teamwork has given us another satisfied customer, as the reputation of Konecranes Lift Trucks with Ecolifting builds around the world," says Daniel Sjöstrand, Sales Director and Sales Support Manager at Konecranes Lift Trucks. "A big thank you to ILS for confirming your confidence in our products and company, and thanks also to United for your essential support and cooperation in once again helping us to deliver what ILS needs."

"We're always proud to hear that our service-minded attitude makes all the difference," says John Morison, National Sales and Product Manager at United Equipment. "With Konecranes Lift Trucks, we can be sure that we're providing our customers with the best solutions possible."

Further information:

Daniel Sjöstrand, Sales Director / Sales Support Manager, Konecranes Lift Trucks

Email: daniel.sjostrand@konecranes.com or phone: +46 70 59 00 955

John Morison, National Sales and Product Manager, United Equipment

Email: jmorison@unitedequipment.com.au or phone: +61 41 250 1029

Sara Malagoli, Marketing Specialist, BU Lift Trucks

Email: sara.malagoli@konecranes.com or phone: +39 335 777 32 61

Konecranes is a world-leading group of Lifting Businesses™, serving a broad range of customers, including manufacturing and process industries, shipyards, ports and terminals. Konecranes provides productivity enhancing lifting solutions as well as services for lifting equipment of all makes. In 2018, Group sales totaled EUR 3.16 billion. The Group has 16,100 employees in 50 countries. Konecranes shares are listed on the Nasdaq Helsinki (symbol: KCR)