

PRESS RELEASE

Markaryd, 30th April 2015

Konecranes sells its first lift trucks in Sri Lanka



A long lasting customer relationship and high quality products, equipped with the latest technology, were the key reasons behind Sri Lanka's biggest Inland Container Depot – Ace Container terminal, for ordering two Konecranes lift trucks, at the end of last year.

Ace Container terminal is a part of Aitken Spence Logistics, which is a subsidiary of Aitken Spence, one of the largest blue-chip conglomerates in Sri Lanka. Aitken Spence Logistics is a leading logistical operator, covering the whole gamut of operations from container, cargo, warehouse and supply chain management. With 15 acres in size, the Sri Lankan Inland container terminal shifts and realigns containers with over 500 moves daily. To cope with the ever increasing business and the importance to cater to various trade needs, Aitken Spence Logistics has ordered two new Konecranes machines. Both, Reach Stacker as well as Empty Container Handler have been manufactured with the highest quality standards in mind at the Konecranes production facility in Sweden and are equipped with the latest technology like Truconnect Remote Monitoring Software.

Truconnect enables Aitken Spence Logistics to track the real usage of the lift trucks through a remote connection. It works through a condition monitoring unit which collects operating and usage data that is then compiled into a report- accessible 24/7. "The content of the report has several benefits for our clients" explains Andreas Falk, Sales Director Ports and Lifttrucks Middle East." It enables them not only to track the

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efficiency of their fleet, but can also save time and maintenance costs in the long run” he continues.

The reports contain information that will prove invaluable in efforts to improve fleet efficiency, productivity and safety by providing information such as: total fuel consumption; average fuel consumption when the truck is running laden, empty or idling; average fuel consumption per load; top and average speed; load spectrum; travelling distance; and other parameters. This service proves Konecranes’ commitment to offering its customers greater value with new services and remote connectivity.

Decisive factors for the customer to choose Konecranes “were not only the attitude to provide a solution based package but also the good delivery times, high quality of product combined with the latest technology and excellent after sales support through Konecranes agent Scott International”, Nilantha Wakwella, Managing Director, Aitken Spence Logistics states.

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This press release together with a downloadable picture is available at our website kcliftrucks.com

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 and machine tools of all makes. In 2013, Group sales totaled EUR 2,100 million. The Group has 11,800 employees at 600 locations in 48 countries. Konecranes is listed on the Nasdaq Helsinki (symbol: KCR1V).