

The heart of your building™



KONE MAJOR PROJECTS BUSINESS (MPB)

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MAJOR PROJECTS MARKET

- Global High Rise and Infrastructure market; ~ EUR 4 billion
- Market growth greater than 10% per annum
- KONE growth 05 - 06: +70%
- Long term Maintenance provider (~100%)
- Strong Brand enhancement

HIGH RISE SOLUTIONS

- OFFICE, HOTEL, RESIDENTIAL, MIXED



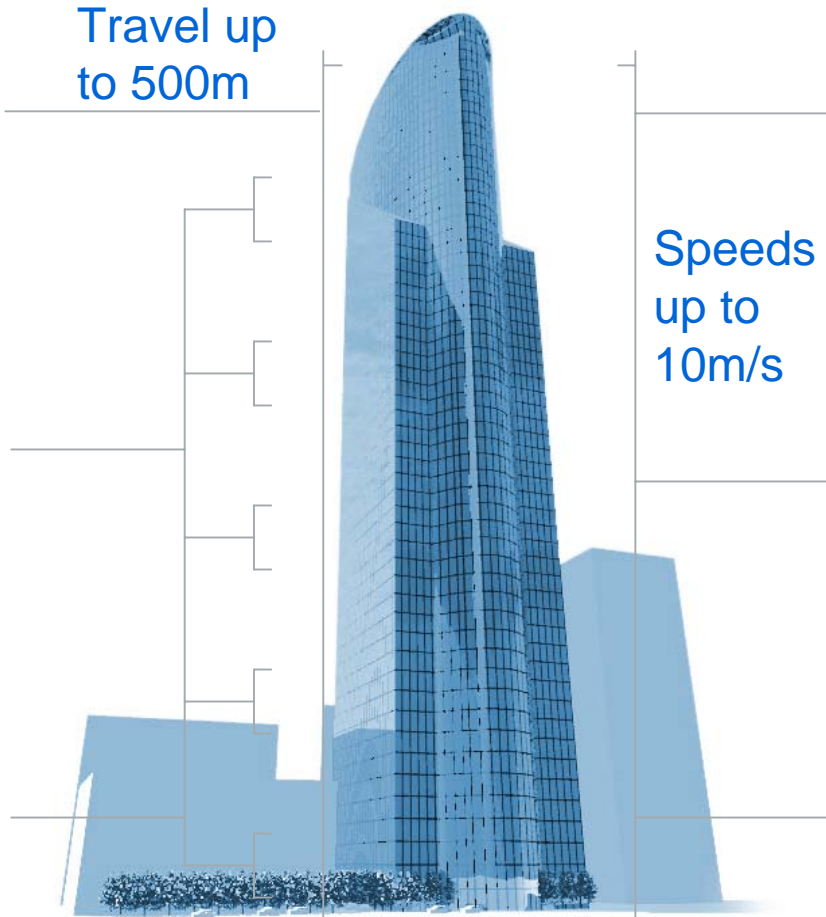
MAIN PASSENGER ELEVATORS



AUTOMATIC DOORS



ESCALATORS



SERVICE ELEVATORS



FIRE FIGHTING ELEVATORS



GOODS ELEVATORS



Integrated vertical people flow systems

INFRASTRUCTURE SOLUTIONS - AIRPORTS, TRANSITS, MIXED RETAIL



- Heavy Duty Escalators
- Ramps
- Autowalks

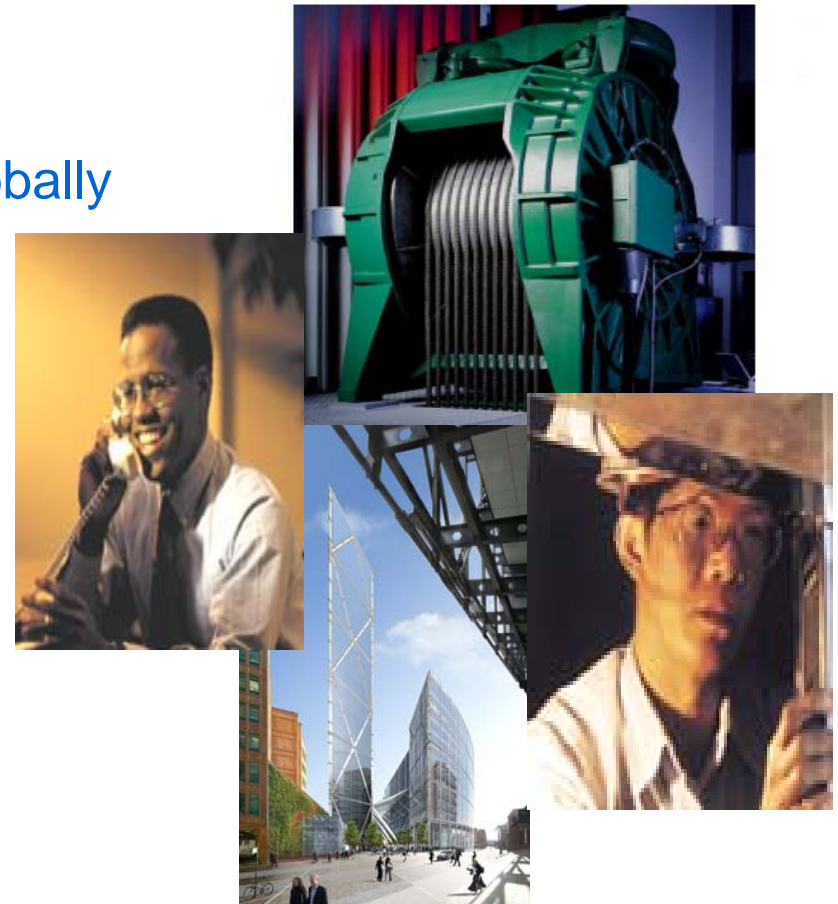
Integrated lateral
people flow systems



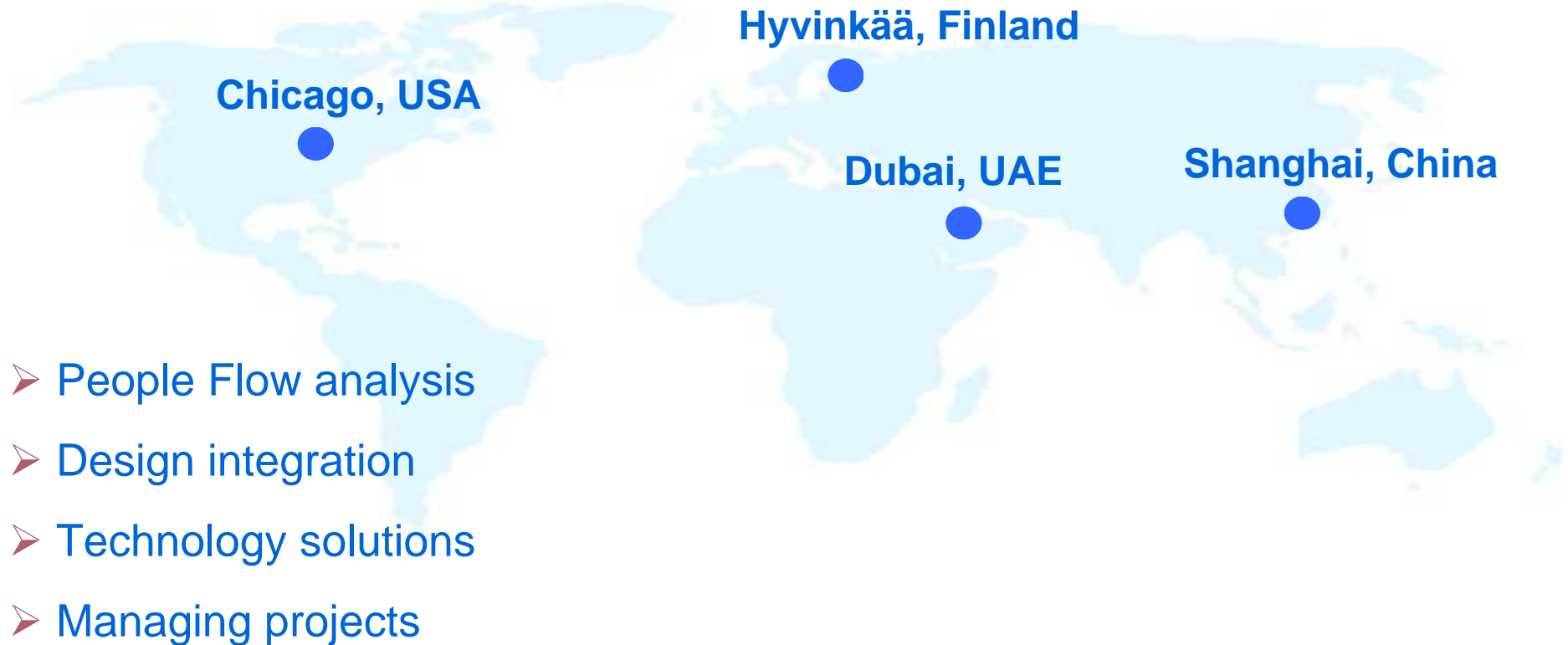
KONE'S WINNING WAY

- New Strategy in 2005:
 - Stronger focus on big projects globally
 - Competence development
 - Investing in “leading edge” High Rise and Infra technologies

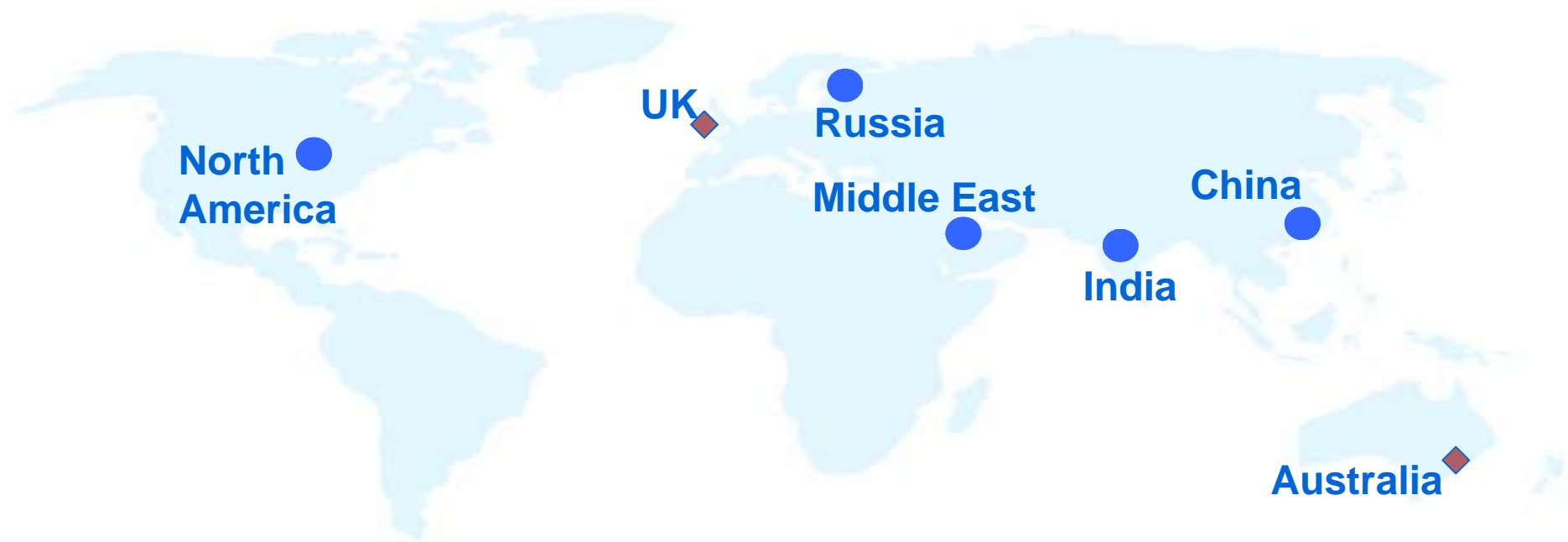
- Implemented strategy through Regional Hubs



MPB REGIONAL HUBS



MPB PRINCIPAL MARKETS



KONE High Rise Story



311 South Wacker
Chicago, **271m**
travel, **88fl**, 1990



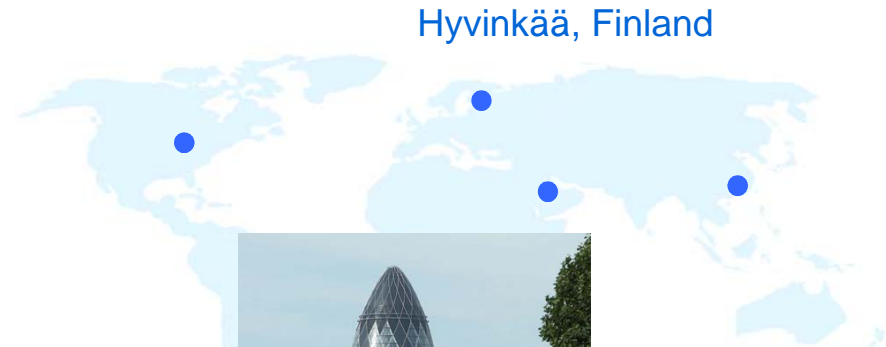
Berlin Tv-Tower
226m travel
speed **6m/s**,
1996



Sydney Tower
270m travel
3x 7m/s



Oxford House
Hong Kong
8m/s



Hyvinkää, Finland



Icons:
Swiss Re,
London

1980 1990 1999 2000 Opening to the 21st Century



Tytyri
Test shaft
329m trave,
1998

KONE introduces
the dual rotor high
performance
EcoDisc machines

MX32, MX40,
MX100



MX100

Icons:
Turning
Torso, Malmö



KONE High Rise Story



 Citypoint London 8m/s, 2000	 National Bank Abu Dhabi , 2003	 Riverside Hotel Moscow , 2004	 Hyatt Center Chicago , 2004	 Finance Street Beijing , 2005	 Circle on Cavill Gold Coast , 2006	 Southern Cross Melbourne , 2006	 Trump Tower Chicago 97 floors, 2008
 Park Hyatt Chicago 71fl, travel 237m, 2000	 Shangri-La Dubai , 2003	 Gallileo Frankfurt DCS, 2003	 Skyper Frankfurt DCS, 2005	 Q1 Gold Coast AU 9m/s 82fl	 Park Place Dubai , 2006	 Golden Landmark Shanghai , 2006	 Naberezhnaya I Moscow DCS+ turnstile, 2007
 Citigroup London 8,3m/s, 2001	 DD Technology Alliance Toshiba Elevator and Building Systems ktd DD 10m/s		 Taipei 101 DD , 2004	 Rose Rotana Dubai 69 Floors, 2007	 Broadgate Tower.Lond on 10 DDD	 Capital City, Moscow 80 floors, 4DD Special	 DOKAAE Mecca Largest Global HR Project

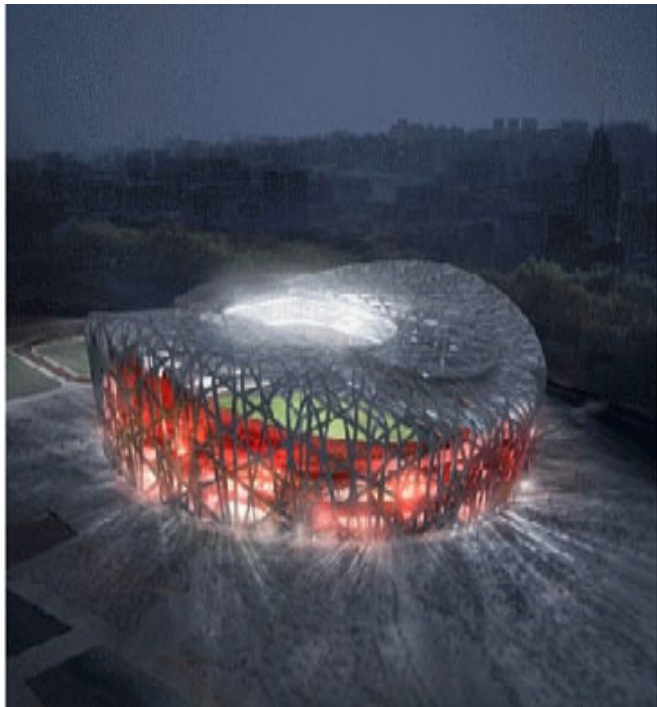
2000 2001 2002 2003 2004 2005 2006 2007 2008

MPB COMPETENCES

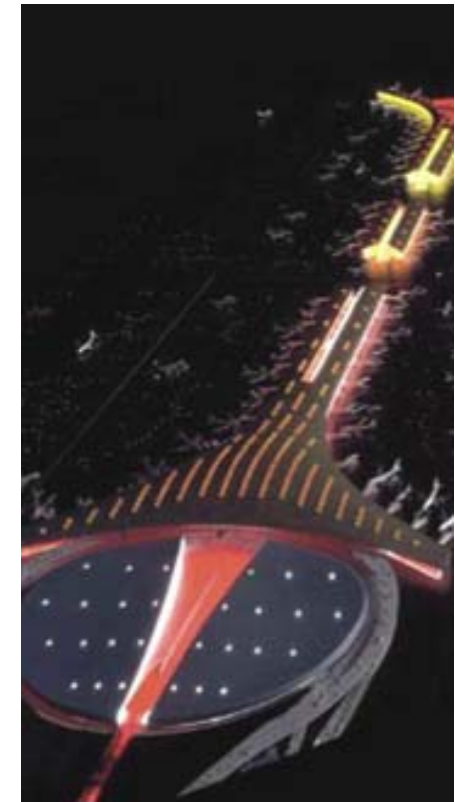
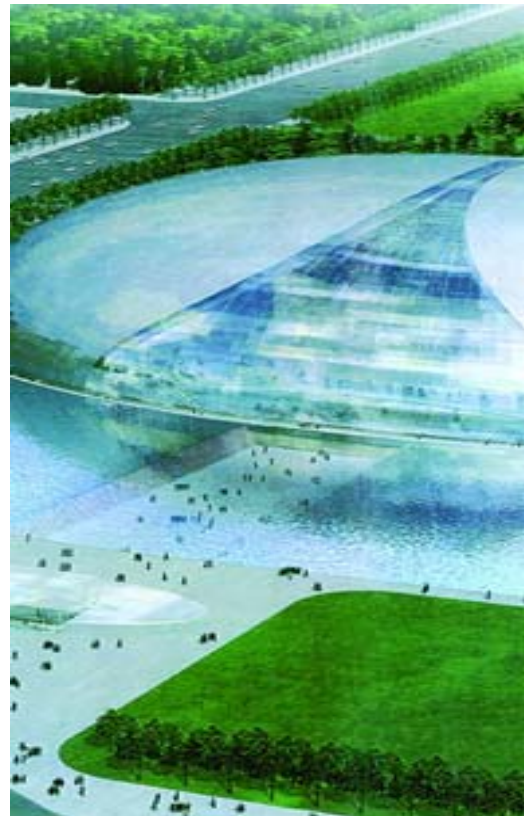
1. Design knowledge to interface with Architects and Consultants – Managing the “Dream World”
2. Deep understanding of the Customer’s building requirements
3. People Flow analysis and environmental impact studies
4. Providing solutions that add value to the Building
5. Managing projects to successful completion
6. Working in every phase of the Building life cycle

MPB CHINA STORY 2008

The Bird's Nest



The Egg



The Bird

www.kone.com

