



KONE CAPITAL MARKETS DAY 2012

# Improved product competitiveness with new volume elevator offering

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What does the elevator  
of the future look like?

The new

KONE MonoSpace<sup>®</sup>

KONE MiniSpace<sup>™</sup>

BETTER  
ECO-EFFICIENCY

BETTER  
RIDE COMFORT

BETTER  
DESIGN

# Agenda



- KONE's new elevator range

- Improved competitiveness and productivity

# New products will cover 60% of new elevator volume and 90% of full elevator replacement volume



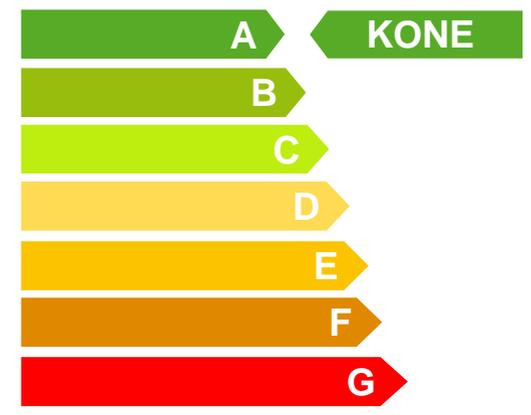
- The new products cover machine-room-less and small machine-room elevators for residential, hotel, office and retail segments
- The new products:
  - MonoSpace® 500 for Europe
  - N MonoSpace® for Asia-Pacific
  - N MiniSpace™ for Asia-Pacific
- Harmonized and modular global product platform:
  - New machines, hoisting mechanics
  - Cars, slings, signalization, visual design
- Global launch:
  - Customer launch events and start of sales activity in Europe and Asia-Pacific in H2/2012
  - Launch in North America in Q1/2013



# Best in class eco-efficiency

- Up to 35% more energy-efficient compared to 2010.
- KONE was the first to offer A-class energy efficiency, for volume elevators.
- Now A-class energy efficiency is offered for the entire volume elevator range.

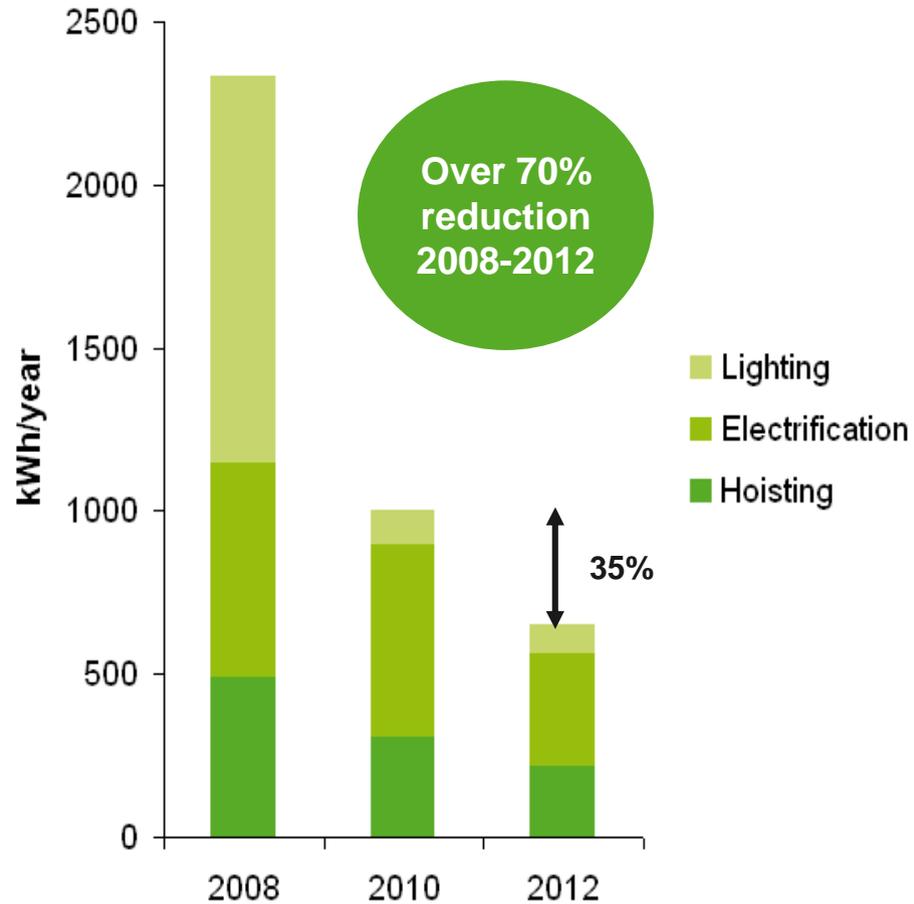
## Energy efficiency certification VDI 4707



# Volume elevators for the European market: significant improvements in energy efficiency



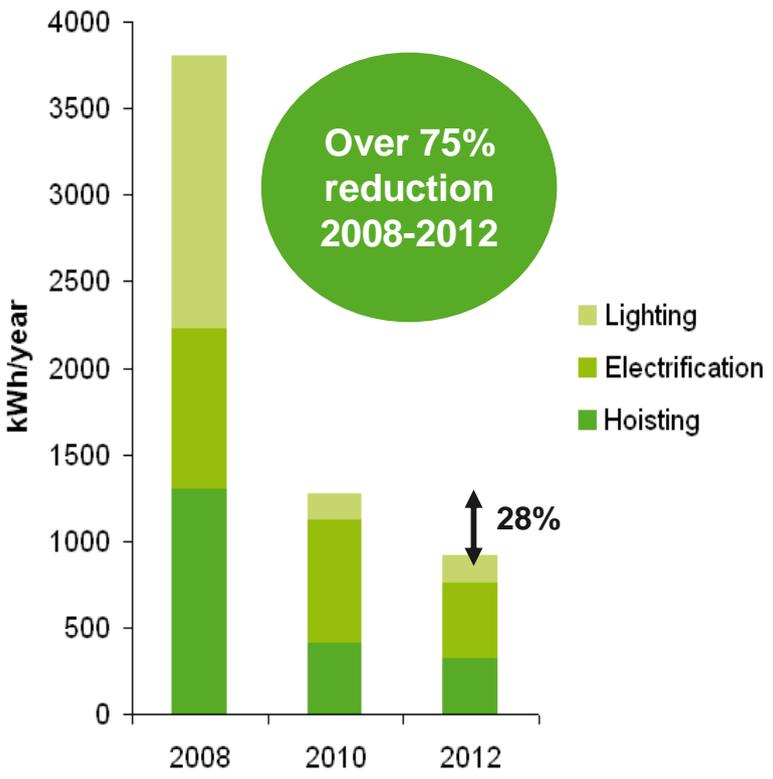
KONE MonoSpace® 500



\*The calculation is based on an elevator speed of 1 m/s, a load of 630 kg, 150,000 starts/year, a travel height of 9 m and 4 floors

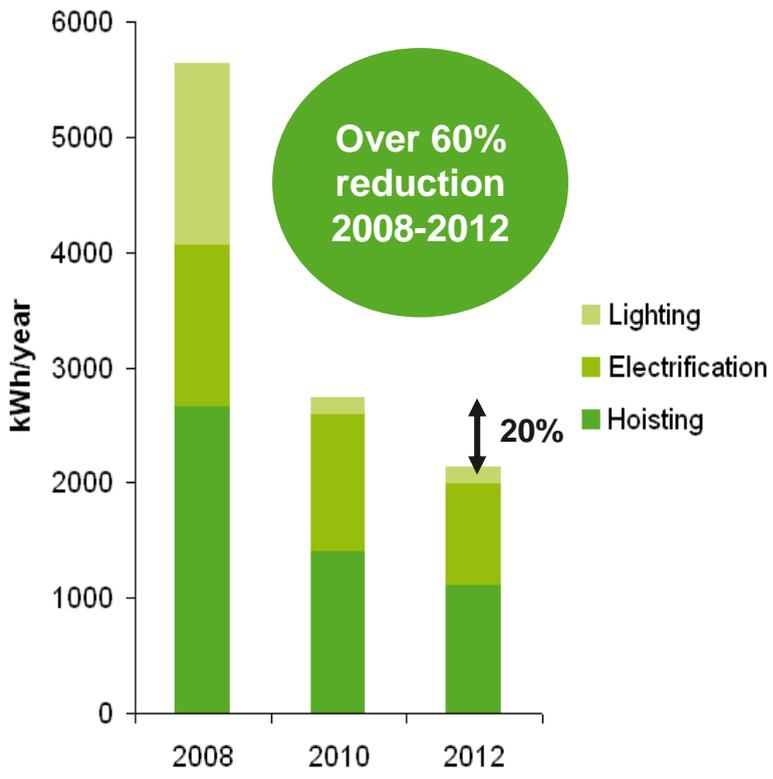
# Volume elevators for the Asian market: significant reductions in energy consumption

### KONE N MonoSpace®



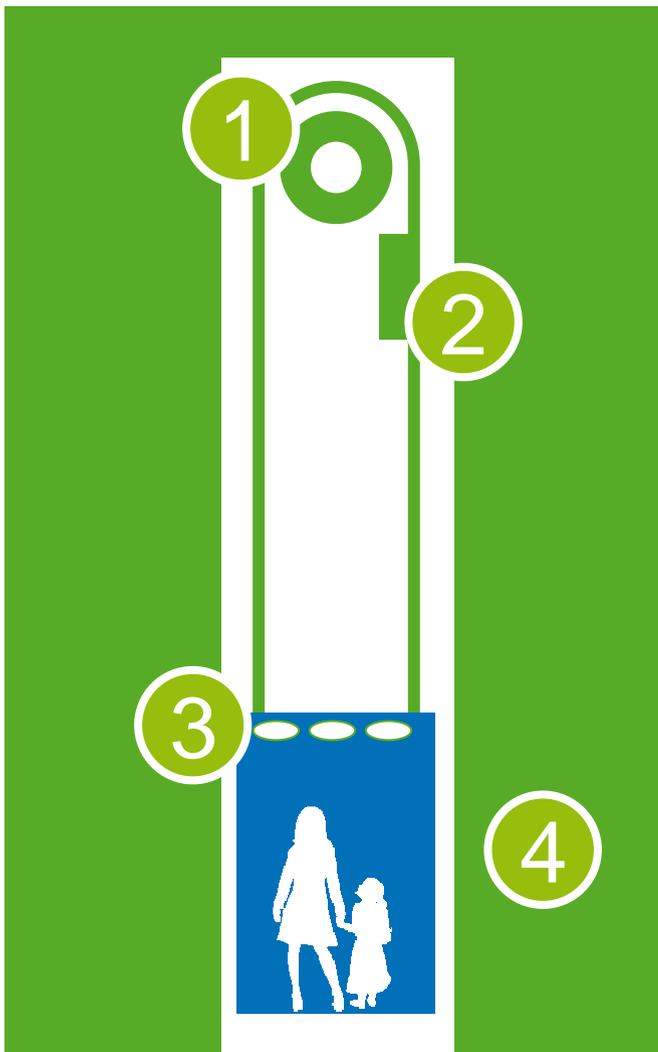
\*The calculation is based on an elevator speed of 1 m/s, a load of 1,000 kg, 150,000 starts/year, a travel height of 12 m and 5 floors

### KONE N MiniSpace™



\*The calculation is based on an elevator speed of 1.6 m/s, a load of 1,000 kg, 200,000 starts/year, a travel height of 45 m and 15 floors

# How we improve the eco-efficiency of our solutions



## 1 KONE EcoDisc® hoisting machinery

- Completely renewed.
- Decreases the energy consumption of KONE elevators even further.

## 2 Eco-efficient regenerative drive

- Recycles energy for reuse within the building.
- Cuts energy consumption up to 35%.

## 3 Long-lasting LED lighting

- 80% more efficient than halogen lighting.
- Lasts 10 times longer.

## 4 More advanced standby solutions

- Power down the equipment when it is not in use.
- Provide substantial energy savings, especially in residential buildings with low or medium traffic.

## The renewed KONE EcoDisc®

THE HEART OF OUR  
ENERGY-EFFICIENT ELEVATOR

- **More energy-efficient technology.** The new innovative copper winding system reduces the amount of energy lost as heat.
- **More compact than before.** The updated KONE EcoDisc is also more space efficient and requires less height and width in the shaft. This frees up valuable floor space or allows for a more spacious, higher-capacity car.





## Industry-leading ride comfort

- Reduced noise in adjacent rooms, for minimal disturbance of tenants.
- Reduced noise & vibration in the elevator car.
- Ride comfort test passed before handover = Quality Guarantee.



## Ride comfort enhancing solutions

A SUM OF MANY PARTS

# 1

### New machinery and brakes

- Improved motor control – smoother acceleration and deceleration.
- New brakes – a comfortable and quiet ride with minimized noise transfer to surrounding areas.
- Automatic daily testing of brakes – further improved safety and reliability.

# 2

### New hoisting system

- Centralized, low-friction hoisting - less vibration and noise.

# 3

### Improved car structure

- Rigid structure and isolation.
- Isolated guide shoes provide further noise reduction.

# 4

### Top quality installation

- Clear ride comfort criteria.
- Every installation verified by measurements.
- Guaranteed performance.

# Award-winning design

- Easy selection of car interiors from KONE's Design Collection.
- The industry's most flexible and versatile offering, with standard delivery processes.
- The most innovative materials and lighting solutions.
- Excellent finishing quality and durability, easy maintenance.



# What sets KONE design apart



# 1

## Easy selection of car interiors

- A collection of over 50 functional and visually appealing designs.

# 2

## The most versatile offering

- 100 different materials and accessories that can be combined freely.
- For all elevator products in both new buildings and modernization projects.

# 3

## The most innovative materials

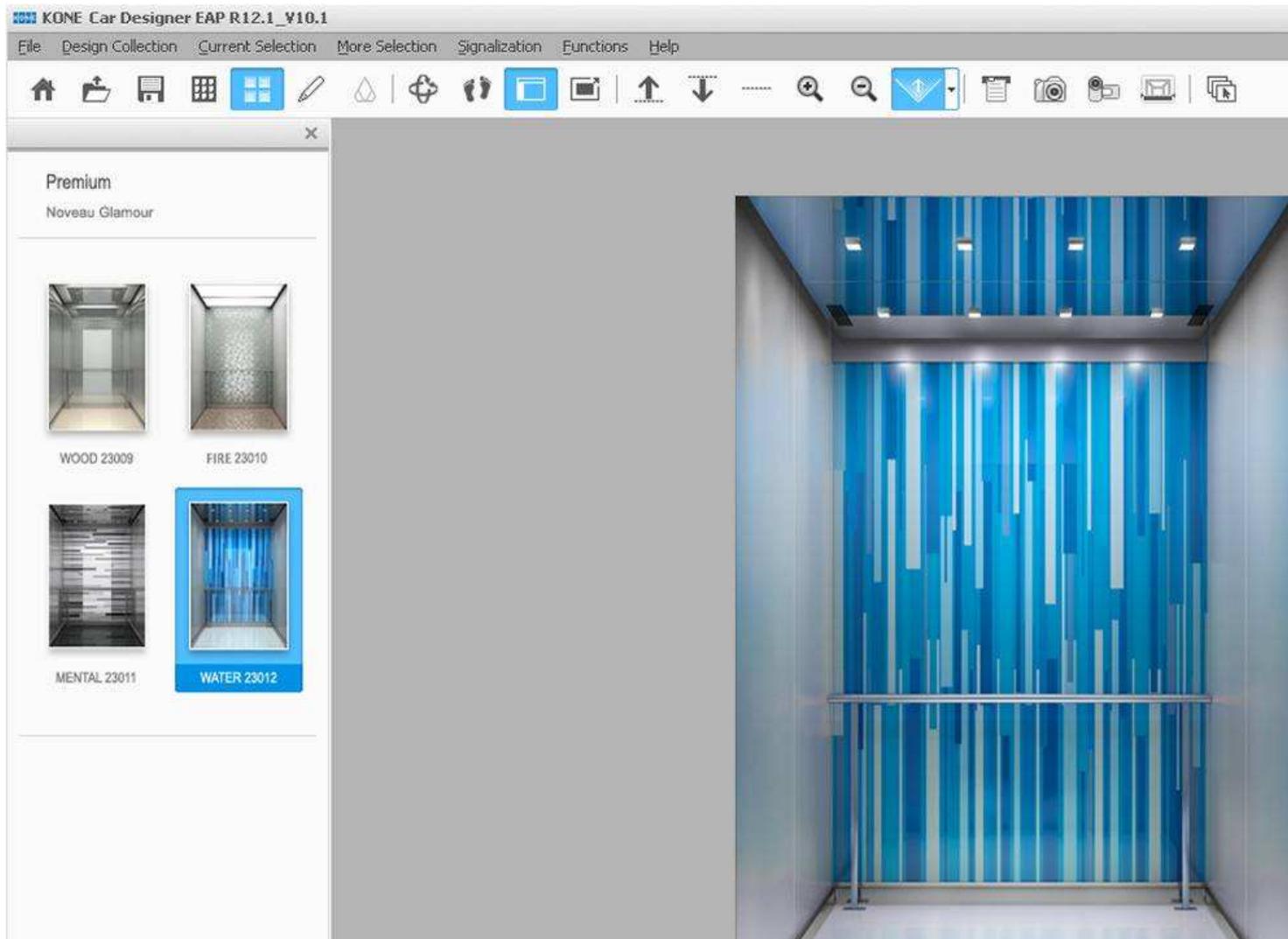
- Unique textured, patterned, and 3D-effect wall materials.
- Novel lighting solutions.
- Durable and easy to clean.

# 4

## Award-winning design

- Four red dot design awards.
- Two Good Design awards.

Our car designer tool enables planning and choice from the most versatile offering





**KONE**



**reddot** design award

**KONE Design Collection**



reddot design award

KONE KSS 280

# Improved space efficiency

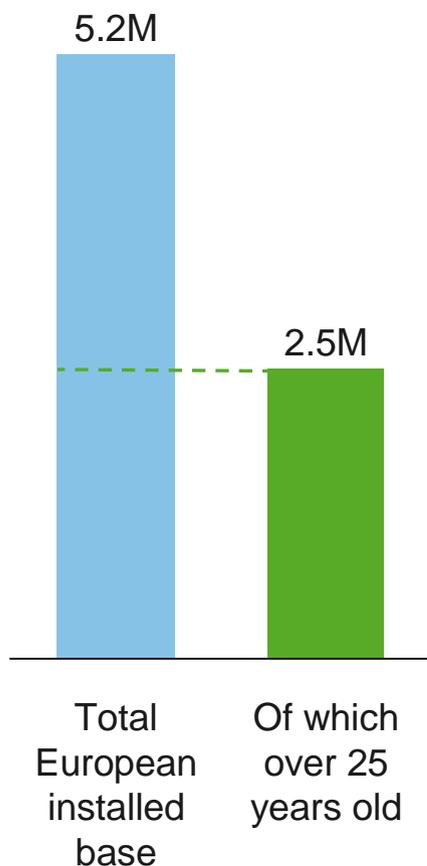
- Moving more people with better use of space.
- A larger elevator for almost any building with KONE replace™ elevators.
- Expansion of the addressable market for full replacement solutions.



# Improved space efficiency in modernization solutions - tapping the modernization potential

Europe: 2.5 million elevators over 25 years old

- A large backlog of equipment in need of modernization or full replacement has been accumulating
- There is increasing interest in addressing the issues of safety, reliability and visual concerns of old elevators through full replacement
- The new MonoSpace® fits in smaller shafts and will significantly expand the market coverage of KONE's high volume product range
  - Benefits of better eco-efficiency, ride comfort and visual design to old buildings
  - Value to customers by replacing the old elevator with a more spacious car



The new MonoSpace can be fitted in **80%** of existing elevator shafts in European residential buildings

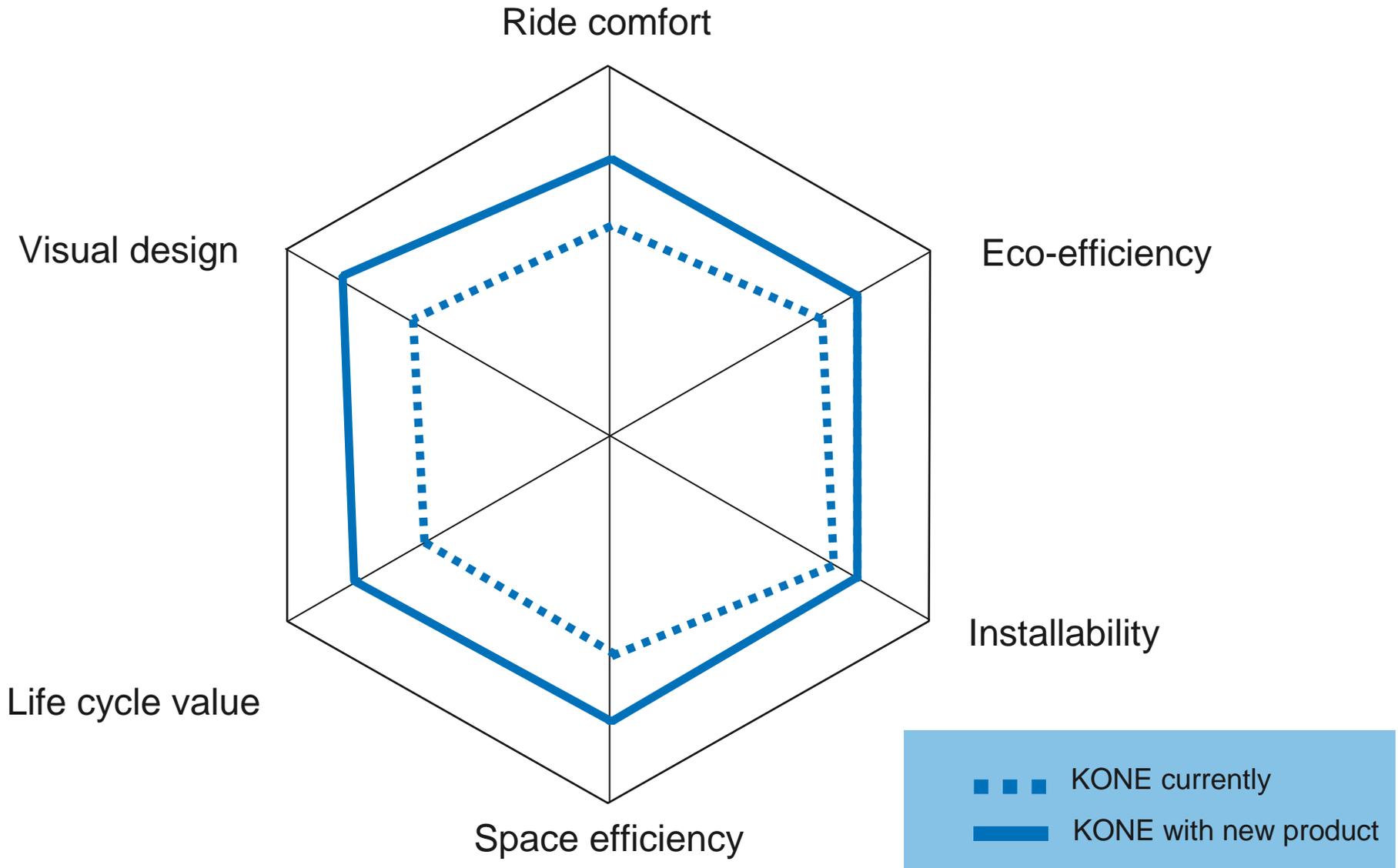


- KONE's new elevator range

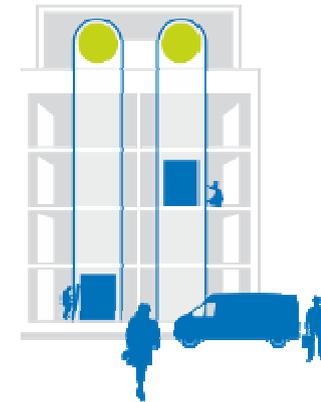
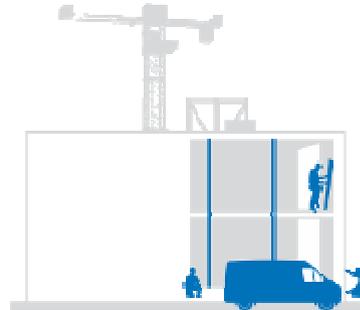


- Improved competitiveness and productivity

# Improved competitiveness on several fronts



# Improvements in competitiveness and productivity across the delivery process – we sell a solution, not only a product



## Planning & Product

- Harmonization in product range offered
- Improved modularization and reduction in number of overall components used
- Expert planning advice to customers; online design tools; energy consumption and traffic calculations

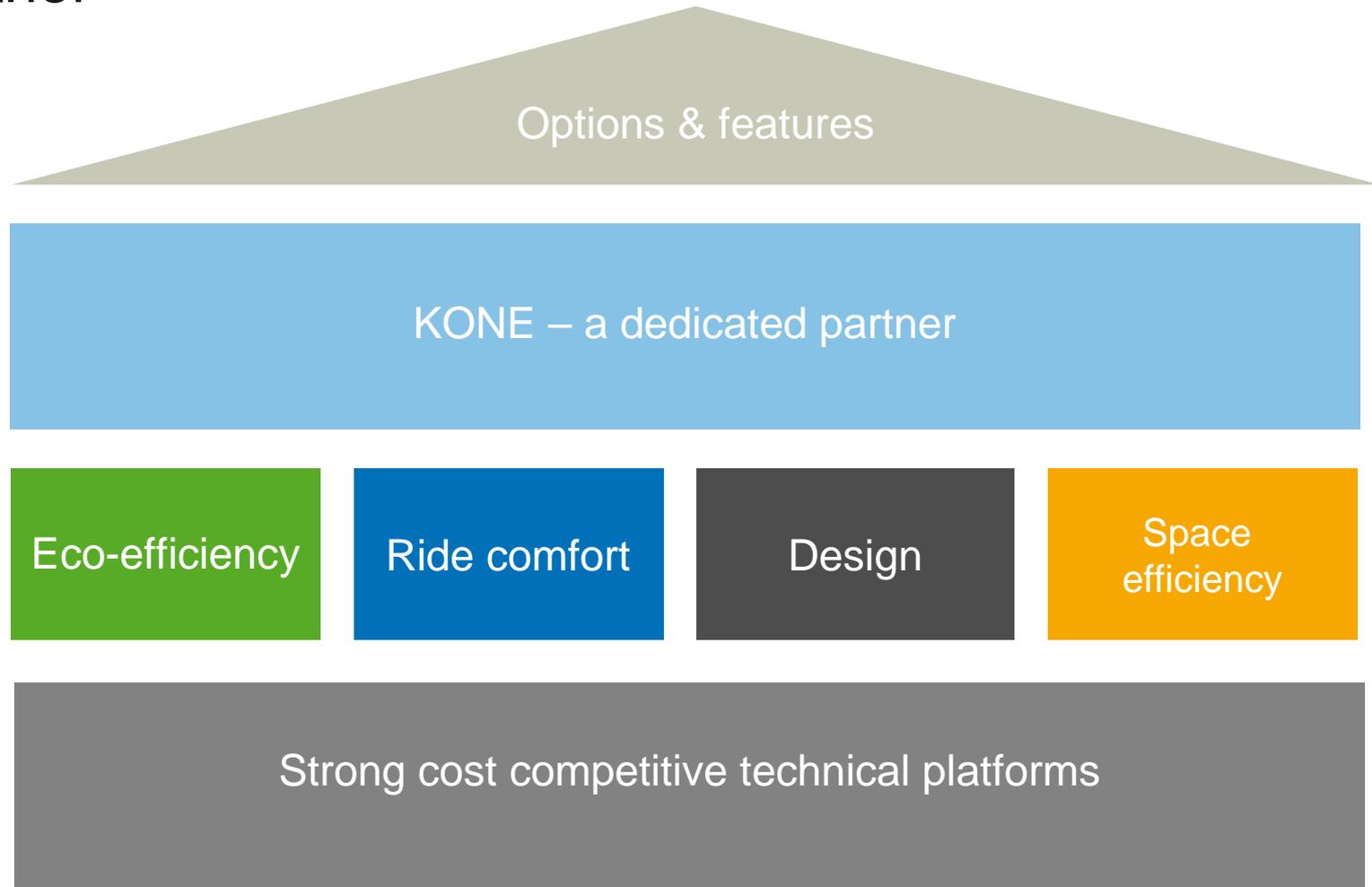
## Installation

- Better installability
- Eco-efficient installation
- Efficient scaffoldless installation methods
- Strict quality criteria
- Maximum site safety

## Handover

- Ride quality testing
- Excellent reliability after handover
- Availability of spare parts
- Preventive KONE Care® maintenance solutions

# The elements of improved customer value – our aspiration is to be a dedicated and preferred partner





*Dedicated to People Flow™*

