



New Solutions

KONE's CAPITAL MARKETS DAY 2009

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New Elevators & Escalators

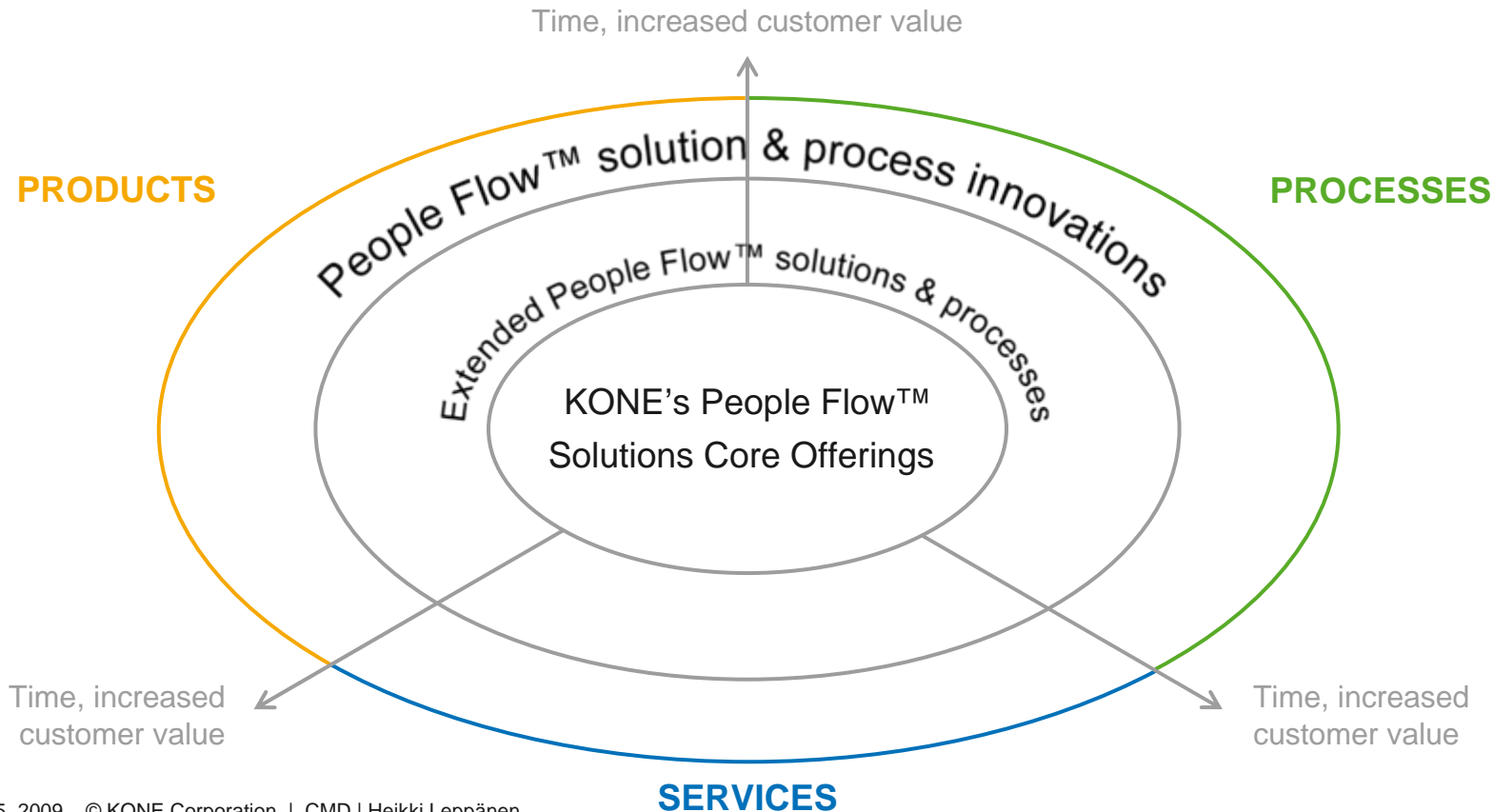
Solution development to create a competitive edge



KONE delivers a performance edge to its customers by creating the best user experience with innovative and cost competitive People Flow™ solutions



People Flow™ solutions development



Development drivers and KONE solutions



Urbanization



- Best People Flow™ experience
- Unique design solutions

Aging population and aging equipment base



- Accessibility
- Safety and performance of existing equipment base

Eco-efficiency and sustainable development



- Energy saving solutions
 - Cutting energy consumption of volume products by 50% by 2010

Cost efficiency



- Total costs
- Flexibility with process optimization

KEY market and segment specific opportunities



- Infrastructure and public transportation market
- US 2-3 landing elevator segment
- Modernization and full replacement market
- Existing building
- Social housing market

Examples of key solutions



1. Eco-efficient™ solutions for elevators
2. Cost efficient escalators for public transportation segment
3. KONE EcoSpace™ MRL (machine-room-less) elevator for low-rise buildings in the US
4. KONE EcoMod™ escalator modernization
5. KONE JumpLift™
6. New 2.8 release for the European market

1. Eco-efficient™ solutions for elevators



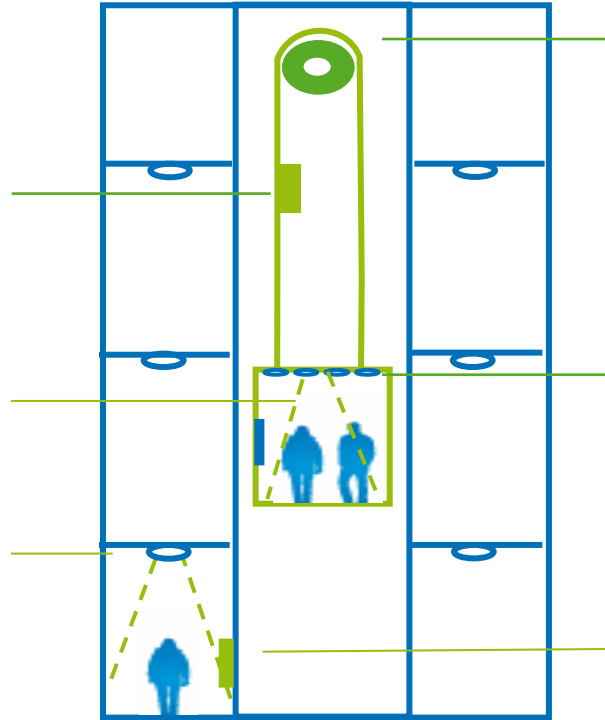
Regenerative drive

Recovers excess braking energy from the elevator and feeds it back to the network saving up to 35% of the energy consumed by an elevator.

Standby solutions

Car lights, fan and the elevator drive are turned off and signalization is dimmed when the elevator is not in use.

Corridor illumination control illuminates the floor where the car is stopping reducing energy consumption in the building.



A green hoisting system

KONE EcoDisc® consumes 50% less energy than a geared two-speed traction elevator and 70% less than a hydraulic elevator.

Eco-efficient lighting

Eco-efficient fluorescent and LED lights save 50-80% energy and last up to 10 times longer.

Destination control system

The KONE Polaris™ destination control system saves energy by optimizing traffic. An elevator group using the system requires less transportation devices compared to one using a conventional control system.

2. Cost efficient escalators for the public transportation segment (PTR)



- Growing segment in all markets
- Extension of retail segment escalator platform to cover PTR requirements
- Use of proven high volume components
- Cost competitive product, manufacturing and logistics
- Specially engineered to fit Asian PTR segment requirements
- Can cover all applications
- Major ongoing projects e.g. in China and in India

3. KONE EcoSpace™ MRL elevator, the best choice for low-rise buildings in the US



- Low-rise buildings (2/3 of total US market) are moving to MRL solutions:
 - KONE offers the EcoSpace MRL where traditionally hydros were used
 - Energy and environmental criteria
 - Space and noise factors
 - Safety and ride comfort
- KONE EcoSpace MRL solution optimized for 2-3 landing building
 - 70% lower energy consumption
 - No machine room = more space
 - Proven KONE EcoDisc® and MRL design
 - New visual design solutions
 - Fits in the hydraulic space for modernization
 - Streamlined installation process

4. KONE EcoMod™ escalator modernization



- Totally renewed escalator based on component by component replacement without dismantling of roofs, building facade, etc. needed in full replacement
- Optimized total costs to renovate existing escalators:
 - no construction work or structural changes
 - minimum disturbance to a building's daily operation and business
 - easy logistics and clean installation surrounding
- KONE EcoMod concept has won several awards in the US

5. KONE JumpLift™ solution



Decreasing construction time with more efficient people and material flows

- No need for separate builder elevators
 - Uses the building's permanent elevator shaft and elevator system, including the car, to transport personnel and materials during the building's construction.
- Flexible
 - Leaps upward, floor by floor, as new floors are added, KONE JumpLift follows, serving as the building's construction elevator.
- Cost saving
 - After completion of the project, KONE JumpLift is quickly converted into the building's permanent elevator. As the core of the permanent elevator is already in place, the time to complete the installation is significantly reduced.

6. New 2.8 release for the European market



- Customer driven flexibility
- Eco-efficiency
- Space efficiency
- Design
- Accessibility
- Performance

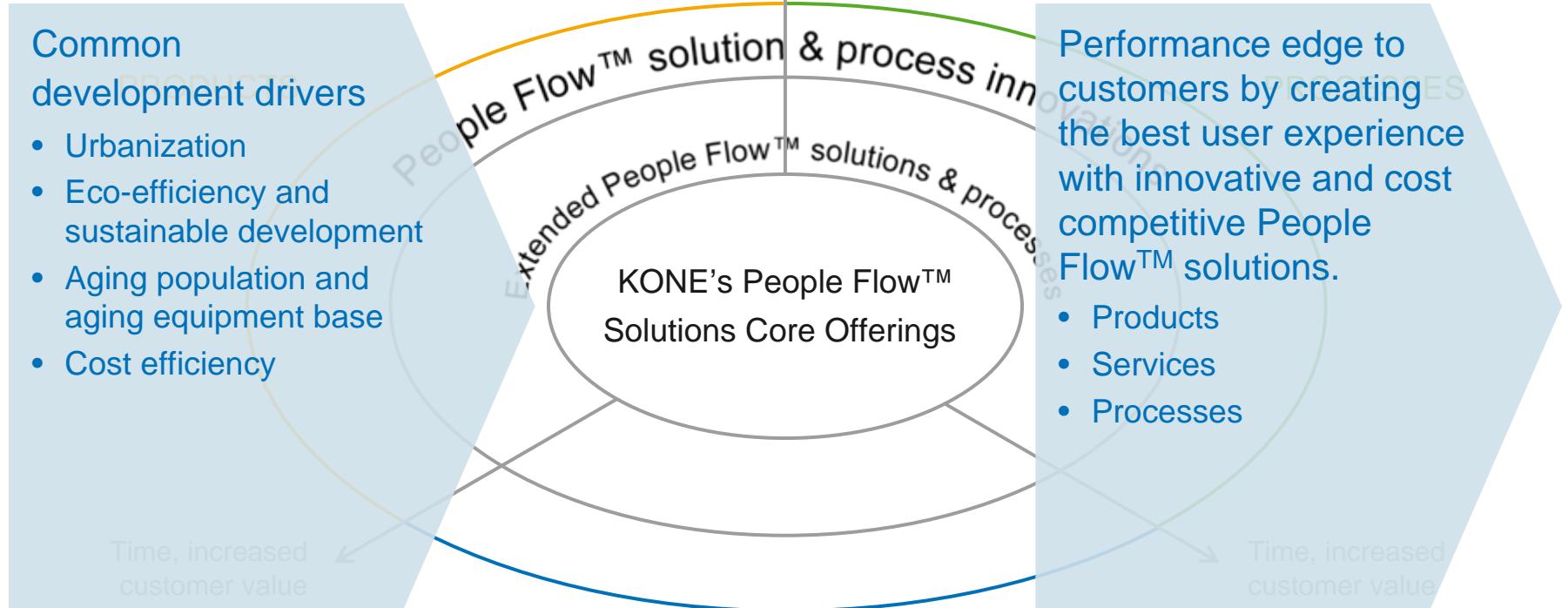


People Flow™ solutions development



Road Map

Time, increased customer value



All other gates



Performance edge to customers by creating the best user experience with innovative and cost competitive People Flow™ solutions.

Products

Services

Processes