



Make buildings smarter with us  
KONE CORPORATION

# Who we are

- KONE is a global leader in the elevator and escalator industry. Our job is to make the best of the world's cities, buildings and public spaces.
  - KONE provides elevators, escalators, automatic doors, turnstiles, monitoring and access control systems
  - services covering the entire lifetime of a building, from the design phase to maintenance, repairs and modernization solutions
- Family-owned company, founded in Finland in 1910
- Net sales EUR 8.6 billion in 2015
- Listed on the NASDAQ Helsinki since 1967



# A typical working day for KONE



1.1 million  
units in service

400-500  
orders booked

450 units  
delivered

Over 1 billion  
people moved

70,000  
maintenance  
visits

400,000  
customers  
served

Operations  
in 60 countries

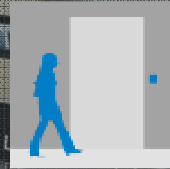
10,000  
packages through  
our distribution  
centres

# KONE delivers the best People Flow<sup>®</sup> experience

We provide Ease, Effectiveness and Experiences to users and customers, over the full life cycle of buildings.



Final destination



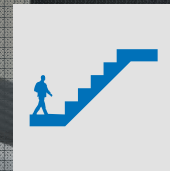
Corridor



Elevator



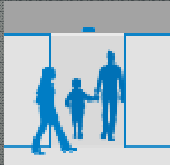
Escalator



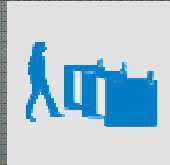
Stairs



Parking



Entrance



Lobby



Main landing



Outside of Building

# We leverage cooperation more than ever before



## WHY?

Making use of innovation that happens outside KONE

Fast learning and optimal focus of resources resulting in faster time-to-market for new solutions

Holistic and more complete people flow offering

## WITH WHOM?


Technology companies

Start-ups


Smart Building partners

Customers

Enabling Suppliers



KONE is in the process of building a partner ecosystem to achieve a wider set of capabilities and to enable faster innovation together with our customers and users



Through the ecosystem KONE together with the partners will complete the best people flow experience.

KONE

# KONE Partner Ecosystem

## Benefits to Partner



Potential for easier access to funding, customers and bigger revenue

### Global reach

- Strong brand
- Credibility
- Venture capital, media and customer attraction
- Sales channel
- Global processes

### Access to customers

- Access to KONE customer base
- Early access to customer
- Huge amount of end users

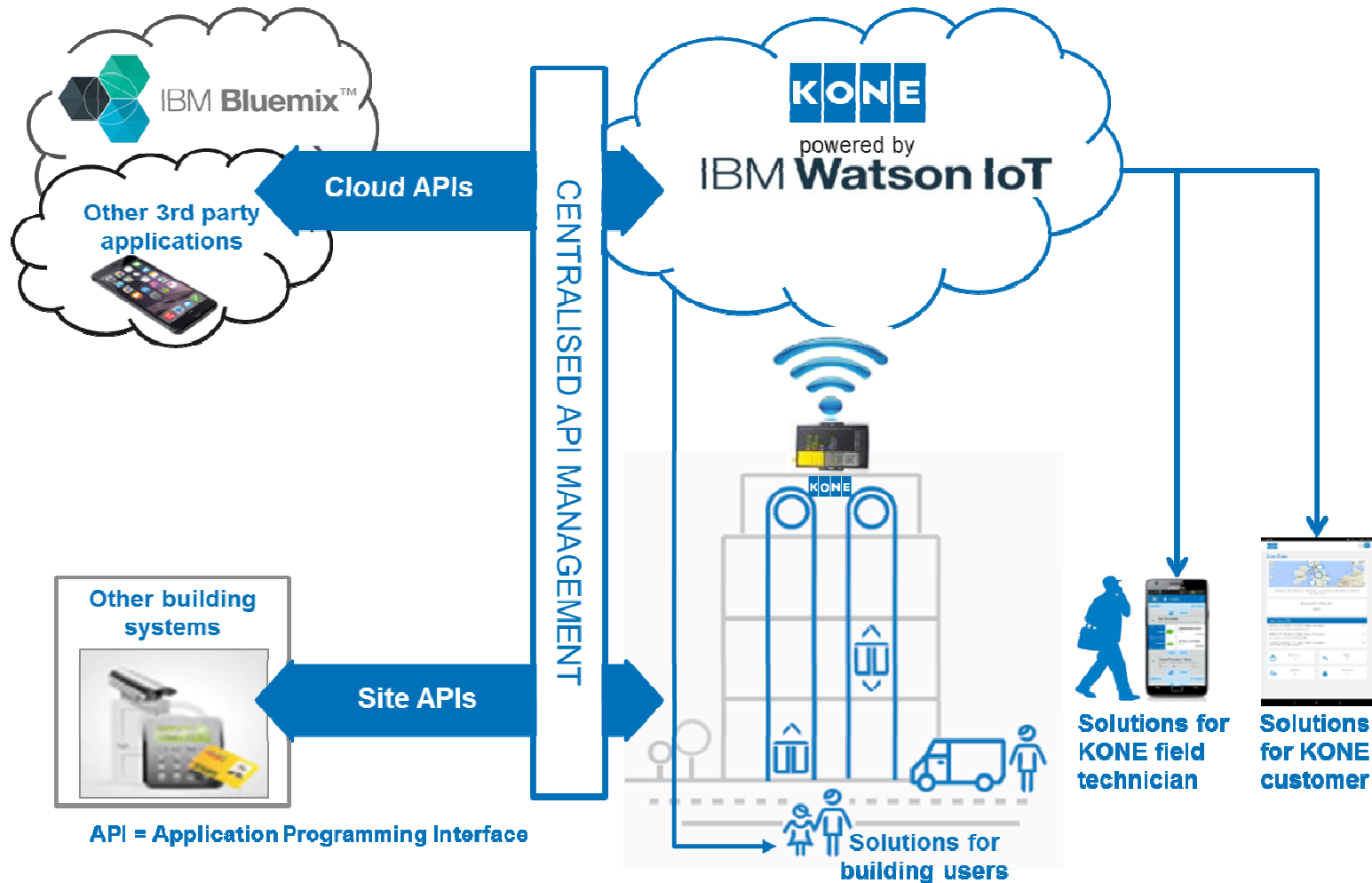
### Widened offering

- KONE core products
- KONE service capabilities (field service network, call center)
- Colleague partner network

### Learning

- People flow business
- Colleague partner businesses
- KONE user data & knowledge

# KONE APIs, IoT-platform and site connectivity enable joint value creation for the customers and users





# More information



For more information please contact:

Collaboration and partnerships generally

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