

Dedicated to People Flow™



Submitted to:
Portland Housing Authority
Portland, ME

Submitted by:
Kone Elevator

Contact: Michael LaRiviere
Phone: 781 856-1460
E-mail: michael.lariviere@kone.com

This information is up-to-date and accurate to the best of our knowledge.

Date: 2/16/21

CONFIDENTIALITY STATEMENT

The information contained herein is being disclosed to you in connection with a bid or prequalification. KONE Inc. requires that you keep this information in confidence not disclose such information to any third party and use such information only in connection with the bid or prequalification.



Thank you for considering KONE Inc. as a partner for your project!



KONE, one of the global leaders in the elevator and escalator industry, was founded in 1910. The company's objective is to offer the best People Flow experience by developing and delivering solutions that enable people to move smoothly, safely, comfortably and quickly through buildings in an increasingly urbanizing environment.

Our solutions are known for their industry leading eco-efficiency, design and innovative technology. Additionally, we offer a portfolio of services to support our customers and partners – architects, consultants, builders, developers, building owners and facility managers – at every step of their building's lifecycle; from design and construction to maintenance and modernization of their buildings.

KONE delivers a performance edge with a strong focus on Safety and Quality. In addition, we are proud to have engaged employees who are focused on providing the best Customer Experience possible.

The detail you will find throughout this Qualification Package provides KONE information and responses to the most commonly asked questions we see from customers when selecting KONE – and these are the same types of questions we ask of our partners! I trust you will find this package informative and helpful in your vendor qualification process. Please feel free to contact your local sales representatives for any further detail needed.

Thank you for considering KONE to work on your project. We look forward to doing business with you in the future.

A handwritten signature in black ink, which reads "Kenneth E. Schmid Jr." in a cursive script.

Kenneth E. Schmid Jr.
President, CEO and Chairman of the Board; Director
KONE Americas

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Organization



KONE Inc.'s objective is to offer the best People Flow experience by developing and delivering solutions that enable people to move smoothly, safely, comfortably and without waiting in buildings in an increasingly urbanizing environment.

Legal Name:	KONE Inc.
Principal Office:	One KONE Court Moline, IL 61265
Type of Entity:	Corporation
State of Incorporation:	Delaware
Date of Incorporation:	12/31/1956
FEIN:	36-2357423
Website:	www.kone.us
Parent Company:	KONE Holdings Inc.
Address:	PO Box 5214 Bettendorf, IA 52722
History:	Founded in 1892*
Former names:	Moline Elevator Company (1892 –1913) Montgomery Elevator (1913 –1994) Montgomery KONE Inc. (1994 – 2000) KONE Inc. (2000 – present)
Nature of Business:	Design, manufacture, install, service, repair, maintain and modernize elevators, escalators and autowalks.
Licensing:	KONE Inc. is authorized to do business in all 50 states, U.S. Virgin Islands and Puerto Rico and holds current contractor licenses and business registrations where applicable.
NAICS Codes	238290 & 333921
SIC Codes	1796 & 3534
Subcontractor Scope of Work	Division 14
DUNS#:	00-526-2308
CAGE Code:	1LZ56

* KONE Inc. is an indirect subsidiary of KONE Corporation, a Finnish company founded in 1910.

General Workforce Summary

The America's Workforce Summary as of January 1, 2020*:

US	5,541
Mexico.....	1,114
Canada	1,111

US Workforce Summary by:

Job Category	Employee Count
Exec/Sr Officials & Managers	20
First/Mid-Level Officials and Managers	643
Professionals.....	327
Technicians.....	21
Sales Workers	260
Admin Support Workers.....	322
Craft Workers	3,828
Operatives	120
.....	
Grand Total.....	5,541

* Workforce demographic data for specific locations is available upon request.

KONE Inc. Directors and Officers

First Name	Last Name	Title	Business Address
Kenneth E.	Schmid, Jr.	President, CEO & Chairman of the Board; Director	4225 Naperville Road, Suite 400, Lisle, IL 60532
Klaus T.	Cawen	Exec VP; M&A, Strategic Alliances & Legal Affairs	KONE Corporation: Keilasatama 3 FIN-02150 Espoo, Finland
Jeffrey S.	Blum	SVP West Region	1751 Harbor Bay Pkwy, Suite 150, Alameda, CA 94502
Jay	Dietz	SVP East Region	4225 Naperville Road, Suite 400, Lisle, IL 60532
Danilo	Elez	SVP Service Business	4225 Naperville Road, Suite 400, Lisle, IL 60532
Aaron	Ites	SVP New Equipment Business	4225 Naperville Road, Suite 400, Lisle, IL 60532
Nicole	Manzo	SVP Human Resources	4225 Naperville Road, Suite 400, Lisle, IL 60532
Dennis	Viehweg	SVP Modernization	4225 Naperville Road, Suite 400, Lisle, IL 60532
Divya R.	Mehta	SVP and Gen Counsel; Secretary	4225 Naperville Road, Suite 400, Lisle, IL 60532
Corey	Ward	VP Environmental Health & Safety	4225 Naperville Road, Suite 400, Lisle, IL 60532
Rangarajan	Krishnamurthy	Treasurer	4225 Naperville Road, Suite 400, Lisle, IL 60532
John	Dahlquist, Jr.	Assistant Secretary	4225 Naperville Road, Suite 400, Lisle, IL 60532
Joseph	Kang	Assistant Secretary	4225 Naperville Road, Suite 400, Lisle, IL 60532
Lorraine	Pelzer	Assistant secretary	One KONE Court, Moline, IL 61265
Trish	Pritchard	Assistant Secretary	One KONE Court, Moline, IL 61265
Meggan	Zobrist	Assistant Secretary	One KONE Court, Moline, IL 61265
Mirabela	Ene	Assistant Treasurer	4225 Naperville Road, Suite 400, Lisle, IL 60532
Beth	Forret	Assistant Treasurer	One KONE Court, Moline, IL 61265
Patti	Portner	Assistant Treasurer	One KONE Court, Moline, IL 61265
Amanda	Zeskey	Assistant Treasurer	One KONE Court, Moline, IL 61265

Insurance and Bonding



Bonding Company: **Fidelity and Deposit Company of Maryland (Zurich)**
1299 Zurich Way, 5th Floor, Schaumburg, IL 60196
Underwriter: Lindy Serio

State Incorporated: MD
Bonding Capacity: \$500,000,000+
Best Key Rating: A+ / XV
Relationship Duration: 07/01/2002

Bonding Company: **Travelers Casualty and Surety Company of America**
215 Shuman Boulevard, Naperville, IL 60563
Underwriter: Jason Cummings

State Incorporated: CT
Bonding Capacity: \$500,000,000
Best Rating: A++ / XV
Relationship Duration: 05/01/2009

Bonding Company: **Federal Insurance Company (Chubb Insurance Group)**
525 W. Monroe, Suite 700, Chicago, IL 60661
Underwriter: Jim Schwichtenberg

State Incorporated: IN
Bond Capacity: \$450,000,000
Best Rating: A++ / XV
Relationship Duration: 06/01/2009

Agent/Broker for All: **Aon Surety**
Jean Torres
Surety Analyst/Aon Construction Services Group
Phone: 312-381-5214

Jeff Leadley
Director/Aon Construction Services Group
Phone: 312-381-2158

200 East Randolph Street, 12th Floor, Chicago, IL 60601
Email: kone.bonds@aon.com
Relationship Duration: 07/17/2007

KONE Inc.'s Surety program has been able to furnish all Performance and Payment Bonds required to date. Additional Surety capacity is available should the need arise. There have been no claims paid to date by our Surety program. Current bond rate is \$2.75 per thousand dollars of total contract amount for contracts 2 years or less.

Insurance and Bonding



Sample Certificate of Insurance

		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 1/13/2020		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
PRODUCER Aon Risk Services Central, Inc. Chicago IL Office 200 East Randolph Chicago, IL 60601			CONTACT NAME: Aon Client Services PHONE (A/C No. Ext): 866-283-7122 FAX (A/C No.): 847-953-5390 E-MAIL: ADDRESS:			
INSURED KONE Inc. Attn: insurancerequests@kone.com One KONE Court Moline IL 61265			INSURER(S) AFFORDING COVERAGE INSURER A: Old Republic Insurance Company NAIC # 24147 INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:			
COVERAGES		CERTIFICATE NUMBER: 53557672		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSTR	TYPE OF INSURANCE	ADDITIONAL SUBROGATION	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		MWZY 57732	1/1/2020	1/1/2021	EACH OCCURRENCE \$5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$5,000,000 MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$5,000,000 GENERAL AGGREGATE \$5,000,000 PRODUCTS - COMP/OP AGG \$5,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY		MWTB 20018	1/1/2020	1/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE EACH OCCURRENCE \$ AGGREGATE \$ \$
A	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB OCCUR <input type="checkbox"/> CLAIMS-MADE DED \$ RETENTION \$		MWC 115397 12 (AOS) MWXS 822 12 (OH)	1/1/2020 1/1/2020	1/1/2021 1/1/2021	PER STATUTE <input checked="" type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$2,000,000 E.L. DISEASE - EA EMPLOYEE \$2,000,000 E.L. DISEASE - POLICY LIMIT \$2,000,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Contract No. Sample - Project/Location: Sample Project Sample ST						
CERTIFICATE HOLDER Sample Certificate of Insurance 123 Sample St Sample ST			CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i> Aon Risk Services Central, Inc.			

ACORD 25 (2016/03) The ACORD name and logo are registered marks of ACORD © 1988-2015 ACORD CORPORATION. All rights reserved.
 53557672 | 000-U.S. | 25/21 GL AU XE WC | Gail Guthrie | 1/13/2020 9:08:18 AM (CPT) | Page 1 of 1
 This certificate cancels and supersedes ALL previously issued certificates.

At KONE, safety has always been a high priority area. We strongly believe that each employee has the right to return home injury-free after each workday; therefore we have zero tolerance towards unsafe behavior and attitudes and our ultimate goal is to have zero incidents. To minimize incidents, we ensure that all our employees have the right set of competencies they need in order to perform their work in a safe manner. We have the same level of requirements for the safety of our subcontractors' employees as our own employees.

KONE continually strives to improve the safety of its equipment and work methods to realize the zero incident expectation. To improve KONE's safety culture, incidents and near-misses are continuously monitored and investigated. The lessons learned are discussed with the entire organization on a regular basis.

KONE trains employees on safety

The minimum requirement for all KONE employees and subcontractors is a general level of training in health and safety, which must be regularly refreshed. Additional training relating to respective work roles and tasks must be completed in order to develop and maintain the needed competencies.

KONE's steps to achieving world-class EHS performance

KONE Inc. is committed to becoming a world-class leader of Environment, Health, and Safety (EHS) excellence in everything we do and everywhere we conduct business. The actions below demonstrate KONE Inc.'s steps towards achieving world-class EHS performance:

- Employs full time safety-trained and health personnel.
- In place procedures for investigating, reporting, and follow-up of accidents and occupational injuries. Action items are documented to completion.
- Written Safety and Health program addressing management's commitment and expectations, employee participation, accountability, and responsibility, as well as work best practices and procedures.
- Personnel trained in first aid and CPR.
- Written substance abuse prevention program.
- Maintain inspection and maintenance certification for operating equipment.
- Safety field inspections are conducted on a weekly basis, while safety and health audits of company policies and procedures are conducted annually.
- Trained employees in appropriate job skills. Understanding is verified through: written and oral exams, performance testing, and job monitoring.
- Conduct safety and health orientation (8 hours) for new hires and personnel promotions.

EHS Team

Corey Ward
 Vice President, EHS
 Phone: 630-955-4220
 E-mail: Corey.Ward@kone.com

Valdez Hails
 EHS Director - New England, NY and Mid Atlantic
 Phone: 240-743-8175
 E-mail: Valdez.Hails@kone.com

Christopher Johnson
 EHS Director – South Central and Pacific
 Phone: 469-549-0581
 E-mail: Christopher.Johnson@kone.com

Robert Whitaker
 EHS Director - Central and Southeast
 Phone: 678-290-4100
 E-mail: Robert.Whitaker@kone.com

Tom Fogarty
 EHS Specialist – Great Plains and Mountain West
 Phone: 331-801-1342
 E-mail: Tom.Fogarty@kone.com

Matthew Walsh
 EHS Specialist – North Central
 Phone: 331-202-8848
 E-mail: Matthew.Walsh@kone.com

Lena Velluso
 EHS Process Development Director - ENA
 Phone: 425-260-1359
 E-mail: Lena.Velluso@kone.com

Corporate Safety Statistics

Interstate (National) EMR	2019	2018	2017	2016	2015
# Total OSHA Recordable Cases	100	83	85	132	93
# Restricted Work Activity Cases	62	54	51	82	51
# Restricted Workdays	3,790	2,437	2,961	4,300	2,785
# Lost Workday Cases	9	7	12	19	18
# Lost Workdays	409	337	764	738	753
# Fatalities	0	1	0	0	1
Employees Hours Worked	11,960,641	11,608,492	11,550,179	9,838,260	8,977,048
# Employees	5,750	5,804	5,775	4,919	4,488
Total Recordable Rate	1.67	1.43	1.47	2.68	2.07
Lost Workday Incident Rate (Lost Time Only)	0.15	0.12	0.21	0.39	0.4
DART Rate (Lost Time and Restricted Time)	1.18	1.05	1.09	2.05	1.54

Experience Mod Rate Verification



OLD REPUBLIC INSURANCE COMPANY

445 South Moorland Road, Suite 300, Brookfield, Wisconsin 53005 | T: 262.797.3400

January 2, 2020

Kristin Kahn
AON Risk Services Central, Inc.
200 East Randolph Street
Chicago, IL 60601

Re: **KONE, Inc.**
Effective 1/1/20 – 1/1/21

Dear Kristin:

According to your request, below are the NCCI Experience Modification Factors for the last five years, valuation date of 12/10/2019.

.81 eff. 1-1-20
.85 eff. 1-1-19
.76 eff. 1-1-18
.76 eff. 1-1-17
.66 eff. 1-1-16

These modification factors are true and correct as per the National Council on Compensation Insurance, Inc. (NCCI).

Sincerely,

OLD REPUBLIC RISK MANAGEMENT, INC.

Adelyn Huber
Account Manager



Workers' Compensation Rates

Class Code 5160
Rates Effective 1/1/20

Rate per \$100 payroll

State	2020 Rate
AK	2.26
AL	2.61
AR	1.48
AZ	1.86
CA	2.73
CO	2.06
CT	6.00
DC	5.06
DE	6.37
FL	2.30
GA	2.67
HI	2.24
IA	5.61
ID	2.87
IL	5.00
IN	1.32
KS	1.55
KY	2.06
LA	4.82
MA	2.75
MD	2.37
ME	4.09
MI	1.51
MN	3.13
MO	2.87
MS	2.48

State	2020 Rate
MT	2.73
NC	2.52
ND	upon request
NE	2.46
NH	2.87
NJ	4.67
NM	2.67
NV	2.38
NY	6.19
OH	1.70
OK	2.65
OR	1.80
PA	3.74
RI	3.18
SC	3.66
SD	2.27
TN	1.78
TX	2.20
UT	2.24
VA	3.25
VT	3.86
WA	1.469
WI	2.53
WV	1.54
WY	2.87

*For DE and PA, class code 675 is equivalent to 5160

KONE Quality Objectives are to improve customer loyalty, reduce call outs and minimize the cost of poor quality. To achieve our objectives, our established Quality Strategy is to provide superior service experience by strengthening involvement of people and continuously improve the quality of our solutions and processes. A copy of the KONE Quality Manual describing the KONE Management System focused on Quality and Environment is available upon request.

KONE uses the ISO 9001:2008 and ISO 14001:2004 for selected units to provide benchmarks against which entire global operations can be measured. KONE Americas Supply Line is certified under the global Certification Process. Certificates are available upon request.

KONE ISO 9001 and 14001 Certificate Number(s):

FQA 0964592/A

Expires June 30, 2021

Issued by Lloyd's Register Quality Assurance France

Supplier Quality Management

KONE has created one KONE Sourcing organization to continuously improve customer value with the aim of reducing total cost of ownership. Supplier Quality Management, as a part of the KONE Sourcing organization, is responsible to set up and implement a harmonized supplier qualification process across the organization and assure an effective supplier development system.

Cross functional teams take into account the sensitivity of the goods/services purchased. We maintain a list of supplier profiles to achieve quality targets and competitiveness when changing products and/or suppliers.

A "Quality Annex" is a part of the supply agreement. The Quality Annex contains all the Quality targets and the Quality control plan agreed with supplier, in line with KONE targets and processes.

Supplier Quality Management monitors the performance of suppliers using KONE Process (Preventative and Corrective Action System, Feedback Process and KPI measurements). Regular performance reporting between KONE and key suppliers are conducted in order to motivate both parties to improve continuously toward the agreed quality targets.

KONE Inc. is an indirect subsidiary of KONE Corporation located in Espoo, Finland. KONE operates on a calendar year end (December 31). The KONE Annual Report and audited financial statements are prepared globally on a consolidated basis only, and reflect KONE worldwide operations. A condensed income statement and balance sheet are attached for your reference. Please visit the KONE Investor page for a complete copy of the current and past interim and annual reports.

<http://www.kone.com/en/investors/>

The audited financials and annual reports are prepared by:
PricewaterhouseCoopers Oy
Itämerentori 2
FI-00180 Helsinki, Finland

KONE Inc. has never filed for Bankruptcy or Reorganization. A copy of the *Letter of Support* from KONE Corporation is included.

Key Figures

Currency = MEUR (Million Euros)	2019	2018	2017	2016	2015
Sales	9,982	9,071	8,797	8,787	8,647
Orders received	8,400	7,797	7,554	7,621	7,959
Order book	8,052	7,951	7,358	8,592	8,210
Total Assets	8,613	7,734	7,462	7,951	7,506
Total Liabilities	5,421	4,653	4,433	5,156	4,931
Equity / Net Worth (Total Assets - Total Liabilities)	3,193	3,081	3,029	2,796	2,575
Leverage (Total Liab / Equity)	1.70	1.51	1.46	1.84	1.91
Current Assets	5,802	5,316	5,075	5,463	5,144
Current Liabilities	4,533	4,025	3,804	4,439	4,414
Working Capital (Current Assets - Current Liabilities)	1,269	1,291	1,271	1,024	730
Current Ratio (Current Assets / Current Liabilities)	1.28	1.32	1.33	1.23	1.17

KONE Consolidated Balance Sheet

Assets MEUR (Million Euros)	Dec 31, 2019	Dec 31, 2018
Non-current assets		
Goodwill	1,366.5	1,333.4
Other intangible assets	248.2	260.2
Property, plant and equipment	742.2	397.4
Investments in associated companies	0.8	0.0
Shares	139.2	143.3
Non-current loans receivable	0.0	1.0
Employee Benefits	21.7	29.0
Deferred tax assets	292.3	253.7
Total non-current assets	2,810.9	2,418.2
Current assets		
Inventories	648.6	624.1
Accounts receivable	2,232.3	1,988.3
Deferred assets	596.0	601.5
Income tax receivables	73.6	59.0
Current deposits and loans receivable	1,589.5	1,407.0
Cash and cash equivalents	662.4	636.0
Total current assets	5,802.4	5,315.9
Total assets	8,613.3	7,734.0
Equity and liabilities MEUR (Million Euros)	Dec 31, 2019	Dec 31, 2018
Capital and reserves attributable to the shareholders of the parent company		
Share capital	66.2	66.0
Share premium account	100.3	100.3
Paid-up unrestricted equity reserve	322.1	259.1
Fair value and other reserves	9.8	27.0
Translation differences	110.3	64.8
Remeasurements of employee benefits	-123.8	-89.5
Retained earnings	2688.0	2,636.7
Total shareholders' equity	3,172.9	3,064.6
Non-controlling interests	20	16.0
Total equity	3,192.9	3,080.6
Non-current liabilities		
Loans	427.1	193.8
Employee benefits	172.9	147.0
Deferred tax liabilities	160.2	148.7
Total non-current liabilities	760.2	489.5
Provisions	127.1	139.4
Current liabilities		
Loans	121.6	12.7
Advance payments received	1,753.8	1,562.2
Accounts payable	809.8	786.7
Accruals	1,725.0	1,574.0
Income tax payables	123.0	73.3
Total current liabilities	4,533.2	4,024.5
Total equity and liabilities	8,613.3	7,734.0

KONE Consolidated Statement of Income

Currency = MEUR (Million Euros)	Jan 1 - Dec 31, 2019	%	Jan 1 - Dec 31, 2018	%
Sales	9,981.8		9,070.7	
Costs, expenses and depreciation	-8,789.4		-8,028.3	
One-time cost	0.0		0.0	
Operating income	1,192.5	11.9	1,042.4	11.5
Share of associated companies' net income	0		-2.5	
Financing income	51.6		61.4	
Financing expenses	-26.5		-14.2	
Income before taxes	1,217.5	12.2	1,087.2	12.0
Taxes	-278.9		-241.9	
Net income	938.6	9.4	845.2	9.3
Net income attributable to:				
Shareholders of the parent company	931.3		840.8	
Non-controlling interests	7.3		4.4	
Total	938.6		845.2	
Earnings per share for profit attributable to the shareholders of the parent company, EUR				
Basic earnings per share, EUR	1.80		1.63	
Diluted earnings per share, EUR	1.80		1.63	

Corporate Financial Letter of Support



Treasury

To whom it may concern

Espoo, 30th of January, 2020

Letter of support

KONE Inc, One KONE Court, Moline, IL 61625, USA, is a solely, indirectly 100 % owned subsidiary of KONE Corporation.

We confirm that it has always been our business policy to closely follow all units of our group companies to ensure they are able to fulfil their obligations. We further confirm that we intend to adhere to this policy also with respect to KONE Inc.

This confirmation is valid until 31st December 2020 after which it will automatically become void.

Your faithfully,

KONE Corporation



Johannes Frände
Head of Legal
Services and Technology



Heta Rönkkö
Head of Legal, Corporate

KONE Corporation
Keilasatama 3
02150 Espoo
Finland

Registered office:
Kartanonlie 1,
00330 Helsinki, Finland
Domicile:
Helsinki, Finland
Business Identity Code:
1927400-1

References and Experience



Our customers' success is our goal. We work for and with them to identify and deliver solutions that exceed expectations. We keep our promises. We drive new ideas to realization with speed and an obsession for customer-driven quality.

Bank References

Main Operating Account

Citibank N.A.
111 Wall Street
New York, NY 10043
Contact: Joseph Lopes
Phone: 212-816-5214
Account: 30915201
ABA(Routing): 021000089

Local Account

First Midwest Bank, N.A.
506 15th Street
Moline, IL 61265
Contact: Mike Weipert
Phone: 309-797-7526
Account: 0000118001
ABA (Routing): 071901604
2,400,000 (LOC letter included)

Trade References

Giese Companies

Attn: Marvin Heiderscheit

7025 Chavenelle Road
Dubuque, IA 52002
Tel: 563-588-8772
Email: Charlie@gieseco.com

DRAKA Elevator Products

Attn: Wynne Ellis, Global
Director of Operations

2151 North Church Street, PO B
Rocky Mount, NC 27802-0400
Tel: 877-372-5237
Email: Wynne.Ellis@prysmiangroup.com

Innovation Industries, Inc.

Attn: Accounts Receivable

3500 East Main Street, PO Box 29
Russellville, AR 72802
Tel: 800-843-1004
Email : Innovation-AR@innovationind.com

Citibank Reference Letter (Credit Facility)



6/30/2020

TO: Kone Inc
One Kone Court
Moline, IL 61265

RE: Bank Reference Letter

This letter confirms that Kone Inc. is a customer of Citibank, N.A. ("Citibank"). Kone Inc. currently has a credit facility of \$2.5 million with Citibank. The facility currently has a zero balance. Kone Inc. has a long-standing relationship with Citibank. We confirm Kone Inc. is a valued client of the bank.

If you need any additional information, please contact Kewen Xie, Relationship Manager at (212) 816-9936.

Sincerely,



Kewen Xie
Relationship Manager
Citi | Banking, Capital Markets, Advisory
Global Subsidiaries Group (GSG)
388 Greenwich Street
New York, NY 10013

References and Experience



Construction Volume (past 5 years)

2019 – 6.790 Billion Euros
2018 – 6.102 Billion Euros
2017 – 6.055 Billion Euros
2016 – 6.012 Billion Euros
2015 – 6.006 Billion Euros

KONE Inc. subcontracts <2% of all construction work. On occasion, KONE may need to retain the service of qualified hole drillers.

Certified LEED Buildings

KONE has successfully helped projects across the United States earn LEED credits in the Energy & Atmosphere and Innovation in Design categories through the installation of KONE's Machine Room-Less elevator solutions. We fully support the needs of our customers and their projects and will work to gather all necessary quantitative data needed for your projects.

Building Name	Location	Level of Certification
Siemens Medical Solutions Office Building	Cary	Gold
440 S. Church St.	Charlotte	Gold
300 N. LaSalle	Chicago	Gold
1201 Demonbreun	Nashville	Silver
SAP America Headquarters	Newton Square	Platinum
McKinney Green Building	McKinney	Platinum
Corqan Associates, Inc.	Dallas	Silver
728 Market	Chattanooga	Silver
Hilton Cleveland Downtown	Cleveland	Silver
Westchase Park Campus Phase 1	Houston	Gold
Ronald McDonald House	Austin	Platinum
10001 New Hampshire Avenue	Silver Spring	Gold
Cashell Elementary School	Rockville	Gold
Sidwell Friends Middle School	Washington D.C.	Platinum
Hotel Terra	Teton Village	Silver
National Hispanic Cultural Center of New	Albuquerque	Gold
Day Break Corporate Center	South Jordan	Platinum
200 Renaissance at Colony Park	Ridgeland	Gold
Chevron North Park – Louisiana Office	Covington	Gold
EPA Region 8 Headquarters	Denver	Gold
Bourne Mille Apts.	Tiverton	Silver

References and Experience



Top 10 Completed Projects by Quantity of Units *

Project Name	Location	Quantity	Project End Date
McCarran Airport, T-3	Las Vegas	73	February 2012
Blocks 75 & 76 Redevelopment – City Creek	Salt Lake City	64	February 2012
Madison Square Garden Reno	New York City	55	October 2014
WMATA Silver Line Phase 1	Multiple	51	September 2013
MGM National Harbor	Maryland	49	December 2016
Westfield Century City	Los Angeles	45	November 2017
SEATAC	Seattle	44	November 2013
8 th & Howell	Seattle	43	November 2018
Moscone Center	San Francisco	38	April 2019
11 Madison	New York City	35	November 2019

Top 10 Projects in Progress by Quantity of Units*

Project Name	Location	Quantity	Project End Date
WMATA	Washington DC	139	February 2020
Raiders Stadium	Las Vegas	77	October 2020
LaGuardia Redevelopment	New York	71	December 2022
Logan Airport Terminal E Expansion	Boston	40	March 2023
One Market Place	San Francisco	40	April 2020
HNL CONRAC	Honolulu	33	April 2021
110 North Wacker	Chicago	30	August 2020
SeaTac IAF	Seattle	30	October 2020
American Dream	New Jersey	30	March 2020
Google Bay View	San Francisco	28	July 2021

* KONE is publicly listed on the NASDAQ OMX Helsinki exchange. Due to KONE Disclosure Guidelines, we are unable to release specific contract dollar amounts. Disclosure guidelines also prevent release of specific customer information without customer approval.

Litigation, Arbitration, Mediation and Claims

Like other large American corporations, at any given time KONE has a variety of claims and lawsuits filed against it. KONE can state with confidence that there are no outstanding judgments against KONE, and that no known claims now existing, nor aggregate of known claims now pending, in any manner impinge on the financial strength of the company or in any manner limit the ability of KONE to perform any contract or project. KONE is seldom, if ever, subject to a judgment against it in a contractual dispute. KONE takes its contractual obligations very seriously and is committed to meeting all its obligations in a timely, professional and satisfactory manner. We take pride in being able to resolve disputes with or against our customers in a non-litigious manner to the satisfaction of both parties.