



In 2024, KH-Koneet invested in fairs and customer days, creating new opportunities in a challenging market situation.

# A good year in a weak market

KH-Koneet had a successful year in many ways, even though the market continued to weaken sharply. The pace of both building and infrastructure construction slowed down in both Finland and Sweden, and the effects were clearly reflected in the demand for machines. Despite the challenges of the operating environment, KH-Koneet continued to take development measures in line with its strategy, investing in the harmonisation of operations, the competence of its personnel and expanding its presence in the Swedish market.

KH-Koneet's net sales were EUR 149.8 million (2023: EUR 152.3 million) and comparable operating profit was EUR 6.3 million (2023: EUR 9.0 million). Profitability was burdened by the challenges of the operating environment, fluctuations in the Swedish krona and the expansion of the network.

Demand in both markets was weaker than in the previous year. In Finland, the decline in the volume of machine trade was more moderate than in Sweden. On the other hand, the demand for equipment rental and maintenance services continued to be good.

## Investments in the future

In 2024, KH-Koneet made significant investments in the service network. The nationwide sales and service network in Finland was strengthened by opening a new customer service centre in Jyväskylä. In Sweden, KH-Koneet has progressed one region



at a time. In 2024, it was time to expand to northern and southeastern Sweden. The rapid start-up of the Luleå location, which opened at the end of the year, created confidence in the growth opportunities of the business. The availability of rental services was also extended to all locations.

Strong investments in growth were also reflected in the number of employees at KH-Koneet, which grew by approximately 10 per cent. In addition, internal processes were streamlined and the sharing of competence and information between different functions was made more efficient. A significant

amount of resources was also spent on sales and marketing by organising customer events, training and factory visits.

#### Offering strong brands

Strong brands represented by KH-Koneet, such as Kobelco, Kramer, Wacker Neuson, Yanmar, Dynapac, Ljungby Maskin, Brock and Pronar, support the success of the company. The cooperation with the manufacturers was close in both sales and product development. The availability of machines is good and changes in purchase prices remained moderate.

#### Focus on profitability

The forecasts for 2025 predict a slow recovery of the economy and construction markets in both Finland and Sweden. After a strong year of investments, KH-Koneet will invest in supporting growth and profitability by continuing close cooperation with both customers and manufacturers. KH-Koneet already has a strong market position in Finland, but sees significant potential in expanding the customer base in Sweden. Expanding the product portfolio, for example by increasing the supply of recycling equipment, also creates growth opportunities.

In 2024, KH-Koneet began importing Pronar recycling equipment, such as screens, in Finland. In Sweden, KH-Maskin AB became a Pronar dealer about a year ago.



**149.8 MEUR**  
NET SALES

**6.3 MEUR**  
OPERATING PROFIT

**206**  
PERSONNEL