

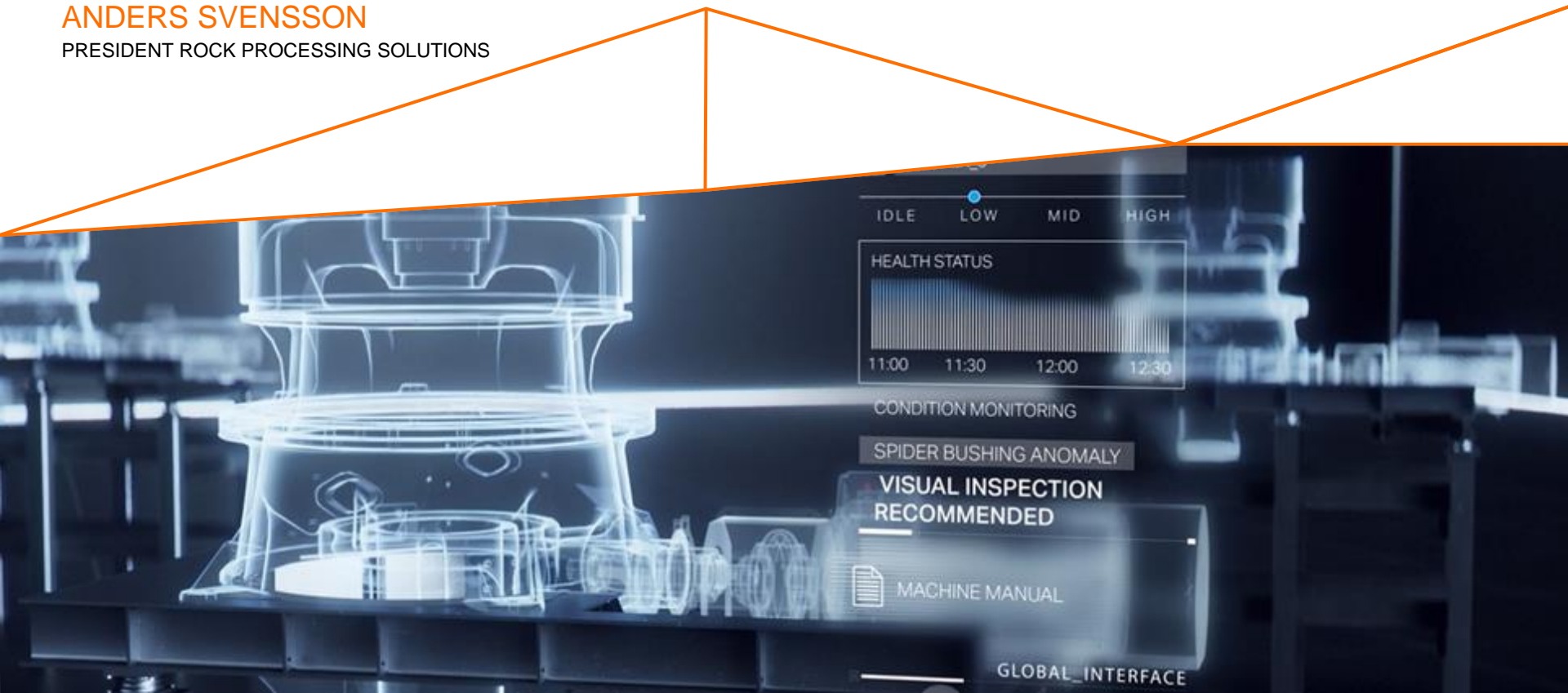
SANDVIK ROCK PROCESSING SOLUTIONS

SANDVIK CAPITAL MARKETS DAY 2022



ANDERS SVENSSON

PRESIDENT ROCK PROCESSING SOLUTIONS



SANDVIK ROCK PROCESSING SOLUTIONS

REVENUES

7.6 bn SEK

ADJ. EBITA MARGIN

16.6%

EMPLOYEES

~2,000

DIVISIONS

Stationary Crushing & Screening

Mobile Crushing & Screening

Attachment Tools

Shanbao

PRODUCT OFFERINGS

Stationary crushing & screening



Digitalization



SAM by Sandvik

Mobile crushing & screening

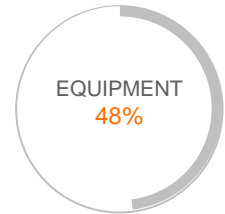
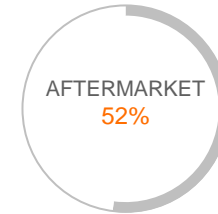
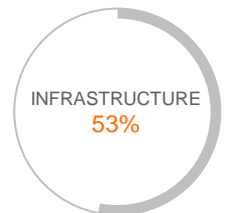
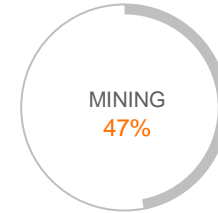


Parts & services



Cutting & breaking

CUSTOMER SEGMENTS



GEOGRAPHY

AMERICAS



31%

EMEA



40%

ASIA PACIFIC



29%

DEMAND DRIVERS OF GROWTH

SUSTAINABILITY

- The mining process is highly energy consuming. Electrification, **process efficiency and productivity** are key to reduce costs and emissions
- End customer demands, laws, regulations and installation permits drives the same behaviours in infrastructure



MINERAL DEMAND INFRASTRUCTURE SPENDING

- Growing middle class and higher consumption
- Declining ore grades leads to more crushed volumes of rock
- Demand to maintain current buildings and infrastructure, while increasing with growing needs

TECHNOLOGY DEVELOPMENT

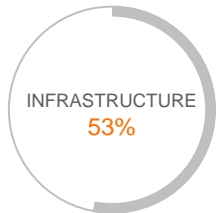
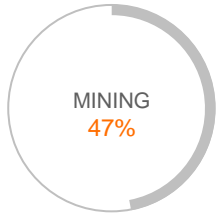
- Automation, digitalization and digital services to **improve efficiency** through operational insights and productivity optimization



UNDERLYING MARKET GROWTH

INDUSTRY EXPOSURE

SRP SALES EXPOSURE



GROWTH RATES

Weighted market growth

2.5 - 3%

Mining industry total

~ 2%

Infrastructure industry total

~ 3%

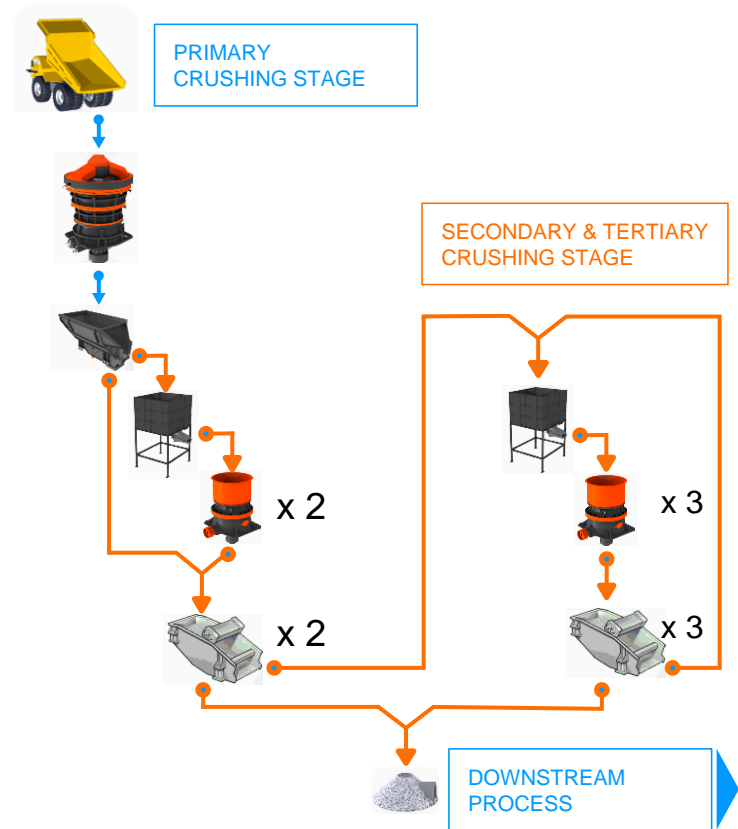
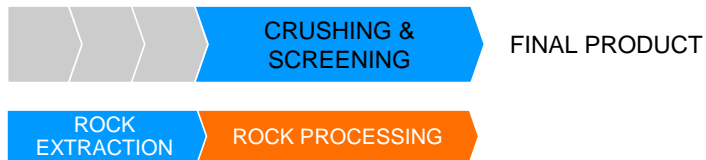


WHERE WE PLAY IN THE VALUE CHAIN

MINING



INFRASTRUCTURE



SHIFT TO GROWTH

ENHANCING OUR CORE BUSINESS



EXPANDING IN VALUE CHAIN & MARKET CHANNEL



EXPANDING OUR DIGITAL OFFERING



LEADING SUSTAINABILITY SOLUTIONS



SHIFT TO GROWTH

ENHANCING OUR CORE BUSINESS

- Maintain leading edge in materials technology to extend life and improve efficiency
- Delivering leading productivity solutions over the lifecycle of the equipment for different customer needs
- Service provider for mixed fleet customer sites
- Through acquisitions and strategic partnerships in core and adjacent technologies and markets

>30%

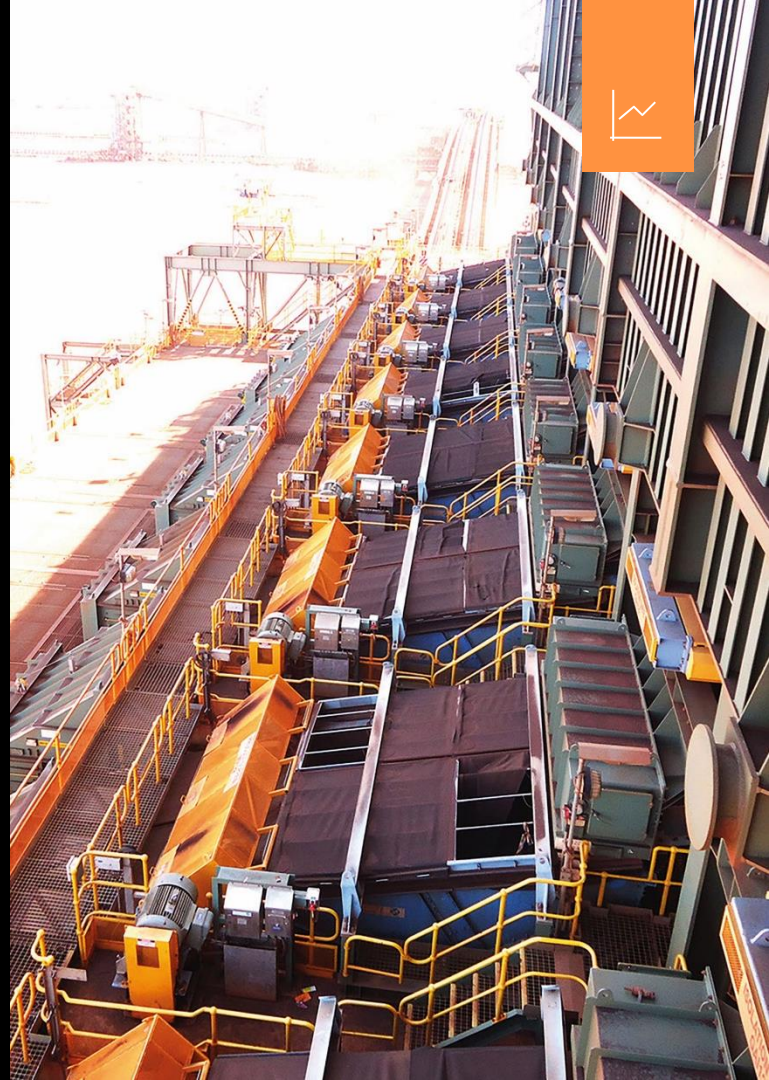
Increased aftermarket
penetration 2019-2025



ENHANCING OUR CORE

ACQUISITION OF SCHENCK PROCESS MINING BUSINESS

- **Complementary offering** adding high-capacity screens, feeders and screening media
- **Limited customer application and geographical overlap**, improving our footprint & market position
- **Strengthening our customer value add** within the mining crushing & screening process
- **Strong aftermarket position** enhancing revenue and earnings resilience



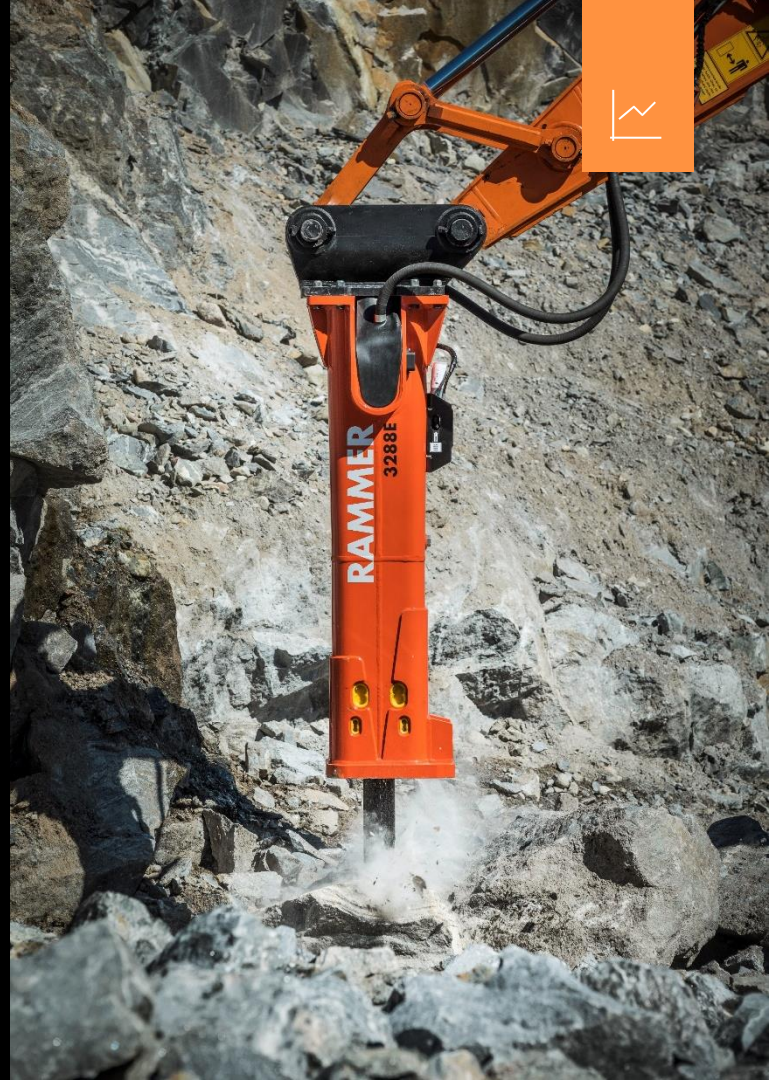
SHIFT TO GROWTH

EXPANDING IN VALUE CHAIN & MARKET CHANNEL

- Strengthening our customer value add through being a full solutions provider within crushing & screening
- Through fine crushing expand in value chain and reduce downstream high energy consuming processes
- Develop distributor business
- Increase OEM sales

>1.2x

Faster growth in indirect
channel vs direct



SHIFT TO GROWTH

EXPANDING OUR DIGITAL OFFERING

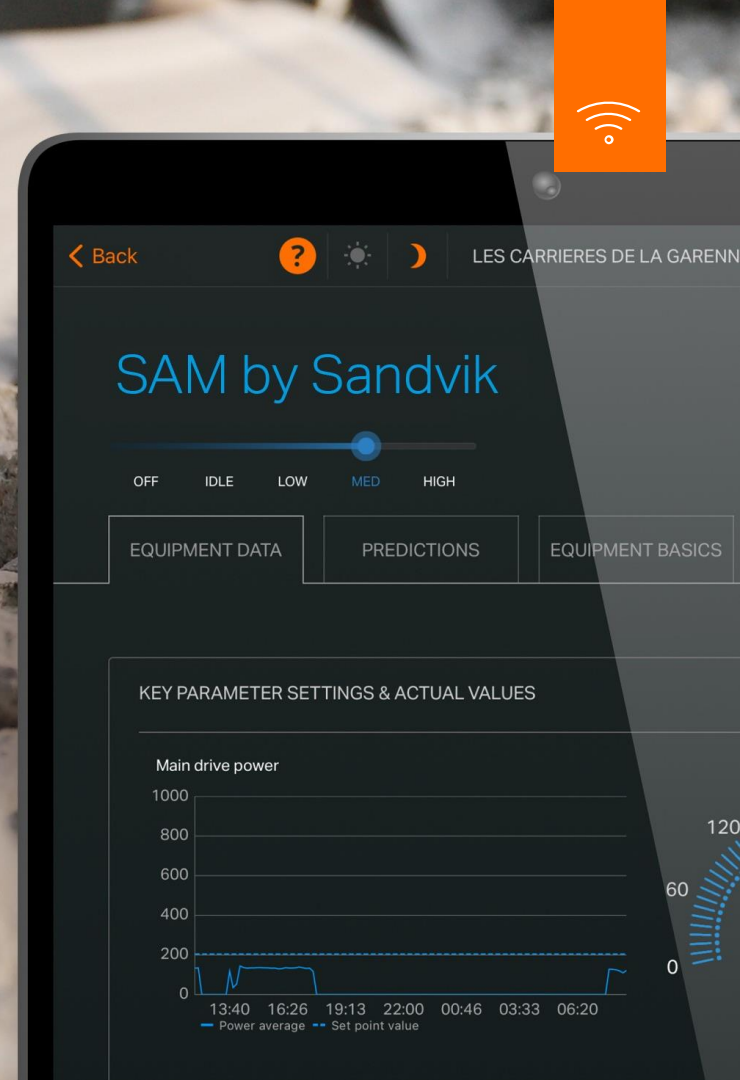
- Automating customer production processes
- Through data driven insights enabling, e.g., condition monitoring, predictions based on AI, e-commerce, inspection and communication tools
- Maximize customer productivity & efficiency
- Enable performance contracts
- Lowest total cost of ownership for customers

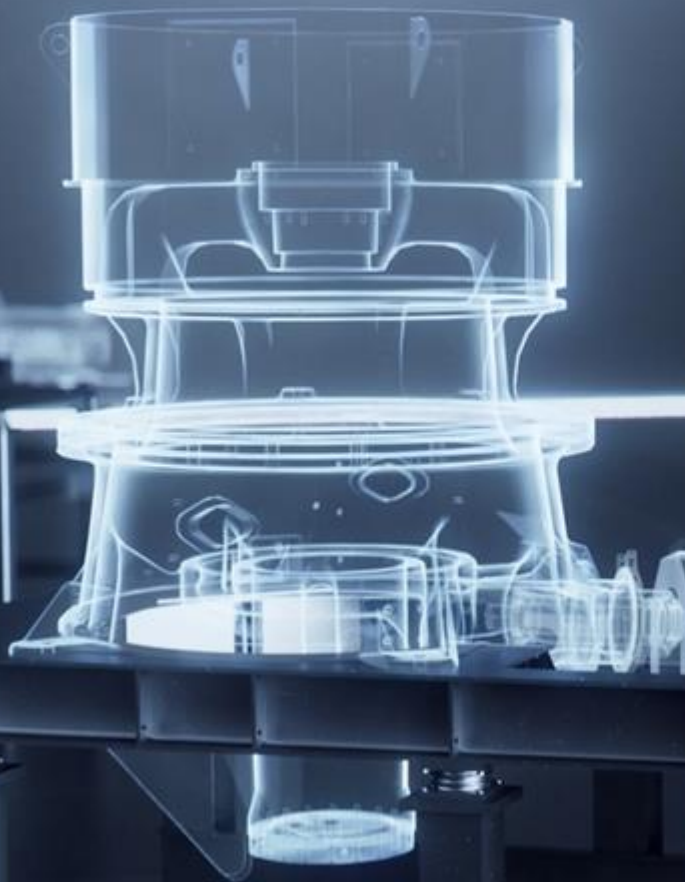
>60%

Of our customers utilizing our digital services 2025

>15%

Annual increase of service contracts





ALERT



CRUSHER_3

IDLE

LOW

MID

HIGH

HEALTH STATUS



11:00

11:30

12:00

12:30

CONDITION MONITORING

SPIDER BUSHING ANOMALY

VISUAL INSPECTION
RECOMMENDED



MACHINE MANUAL

GLOBAL_INTERFACE

SHIFT TO GROWTH

LEADING SUSTAINABILITY SOLUTIONS

Sustainable offerings will drive future growth

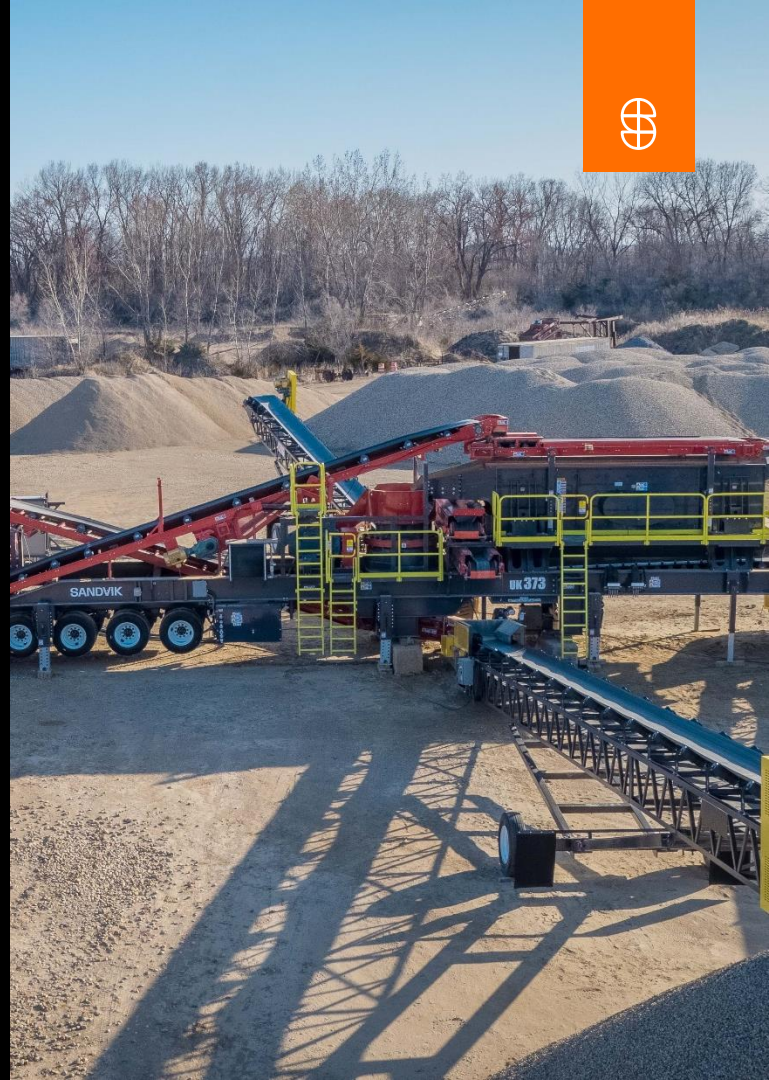
- Electrification of remaining offerings
- Diesel alternative – Hydro-treated vegetable oil (HVO) enabled on our mobile crushing and screening offering
- End of life crushing chambers become new products in our foundry in Svedala, Sweden
- Environmental Product Declaration for crushing chambers

100%

Of our stationary offering already electrified

>90%

Of our mobile products available as an electric offering 2025



WHAT HAVE WE ACHIEVED SO FAR

1 AFTERMARKET PENETRATION



2 ENHANCING CORE



MINING PART OF
SCHENCK PROCESS

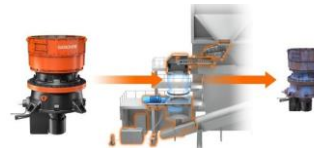
3 LAUNCHING OUR DIGITAL OFFERING



ALWAYS IN SYNC
TECHNOLOGY

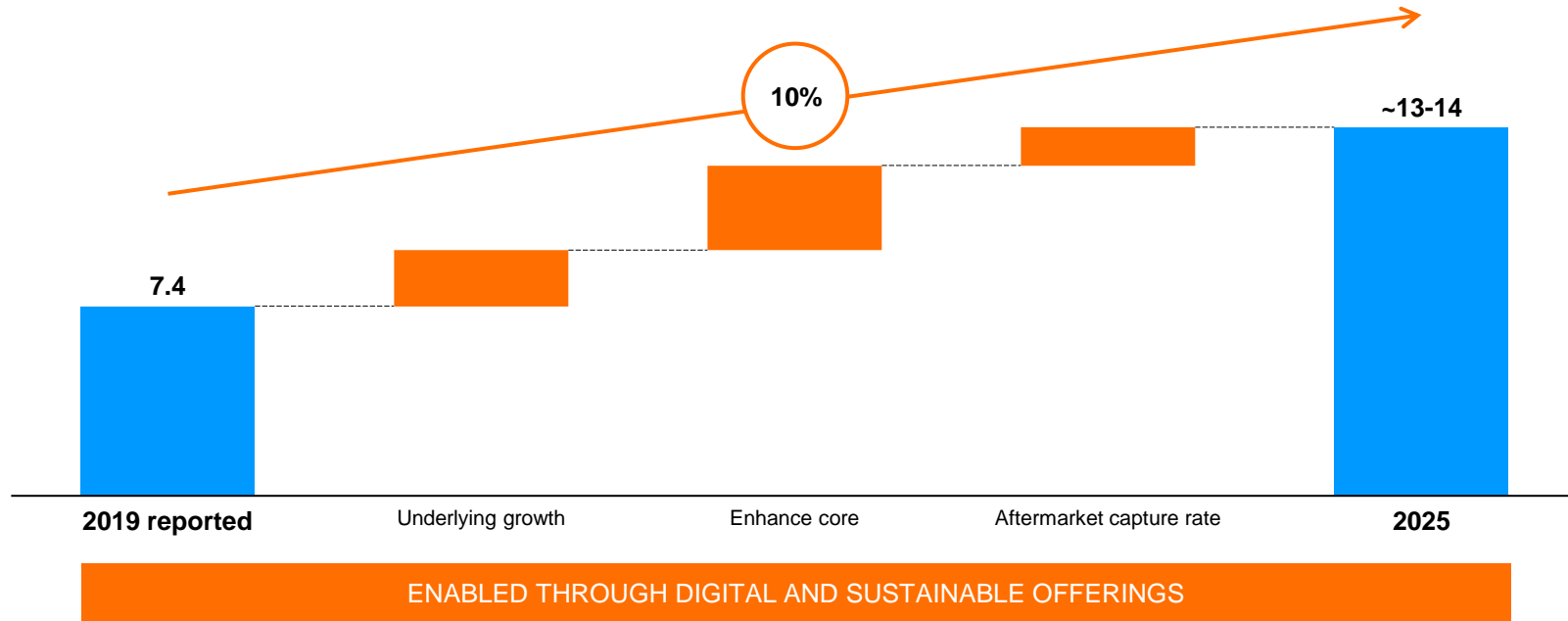


4 LEADING SUSTAINABILITY SOLUTIONS



GROWTH BRIDGE

REVENUE DEVELOPMENT 2019 – 2025 CAGR, BSEK

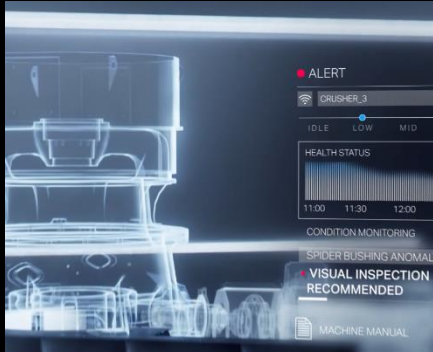




ENHANCING
CORE BUSINESS



EXPANDING IN VALUE
CHAIN & MARKET CHANNEL



EXPANDING OUR
DIGITAL OFFERING



EMBRACING
SUSTAINABILITY

SHIFT TO GROWTH

SUMMARY

LEVERAGING EXISTING POSITION TO
ENHANCE OUR CUSTOMER VALUE

- Electrification, automation & digitalization
- Productivity and sustainability
- Aftermarket & service offering

BROADEN REACH AND OFFERING SCOPE

- Expand in the value chain
- Sales channel optimization
- Acquisitions & partnerships

OUR VISION

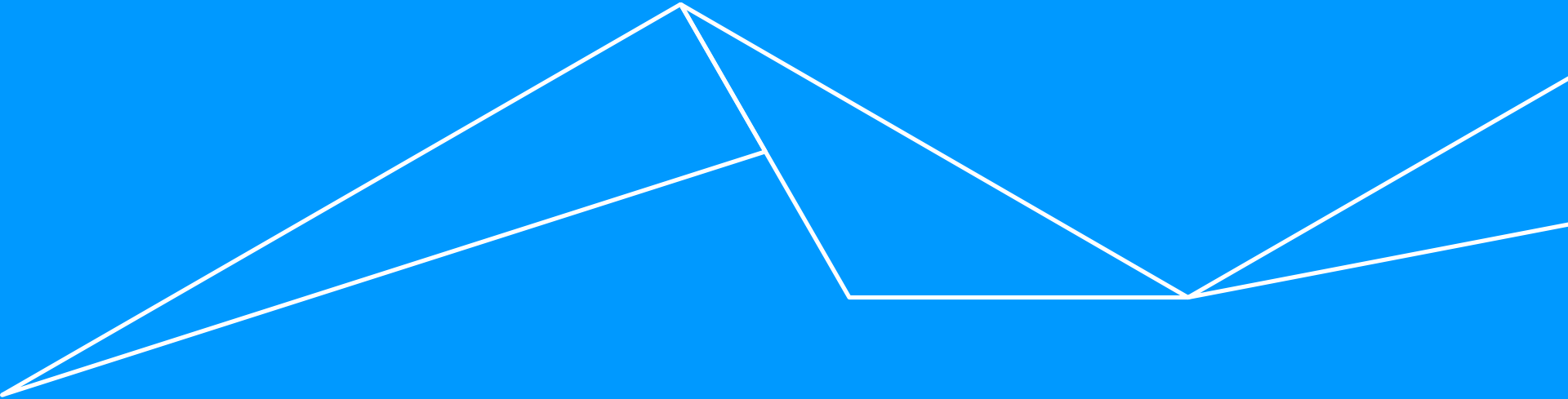
RECOGNIZED #1 WITHIN SUSTAINABLE ROCK PROCESSING

Market leader within crushing, breaking and screening solutions

Productivity leadership by data driven insights linked to a strong aftermarket and service offering

Providing customers with the **most sustainable solutions** within rock processing





Q&A SESSION

SHIFT TO GROWTH

- Enhancing core business
- Expanding in value chain
- Expanding the digital offering
- Embracing sustainability

GROWTH

7%

ADJ. EBITA
% RANGE

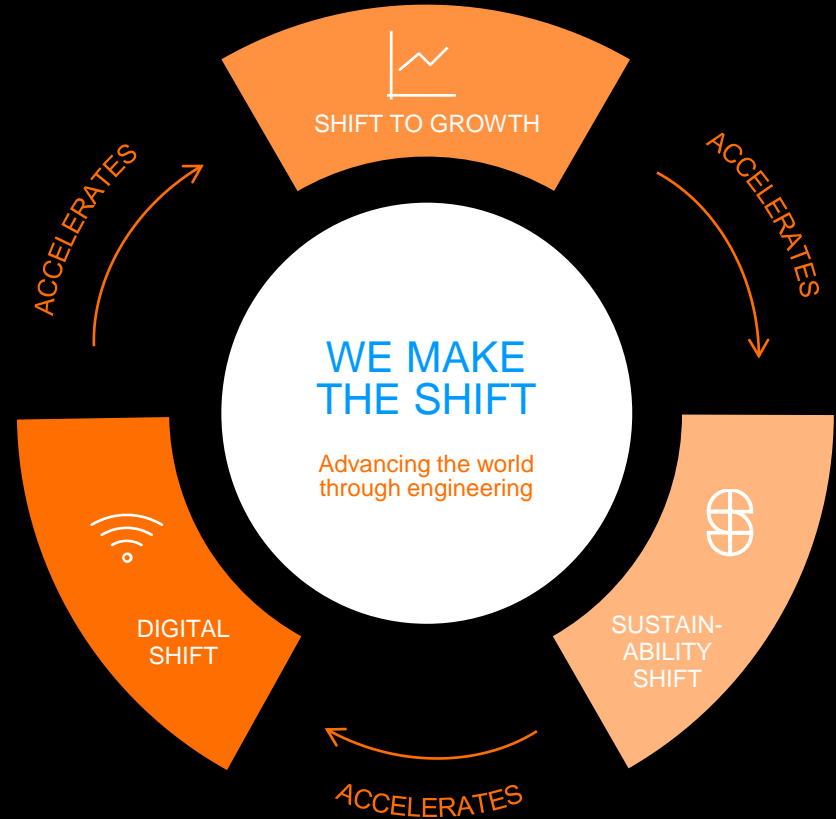
20-22%

FIN. NET DEBT /
EBITDA

<1.5

DIVIDEND
PAYOUT RATIO

50%



TRANSFORMATION JOURNEY CONTINUES

A man in a factory setting wearing safety glasses and a dark polo shirt, holding a tablet and looking at a large industrial machine. The background is a blurred industrial environment with various machinery and pipes.

A STRONG PLATFORM TO BUILD FROM

SUCCESSFUL SHIFT EXECUTION

ENHANCING GROWTH AND RESILIENCE

INCREASED AMBITION, EXECUTING
TOWARDS 2025, BUILDING FOR 2030

An abstract graphic consisting of several bright blue lines that intersect to form a series of triangles and polygons, creating a dynamic, geometric pattern against the black background.

DISCLAIMER STATEMENT

“Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon, the actual outcome could be materially affected by other factors for example, the effect of economic conditions, exchange-rate and interest-rate movements, political risks, impact of competing products and their pricing, product development, commercialisation and technological difficulties, supply disturbances, and the major customer credit losses.”

SANDVIK

The logo consists of the word "SANDVIK" in a bold, blue, sans-serif font. Below the text is a solid blue horizontal bar. The entire logo is enclosed within a thin blue rectangular border.