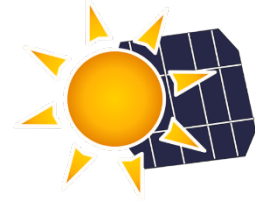


WELCOME TO MECHANICAL CUTTING SANDVIK MINING AND ROCK SOLUTIONS



SAFETY FIRST



Sandvik's objective is zero harm to our people, the environment we work in, our customers and our suppliers.



**PROTECTIVE
EQUIPMENT**



**FIRST AID
KIT**



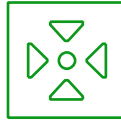
ALARM



**EMERGENCY
NUMBER**



**EMERGENCY
EXIT**



**ASSEMBLY
POINT**



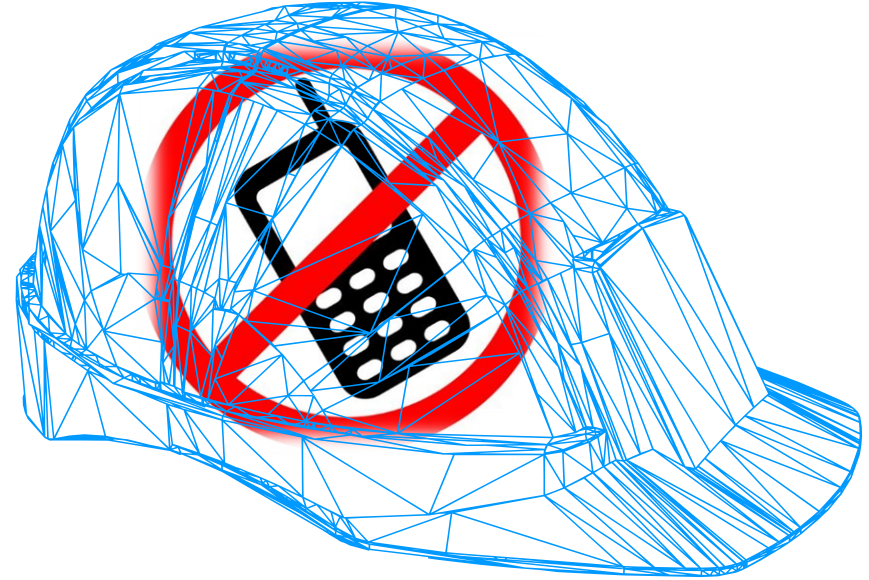
**HEALTH &
WELLBEING**



**PSYCHOLOGICAL
SAFETY**



SITE ZELTWEG
← CLICK ICON FOR MORE DETAILS



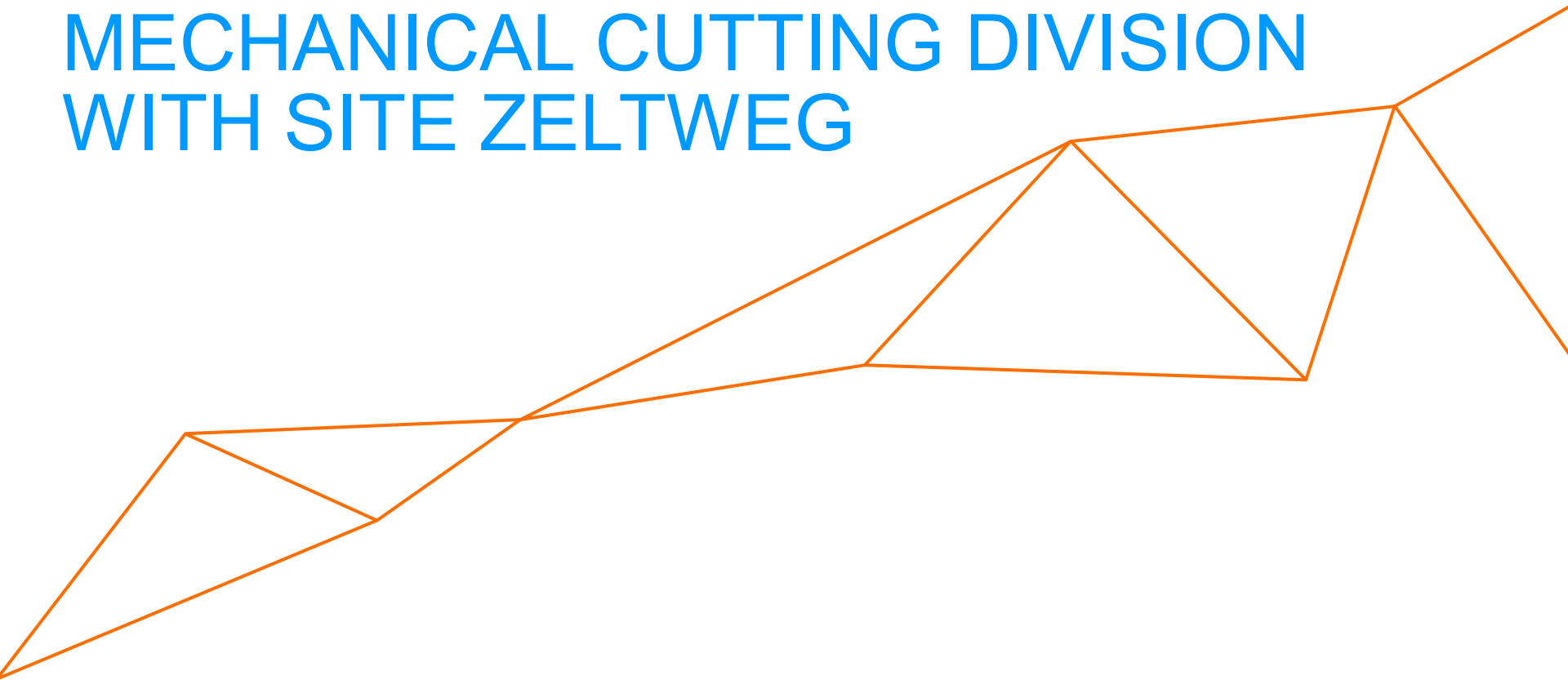


COMPLIANCE

COMPLIANCE

We've always been committed to conducting business with high integrity and in a legal and ethical manner. We embrace our corporate responsibility to combat corruption.

MECHANICAL CUTTING DIVISION WITH SITE ZELTWEG



MECHANICAL CUTTING

DIVISION MAIN FACTS

~1,050
EMPLOYEES

2,912
BILLION SEK IN REVENUES

SALES IN

9
SALES AREAS

18.3 %
EBIT IN % OF INVOICING

2,910
BILLION SEK IN ORDERS

Figures refer to Mechanical Cutting Division total 2020



MECHANICAL CUTTING DIVISION

WORLD-LEADING POSITIONS



Underground continuous mining and tunneling comprises activities continuously **cutting** and **conveying** of material (soft and hard rock) directly along the excavation, including comprehensive **parts and services** offering to improve your productivity and reduce your operating costs.



MECHANICAL CUTTING FOOTPRINT

MeCu



A ZELTWEG, AUSTRIA

- Competence Center Mechanical Cutting

B BRIER HILL, USA

- Rebuild Center Mechanical Cutting

C KHOMANI, SOUTH AFRICA

- Rebuild Center Mechanical Cutting, Assembly Center for Flameproof Load and Haul (shared with other divisions)

D TYCHY, POLAND

- Repair Center Mechanical Cutting

E KEMEROVO, RUSSIA

- Rebuild Center Mechanical Cutting (shared with P&S)

F BAOTAO, CHINA

- Rebuild Center Mechanical Cutting

G HEATHERBRAE, AUSTRALIA

- Rebuild Center Mechanical Cutting

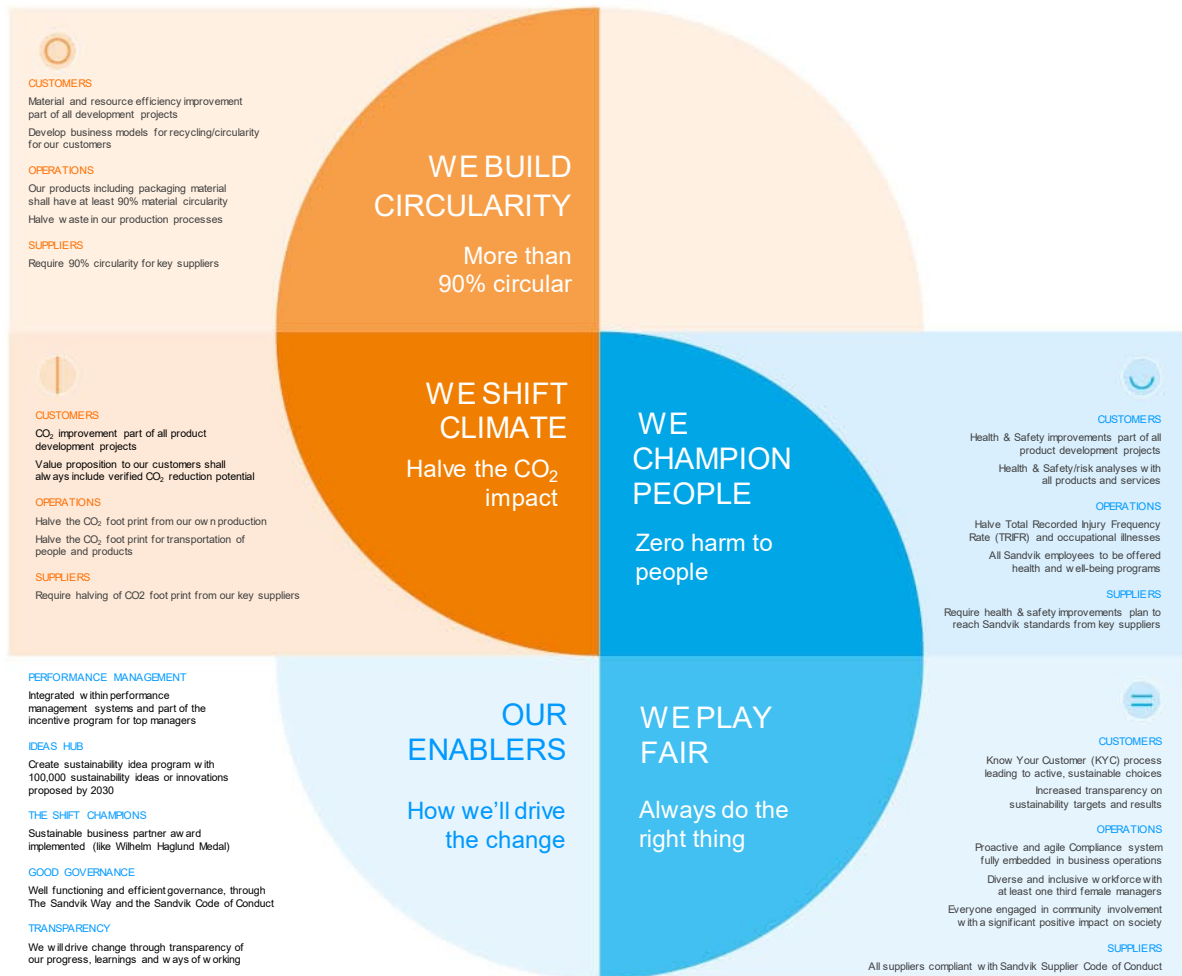
H MACKAY, AUSTRALIA

- Repair Center Mechanical Cutting

MAKE THE SH/FT

OUR SUSTAINABILITY GOALS 2030

We will lead the shift in our industry and build a successful long-term business that advances the world through engineering. Our aim is to be the innovative business partner for our customers by making sustainability part of every aspect of business, delivering value for everyone. Our full lifecycle approach means we work relentlessly in our operations, across our supply chain and through our customer offerings to drive more sustainable, resilient business.





OUR GOAL: MORE THAN 90% CIRCULAR

CIRCULAR BUSINESS MODEL WITH REBUILDS OF EQUIPMENT AND COMPONENTS

LAUNCH OF CUTTRONIC FOR CUTTING AUTOMATION

USE HIGHLY AUTOMATED CUTTING AND BOLTING FEATURES TO SAVE RESOURCES

SANDVIK LS312 WITH EHS IMPROVEMENTS OF 20% FUEL AND RELATIVE CO₂ SAVINGS

NEW WASTE MANAGEMENT SYSTEM, WASTE PROCESSES AND TRAINING IN OUR PRODUCTION UNITS



LIFECYCLE 1

YEAR 1–5
Original purchase

LIFECYCLE 2

YEAR 5–10
Rebuild of equipment
& components

LIFECYCLE 3

YEAR 10–15
Rebuild of equipment
& components





OUR GOAL: HALVE THE CO₂ IMPACT

AUTOMATED CUTTING TO REDUCE CARBON FOOTPRINT

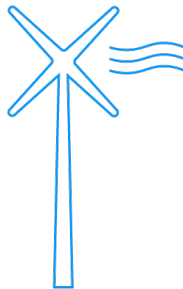
ELECTRICATION OF FLAME PROOF LOADERS

SANDVIK LS312: -20% FUEL

PRODUCTION UNITS INITIATIVES

- GREEN ENERGY
- REDUCED ENERGY USAGE WITH 25% SINCE 2017
- NEW PHOTOVOLTAIC SYSTEM ON THE WORKSHOP ROOF
[CLICK ICON FOR ENVIRONMENTAL BENEFITS](#)
- REPLACEMENT OF DIESEL DRIVEN FORKLIFTS

TRANSPORT TRANSFORMATION
FOR BUSINESS TRIPS



ALL-ELECTRIC
MECHANICAL CUTTING
EQUIPMENT OFFERING



OUR GOAL: ZERO HARM TO PEOPLE

LAUNCH OF CUTRONIC AND MECHANIZED
BOLTING REDUCES HUMAN EXPOSURE TO
HAZARDOUS WORK AREA

CONTINUE 0 LTI JOURNEY FOR MECU,
CURRENTLY ≤ 0.51 INCL. 2 SALES AREAS

TOTAL RECORDED INJURY FREQUENCY RATE
(TRIFR) TARGET ≤ 3.1

DETAILED HEALTH & WELLBEING PROGRAM

BIKES AND ALTERNATIVE MEANS TO GO TO
WORK

RAISE MATURITY LEVEL OF
SAFETY CULTURE AT OUR
KEY SUPPLIERS





OUR GOAL: ALWAYS DO THE RIGHT THING



JOINT CUSTOMER PRODUCT DEVELOPMENT PROGRAM

TOP @ COMPLIANCE LEAGUE TABLE

TOP @ CODE OF CONDUCT LEAGUE TABLE

TOP @ INTERNAL CONTROL LEAGUE TABLE

KEY FOCUS ON ENTERPRISE RISK MANAGEMENT (ERM) AND HOUSE OF COMPLIANCE

PROMOTE DIVERSITY AND INCLUSION

SOCIAL RESPONSIBILITY

GOOD CORPORATE CITIZEN

EQUAL OPPORTUNITIES AND WORKING CONDITIONS FOR ALL

>90% CONTRACT COVERAGE FOR SUPPLIER



ALL CUTTING EQUIPMENT ALREADY ELECTRIC

CURRENT MAIN ELECTRIC OFFERING

MINING

- Room & Pillar
- Long room

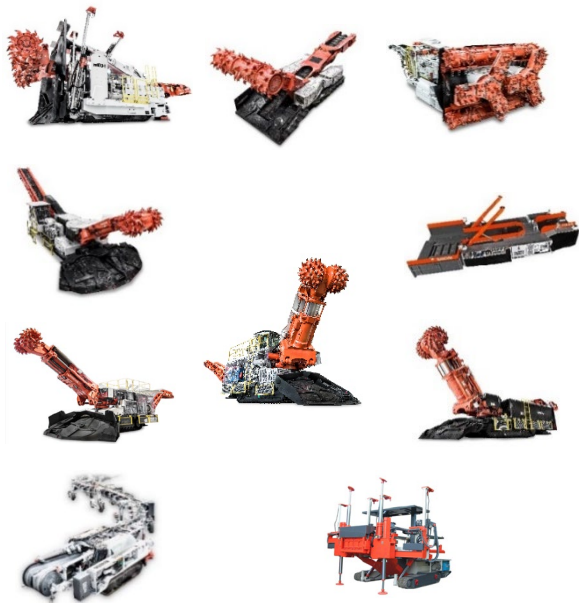
MINE INFRASTRUCTURE

- Access roadways
- Longwall gate roads

CONSTRUCTION AND TUNNELING

CONTINUOUS HAULAGE SYSTEMS

- >50% more productive than industry



PLANS TO FURTHER EVOLVE OFFERING

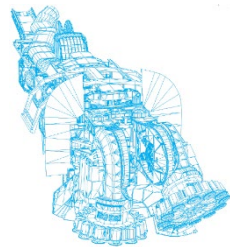
HARD ROCK CONTINUOUS MINING

- MX650 – Rapid mine development
- MN330 – Narrow reef production system

CONTINUOUS HAULAGE

- PO140 – Extendable Belt system

ELECTRIFICATION OF FLAMEPROOF LOADERS



1851

FOUNDED

COMPETENCE CENTER

MECHANICAL CUTTING
ZELTWEG, AUSTRIA

~447

EMPLOYEES

99

PERCENT EXPORT

MORE THAN

2,750

MACHINES

DELIVERED AROUND THE
GLOBE

>55

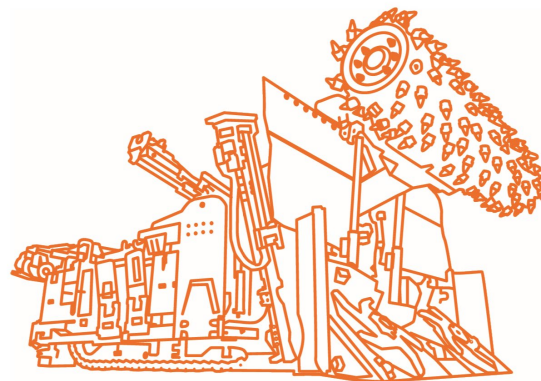
 YEARS

EXPERIENCE IN MINING &
CONSTRUCTION INDUSTRY

~162.5

MEUR TURNOVER

MECHANICAL CUTTING MAIN FACTS SITE ZELTWEG

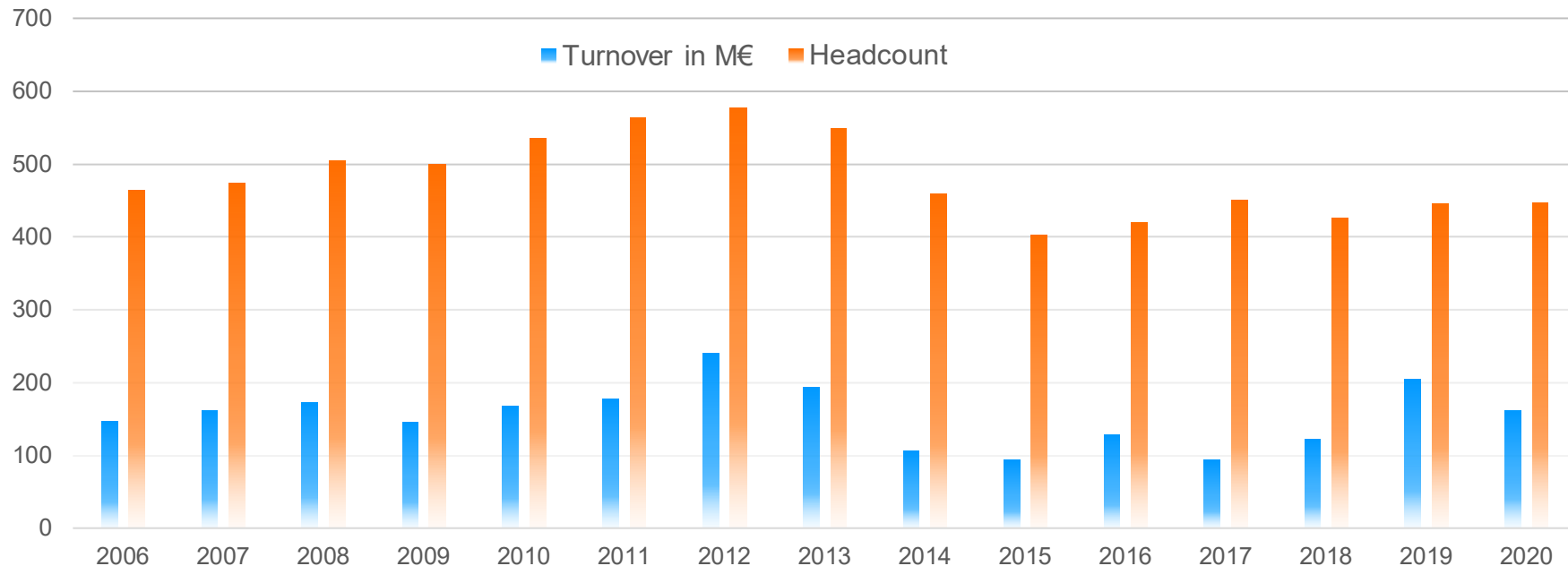


Figures refer to Mechanical Cutting Site Zeltweg total 2020



SITE ZELTWEG

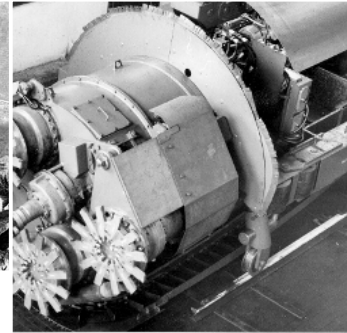
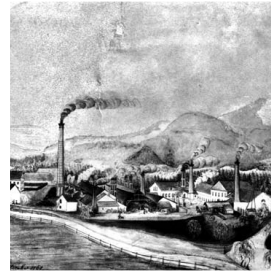
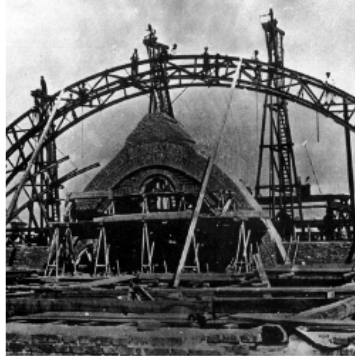
TURNOVER / HEADCOUNT



ZELTWEG SITE

SHORT HISTORY

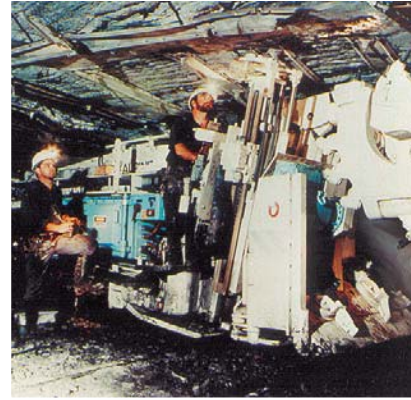
- 1851 First historic reference: Count Hugo Henckel von Donnersmark founded steel mill in Zeltweg
- 1862 1200 employees, manufacturing railway material for K&K Monarchy
- 1865 Assembly work for the roof structure of State Opera House, Vienna
- 1961 First tunneling machine: Wohlmeyer-tunnel machine
- 1965 First roadheaders (F6-A) to Austria, Italy, France, Morocco



ZELTWEG SITE

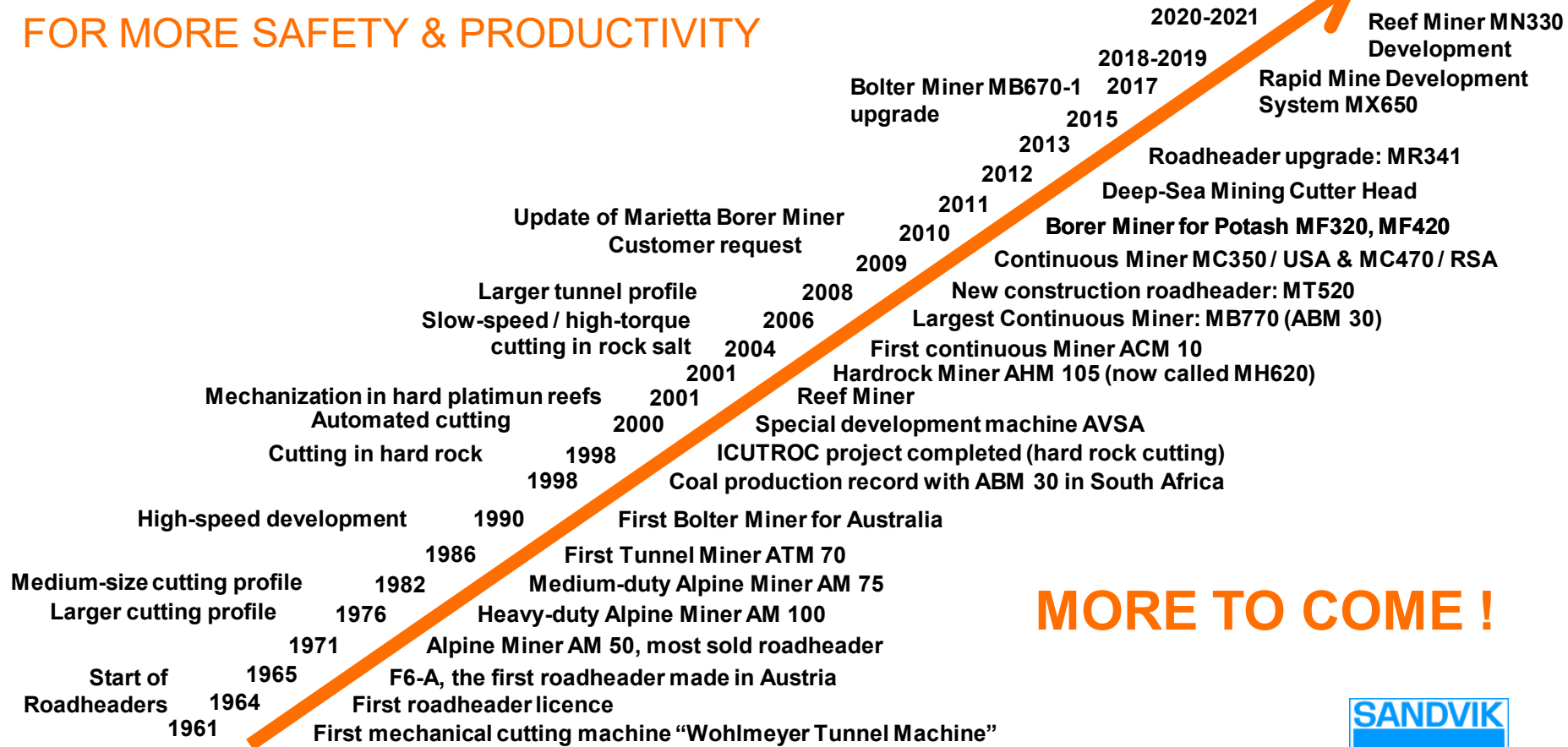
SHORT HISTORY

- | | |
|-----------|---|
| 1971 | First own design: ALPINE MINER AM 50 |
| 1991 | First Bolter Miner: ABM 20
for Tahmoor Colliery, Australia |
| 1996/98 | Takeover by TAMROCK, later taken
over by SANDVIK |
| 2007 | Start of Continuous Miner Product Line |
| 2010 | Borer Miner MF420, the most powerful machine
of its kind |
| 2013 | Roadheader MR341 |
| 2015 | Bolter Miner MB670-1 upgrade |
| 2015 | Inauguration of new High Load Hardrock Cutting
test rig |
| 2018-2019 | Development of new Rapid Mine Development System MX650 |
| 2020-2021 | Development of new Reef Mining System MN330 |



MECHANICAL CUTTING

FOR MORE SAFETY & PRODUCTIVITY



MORE TO COME !



MECHANICAL CUTTING PORTFOLIO OVERVIEW

UNDERGROUND MINING AND TUNNELING APPLICATIONS



COAL AND MINERALS PRODUCTION

Room & Pillar mining for coal and minerals

Long room mining for salt minerals

MINE INFRASTRUCTURE DEVELOPMENT

Access roadways

Longwall gate roads

Shafts, boxholes

CONSTRUCTION AND TUNNELING

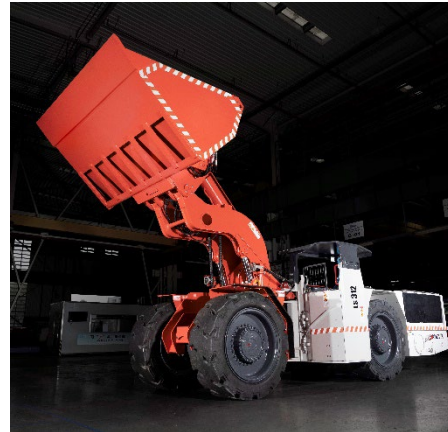
CONTINUOUS HAULAGE SYSTEMS

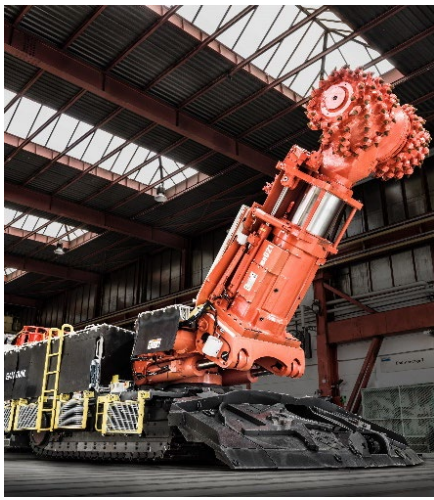
PARTS AND SERVICES

CORE PRODUCTS

COAL AND SOFT ROCK MINING

- Bolter miners for development and production
- Continuous miners for room & pillar mining
- Roadheaders for roadway development
- Roadheaders for potash production
- Borer miners for potash production
- Mobile bolters, longwall face bolters
- Feeder breakers
- LHD utility vehicles, shield haulers and trailers

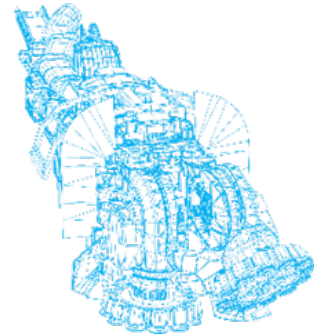




CORE PRODUCTS

HARDROCK MINING

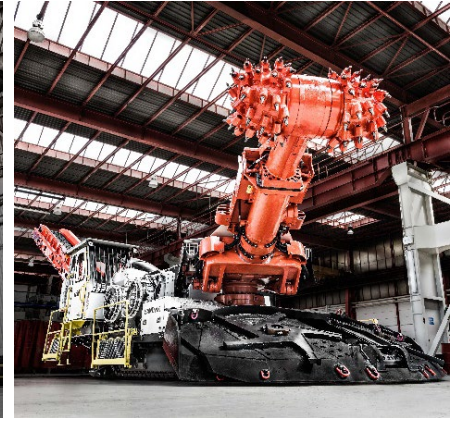
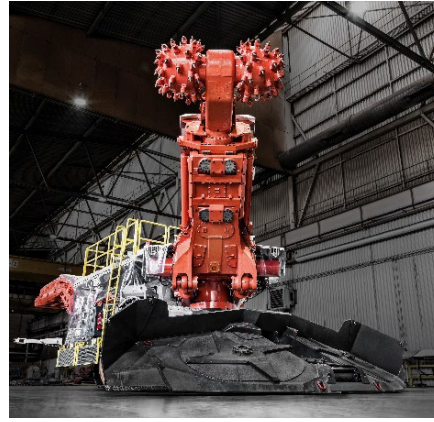
- Box hole borers
- Reef miners
- Roadheaders
- Rapid mine development system



CORE PRODUCTS

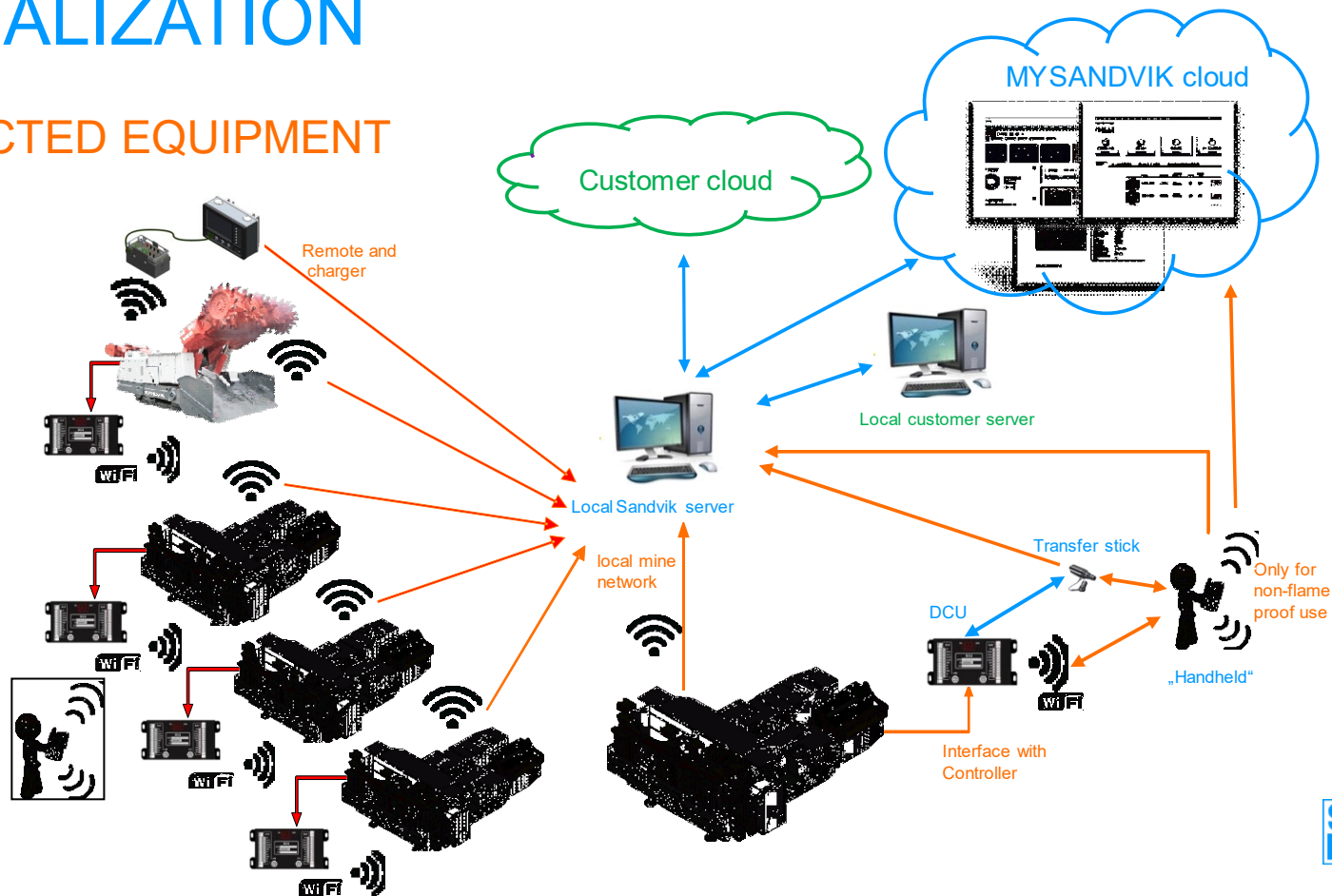
CONSTRUCTION AND TUNNELING

- Roadheaders for soft rock and hard rock tunneling with CUTRONIC and ICUTROC technology
- Cutting attachments



DIGITALIZATION

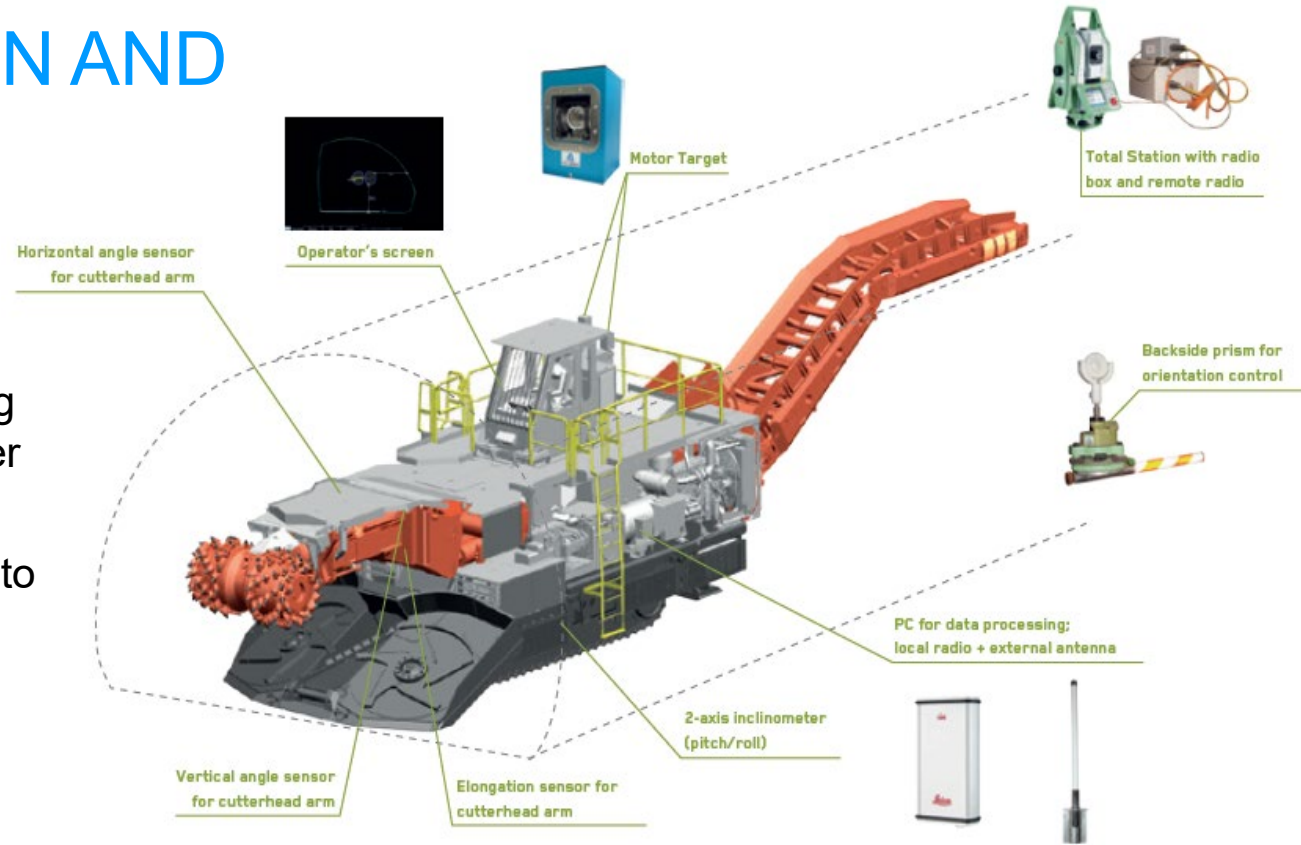
CONNECTED EQUIPMENT



DIGITALIZATION AND AUTOMATION

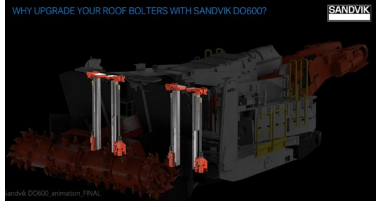
CUTRONIC

- Profile and tunnel planning with office tool and transfer of plans to machine
- Solution fully integrated into machine control system
- Profile control and automated cutting



PARTS AND SERVICES YOU CAN COUNT ON

SANDVIK 365 - MECHANICAL CUTTING OFFERING



- MY SANDVIK Digital Service Solutions
- Service Solutions
- Inspections
- Rebuild Solutions
- Component Solutions
- Genuine Consumable and Kits
- Upgrades and engineered Solutions
- Safety Solutions
- 24/7 Customer Support



PARTS AND SERVICES – LOGISTICS NETWORK

GLOBAL STRENGTH



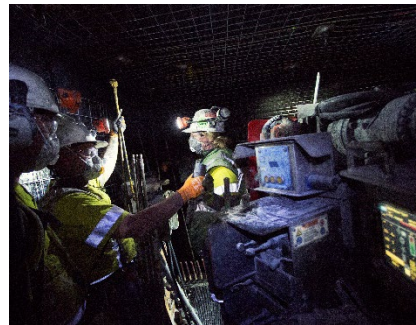
MACHINES IN ACTION WORLDWIDE



MB670 / Norway



MC470 / South Africa



MB650 / Australia



MT520 / Germany



MH621 / USA



MB670-1 / Russia



MT720 / Australia



MF420 / Canada

MACHINES IN ACTION WORLDWIDE



MB670 / Canada



MC430 / South Africa



MT520 / Spain



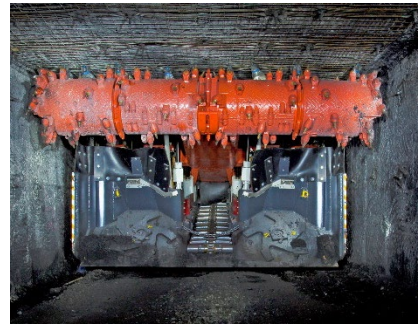
MR341 / Poland



MH620 / Poland



MB770 / Germany



MB650 / Australia

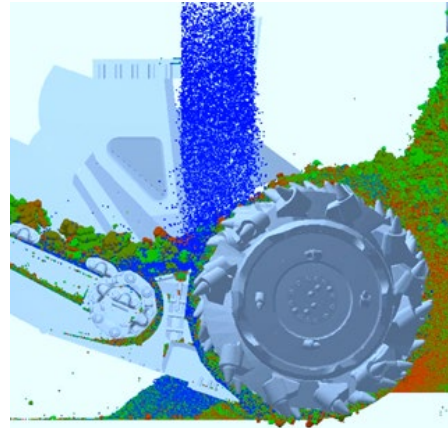


MT520 / Germany

INNOVATION FOCUS

TECHNOLOGY LEADERSHIP

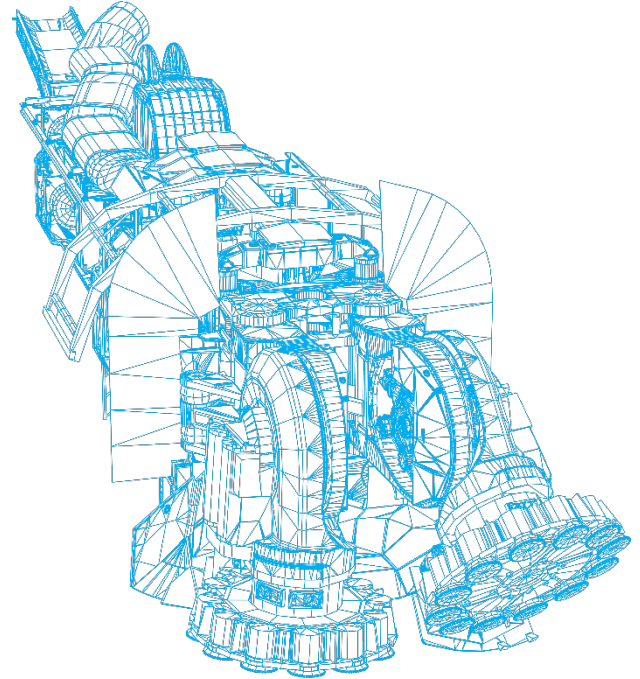
- Engineering
- Simulation
- Process optimization
- Design for product safety
- Risk assessment



INNOVATION IN HARD ROCK MINING

WITH RAPID MINE DEVELOPMENT SYSTEM

- Environment, health and safety benefits
- Speed and reduced time to full production
- Improved tunnel quality reducing support and rehabilitation costs
- Reduced operating costs
- Lower manpower requirements



EXCEPTIONAL PEOPLE

ATTRACTING, DEVELOPING AND RETAINING

- Geotechnical expertise
- Engineering excellence
- Manufacturing know-how
- Customer focus
- Apprentice training



GOOD
LEADERSHIP

OPEN
INTERNAL JOB
MARKET

LEARNING
AND DEVELOP-
MENT

OPPORTUNITIES

DIVERSITY
AND INCLUSION

SAFE AND
FAIR WORK
ENVIRONMENT



PARTNERS

R&D AND MANUFACTURING



- Large R&D partner network
- EU-funded research projects
- Universities
- Research institutes
- Sandvik partner companies



CORPORATE SOCIAL RESPONSIBILITY

COMMUNITY INVOLVEMENT STRATEGY

- Regional apprentices strategy
- Regional initiative „KRAFT.das Murtal“
- Partner of CARITAS
- Summer students



TEAM SPIRIT WITH PASSION TO WIN



ROCKTECHNOLOGY.SANDVIK

