



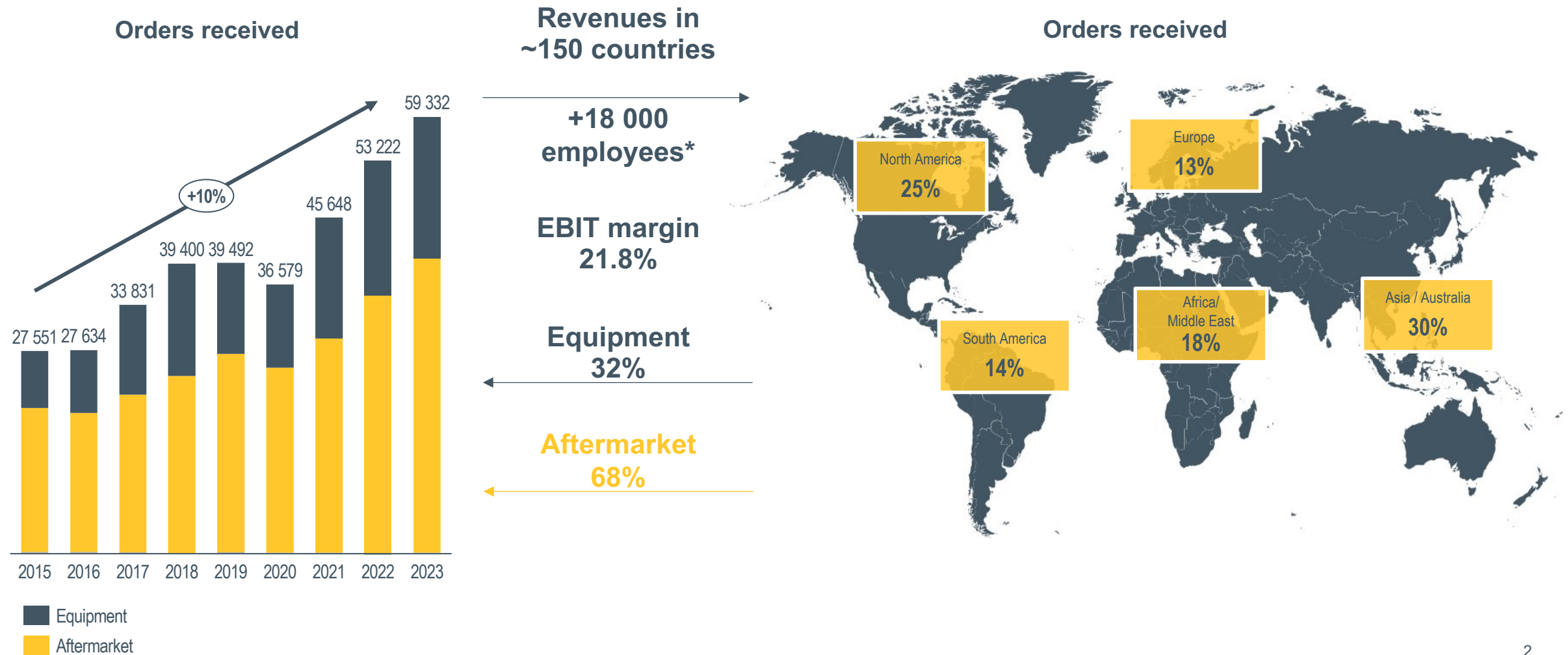
Epiroc

Helena Hedblom

President and CEO



A 151-year old start-up company and a leading productivity and sustainability partner



Line/circle with figure = CAGR

*Workforce, excl. external/temporary workforce

Strategy for profitable growth



Focus on attractive niches

Innovation

Aftermarket

**Operational
excellence**

Outperformance

**Strong corporate culture
Sustainability mindset**

Three strong technology trends

Automation

Making (OEM agnostic) automation work at scale – including automation kits for mixed fleets, wireless communication, and control systems to manage it all

Digitalization

Situational awareness and fleet management

Ensuring real-time knowledge of where all assets are

Ore body knowledge

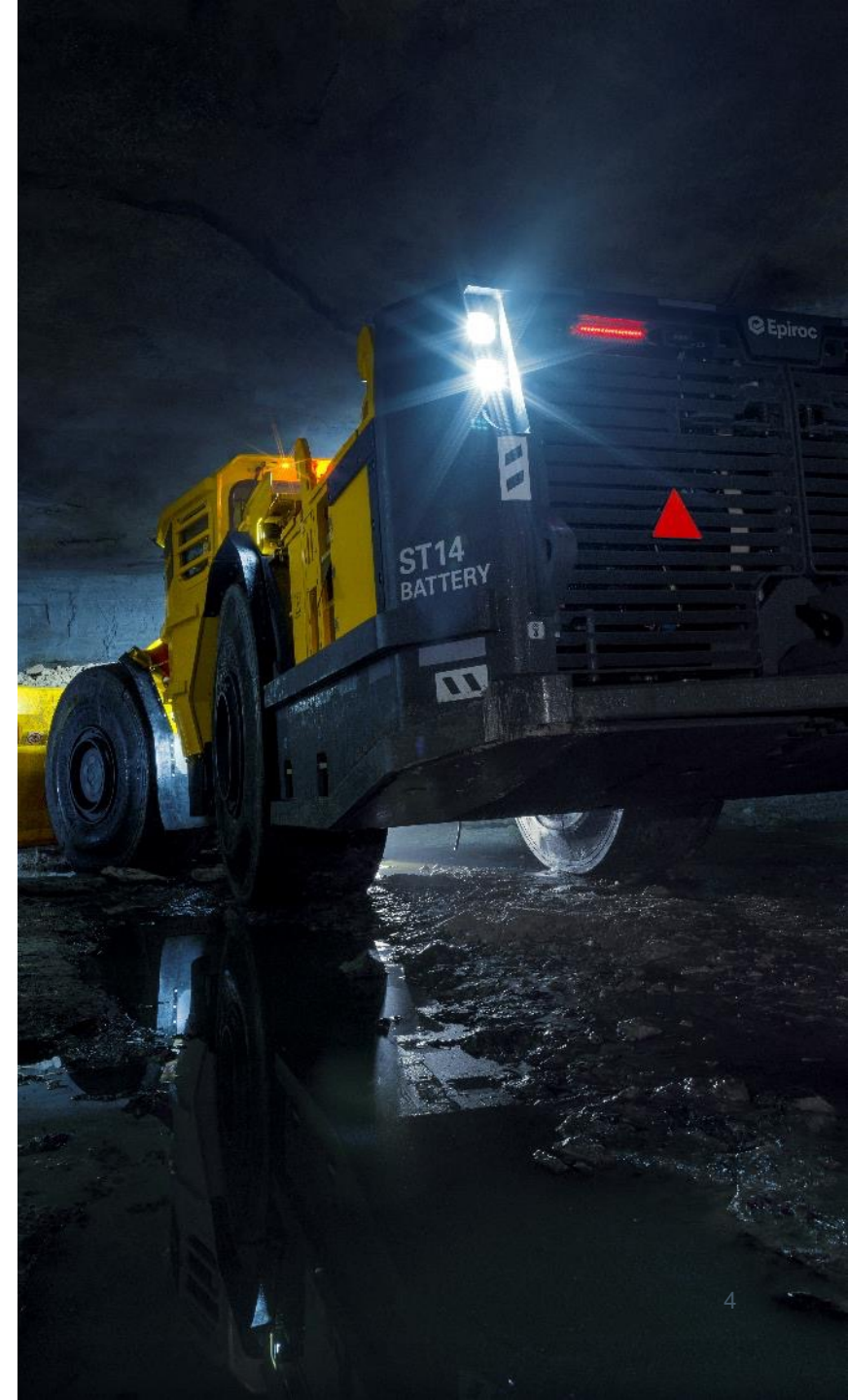
Using new technology to understand the ore body and rock conditions better, helping customers optimize their operations

Mine process optimization

Managing data across the value chain and optimizing decision making in the mining operations

Electrification

Accelerating the electrification journey – including conversion kits, power network infrastructure, charging infrastructure, etc.



How **automation** enables productivity and sustainability transformation

For our customers:

- Protecting people. Keeping them away from equipment and dangerous situations
- Increasing productivity
- Reducing energy consumption
- Lowering the total cost of ownership

Example: Pit Viper 271

Manual vs. autonomous

-40% cost
per meter drilled

-29% CO₂e



AUTOMATION



Epiroc's automation in numbers



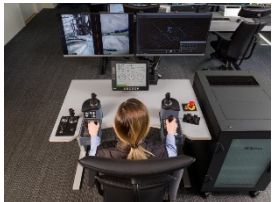
Autonomous load/haul

Epiroc equipment (used mainly underground) that is fully autonomous in operation and other OEM equipment that have ASI Mining and/or RCT's Guidance/Automation technology with fully autonomous tramming capabilities (surface).



Autonomous drill rigs

Epiroc equipment that is autonomous in operation, but in some cases need operator for tramming between areas.



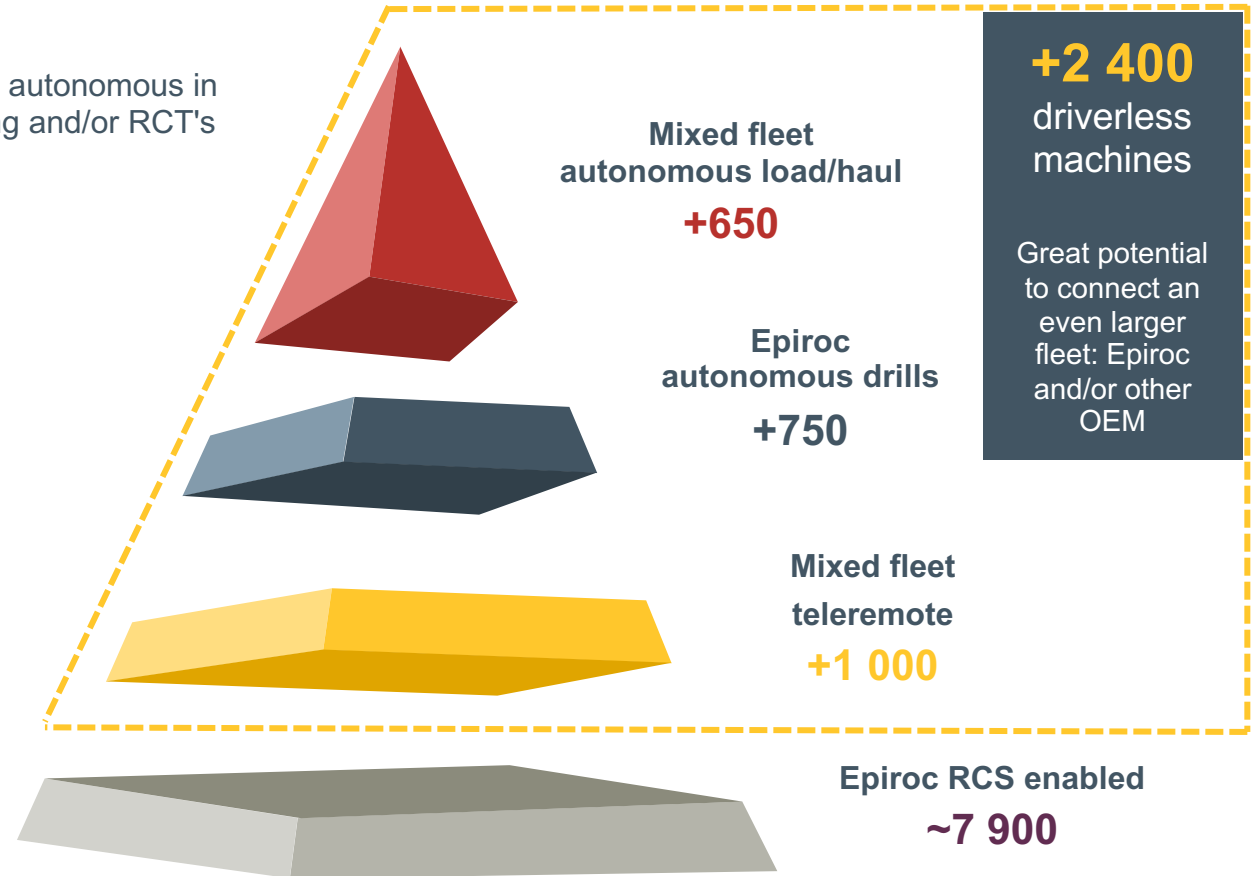
Teleremote

Remotely controlled equipment (Epiroc + other OEM, surface and underground) using cameras and monitors.



Epiroc RCS enabled fleet

Epiroc equipment with Rig Control System, which means it is automation ready.



How **electrification** enables productivity and sustainability transformation

For our customers:

- Protecting people from dangerous fumes, noise and heat
- Eliminating or reducing CO₂e emissions
- Adhering to new legislation, rules and standards
- Reducing energy consumption (ventilation is a large part of operational expenses)
- Avoiding costly capex investments in ventilation
- Higher productivity



ELECTRIFICATION

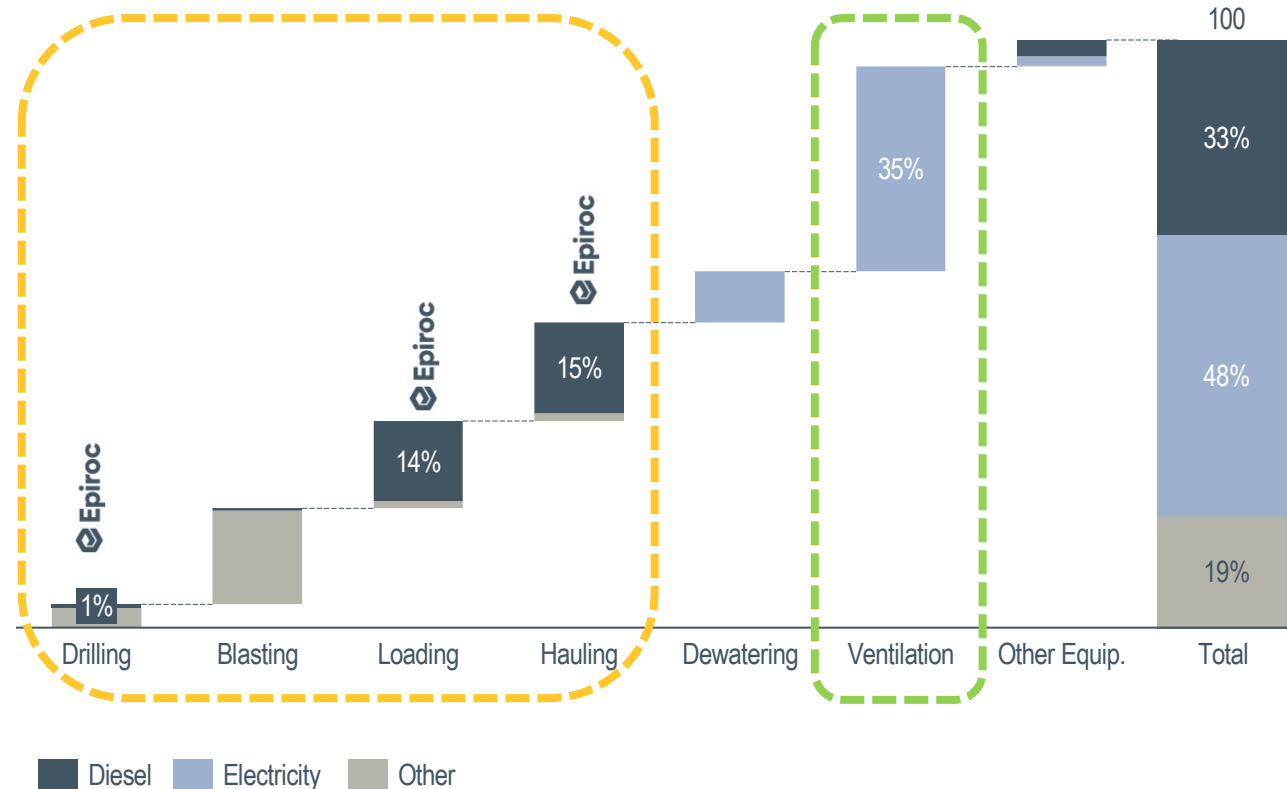


We make a positive difference that goes beyond our scope

- **~40%***
of opex cost of running an underground mine derive from ventilation
- **~35%**
of emissions derive from ventilation



Sources of carbon emissions in mining, %
Example: Copper, underground, Australia; 13 Mt p.a. ore production



* EY Electrification in Mining survey
https://assets.ey.com/content/dam/ey-sites/ey-com/en_gl/topics/mining-metals/mining-metals-pdfs/ey-electrification-in-mining-survey.pdf

* MineLens Zero Carbon Mine Model; McKinsey Sustainability Practice

*Picture from Capital Markets Day 2023

Broad aftermarket offering

Aftermarket 68%

Service 47%



Spare parts and components



Service agreements and audits



Midlife services, training, and more

Tools & Attachments 21%



Rock drilling tools

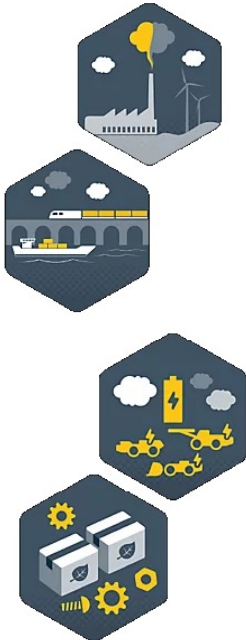


Hydraulic attachments

2030 goals for people and planet



- No work-related injuries
- Balanced workforce and double the number of women in operational roles
- Have all employees and business partners comply with our Code of Conduct and Responsible Sales Assessment Process implemented



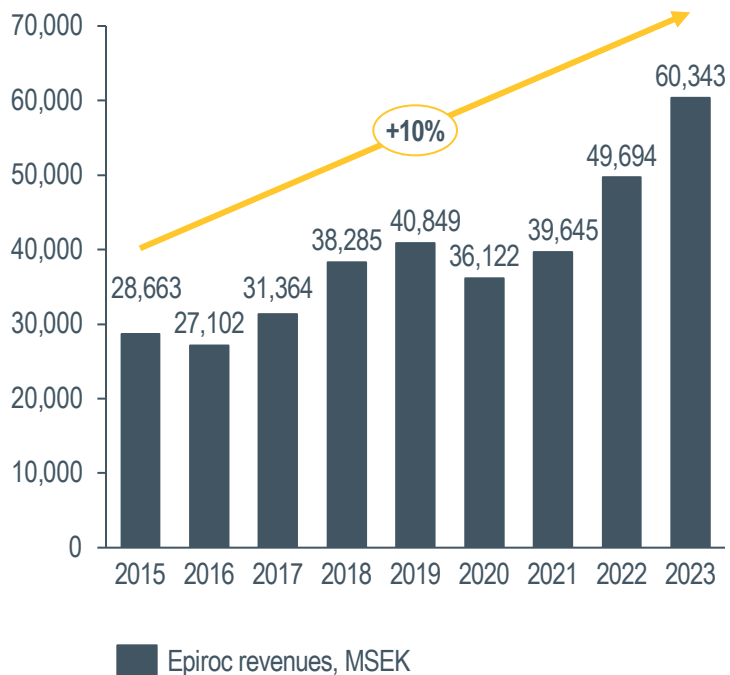
- Halve CO₂e emissions in operations*
- 90% renewable energy in own operations
- Halve transport CO₂e emissions
- Offer a full range of emission-free products
- Halve CO₂e emissions from machines sold*
- Require 50% reduction of CO₂e emissions from relevant suppliers

Base year 2019



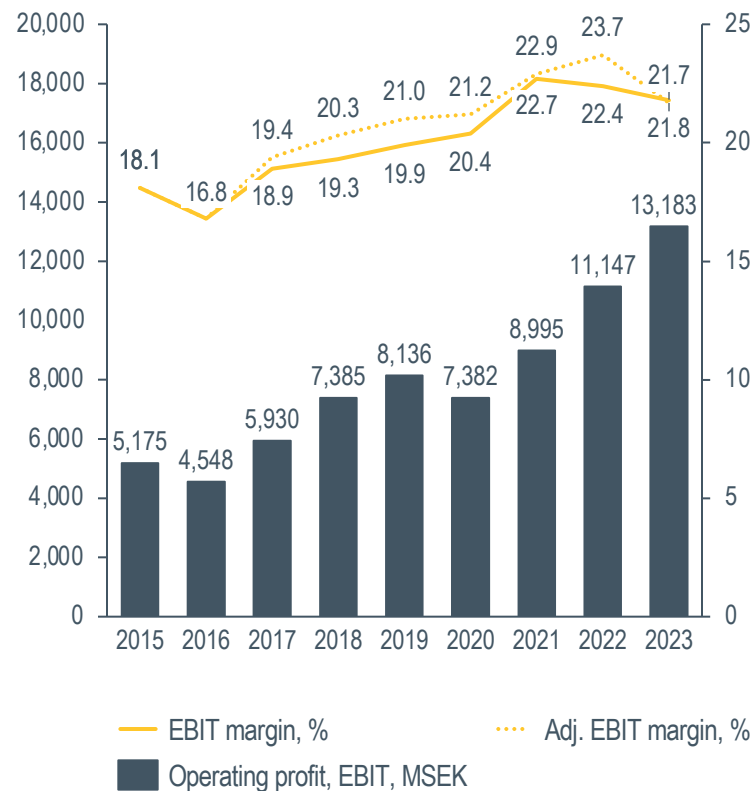
Outperformance

Solid revenue growth



Epiroc's goal is to achieve annual **revenue growth of 8%** over a business cycle and to grow faster than the market. Growth will be organic and supported by selective acquisitions.

Industry-best operating margin



Epiroc's goal is to have an industry-best operating margin with strong resilience over the cycle



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and commitment drives us to keep moving forward.
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to succeed today and the technology to lead tomorrow.

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