

# NORMET INTRODUCTION

## AALTO UNIVERSITY EUROPEAN MINING COURSE

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# SAFETY IS OUR PRIORITY

## WITH SAFETY WE:

Foster a safe, healthy and inspiring work environment for our employees and partners.



SUPPORT THE SAFETY AND ENVIRONMENTAL EXPECTATIONS OF OUR CUSTOMERS AND STAKEHOLDERS.

# WE ACT SAFELY AND SUSTAINABLY

For us at Normet, sustainability means addressing the global issues of resource scarcity and climate change, improving the health and safety of our employees and clients, and ensuring good governance in our operations.

We have set the bar high. Our goal is to exceed mining and tunnelling industry standards and, by doing that, set an example for others.

## FOR NORMET PRIORITIES:

- Cutting carbon emissions of our own operations and value chain eventually in accordance with the Paris agreement
- Increasing innovation and collaboration through materials and products and by creating long-term partnerships
- Improving safety and building an inspirational work environment with greater employee engagement

Normet's Annual Report 2023 presents our sustainability approach, how we have executed our sustainability strategy and how we plan on developing it further.

[Normet Group Ltd.  
Annual Report 2023](#)

# BUILDING THE SAFEST PLACES UNDERGROUND

NORMET IS AN INNOVATIVE TECHNOLOGY COMPANY OPERATING GLOBALLY

Providing safe, sustainable and efficient end-to-end solutions for core processes in mining, tunnelling and civil construction industries.

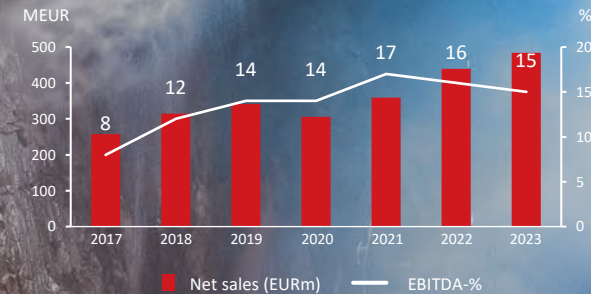
We're committed to leading industry transformation into a more digital and sustainable tomorrow.

Established in 1962

Head office in Espoo, Finland



\*FULL-YEAR 2023 FIGURE





EQUIPMENT



SERVICES



CONSTRUCTION CHEMICALS



ROCK REINFORCEMENT

# BROAD UNDERGROUND OFFERING

We manufacture underground equipment and applications and provide aftermarket services, construction chemicals, and rock support equipment and expertise.



# COMPLETE RANGE OF EQUIPMENT, SERVICES AND CONSUMABLES

## EQUIPMENT

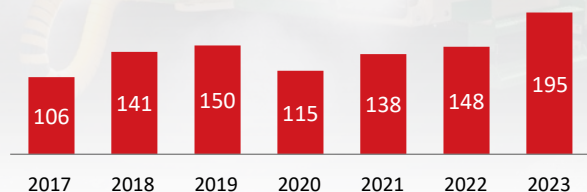
(40%\* of total net sales):

Normet's underground equipment are used in hundreds of mines and tunnel worksites around the globe. We work closely with our customers to develop equipment and technologies that meet and exceed even their most challenging requirements.

**EXAMPLES:**

- Concrete spraying
- Concrete transportation
- Charging
- Scaling
- Logistics
- Lifting and installations
- Rock breaker booms

**600+**  
PROFESSIONALS



■ Equipment net sales (MEUR)

## SERVICES

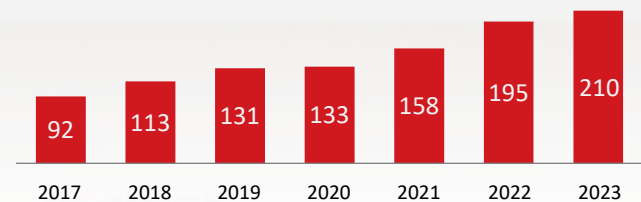
(43%\* of total net sales):

Ensuring that Normet equipment performs at the highest level requires extensive expertise and being located close to where our customers operate. We offer a wide range of innovative aftermarket solutions, including field services, software for automation and digitalisation, remanufacturing of equipment, and equipment rental agreements.

**EXAMPLES:**

- Field services
- Spare parts and consumables
- Equipment connectivity, automation and other digital solutions
- Training and expert services
- Rental services

**800+**  
PROFESSIONALS



■ Services net sales (MEUR)

## GCCT

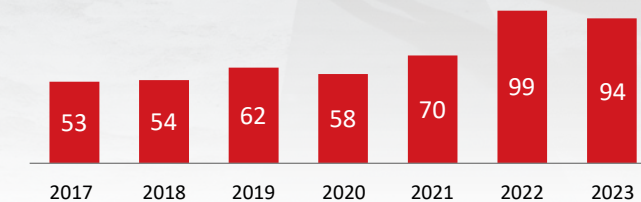
(20%\* of total net sales):

Normet's Ground Control and Construction Technologies (GCCT) business line supplies the underground mining, tunnelling and civil construction industries with construction chemicals and ground support equipment and expertise. Our solutions are constantly developed to meet industry needs safely and sustainably.

**EXAMPLES:**

- Dynamic rock reinforcement
- Ground control injection resins
- Admixtures for concrete
- Tunnel Boring Machine lubricants
- Tunnelling process technical support
- Tunnel design advisory services

**200+**  
PROFESSIONALS

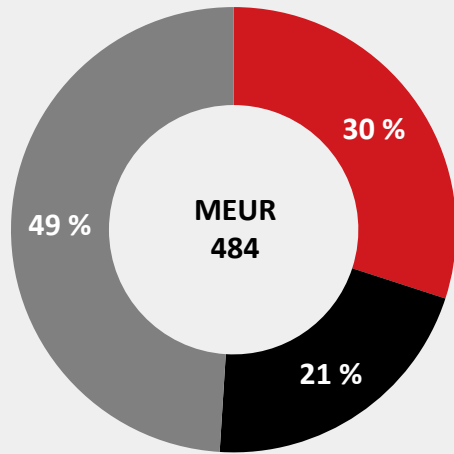


■ GCCT net sales (MEUR)

\*3% elimination; full-year 2023 figures.

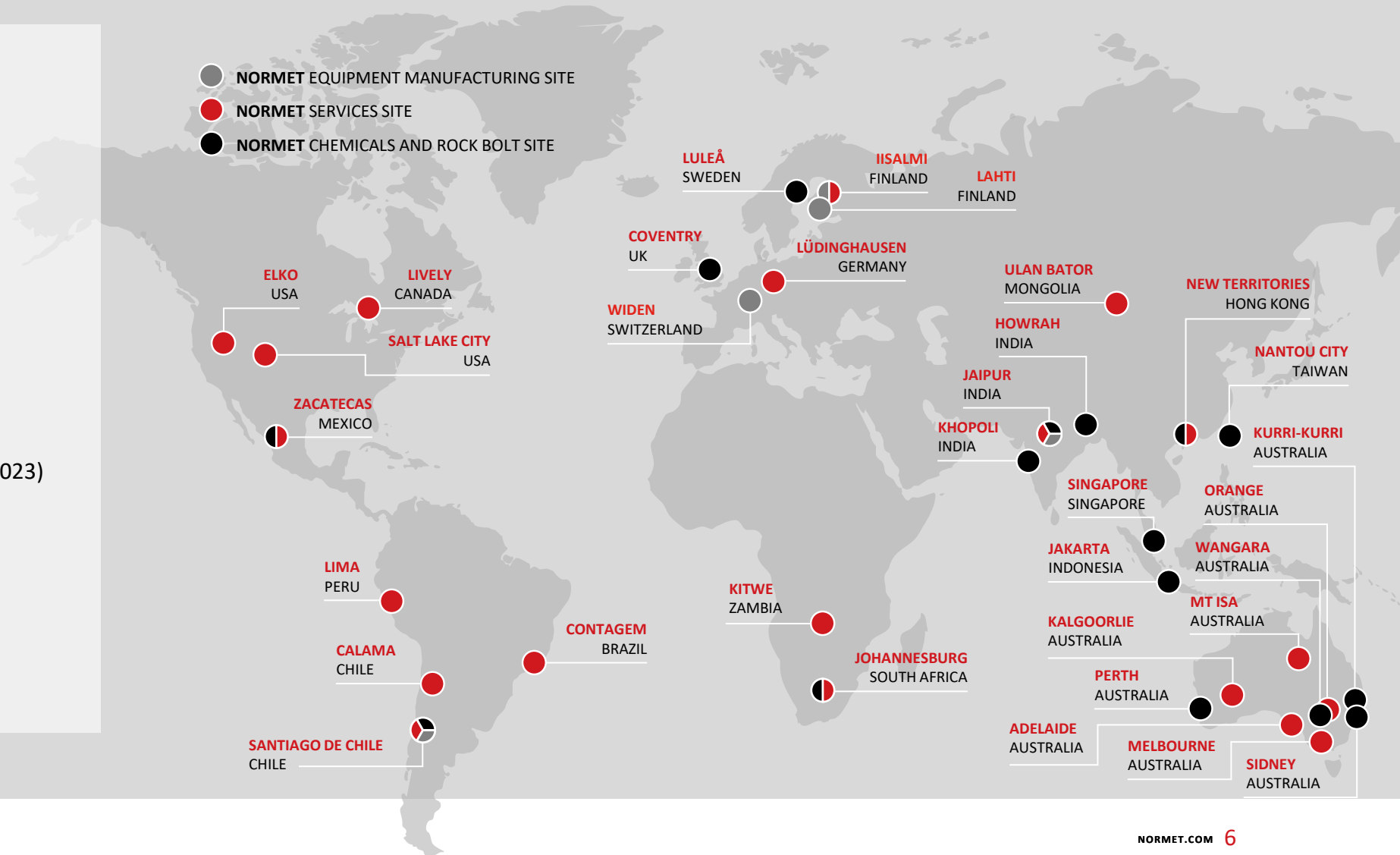
**...and acts as an expert partner throughout the entire customer process whether it be for choice of products, technical advice, extensive support, problem-solving and/or training.**

# BROAD GEOGRAPHICAL REACH IS A KEY DIFFERENTIATING FACTOR



SHARE OF NET SALES BY SALES AREA (2023)

- EMEA and Eurasia: **MEUR 147** (30 %)
- Latin America and North America: **MEUR 99** (21 %)
- Asia Pacific, China and India: **MEUR 239** (49 %)



# OUR CUSTOMERS

## MINING

(70% of sales)



### MINING COMPANIES AND CONTRACTORS

Customer characteristics

- Large companies, medium size companies, mining houses and mining contractors
- Multinational and local operators
- Longstanding customer relationships

## TUNNELLING AND CONSTRUCTION

(30% of sales)



### TUNNELLING CONTRACTORS

Customer characteristics

- Large companies and consortiums
- Local and multinational operators
- Project based business with 2-5 year lifecycle



### CIVIL CONTRACTORS

Customer characteristics

- Small and medium-sized companies
- Chemicals and consumables



UNDERSTANDING **END-TO-END KNOWLEDGE OF CUSTOMER PROCESSES** IS A KEY DIFFERENTIATOR FOR NORMET

With Normet's high process expertise, we can help our customers achieve major gains in productivity and efficiency.



SPRAYED CONCRETE



UNDERGROUND LOGISTICS



TBM TECHNOLOGY



EXPLOSIVES CHARGING



WATER CONTROL



WATERPROOFING



LIFTING & INSTALLATIONS



ROCK & GROUND SUPPORT



CONSTRUCTION & REPAIR



SCALING & BREAKING



GROUND ENGINEERING

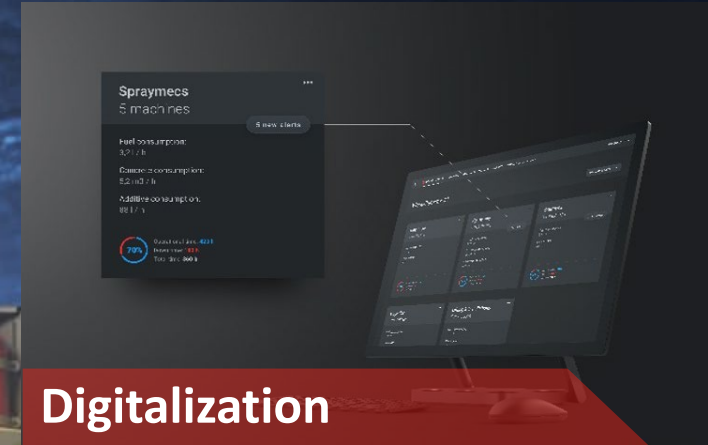


READYMIX & PRECAST

# INNOVATION FOCUS AREAS



Automation and remote operation



Digitalization



Process monitoring



VR and simulators



Battery electric equipment





**THANK YOU!**  
**WELCOME TO NORMET OULU IN OCTOBER**