

New data-driven business model implementations at Normet

normet REMION

NORMET IN A NUTSHELL

- ✓ We're a world-leading, innovative technology company
- ✓ Providing safe, sustainable and efficient end-to-end solutions for core processes in underground mining, tunnelling and civil industries
- ✓ We're committed to leading industry transformation into a more digital and sustainable tomorrow
- ✓ Established in 1962
- ✓ Head office in Espoo, Finland

60
YEARS

30
countries

MEUR
439
net sales

1,700+
professionals

50
locations



FY 2022 figures.

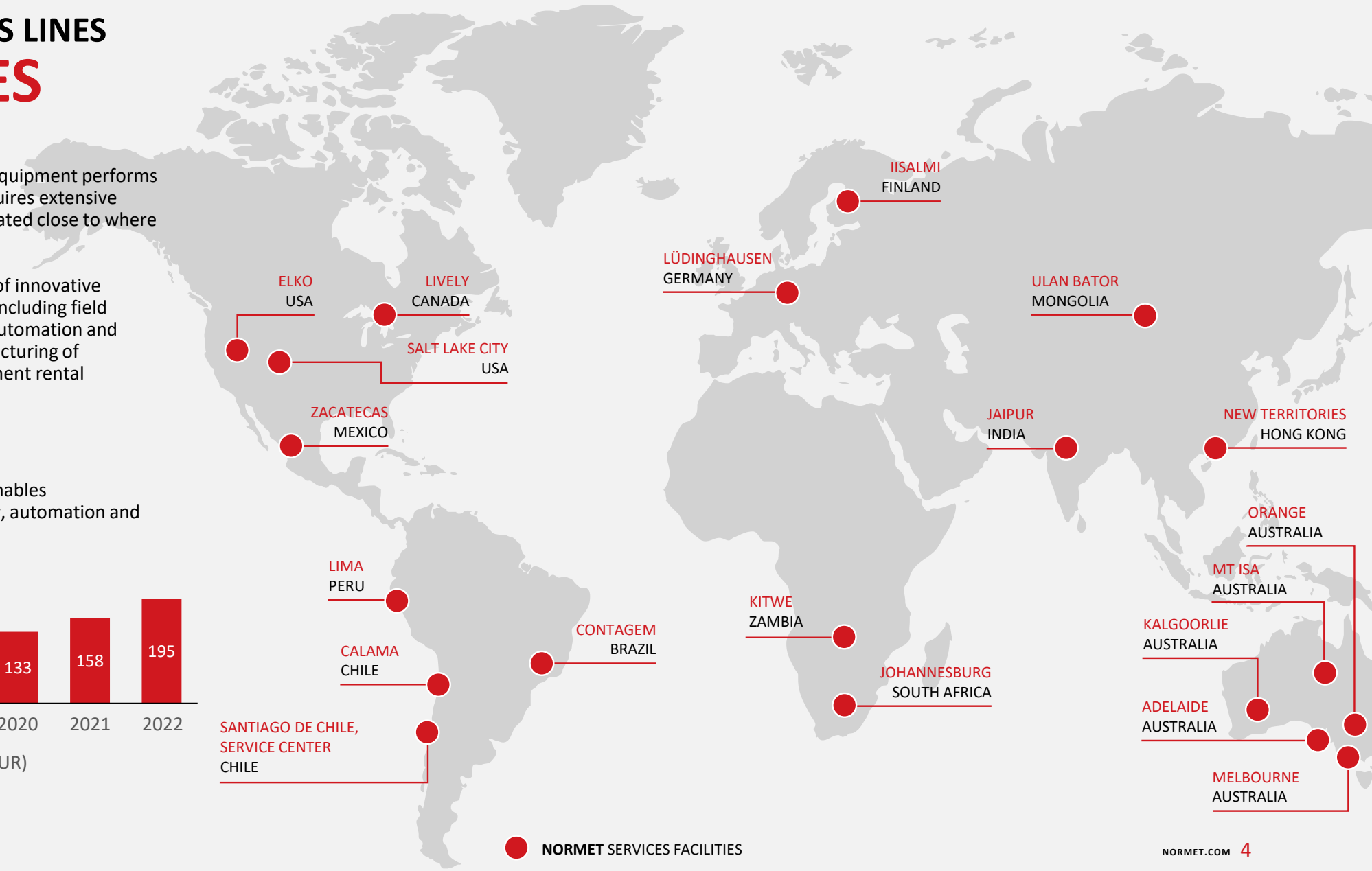
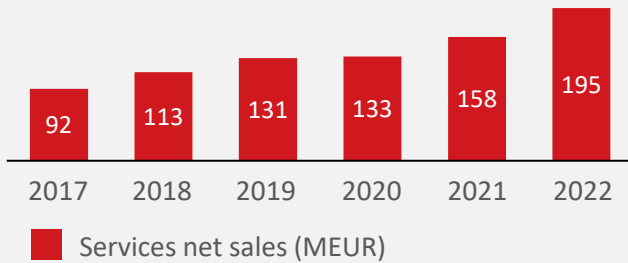
OUR BUSINESS LINES

SERVICES

- ✓ 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 solutions
- ✓ Rental services



OUR BUSINESS LINES

EQUIPMENT: Offering portfolio



EXPLOSIVES CHARGING



SCALING & BREAKING



LOGISTICS



CONCRETE TRANSPORTATION



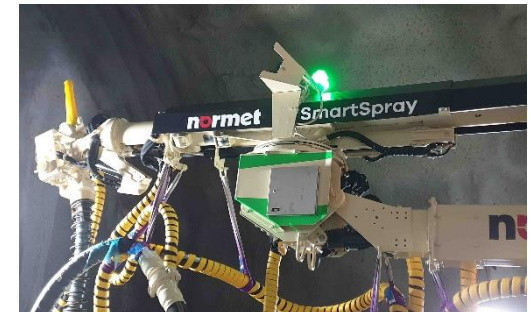
CONCRETE SPRAYING



LIFTING AND INSTALLATIONS



**NORMET SMARTDRIVE®
BATTERY-ELECTRIC EQUIPMENT**



**PROCESS OPTIMIZING
TECHNOLOGIES**

SOLUTIONS AVAILABLE



Normet Connectivity

By connecting your machinery and harnessing data, we empower you to make informed decisions that enhance productivity, safety, and...



Normet Analytics

Normet Analytics adds additional features on top of the Connectivity package.



Normet Portal

Normet Portal is the solution through where user can view the data from their Normet fleet.



Remote Monitoring Centre

Operated globally, the service prioritizes alerts, ensuring prompt responses to critical issues and extending equipment lifespan....



NORMET REMOTE MONITORING

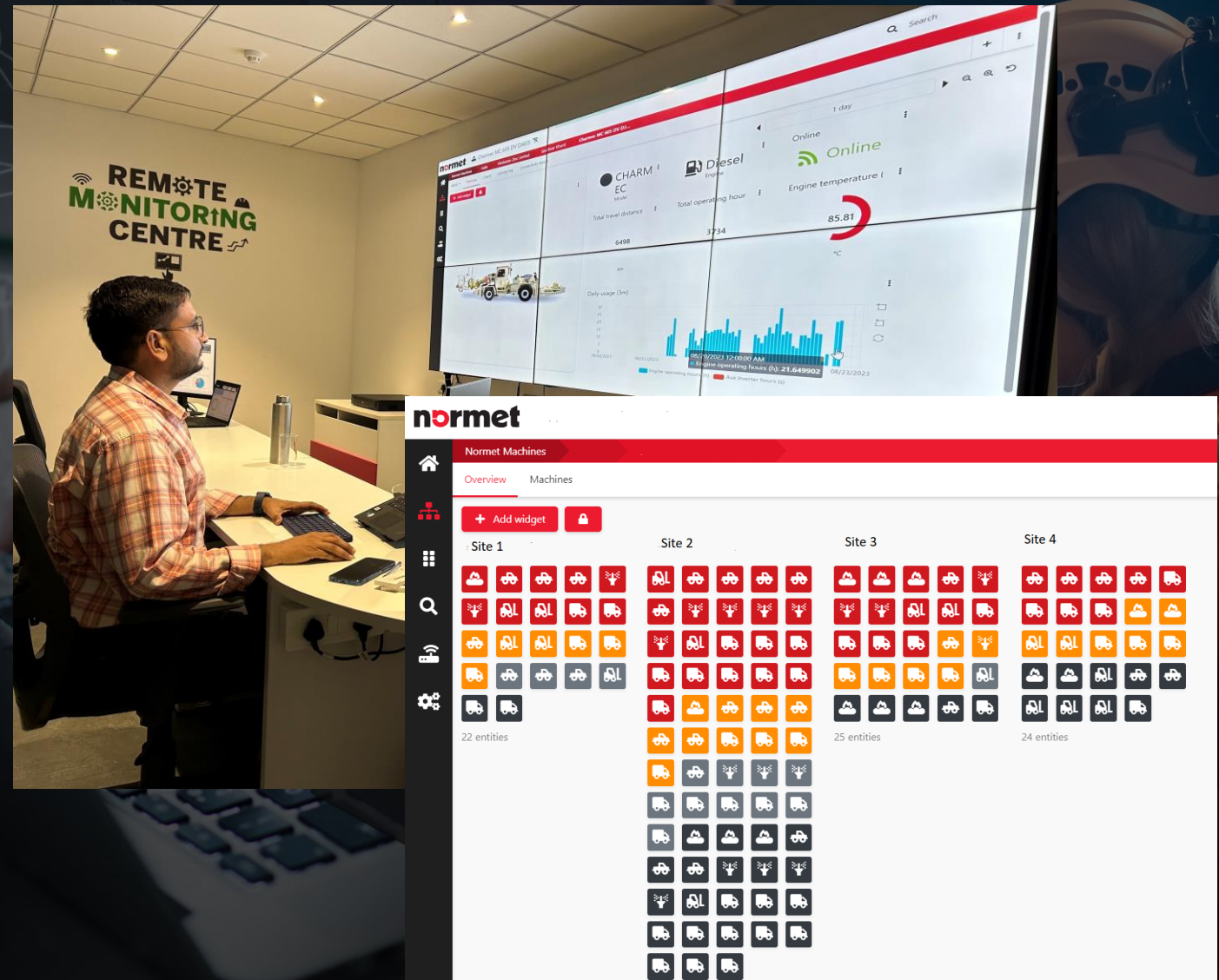
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Normet's connected equipment, the remote monitoring team can monitor issues with equipment and inform service personnel at sites.

Remote Monitoring Centre opened in June 2023 at Jaipur, India.

"We are thrilled to see how the Remote Monitoring Centre synchronizes with the performance-based service and data to enable efficient maintenance. Use of the Centre will improve overall productivity by optimizing the use of the available resources."

Pranay Kumar Nath, Senior Manager for Operations at Rampura Agucha Mine



REMION

**Intelligent
Industrial
Solutions**


COMPANY OVERVIEW

 Established in
2001

 **200+**
IIoT projects

 **2,7M€**
revenue in 2023

 **80 000+**
machines
monitored

 **35+**
personnel

 **10+**
sectors served

Tampere
Finland



Selected Customers

KONECRANES®



KONGSBERG

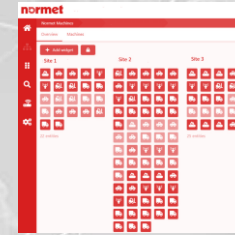
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Metso



REMION

Case | Remote monitoring

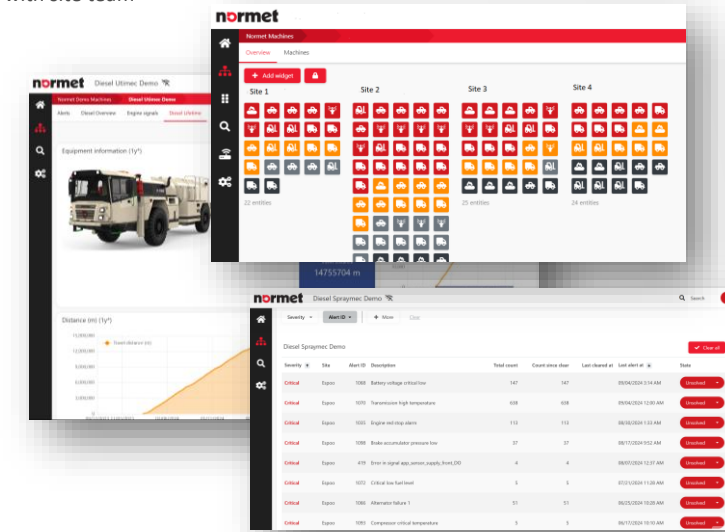


Solution Design Overview



Remote monitoring

- Monitoring of connected fleet
- Alerts categorized based on criticality
- Service recommendations
- Daily, weekly and monthly reporting facilitating fluent communication with site team



Connectivity

Regatta® Gateway

- IoT data logging and edge computing
- Device management functionalities
- Software development kit (C++/Java ME)

Gateway Management

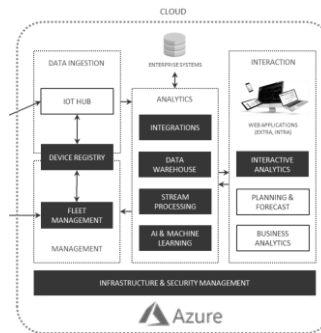
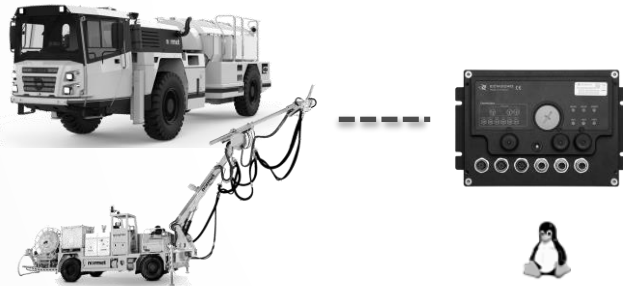
Regatta® Gateway Management

- Automatic registration of devices
- Management of OTA software updates
- Tunneling for secure remote access

Data Management

Regatta® Data Engine

- Intuitive web-browser interface for visual data analytics and data management
- Customizable views, dashboards and widgets
- Fleet, asset and user management



Timescale

COLLECT

STREAM






STORE

ANALYZE

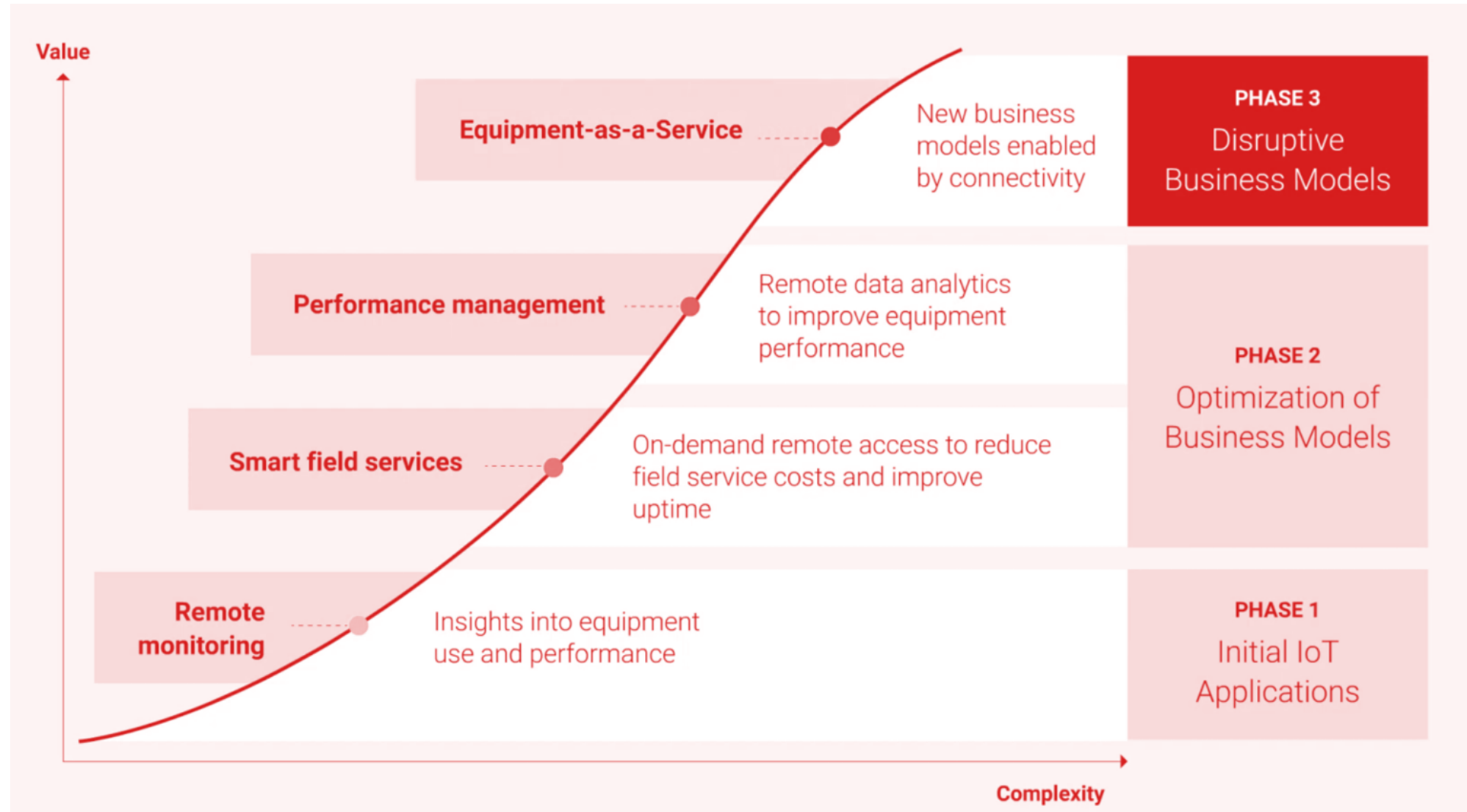
Benefits

“We can for example spot clogging of air filters, low oil levels and high temperatures of important components”

Achieved benefits for Normet

-  Improved safety
-  Detecting fault usage of equipment or machinery
-  Reducing tech support workload
-  Increasing equipment lifetime, by ability to prevent problems
-  Generation more business via performance contracts and spare part -sales

On journey to New Business Models Enabled by Connectivity



Thank
You!



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