

Cooperation increases competitiveness

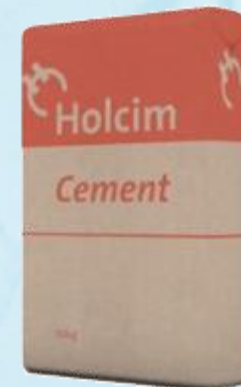
Mattias Arstadius, EMEA Sales Director SKF

We will increase industry's competitiveness in Europe





BILLERUD



SKF®

The background of the slide is a light blue, semi-transparent image. On the right side, there is a large silhouette of a wind turbine. On the left side, there are vertical, curved structural elements, possibly part of a bridge or industrial facility. The overall aesthetic is clean and industrial.



- **Historical relationship - transactional sales**
 - SKF sells bearings and related products
 - SKF sells service and mechanical services by the hour
 - SKF sells vibration monitoring equipment
 - SKF sells lubrication systems



Overarching common goal:
- Achieve the highest possible availability at the mill



SKF

products and knowledge
of rotating equipment

BillerudKorsnäs

process knowledge and
KPIs

Cooperation agreement

- Structured improvement process
- Combined technical expertise in application, service and preventive maintenance
- Automatic upgrade to the latest technology

A clear value !

Increased
availability

Increased
production



New online system (600 measuring points) with remote monitoring incl. updates

120 hours of technical support at Billerud per month

- Inventory analysis
- Calculations
- Training
- Research
- Mounting

An upgraded lubrication system

Upgrading of products, e.g. sealed spherical bearings, flap wheels, etc.

All rolling bearings in the entire mill

- Two production records in 2022
- 0 (zero) unplanned warehouse breakdowns in the last 12 months
- Warehouse-related downtime reduced by 84% since the start of 2019
- 20% fewer planned maintenance stops, postponing stops 5 → 6 weeks
- Significantly reduced need for new stocks
- Bonus Payments



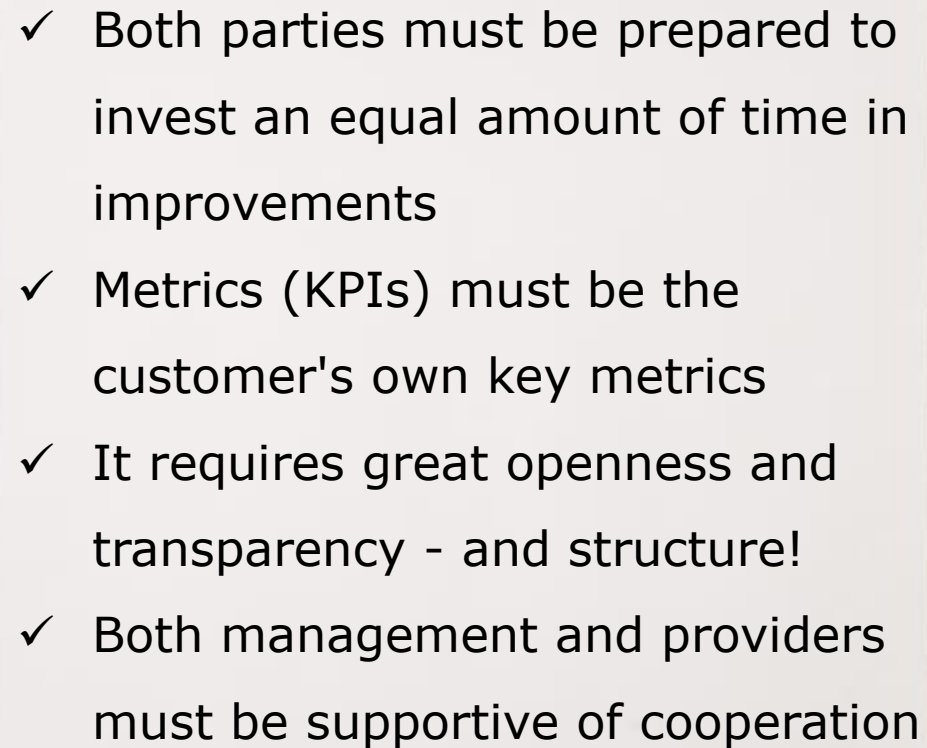
Optimal drift



Sustainable solutions



Security

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- ✓ Both parties must be prepared to invest an equal amount of time in improvements
 - ✓ Metrics (KPIs) must be the customer's own key metrics
 - ✓ It requires great openness and transparency - and structure!
 - ✓ Both management and providers must be supportive of cooperation



Questions!