

# Meet

The path  
to growth  
in Asia

Growth:  
New  
acquisition  
for Chinese  
market

Future:  
India's time  
has come

Interview:  
"Law is  
a weapon  
to fight  
injustices"

Vumbhoni Mathonsi



# In this issue:



New parental leave benefit for all Sandvik employees.  
**p. 6**



Three questions to Terese Withington, President of the new Screening Solutions division.  
**p. 11**



## Focus Asia

We explore some of the most important markets in Asia.  
**p. 12**



The acquisition of Suzhou Ahno strengthens the Sandvik position in China.  
**p. 20**



A new production unit for battery-electric mining equipment in Malaysia.  
**p. 24**



Senior Legal Counsel Vumbhoni Mathonsi loves safaris and hikes.  
**p. 26**



Refurbishment program makes old equipment as good as new.  
**p. 30**

Meet Sandvik, a Sandvik Group magazine  
Editor-in-chief: Marita Sander, [marita.sander@sandvik.com](mailto:marita.sander@sandvik.com)  
Production: Content Innovation  
Print: Falk Graphic, Nov 2024  
Published in Swedish and English, in printed form and on our website [home.sandvik](http://home.sandvik)  
Copyright Sandvik Group 2024.

All trademarks mentioned in the magazine are owned by the Sandvik Group or its partners.

Sandvik is processing personal data in accordance with the EU General Data Protection Regulation (GDPR). If you want to subscribe or unsubscribe to Meet Sandvik or change your address, please contact [marita.sander@sandvik.com](mailto:marita.sander@sandvik.com). If you have questions with regard to how we handle personal data, please visit [www.home.sandvik/privacy](http://www.home.sandvik/privacy) or contact us at: [privacy@sandvik.com](mailto:privacy@sandvik.com).



# Golden opportunities in growing markets

Asia has been the big winner in recent decades when it comes to globalization, and the continent's influence on the world economy continues to increase. Sandvik started selling to Japan as long ago as 1887, and today Asia accounts for 17 percent of our turnover.

This issue of Meet Sandvik has an Asian theme, and we look at some of our most important markets. In China we recently acquired the tool manufacturer Suzhou Ahno, a move that's in line with our ambition to grow in China and build a leading position in the premium segment. Ahno also bolsters our local production capacity. In connection with the acquisition, we set up a China division to further enhance our focus on the region. Find out more on page 20.

As regionalization increases around the world, there is a growing need for local pro-

duction and sophisticated logistics solutions. The investment in a new factory for battery-electric mining equipment in Malaysia is one example of how we are securing material sourcing locally, while continuing to build on our leading position in electric mining equipment (page 24).

We were also early to set up in India, and all parts of the business have operations there. As well as being a significant growth market, India is a massive talent pool. More than two million engineers are educated there every year, and Sandvik has Indian employees all over the world.

Asia is a fascinating market with a high rate of development. There are good growth opportunities here, and we will continue to invest in these countries.

**Stefan Widing, President and CEO**



# Mastercam featuring Y-axis turning

Mastercam launched version 2025 which included several new features. A significant addition is the Y-axis turning capability from Sandvik Coromant that enables machining of complex shapes.

Y-axis turning is a 3-axis simultaneous turning method in which the tool rotates around its own center. As a result, a complex shape or a pocket can be machined with a single tool.

All turning toolpaths, except custom thread and B-axis contour turning, support Y-axis functionality.

## 3D

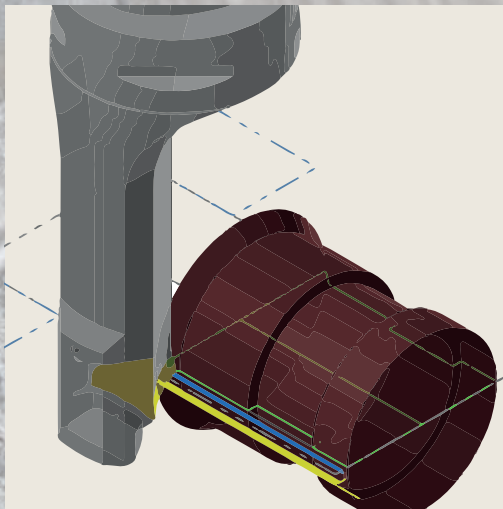
Y-axis turning is only supported for 3D tools.



# 1/7

Mastercam® 2025 software was launched on July 1.

Y-axis turning offers benefits such as reduced cycle time, improved component surface quality and more stable machining.



Mastercam 2025 automatically creates a set of planes that you can use to create your tool path with the proper tool orientation and spindle origin.





## New parental leave benefit for all employees

Sandvik is rolling out a new parental leave benefit for all employees.

The benefit provides 14 weeks of paid leave with 90 percent of the base salary to all employees in countries where no equivalent or better benefit already exists. As many countries where Sandvik operates do provide an equivalent or better benefit to women, the new program is expected to primarily benefit male employees.

“One of our strategic objectives is to be the employer of choice,”

says Stefan Widing, President and CEO at Sandvik. “We believe that to be successful as a company it is crucial to attract, retain and develop our employees. And we believe that work-life balance is very important for that. With this benefit we think we can improve the work-life balance for new families and people whose families are growing.”

Sandvik launched the program in July 2024. It was initially launched in Canada, Croatia,



Sandvik will deliver three potash underground continuous mining systems to BHP.

Work-life balance is important for Sandvik.

Hungary, Latvia, Poland, Romania, Serbia and Slovakia. Over the coming months it will be rolled out to all other countries which do not have an equivalent or better benefit. The leave must be taken within 12 calendar months of the birth or adoption of a child. All full-time and part-time employees who have completed 12 months of service are eligible. The benefit is optional, and it is up to each family to decide what is right for them.

Learn more about the benefit



# Major order for mining systems

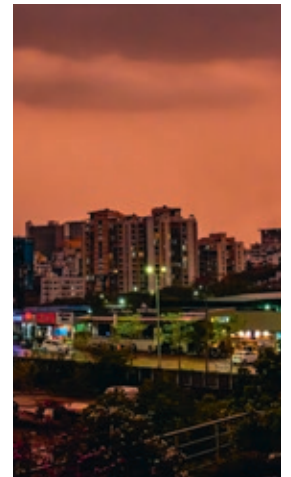
Sandvik has been awarded a major contract from leading mining company BHP for the Jansen Potash Project, located in Saskatchewan, Canada. The contract, which includes potash continuous mining systems, is valued at approximately SEK 1.9 billion.

The Jansen Potash Project has the potential to be the largest potash-producing mine in the world, providing a rich source of potassium, a key ingredient for fertilizer, and supporting global food production.

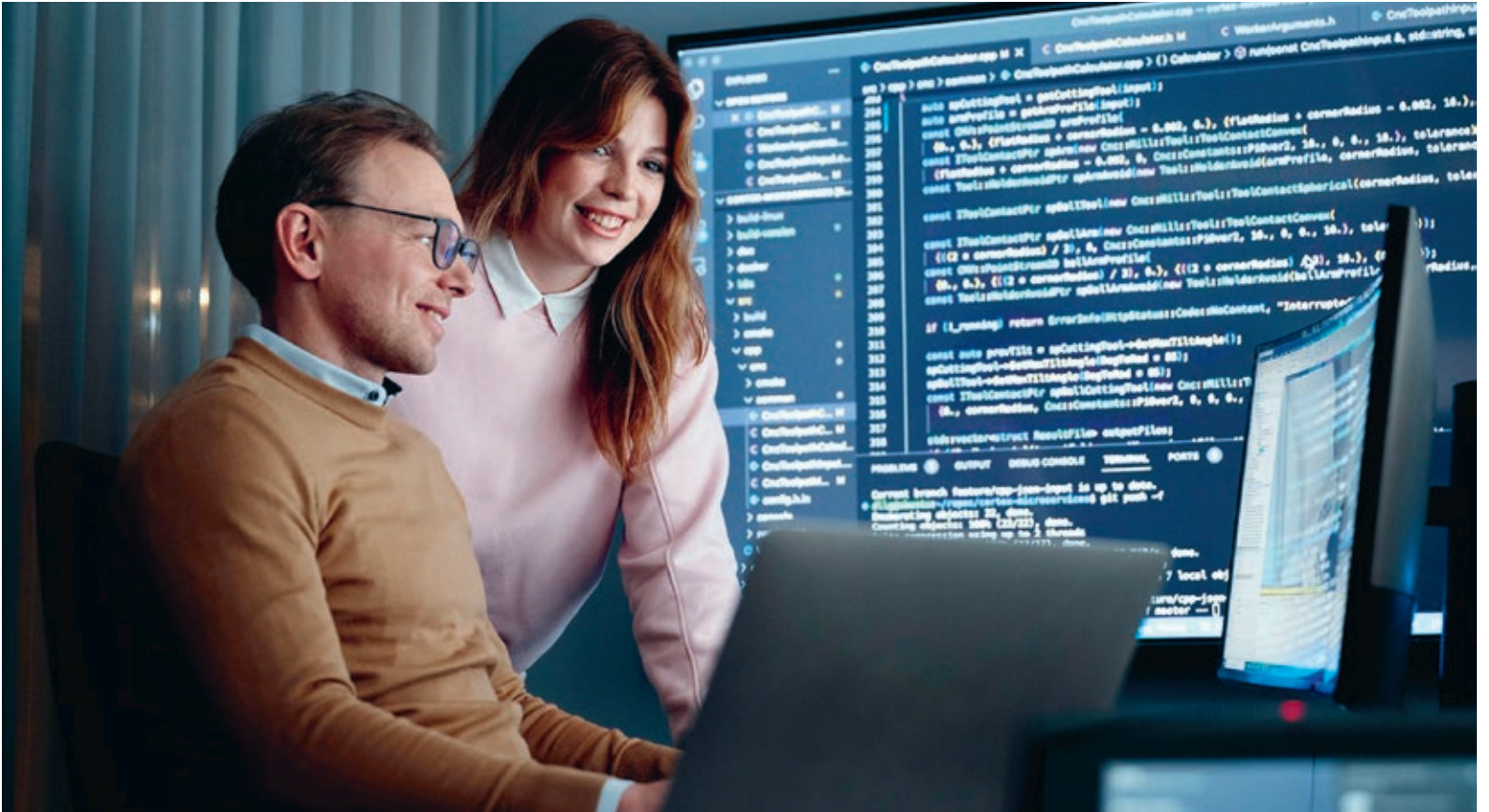
“We are very pleased to continue this partnership,” says Mats Eriksson, President of Sandvik Mining and Rock Solutions.

## Innovation hub in Pune

Sandvik Manufacturing Solutions has about 70 employees in Pune, India with the aim to grow. The site will be developed into a center for innovation, AI development, and advanced research with the ambition to collaborate with other Sandvik entities. The Pune hub will serve as a competence pool and a centralized resource for the business area segments' global operations.







Manufacturing Copilot simplifies the user-experience and improves productivity.

## AI launch together with Microsoft

Sandvik has launched AI in its manufacturing software in alliance with Microsoft. A Manufacturing Copilot was included in the latest releases of the CAD/CAM softwares GibbsCAM™, Cimatron®, and SigmaNEST®.

The Manufacturing Copilot will simplify the user experience with seamless access to knowledge, which is not broadly accessible today, simplifying the user experience. Each Copilot has been trained on proprietary knowledge unique to each brand, such as product knowledge base, and prompt optimized during 12 months. The Copilots will be further trained to provide continuous support and eventually connect with each other to bring even more intelligence to the shop floor.

The Manufacturing Copilot has been developed in collaboration with Microsoft Azure cloud and AI services. The Copilot offers real-time updates and enables informed choices. This is the first step in the AI roadmap to enhance the customer experience.

“We are rolling out new capability to help simplify manufacturing by decreasing the learning curve, repetitive tasks and time spent on programming a job. It will simplify onboarding as well for advanced users,” says Magnus Malmström, Chief Technology Officer at Sandvik Manufacturing Solutions.

Sandvik plans to gradually integrate the Manufacturing Copilot into more manufacturing software in the portfolio and also within metrology.





# Celebrating one year of new identity

It has been one year since Sandvik launched a new logotype and brand identity and they have received a great deal of positive recognition.

“Our new brand reflects how we want to be perceived by customers and society and the launch has been a success,” says Björn Roodzandt, Head of Group Communications and Sustainability.

The rebranding has received the Red Dot Design Award 2024 in the technology category and the packaging for Shank adapters won a ScanStar award. Sandvik also received two silver awards at the Publishing Prize Sweden event, one for the Group website (home.sandvik) and the other for the digital version of this magazine (Meet Sandvik).

## News in brief

### Sandvik to acquire Universal Field Robots

Sandvik has signed an agreement to acquire Universal Field Robots (UFR), a fast-growing Australia-based provider of autonomous interoperable solutions for the surface mining and underground mining markets. UFR's solutions are built on an autonomy platform that will complement the automation offering



from Sandvik, and includes OEM (Original Equipment Manufacturer) agnostic robotic and autonomous solutions for trucks, loaders and auxiliary equipment.

### Sandvik exits non-strategic businesses

Sandvik has divested the engineer-to-order business of DWFritz to the US-based private equity firm Balmoral Funds. Sandvik acquired DWFritz in 2021, with the intention to grow ZeroTouch®, a unique inspection gauging equipment enabling near-line and in-line metrology and essential in integrated production solutions. The ZeroTouch® trademark is not part of the divestment and will remain a part of Sandvik.

Additionally, Sandvik has decided to seek an exit of its minority stake (approx. 30%) in the Italian additive manufacturing service provider BEAMIT. The decisions are in line with the communicated strategy of an increased focus on software solutions and connected tools, and to exit additive manufacturing to focus mainly on metal powders (BEAMIT). Total costs are estimated at approximately SEK 390 million.





# Major mining order from Cimertex

Sandvik has received a major underground mining equipment order from the Portugal-based distributor Cimertex, for delivery to the Portuguese mining company Almina Minas do Alentejo S.A. The order is valued at approximately SEK 340 million. The order includes Toro™ TH663i trucks, Toro™ LH621i loaders, Sandvik® DS411 rock bolters and Sandvik® DL421 longhole production drills. The majority of the trucks will be equipped with Sandvik AutoMine® Fleet, a highly advanced automation system for a fleet of underground loaders and trucks sharing the same production area. The order also includes a seven-year full aftermarket service contract.

A Toro™ TH663i truck from Sandvik.

## Acquisition of workholding fixtures specialist PDQ

Sandvik has acquired PDQ Workholding LLC, a leading US-based company specializing in custom workholding fixtures and tooling for various industries, including aerospace, automotive and energy. Workholding fixtures are used to hold a workpiece in place during subtractive manufacturing.

## Other Sandvik orders

→ Sandvik has won a major order for a mining customer in South-east Asia, to deliver a fleet of intelligent underground drills. The order is valued at approximately SEK 500 million and includes development drills, rock bolters and longhole drills.

→ The Indian mining company Hindustan Zinc has chosen Sandvik for deliveries of underground mining equipment. The contract expands Hindustan Zinc's fleet of Sandvik equipment with more development drills, production drills, trucks and loaders. In addition to the equipment order, the deal also brings a significant aftermarket value.

→ The Australian-based company Evolution Mining has ordered underground mining equipment from Sandvik. The order is valued at approximately SEK 300 million and includes advanced underground loaders, trucks and development drills, to be implemented in different mines across Australia.



# Q+A: Terese Withington

The President of the Screening Solutions division foresees a growing future for its business operations.

Before heading up Screening Solutions, Terese Withington was President Southeast Asia within Sandvik Rock Processing Solutions.



#### What is happening in your area?

“With our core divisional management team now in place for the newly created Screening Solutions division, we have been busy working on the strategy to grow our business on a truly global scale.”

#### What makes this area so exciting?

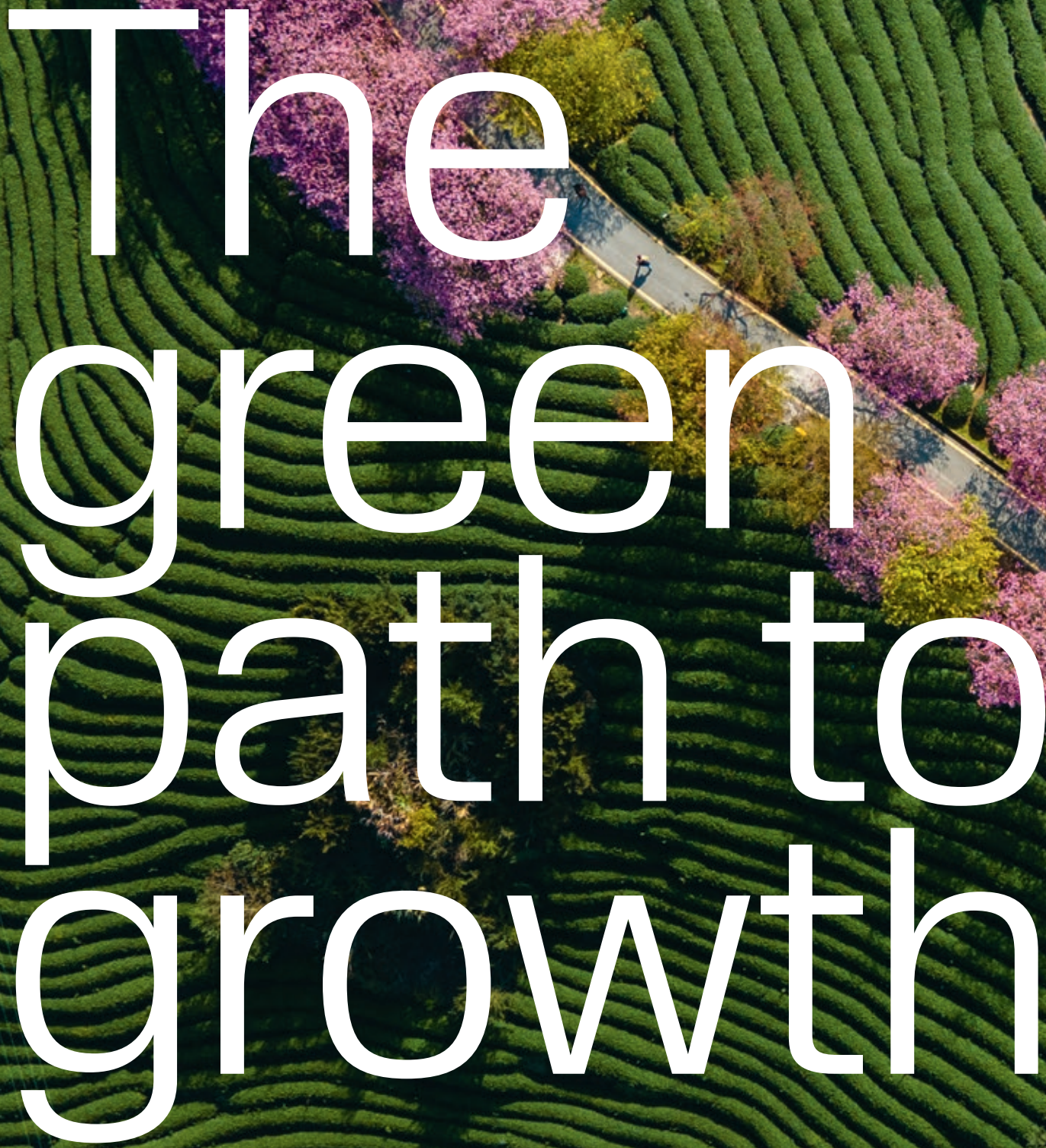
“Over the last few years, we have acquired two screening businesses, which have given us an excellent range of screens, feeders, train loaders and screening media that are perfectly adapted to the mineral processing sector. They have also helped us to improve our geographic coverage around the world. The exciting part now is bringing all of this together to become a global leader in this sector, with an unrivalled offer of market leading screening solutions.”

#### What do you see in the future for Screening Solutions?

“The future of Screening Solutions is a story of growth. We have a few exciting innovations that we are bringing to market this year and more in our R&D pipeline. Combining our innovation portfolio with the synergies that we have between our crushing and screening solutions’ divisions will bring organic growth to our business, and we are always on the lookout for strategic acquisitions to augment our growth.”

As of July 1, 2024, the Stationary Crushing & Screening division became two new divisions: Crushing Solutions and Screening Solutions.





# The green path to growth

By Jonas Rehnberg

Asia accounts for 70 percent of global growth. How will Sandvik take a leading position in these important markets?









# Asian dominance will grow

In addition to the giants China, Japan and India, Asia is home to many rapid growth markets – as well as huge differences and different challenges.

A recent outlook from the International Monetary Fund (IMF) predicts 4.3 percent growth in Asia in 2024, followed by 5 percent in 2025, which equals roughly 70 percent of the world's combined growth. "It's full speed ahead on all cylinders in most markets, even if the potential varies greatly across the region," says Frédéric Cho, independent advisor and Vice Chairman of the Sweden-China Trade Council.

At the Asian Infrastructure Development Bank (AIIB) in Beijing, Chief Economist Erik Berglöv agrees that "Asia is key to global growth," while adding that "the climate challenges are particularly pressing and require large investments in infrastructure and energy production, particularly since many Asian countries have traditionally been heavily dependent on fossil fuels."





The “new” Chinese economy is growing in sectors like innovation and tech.

China expert  
Frédéric Cho.



One of the key drivers behind Asian growth is the increasing regionalization following the growing cooperation and trade between Asian countries, as bilateral trade agreements are being replaced with regional free trade treaties, and China moves further up the value chain. “This leads to growing trade between Asian nations and their integration into global value chains where countries can participate according to their respective strengths and stage of economic development,” says Berglöv.

He points out that global value chains have allowed developing countries in Asia to become part of global production patterns, while attracting foreign investment to leverage growth and achieve a reduction in poverty, “much like what has happened in Central and

Eastern Europe since the fall of the Berlin Wall.”

Cho believes that China is at an exciting crossroads. “The country is moving away from the old economy based on quantity, to a focus on quality. High-quality production growth is a recurring phrase in all speeches held by President Xi,” he says.

The “new” Chinese economy is more anchored in services and innovation in sectors like tech and AI, and areas related to the

China has rapidly become a leader in many sectors.



green transition, such as solar and electric vehicles. Cho points out that three of the biggest apps in the US are of Chinese origin: TikTok, Shein and Temu. “China has rapidly become leading in many sectors.”

#### “In China, for China”

The challenges facing China include geopolitical tensions and the looming threat of higher trade tariffs. The country’s relations with the surrounding world are a challenge for foreign companies to navigate as the government focuses on domestic sourcing of strategic components, and possible export restrictions, says Cho. “‘In China for China’ is an unwritten policy aimed at reducing China’s dependence on international supply chains, which makes sourcing from inside China a key priority.”

That aside, foreign companies generally find it smoother to work in China today than, say, ten years ago, according to Cho. “China wants to manifest that it is back in business after the pandemic and that it wishes to retain foreign expertise in the country. The degree of professionalism has also increased, corporate governance matters more than it used to, and commercial law increasingly works as it should.”

China scrapped its decades-old one-child policy in 2016, replacing it with a two-child limit that has failed to lead to a sustained upsurge in births. “The cost of raising children in cities has deterred many couples and young women tend to choose careers over having children,” Berglöf explains.

#### India racing for the top spot

India, on the other hand, does not face any shortage of people any time soon. “India has more favorable demographics as more and more young people are entering the labor force,” says Berglöf.

India’s challenges are different, he adds. “It needs to include the poorest in the economy and bridge the gaps between states and different groups. Climate



# 2016

China scrapped its decades-old one-child policy.

# 4.3%

growth in Asia in 2024.

“China wants to manifest that it is back in business after the pandemic.”





Morning traffic in Beijing, China.

### Top 10 economies of Asia 2024

GDP (nominal) in USD

1. **China**  
18.53 trillion
2. **Japan**  
4.11 trillion
3. **India**  
3.93 trillion
4. **South Korea**  
1.76 trillion
5. **Indonesia**  
1.47 trillion
6. **Taiwan**  
803 billion
7. **Thailand**  
548.9 billion
8. **Singapore**  
525.2 billion
9. **Philippines**  
471.5 billion
10. **Vietnam**  
465.8 billion

Source: IMF

change is hitting India hard, and the energy transition will be costly as the power grid needs upgrading. So does the road network. Research shows that Indian companies based more than four hours away from a port cannot compete for exports.”

Cho agrees that infrastructure remains a major challenge, and he does not think India will catch up with China in the near future. “India today is where China was in the early 1990s.”

Long before China and the Asian tiger economies rose to economic prominence, Japan embarked on a journey of record economic growth between World War II and

the early 1990s. During the economic boom, Japan rapidly became the world’s second-largest economy after the United States.

#### A digital transformation

Since then, however, declining birth rates and other issues have ushered in a prolonged period of relative stagnation. To accelerate growth and stay ahead of the competition, the Japanese government is currently incentivizing the digital transformation with a code of practice and support for small and medium-sized enterprises. Japan’s Ministry of Economy, Trade and Industry (METI) predicts that if companies in Japan do not promote

digital transformation and their competitiveness declines, they can incur annual economic losses of approximately JPY 12 trillion (USD 83.1 billion) starting in 2025, describing it as the “2025 cliff.”

Pakistan and Bangladesh need to do a lot more in terms of modernizing, but the latter has already established itself as a global hub for textile production. In Southeast Asia, Indonesia is the world’s fourth largest country in terms of population, with 280 million people, and an abundance of natural resources. Malaysia, Thailand and the Philippines continue to advance in carrying forward the legacy of the so-called Tiger Economies.



# The Asian market

Sandvik is well positioned across Asia and has a large turnover in several markets. At the top are China, Indonesia, India and Japan.

“Sandvik enjoys a long history in many important Asian markets, with deeper market knowledge than most of its competitors. The company has been quick to pick up signals from local markets and adapt its offering accordingly,” says Frédéric Cho, independent advisor and Vice Chairman of the Sweden-China Trade Council.

The challenge in the Asian markets for all international companies is to establish a presence that reflects the economic stage the country is in, Cho adds. “An overriding strategy for Asia needs to be complemented with individual strategies for each country.”

The Asia strategy of Sandvik is, for example, reflected in the formation of a new China division based on the recent acquisition of a leading tool maker. While Sandvik has been supplying some Asian markets since the 1800s – for example with steel to the Japanese shipping industry – there is still room to grow. In 2023, Asia’s share of global Gross Domestic Product (GDP) was around 50 percent, but the region accounts for only 17 percent of Sandvik Group turnover.

China is the single most important market for Sandvik in Asia, both with regards to mining equipment and machining solutions. China’s mining industry includes over 1,500 major mining operations, with a total value of over USD 400 billion and the country spends approximately USD 200 billion a year on mine supplies and services, according to a report from the Canadian Trade Commissioner.

The country is the world’s leading producer, often by a large margin, of more than 20 metals, including the rare earth minerals crucial to the electrification of society. The U.S. Geological Survey estimates that China has accounted for 40-50 percent of global

demand for minerals over the past three decades. Approximately 75 percent of all major Chinese mining operations are underground and as a world leader in underground equipment, Sandvik has reaped the fruits of the mining boom, according to Yao Jing, Vice President Sales Area China at Sandvik Mining and Rock Solutions. “We have managed to grow over double-digit numbers year over year for the past decade. The order intake looks good and this year we hope to reach record high revenues and further increase our market share.”

In addition to setting up the China division, Sandvik Machining Solutions is expanding its reach in other parts of Asia. The mid-market presence in India is being enhanced with strong production capabilities, including powder supply, while local production capabilities are being established in Japan.







**Sandvik turnover by country, SEK billion**

1. **USA**  
18,425
2. **Australia**  
15,247
3. **Canada**  
8,406
4. **China**  
8,280
5. **Germany**  
7,195
6. **South Africa**  
5,324
7. **Mexico**  
5,007
8. **Italy**  
3,855
9. **Indonesia**  
3,702
10. **Brazil**  
3,313
11. **India**  
3,075
12. **France**  
3,000
13. **Chile**  
2,571
14. **Sweden**  
2,232
15. **Poland**  
1,937
16. **UK**  
1,879
17. **Ghana**  
1,749
18. **Spain**  
1,497
19. **Japan**  
1,455

Information from Sandvik Annual Report 2023



# Acquisition strengthens position in China

Sandvik is creating a new China division to better reach new customer segments and expand its presence.

Photos Mattias Isaksson & Suzhou Ahno

China is a key growth market for cutting tools, with forecasts indicating yearly growth rates of more than 4 percent over the coming five years. To succeed in this market, analysts agree that local production and long-term commitment are becoming increasingly important.

“The dynamics in the Chinese market have changed. Today it is important to be present locally and to produce within China, with a strong focus on local needs,” says Nadine Crauwels, President Sandvik Machining Solutions.

In line with this, Sandvik has acquired a majority stake in Chinese tool maker Suzhou Ahno Precision Cutting Tool Technology (Ahno). The company has a leading position in precision cutting tools in the fast-growing local premium segment, a broad product and service offering, and an extensive sales network.

“The acquisition reflects our strategic ambition to grow in China and to strengthen our position in the strategically important Chinese market. Ahno enhances our local production capabilities, making it a great addition to Sandvik,” Crauwels says.

“The acquisition reflects our strategic ambition to grow in China.”

Elisabeth Lindström-Dupuy

The acquisition's main customer industries are general engineering and automotive, in which a significant portion is in electric vehicles. There is also a growing medical segment. “Ahno's competitive assortment and closeness to customers is a great platform to drive further growth of our tooling business in China,” says Crauwels. “Much of the offering is focused on fast-growing segments, which makes Ahno a perfect fit with our strategy.”

## Growth platform

Ahno will form the basis of a new China division within Sandvik Machining Solutions, headed by Elisabeth Lindström-Dupuy, formerly Head of Sales Area North Asia at Sandvik Coromant. “The international tooling brands will continue to be operated in China as they are today. Ahno's strong market position, combined with our leading competence and international brands will enable an attractive growth platform in China going forward,” she says, adding, “We also see opportunities between Ahno and our international brands that can boost growth and provide cost synergies. We believe that this mixed model, where we utilize the strength of both our strong international brands and local presence in certain markets, will help us capture market growth.”

Lindström-Dupuy points out that having local production also reduces vulnerability from geopolitical disturbances. “Ambition and commitment are appreciated and Sandvik is seen as more reliable and trusted in Chinese eyes. Many foreign companies left China during the pandemic, whereas Sandvik remained and now strengthens the foothold.”

The purpose behind the new China division is to reach new customer segments through

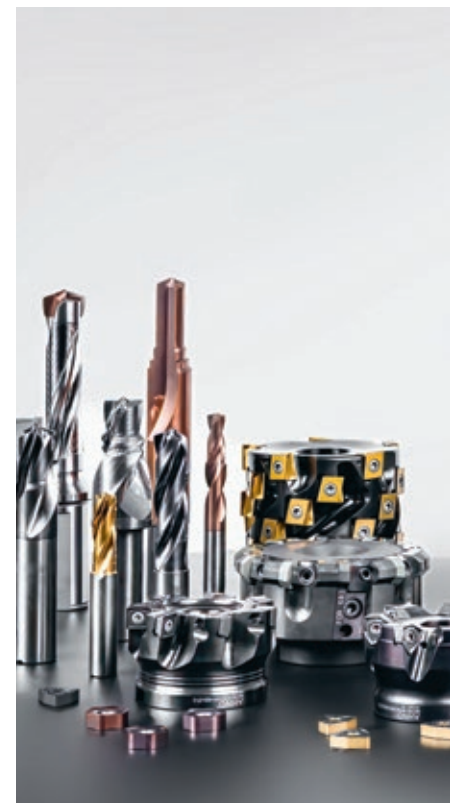
increased presence. “It will also enable opportunities for collaboration and knowledge sharing to reap future synergies in research and production,” says Lindström-Dupuy.

She adds that Ahno is particularly strong in terms of agility and the rapid development of non-standard tools that are fit for purpose. “Sandvik, on the other hand, will bring skills from its long history in inserts to the table and help Ahno increase its market share.”

Increased sustainability is another strong benefit of having local production as it reduces the need for long-distance transport, cuts lead times and facilitates after-market servicing.

Lindström-Dupuy says the future is looking good for Sandvik in China. “It's been increasingly challenging over the past few years to capture growth as the competition from domestic companies has grown. One reason why customers like us is because we deliver a high and consistent quality with predictable performance.”

Products produced for the Chinese market.







Elisabeth Lindström-Dupuy at Chinese tool maker Suzhou Ahno in Shanghai.



### This is Suzhou Ahno

- Founded in 2002
- Approximately 1,200 employees
- Revenues in 2023: CNY 812 million (SEK 1.2 billion), mainly from China
- Specializes in the manufacturing and regrinding of metal cutting tools
- Main products include cemented carbide cutting tools such as drills, reamers, end mills, inserts and natural diamond cutting tools



It is important to be present locally and to produce within China, says Nadine Crauwels.





# Japan fast tracks digital transformation

Sandvik provides Japanese industries with the tools and software required for digital manufacturing.

Shinichi Takamiya, Head of Sandvik Coromant in Japan, says that digital solutions from Sandvik are in demand from customers in the aerospace and automotive industries, as well as general engineering. "Our digital offering has been instrumental in driving success with customers who are looking to integrate software with tools and production. The quick change tooling concept Coromant Capto® and other solutions help manufacturers introduce digitalization and automation. Using digital tools suits customers who have robots in manufacturing."

## Customers in Japan

Sandvik Coromant is seen as a premium supplier by customers who value performance over low price, according to Takamiya, who explains why aerospace is a sector where Sandvik enjoys a high market share with customers such as Kawasaki Heavy Industries, Mitsubishi Heavy Industries and IHI. "These manufacturers use more difficult materials such as heat-resistant super alloys and titanium," he says, adding, "Sandvik has a significant advantage over our Japanese competitors in that we have advanced further in digital or the CAM offering. We also undertake product development in close cooperation with our customers."

Machine tool makers and general engineering make up the largest customer segment for Sandvik Coromant in Japan, with big names such as DMG MORI, Yamazaki Mazak and Okuma on the customer list. "Automation and digital features have gone down well with them and the tooling concept Coromant Capto® has been a key to the success with machine tool makers as it increases efficiency in production," says Takamiya.

Automotive has been a flagship industry for Japan ever since Toyota and its peers conquered the world in the 1980s and launched

innovative and much-copied concepts like Just in Time and lean manufacturing. Today, big Japanese automotive OEMs like Toyota, Nissan, Mitsubishi, Honda, Mazda and Subaru are Sandvik customers.

The current shift away from combustion engines to electric vehicles heralds major changes for the world's automakers, who need to revamp production to fit the requirements of new and different components and materials. "This change certainly benefits Sandvik, since we can supply the sophisticated precision tools for aluminum components required in this landscape," says Takamiya.

To showcase its abilities, a new Sandvik Coromant Center was inaugurated in Nagoya in June 2024. The center welcomes customers, employees and members of the public, and focuses on training and demonstrating digital and high-level applications.

Competence development for existing employees is important in a labor market that is still shrinking as a result of declining birth rates and aging population. The center can also help attract future talents.



Shinichi Takamiya, Head of Sandvik Coromant in Japan.

# 2024

A new Sandvik Coromant Center opened in Nagoya.





The market for component manufacturing is growing rapidly in India.

# Growing in the Indian market

Sandvik entered the Indian market more than 60 years ago. Today, India is the company's eleventh biggest market.

When Jawaharlal Nehru, India's first prime minister, visited the Sandvik headquarters and factory in Sweden in the late 1950s, he invited the company to establish itself in India. Initially, most of what Sandvik produced in India was destined for export but as the country embarked on a process of modernization and rapid growth, domestic sales grew.

Today India is the company's eleventh market. Sandvik is supplying mining equipment to leading operators and machining solutions to customers in general engineering, aerospace and automotive.

The hub of research and production is in Pune, outside Mumbai. Other sites include Chiplun, where a carbide recycling center recovers tungsten from used inserts to produce powder for new inserts. Rock tools are produced in Hyderabad, while Sandvik-owned Miranda Tools services mid market clients from the facility in Ankleshwar. That aside, most of the production from Sandvik Machining Solutions is exported, whereas the bulk of what is produced by Sandvik Mining and Rock Solutions and Sandvik Rock Processing Solutions is sold in India. One example is the

recent order from Hindustan Zinc to supply underground mining equipment at a value of approximately SEK 345 million. The contract expands Hindustan Zinc's fleet of Sandvik equipment with additional development drills, production drills, trucks and loaders. In addition to the equipment order, the deal also brings a significant aftermarket value.

## Market leader in machining segment

"We have a leading position in the Indian market, where we are known for our high quality, high touch service offering," says Manik Karn, Strategy Manager at Sandvik Machining Solutions. "The Indian machining sector is one of the fastest growing in the world (7 percent CAGR 2023-2030), enabled by encouraging government policies for the manufacturing sector. India is pushing to be a major manufacturing hub for the world. This provides a strong growth opportunity for the whole machining sector, including all our machining brands."

India has a strong history of providing Sandvik with global talent and Sandvik runs a comprehensive CSR program in the country. It covers projects within education, environmental protection, and equal opportunities. For example, Sandvik actively promotes an increased share of women in the workforce, offers daycare for the employees' children, and transportation to women who work night shifts.





# Ramping up for the shift to electric

With its new production unit in Malaysia for underground vehicles, Sandvik is increasing its capacity to help customers make the shift towards the sustainable mine of the future.

By Danny Chapman

Sandvik has opened a new production unit in Malaysia to increase its ability to manufacture diesel and battery-electric operated underground loaders and trucks. The new facility is primarily focused on meeting the growing demand from mining customers around the world for battery-electric vehicles (BEVs).

Sandvik is investing SEK 350 million in this project located in Seremban, the capital of Negeri Sembilan state, around 70 kilometers

south of Kuala Lumpur. Marking the importance of this investment for the region, the inauguration, on May 14, 2024, was attended by several senior local government officials. The Negeri Sembilan state Prime Minister officially opened the site.

“Malaysia is among the most technologically developed countries in Southeast Asia and has abundant skilled labor, strong local industrial suppliers and reliable infrastruc-

ture,” says Mats Eriksson, President of Sandvik Mining and Rock Solutions. “Our mining customers in Asia Pacific will enjoy shorter lead times for equipment manufactured to Sandvik standards of quality and safety.”

## A growing BEV demand

The main Sandvik production site for underground loaders and trucks is in Turku, Finland. But with steady demand for traditional diesel operated units and a growing demand from customers for BEVs, a new production facility to complement the Turku site was clearly necessary.

“The BEV market demand and interest has been really growing,” says Veli Olavi Kataja, Managing Director at the Seremban factory. “So we needed more space to build the units and the battery cages. This is part of the global trend with electric cars taking off. At existing mines, where the ventilation necessary for traditional diesel vehicles has been built, customers are extending their diesel fleets. But where new mines are being built, customers are clearly moving towards electric-operated equipment. It is a shift, and the shift is growing.”

Production has already begun at Seremban and it is due to ramp up over the coming year. “Our plan is to build 300 units yearly,” says Kataja. “I expect around 50 percent of these to be BEVs. If customers want more BEVs then we will build more BEVs.”



# Energy transition fuels mining boom

The shift to more sustainable mining and the demand for minerals required for the electrification of society are key drivers for Sandvik across Asia.

By Jonas Rehnberg

In the past decade, the Chinese government has issued a series of policies and incentives to promote green mine development. With its innovative mining equipment, Sandvik benefits from the shift to more sustainable mining.

China's mining equipment suppliers ramp up competition with Sandvik by using low cost and increasingly improved technology. "Sandvik, on the other hand, is aiming for a niche market, targeting premium customers through our leading products, service and technical solutions for the mining and construction industries," says Yao Jing at Sandvik.

Analysts see this as a wise strategy. "Sandvik taps into another dimension on the Chinese growth map by focusing on the premium segment and the company should be able to reap the rewards of its long commitment to China," says Frédéric Cho.

Other important mining markets in Asia where Sandvik has a strong presence include Indonesia and Mongolia. Papua, Indonesia, for example, is home to Grasberg, the biggest gold mine and the third largest copper mine in the world. It is operated by Freeport-McMoran and Sandvik has delivered equipment there since 1997.

## Deeper underground

Sandvik equipment is particularly suitable for block cave mining with automated loaders that allow remote operations in areas where there is a risk of flooding or sliding rock. Mine planning software from Sandvik-owned Deswik also facilitates the transition from open pit to block cave mining.

Another huge copper and gold deposit is Oyu Tolgoi in Mongolia, operated by Sandvik customer Rio Tinto. "The operator is looking into switching from diesel equipment to battery-electric vehicles in order to increase

productivity and operate for longer time periods," says Malcolm Mauger, Vice President Sales Area Southeast Asia, Sandvik Mining and Rock Solutions, adding that the main driver behind automation is to increase utilization, while the driver behind electrification is to reduce emissions, heat from diesel engines and become more sustainable.

The worldwide transition to electric vehicles and renewable energy production remains a key catalyst behind the skyrocketing increase in demand for copper. To meet this demand, mining operators need to drill deeper in existing mines and step up the search for new deposits. These trends fit our offering like a glove, says Mauger. "We help operators manage their costs, while increasing productivity and efficiency as they continue deeper underground and seek to digitalize their exploration to locate new ore bodies."

## This is block caving

Sandvik mining equipment is well suited for so-called block caving, an underground hard rock mining method that enables the processing of very large ore bodies. This underground version of open pit mining involves undermining an ore body – allowing it to progressively collapse under its own weight, reducing the need for drilling and blasting. The cost of block cave mining is about one tenth of the corresponding cost of conventional methods.

Sandvik has supported the journey at Grasberg, from an open pit mine to underground operations: "As large open pit mines come to the end of their lives, operators examine the feasibility of transitioning to low-cost, large-scale underground operations. Block cave mining is the only underground method that can offer production rates and operating costs that are comparable with open pits pits," says Malcolm Mauger of Sandvik Mining and Rock Solutions.

Sandvik delivers equipment to the Grasberg mine.





# Safari dream comes true

“She lived. And she died living.” This was the tombstone inscription that Vumbhoni Mathonsi envisioned when an elephant chased her safari truck. Fortunately, she survived the adventure. Safaris and hiking are still among her favorite pastimes.

By Cari Simmons  
Photos Tuli Lote

## **Vumbhoni Mathonsi**

**Location:** Johannesburg,  
South Africa

**Role:** Senior Legal  
Counsel for Sandvik Africa

**Hobbies:** Safaris and  
hiking







"I love the Kruger National Park area as it has a wide range of wild animals, including the big five – lions, elephants, rhino, buffalo and leopards," says Vumbhoni Mathonsi, the Senior Legal Counsel for Sandvik Africa. "I am originally from northeastern South Africa where the park is located. Growing up, we used to see the safari cars drive by with tourists but had never been on safari as we simply could not afford it. I vowed to go on safari drives and enjoy my home province when affordability changed. It's a great sense of achievement for me today."

#### **From intern to Senior Legal Counsel**

Mathonsi's journey to a successful legal career is an impressive one. She grew up in a rural area and then lived in the Soweto township. "A common theme in both these locations is the glaring social injustice which has stripped the people of their dignity. I became interested in practicing law very early in my life as a weapon to fight against the injustices," she says.

Thanks to determined parents, Mathonsi traveled by bus every day to a so-called "multi-racial" school in Johannesburg, where she could get a better education than in the township. "I thank my parents every day!" she says.

She worked as an articling student at one of South Africa's biggest law firms before coming to Sandvik in 2017 as a graduate legal intern. "I came to Sandvik because of the opportunity for growth and advancement," she says. "I moved into a Junior Commercial Specialist role within the Commercial Department before moving back to the legal department as a Junior Legal Counsel and then Senior Legal Counsel for Africa."

In her role, Mathonsi deals with a wide range of issues, including legal claims, litigation, debt collection, incident management, contract management and procurement issues. Problem solving and stakeholder management are key to the role and ensuring that business is conducted in a legally sound way and compliant with laws and regulations.

#### **Participating in Leadership Program**

"What's most enjoyable in my current role is the opportunity to learn daily. Be it from my team members, internal and external stakeholders and in some cases, my opponents in legal disputes," she says.

Sandvik offers many platforms and opportunities for employees to reach their full potential, adds Mathonsi, who is currently participating in the Sandvik Group Leadership Program. "I've grown within the organization, and I've learned so much in the program, like self-awareness. With the assurances that I get from Sandvik and the people I work with, I have a little more confidence in myself and my capabilities. It's obviously still a work in progress, but I'm happy with the progress that I've made so far."



#### **Safaris help her to relax**

Although in a corporate legal role today, she hasn't forgotten why she studied law in the first place and finds time to participate in youth empowerment programs in the Soweto Township and participate in Sandvik social initiatives such as Reach for a Dream, a non-profit organization that helps fulfill the dreams of children with life-threatening illnesses.

"What I also love about Sandvik is that it gives back to the communities in which it operates. We have so many amazing local programs," she says.

Between work, her five-year-old son, and giving to the community, Mathonsi's days are very full. Hiking and safari drives help her reset and relax outside of work. "I find that when I'm out hiking and on my safaris there's literally nothing in my mind except that moment – and it's tranquil. I like how everything just quiets down. The lesson for me is that, in as much as there's always something happening around me – whether it's at work or at home – it's good to every now and then step out of it all, to just be with yourself. In those moments I reflect a lot about how far I've come and where I still need to go."







“I became interested in practicing law very early in my life as a weapon to fight against the injustices.”

**3 quick questions to Vumbhoni Mathonsi:**

**Briefly describe your Senior Legal Counsel role at Sandvik.**

“My role is to enable business to conduct operations within an acceptable level of legal risk, safeguard compliance with laws, regulations and internal policies, and lead and advise on legal risk.”

**How is Sandvik perceived in South Africa?**

“Sandvik is and is seen as a reputable company that is a forward thinker, driven by passion to continuously innovate smarter solutions and enable important shifts.”

**What advice do you have for people going on a safari?**

“Put your phone and camera down (this coming from someone who cannot live without her phone) and just live in the moment.”



Watch the film with Vumbhoni Mathonsi:





# As good as new

By refurbishing large mining equipment such as feeders, screens and exciters, Sandvik Rock Processing Solutions is reducing costs, along with metal waste and carbon dioxide emissions.

By Danny Chapman

Screens, feeders and exciters are used in the harshest of mining environments and undergo a great deal of wear and tear in the field. Sandvik in Jandakot, Australia refurbishes this equipment, restoring it and reusing as many components as possible during the rebuild. What can't be reused is often recycled.

The refurbishment process saves customers' money and cuts down on materials and CO<sub>2</sub> emissions. In 2023, approximately 1,000 tons of metal was reused, and an estimated 1,900 tons of CO<sub>2</sub> emissions prevented thanks to refurbishing rather than producing equipment from scratch.

"Refurbishing is a vital part of our business today," says Matt Gentile, Vice President Operations, Sandvik Rock Processing Solutions Australia. "We sell new screens to customers and every two to three years on average, they come back here for refurbishment. It takes several weeks to strip, inspect and decide what to reuse and replace. When completed you can't tell the difference between a new and a refurbished screen."

## Extending product life

A screen can last for a significant number of years if well maintained with scheduled refurbishments, he adds. "We have examples of screens that have been refurbished five or six times since the program started."

Sandvik screens can weigh over 50 tons and require a team of four to eight trained technicians to refurbish them. "It's hard work that requires up to 500 hours to complete a

full strip-and-inspect. We carry out a thorough assessment, including water blasting and sand blasting the components, and non-destructive testing of high stress areas to determine if there is fatigue cracking. It's a big job with inherent risks and requires a strong emphasis on performing the work safely," says Gentile.

When completed, customers essentially get a brand new screen, but at a lower cost. Any updates to the product or design changes are also made in the refurbishment process so the customer receives the latest in product optimization. It is also safer and more operationally efficient for customers to refurbish their equipment rather than relying on in-field repairs, adds Gentile.

## Optimizing assets

The refurbishment program for customers was kicked off in 2011, at what was then a part of Schenck Process Group. The mining-related business was acquired by Sandvik in 2022.

**"Customers were looking to reduce costs and optimize assets."**



The refurbishment process takes place in Jandakot, Australia.

The refurbishment program began during a mining boom, at a time when major capital investments were being made in equipment, says Gentile.

"Customers were looking to reduce costs and optimize assets. Today we still haven't seen any similar programs of this scale. Nowhere else is it a core part of the business."

In 2023, more than half of the exciters, screens, and feeders built at Sandvik Rock Processing Solutions in Jandakot were refurbished. This adds up to about 480 exciters and nearly 100 screens. And, while Sandvik mainly refurbishes its own products, it can refurbish competitors' products as well. Over the years, several thousand products have been refurbished in total and the demand is increasing.

"Customers have come to rely on our refurbishment program," says Gentile. "It has become as much a part of their business as ours."





Sandvik Rebuild Services supports essential equipment throughout its life cycle.





Photos: Johan Artursson



## It's a wrap!

### Encouraging a future in tech

Sandvik aims to spark young people's interest in science, technology, engineering and mathematics – the so-called STEM subjects.

In order to raise the interest in STEM and ensure a future with enough engineers and specialized expertise, Sandvik sponsors a Swedish initiative called Teknikåttan.

Teknikåttan, which celebrates its 30th anniversary this year, is an annual competition that attracts thousands of students from all over Sweden. It is targeted towards youth around 15 years of age.



Astronaut Marcus Wandt attended the event.