

Metso:Outotec

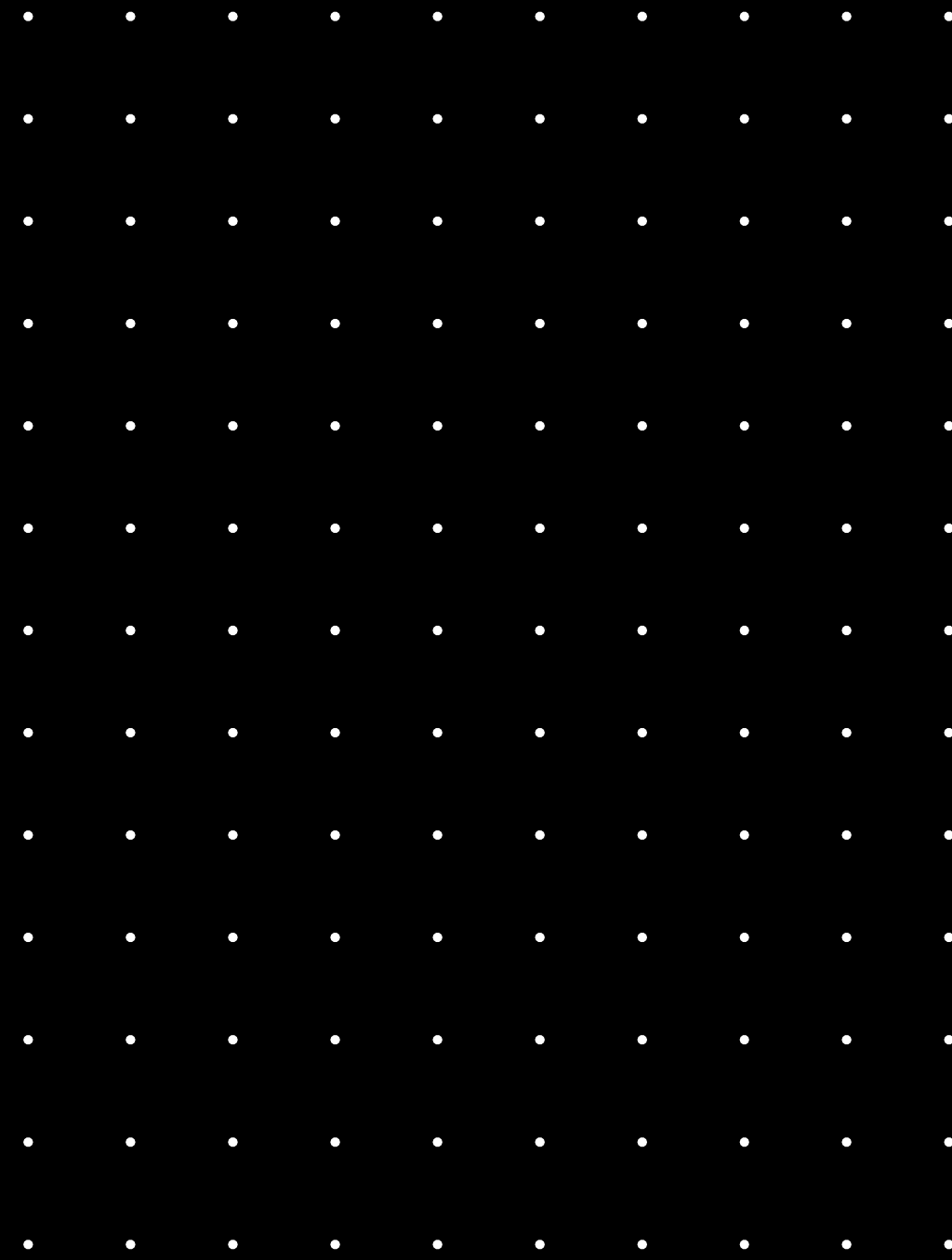
Public

October 5, 2022 – IP Summit 2022

Strategic Partnership Between Business and IP Agencies

Andreas Hoffmann

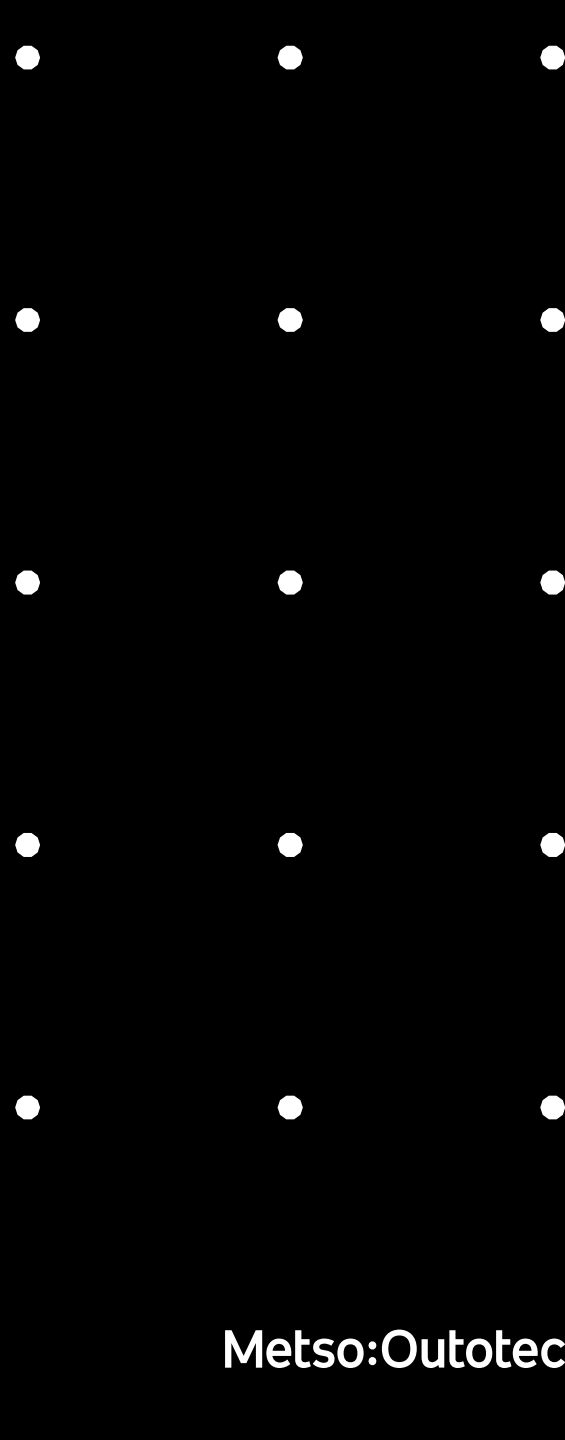
IP Director (Minerals Segment)





One Size does not fit all!

This is our story and I hope to inspire you to
challenge the way you operate



Enabling sustainable modern life



4.2
billion euro
sales in 2021



50+
countries we
operate in



15,000+
employees

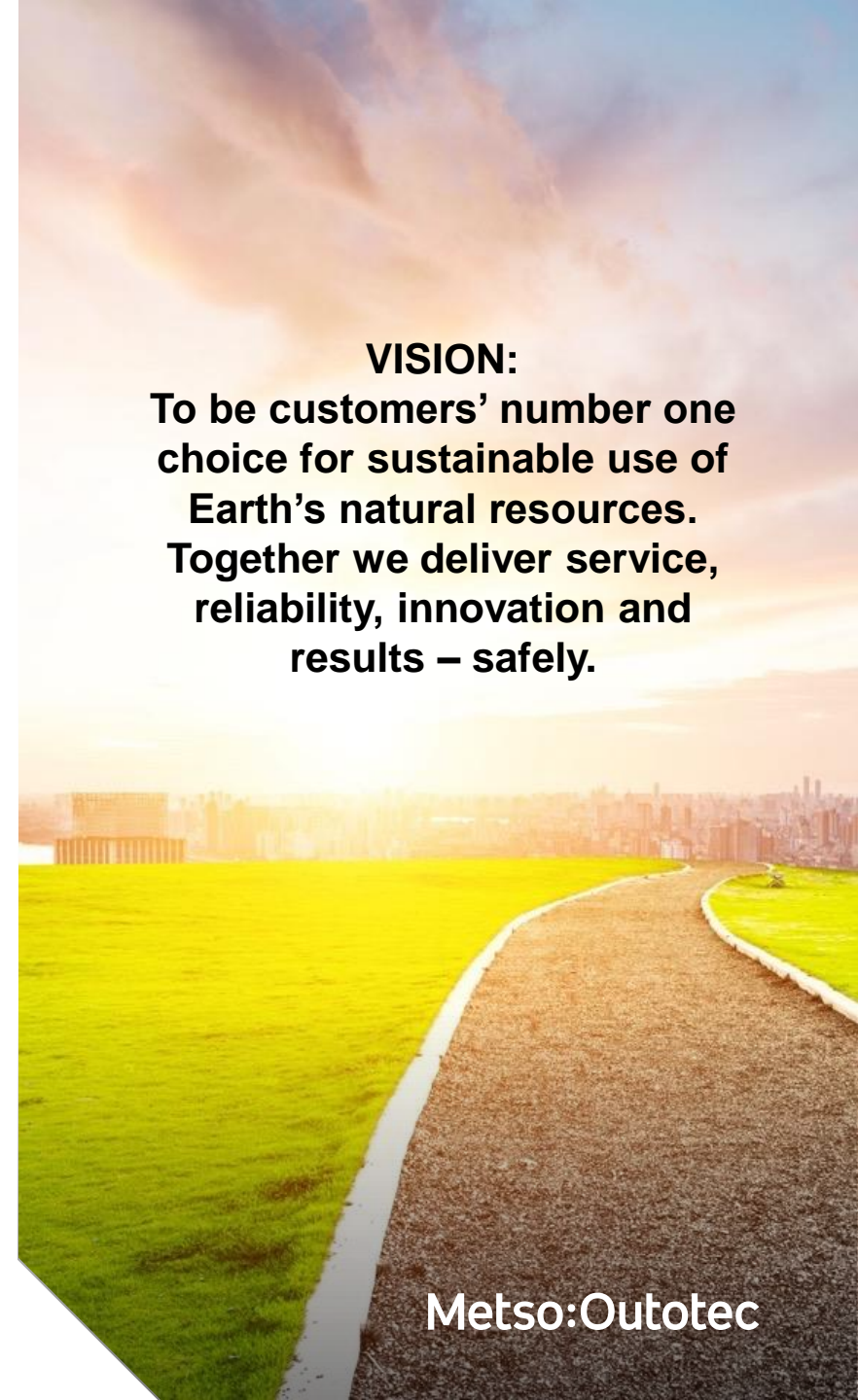


90+
nationalities



30
locations with R&D, testing or laboratory capabilities

VISION:
To be customers' number one
choice for sustainable use of
Earth's natural resources.
Together we deliver service,
reliability, innovation and
results – safely.



Metso:Outotec

Metso Outotec key financials 2021

Sales

EUR 4.2 billion

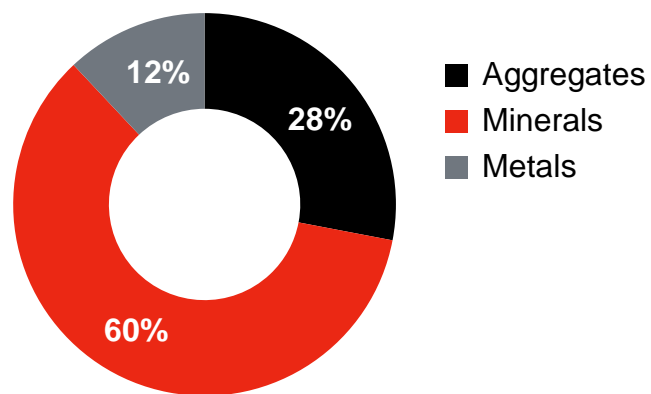
Planet Positive sales

EUR 592 million

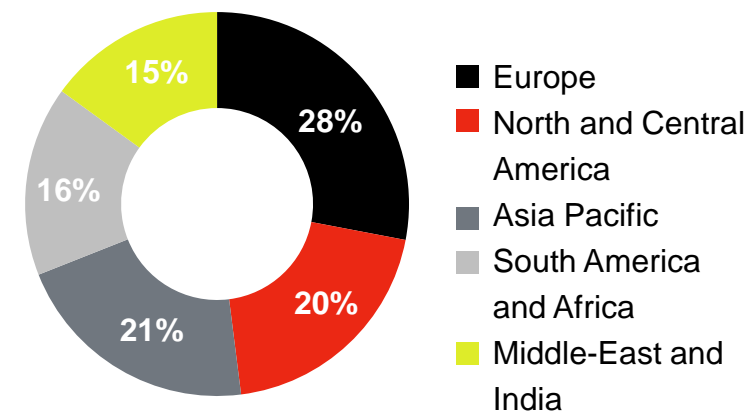
Services share of sales

43%

Sales by segment



Sales by geography



Adjusted EBITA

EUR 547 million / **12.9%**

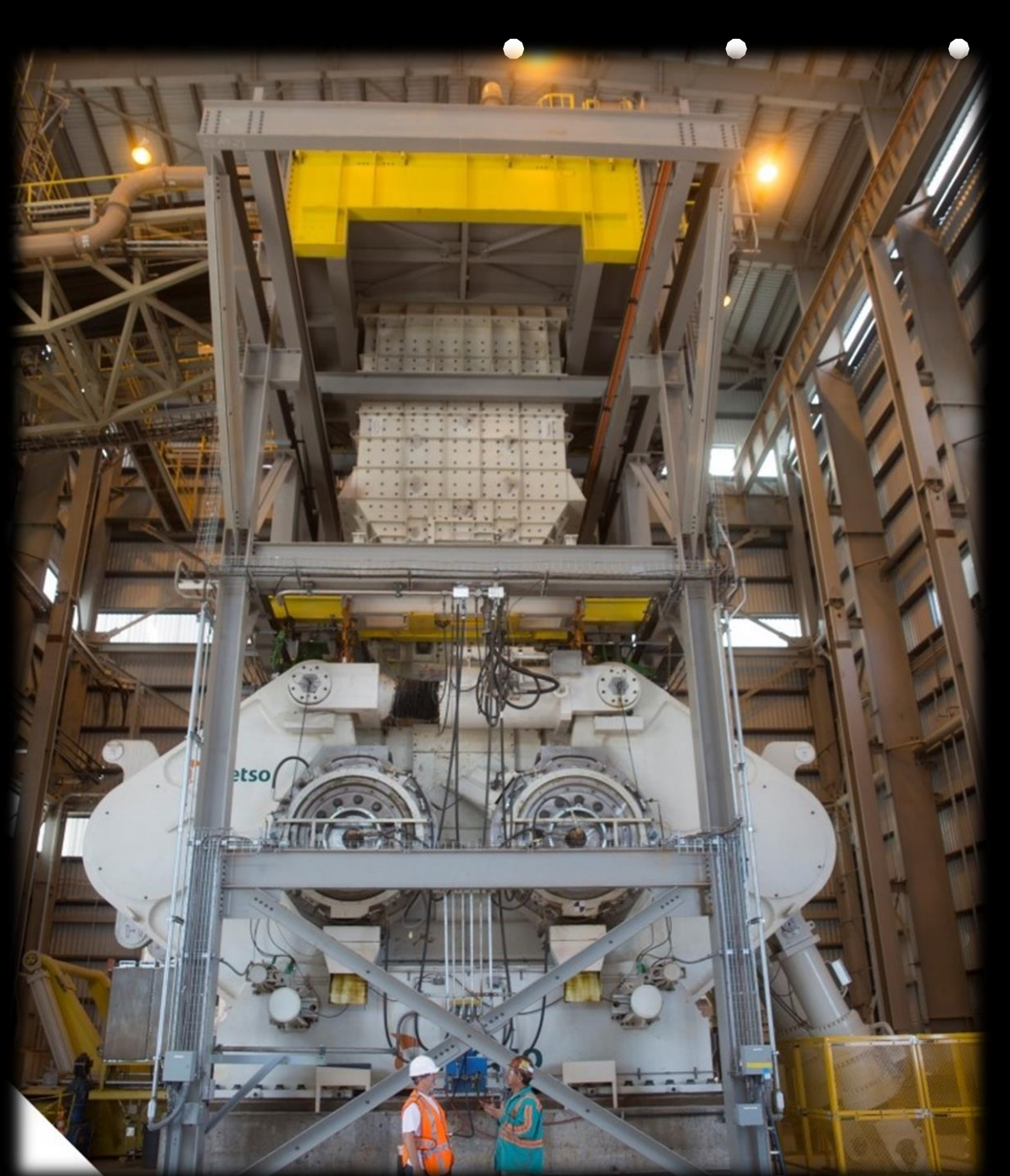
What do we do?

...finding what is valuable...

Crushing



Grinding



Screens



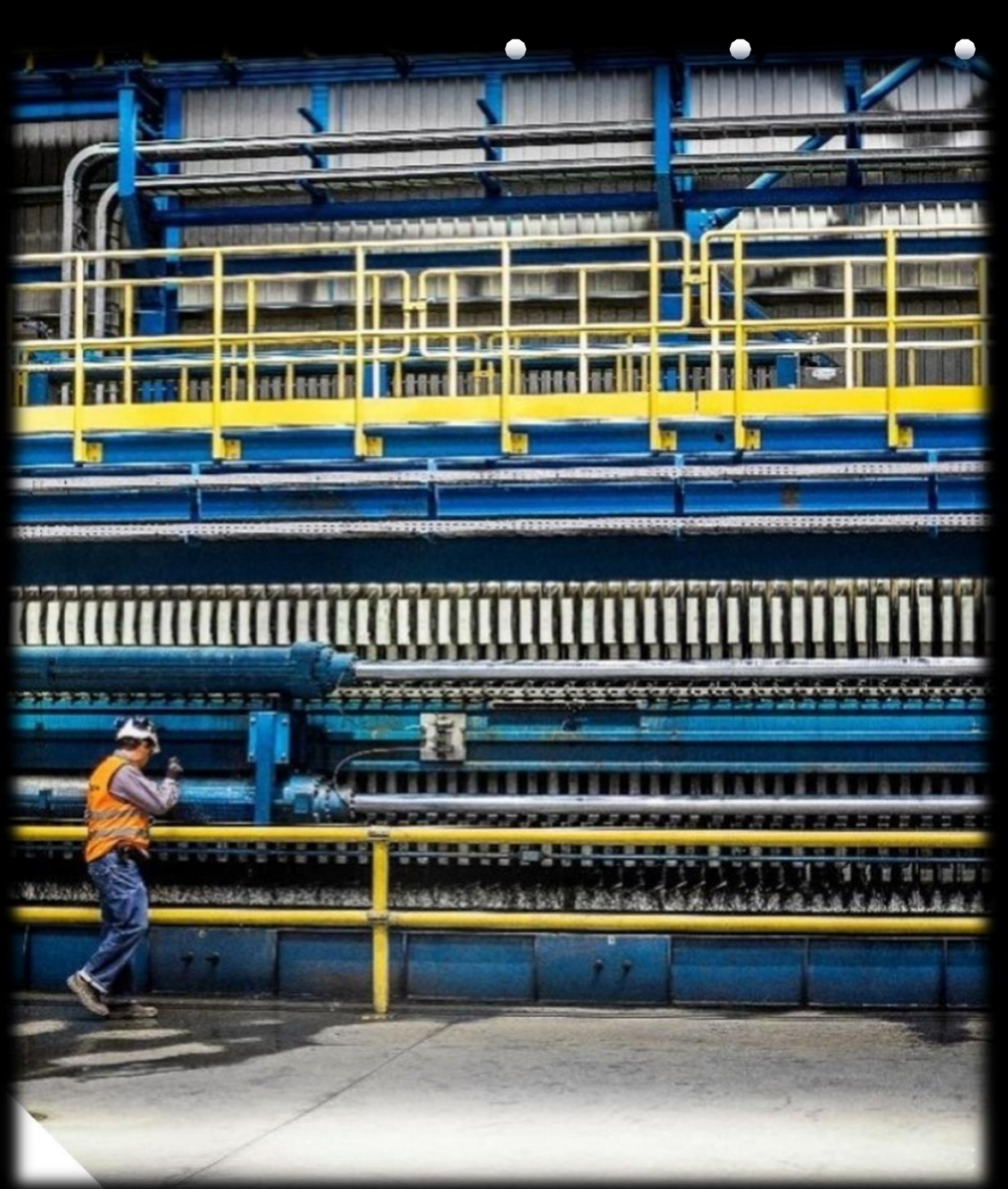
Truck boxes



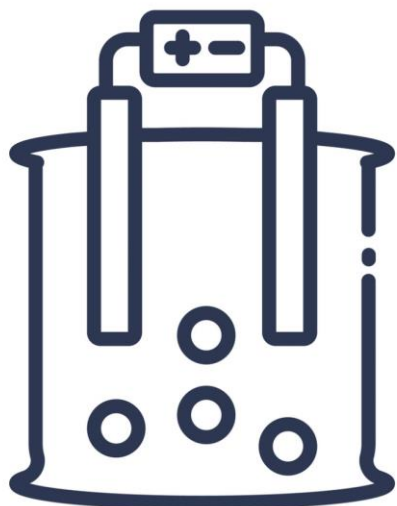
Pumps



Filtration



Electrorefining





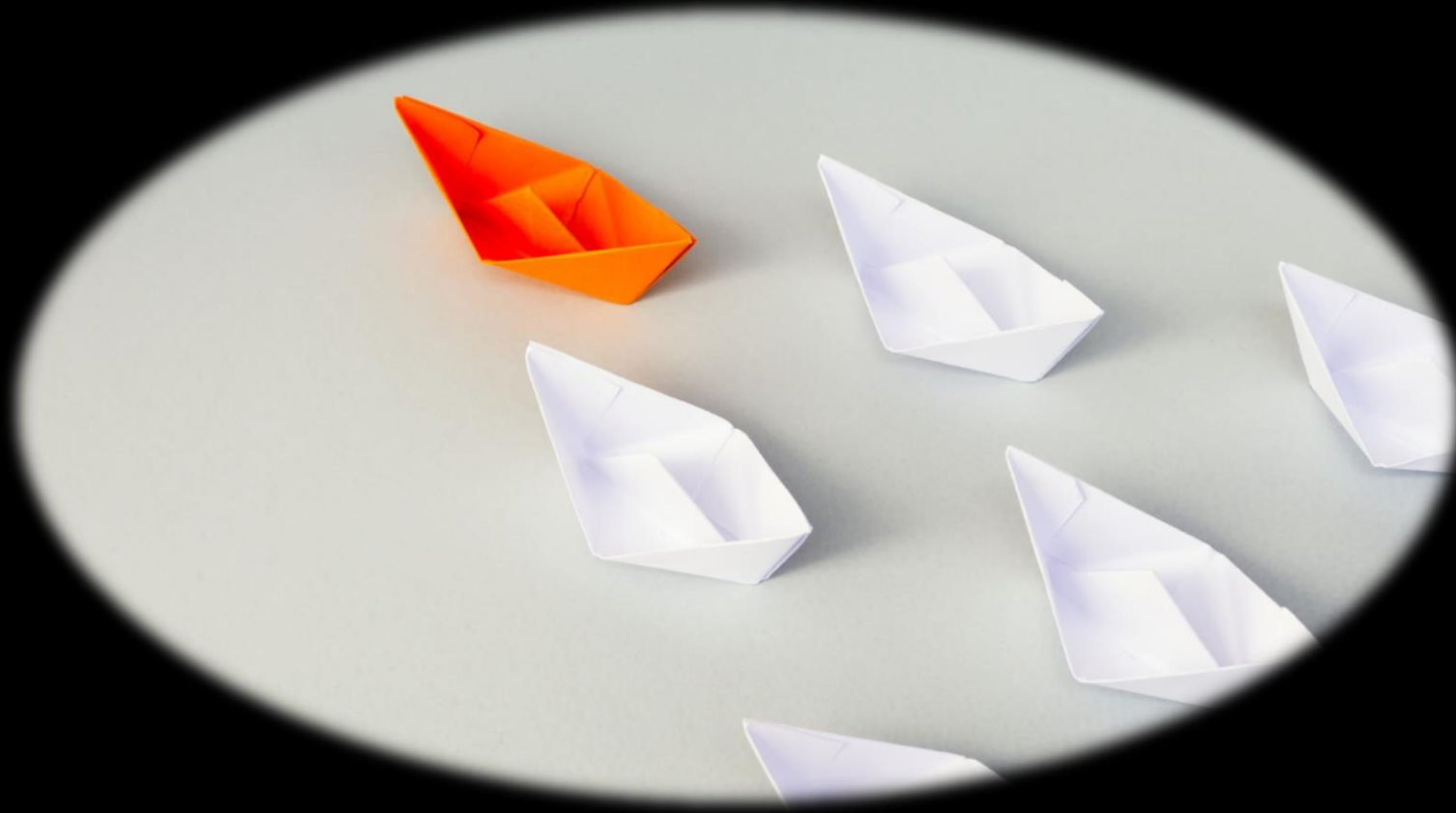
Environment

...Small Improvements, Big impact...

Safety

...Constantly present gives result...

The Purpose of the IP Team



Global Footprint



Global Footprint

Local Presence

National Knowledge

Transparency



Team

Who forms part of the team?

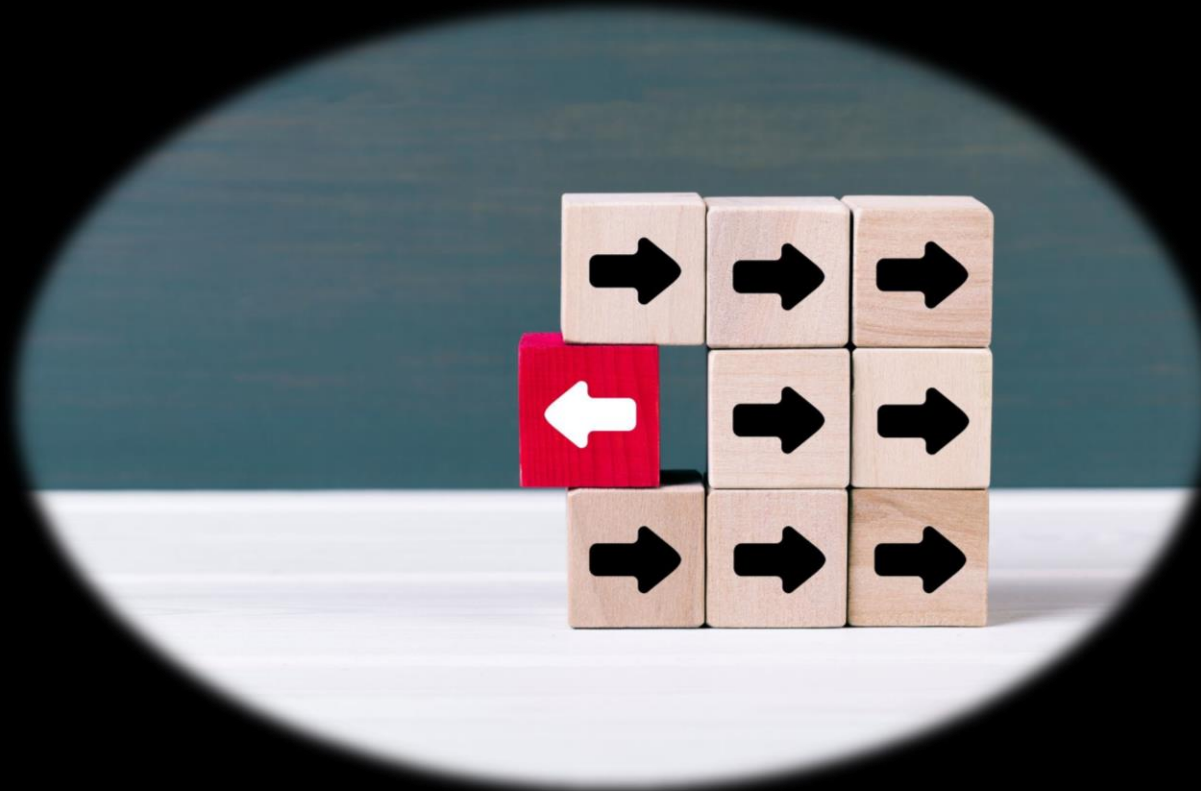
Borders?

Roles of Inhouse vs External?



Team

Does everyone fit?



Leadership



Trust and Confidence

Encourage the team to constant challenge themselves

Encourage their development

Consider the wellbeing

The team is a safe haven



Comments

Fun Working Climate

Unexpected tasks

High Learning Curve

No prestige

Meeting the demands together

Managerial Questions

Trust vs Control
Role Definitions
Personal Spere

You have to love interactions!

Does it work?

Look at today's event and who's participating!

We have an attractive team

Good Global Network and Understanding

Metso:Outotec

Partner for positive change



mogroup.com

RESTRICTED

