

Metso:Outotec

# Metso Outotec and AM King partnership

Surplus equipment backed  
by OEM support





# Partnership focused on sustainability

New processing equipment can offer high performance and serve as a catalyst for business growth. However, manufacturing lead times, limited budgets and an increasing global focus on sustainability make surplus equipment an attractive option for many buyers.

Metso Outotec and equipment broker AM King have entered into a global partnership agreement for upgrades, parts and services to provide customers with a full service solution for surplus assets, including parts and equipment support before, during and after the sale. The alliance demonstrates our joint commitment to be responsible and trusted partners for a more sustainable future within a robust circular economy.



AM King is the leading marketplace for surplus mining and processing equipment globally. For over 40 years, AM King has made it their mission to transform how unused and used assets can add value to any and every mining operation.

#### **Industry-leading partnership**

Metso Outotec has teamed with AM King for spare and wear parts, repairs, and field service recommendations for surplus asset sales to provide AM King's global customers with parts and equipment support before, during and after the sale.

As part of the partnership, Metso Outotec will supply competitive aftermarket solutions for optimized performance, higher reliability and increased profitability. The agreement covers solution packages on certified inspections, maintenance services, optimization services, upgrades, modernizations and continuing service plans for the life of the equipment.

What's more, Metso Outotec's field service professionals will provide installations, service, and commissioning on all AM King crushing, grinding, separation, filtration and material handling parts and equipment, regardless of OEM, from one of Metso Outotec's 140 service centers worldwide.

#### **Customer focused**

AM King values transparency, integrity, and support. These guiding principles, combined with the partnership-oriented approach and a firm grasp on how and when to leverage technology, have been fundamentally important to AM King's continued success and high levels of customer satisfaction.

"We are very excited to partner with AM King. Through our comprehensive service portfolio, customers can maximize the performance of used or un-used surplus equipment. Metso Outotec's extensive aftermarket offering combined with our unique field service expertise

bring many sustainable options to expand the equipment life cycle. This is a concrete action to contribute to circular economy targets that are increasingly important for all companies," says Jonathan Allen, Senior Vice President, GBP Product Group at Metso Outotec.

"Partnering with Metso Outotec will further enhance the promise we make to all customers interested in surplus assets by providing a faster time to production, lower capital costs and a more sustainable future for the mining industry," says Albert King III, AM King Managing Partner.

"There's always going to be a market for this equipment, and with Metso Outotec and AM King working together, we'll always be able to satisfy the customers' needs, says Marty Sears, AM King Managing Partner.

## Partnership

# How it works

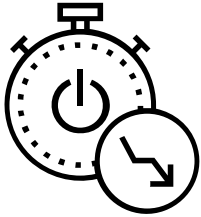
Metso Outotec and AM King have partnered to deliver upgrades, parts and services support for customers' peace of mind. The process is simple: Metso Outotec's experts inspect the equipment and make sure it's fit for service and recommend a refurbishment plan, if necessary.

AM King manages the asset sales and delivery, and provides support and logistics in all major markets including, but not limited to North America, Europe, Africa and Asia Pacific. AM King specialists work to provide customers the best value in the shortest time frame.

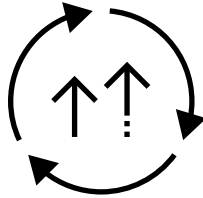
After the equipment is sold and delivered, Metso Outotec can provide installation and commissioning together with a full complement of end-to-end field services and support. We offer spare and wear parts, upgrades and retrofits through to audits, inspections and Life Cycle Services (LCS) plans that can be customized according to the customer's needs to cover a single event or span of multiple years.



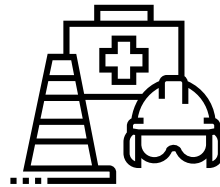
# Partnership benefits



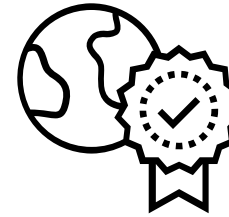
**Reduced lead times**  
Ready to-be delivered  
surplus assets



**Equipment trade-ins**  
Buy new equipment  
and repurpose your  
old asset



**OEM specs**  
Used assets  
refurbished to OEM  
standards



**Improved sustainability**  
Choose to reuse



**Service plans**  
Full end-to-end  
parts and service  
agreements

## AM King customer benefits include:

- **Industry connections:** more than 40 years of presence with an extensive network of connections
- **Access to surplus equipment:** huge inventory of assets globally
- **Easy sales process:** cloud-based surplus asset management systems
- **Logistics support:** from dismantling to shipping

## Metso Outotec customer benefits include:

- **Availability:** with 140 distribution centers worldwide, we supply parts where and when you need them
- **OEM quality:** applying the strictest standards and tolerances for guaranteed safety and reliability
- **Expertise:** over 100 years of experience supplying quality parts and services
- **Sustainability:** repurposed equipment supports environmental, sustainability and governance targets



## Environment

# Approach to sustainability

Sustainability is a strategic priority for Metso Outotec and at the core of our offering and operations. Metso Outotec operates efficiently and responsibly, and takes into consideration the environment, safety and well-being of people and the planet. We strive to create the biggest possible impact by actively supporting and enabling our customers in their sustainability ambitions.

Our sustainability agenda consists of focus areas for our handprint and footprint. Handprint is the positive impact we make on the environment and people, and allows our customers to improve their environmental efficiency and productivity, and reduce risks.

It is also important to take care of our footprint, meaning our environmental impact when producing goods and services and delivering them to the customer. We aim to minimize any harmful impacts to the environment, people in our own operations, logistics and supply chain.

Through our partnership, AM King and Metso Outotec are one step closer to reaching sustainability targets and minimizing any harmful impacts to the environment.

## Sustainable performance

As an industry-leading service provider, we can create the largest positive change by enabling our customers to reach their sustainability targets.

By innovating new and better technologies and improving our ways of operating, we help to create a more sustainable future.

**We are the partner for positive change.**



## Environment

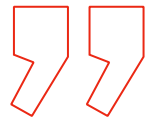
# Choose to reuse

As a leading marketplace for surplus mining and processing equipment, AM King has always embraced the notion of a more sustainable mining future.

AM King is proud to be a leader in supporting mining operations' environmental, social and governance (ESG) goals by buying and selling surplus mining equipment. **Repurposing equipment is a sustainable alternative to applications where surplus equipment suits the client's needs.**

AM King's model not only provides economic value to customers by offering lower priced premium assets with a faster time to production, but also creates a unique opportunity to positively impact the planet.

AM King provides customers with surplus parts and equipment, which reduces the amount of equipment going into landfills. Refitting used or surplus equipment can also lower CO2 emissions, by reducing the emissions produced in the manufacture of new equipment, helping customers achieve their sustainability goals.



AM King is very proud of our role in the circular economy, putting surplus assets back into operation. With our partnership with Metso Outotec, we can now provide a superior solution for our customers by having world-class service and support.

J. Scott Pfeiffer, Managing Partner, AM King

