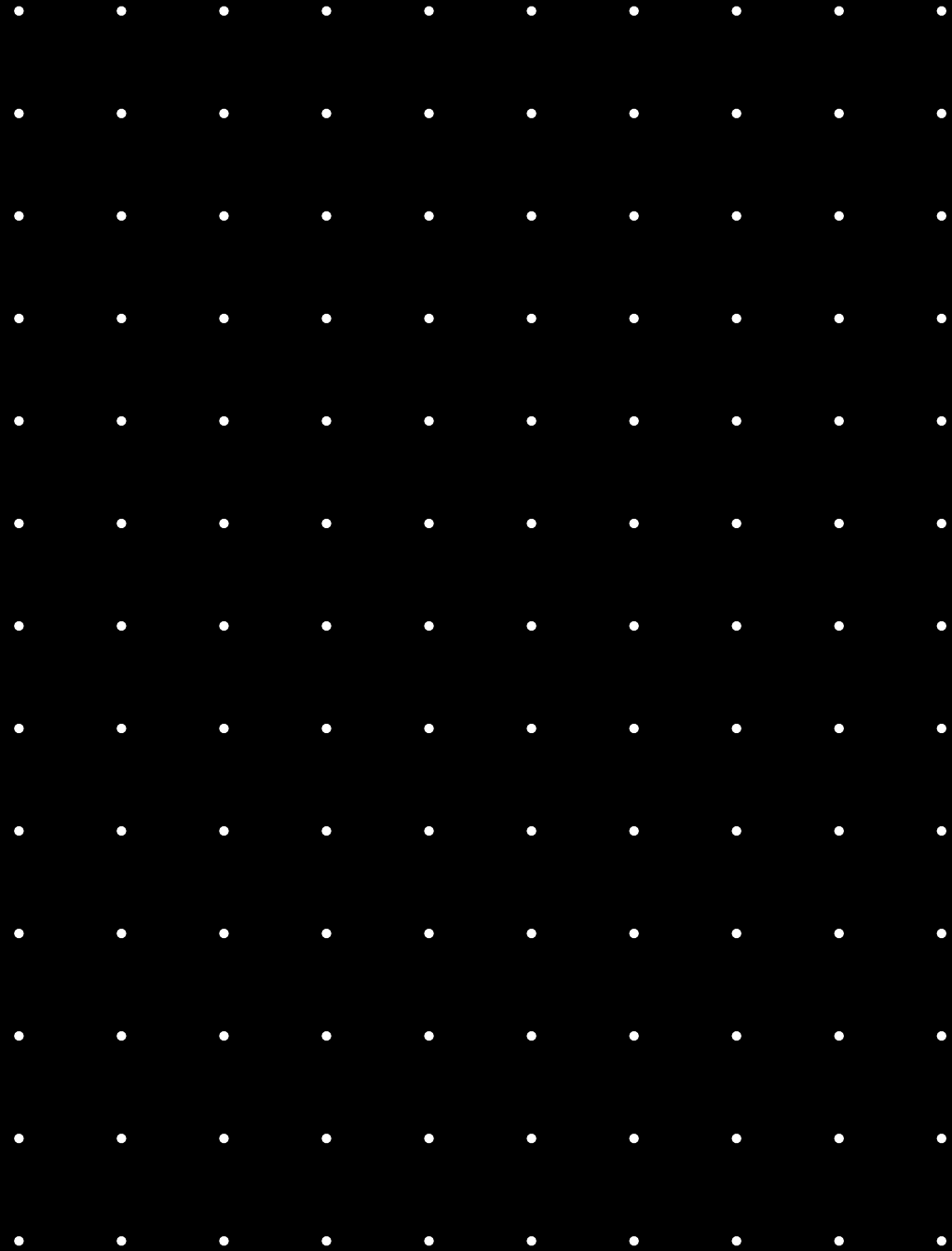


Metso



Metso

The original Lokotrack® ST mobile screen

Lokotrack® ST2.8 mobile screen

Sales presentation 2025

60% more production

5% more uptime

65% lower energy costs with Epower



Available value sales templates

For aggregates capital offering

01 Sales presentation

02 Product Value Card

03 Value references

04 Proposal slide

01

Sales presentation

Sales presentation checklist

1. Objectives of our customers
2. Typical problems they face
3. Benefits: Key points only
4. Benefits 1 section (Each objectives has its own section with 1-3 slides. Max 3!)
5. Benefits 2 section
6. Benefits 3 section
7. General overview (1-2 slides)
8. Three customer testimonials (Minimum three per presentation, each on its own slide, with economic impact clearly visible.)
9. Why Metso (standard slide)

Total of 15-25 slides

Lokotrack ST2.8/ST2.8E mobile screen

Example
January 27, 2026



Common objectives our customers have

Maximize
productivity &
throughput



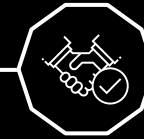
High uptime &
reliability



Lower cost
per ton



Meet emission, dust,
and noise requirements
to compete for jobs



Easy relocation
between job sites



What are
your goals?

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Typical challenges for contractors

- **Lost production** because machines break down or need too many repairs
- **Poor material flow** because the crusher or screen is the wrong size for the job or poor feed control
- **Expensive to run** because of high fuel use, fast wear, or low efficiency
- **Short machine life** because of tough conditions, little maintenance, or untrained operators
- **Job delays** because of downtime, slow setup, or problems with permits and rules

Do these challenges look familiar?



Lokotrack® ST2.8 / ST2.8E mobile screen

Track-mounted multiuse screens for serious production.



**Maximize
productivity
& throughput**



**Lower
cost
per ton**



**High uptime
& reliability**

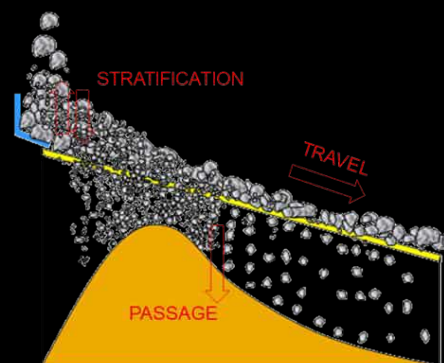
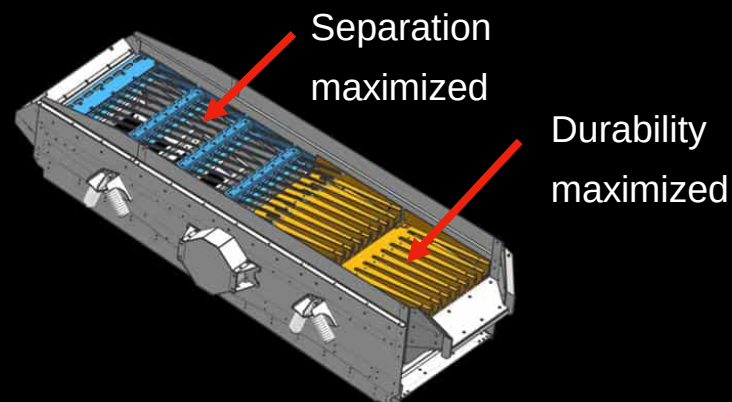


**Resale
value**

Metso

More up time 5% - bring more production

Lokotrack ST2.8 / ST2.8E mobile screen



- **Productivity with correct media solution gives 5% more up time** for recycling process.
- **Fingers + plate grizzly** improves situations and bring clear advance for durability.
- **Longer media maintenance interval.** Topsoil handling is commonly done with finger grizzly and screen mesh. Fingers durability with feedmaterial bolders is limited.

Annual impact:

+15 000 tons

300 000€

More up time 5% - bring more production

Financial impact of ST2.8 capacity features

Value factor	ST2.8/ST2.8E	Reference	Difference	%
Annual hours (h)	1000	1000		
Uptime (%)	80%	75%	5	7%
Product price (€)	20 €	20 €		
Annual production hours (h)	800	750		
Capacity (tph)	300	300		
Annual capacity (tons)	240 000	225 000	15 000	17%
Annual revenue (€)	4 800 000€	4 500 000€	300 000€	17%

Annual impact:

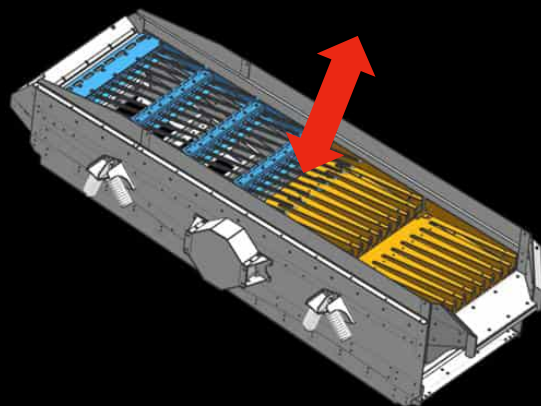
+15 000 tons

300 000€

Metso

One of highest stroke bring 60% capacity

Lokotrack ST2.8 / ST2.8E mobile screen



- **Biggest stroke in market**
Give 50% bigger stroke
→ up to 100% higher capacity than typical competitors.
- Essential for separating bigger size material.
Scalping and prescreening.

Annual impact:

+120 000 tons

2 400 000€

Aggressive stroke increase capacity up to 60%

Financial impact of ST2.8 capacity features

Value factor	ST2.8/ST2.8E	Reference	Difference	%
Annual hours (h)	1000	1000		
Uptime (%)	80%	80%		
Product price (€)	20 €	20 €		
Annual production hours (h)	800	800		
Capacity (tph)	400	250	150	60%
Annual capacity (tons)	320 000	200 000	120 000	60%
Annual revenue (€)	6 400 000€	4 000 000€	2 400 000€	17%

Annual impact:
+120 000 tons
2 400 000€

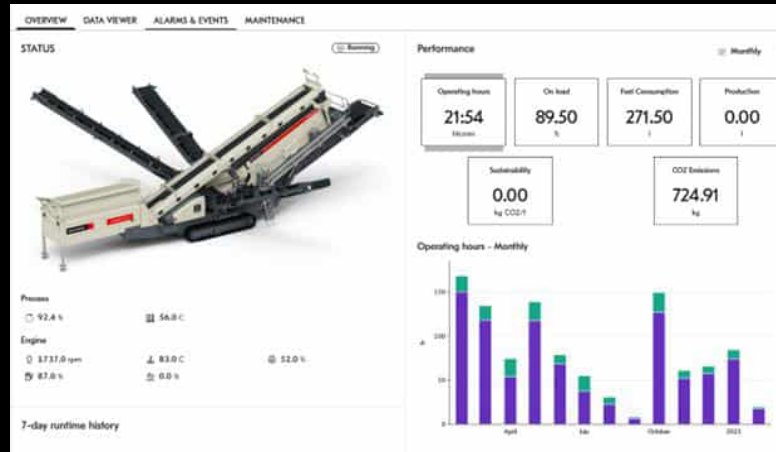
Uptime +5%: Reduce downtime, keep projects on track

Lokotrack ST2.8 / ST2.8E mobile screen

Lokotrack ST mobile screens are equipped with top class components reliable like (eg Rexroth, Danfoss, SKF and other top brands.) Clear effect to reliability.

Hydraulic oil amount adjusted to meet real requirements for Lokotrack ST mobile screen unit 105l vs >300l.
Easy and fast Metso airfilter replacement => Less downtime more operational time.

World wide service network make sure that service, wear part and spare parts are available when needed.



Easier troubleshooting
Metso IC automation & Metrics
Automatic process start and stop, reduces human errors.

Annual impact:
+ 15 000 tons
300 000 €

Uptime +5%: Reduce downtime, keep projects on track

Financial impact of ST2.8 uptime features

Value factor	ST2.8/ST2.8E	Reference	Difference	%
Annual hours (h)	1000	1000		
Uptime (%)	80%	75%	6%	5%
Product price (€)	20 €	20 €		
Annual production hours (h)	800	750	60	
Capacity (tph)	300	300		
Annual capacity (tons)	240 000	225 000	15 000	
Annual revenue (€)	4 800 000€	4 500 000€	300 000€	

Annual impact:
+ 15 000 tons
300 000 €

Lower operational cost with external electricity

Lokotrack ST2.8E, up to 68% less energy cost by utilizing Epower

Diesel
(0.21/KWh)



OR

Electric
(0.05€/KWh)



- **ST2.8E screen reduce operating costs significantly with E-power option.** Optimal benefits are reached applications where external low cost electricity available. Diesel is not needed for screening process.
- External power use will generate savings for diesel maintenance cost/time.
- Increase diesel lifetime and resale value goes up as well.

Annual impact:

22 500 €

Lower operational cost with external electricity

Lokotrack ST2.8E, up to 68% less energy cost by utilizing E-power

Value factor	ST2.8E	Reference	Difference	%
Annual production hours (h)	1500	1500		
Fuel cost annual (€)	0	36 000	36 000	
Electricity costs annual (€)	728	0	- 728	
Final product price(€/ton)	5€	5€		
Annual production hours(€)	1 200	1 185	15	
Annual capacity (ton)	360 000	355 500	4 500	1%
Annual revenue (€)	1 800 000	1 777 500		
5 years (€)	619 050€	660 720€	41 670€	6%

*Calculated with 2€ fuel and DEF price. 3€ hydr. oil

Annual impact:

22 500 €

Metso

Investment vs. resale value

Up to 10% higher resale price than competitor units with similar hours and age



Value factor	ST2.8E	Reference	Difference	%
Investment price (€)	250 k€	220 k€	30 k€	9%
Resale value 3 years (€)	170 k€	140 k€	50 000€	20%

**Pricing values indicative*

- **Built to last**
Steel structures designed for 20,000+ hours of use
- **EPS (5 years) Extended Protection Service** available for cover ST mobile screen main components
- **ST2.8 uses proven, high-quality components**
eg CAT, Rexroth, Danfoss
→ reliable parts that last
- **Best documentation & spare parts**
Easy maintenance and part replacement → keeps machines running longer
- **Global support network**
Service and spare parts available almost anywhere in the world

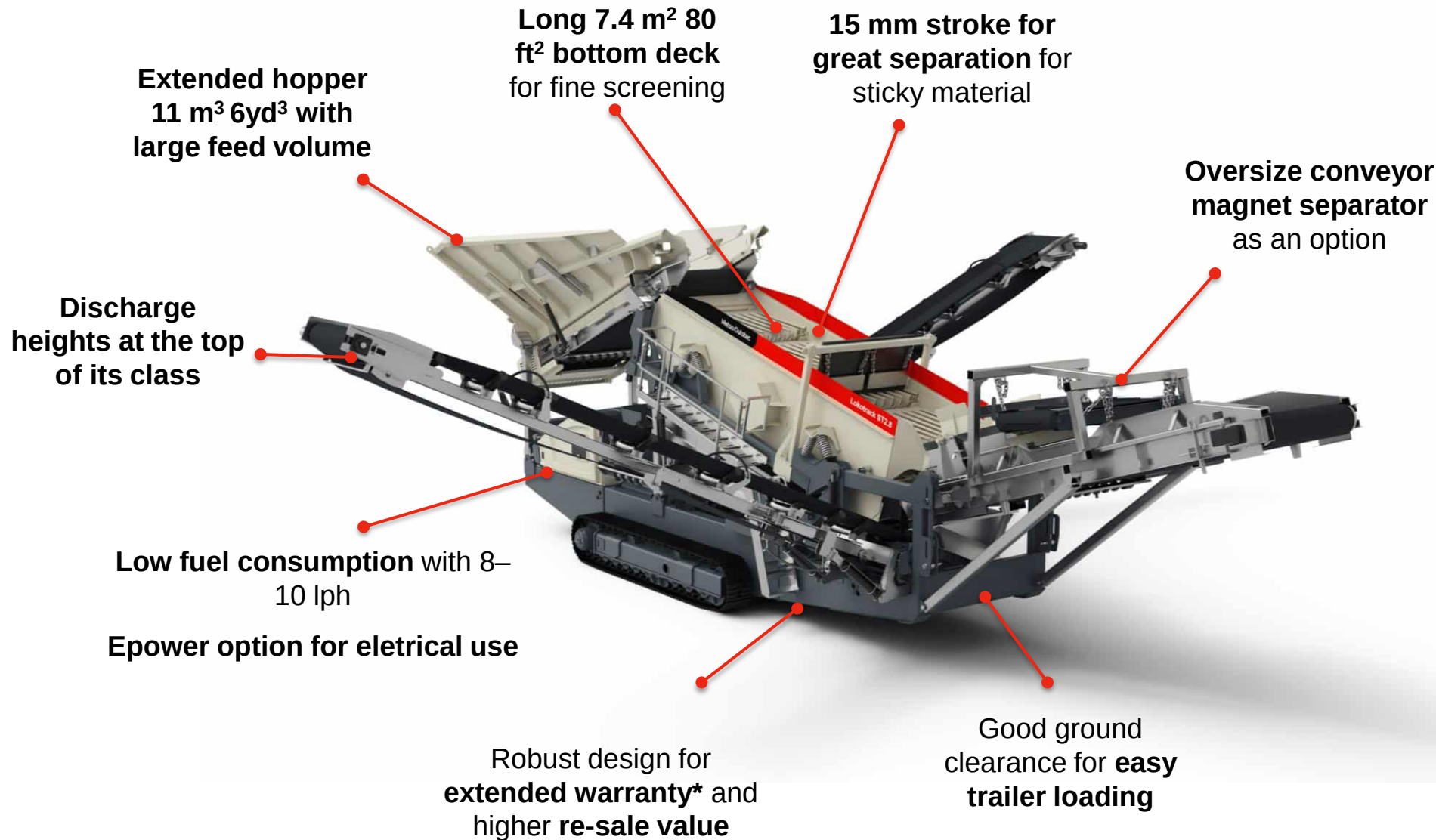
Annual impact:

6 500€

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ST2.8 / ST2.8E specification

**E-Power
available as
optional
selection**



January 27, 2026

*Available as option

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ST2.8 and ST2.8E latest boost for productivity

- Unique versatility in market !

**Trellex TCO
syntetic media**

for offering.
Up to 5 times longer
lifetime.

**Additional
screen box**

Smaller investment
better application
coverage

**Finger / plate
grizzly
combination**

for top-soil
application.

**Magnetic
drums**

Steel separation
from product
conveyors



Why Metso?

40

years of track
mounted legacy and
expertise

100+

countries means
global service +
local support



Designed for the
toughest
rock/applications



Designed for lowest
operating cost



Reliable spare part
offering

5-year

protection for
confidence in your
investment

Topsoil efficient recycling by Lokotrack ST2.8 mobile screen.

Challenge

- Danmark regulation, all excavated material is needed to recycle area where it's dicked.
- Amount of material in handling centers needs fast and reliable handling.
- Material contain different kind of boulders, rocks, impurities and soil.

Solution

- ST2.8 multiuse mobile screen with finger / plate grizzly combo.
- One unit process→ Material scalped to final product; oversize will be waste and partly crushed, impurities separated.
- Combination of fingers and plate grizzlies along with best stroke of screen bring best efficiency.
- Highest through in market added to utilization rate.

Results

Revenue:

- Achieved targeted capacity of 400 t/h, producing -75mm product size.
- enabled additional production (~120 000 tons/year) with implemented combination. Generate 2 400 000€ more revenue (20€ end product price).

Cost reduction:

- Scalping media combination increase maintenance intervals and allow 5% more operating time – decrease opex.

About the customer: HCS A/S Danmark

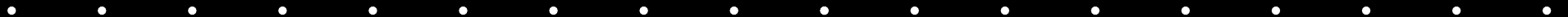
- Located in Copenhagen, Denmark, processing excavated topsoil from Copenhagen area for used landfill again.
- Material Produced: mainly 2 product sizes (0-75mm, +75mm, partially waste).

Metso

Partner for positive change



[metso.com](https://www.metso.com)



A decorative graphic consisting of a 6x5 grid of small white dots on a solid red background, located on the left side of the slide.

Quarry specific slides

Common objectives our customers have



Typical challenges at quarries

Do these
challenges
look familiar?

- **Lost production** because of unplanned stops, breakdowns, or slow maintenance
- **Low output** because crushers or screens are not sized right for the rock or demand
- **High running costs** because of high power use, wear parts, or inefficient process setup
- **Bottlenecks in the process** because one part of the plant limits the whole operation
- **Short lifetime of parts** because of abrasive rock and heavy loads
- **Problems meeting quality specs** because of poor shape, too much fines, or uneven screening

Why Metso?

years
of legacy and
expertise

100+ countries
Global

Designed for the
toughest
rock/applications


Designed for the
toughest rock and
applications


Best spare part
offering

Extended
5-year
protection
for confidence in your
investment

02

Product Value Card

Lokotrack ST2.8 and ST2.8E value card

More revenue with lower cost
Upto 5% More uptime due just for
purpose grizzly media mix.
Upto 60% more capacity due
massive stroke

Unique EPS equipment protection
ensure worry free operation many
years.
High resales value

High Reliability with proven
component supplier parts.
Versatile to many application from
scalping to screening

More tons and 24% cost savings with diesel-electric Lokotrack® units and wear part agreement

Challenge

- How to maintain constant and high production to meet the needs of the customers?

Solution

- Lokotrack® LT120E™ hybrid, diesel-electric crusher and Lokotrack® ST2.8E™ diesel-electric mobile screen
- Wear parts agreement, called “Full Container Load”

Results

Revenue

- Constant and higher throughput: 180–200 tph production with peaks up to 500 tph

Cost reduction

- Electric screening saves fuel 10 l/h
- Primary crusher's more steady running is a fuel-saving factor as well
- 50% less servicing with electric-driven screen
- 100% wear parts availability on-site at all times

24%

total cost reduction

About the customer: Tverås Maskin & Transport

- Balhald quarry located in Norway, processing hard rock
- 11 Lokotrack crushers and screens altogether
- Total aggregates production per year exceeds 2 million tons

Metso

The original Lokotrack® ST mobile screen

Lokotrack® ST2.8 mobile screen

Sales presentation 2025

60% more production

5% more uptime

65% lower energy costs with Epower

