



Sustainable productivity





“Sustainable productivity means investing in our employees”

*Jonas Bergmark, Managing Director
Midroc Automation*

Our offering isn't about supplying systems, designs or production equipment. It's about people. Because our success depends 100% on having enterprising, motivated and committed employees who can take full responsibility for the entire project.

And that's why we work so resolutely on our internal culture – to ensure that everyone is self-confident and takes pride in their work. Because this, in turn, helps us build close, mutually beneficial relationships with our customers.

Whatever the sector our engagement comes from, there is a common denominator, namely our project capability – our ability to achieve goals, in a smooth and straightforward way. In other words, to get things done.

Secure, self-confident individuals provide both inspiration and the strength to take on challenges, to turn industry logic on its head, and to come up with new ideas. And that provides results.

We take responsibility for the entire project. We call this “project capability”.

Taking responsibility, all the way from start to finish of a project, demands three things: the ability to see the big picture, a desire to work together, and the ability to handle every aspect of the engagement, from A to Z.

One Stop Shop

Most industry sectors nowadays have streamlined project organizations and consequently outsource far more responsibility to their suppliers than ever before. Midroc Automation is an independent operator with numerous well-established partners – which means we can offer optimal solutions to every situation.

Whatever the sector, technology or geography, we take a dynamic and open-minded approach to business opportunities, and we have in-depth experience of successfully managing projects involving multiple technological disciplines.

And our ability to supply both mechanical and process

equipment makes life easier for our customers too, offering them a greater sense of security than would normally be the case with outsourcing.

Project capability

Our offering is all about project capability, by which we mean our ability to generate competitiveness alongside our customers and taking full responsibility for the entire project. Our organization has extensive project-based experience and is used to working with concrete goals, clear timeframes, and precise budgets. For us, a project is a commitment in which both parties obtain long term satisfaction, and our financial strength ensures that our customers can comfortably entrust us with massive-scale undertakings. One project – one contract.

Our projects range from small engagements requiring specialist skills to large, turnkey contracts worth billions. But whatever the scale and nature of the engagement, it's all about getting things done.

Midroc Europe

Midroc Automation is part of Midroc Europe, which is a privately owned corporate group based in Sweden that has acted as a full-service and contracting partner in the real

estate, construction, industrial engineering and environmental technology sectors since 1996. Our operations are primarily based in Sweden, but our international ties have always

been strong, thanks both to our presence in Germany, the UK, France, Poland, South Africa, Saudi Arabia, Indonesia and India, and to the projects we have carried out all over

the world. Midroc Europe, which posts net sales of SEK 5.3 billion, has 3,200 employees who work for 15 separate companies.



**Project
capability.
Defined.**

**The confidence
to innovate.
Proven.**

When you have self-confidence and feel secure in what you do, that's when you have the courage to ask questions and to think along new lines.

Sweden's most punctual train runs 1,365m underground.



Mining iron ore demands a will of iron. We have the same will when we undertake an engagement. Nothing is more important to you than knowing that we will deliver on time and that we offer a secure, straightforward process to achieve that goal.

LKAB's iron ore mine in Kiruna needed a turnkey logistics solution for their underground iron ore extraction operations.

Midroc Automation was engaged to engineer and supply the systems and infrastructure for loading, operation and unloading of seven trains that transport the ore from the workings to the concentrator. Without a driver. 1,365m underground.

The result? LKAB has a safe, reliable, eco-friendly facility with world-class productivity for at least 20 more years of mining operations. And a train that runs on time.

A safer and better lime handling system at Igelsta Heating & Power plant. In record time.



The heating and power plant's old lime handling system had become an urgent problem in terms of the work environment. It was hazardous and it needed fixing. Right now.

The engagement involved replacing the old lime processing system for the flue gas plant and rebuilding them as two separate systems. The key objective was to eliminate the old process involving mixing slaked lime with water. And because the new solution involved a closed system, it also meant a substantial reduction in handling risks.

The real challenge was the timeframe, with just three weeks from order date to starting work on the plant. Midroc Automation had full responsibility for the entire project and worked with a number of subcontractors who joined forces with us in working against the clock.

The job comprised project management, sub-project management, automation, electrical and control equipment, and electrical design. The result? An improved work environment at the heating and power plant. In record time.

From an old, manual high bay warehouse to a fully automated one. With driverless trucks.



SSAB wanted to make their old high bay storage facility in Borlänge more efficient. Midroc Automation was given full responsibility for creating a fully automated warehouse in which four new overhead traveling cranes and one remodeled older one could be linked up in a new system with four coil trolleys and three automated trucks.

The full responsibility entailed supplying both mechanical

equipment, process control and industrial IT, rather than acting as a subcontractor to machine supplier, as would traditionally be the case. Midroc Automation was responsible for supplying overhead cranes, rail-mounted coil trolleys, security and storage/inventory systems.

The result? Faster throughput in the warehouse and a reduction in the number of handling injuries and accidents.

New scalable product architecture for Volvo's premium models in three locations. Simultaneously.



Volvo has a stated goal of becoming a significant brand in the premium car class. Which is why it has developed an entirely new platform for the "large cars" range, namely scalable product architecture which will, in principle, enable the majority of Volvo models to be built on a single production line. The first new car off the line will be the all-new XC90, and Midroc Automation has been involved in the overall project as a subcontractor to LKN Industriautomation.

One of the biggest challenges we faced was that the platform chosen by Volvo is a new TIA portal from Siemens that was new both to Volvo and to Midroc. And during one phase of the installation process, Midroc was working simultaneously in three different locations.

But despite the complexity of the project, LKN Industriautomation and Midroc stuck to the timetable. The result: a successful project from start to finish.

Industrial automation for sustainable productivity.

Midroc's corporate culture is based on a high standard of business ethics and good interpersonal skills. What drives us is a desire for success. A desire for development. Both for our workforce and for our customers.

Vast resources

Large industrial projects demand vast resources, which is why we have built up a comprehensive body of resources within our organization. The sum of our investments in expertise, wide-ranging resources and project management routines is a very strong offering indeed. But having all the resources to hand is not enough if you don't know how to make optimum use of them to achieve the desired results. Choosing Midroc Automation means choosing to get your job done on time and on budget via a stimulating and solutions-oriented project process.

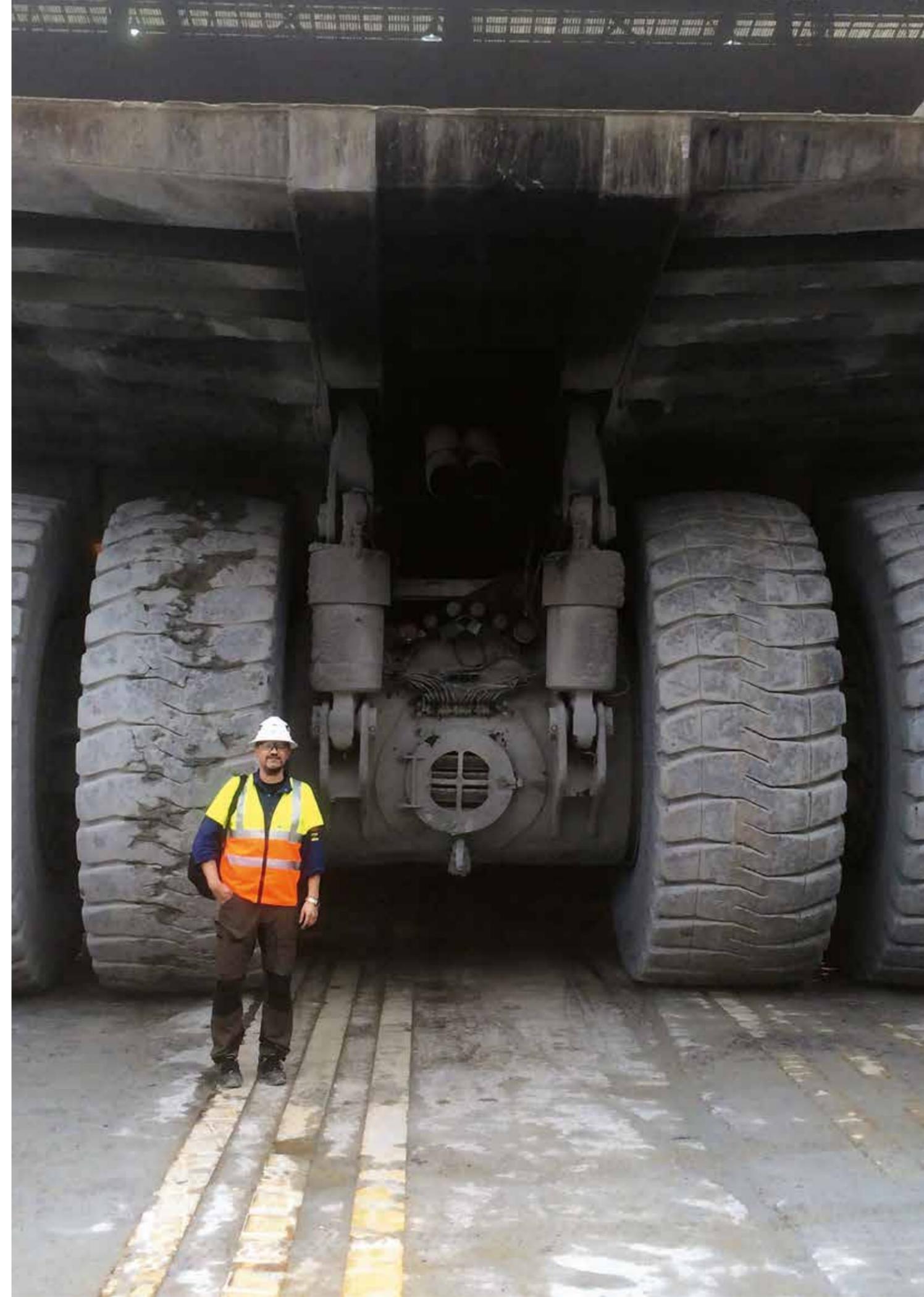
Our day-to-day operations manage project risks and almost always break down the responsibility for the work by function, using both fixed prices and fixed schedules. Large projects demand another resource, namely in-depth

financial strength. Particularly when a lot of the component services are sub-contracted. We are part of the Midroc Europe corporate group which means we have the capability to meet stringent demands for both security and guarantees.

Sustainable development

Sustainable development is about both people and the environment. We are passionate about increasing productivity and product quality, reducing wastage, cutting energy consumption, and lowering emissions and discharges. Our mechanical safety know-how, our experience of remote controlled production in hazardous environments, and our expertise with SIL solutions results in safer and better work environments.

Sustainable HR is our goal and we work strategically with both our culture and our core values in order to exploit, develop and maintain our corporate skills pool. Our employees are everything to us and we have an ongoing recruitment program for new graduate engineers, some of whom come through our Midroc Automation School trainee program, where trainees are taught how we and our culture work.



Project capability for industry and infrastructure.

Midroc Automation works in virtually every industrial sector and all fields of electrical and automation technology. We believe in doing things together, both on our own projects and with a range of partners.

Iron and steel

The iron and steel industry is facing massive challenges in maintaining its competitiveness and profitability. Production is shifting to higher quality products, resulting in a need for more advanced, more efficient production processes. Midroc Automation develops systems that control and optimize production and the result is an improved production flow, increased efficiency, and – as a result – improved profitability. We also supply electrical installations, and process control and mechanical equipment.

Mining

The main driving forces in the development of automation in the mining

industry are productivity and personal safety. Midroc Remote Mining offers the customer the chance to fully automate the mine's operations through integrated, coordinated and remote-controlled systems and functions. Central control rooms on the surface mean fewer personnel are required to handle the mine's operations safely and to optimize production. We are proud of having supplied systems that reduced risk, increased productivity and functionality, and cut the environmental impact of our customers' operations in a number of projects on behalf of the world's most hi-tech mine operators.

Infrastructure

Infrastructural solutions – whether they involve road or rail networks or tunnels – are extremely demanding when it comes to operational reliability and personal safety. The number of systems being used is constantly increasing and a requirement to integrate 20 or so systems in a single tunnel, for example, is not uncommon. In addition to which, the various

transport authorities' control and monitoring systems also include a number of sub-systems. Midroc Automation has acted as the principal supplier of technical systems – a role that included installing all of the electrical and power systems, and equipment such as signs, barriers, cameras, fans etc. – on a large number of projects.

Energy and process industries

The global energy market is changing fast, with higher costs and increasing demands for sustainability resulting in a need for facilities that are more eco-friendly and energy efficient. Midroc Automation has documented experience of working with the energy and process industries in areas such as flue-gas cleaning, fuel management, and energy and resource optimization. We have supplied everything from early stage investigations to detailed planning and implementation – both for energy production and distribution as well as usage.



Manufacturing industry

Today's manufacturing industry is facing major challenges in retaining its profitability. Midroc Automation develops systems that control and optimize production, resulting in an improved production flow, increased efficiency, and – as a result – improved profitability. We also supply mechanical equipment and carry out on-site installation.

Food & pharmaceutical

Few industries are as multifaceted and demanding as the food & pharmaceutical industry. The demand for traceability, quality and productivity is increasing at an ever accelerating rate. Midroc Automation offers its customers solutions to build up and automate the manufacturing process, to enhance its efficiency, and to meet stringent demands for traceability and quality.

Automotive

Product development, quality, logistics, cost cutting, and new manufac-

turing technology are placing the automotive industry under constant pressure. At Midroc Automation, we have worked closely and successfully in partnership with both automotive manufacturers and machine equipment suppliers for many years, and have played an active role in several critical projects. With our local presence, extensive resources, operational know-how, and an effective project organization, we are a highly qualified partner in our customers' projects, whatever their scale or complexity.

Crane systems

Midroc has extensive experience of supplying complete crane systems that meet high demands for availability and safety. Our goal is to generate profitability for the customer by offering safe and sustainable solutions for throughput management, storage management, servicing and updates to existing systems. We offer flexible solutions that meet stringent mechanical and control technology requirements.



Power

Midroc Automation supplies services and products, primarily in the low and medium voltage range, although we also have expertise in the high voltage solutions. We work with most well-renowned switchgear manufacturers, selecting the equipment best suited to our customers' strategies. Even though we are an independent partner to our customers, we also act as an agent for Natus' switchgear. We manufacture and assemble equipment in our own workshops and ensure smooth installation and commissioning with our own personnel.



It's all about getting it done

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