

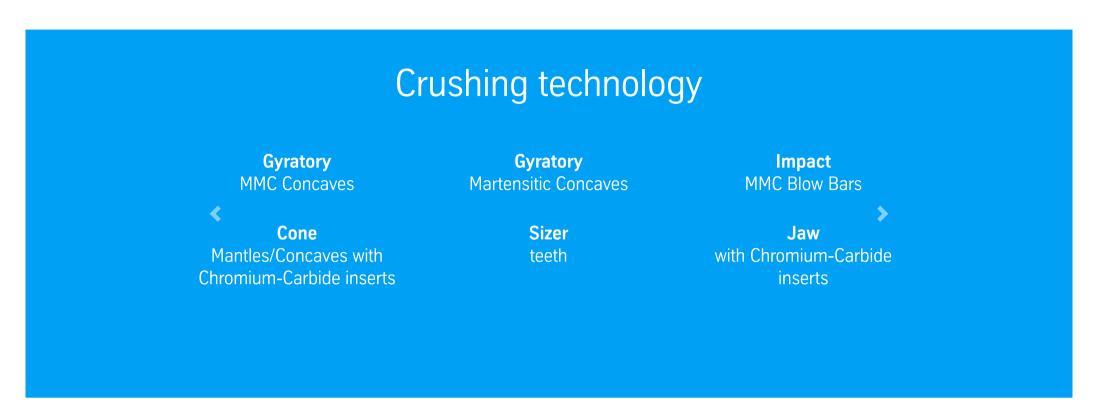
## Reduce your operating costs and enjoy added-value benefits through customized wear part solutions.

Even when equipment is used carefully and maintained properly, wear is an inevitable form of depreciation. So choosing the right wear part is vital to improve your operating costs. At thyssenkrupp Industrial Solutions we offer a variety of material and design approaches in the development of customized wear protection solutions. Based on our extensive global experience, we can develop the best cost-benefit ratio for wear parts to reduce a customer's TCO.

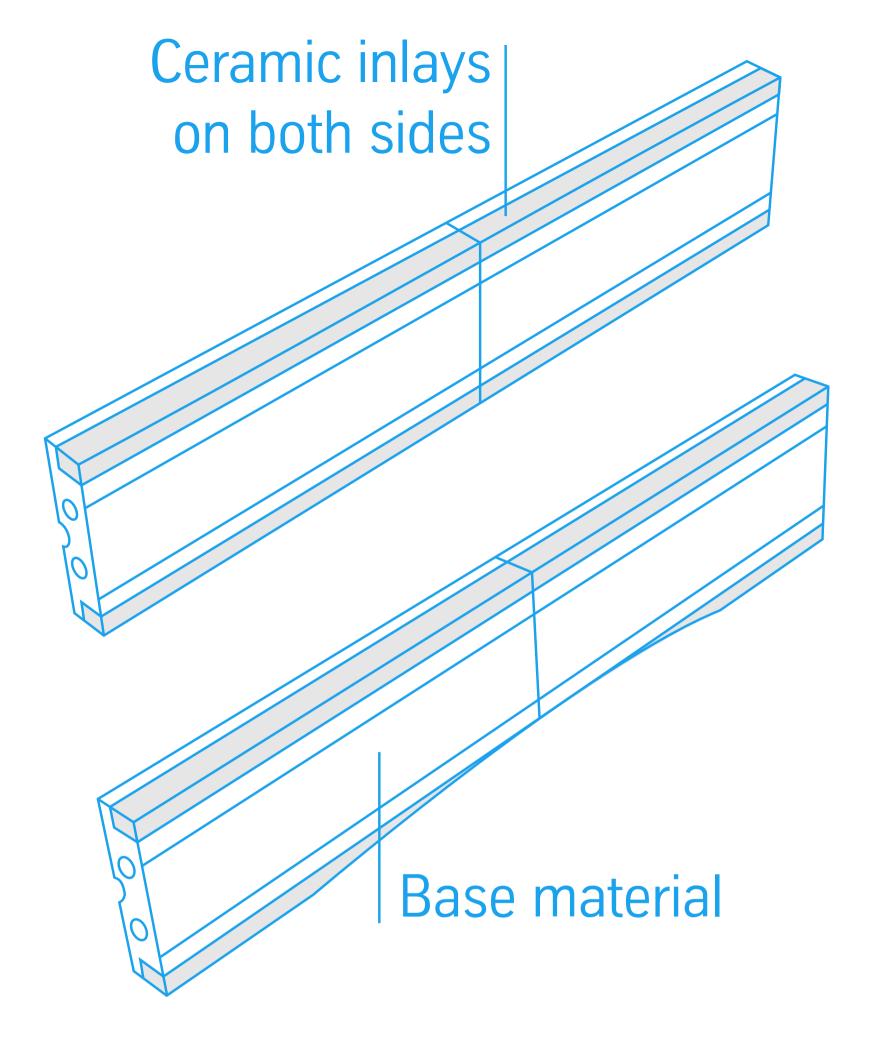
The costs associated with wear parts often account for a significance share of a customer's operating costs and thus impact the total cost of ownership (TCO) of any equipment. Our wear part

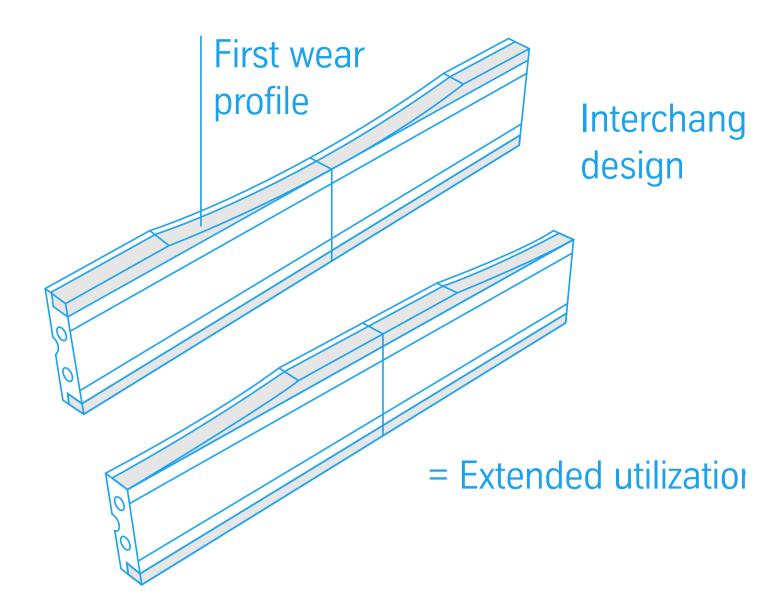
solutions are determined by the parts themselves (e.g. critical parts where a defect will directly lead to a machine breakdown) and the way they are replaced (e.g. refurbishment).

In our extensive portfolio covering



We aim to create added value for our customers through improving materials and design, processes and supply chains. We can optimize the materials and geometries of your wear parts, increase the reliability and availability of your plants through OEM-quality spare and wear parts, and ensure easy replenishment of all spare and wear parts for your plants from a single source.





Our overriding aim in all this is to build a trust-based partnership with our customers through the entire lifecycle of an asset. The benefits such a partnership brings are clear:

- Lower operating costs through our focus on costs per ton and optimizing lifecycle costs
- Asset enhancement, e.g. improvement of wear parts, alignment with prevailing maintenance strategies, use of latest service products from thyssenkrupp Industrial Solutions, and reduction in the number of change-outs/downtimes
- Proactive supply chain management
- · Reduced risk of unscheduled downtime