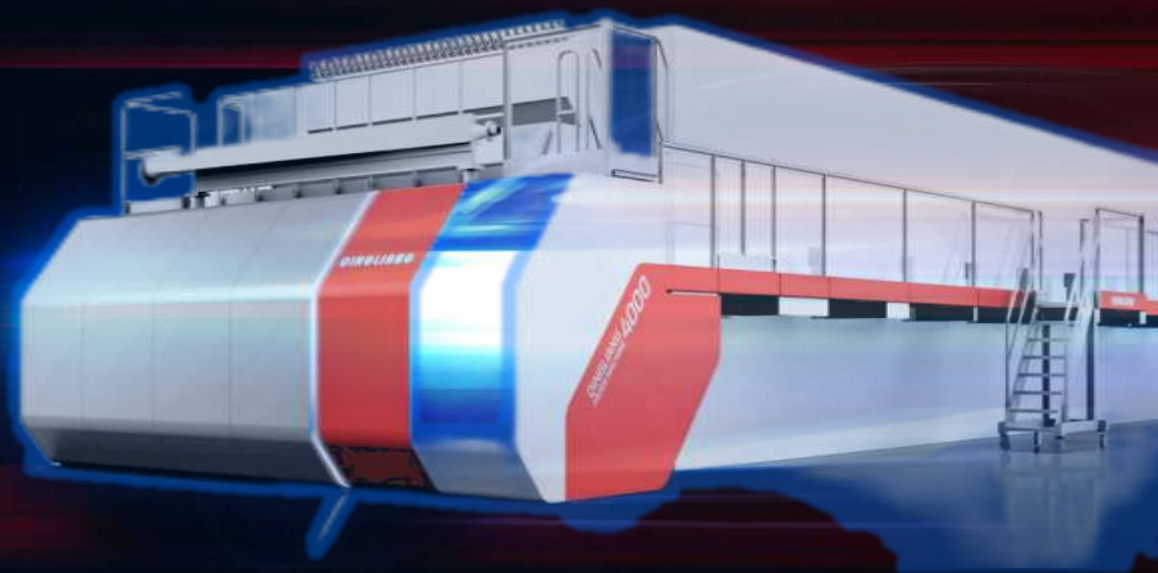


Crafting Value: KILA's Paper Machine Solutions



KEVIN SUN

Overseas Project Department

Shanghai Qingliang Industry Co., Ltd



Four Competence Dimensions

Key Technology

Integration

Lean Production

Adaptability

Ten Product Values:

Efficiency

Safety

Flexibility

Automation

Reliability

Accessibility

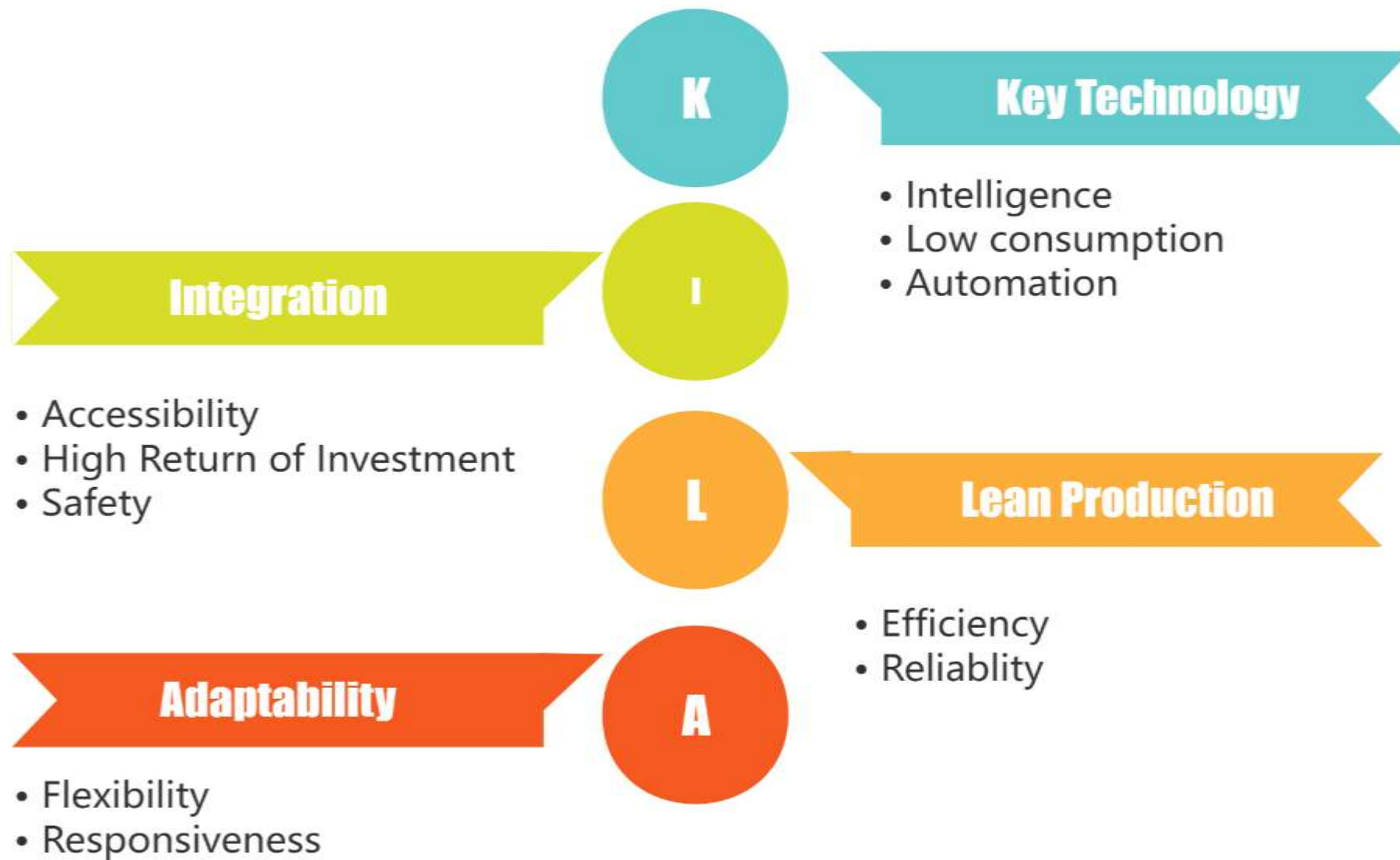
Intelligence

Responsiveness

Low Consumption

High Return of Investment

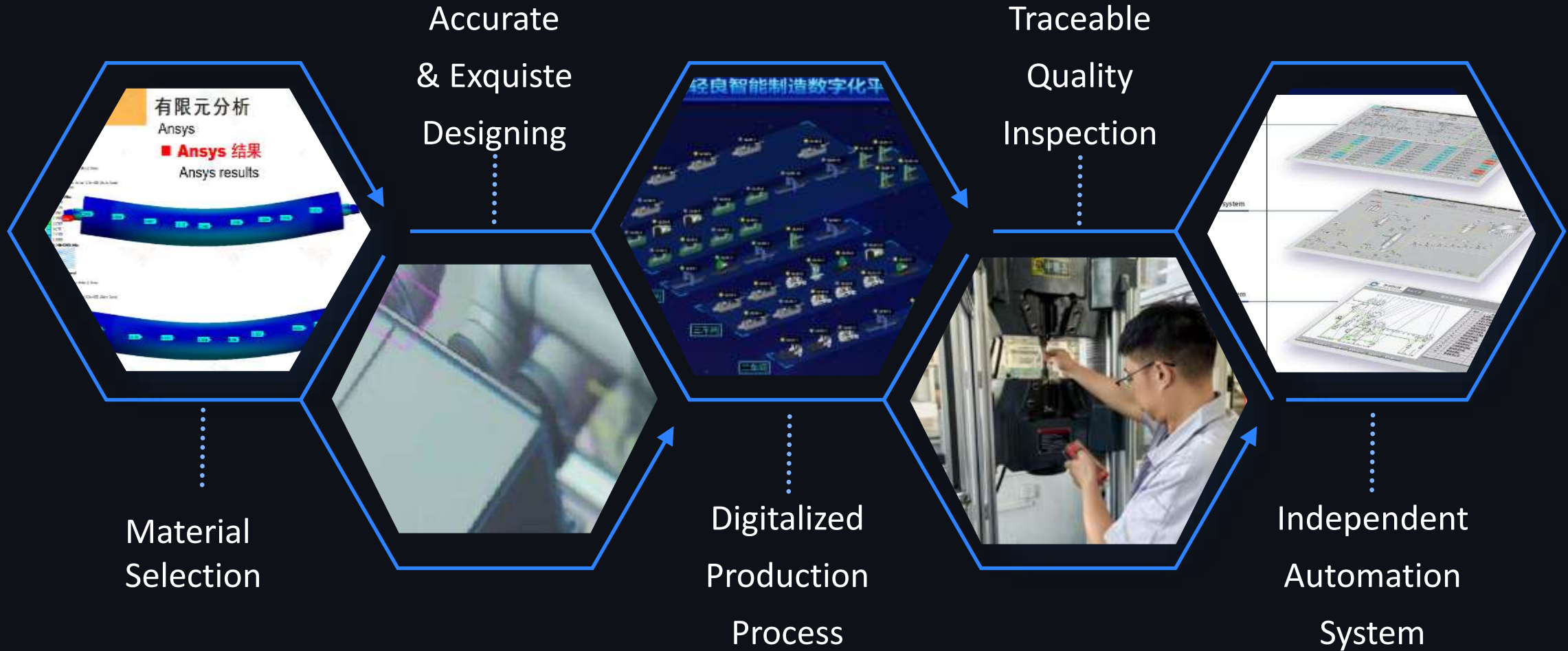
KILA'S Core Product Values



KILA's Value Equation



Value Chain Embedded in PM Solution



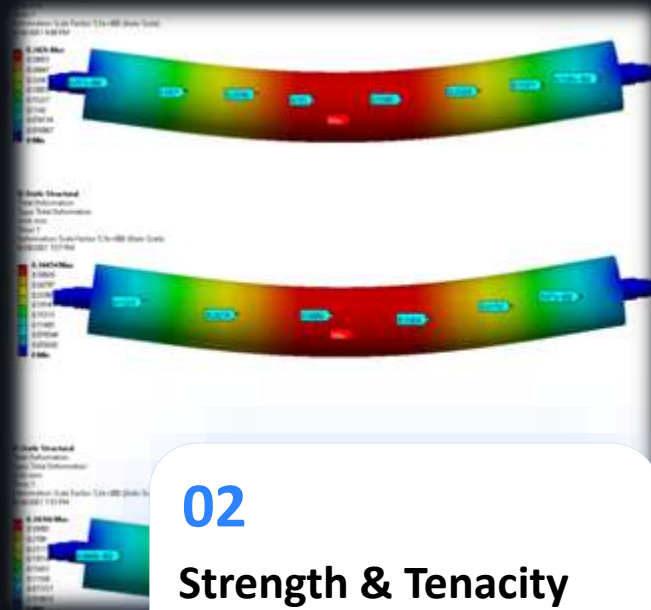
Material Selection Factors



01

Corrosion/Abrasion Resistance

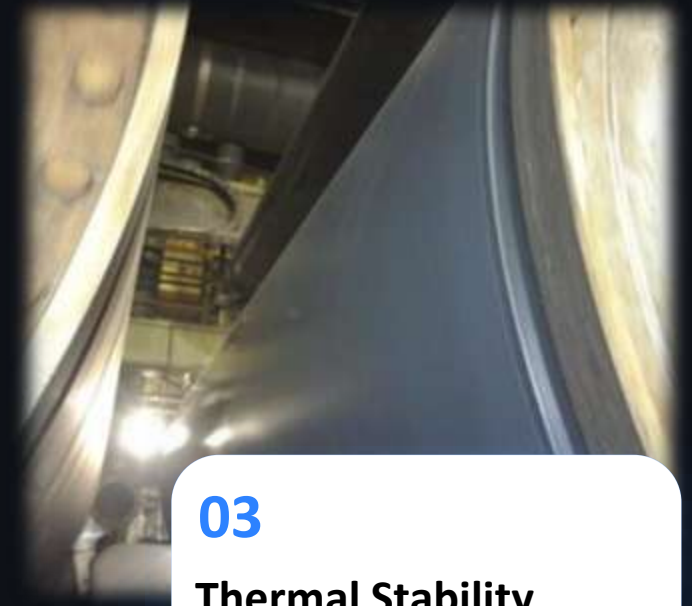
The surface material needs to be well corrosion or abrasion resistant to moisture, chemicals, and heavy-duty working condition.



02

Strength & Tenacity

Structural strength must be ensured while tenacity is considered, this enables PM to endure different mechanical stress.



03

Thermal Stability

The material must be thermal stable to survive a great temperature span in paper making process.

Explore More Material Possibilities

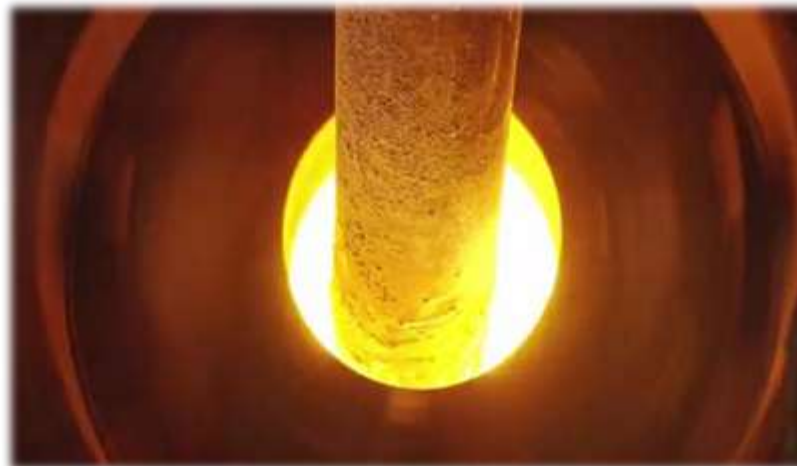


The Magic of Material and Machining...

**SS304 or 2205 Duplex Steel
Normal Welded Plate**



**SS304 or 2205 Duplex Steel
Centrifugal Casting**



**2205+2507 Duplex Steel
Laser Powder Bed Fusion
(3D Printing)**



Industry Best Practice

Capacity Superior PM

The first Made in China 6600mm/1000m/min was produced by Qingliang in 2022.

Now, KILA 6600mm fleet had expanded to 10 sets, is dominating the Chinese market of 6600 PM.



Capacity-Consumption Balanced TM

2850mm/3500mm series TM makes customers hit target capacity with more competitive production consumption.

Annually, delivered around 40 sets of TM to global market customers



Value Added Product Solution

Machinery Equipment



01

- Highly Reliable Structure
- Capacity Superiority
- Consumption Effectiveness

Rebuilding & Spares



02

- Sectional Rebuilding Service
- Optimazation of Existing Machine
- OEMs & Consumbles

Readiness of Comprehensive Pulp



03

- OCC
- Wet Pulp
- Wood or Bamboo Pulp

Technical Application of KILA

- Steam Box
- Jet Turn-up Spool Changer
- High speed Ropeless Treading
- HP/LP Compatible Thermal Pump
- Effective Dust Remover
- Permanent Magnet Direct Drive Motor
- Automatic Machine Control System
- Bearing Vibration Monitoring System
- Infrared Drying



Safeguard Brand Value: Quality Management System(QMS) of KILA



Holistic QMS

Certificates Data Base
Key Milestone Control
QMS manual book and Log book

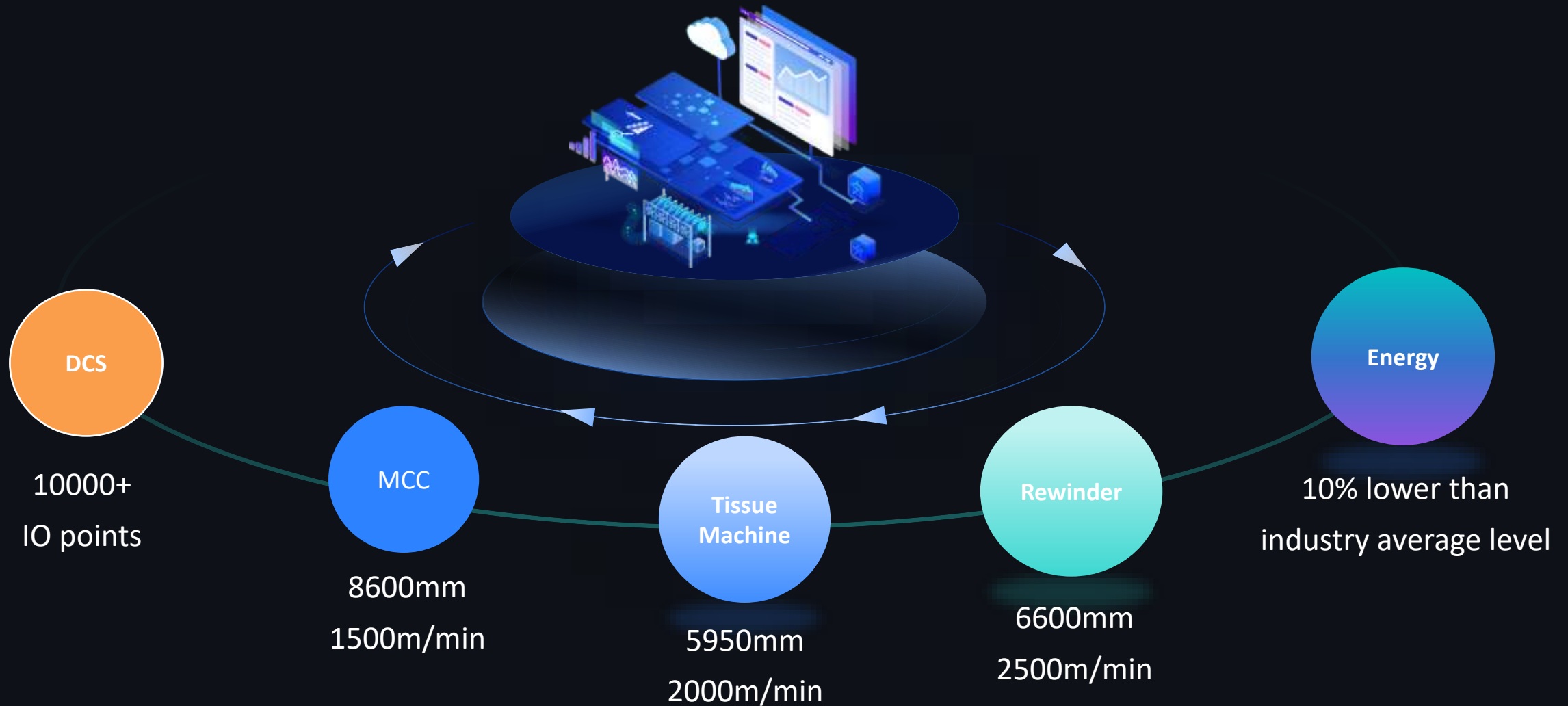
Culture of Improvement

All Crew involvement
On-going Improvement
Data Analysis & Review
Defectives Disposal

Advanced Inspective Measures

Material Inspection
Process Inspection
Final Product Inspection

Value of Intelligence: Run Equipment in the Way Never Before



TianYan System: KILA TM's Smart Control System



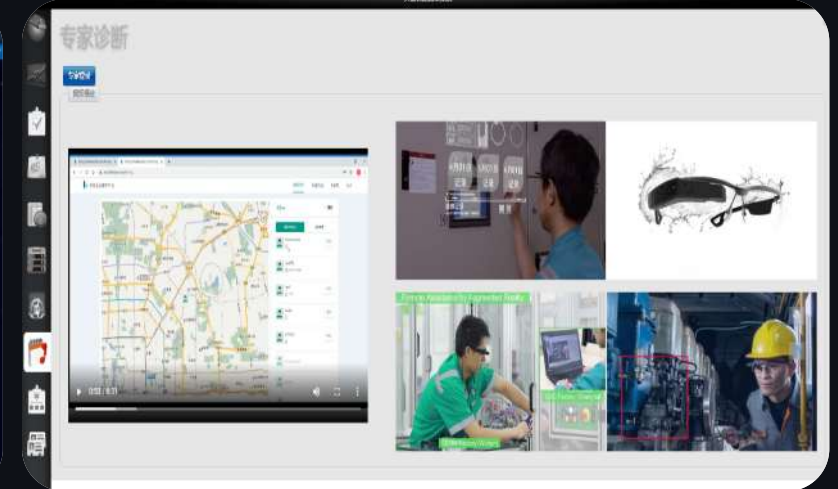
Intergrated User Interface

- Multiple equipment intergration
- Working status report
- Consumption report
- Malfunction report



SKF vibration monitoring system embeded

- Monitor vibration
- Record the abnormal
- Analyse and report
- Forcast the risk of malfunction



Engineer Remote Diagnosis

- Save 300-500 man day
- Save 80% trouble shooting time
- Reduce 40% training cost

Values More than Just Equipment: Subsidiary Services of KILA

Global Trading



- Global trading of equipment, pulp, paper
- Long supply chain management
- Paper consigned selling

Financial Support



- Equipment financial leasing
- Project low-interest loans
- Commodity sell on credit

Derived Service



- ESG
- Start-up and daily maintenance
- Global service centers

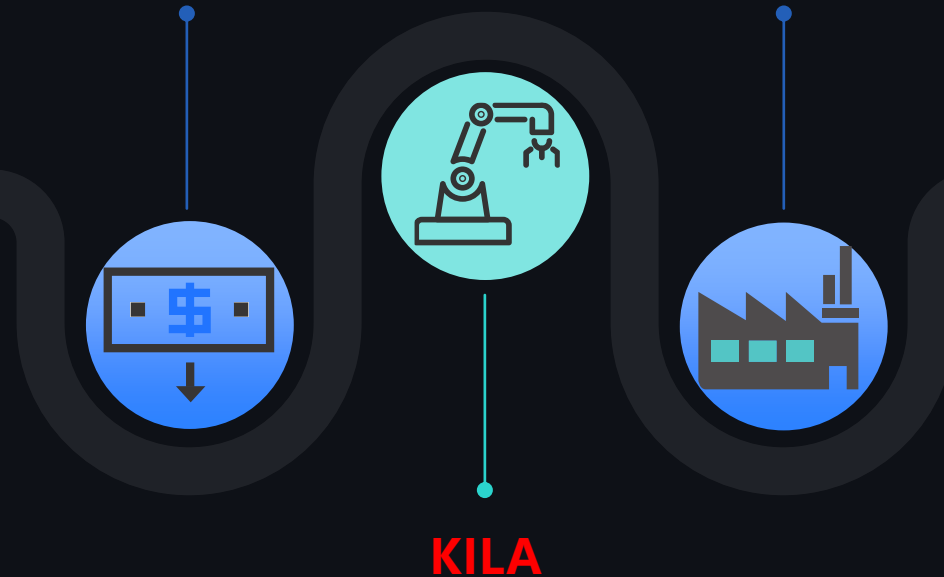
Financial Leasing: Facilitating Equipment Purchase and Mitigating Capital Pressure

Lessor

- Sign Cooperative Agreement
- Purchase Equipment from KILA
- Leasing Equipment to client

Lessee (Client)

- Select Equipment Configuration
- Acceptance and Use Equipment
- Pay Rent or Installment



KILA

- Evaluate Client and Appropriate proposal
- Facilitating Three Parties Cooperation
- Manufacture and Deliver Equipment

The Difference between KILA’s Financial leasing and Bank Loan

Items	Financial Leasing	Bank Loan
Financing Limit	Based on qualification of client and value of equipment	Affected by national macropolicy control
Financing Period	24-48 months	flow capital loan under 12 months
Payment Method	flexible payback plan	simplex payback plan
Guarantee Method	flexibility upon client actual qualification	mortgage is commonly necessary

KILA’s Financial Leasing Application Requirement

Basic Qualification of Lessee	Basic Files Requirement of Lessee
Business entity	Company qualification certification
Business existed for more than 12 months	Assets documentation
Proper Business scale	Relevant financial documentation
Proper profit level	Credit documentation

KILA's Future Value Source: A Smart Factory

01

Larger Scale PM

- Manufacture PM scale larger than 6600mm

02

Smart Again Manufacturing Service

- Predict endurance limit of equipment
- Extend the equipment life cycle

03

Digitalized Workshop

- Enhance Designing and Machining Coherence
- More Accurate Project Management

Carbon Emission Forecast

Carbon Emission Forecast

- Carbon Calculation of PM Equipment
- Whole Supply Chain Carbon Foot Print Calculation



Thank You For Your Time!



Crafting Value 匠心铸就非凡



Scan For **More**

KEVIN SUN

Overseas Project Department

Shanghai Qingliang Industry(KILA)