

The Atlas Copco logo is displayed in white text on a blue rectangular background in the top right corner of the image.A technical drawing of a mechanical component is overlaid on a blue triangular graphic on the left side of the image. The drawing includes various dimensions and labels such as 1380 (64.9), 1630 (64.2), C-C (1.3), Ø10, Ø72, 0.8, 10.5, 30.8, 16.5, 4.8, and 1.7.

Power Technique

Andrew Walker, Business Area President

Capital Markets Day 2018



Agenda

- 1 Facts in brief
- 2 Trends and driving forces
- 3 Focus and priorities
- 4 Innovation in reality
- 5 Summary



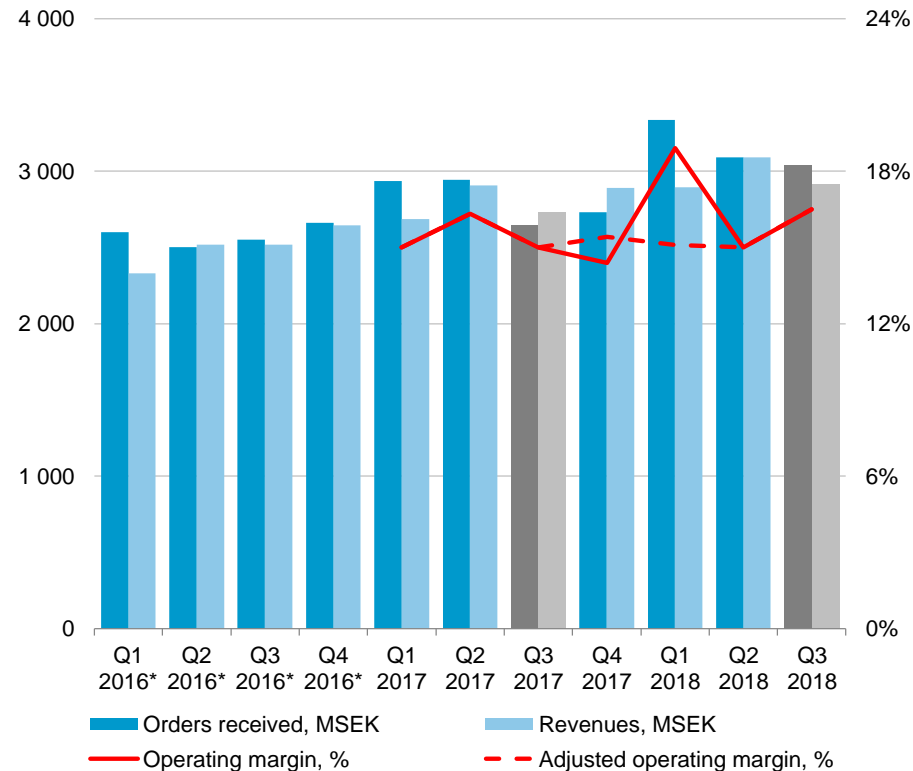
Power Technique

Growth drivers

- Increased infrastructure investments
- Localization of our products to meet local legislations
- Innovation in equipment
- Expanding the service offer
- Strengthen market position in pumps, generators and light towers
- Develop a service network for indirect channels
- Environmental regulations



ORDERS, REVENUES AND OPERATING MARGIN



*2016 quarterly figures shows best estimated numbers, as effects of the split of the Group and restatements for IFRS 15, are not fully reconciled.

Orders received – local currency Q3 2018

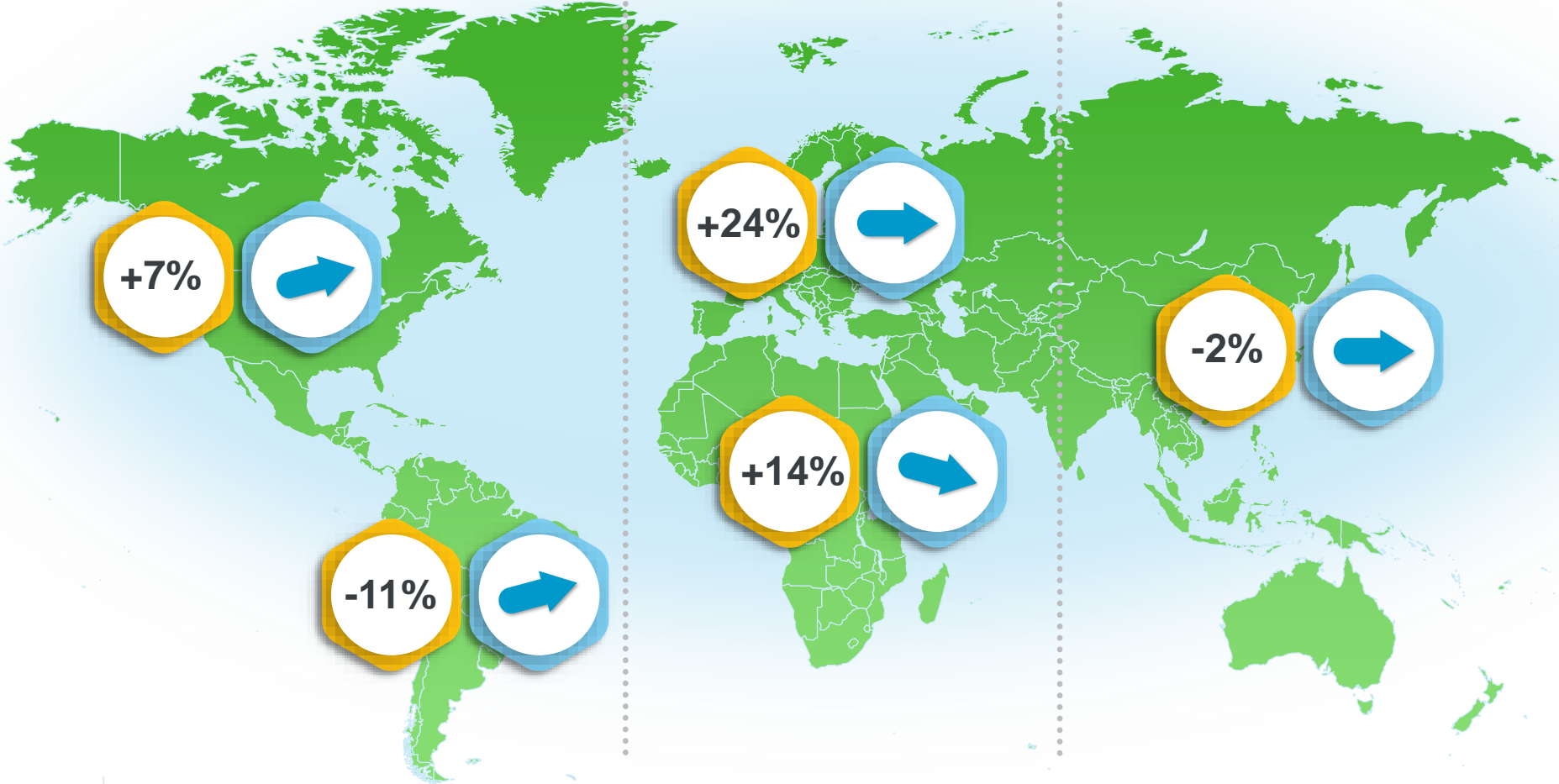
YoY Q3 vs. Q2

SHARE OF ORDERS RECEIVED YEAR TO DATE:

29%

51%

20%



Focused on construction and so much more...

Industries served include:

Petrochemical



Events



Construction



Water well, oil & gas



Offshore



Emergency Relief



Manufacturing



Power plants



Mining



Quarries



Power Technique divisions

Portable Air
Inc. Tools



Power
and Flow



Power Technique
Service



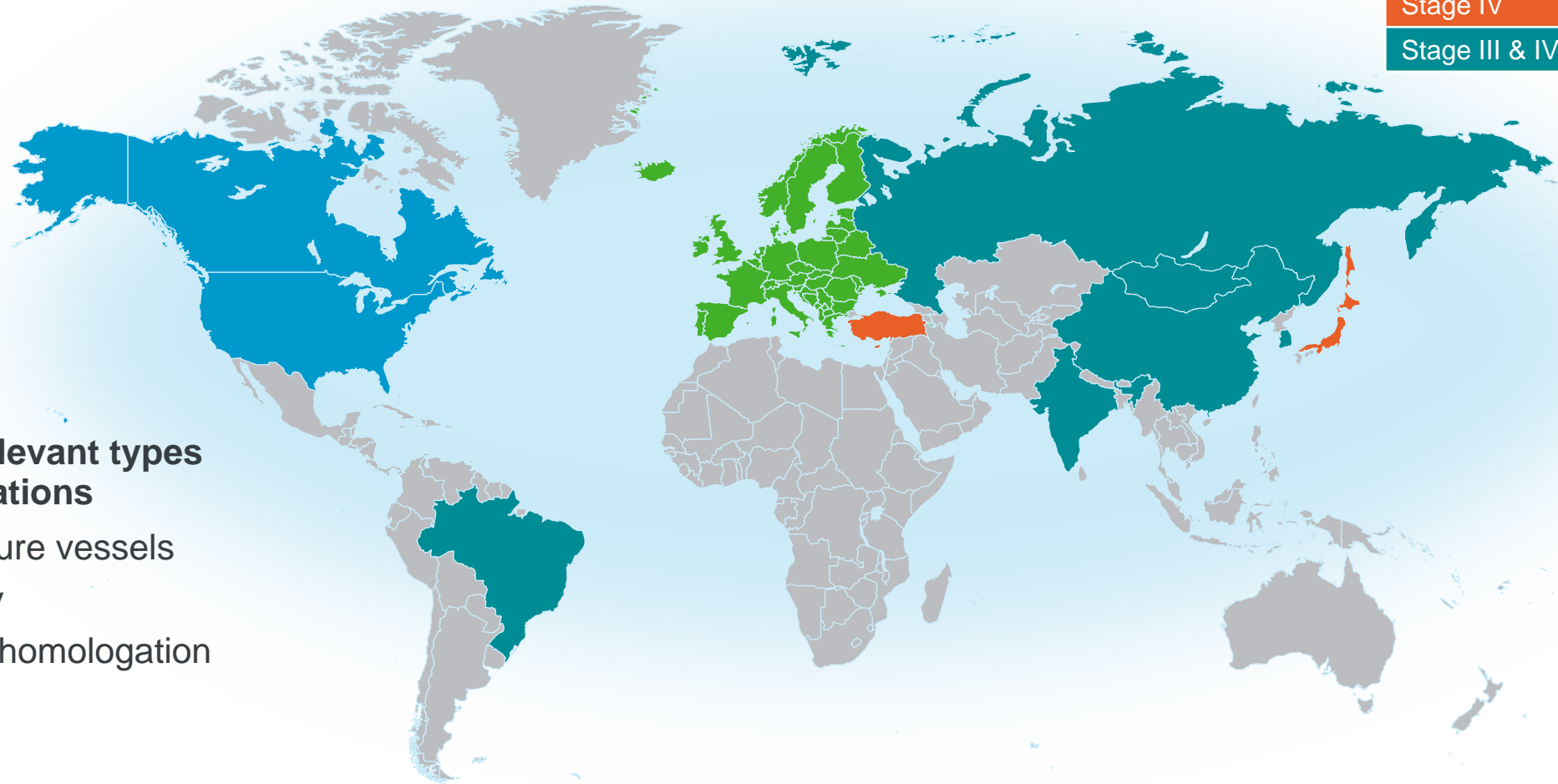
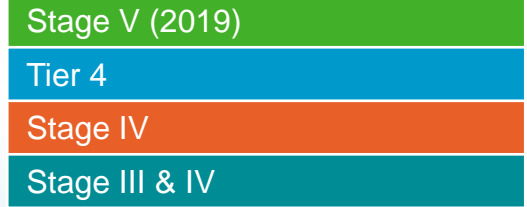
Specialty Rental



Trends and driving forces

Global regulations

Diesel emission regulations
(particles / nox exhaust)



Other relevant types of regulations

- Pressure vessels
- Safety
- Road homologation
- Noise
-

Trends and driving forces

Investments



Oil & Gas



Construction



Mining



Manufacturing



Global trends

- Government investments in infrastructure drive
- Consolidation rental market
- Increased demand for service (focus on their core)
- Digitalization

Summary of strategic focus areas



Channel
management



Portable air and
handheld tools



Recurring
business



Market
coverage



Developing generator
and pump market



Digitalizing customer
experience

Channel management

Three main segments

Dealers



Rental companies



Direct to end-users



Recurring business

2 service divisions

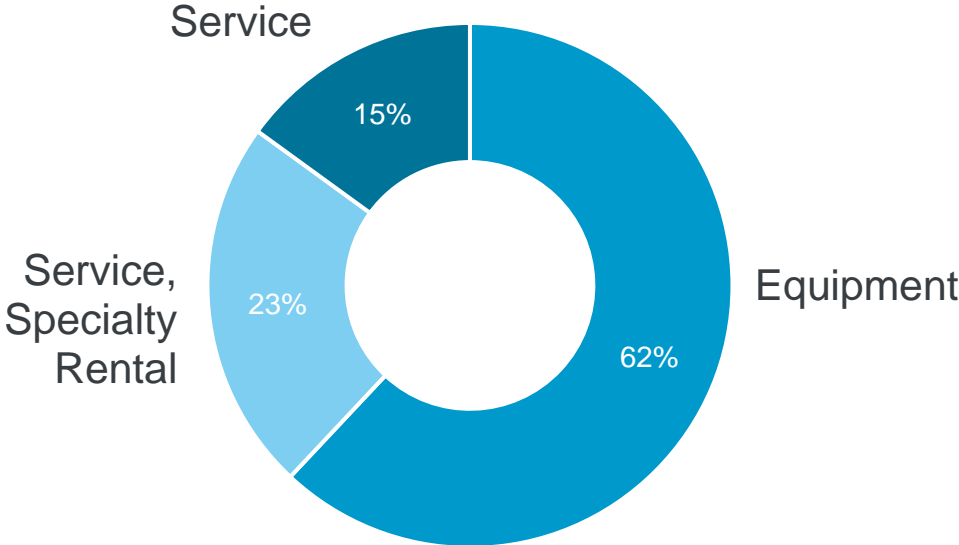


Power
Technique
Service



Specialty
Rental

SHARE OF REVENUES 2017



Developing generator and pump market

Profitable niches



Innovate to grow market share in generators



Significant player in flow
Develop service business in selected niches pumps
Selected acquisitions to develop market share



Become market leader in light towers

Portable air and handheld tools

Consolidate our number 1 position for portable air compressors

The logo for EidAir, featuring the letters 'Eid' in a stylized font with a blue plug icon integrated into the 'i', followed by the word 'Air' in a bold, sans-serif font.

Develop complete
electric compressor
portfolio



Regionalized product
offering for local needs
and legislation

Dealer management tools

Focus on handheld tools



Using boosters
to focus on
oil & gas segment
Roll out Stage V

Market coverage

Geographic footprint gives increased versatility



Generators
Light Towers
Submersible Pumps



Air compressors and breakers
Boosters
Oil free portables



Surface pumps



Air compressors
Generators
Pumps



Air compressors
Generators



Air compressors
Generators
Light towers
Pumps
Breakers



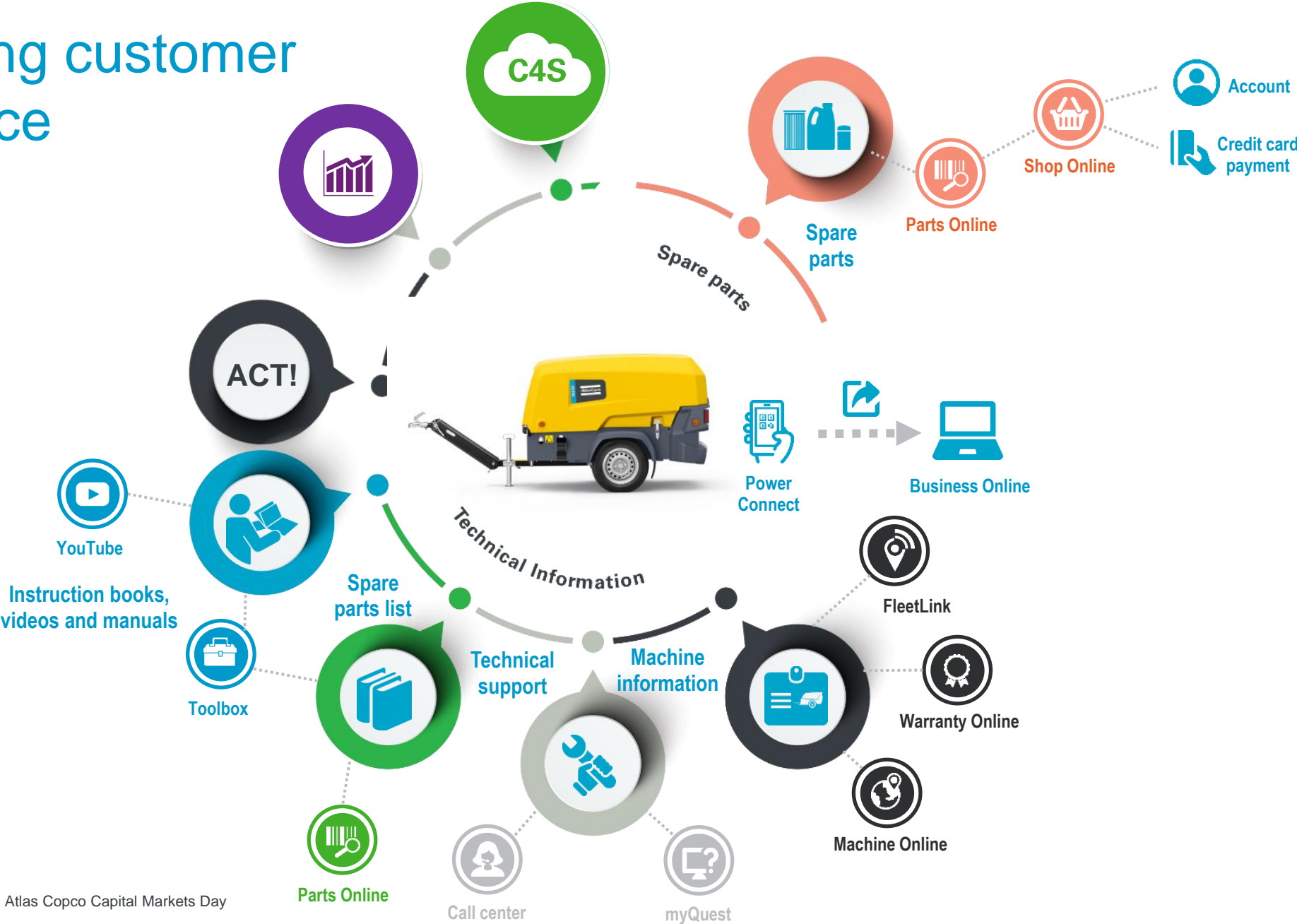
Air compressors
Generators
Light towers
Pumps



Air compressors
Generators
Pumps



Digitalizing customer experience



Innovation for growth

New portable efficient electric compressors



Containerized efficient Twin-engine generator for Europe



Battery technology in light towers



Extended high-flow pump range



Full range of compact utility compressors



Variable speed generator (QAS VSG)



Monitoring control
As standard on select new units retrofitting field units



Oil-free rental compressor



Innovation in reality

Innovation: portable electric air compressor range

ZERO%
EMISSION

1/2
NOISE



E-Air 250

Electric motor driven

Free air delivery:
247 cfm – 117 l/s

Pressure:
174 psig – 12 bar



Summary

Significant player in selected flow segments

- Pumps

Consolidate our number 1 position in portable air compressors

Become market leader in light towers

Grow rental business in adjacent segments

Increase product innovation to grow organically in generators

Selected acquisitions to develop flow business

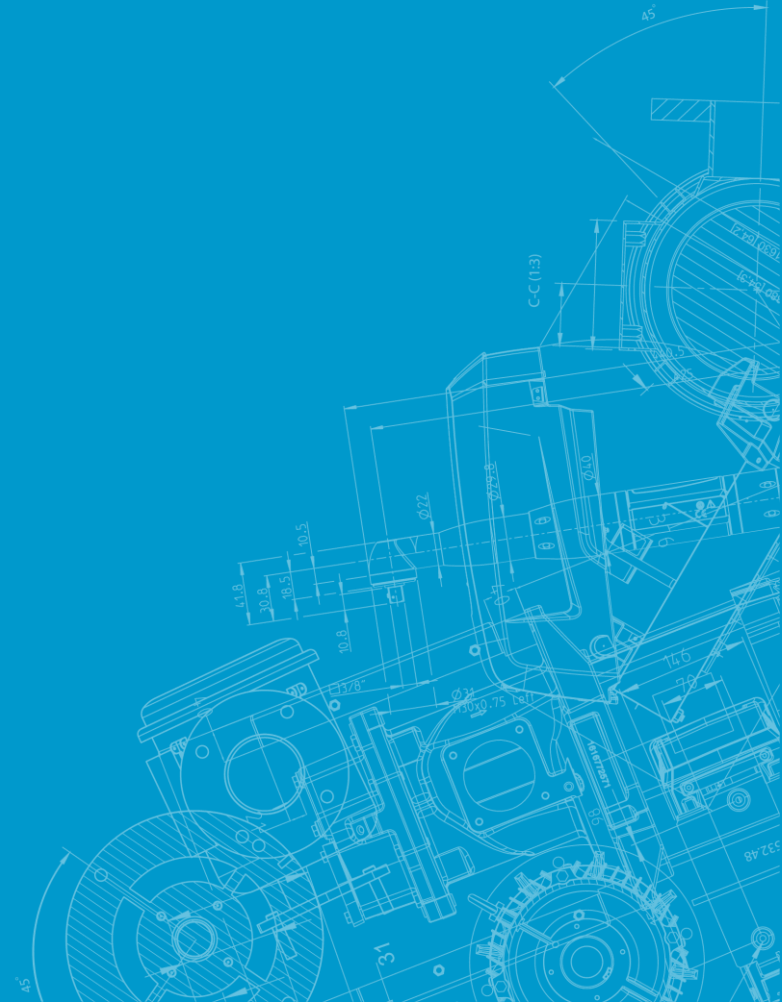
Develop service business in selected product segments

- Pumps
- Generators
- Light towers



The Atlas Copco logo is centered on the page. It features the brand name 'Atlas Copco' in a white, elegant, cursive script. The text is framed by two thick, solid white horizontal bars, one positioned above and one below the script.

www.atlascopcogroup.com



Cautionary Statement

“Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon, the actual outcome could be materially and adversely affected by other factors such as the effect of economic conditions, exchange-rate and interest-rate movements, political risks, the impact of competing products and their pricing, product development, commercialization and technological difficulties, supply disturbances, and major customer credit losses.”