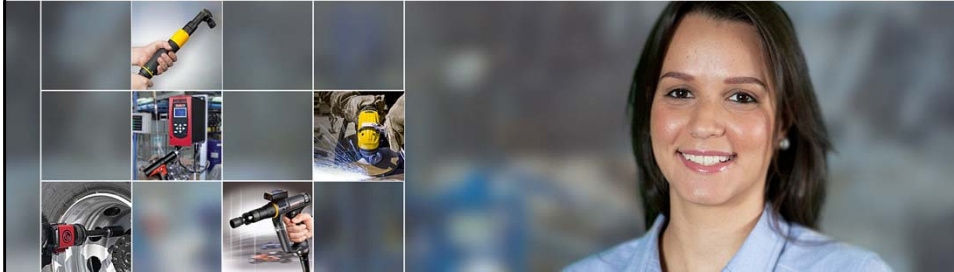


## Industrial Technique



Capital Markets Day, November 20, 2013  
Mats Rahmström, Business Area President

*Sustainable Productivity*



## Agenda

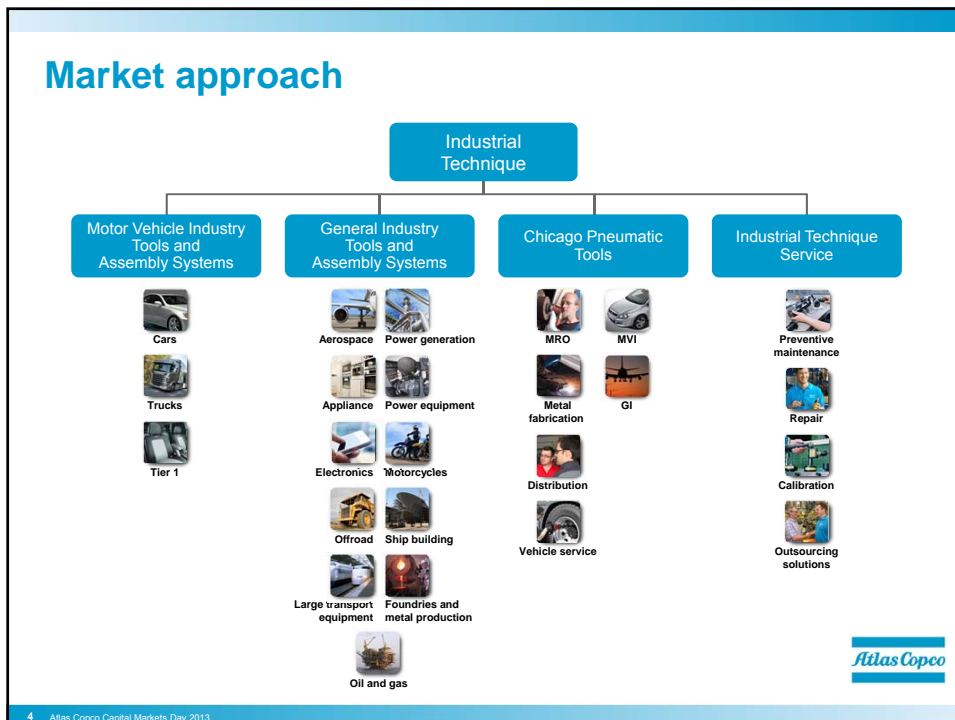
- 1 About Industrial Technique
- 2 Financial performance
- 3 Market trends
- 4 Growth opportunities
- 5 Summary



**Expanding our offer**

*Atlas Copco*

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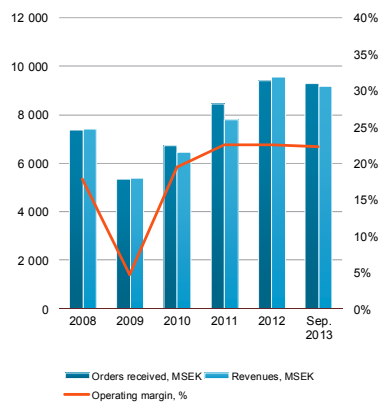
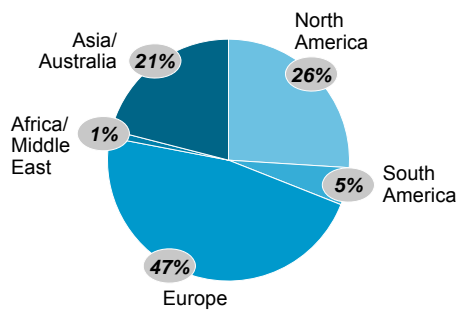


## Financial performance



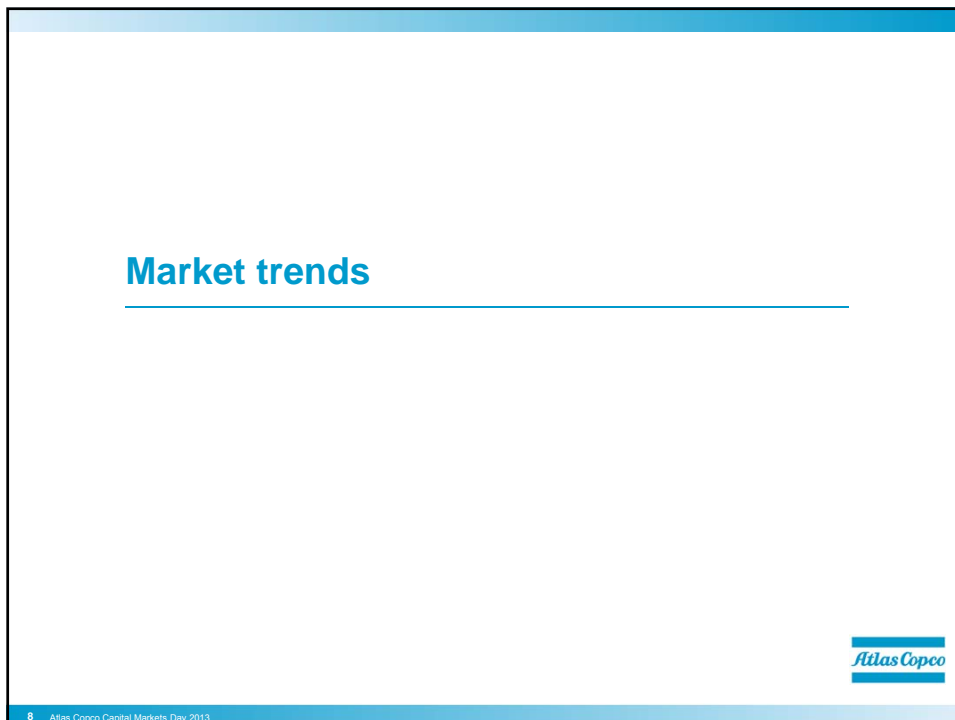
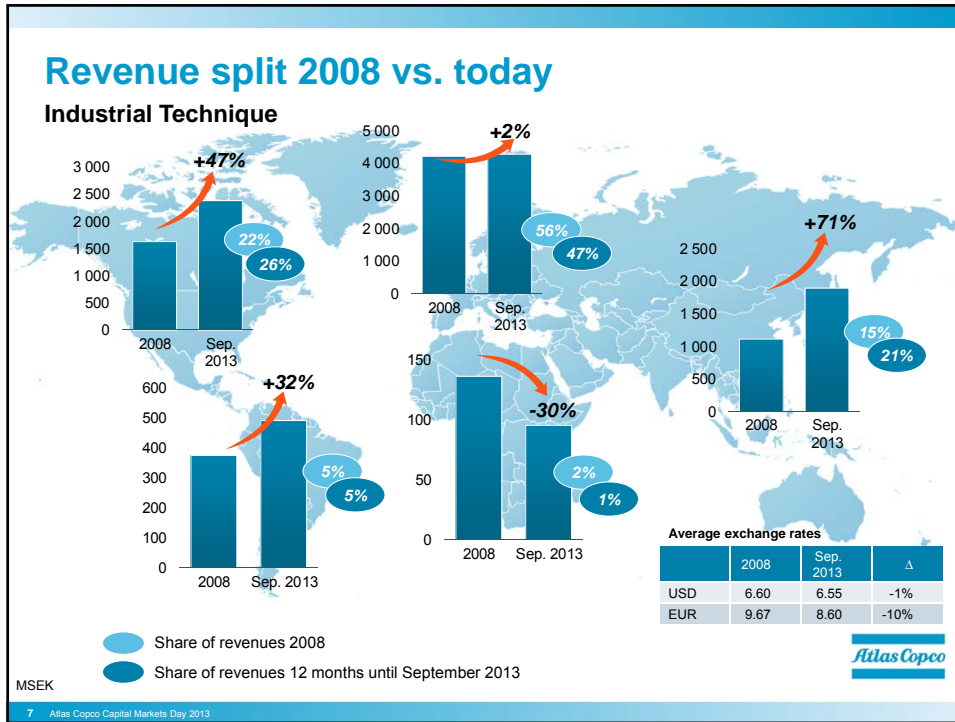
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## Industrial Technique



Pie chart: Revenues 12 months until September 2013, Graph: 12 months figures

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## Market trends

Americas

Europe

Asia

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## Growth opportunities

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**SCA**  
Adhesive solutions

**Headquarters**  
Bretten, Germany

**Products**  
Adhesive systems and metering technology

**Segments**  
Automotive & General industry



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**Seti-Tec**  
Automated drilling solutions

**Headquarters**  
Lognes, France

**Products**  
Automatic drilling solutions

**Segments**  
Aerospace industry



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## Saltus

**Quality assurance**



**Headquarters**  
Solingen, Germany

**Products**  
Mechanical, mecha-  
tronic and electronic  
torque wrenches

**Segments**  
Automotive and  
General industry



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## Synatec

**Error proofing solutions**



**Headquarters**  
Stuttgart, Germany

**Products**  
Hardware and soft-  
ware solutions for  
quality assurance

**Segments**  
Automotive and  
General industry



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## The Synatec system

All solutions from one source

Operator identification

Material-control documentation

Pick to light

Operator guidance

Visual quality control

Torque data management

Electronic escort card

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## Rapid-Torc

High torque bolting solutions

Headquarters  
Houston, USA

Products  
Hydraulic torque wrenches

Segments  
Oil and gas

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## Complete offering for the Oil & Gas segment



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## Strategic growth opportunities



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**Committed to  
sustainable productivity.**



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A large version of the Atlas Copco logo, featuring the company name in a blue, italicized serif font, centered between two thick horizontal blue bars.