



Systems solution provider to the Health Care sector

Capital Markets Day 2006

Ray Löfgren, President Industrial Air Division

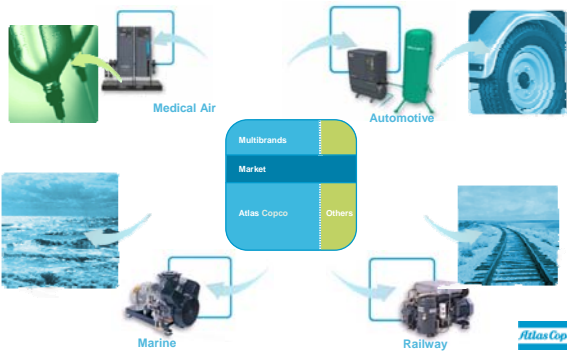
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1. Focused segments for growth



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1. Focused segments for growth

Developing the business

- Combining compressors, Quality Air Solutions, new filtration and separation technologies and control systems into application oriented solutions for specific customer groups



Medical air skid

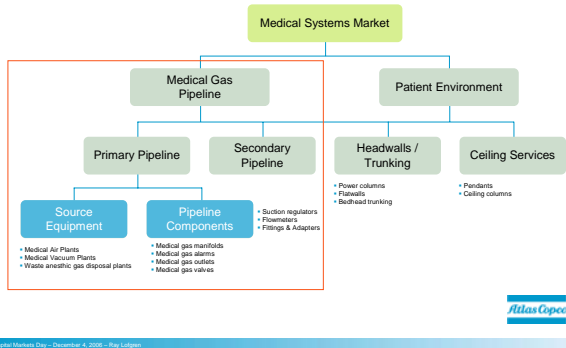


Railway package



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2. The Market



2. The Market

What are Medical Gases?

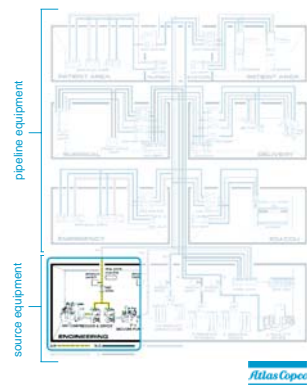
- They are Pharmaceuticals.
 - Governed by purity standards (the Pharmacopeia)
 - Dispensed by order of a physician.
- They are a critical component within the set of life supporting medical utilities.
 - The primary medical gases are:
 - Oxygen, Nitrous Oxide, Medical Air, Nitrogen, Instrument or Surgical Air and Medical Vacuum



2. The Market

Medical gas piping system

- A collection of equipment, pipes and wires which distribute and monitor medical gas and vacuum reliably and safely to the clinician.



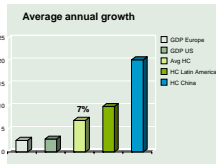
2. The Market

Growth drivers of the market

- Growing above average (> 7 % annually)
- Driven by population growth, quality of life, increasing age...

Growth drivers	Europe	N.America	Asia
Population growth			++
Increasing age	+	+	
Quality of life	+	+	++
Private clinics	+		
Advances technology	+	+	
Comply legislation	+		

+ importance



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2. The Market

Key success factors

Key success factors	USA	Europe	Asia
Comply w/legislation	++	+	++
Code management	++	++	++
Air and vacuum	++	+	
Cylinders		+	
After market	+	+	
Financial services		+	
Volume	+		
System management		+	

+ importance

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3. Products

Source Equipment

Medical Air System
NFPA 99 Code



SCROLL

Vacuum System



LUBRICATED
ROTARY

Medical Air System
HTM Code



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3. Products

Pipeline components



Manifolds:
controlling cylinder supply



Gas outlets:
plug in for any gas



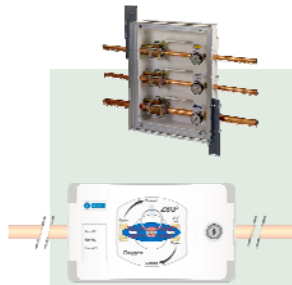
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3. Products

Pipeline components



Alarm panel
for a hospital zone



Valve service unit,
to isolate a zone



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4. The Strategy for Business Development

Vision

- To become the number one global "Medical Systems" solutions provider.
 - Utilize existing "medical" expertise in the U.S. and U.K. centers of excellence
 - Leverage both the global presence and manufacturing capabilities of Atlas Copco



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5. Atlas Copco's added value to the Business

Global presence

- Well positioned for this segment



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5. Atlas Copco's added value to the Business

Ability to deliver to all main norms and legislations

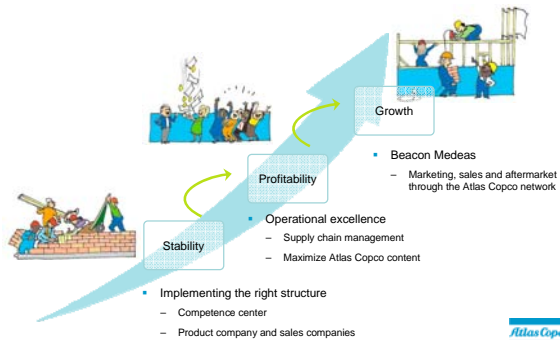


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6. Integration

Laying the Foundation for profitable growth



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7. Growth Opportunities

U.S. Market

- Continued market share improvement in selected geographic territories (focus on "Customer Share")
- Development of the aftermarket

U.K. Market

- Market share improvement (focus on "Customer Share")
- Development of the aftermarket

Focus countries

- Large upside in developing markets (China, India, Russia, Brazil, Korea, Middle East)
- Leverage existing compressor sales into medical systems solutions in Europe and other markets



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