INNOVATION

Atlas Copco Capital Markets Day 2014
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Business Area President
Construction Technique

COMMITTED TO SUSTAINABLE PRODUCTIVITY

We stand by our responsibilities towards our customers, towards the environment and the people around us. We make performance stand the test of time. This is what we call – Sustainable Productivity.
AGENDA

1. Construction Technique
2. Innovation
3. People
4. Summary

CONSTRUCTION TECHNIQUE

The global leader providing on-site solutions for sustainable productivity

Profitable growth with an asset light and agile organization
CONSTRUCTION AND MORE...

- Light compaction
- Road construction
- On-site energy
- Concrete
- Demolition / recycling
- Infrastructure

- Rental
- General construction
- Tunneling
- Water well, oil & gas
- Mining
- Quarries

PORTABLE ENERGY

- Air
  - On-site compressors
- Power
  - On-site generators
- Water
  - On-site pumps
- Light
  - On-site lights
CONSTRUCTION TOOLS

Hydraulic attachments
- Breakers
- Pulverizers
- Compactors
- Grapples
- Cutters
- Bucket crushers
- Drum cutters
- Magnets

Handheld tools
- Pneumatic hammers, breakers & drills
- Hydraulic power packs & tools
- Petrol drills & breakers
- Pneumatic rock drills
- Pusher leg & DSI rock drills

Compaction equipment
- Rammers
- Forward plate compactors
- Forward & reversible plate compactors
- Rollers
- Trench compactors

Concrete equipment
- Pokers
- Vibrating beams
- Screeds
- Trowels
- Floor saws

ROAD CONSTRUCTION

Rollers
- Soil compactors
- Static rollers
- Large Asphalt Rollers
- 1–4 ton asphalt rollers

Pavers
- Compact pavers
- City pavers
- Large wheeled pavers
- Large tracked pavers
- Material feeder
- Screeds
- Compactionphalt™
- American style pavers

Planers
- Compact planers
- Large planers
SPECIALTY RENTAL – TOTAL SOLUTION CONCEPT

- Technical feasibility
  - Reliability
  - Quality air
- Safety
- Energy efficiency
- Easy to install
- Transport
- Import / export
- Certificates
- Loading & start up guidelines
- Installation
- 24/7 service
- Maintenance
- Supervision
- On-site operators
- Decommissioning
- Fuel tanks
- Fuel supply on request
- Electrical transformers
- Distribution boards

SERVICE OFFER

- Genuine filters
- Fluids & lubricants
- Working tools, road milling tools and consumables
- Preventive maintenance kits
- Wear and repair kits
- Extended warranty and Service agreements
**MASTERING LOGISTICS TO BE CLOSE TO OUR CUSTOMERS**

- **Regional service centers**
  - SC Antwerp (Belgium)
  - SC Hasselt (Belgium)
  - SC Shanghai (China)
  - SC Charlotte (USA)

- **Local service centers**
  - Pune (India)
  - Johannesburg (SA)
  - Sydney (Australia)
  - Sorocaba (Brazil)

**INNOVATION DRIVERS**

**Trends**

- Global growth and urbanization
- Energy efficiency and productivity
- Safety, health, environment and quality (SHEQ)
- Growth in emerging markets' middle segment
- Emission legislation
- Increased demand for service
WE CONTINUOUSLY RE-INVENT OUR PRODUCTS TO MAKE THEM...

- Ergonomic
- Robust
- User-friendly
- Sustainable
- Mobile
- Productive and efficient

COMPACTION CONTROL

- Compaction analyzer
  - Single roller
  - Multi-Roller
  - Cloud-based

- Modern human-machine interface
- Multi-roller functionality
- Real-time data transfer
  - Remote support
  - 3D design file reference
**FULL CONNECTIVITY**

- Optimized Fleet Management
  - Real-time positioning
  - Historical data
- Data recording and analysis
  - Position (GPS, Geofence)
  - Engine data
  - Compaction & paving data
- Remote diagnostics

**MATERIAL FEEDER**

- Highest feeding capacity in the market
- Best fuel efficiency in its class
- Full compliance with most stringent emission rules
- Very high commonality with paver spare parts and service scheme
**ELECTRO-HYDRAULIC ROCK DRILL**

- For construction and narrow reef mining applications
- Best performance in the market
- 50% perceived reduction in sound level
- 50% (10 m/s²) reduction in vibration level
- Protected with 6 patents

**ESSENTIAL LINE BREAKERS**

- 12 new breakers
- Best in value class performance and competitive pricing
NEW RAMMER RANGE; LT 6005 AND LT 5005

- Upgrade of the Atlas Copco light compaction line
- To get the job done faster
  - 30% more power
  - Reduced weight, reduced width, easy to operate, easy to maintain

PORTABLE ENERGY
Extend the offer

Air
Essential Line Air 2 and iT4 (US)

Water
Diesel-driven PAS pumps
**PORTABLE ENERGY**
Extend the offer

**Light**
*In-house development of QLT light towers*

**Power**
*Extend the offer for power with QAC FLX and iT4 (US)*

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**PARTS ONLINE**
Anytime, anywhere, a fast service solution at hand

*One platform for all spare parts information*

- Spare parts
- Exploded views
- Spare parts catalogues

Available on:
partsonlineconstruction.atlascopco.com
## LEAN MANUFACTURING

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<thead>
<tr>
<th>Indicator</th>
<th>SEPT 2012</th>
<th>SEPT 2014</th>
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</thead>
<tbody>
<tr>
<td>Productivity (revenues/employee)</td>
<td>+12%</td>
<td></td>
</tr>
<tr>
<td>Safety (accidents)</td>
<td>-7.5%</td>
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<tr>
<td>Quality cost</td>
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<tr>
<td>WIP</td>
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<td>Inventory</td>
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<tr>
<td>Manufacturing people</td>
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</tr>
</tbody>
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## PEOPLE

A competent team of experienced people is ready to serve you!

Around the world
SUMMARY

Focus on growth and improved profitability

Presence and innovation for both equipment and service

Strengthen market position in our niches

COMMITTED TO
SUSTAINABLE PRODUCTIVITY.