Power Technique
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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

SHARE OF ORDERS RECEIVED YEAR TO DATE:

- 29%
- 51%
- 20%

Q3 vs. Q2 YoY

- +7%
- +24%
- +14%
- -11%
- -2%
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

Other relevant types of regulations

- Pressure vessels
- Safety
- Road homologation
- Noise
- ...

Diesel emission regulations (particles / nox exhaust)

- Stage V (2019)
- Tier 4
- Stage IV
- Stage III & IV
Trends and driving forces

Investments

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
- Recurring business
- Developing generator and pump market
- Portable air and handheld tools
- Market coverage
- 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

- Equipment: 62%
- Service: 15%
- Service, Specialty Rental: 23%
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

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
Pumps

Air compressors
Generators

Air compressors
Generators
Pumps

Air compressors
Generators
Light towers
Pumps

Air compressors
Generators
Light towers
Pumps

Air compressors
Generators
Pumps

Air compressors
Generators
Pumps
Digitalizing customer experience

C4S

Spare parts
Parts Online
Shop Online
Account
Credit card payment

ACT!

YouTube
Instruction books, videos and manuals
Toolbox
Spare parts list
Technical support
Technical Information

Machine information
Warranty Online
FleetLink
Business Online
Power Connect

Machine Online
Call center
myQuest
Parts Online

Parts Online

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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
- Oil-free rental compressor
- Full range of compact utility compressors
- Variable speed generator (QAS VSG)
- Monitoring control
  As standard on select new units retrofitting field units
Innovation in reality
Innovation: portable electric air compressor range

E-Air 250
Electric motor driven
Free air delivery: 247 cfm – 117 l/s
Pressure: 174 psig – 12 bar

1/2 NOISE

ZERO EMISSION
**Summary**

- **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**
- **Significant player in selected flow segments**
  - Pumps
- **Develop service business in selected product segments**
  - Pumps
  - Generators
  - Light towers
- **Selected acquisitions to develop flow business**
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.”