Underground Rock Excavation

Lars Engström
Our Products in Use

Demand Drivers

Metal demand/prices/stock
Demand Drivers

Infrastructure & Energy projects

- Tunnels
  - Roads, Railways and Subways
- Hydropower
- Storage
- Installations
- Sewage

Our Customers

Underground Mines

Our Customers

Underground Construction
Our Revenue Distribution

by region

- Europe: 41%
- Asia/Australia: 20%
- South America: 9%
- Africa/Middle East: 14%
- North America: 16%

Underground Rock Excavation

Our Competitors

- Tamrock
- Elphinstone (CAT)
- Furukawa
- Boart

Our Vision

Underground Rock Excavation

- To be First in Mind, First in Choice in the industry of underground rock excavation
- Our products and solutions have, and are perceived as having, the most value creating performance in the industry.
Our Structure

Trends in the Market

- More productive equipment
- More intelligent products
- Customer & Supplier consolidation
- Supplier integration forward – After Market performance contracts
- Preferred suppliers

The intelligent drill rig

*Ex. The Rocket Boomer L3C*

- 1 Cabin including air condition
- 6 wheels
- 2 compressors
- 15 hydraulic pumps
- 9 hydraulic motors
- 52 hydraulic cylinders
- 33 computer CPUs
- 3 computer screens
- Approx. 2 200 m hydraulic hoses
Rock Excavation Technology Centre

- Applied research centre
- Industrial design
- Rock Drill design
- Product design
- System design

- 170 people engaged in R&D
- 4-5% of sales reinvested in R&D

R&D Philosophy

- New products and solutions, the driving force in the organic growth
- Increased productivity
- Safety
- Extend the product offer based on modular design concept
- Develop intelligent product concept

Production/Procurement Philosophy

- Flow orientation
- Short delivery times
- Final assembly
- Limited number of suppliers
- Close co-operation with suppliers
- Labour intensive components from “East”
- Capacity peaks through sub-contracting
Distribution Philosophy

- "Machines can never stop"
- Central Distribution Center in Örebro
- Local stocks as required
- Supply Chain Management focus

Sales & Marketing Philosophy

- Direct sales operation
- Key customer management
- Strategic alliance approach
- Performance contracts
- Global After Market concept

Atlas Copco Wagner
Wagner Product Development plan

- New product range – investment of 200 MSEK over five years.
- Newly developed and upgraded vehicles will form a complete product range of approx. 15 vehicles.