


Atlas Copco Road Construction Equipment




Atlas Copco Capital Markets Day, November 20, 2007

Claes Ahrengart, President

Atlas Copco



Dynapac Business Development



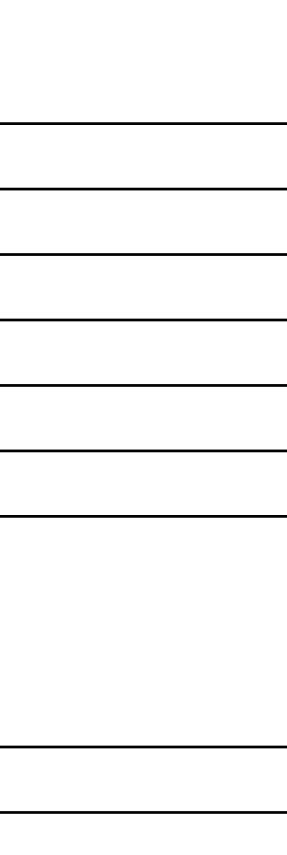
Road construction market – General outlook



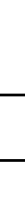
- Continued slow-down expected in North America
- Latin America, Africa, Middle East, CIS and Asia Pacific regions maintain strong growth
- Europe to remain at healthy growth rates
- Australia expected to stay at high levels



Road construction market – Examples



- Canada:** 07/08 provincial highways budget increased by 26% compared to 06/07
- South America:** First paved road connecting Atlantic and Pacific oceans is being constructed
- Poland:** Construction/modernization of 6 450 km roads
- South Africa:** World Cup 2010- Investments in supporting infrastructure: BUSD 2.6
- India:** Projected state investments in roads until 2011: BUSD 76
- China:** 34 new expressways totaling 85 000 km
- Russia:** Road construction / maintenance 2008 will be 2.5 times greater than 2006



Logic behind the acquisition - Unchanged



- Key success factor for Dynapac products is knowing customer applications – This is also true for Atlas Copco
- Atlas Copco is active in the same customer segments with drill rigs, construction tools and compressors
- Atlas Copco adds value to Dynapac by sharing supply chain know-how, greater purchasing power and increased global presence



Atlas Copco Capital Markets Day, November 20, 2007

Reasons for weak results Q3

- Start up problems with new factory concept in Germany
- Exchange rates and material cost increases
- Supply not in tune with production flow



Atlas Copco Capital Markets Day, November 20, 2007

Profit improvements

- Increased materials prices – LCC sourcing
- Weak USD – Global production
- Pricing – Implementation of pricing strategy and tools
- Efficient production - Flow concept
- Cooperate with Atlas Copco production units to utilize skills and economies of scale



Atlas Copco Capital Markets Day, November 20, 2007

Growth strategy



DYNAPAC
Part of the Atlas Copco Group

Growth Strategy – Product development



- Focus on product development and design
- New generations based on modularization
- Technology breakthrough - Compactasphalt™



DYNAPAC
Part of the Atlas Copco Group

Compactasphalt™ Method



New revolutionary method of laying asphalt HOT-on-HOT, upper and lower asphalt layer are laid simultaneously, in one operation

- Quicker process
- Can be laid in lower outside temperature
- Extended road lifetime & less maintenance
- Material savings through thinner top asphalt layer

DYNAPAC
Part of the Atlas Copco Group

Growth strategy - Aftermarket



- Attractive service and finance solutions
- Logistics to secure quick and safe supply of wear and spare parts
- More service feet on the street



Atlas Copco Capital Markets Day, November 20, 2023

19

Growth strategy – Market presence



Atlas Copco Capital Markets Day, November 20, 2023

20

Growth strategy – Synergies with Atlas Copco

- Innovation-driven R&D
- Synergies in combined direct and indirect purchasing
- Utilize Atlas Copco customer centers where Dynapac has weak presence
- Logistics set-up
- New roller factory in India on Atlas Copco's premises

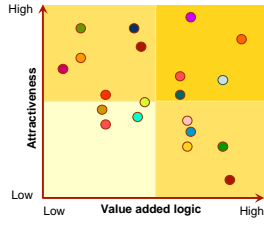


Atlas Copco Capital Markets Day, November 20, 2023

21

Growth strategy - Acquisitions

- Broaden the product offering
- Increase the geographic coverage



DYNAPAC
Part of the Atlas Copco Group

Conclusion

- Drop in profit due to reasons that can be rectified
- Good market demand expected to prevail
- Integration well in progress
- Unchanged prospects for synergies
- Dynapac will be beneficial for Atlas Copco



DYNAPAC
Part of the Atlas Copco Group

Vision

DYNAPAC
Part of the Atlas Copco Group



We aim to be the **First in Mind—First in Choice®** expert on soil, asphalt and concrete applications, serving customers worldwide

DYNAPAC
Part of the Atlas Copco Group
