Surface Drilling Equipment Division

Stephan Kuhn, Division President
Our business
Pneumatic and hydraulic drill rigs for the construction and mining industries

ROC 600 with separated rotated rock drill
BBE 57 predecessor

ROC 810H
The first Atlas Copco hydraulic crawler drill rig, introduced in 1977.

TOTAL – 3 units per shift
• Drilling rate – 21 m/hr
• Crew – 9 operators
• Diesel – 63 l/hr

TOTAL – 1 unit per shift
• Drilling rate – 21 m/hr
• Crew – 1 operator
• Diesel – 14 l/hr

For one shift operation

LM 100 vs. CM 470 LC in medium hard Granite

Sales LTM

Top Three Market Players:
No 1: Atlas Copco
No 2: Tamrock
No 3: Furukawa

Growth
• Global leader for percussion surface drilling equipment
• 12 M Order Intake has doubled since 2004
• Market share is stable
Standing on solid ground

Markets Products & Applications Efficiency

Factories close to main markets

Dallas Texas Yokohama Japan Zhangjiakou China Nanjing China Nasik India Örebro

Productivity:
- Automatic drilling by
  - Automatic feed alignment
  - Automatic rod adding system
  - GPS assisted hole navigation

Documentation:
- Efficient planning process
- Streamlining the drilling and blasting process
- Automatic hole documentation

Environment:
- Less risk for oil spillage
- Less noise - Silenced ROC
- Lower fuel consumption
Movie about unique products

- **SMARTRIO**
- Radio ROC
- ROC L633

Indexed production
Output in the Örebro factory

Note: No increase in production space

Efficiency

- Outsourcing of Power Pack Assembly to Iner & Elze
  - Cost neutral
  - Completed by October 2007
  - Effect
    - 10% of blue collar
    - 20% less of total WIP
    - From 650 to 60 article numbers
    - Payment when rig leaves the line
Trends & Outlook

- Construction markets are still growing except the US market.
- Most Mining markets continue to be robust.
- Our growth is expected to continue but on a more moderate level.
- Shortage of technical hands (technicians and engineers) in certain markets will worsen.
- Cost of ownership concept becomes key buying criteria for decision makers.

We are committed to your superior productivity through interaction and innovation.