Construction and Mining Technique

Björn Rosengren, Business Area President

North America 15%
Europe 30%
Africa/Middle East 15%
Asia/Australia 26%
South America 14%

2003 2004 2005 2006 2007 2008 2009

Sep

Revenues, MSEK
Operating margin, %

North America
Africa/Australia
Europe
South America
Africa/Middle East
Construction and Mining Technique

YTD Sep. 2009

<table>
<thead>
<tr>
<th>MSEK</th>
<th>2009</th>
<th>2008</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders received</td>
<td>16 923</td>
<td>24 659</td>
<td>-31%</td>
</tr>
<tr>
<td>Revenues</td>
<td>19 514</td>
<td>23 653</td>
<td>-17%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>2 566</td>
<td>4 322</td>
<td>-41%</td>
</tr>
<tr>
<td>– as a percentage of revenues</td>
<td>13.1</td>
<td>18.3</td>
<td>-37%</td>
</tr>
<tr>
<td>Excl. restructuring costs</td>
<td>2 709</td>
<td>4 332</td>
<td>-37%</td>
</tr>
<tr>
<td>– as a percentage of revenues</td>
<td>13.9</td>
<td>18.3</td>
<td>-37%</td>
</tr>
<tr>
<td>Return on capital employed, %</td>
<td>18</td>
<td>31</td>
<td></td>
</tr>
</tbody>
</table>

Strong Presence in Mining and Construction

Underground mining
Tunneling
Hydro plant
Quarry
Surface mining
Geotechnical work
Shallow oil and gas
Water well
Orders per Customer Segment

Construction and Mining Technique

- Building and Construction: 40%
- Mining: 60%

CMT in Mining

- Underground mining
- Surface mining

Global Mining – Ore Production 2008

- Open pit: 19%
- Underground: 11%
- Total: 6346 Mt

Source: Raw Materials Group, Stockholm 2009
Mineral Prices 2004 – 2009

- Gold price
- Iron ore contract price, Carajás fines
- Copper LME price
- Coal thermal spot price, FOB Newcastle

Source: Raw Materials Group, Stockholm 2009

Mining Capex

- Billion USD
- Capex underground
- Capex open pit

Source: Raw Materials Group, Stockholm 2009

CMT – Mining Exposure to Different Minerals and Metals

- Base metal: 35%
- Iron: 10%
- Coal: 15%
- Diamond: 5%
- Platinum: 5%
- Gold: 25%
- Other: 5%
Mining CAPEX – Opportunities

- Recovery in the general economy
- BRIC countries will continue to grow volume
- Some major open pit mines are going underground
- Remote located ore-bodies
- Declining ore-grades
- Efficiency improvements in operations
- Safety and environmental requirements

CMT in Construction

- Global leadership in defined niches
- Demolition
- Quarrying
- Surface civil engineering
- Underground civil engineering
- Global leadership in defined niches
- Road construction and maintenance

Regional Projects

- Hydro power plants
- Road construction
- High speed trains
- Regional Projects
Construction Spending
Construction worldwide – Real growth

Construction Spending
Construction – Real Spending development 2008 – 2012 est (share of World Spending)

Construction Channels – Direct and Indirect
Global Economic Crisis

Trim our Efficiency – Focus on the Right Things

Consolidation of Production Capacity and Cost Adaption to Present Demand
Strategic Areas for Growth

New product development  Aftermarket  Key customer management

Focused growth markets  Acquisitions

New Product Development

Enhanced productivity  Design and ergonomics  Intelligent product concept  Energy consumption and efficiency  Safety
Growing the Aftermarket Business

Customer oriented aftermarket

Aftermarket • Atlas Copco Parts and Service

- Secure customer satisfaction by:
  - High availability of spare parts
  - Competitive and flexible service arrangements
  - Easy making business with Atlas Copco – standardization
  - Drive equipment sales
- CARE products
  - Specific solutions for each product range
- Operator training
  - Drill master via simulators
  - Improve safety
- Technology products
  - Product upgrades
  - Equipment monitoring
Strategic Growth Markets

Today the Asian markets, in particular China and India, are playing a vital role in the world economy, both when it comes to direct demand for equipment and services as well as driving the commodity market.

India
- Strong recovery from the market
- Growth areas: Hydro power, Infrastructure and Coal mining
- Market leading position in all product areas
- Strong market share growth for Dynapac
- Engineering center supporting divisions globally

China
- Strong demand in both construction and mining
- Government stimulus packages have given good effects
- Strong market position
- Well developed sales and distribution setup and manufacturing capability
- New factory for large blasthole drifters for open pit mining
- Increased local competition
Conclusion and Outlook

- We have now adopted to present market conditions
- Continued strong focus on inventory, receivables and operational efficiency
- Opportunities in Aftermarket
- Increased focus in Asia
- It is now time to set focus on growth, both organic as well as through acquisitions
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.”