Mats Rahmström, Business Area President

Agenda
- Our business
- Financial performance
- Market trends
- Product development

This is Our Business

Price  Performance  Quality  Reliability  Price  Performance  Quality  Reliability
**Mission for Industrial Technique**

“To offer our customers ergonomic tools and solutions that provide the highest quality and productivity, while ensuring lowest total cost of operation and least environmental impact”

**Orders Received – Local Currency**

(Excluding acquisitions)

<table>
<thead>
<tr>
<th>Region</th>
<th>Total</th>
<th>B=</th>
<th>C=</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU Other Europe</td>
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<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other Europe</td>
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<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>23</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

A. Sales of IT as Total Sales (%)  
B. YTD vs. YTD previous year (%)  
C. YTD vs. same period previous year (%)
Center of Gravity Moving East

Sharp Downfall of Triad PV Markets

BRIC with Minor Dips (Except Russia)
### Segment Changes Towards Smaller Cars

**Main car segments – world market forecast**

<table>
<thead>
<tr>
<th>Segment</th>
<th>2008</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>5m cars</td>
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<td></td>
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<tr>
<td>A00</td>
<td>8.7%</td>
<td>9.9%</td>
</tr>
<tr>
<td>A0</td>
<td>24.2%</td>
<td>26.3%</td>
</tr>
<tr>
<td>A</td>
<td>32.3%</td>
<td>34.7%</td>
</tr>
<tr>
<td>B</td>
<td>21.7%</td>
<td>19.5%</td>
</tr>
<tr>
<td>C</td>
<td>11.4%</td>
<td>8.7%</td>
</tr>
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<thead>
<tr>
<th>Segment</th>
<th>2008</th>
<th>2018</th>
</tr>
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<tr>
<td>73m cars</td>
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<tr>
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</table>

Source: Polk/Volkswagen

### Technical Data

- 2 wheel-hub electric motors
- 44 cells for a 300 Ah battery with 80 V
- Vmax = 50 km/h
- Range 50 km
- Electric brake in the front, mechanical brake in the rear
- Total weight: 980 kg
- Battery weight: 410 kg
- Approx. 300 vehicles sold

### Energy Storage Systems: The Dilemma

**Battery system**
- Weight: 68 kg
- Energy content: 0.5 kWh

**Gasoline**
- Volume: 55 ml
- Energy content: 0.5 kWh

**Chocolate**
- Weight: 85 g
- Energy content: 0.5 kWh
Energy Carrier in Mobility
A European Scenario

Source: Volkswagen

Resource Allocation
Customer Centers – Year to date 2009/09

People
- Management
- Products
- Applications
Commonality in Process

Top 20 Customers Asia – Motor Vehicle Industry

General Industry Market Trends
Top 20 Customers Asia – General Industry

Recovery Ready

- People
- Structure
- Products
- Strong customer base with western companies in Asia and local companies

Product Development

Innovation differentiate leader from followers
Product Launch Plan

- Not in Handout

Innovation for Customers

- Joint OK
- Safety critical fastening OK
- Zero fault fastening
- Batch OK
- Torque OK

Atlas Copco Tool Location System

- High tech solution for tracking vehicles and tools on the assembly line
- Tracks assets indoors just like GPS outdoors
- Unique solution for zero fault fastening using cordless tools
Service – Five Steps to Lean Production

- Preventive maintenance
- Full coverage contracts
- Calibration or capacity tests
- Breakdown repair
- Reliability centered maintenance contracts

Environmental Priorities

- 90% of all production sites are ISO 14001 certified
- Reduction of CO₂ from energy use; 30% less emissions per used MWh
- Improved energy efficiency in our products
- Design for environment
- Sustainability in the supply chain
- Doing business for sustainable productivity

Summary

Asia
New technology
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.”