

Compressor Technique



Atlas Copco Capital Markets Day, November 29, 2011
Stephan Kuhn, Business Area President

Sustainable Productivity



Compressor Technique

➤ **Business overview**

➤ Growth

➤ Efficiency

➤ Customer passion



Compressed air is used almost everywhere



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Our business

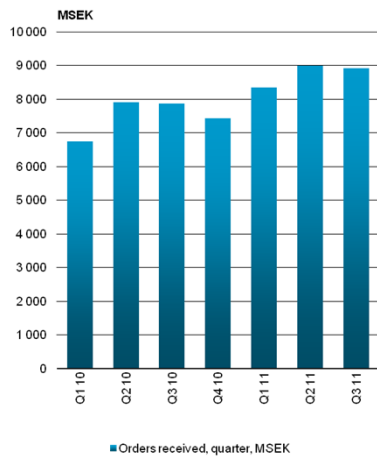
Revenue diversity



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Orders, revenues and operating margin



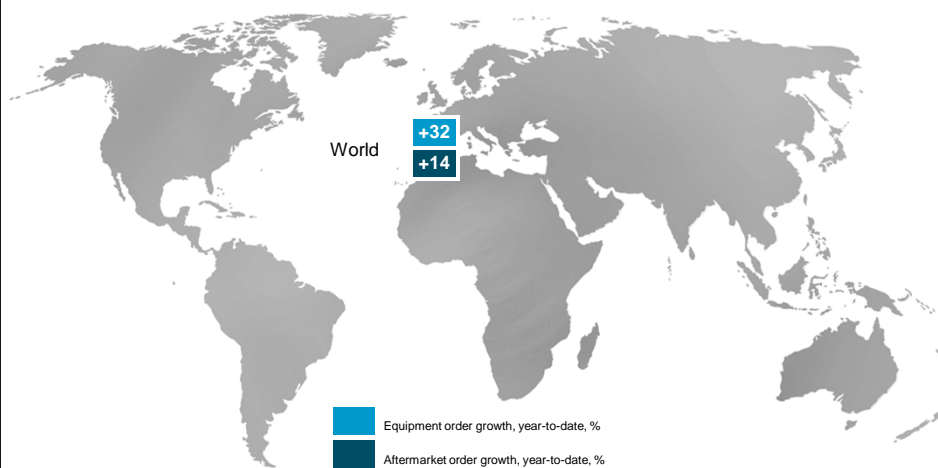
Sep. 2011 = 12 months figures

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Order development – equipment vs. aftermarket

Local currency



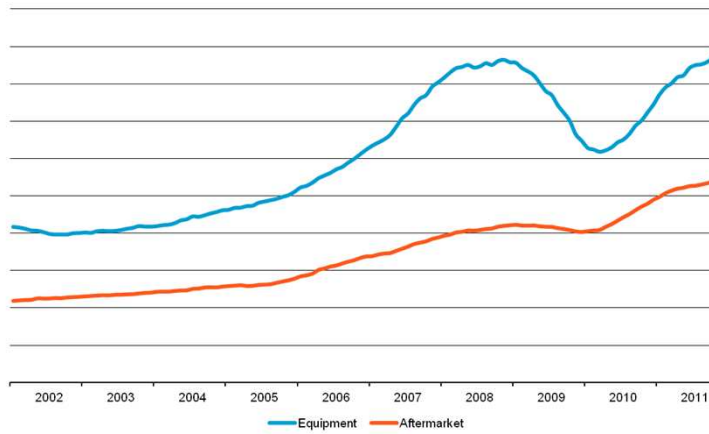
September 2011

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Equipment vs. aftermarket

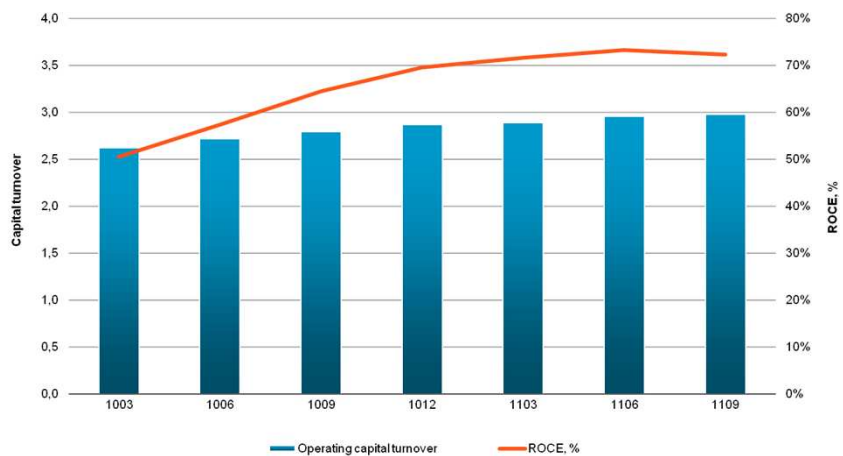
Industrial compressors



Revenues, 12 months figures

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ROCE and operating capital turnover



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Business overview

Growth

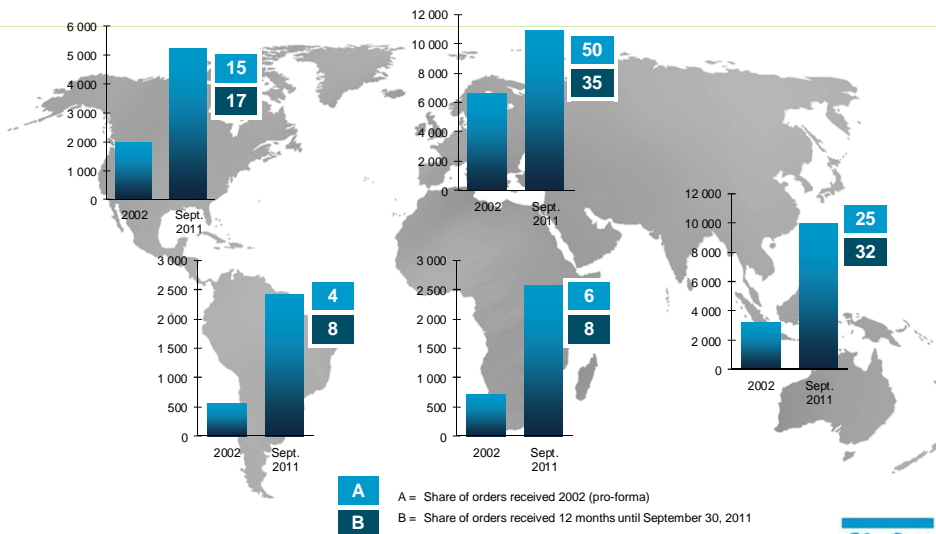
Efficiency

Customer passion

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Market presence – the shift



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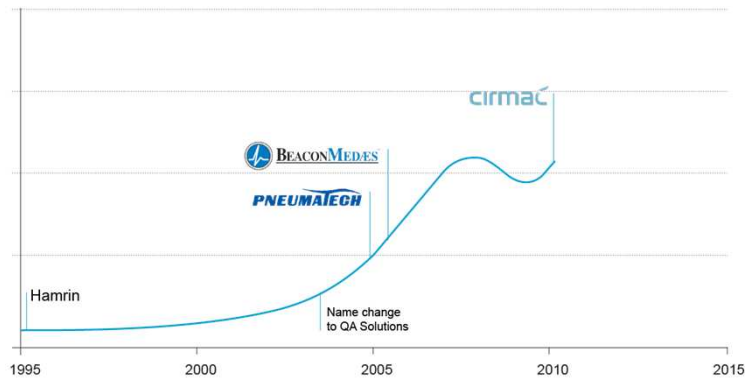
MSEK

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Air and gas treatment

Quality Air – new division as from Jan. 1, 2012

Air treatment solutions



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Low pressure – 0.3 to 4 bar

Applications

- Wastewater treatment
- Pneumatic conveying
- Flue gas desulphurization
- ...and many more



Potential

- Market size for low pressure is approx. BEUR 1
- Atlas Copco growth potential is large



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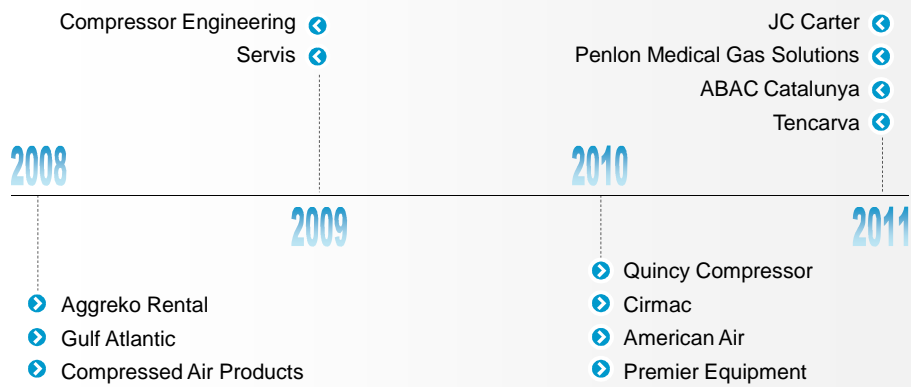
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Low pressure kicks off

Yeast fermentation project



Recent acquisitions

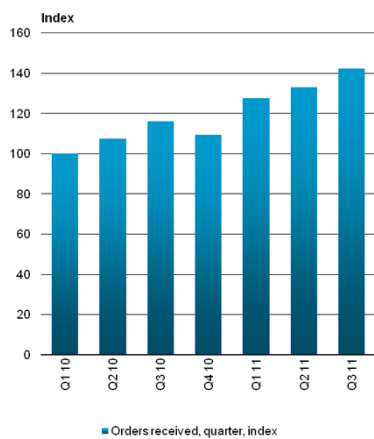


Brands around the world...



Quincy

New products and order development



Refrigerated Dryers



QGS 5-30 Rotary



QGV 20-200 Rotary



AIRnet



AirMaster Recip

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➤ Business overview

➤ Growth

➤ **Efficiency**

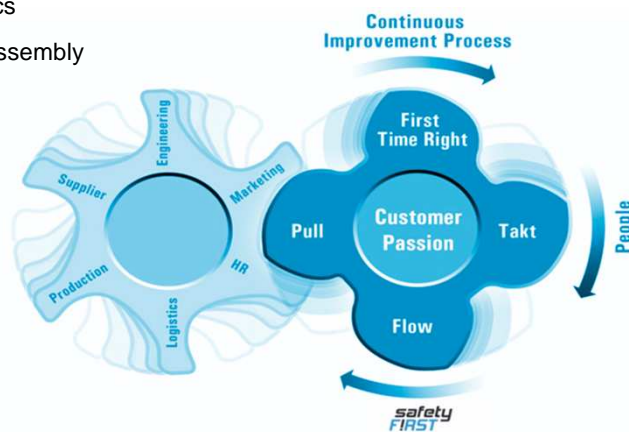
➤ Customer passion

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Operational efficiency

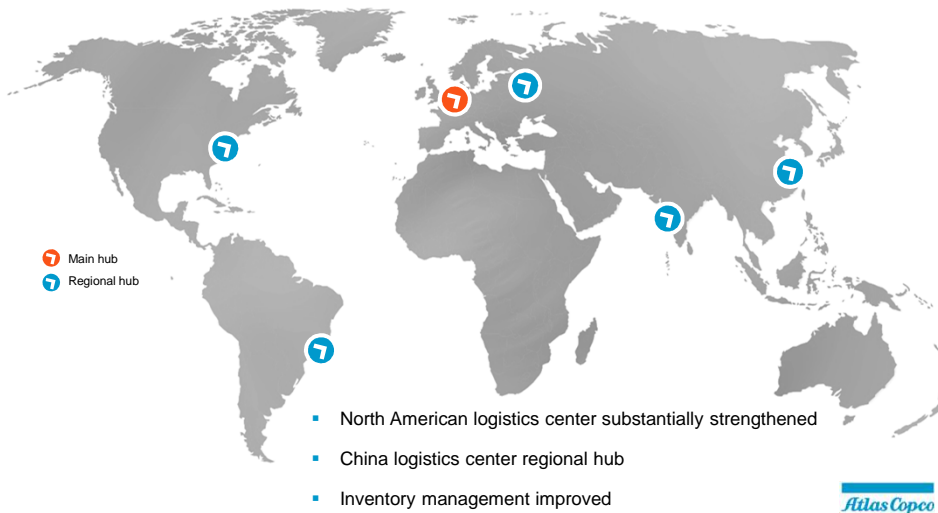
- Logistics
- Lean assembly



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Operational efficiency – logistics



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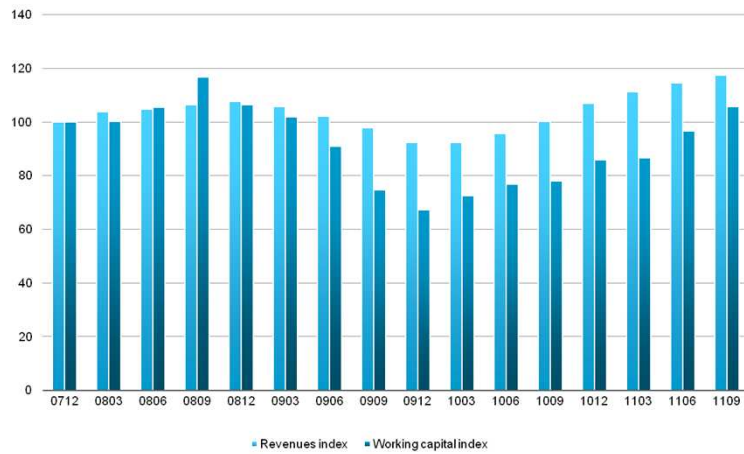
Achievements example – Sequencing

- Line stations reduced from 12 to 8 (-33%)
- Work in progress reduced from 16 to 10 units (-38%)
- Throughput time reduced with 38%
- Reduction of operators from 12 to 10 (-17%)

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Working capital efficiency



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Customer loyalty

Net Promoter Score

- 63 operating units
- 48 countries
- 45 languages
- 1 500 responses per month



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**Committed to
sustainable productivity.**



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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.”

