Atlas Copco Group

Ronnie Leten, President and CEO

Sustainable Productivity

Atlas Copco

Established 1873 in Stockholm, Sweden
Four focused business areas
- Compressor Technique
- Industrial Technique
- Mining and Rock Excavation Technique
- Construction Technique
Global presence In more than 170 countries
Employees1) 39,921
Annual revenues2) MSEK 90,075 (BEUR 10.7)
Operating margin2) 21.2%
Market Capitalization1) MSEK 182,295
Largest shareholders1) Investor (16.8% of capital)

Symbols and Tickers
<table>
<thead>
<tr>
<th></th>
<th>A share</th>
<th>B share</th>
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<tbody>
<tr>
<td>NASDAQ OMX</td>
<td>ATCO A</td>
<td>ATCO B</td>
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<td>ISIN code</td>
<td>SE0000101032</td>
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<td>Reuters</td>
<td>ATCOa.ST</td>
<td>ATCOb.ST</td>
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<td>Bloomberg</td>
<td>ATCOA:SS</td>
<td>ATCOB:SS</td>
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<td>ADR (USA)</td>
<td>ATLKY:OTC</td>
<td>ATLCY:OTC</td>
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1) As of September 30, 2012
2) 12 months rolling
SEK/EUR 8.43 as of September 30, 2012

Atlas Copco

- A world leading provider of industrial productivity solutions
- Diversified sources of revenues and earnings: Worldwide presence and customer diversification.
- Strong and stable global aftermarket business
- Consistent strategy
- Asset-light business model with focus on capital efficiency
- Strong value creation track record
- Resilience in profit and cash flow

Industry benchmarks

- Dow Jones Sustainability Indexes
- Thomson Reuters TOP100 Global Innovators
- ECPI
- Stoxx 100
- FTSE4Good
- Global100
Financial performance

10 year CAGR ~12%
ROCE September 2012 37%

Continuing operations, excl. divested operations in rental service and professional electric tools. 12 month figures.

Growth and operating margin
2002 to today, continuing operations

> 70 acquisitions
~ BSEK 20 Revenues

Estimated contribution from acquisitions, organic growth and currency, excl. divested operations in rental service and professional electric tools.
Diversified businesses

Orders received by customer category and business type

Orders received by geographic area

- North America: 20%
- Europe: 29%
- Africa/Middle East: 12%
- Asia/Australia: 10%
- South America: 10%

Equipment

- Mining equipment: 59%
- Construction equipment: 14%
- Industrial equipment: 13%
- Other equipment: 16%

Aftermarket

- Mining aftermarket: 16%
- Construction aftermarket: 16%
- Industrial aftermarket: 16%
- Other aftermarket: 8%

Orders received YTD Sept. 2012. Industrial includes customer categories manufacturing and process industry.

Our business model

- Own the relationship with the customer
- Leverage the competence of our partners
Our business model – agile and resilient

Variable cost structure
“Asset-light” operations
Stable aftermarket business

Deteriorating business climate
- Reduce variable costs
- Working capital reduction

Improving business climate
- Add variable costs
- Working capital increase
- Small incremental investments

Agile operational set-up

Resilience

Volume / Profits

Time

Four business areas

Compressor Technique
- Industrial compressors
- Gas and process compressors
- Air and gas treatment
- Service
- 38%

Industrial Technique
- Industrial tools
- Assembly systems
- Service
- 11%

Mining and Rock Excavation Technique
- Rock drilling equipment - underground and surface
- Loaders and trucks
- Mobile crushing
- Exploration drilling and ground engineering
- Rock drilling tools
- Service
- 37%

Construction Technique
- Light construction equipment
- Road development equipment
- Portable compressors and generators
- Service
- 14%

Revenues, 12 months rolling, September 2012
Compressor Technique

- Develop Atlas Copco’s leading position in the field of compressed air and gas

North America: 16%
Europe: 33%
Asia/Australia: 32%
Africa/Middle East: 10%
South America: 7%

Pie chart: Revenues YTD September 2012, Graph: 12 months figures

Compressor Technique

Trends

- Continuous strong focus on energy efficiency
- Increased demand for industrial services

Evolution of energy requirement for compressors

% of 2002

- 105
- 100
- 95
- 90
- 85
- 80
- Year
Compressor Technique

Priorities

- Product development
- Extending the offer
- More feet on the street
- Develop service
- Increase operational efficiency

Compressor Technique

Product development

- Equipment for waste heat recovery
- Full range of vacuum pumps
- Low pressure
- Oxygen and nitrogen generators
- Management systems/controllers

Low pressure  Waste heat recovery  Oxygen generator

Vacuum pump  Controller
Industrial Technique

- Develop Atlas Copco’s leading position in industrial power tools, assembly systems, quality assurance products, software and services.

![Pie chart: Revenues YTD September 2012, Graph: 12 months figures](image)

Mining and Rock Excavation Technique

- Develop Atlas Copco’s leading position in rock excavation for mining and civil engineering applications.

![Pie chart: Revenues YTD September 2012, Graph: 12 months figures](image)
**Construction Technique**

- Develop Atlas Copco’s position in portable energy, construction and demolition tools, and road construction equipment

![Pie chart: Revenues YTD September 2012, Graph: 12 months figures](chart)

**Trends**

- High rate of urbanization and infrastructure development
- Enhanced environmental requirements
- Increased demand for services
Construction Technique

Priorities

- Improve profitability
- Increase operational efficiency
- Further investments in product development
- Enhance the service offering
- Densify presence

Construction Technique

Newly created dedicated organizations

- USA
- Canada
- Mexico
- Scandinavia
- Russia
- South Africa
- Middle East
- China
- India
- Australia
- …and more
Construction Technique
Product development

- Demolition and compaction equipment
- Road construction equipment
- Portable energy applications

The future of Atlas Copco
How to create more value
Capitalize on major trends

- Global growth
- Continued strong demand for minerals
- Investments in infrastructure
- The energy efficiency and productivity requirements from the industry

Planting new seeds for the future

- Create options
- Build new business
- Develop and defend core
Create options

- Assembly technologies
- Mechanical rock excavation
- Service products
- Waste heat recovery
- Quality air
- Recycling

Build new business

- Training
- Tool calibration
- Atlas Copco Service
- Low pressure
- Generators
Develop and defend core
The strategic pillars for profitable growth

Presence
Service
Innovation
Operational excellence
Organization and people

Presence in fast growing economies

Direct presence
Develop local competence
Create high brand awareness
...and grow in mature markets

Service

- Why service?
  - High growth potential
  - High profit potential
  - Stable revenue stream
  - Closer relationship to customers
    - Optimized business processes
    - Enhanced product development

![Graph showing equipment and aftermarket revenues from 2005 to 2011 with a bar chart indicating growth in MSEK.]

- Direct presence
- Develop local competence
- Create high brand awareness
Strategy for growth
Increasing penetration

- 100%
- 1 to 1 ratio
- Population Management
- Customer Share

Innovation

- Reduce life cycle cost
- Increase productivity
- Safety first
- Improve reliability
- Continuous strong focus on energy efficiency
Differentiated value proposition
Example - hydraulic hammers for 10-17 ton carriers

Operational excellence
Operational excellence

Lean manufacturing

**BEFORE**

| Line length | 5.0 hours |

**AFTER**

| Reduction | Line length | 3.1 hours |

Ability to create lasting results

- Leadership model
- Diversity
- Competence development
Summary

- Strong global market position
- Agile and resilient organization
- Fit for more!
Committed to sustainable productivity.
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.”