Industrial Technique

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Sustainable Productivity

Productivity solutions to the manufacturing industry and vehicle service
Financial performance

Industrial Technique

Revenues and operating margin

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

Industrial Technique organization

Industrial Technique

Motor Vehicle Industry Tools and Assembly Systems
- Cars
- Trucks
- Car T
- Large sensory equipment
- Fabrication and metal production

General Industry Tools and Assembly Systems
- Aerospace
- Power generation
- Power equipment
- Energy
- Electronics
- Ship building

Chicago Pneumatic Tools
- Metal fabrication
- Diesel
- Vehicle service

Industrial Technique Service
- Preventive maintenance
- Repair
- Consulting solutions
Global coverage
Worldwide presence 2000 vs. 2012

**MSEK**

- **Share of orders received 2000 (continuing operations)**
- **Share of orders received 12 months September, 2012**

Global projects

- 5 plants worldwide
- Estimated order size: 2,000 tools
- Key strategic supplier
- Global service organization
- Lowest Total Cost of Ownership
Market transformation

- Communication
- Statistics
- Tightening torque / angle / relaxation
- Error proofing
- Total value
- HMI
- Scanning
- Service indicators
Market transformation

Wheel multiple
Tensor ST
Tensor Revo
Power Focus 6000
ST wrench
MicroTorque

A tour into the plant of the future
Adhesives equipment

SCA company information:
- Employees worldwide: 390
- Share of exports: approx. 65%
- Centers worldwide: 28

SCA headquarters Bretten, Germany:
- Innovation center: 470 m²
- Technical center with: 7 robots
- Trainings: 2 fully equipped rooms, incl. robots
Why are we investing in adhesives?

Applications

- Swirl application
- Windscreen bonding
- Sound deadening
- 2-component adhesive bonding
- Structural adhesive bonding
- Seam sealing
- Underbody protection

Body shop | Paint | Assembly | Powertrain | Composite
Strategic growth opportunities

Summary

1. We invest in our own people globally
2. Heavy investment in new technology and innovation
3. Transform market segment, with ROI sales
4. Investment in competence throughout the organization
5. We service what we sell
6. We focus on organic growth and complementary acquisitions
Committed to sustainable productivity.