Mining and Rock Excavation Technique

Bob Fassl, Business Area President

Safety First!
Organic and acquisition growth
Mining and Rock Excavation Technique

2001
- Christensen
- CRM

2004
- Ingersoll-Rand Drilling Solutions
- Baker Hughes Mining Tools
- Rotex

2006
- Thiessen
- CRM
- Hartl
- H&F

2008
- Focus + Prisma
- Fluidcon

2010
- Revenues
BSEK 29.4

2011
- Revenues
BSEK 22.5

2012
- Perfora
- GIA

Sep. 2012
12 months
Revenues
BSEK 33.8

Profitable growth
Pro-forma
More than 100 years experience

Mining and Rock Excavation Technique

Today

- Strong global market position
- Large aftermarket and consumables business
- A significant local presence in high growth emerging markets
- Customers rate Atlas Copco very high on product performance and reliability
- Stable and flexible organization and a strong management pool
Mining and Rock Excavation Technique

Orders received by customer category
- Construction: 28%
- Mining: 72%
- Others: 1%

Revenues by business type
- Equipment: 45%
- Aftermarket, incl. rental: 33%
- Consumables: 22%

Revenues by geographic area
- Asia/Australia: 27%
- Europe: 19%
- North America: 23%
- South America: 14%
- Africa/Middle East: 17%
- Others: 15%

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

Underground mining | Surface mining | Exploration

Estimated exposure to minerals

- Coal 11%
- Diamond 3%
- Platinum 5%
- Silver 5%
- Gold 31%
- Copper 16%
- Iron 14%
- Zink 6%
- Nickel 5%
- Lead 1%
- Other 3%
Outlook / trends
Mining

- Continued demand for minerals long term
  - Somewhat weaker short term
- Total cost of ownership and optimization of full value chain
  - Increased mechanization and more automation
  - Equipment availability
  - Energy and safety
- More underground, lower ore grades and remote locations
- Consolidation

Mechanical Rock Excavation

David Shellhammer
Division President, Underground Rock Excavation
Civil engineering / construction

<table>
<thead>
<tr>
<th>Underground civil engineering</th>
<th>Quarrying</th>
<th>Surface civil engineering</th>
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<tbody>
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<td><img src="image1" alt="Underground civil engineering" /></td>
<td><img src="image2" alt="Quarrying" /></td>
<td><img src="image3" alt="Surface civil engineering" /></td>
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<th>Crushing and screening</th>
<th>Ground engineering</th>
<th>Waterwell Oil &amp; Gas</th>
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<td><img src="image5" alt="Ground engineering" /></td>
<td><img src="image6" alt="Waterwell Oil &amp; Gas" /></td>
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Outlook / trends

Civil engineering / Infrastructure

- Investments in infrastructure
  - Tunneling
  - Hydropower plants
  - Road development
  - Geotechnical work
### Priorities

<table>
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<th>Innovation / Product development</th>
<th>Aftermarket</th>
<th>Presence</th>
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<th>Operational excellence</th>
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<th>People management</th>
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### Automation

Peter Salditt  
Division President, Drilling Solutions
Differentiated offer
Meeting the demands for surface drilling in China

Markku Teräsvasara
Division President, Surface Drilling

Atlas Copco Service

Andreas Malmberg
Division President, Mining and Rock Excavation Service
Adding value through drilling consumables contracts

Johan Halling
Division President, Rock Drilling Tools

Examples of new presence

- Eastern Russia
- Mongolia
- Western China
- Western Africa
- Central America
Operational excellence

- Increase equipment availability through excellent service
- Reduce lead time in manufacturing
- Working capital efficiency
Acquisitions

- Extending the offer
- Increase presence and penetration in the market

Dimensional stone industry

Acquisition of Perfora
Utility vehicles
Acquisition of GIA

Drill bits
Acquisition of Newtech
Committed to sustainable productivity.