Industrial Technique

Capital Markets Day, November 20, 2013
Mats Rahmström, Business Area President

Agenda
1. About Industrial Technique
2. Financial performance
3. Market trends
4. Growth opportunities
5. Summary
Our value propositions to the manufacturing industries and vehicle service.

Expanding our offer

Market approach

- Motor Vehicle Industry Tools and Assembly Systems
  - Cars
  - Trucks
  - Offroad
  - Electric
- General Industry Tools and Assembly Systems
  - Tools and equipment
- Chicago Pneumatic Tools
  - Oil and gas
- Industrial Technique Service
  - Maintenance
  - Calibration
  - Outsourcing services

Industries:
- General Industry
- Tools and Assembly Systems
- Motor Vehicle Industry
- Power and Electric
- Offroad
- Metal fabrication
- Power equipment
- Large equipment and metal production
- Oil and gas
- tier 1
Financial performance

Industrial Technique

Pie chart: Revenues 12 months until September 2013, Graph: 12 months figures

North America 26%
Europe 47%
Africa/Middle East 1%
Asia/Australia 21%
South America 5%
Europe 47%

Orders received, MSEK
Revenues, MSEK
Operating margin, %


0 2 000 4 000 6 000 8 000 10 000 12 000
0 5 10 15 20 25 30 35 40

Industrial Technique - Mats Rahmström
Revenue split 2008 vs. today

Industrial Technique

Revenue split 2008 vs. today

Average exchange rates

<table>
<thead>
<tr>
<th>Currency</th>
<th>2008</th>
<th>2013</th>
<th>∆</th>
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<tbody>
<tr>
<td>USD</td>
<td>8.60</td>
<td>8.55</td>
<td>-1%</td>
</tr>
<tr>
<td>EUR</td>
<td>9.67</td>
<td>8.80</td>
<td>-10%</td>
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Market trends
Market trends

Growth opportunities
**SCA**

Adhesive solutions

- Headquarters: Bretten, Germany
- Products: Adhesive systems and metering technology
- Segments: Automotive & General industry

**Seti-Tec**

Automated drilling solutions

- Headquarters: Lognes, France
- Products: Automatic drilling solutions
- Segments: Aerospace industry
**Saltus**

Quality assurance

**Headquarters**
Solingen, Germany

**Products**
Mechanical, mechatronic and electronic torque wrenches

**Segments**
Automotive and General industry

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**Synatec**

Error proofing solutions

**Headquarters**
Stuttgart, Germany

**Products**
Hardware and software solutions for quality assurance

**Segments**
Automotive and General industry
The Synatec system
All solutions from one source

- Operator identification
- Material-control documentation
- Pick to light
- Operator guidance
- Visual quality control
- Electronic escort card
- Torque data management

Rapid-Torc
High torque bolting solutions

Headquarters
Houston, USA

Products
Hydraulic torque wrenches

Segments
Oil and gas
Complete offering for the Oil & Gas segment

Hydraulic wrenches
- Hydraulic wrenches
- Pumps
- Accessories

Service
- Service contracts
- Calibrations
- On-site service

Assembly
- Tensor
- Pneumatic nutrunners
- Impact wrenches

Material removal
- Turbine grinders
- Vane grinders
- Sanders

Strategic growth opportunities
Committed to sustainable productivity.