Industrial Technique

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

Sustainable Productivity

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

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<td>Motor Vehicle Industry Tools and Assembly Systems</td>
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<td>Chicago Pneumatic Tools</td>
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- Car
- Truck
- Offroad
- Aerospace
- Power generation
- Assembly
- Power equipment
- Distribution
- Metal fabrication
- Oil and gas
- Ship building
- Foundries and metal production
- Large - equipment and metal production
- MRO
- Oil and gas
- Calibration
- Preventive maintenance
- Outsourcing services
Financial performance

Industrial Technique

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

Orders received, MSEK  
Revenues, MSEK  
Operating margin, %
Revenue split 2008 vs. today

Industrial Technique

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, mechanical and electronic torque wrenches

Segments
Automotive and General industry

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
- Torque data management
- Operator guidance
- Visual quality control
- Electronic escort card

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.