AGENDA

1. Facts in Brief

2. Two distinctive service businesses
   - Construction Technique Service
   - Specialty Rental

3. Summary
CONSTRUCTION TECHNIQUE

In Brief

- Focus on growth
- Strengthen market position in our segments
- Further product innovation to develop mature segments
- Develop service network for the indirect channel

Q3 2015

- Orders received MSEK 11 872 YTD ( +7% in SEK)
- Positive development for specialty rental and stable service business
- Lower order intake for equipment
- Operating margin at 14.0% (11.4)

Orders, revenues and operating margin

ROCE 12%
ORDERS RECEIVED - LOCAL CURRENCY

Construction Technique

September 2015

A Share of orders received, year-to-date, %
B Year-to-date vs. previous year, %
C Last 3 months vs. previous year, %
Construction Technique

EQUIPMENT AND SERVICE GROWTH

Revenues from equipment and service

Organic growth

Construction Technique
TWO DISTINCTIVE SERVICE BUSINESSES

Construction Technique Service
- Providing service solutions to our predominately construction based customers

  Service
    - 15% of business area revenues

Specialty Rental
- Providing short-medium term equipment solutions to a more diverse range of industries

  Rental
    - 18% of business area revenues

Revenue split
- Equipment 67%
- Service 15%
- Rental 18%
CONSTRUCTION TECHNIQUE SERVICE

Service offering

- Genuine filters
- Preventive maintenance kits
- Fluids & lubricants
- Wear and repair kits
- Working tools and consumables
- Upgrade kits
- Service agreements
- Start-Up kits
CONSTRUCTION TECHNIQUE SERVICE

Anytime, any product, anywhere, you can count on us

- Service and local support in more than 170 markets
- Our local customer centers have a first-class team to support our customers with a single point of contact
- Online technical information with PartsOnline
- Trained technicians
- Efficient logistics
- Buy online 24/7 with ShopOnline
STRATEGY – CHANNEL

Strategy

**RENTAL**
- Be seen as strategic partner for large rental companies
- Parts and service provider for small and medium size companies
- Shop Online, Parts Online

**END USERS**
- Installed base management
- Climb the service ladder
- Segments:
  - Mining
  - Drilling and quarries
  - Oil and gas
  - Civil Construction and Demolition

**DEALERS**
- Performance vs. potential
- Loyalty
- Shop Online, Parts Online
DIFFERENT STRATEGY PER CHANNEL

DISTRIBUTORS / RENTAL

**Objective:** Fleet utilization. High resale value

- Some direct service / mainly factory direct training
- Kits and lubricants
- Spare parts and consumables

END USERS

**Objective:** Keep productivity optimized / asset management

- Maximize Uptime
- Maintenance plans
- Kits and lubricants
HOW WE GO TO MARKET

Small contractor / end user

- Partnering with a local distributor
- Training
- Spare part kits and consumables
HOW WE GO TO MARKET

Large fleets

- Asset management
- Planned maintenance
- On-site support for events and overhauls
FOCUS ON TRAINING

With a distribution model, this is essential

- Videos
- Service documentation
- Classroom sessions

https://www.youtube.com/watch?v=8QdFbk-osSI
CASE STORY

India

The Indian market can be challenging due to geographic size, an ageing fleet and high utilization rates:

Objective

- Organize a series of regional Service Camps and invite customers to bring machines and/or visit as many local customers as possible for free equipment health checks

Solution

- In a typical week (example) 72 customers were visited and 212 compressors were inspected

Outcome

- Customer satisfaction
- Revenue increase of x2.5
ALWAYS REACHABLE, EVERYWHERE, ANYTIME!

- Manuals, spare parts books, instructions
- Always up to date
- Check availability of parts
- Place order and track
CONNECTIVITY
# GROWTH STRATEGY

## Construction Technique Service

<table>
<thead>
<tr>
<th>Service</th>
<th>Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Develop indirect service</td>
<td>Develop new packages for dealers</td>
</tr>
<tr>
<td>Accelerate training programs</td>
<td>Introduce more interactive digital programs</td>
</tr>
<tr>
<td>Introduce new tools</td>
<td>Simpler quote and pricing modules</td>
</tr>
<tr>
<td>Connectivity</td>
<td>Focus on increased customer productivity</td>
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<tr>
<td>Competitor Service</td>
<td>Extend our reach and grow customer share</td>
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</tbody>
</table>
The market leader in the rental of temporary compressed air, steam & nitrogen solutions to the oil & gas, power, manufacturing, mining and drilling sectors.
SPECIALTY RENTAL EQUIPMENT

- Over 7 000 pieces of equipment
- 1 000 MW air compressors in the worldwide fleet, diesel & electric driven
WHAT WE OFFER

Installation Design
Logistical Expertize
24/7 Onsite Service
Energy Management
A GLOBAL PLAYER WITH LOCAL PRESENCE

Over 140 locations worldwide
# CORE MARKET SEGMENTS

Stay ahead in the core industries and become a leader in new industries

<table>
<thead>
<tr>
<th>Segment</th>
<th>Key Highlights</th>
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</table>
| Refineries & petro-chemical | ▪ Increase penetration  
▪ Improve environment & productivity |
| Power | ▪ Pre-commissioning of new power plants  
▪ Leak rate testing of nuclear plants |
| Manufacturing | ▪ Be “First in Mind – First in Choice®”  
▪ Increase productivity |
| Pipelines – LNG – FLNG | ▪ Be the preferred partner for all pre-commissioning work |
| Offshore projects | ▪ Be the expert in specialized solutions |
**Operational Excellence**

We strive to exceed customer expectations and create customer loyalty

| Continuous focus on Health and Safety | Dedicated technicians for start-ups and field interventions | Fleet investments to follow market demand | Satellite system to remotely monitor equipment condition, location and running hours |
| Consistency in Quality               | Regular training programs for up-to-date technical expertise | Strategic depot locations close to major customer sites | Prevent breakdowns, proactive scheduling of maintenance and faster troubleshooting |
| Care for the Environment             | Hotline for 24/7 support | Additional support from the Service Division | |

**Triple Certification**

**Highly Competent Service Team**

**Dynamic Fleet Management System**

**Fleet Management System**

POWER PLANT EXAMPLE

Application
- Commissioning of 600 MW gas fired power plant
- Air blowing, pipeline cleaning and pressure testing

Project
- High quality air of 34,000 m³/h – 20,000 cfm @ 70 bar(g) – 1,000 psig

Equipment and resources
- 17 x PNS 1250, 2 x XRVS
- 9 x B7-41 booster, 9 x high pressure filter pack
- 14 x fuel tanks + accessories
- On-site operators
<table>
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<tr>
<th>Action</th>
<th>Result</th>
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<tbody>
<tr>
<td>Expand Nitrogen fleet</td>
<td>Be leader in temporary Nitrogen</td>
</tr>
<tr>
<td>Expand the dryer fleet</td>
<td>Do more in quality air solutions</td>
</tr>
<tr>
<td>Expand electric oil-free fleet</td>
<td>Focus on lower operating cost with no emissions</td>
</tr>
<tr>
<td>Introduction of PTS 800</td>
<td>Expand the oil-free product portfolio</td>
</tr>
<tr>
<td>Introduction of Tier 4</td>
<td>Products with the lowest emissions</td>
</tr>
</tbody>
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SUMMARY

Construction Technique

Business Area
- Focus on growth
- Strengthen market position in our new segments
- Successful launch of new innovations in 2016

Service
- Develop a service network for an indirect channel
- Improve service tools
- Expand training programs

Specialty Rental
- Explore parallel opportunities
- Geographic expansion
COMMITTED TO
SUSTAINABLE PRODUCTIVITY.