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 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, %
EQUIPMENT AND SERVICE GROWTH

Construction Technique

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
CONSTRUCTION TECHNIQUE SERVICE

Service offering

- Genuine filters
- Fluids & lubricants
- Working tools and consumables
- Preventive maintenance kits
- Wear and repair kits
- 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

<table>
<thead>
<tr>
<th>RENTAL</th>
<th>END USERS</th>
<th>DEALERS</th>
</tr>
</thead>
</table>
| - Be seen as strategic partner for large rental companies  
- Parts and service provider for small and medium size companies  
- Shop Online, Parts Online | - Installed base management  
- Climb the service ladder  
- Segments:  
  - Mining  
  - Drilling and quarries  
  - Oil and gas  
  - Civil Construction and Demolition | - Performance vs. potential  
- Loyalty  
- Shop Online, Parts Online |

Construction Technique
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
H ow 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!

Parts Online

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

Shop Online
CONNECTIVITY
GROWTH STRATEGY
Construction Technique Service

- Develop indirect service ➞ Develop new packages for dealers
- Accelerate training programs ➞ Introduce more interactive digital programs
- Introduce new tools ➞ Simpler quote and pricing modules
- Connectivity ➞ Focus on increased customer productivity
- Competitor Service ➞ Extend our reach and grow customer share
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>Refineries &amp; Petro-chemical</th>
<th>Power</th>
<th>Manufacturing</th>
<th>Pipelines – LNG – FLNG</th>
<th>Offshore projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase penetration</td>
<td>Pre-commissioning of new power plants</td>
<td>Be “First in Mind – First in Choice®”</td>
<td>Be the preferred partner for all pre-commissioning work</td>
<td>Be the expert in specialized solutions</td>
</tr>
<tr>
<td>Improve environment &amp; productivity</td>
<td>Leak rate testing of nuclear plants</td>
<td>Increase productivity</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
OPERATIONAL EXCELLENCE

We strive to exceed customer expectations and create customer loyalty

- Continuous focus on Health and Safety
- Consistency in Quality
- Care for the Environment

- Dedicated technicians for start-ups and field interventions
- Regular training programs for up-to-date technical expertise
- Hotline for 24/7 support
- Additional support from the Service Division

- Fleet investments to follow market demand
- Strategic depot locations close to major customer sites

- Satellite system to remotely monitor equipment condition, location and running hours
- Prevent breakdowns, proactive scheduling of maintenance and faster troubleshooting
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
GROWTH STRATEGY

Speciality Rental

- Expand Nitrogen fleet ➔ Be leader in temporary Nitrogen
- Expand the dryer fleet ➔ Do more in quality air solutions
- Expand electric oil-free fleet ➔ Focus on lower operating cost with no emissions
- Introduction of PTS 800 ➔ Expand the oil-free product portfolio
- Introduction of Tier 4 ➔ Products with the lowest emissions
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.