AGENDA

1. Facts in Brief
2. Trends
3. Acquisitions
4. Business Concepts
   – Automotive
   – Aerospace
   – Energy
   – Service
5. Summary
INDUSTRIAL TECHNIQUE

Automotive
Offroad
Shipyards / Offshore
Metal fabrication
Vehicle maintenance
Aerospace
Electronics
Energy / Oil & gas
White goods
In Brief

- Focus on further developing the offer within assembly technologies
- Innovation is key
- Extend the service offer

Q3 2015

- Increased order intake
- Growth in service
- Record operating profit
  - Operating margin at 23.6% (22.5)

Orders, revenues and operating margin

ROCE 31%
ORDERS RECEIVED – LOCAL CURRENCY

Industrial 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, %
ACQUISITIONS

Adhesive systems and metering technology

Drilling equipment

Hardware and software solutions for quality assurance

Mechanical, mechatronic and electronic torque wrenches

Hydraulic torque wrenches and pumps

High torque bolting solutions

Self-pierce riveting

Hydraulic torque wrenches and pumps

Process control solutions
BUSINESS CONCEPTS
AUTOMOTIVE
Business Concepts

- Final assembly
- Quality assurance
- Error proofing
- Service
- Body in white
- Simultaneous Engineering
AEROSPACE

Business Concepts

Handheld drills

Assembly tools

Quality assurance

Advanced drilling units

Service
ENERGY

Business Concepts

High torque nutrunners
Hydraulic wrenches
Hydraulic tensioners
Sanders and Grinders
Service
SERVICE

Business Concepts

- Production Optimization
- Preventive Maintenance & Calibration
- Tool Management Center

Medium sized customer

Small customers

Data driven service

Large customers
INDUSTRIAL TECHNIQUE – SERVICE

Revenues from service, parts and consumables

Growth % - Service organic

Service and consumables, share of revenues, %

Organic growth

Service and consumables revenues, MSEK
SUMMARY

Industrial Technique

- Focus on further developing the offer within assembly technologies
- Innovation is key
- Extend the service offer
AFTERNOON DEMO TOUR

Assembly
PRESENTER: Karl Brodin

Electronics
PRESENTER: Leandro Spinardi

Energy
PRESENTER: Niels van Well

Adhesive Solutions
PRESENTER: Cornelius Aichele

Self-Pierce Riveting
PRESENTERS: Paul Briskham, Anthony Salisbury

Service
PRESENTERS: Ida Rehn, Steven Meazey
COMMITTED TO SUSTAINABLE PRODUCTIVITY.