SAFETY FIRST
In everything we do

- Our goal – zero accidents
- Creating a sustainable safety culture
- Global campaigns to create awareness
- Preventive actions and activity plans
- Enhanced safety program for service technicians
AGENDA

1. Facts in Brief

2. Automation – Mechanical Rock Excavation

3. Two distinctive service businesses
   - Mining and Rock Excavation Service
   - Rock Drilling Tools

4. Summary
## MINING AND ROCK EXCAVATION TECHNIQUE

<table>
<thead>
<tr>
<th>Underground mining</th>
<th>Surface mining</th>
<th>Exploration</th>
</tr>
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<tbody>
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<td><img src="image1" alt="Underground mining" /></td>
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<th>Civil engineering</th>
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MINING AND ROCK EXCAVATION TECHNIQUE

In Brief

- Innovation and automation is key
- Strengthen the agility and resilience
- High focus on service and consumables
- Customers’ focus is on total cost of operations

Q3 2015

- Growth in service and parts
- Lower order intake for equipment
- Operating margin at 20.0% (18.5 adjusted)
ORDERS RECEIVED - LOCAL CURRENCY

Mining and Rock Excavation 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, %
**MINING AND ROCK EXCAVATION TECHNIQUE**

Customer split

Orders received by customer category

- **Pie chart:** Orders received 12 months until September 2015
- **Graph:** Orders received 12 months figures

- **Mining:** 68%
- **Construction:** 32%

---

Pie chart: Orders received 12 months until September 2015
Graph: Orders received 12 months figures

Mining and Rock Excavation Technique
Estimated exposure to minerals

**March 2012**
- Copper: 16%
- Diamond: 3%
- Platinum: 5%
- Silver: 5%
- Gold: 31%
- Lead: 1%
- Zink: 6%
- Other: 3%
- Coal: 11%

**June 2015**
- Copper: 25%
- Diamond: 3%
- Platinum: 5%
- Gold: 30%
- Nickel: 8%
- Lead, Tin: 5%
- Zink: 7%
- Other: 4%
- Coal: 8%
- Iron: 13%
Mining and Rock Excavation Technique

Revenues by business type

Pie chart: Revenues, Sept. 2015, 12 months figures
Graph: Revenues 12 months figures
ROAD MAP AUTOMATION

2015 – 2016

- **Powered by RCS**
  - Machine-oriented
  - All machines in scope shall report value-based information connected to the work cycle

2017 – 2018

- **Boltec reporting status**
  - Forecast end of activity
  - Number of bolts completed

- **MineSET**
  - Control room oriented
  - Premium range of machines improving the work cycle and fleet productivity

2019 – 2020

- **Automation business**
  - Automation solutions integration
  - Best of breed automation solutions

- **Autonomous PitViper**
  - Increases meters drilled by 10 %
  - Increases utilization by 18 %

Mining and Rock Excavation Technique
AUTONOMOUS SURFACE DRILLING

First Tele-remote in South America

Multi equipment operations

Fully autonomous testing in July
AUTONOMOUS UNDERGROUND

- Equipment scope
  - All machines on the production level operated from a control room

- Loader automation development project
  - Production system to dispatch and monitor loading and haulage equipment
  - Auto loading
  - Proximity and collision avoidance
MECHANICAL ROCK EXCAVATION

Mobile miner

Reef miner
TWO DISTINCTIVE SERVICE BUSINESSES

Mining and Rock Excavation Service
Providing service solutions to our customers

Rock Drilling Tools
Providing rock drilling tools to our customers

> 4000 Service engineers
> 550 Sales engineers
MINING AND ROCK EXCAVATION SERVICE

Service offer

- Replacement parts and kits
- Rock drills and rotation units
- Reman solutions
- Service products
- Custom engineered solutions
- Upgrades
- Service tools
- Certiq
- Training products
**REPLACEMENT PARTS AND KITS**

**Features**
- Readily available
- Complies with Atlas Copco quality standards
- Packaged for safe and efficient transport

**Benefits**
- Ensures safety features are properly functioning
- Promotes maintenance in the safest way possible
- Reduces time searching for the right parts
- Assures parts available at the time of service
SERVICE PRODUCTS

CARE Agreements – Your security for up time

Features

- Preventive maintenance
- Scheduled inspections and audits
- Inspection and overhaul protocols
- Extended warranty

Benefits

- Consistent machine performance
- Records for service and action needed
- Protection against unplanned extra cost
SERVICE PRODUCTS

RigScan

Features

- Fast, convenient, minimally invasive audit technology
- Combining visual inspections and performance analysis tools
- Global audit protocols

Benefits

- Increased productivity and improved safety through predictability
- Faster troubleshooting reducing maintenance costs
- Comprehensive performance analysis lowering operational cost
CERTIQ

Telematics solution

Features
- Telematics solution that gathers, compares and communicates vital equipment information
- Online 24-7 monitoring
- Intuitive graphics user interface
- Fleet overview

Benefits
- Let your machines do the talking
- One step ahead of everything
FOCUS ON PROFITABLE GROWTH IN SERVICE

Mining and Rock Excavation Technique

**Strategy**

- Increase market and customer share by offering the right value proposition
- Improve parts availability and stock visibility
- Operational efficiency in service operations and workshop footprint
- Price and cost management

**Organic growth**

- Growth % - Service organic
## CONSUMABLES – ROCK DRILLING TOOLS

### Product portfolio

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<tr>
<th>Top hammer</th>
<th>Down-the-hole</th>
<th>Rotary</th>
<th>Raise boring</th>
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BUSINESS CONCEPT – ROCK DRILLING TOOLS

- A complete drill string
- Partnership - long term
- Value oriented contracts
  - Guaranteed performance / cost per meter
  - Supply and inventory management
  - Including service / reconditioning
  - Technical service / training
- Common goal – Customer’s success
FOCUS ON PROFITABLE GROWTH IN CONSUMABLES

Mining and Rock Excavation Technique

Strategy

- Increase market and customer share by offering new innovative products and the right value proposition
- An efficient distribution (supply chain)
- Operational efficiency
- Price and cost management

Organic growth

Growth % - Consumables organic

2011  2012  2013  2014  2015 YTD
SUMMARY

**Business**
- Short and medium term, the market for mining equipment is depressed
- Actions to adapt to the current environment
- Resilient profitability due to high share of revenues from service and consumables
- Long term, the market for Mining and Rock Excavation Technique is good

**Innovation**
- Innovation, automation and autonomous solutions are key
- More productive and efficient equipment, services and consumables
- Efficiency and time to market
- Growth opportunities

*Reduce customers’ total cost of operations*
COMMITTED TO
SUSTAINABLE PRODUCTIVITY.