



Systems solution provider to the Health Care sector

Capital Markets Day 2006

Ray Löfgren, President Industrial Air Division

Atlas Copco

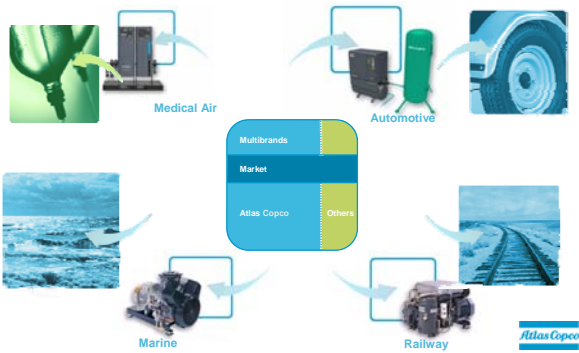
1. Focused segments for growth
2. The Market
3. Products
4. The Strategy for Business Development
5. Atlas Copco's added value to the sector
6. Integration
7. Growth

CONTENTS



Content/Marketing Day - December 4, 2008 - Ben Lütjens

1. Focused segments for growth



Content/Marketing Day - December 4, 2008 - Ben Lütjens



1. Focused segments for growth

Developing the business

- Combining compressors, Quality Air Solutions, new filtration and separation technologies and control systems into application oriented solutions for specific customer groups



Medical air skid

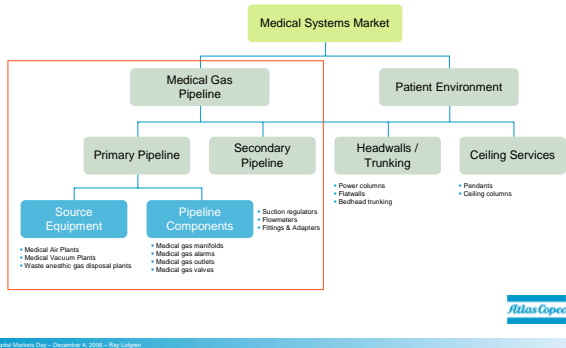


Railway package



Content/Marketing Day - December 4, 2008 - Ben Lütjens

2. The Market



2. The Market

What are Medical Gases?

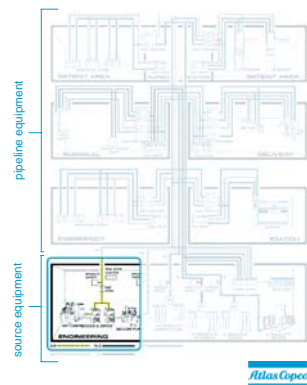
- They are Pharmaceuticals.
 - Governed by purity standards (the Pharmacopeia)
 - Dispensed by order of a physician.
- They are a critical component within the set of life supporting medical utilities.
 - The primary medical gases are:
 - Oxygen, Nitrous Oxide, Medical Air, Nitrogen, Instrument or Surgical Air and Medical Vacuum



2. The Market

Medical gas piping system

- A collection of equipment, pipes and wires which distribute and monitor medical gas and vacuum reliably and safely to the clinician.



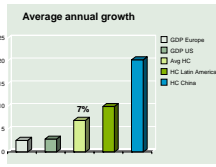
2. The Market

Growth drivers of the market

- Growing above average (> 7 % annually)
- Driven by population growth, quality of life, increasing age...

Growth drivers	Europe	N.America	Asia
Population growth			++
Increasing age	+	+	
Quality of life	+	+	++
Private clinics	+		
Advances technology	+	+	
Comply legislation	+		

+ importance



Atlas Copco

2. The Market

Key success factors

Key success factors	USA	Europe	Asia
Comply w/legislation	++	+	++
Code management	++	++	++
Air and vacuum	++	+	
Cylinders		+	
After market	+	+	
Financial services		+	
Volume	+		
System management		+	

+ importance

Atlas Copco

3. Products

Source Equipment

Medical Air System
NFPA 99 Code



SCROLL

Vacuum System



LUBRICATED
ROTARY

Medical Air System
HTM Code



Atlas Copco

3. Products

Pipeline components



Manifolds:
controlling cylinder supply



Gas outlets:
plug in for any gas



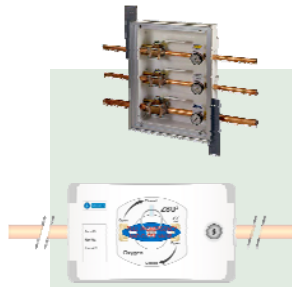
11 - Capital Markets Day - December 4, 2008 - Ben Lutzon

3. Products

Pipeline components



Alarm panel
for a hospital zone



Valve service unit,
to isolate a zone



12 - Capital Markets Day - December 4, 2008 - Ben Lutzon

4. The Strategy for Business Development

Vision

- To become the number one global "Medical Systems" solutions provider.
 - Utilize existing "medical" expertise in the U.S. and U.K. centers of excellence
 - Leverage both the global presence and manufacturing capabilities of Atlas Copco

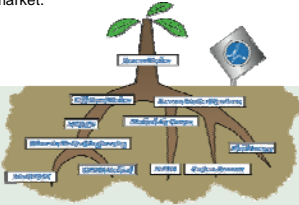


13 - Capital Markets Day - December 4, 2008 - Ben Lutzon

4. The Strategy for Business Development

Growth via Acquisition

- BeaconMedaes and Medaes are the leading suppliers in the US and UK Primary Piped Medical Gas sector in the Medical Utilities Delivery Systems market.



14 - Capital Markets Day - December 4, 2008 - Ben Lupton

4. The Strategy for Business Development

Actions

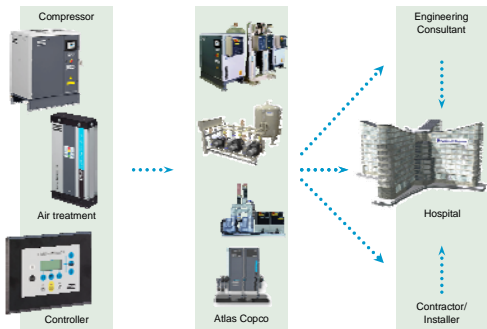
- Leverage Atlas Copco's global presence
- Leverage the Beacon Medaes market knowledge
- Invest in new product development
- Bring the 'oil-free air solution' to the medical sector
- Focus on high growth regions
- Apply the successful Beacon Medaes sales model



15 - Capital Markets Day - December 4, 2008 - Ben Lupton

5. Atlas Copco's added value to the Business

From a fragmented supply...
...to single source supply



16 - Capital Markets Day - December 4, 2008 - Ben Lupton

5. Atlas Copco's added value to the Business

Global presence

- Well positioned for this segment



Atlas Copco

17 Capital Markets Day - December 4, 2008 - Ben Lütjens

5. Atlas Copco's added value to the Business

Ability to deliver to all main norms and legislations

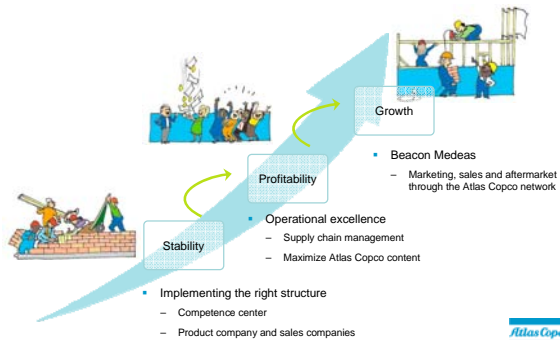


Atlas Copco

18 Capital Markets Day - December 4, 2008 - Ben Lütjens

6. Integration

Laying the Foundation for profitable growth



Atlas Copco

19 Capital Markets Day - December 4, 2008 - Ben Lütjens

7. Growth Opportunities

U.S. Market

- Continued market share improvement in selected geographic territories (focus on "Customer Share")
- Development of the aftermarket

U.K. Market

- Market share improvement (focus on "Customer Share")
- Development of the aftermarket

Focus countries

- Large upside in developing markets (China, India, Russia, Brazil, Korea, Middle East)
- Leverage existing compressor sales into medical systems solutions in Europe and other markets

Atlas Copco

20 - Capital Markets Day - December 4, 2020 - Ben Lippert

We are committed to your superior productivity through interaction and innovation.

Atlas Copco

21 - Capital Markets Day - December 4, 2020 - Ben Lippert