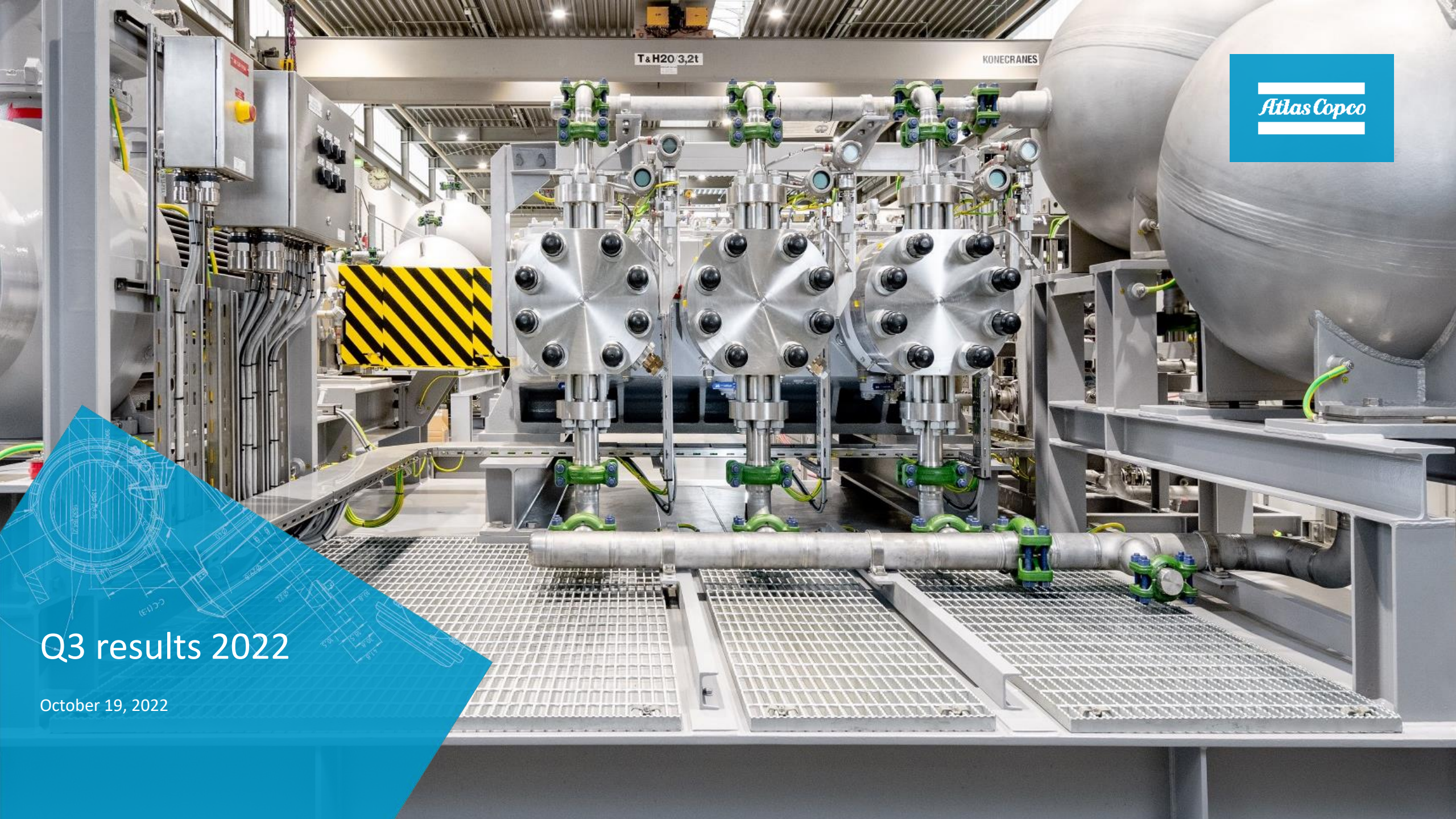


Q3 results 2022

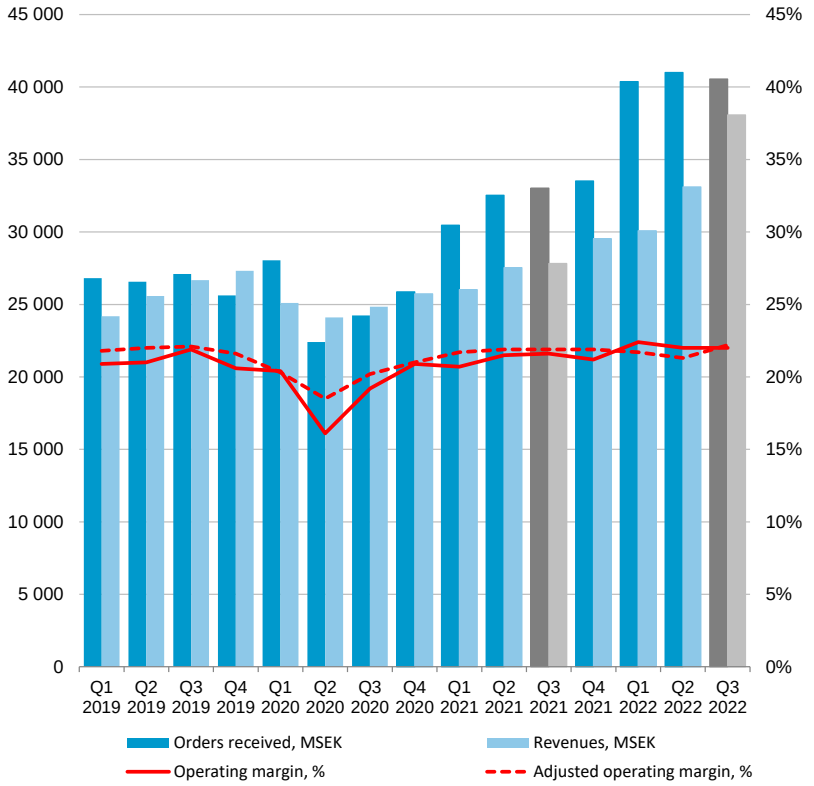
October 19, 2022

Q3 in brief

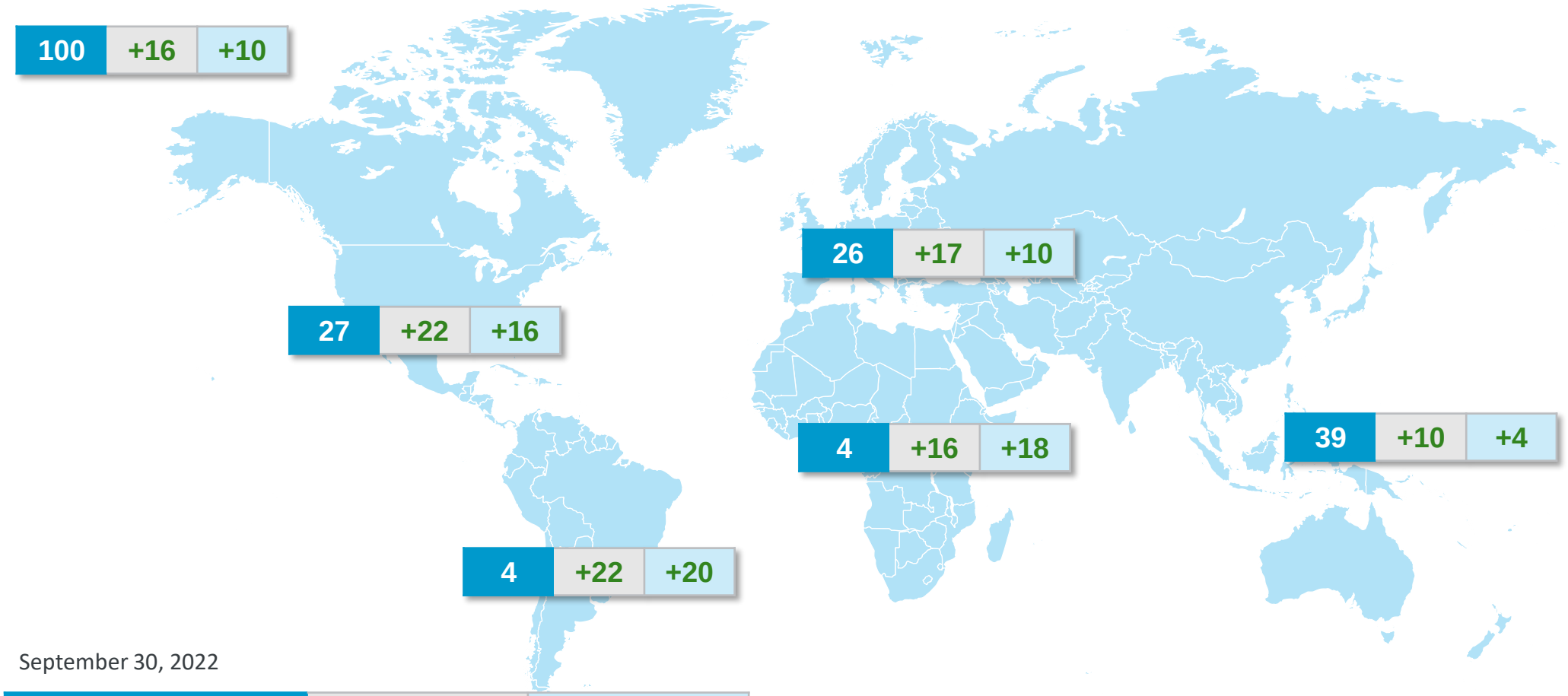
- Strong orders despite mixed demand
  - Solid year-on-year order growth in all business areas except Vacuum Technique
  - Decreased equipment demand from the semiconductor industry
  - Continued growth for service
  - Growth across all regions
- Sequentially order volumes were down
  - Primarily driven by lower order intake for equipment to the semiconductor industry
  - Lower order intake for power equipment and slight order decrease for industrial compressors and assembly solutions
  - Growth for service
- Record revenues, record operating profit, and solid cash flow
- 11 acquisitions completed

Q3 financials

- Orders received were MSEK 40 555 (33 023), organic growth of 6%
- Revenues reached MSEK 38 074 (27 824), organic growth of 18%
- Operating profit was MSEK 8 378 (6 000), margin at 22.0% (21.6)
  - Adjusted operating profit at MSEK 8 469 (6 109), margin of 22.2% (22.0)
- Profit for the period was MSEK 6 536 (4 557)
- Basic earnings per share were SEK 1.34 (0.94, adjusted for share split)
- Operating cash flow at MSEK 5 705 (4 664)
- Return on capital employed was 29% (27)



Orders received – local currency

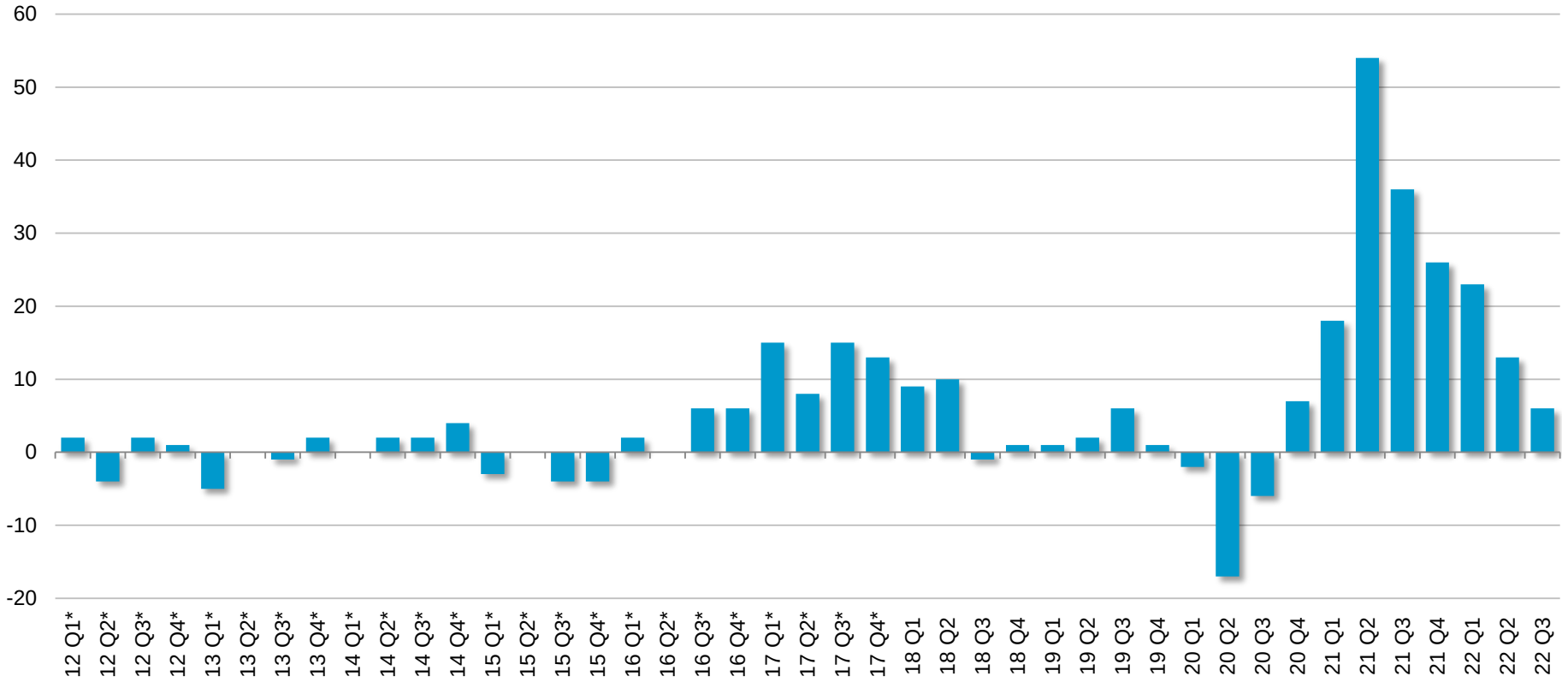


September 30, 2022

Share of orders received, year-to-date, %	Year-to-date vs. previous year, %	Last 3 months vs. previous year, %

Order growth per quarter

Organic growth, %



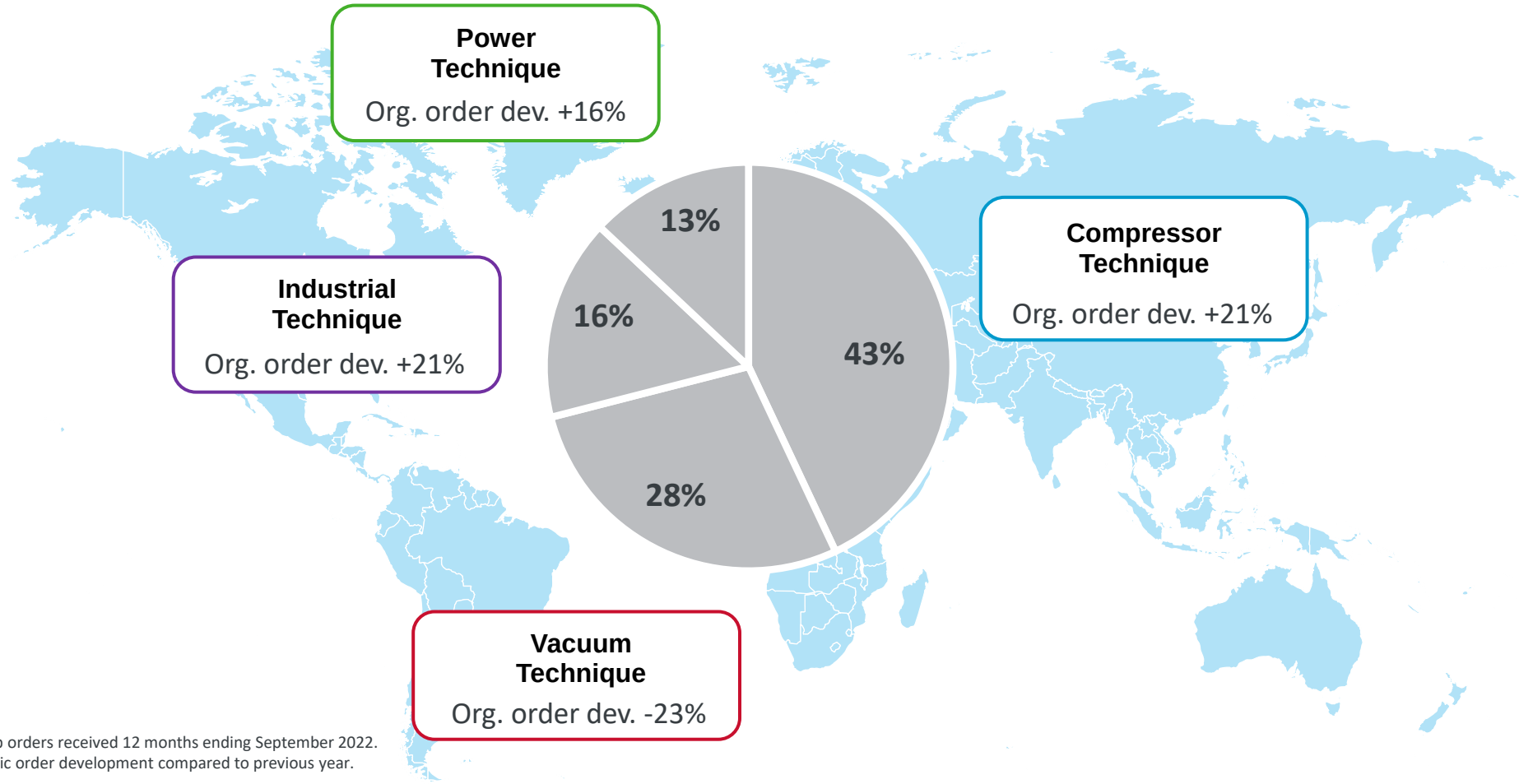
*2012-2017 excluding Mining and Rock Excavation Technique business area (now part of Epiroc AB).

Sales bridge

	July - September		January - September	
MSEK	Orders received	Revenues	Orders received	Revenues
2021	33 023	27 824	96 020	81 379
Structural change, %	+4	+4	+2	+2
Currency, %	+13	+15	+11	+11
Organic*, %	+6	+18	+14	+11
Total, %	+23	+37	+27	+24
2022	40 555	38 074	121 944	101 271

*Volume, price and mix.

Orders by business area and organic order development*



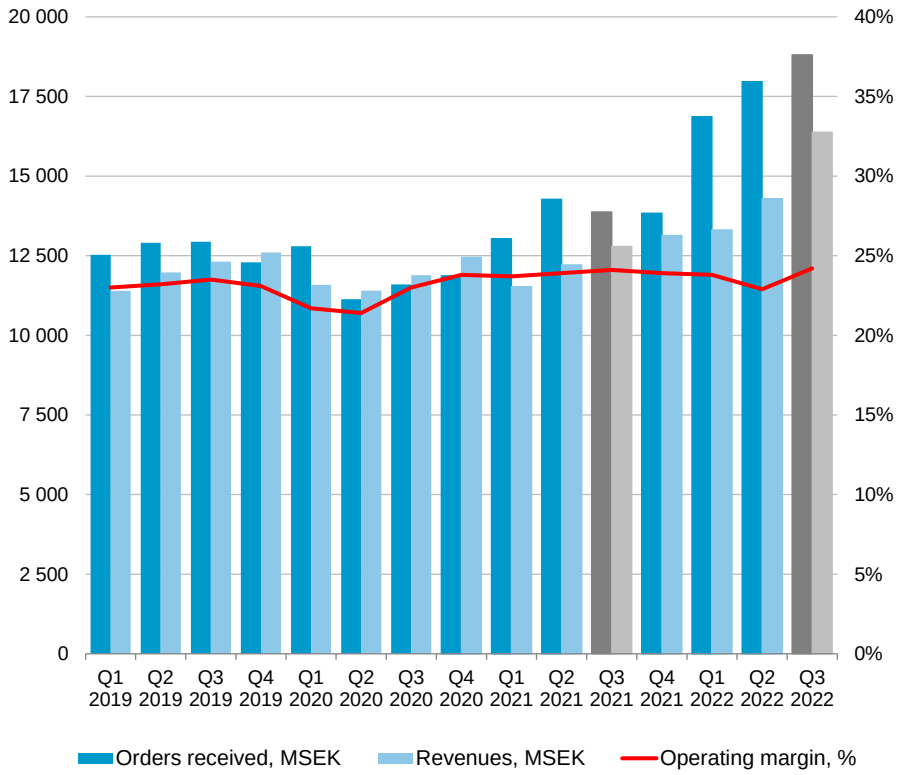
* Share of Group orders received 12 months ending September 2022.
3 month organic order development compared to previous year.

Compressor Technique

- Strong orders, organic growth of 21%
  - Solid growth for equipment, particularly for larger compressors
  - Continued growth for service
  - Sequentially equipment orders down, growth for service
- Record revenues, 13% organic increase
- Operating profit margin at 24.2% (24.1)
  - Supported by increased organic revenues and currency
  - Negative effect from supply chain constraints
- ROCE at 83% (94)

Innovation:

A new range of oil-free tooth compressors, The ZT30-50VSD+, offering compact design, low noise, and 15% more energy efficiency compared to the previous generation.

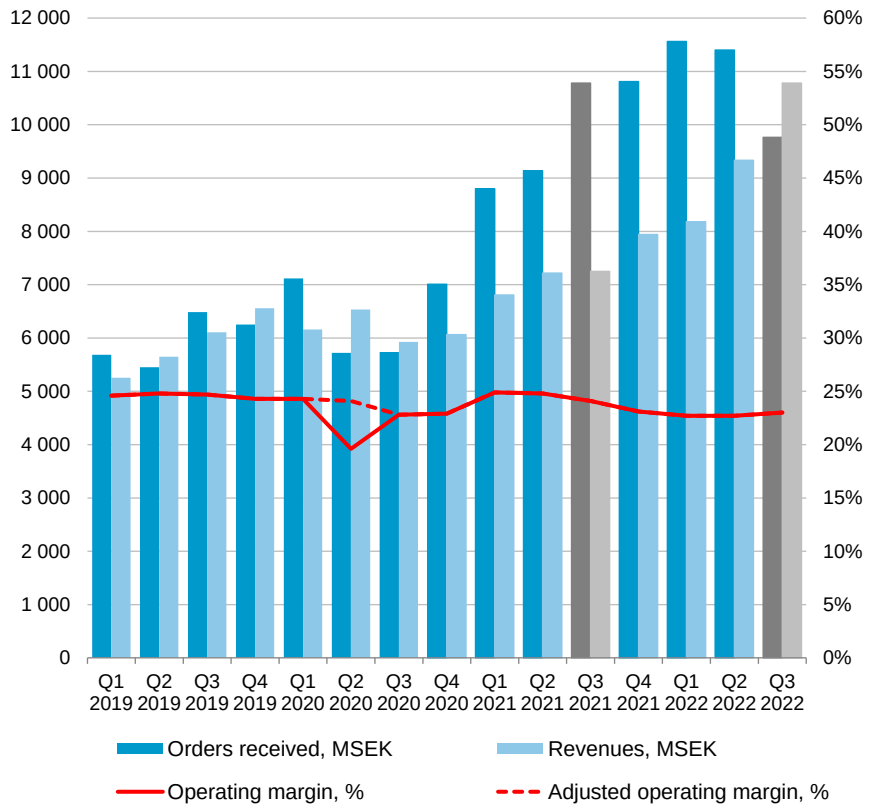


Vacuum Technique

- Lower equipment demand, organic order decline of 23%
  - Decreased order volumes for semi equipment
  - Solid growth for industrial vacuum equipment and service
  - Sequentially equipment orders significantly down, growth for service
- Record revenues, increase of 27% organically
- Operating profit margin at 23.0% (24.1)
  - Supported by currency
  - Negative effect from supply chain constraints and investments in production
- ROCE at 25% (24)

Innovation:

A new module for integrated vacuum and abate module, the Hydrogen Dilution (H2D), providing significantly lower energy consumption and less carbon footprint compared to other solutions in semiconductor processes.

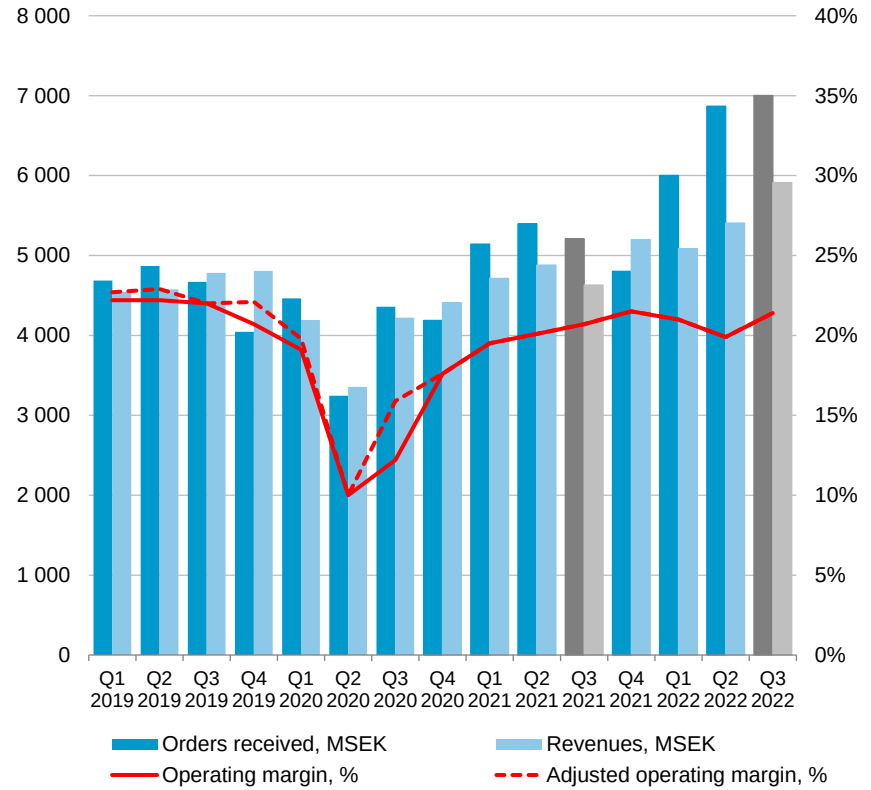


Industrial Technique

- Strong order intake, organic increase of 21%
  - Significant growth for automotive equipment, general industry flat
  - Continued growth for service
  - Sequentially order volumes essentially unchanged
- Record revenues, 14% organic increase
- Operating margin at 21.4% (20.7)
  - Supported by increased organic revenues and currency
  - Negative effect from supply chain constraints
- ROCE at 18% (15)

Innovation:

A new handheld torque wrench with connectivity features. The STRwrench, supporting customers to increase flexibility and reduce errors in their production.

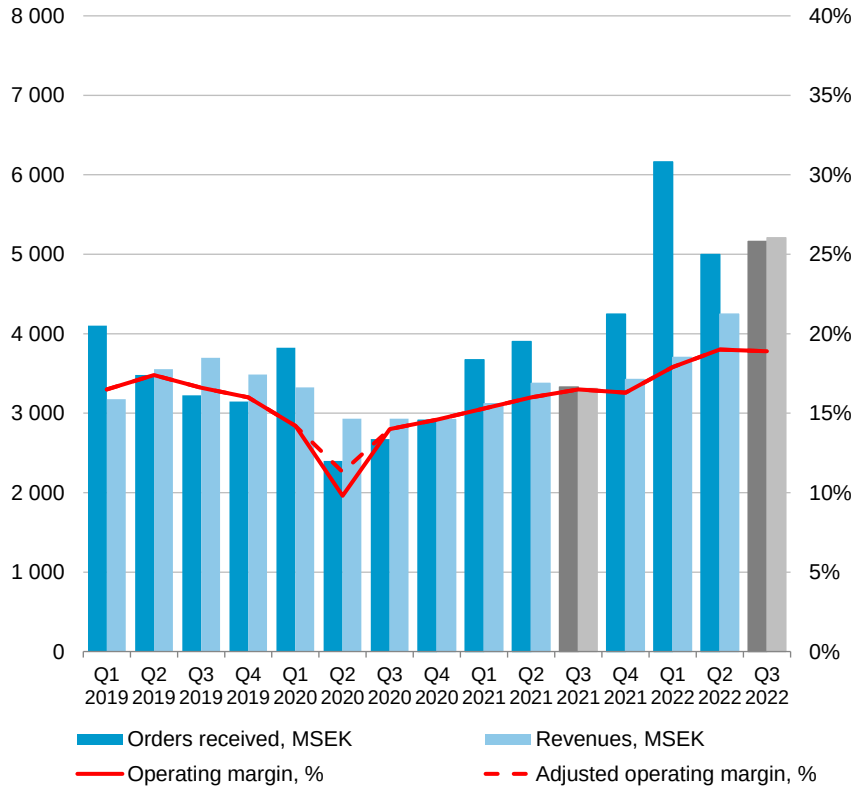


Power Technique

- Solid equipment demand, organic order growth of 16%
  - Solid equipment growth driven by portable compressors and generators
  - Strong growth for specialty rental and service
  - Sequentially equipment orders down, service flat
- Revenues increased 20% organically
- Operating profit margin at 18.9% (16.5)
  - Driven by increased organic revenues
  - Negative effect from supply chain constraints
- ROCE at 27% (25)
- Acquisition of Lewa and Geveke completed

Innovation:

A new portable oil-free compressor for the specialty rental business with variable speed drive. The PTE900 VSD offers efficient airflow in a compact design and is developed to perform in demanding environments.



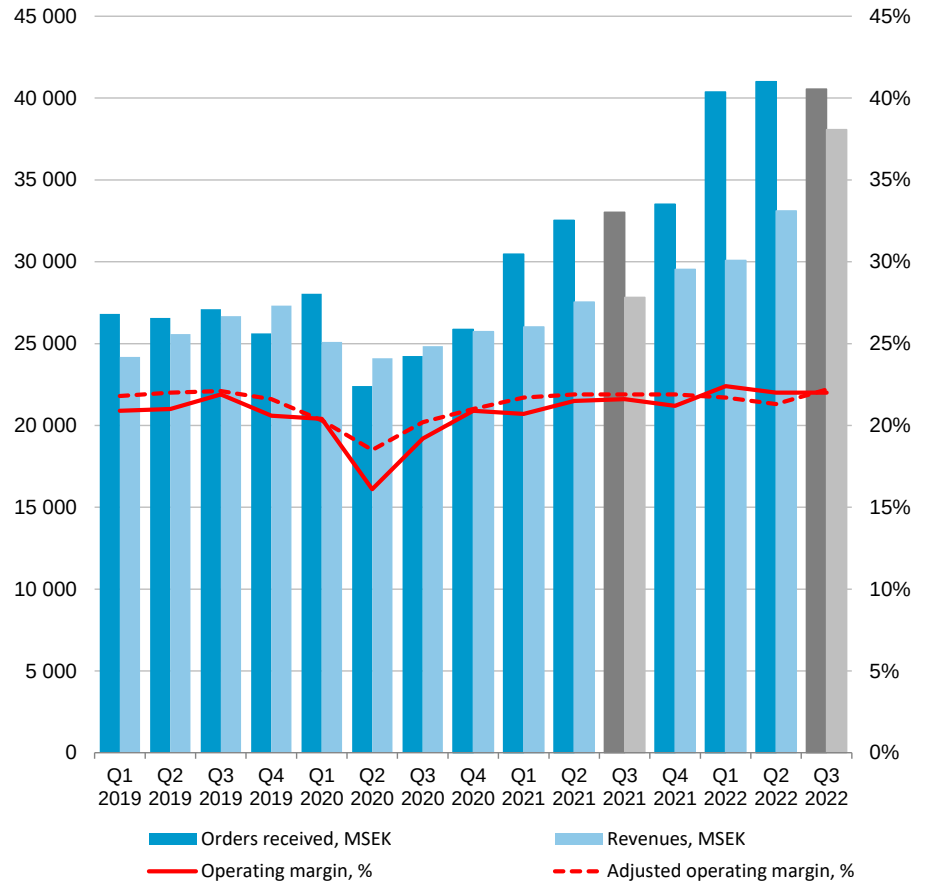
Group total

July – September 2022 vs. 2021

MSEK	July - September 2022	2021	
Orders received	**40 555**	**33 023**	**23%**
Revenues	**38 074**	**27 824**	**37%**
EBITA[1)]	**8 844**	**6 373**	**39%**
– as a percentage of revenues	*23.2*	*22.9*	
Operating profit	**8 378**	**6 000**	**40%**
– as a percentage of revenues	*22.0*	*21.6*	
Net financial items	70	-55	
Profit before tax	**8 448**	**5 945**	**42%**
– as a percentage of revenues	*22.2*	*21.4*	
Income tax expense	**-1 912**	**-1 388**	**38%**
– as a percentage of profit before tax	*22.6*	*23.3*	
Profit for the period	**6 536**	**4 557**	**43%**
Basic earnings per share, SEK	**1.34**	**0.94** [2)]	
Return on capital employed, %	**29**	**27**	
Return on equity, %	**32**	**30**	

[1)] Operating profit excluding amortization of intangibles related to acquisitions.

[2)] Adjusted for share split.



Profit bridge

July – September 2022 vs. 2021

MSEK	Q3 2022	Volume, price, mix and other	Currency	Acquisitions	Items affecting comparability	Share-based LTI* programs	Q3 2021
Atlas Copco Group							
Revenues	38 074	4 930	4 315	1 005	-	-	27 824
Operating profit	8 378	645	1 650	65	0	18	6 000
	22.0%						*21.6%*

*LTI= Long term incentive

Profit bridge – by business area

July – September 2022 vs. 2021

MSEK	Q3 2022	Volume, price, mix and other	Currency	Acquisitions	Items affecting comparability	Q3 2021
Compressor Technique						
Revenues	16 377	1 675	1 750	160		12 792
Operating profit	3 963	276	605	-5	0	3 087
	24.2%					*24.1%*
Vacuum Technique						
Revenues	10 781	1 947	1 410	175		7 249
Operating profit	2 484	101	635	0	0	1 748
	23.0%					*24.1%*
Industrial Technique						
Revenues	5 911	666	635	-20		4 630
Operating profit	1 267	14	300	-5	0	958
	21.4%					*20.7%*
Power Technique						
Revenues	5 207	670	535	690		3 312
Operating profit	983	230	130	75	0	548
	18.9%					*16.5%*

Balance sheet

MSEK	Sep. 30, 2022	Sep. 30, 2021	Dec. 31, 2021
Intangible assets	67 381	49 754	50 348
Rental equipment	2 702	2 395	2 342
Other property, plant and equipment	12 111	8 544	8 991
Right-of-use assets	4 423	3 158	3 244
Other non-current assets	4 462	3 309	3 752
Inventories	27 113	16 622	17 801
Receivables	40 636	30 715	30 363
Current financial assets	1 462	625	847
Cash and cash equivalents	9 883	17 106	18 990
Assets classified as held for sale	1	5	5
TOTAL ASSETS	**170 174**	**132 233**	**136 683**
Total equity	76 709	61 857	67 634
Interest-bearing liabilities	35 967	27 380	27 988
Non-interest-bearing liabilities	57 498	42 996	41 061
TOTAL EQUITY AND LIABILITIES	**170 174**	**132 233**	**136 683**

Cash flow

	July - September		January - September	
MSEK	2022	2021	2022	2021
Operating cash surplus	9 937	7 285	26 727	21 326
of which depreciation added back	*1 633*	*1 400*	*4 565*	*4 016*
Net financial items	123	-69	-81	64
Taxes paid	-2 008	-1 607	-5 167	-4 939
Pension funding	-87	-68	-252	-214
Change in working capital	-665	77	-6 045	-768
Increase in rental equipment, net	-204	-147	-561	-355
Cash flows from operating activities	**7 096**	**5 471**	**14 621**	**15 114**
Investments of property, plant & eq., net	-977	-513	-2 573	-1 249
Other investments, net	-332	-312	-1 003	-1 002
Cash flow from investments	**-1 309**	**-825**	**-3 576**	**-2 251**
Adjustment, currency hedges of loans	-82	18	124	-135
Operating cash flow	**5 705**	**4 664**	**11 169**	**12 728**
Company acquisitions/ divestments	-8 513	-1 591	-9 696	-2 309

Near-term outlook

Atlas Copco expects that the customers' activity level will weaken somewhat compared to the high level in the third quarter.

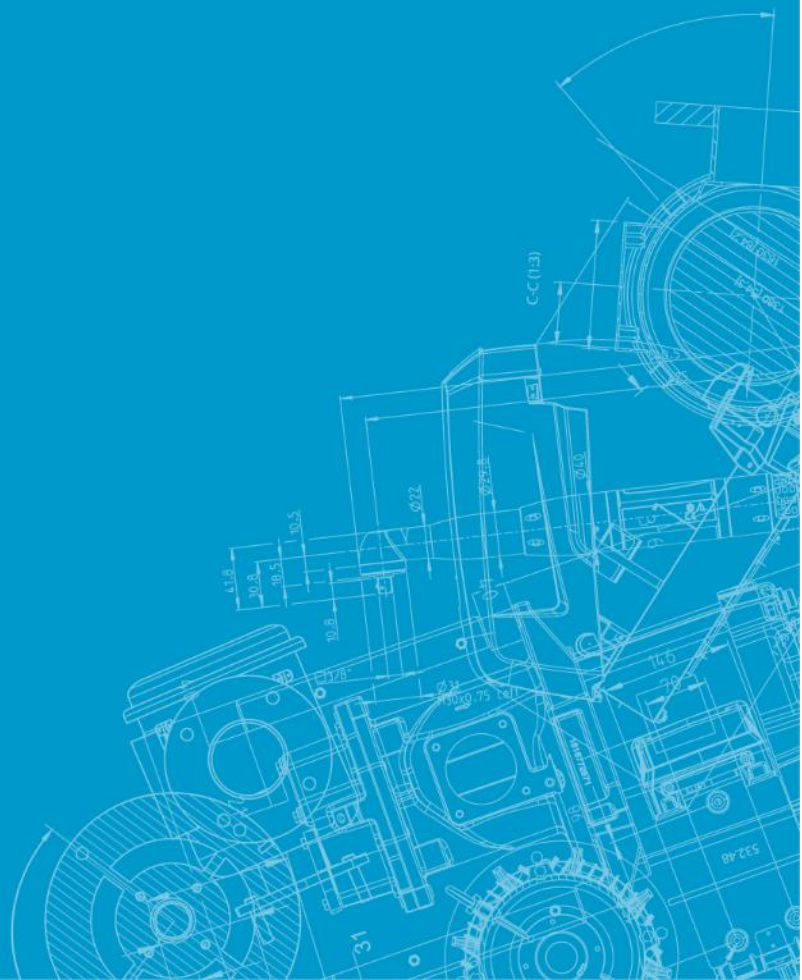
Capital Markets Day

November 17, 2022
Stockholm, Sweden

Last day to register: October 31
www.atlascopco.com/ir

Atlas Copco

atlascopcogroup.com



Forward-looking statements

“Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon other factors could have a material effect on the actual outcome. Such factors include, but are not limited to, general business conditions, fluctuations in exchange rates and interest rates, political developments, the impact of competing products and their pricing, product development, commercialization and technological difficulties, interruptions in supply, and major customer credit losses.”