

## Compressor Technique



Atlas Copco Capital Markets Day, November 19, 2009  
Stephan Kuhn, Business Area President



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## Agenda

Sustainable productivity in and after the crisis

### COMPRESSOR TECHNIQUE TODAY

- What we do
- Where we stand

### FUTURE GROWTH

- Meeting customer needs
- Applications and products
- Markets
- Brands
- Aftermarket



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## Compressor Technique Today

- What we do



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## Revenue Diversity



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## Compressor Technique Today

- Where we stand



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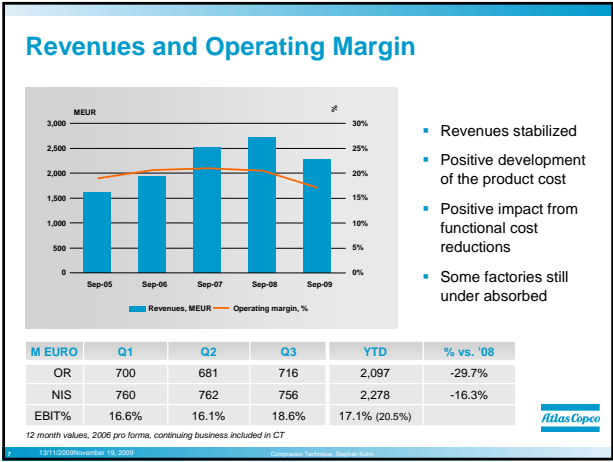
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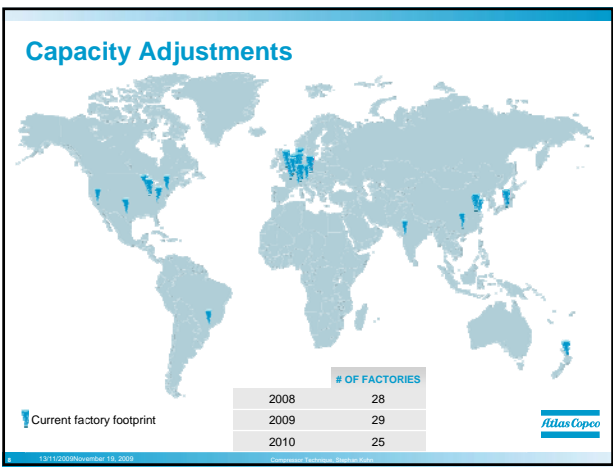
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### Cost Reductions

- Marketing & administration cost: substantial reduction achieved
- Continued high focus on design & development
- Product cost changes through:
  - purchasing savings
  - design modifications

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## Working Capital Development



- Working capital reduced to former benchmarks

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## Future Growth

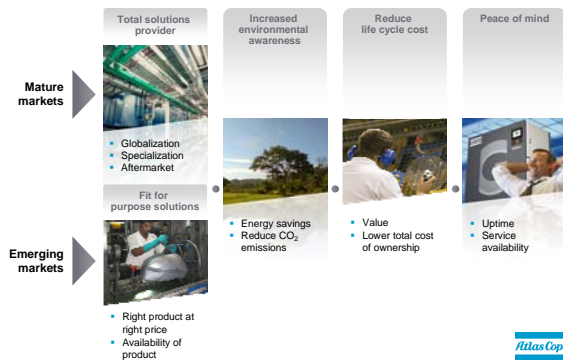
- Meeting customer needs



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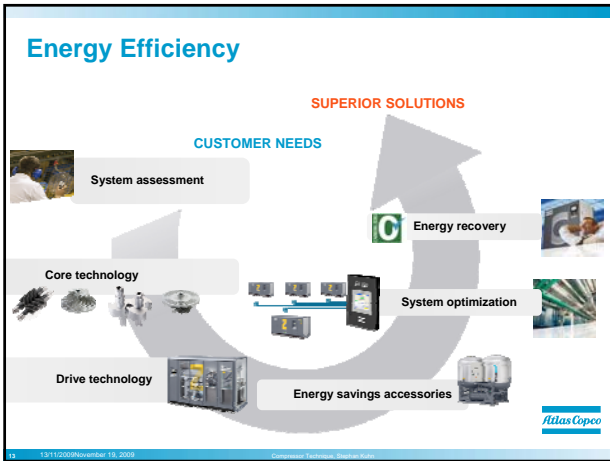
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## Meeting Customer Needs



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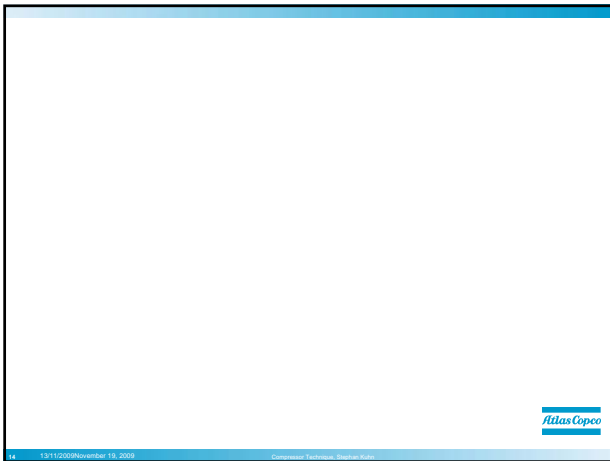
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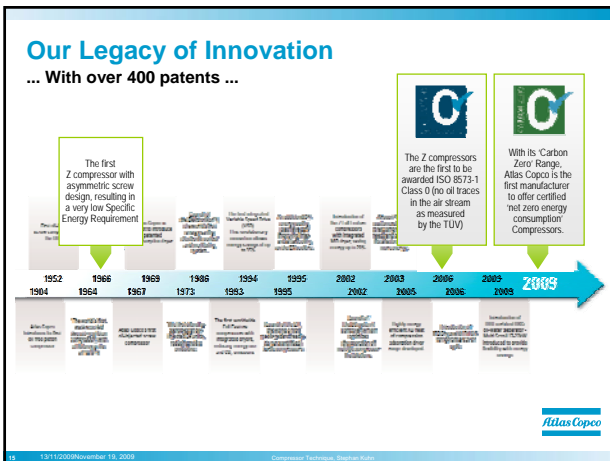
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## Carbon Zero

ULTIMATE RELIABILITY  
CUSTOMER EXPECTATIONS  
ULTIMATE AIR QUALITY  
ULTIMATE EFFICIENCY

Carbon Zero

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## Carbon Zero

Air input atmospheric

Energy input electricity

Energy output tool holder

Air output compressed

Low pressure element

Intercooler

High pressure element

Aftercooler

Atmospheric air at specific design conditions

Oil cooler

100% heat recovery

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## Fit for Purpose

Customer demands require:

- Right product at right price
- Availability of product close to the customer

- ✓ Product
- ✓ Price
- ✓ Promotion
- ✓ Place

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## Future Growth

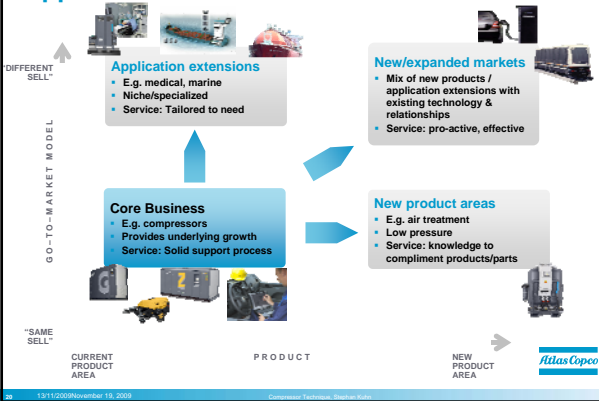
- Applications and products



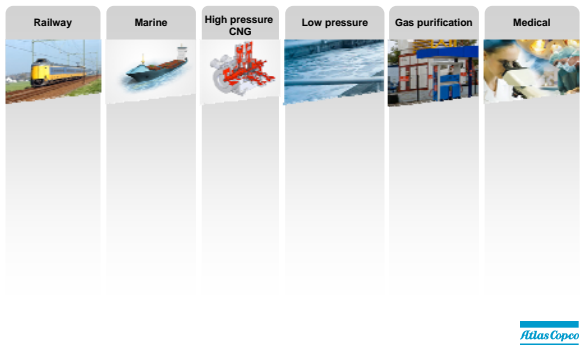
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## Applications & Products




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Medical 



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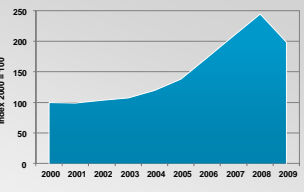
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Gas Purification

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## Satisfying Customer Needs in Growing Markets

- Developing markets seeking ways to limit the environmental impact of their activities
- We have the technology to achieve their goals
- Fit for purpose products providing cost effective solutions to reduce carbon footprints



warmco.

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## Future Growth

- Markets



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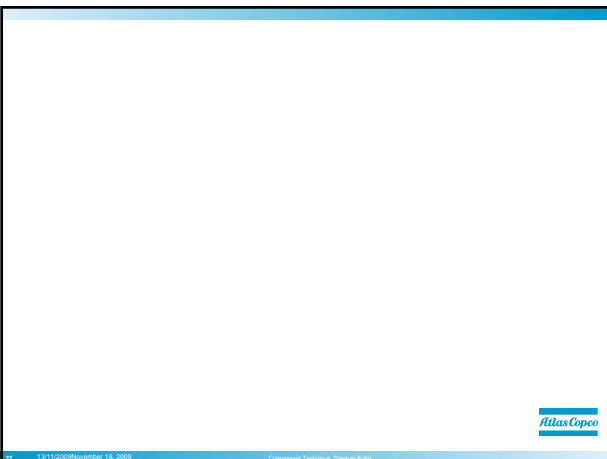
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### Future Growth

- Brands

A central globe is surrounded by 18 brand logos: ALUP, HASC, Balmis, ZIEHLE, HILTI, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX, GOMMEX. The Atlas Copco logo is in the bottom right corner. The footer contains the text "13/11/2009/November 19, 2009" and "Compressor Technology, Stephan Huber".

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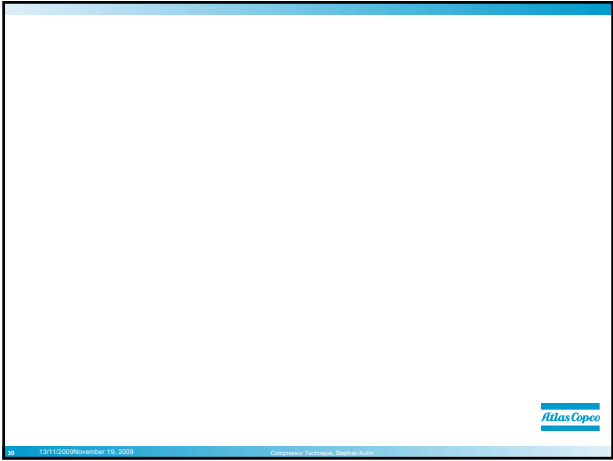
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## Brands



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## Future Growth

- Aftermarket



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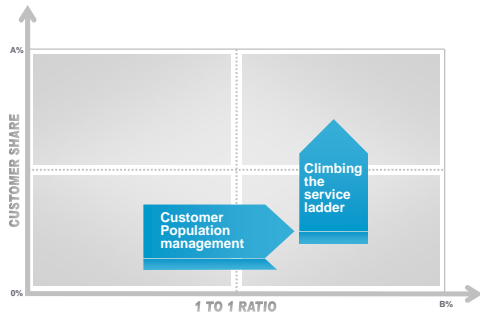
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## Growth in Aftermarket

Driven by 2 dimensions



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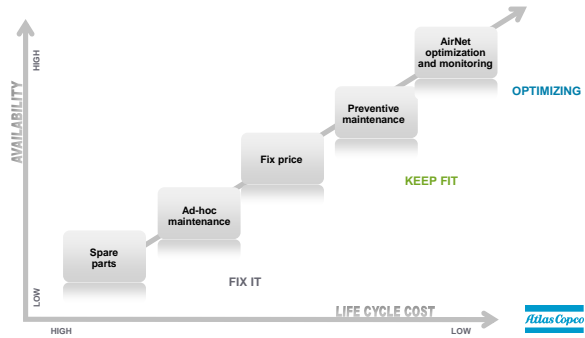
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## The Strategy

Climbing the service ladder supported by a complete aftermarket offer



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OPTIMIZATION



- Energy savings in the compressor room



- Customer satisfaction
- Reducing administration costs
- Operational efficiency

AFTERMARKET EFFICIENCY

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## Aftermarket Product



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Customers Trust our Capability



Jim Dickinson, Longley Farms, UK  
(Several oil-free compressors)



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



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