

## Construction and Mining Technique



Atlas Copco Capital Markets Day, November 19, 2009  
 Björn Rosengren, Business Area President




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## Construction and Mining Technique



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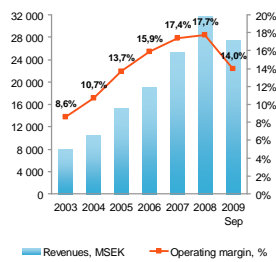
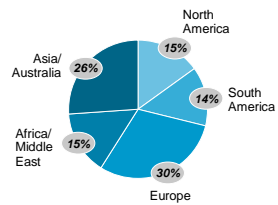
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## Construction and Mining Technique



12 month figures.

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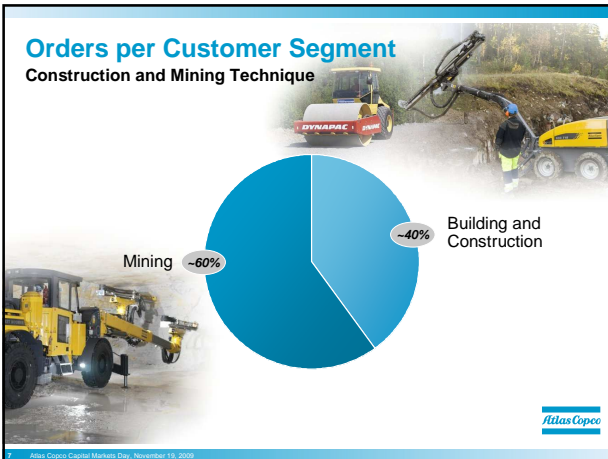
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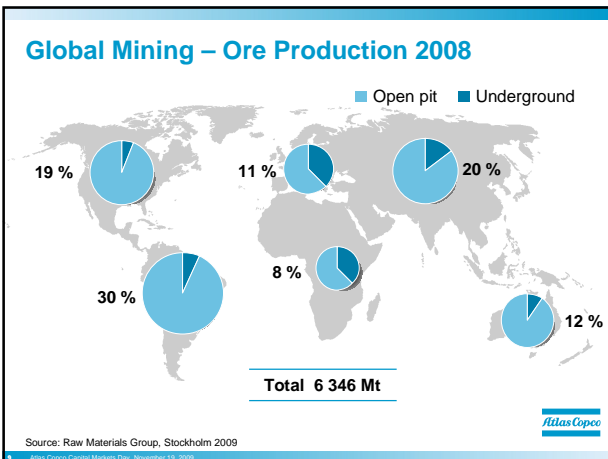
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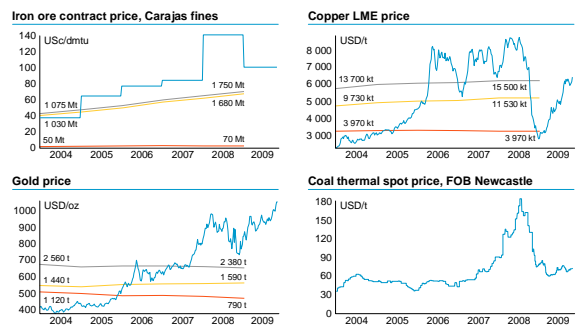
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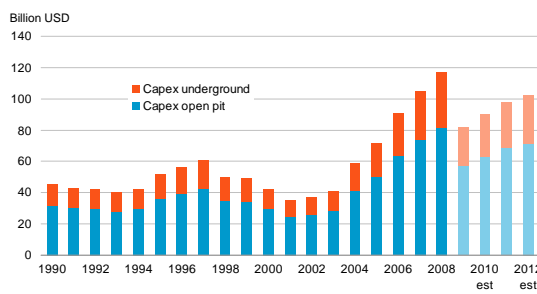
## Mineral Prices 2004 – 2009



Source: Raw Materials Group, Stockholm 2009

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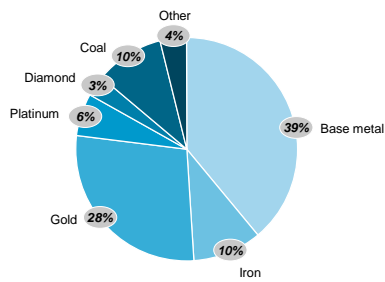
## Mining Capex



Source: Raw Materials Group, Stockholm 2009

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## CMT – Mining Exposure to Different Minerals and Metals



Source: Raw Materials Group, Stockholm 2009

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## Mining CAPEX – Opportunities

- Recovery in the general economy
- BRIC countries will continue to grow volume
- Some major open pit mines are going underground
- Remote located ore-bodies
- Declining ore-grades
- Efficiency improvements in operations
- Safety and environmental requirements



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## CMT in Construction

<b>Demolition</b> 	<b>Quarrying</b> 	<b>Surface civil engineering</b> 
<b>Underground civil engineering</b> 	<b>Global leadership in defined niches</b>	<b>Road construction and maintenance</b> 

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## Regional Projects

<b>Hydro power plants</b> 	<b>Road construction</b> 	<b>High speed trains</b> 
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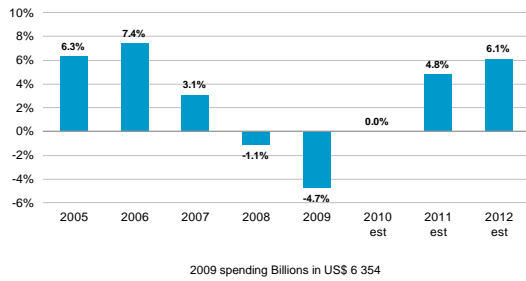
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## Construction Spending

Construction worldwide – Real growth



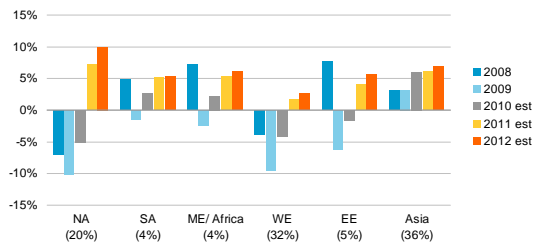
2009 spending Billions in US\$ 6 354

Source: Global Vantage

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## Construction Spending

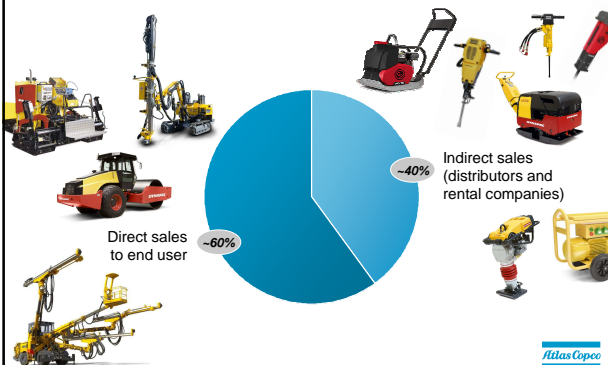
Construction – Real Spending development 2008 – 2012 est (share of World Spending)



Source: Global Vantage

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## Construction Channels – Direct and Indirect



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## Global Economic Crisis



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## Trim our Efficiency – Focus on the Right Things



- Efficient processes
- Functional costs
- Inventory

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## Consolidation of Production Capacity and Cost Adaption to Present Demand



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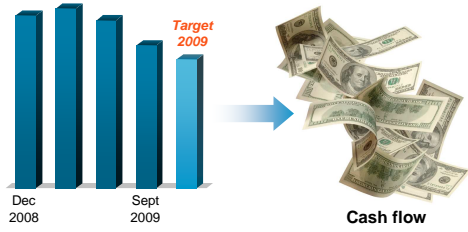
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## Reduction of Working Capital



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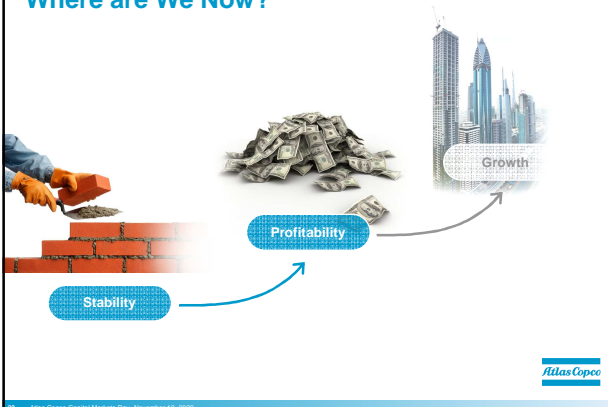
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## Where are We Now?



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## Strategy

A collage of images related to Atlas Copco's strategy. It includes a worker in a hard hat, a DYNAPAC wheel loader, a DYNAPAC excavator, and a map of the world. A central white oval contains the text 'Organic Growth and Acquisitions'. The Atlas Copco logo is in the bottom right corner.

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## Strategic Areas for Growth



New product development



Aftermarket



Key customer management



Focused growth markets



Acquisitions



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## New Product Development



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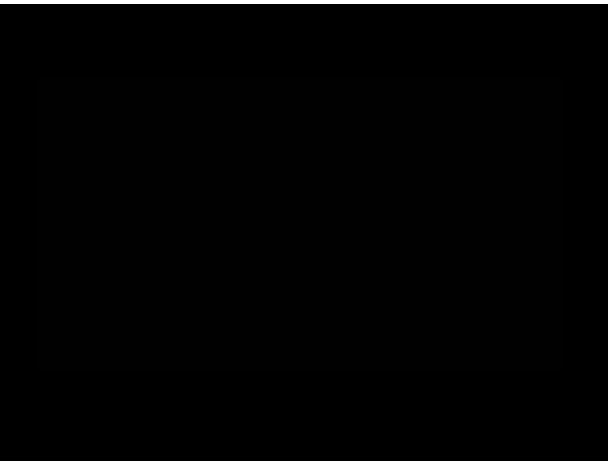
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### Minetruck MT42



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### Scooptram ST7



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### ROC T35M



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## Pit Viper 235



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## Growing the Aftermarket Business



Customer oriented aftermarket



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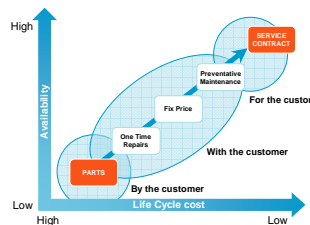
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## Aftermarket → Atlas Copco Parts and Service



- **Secure customer satisfaction by:**
  - High availability of spare parts
  - Competitive and flexible service arrangements
  - Easy making business with Atlas Copco – standardization
  - Drives equipment sales
- **CARE products**
  - Specific solutions for each product range
- **Operator training**
  - Drill master via simulators
  - Improve safety
- **Technology products**
  - Product upgrades
  - Equipment monitoring

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## Strategic Growth Markets



Today the Asian markets, in particular China and India, are playing a vital role in the world economy, both when it comes to direct demand for equipment and services as well as driving the commodity market.



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## India

- Strong recovery from the market
- Growth areas: Hydro power, Infrastructure and Coal mining
- Market leading position in all product areas
- Strong market share growth for Dynapac
- Engineering center supporting divisions globally



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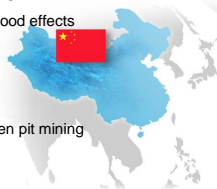
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## China

- Strong demand in both construction and mining
- Government stimulus packages have given good effects
- Strong market position
- Well developed sales and distribution setup and manufacturing capability
- New factory for large blasthole drillrigs for open pit mining
- Increased local competition



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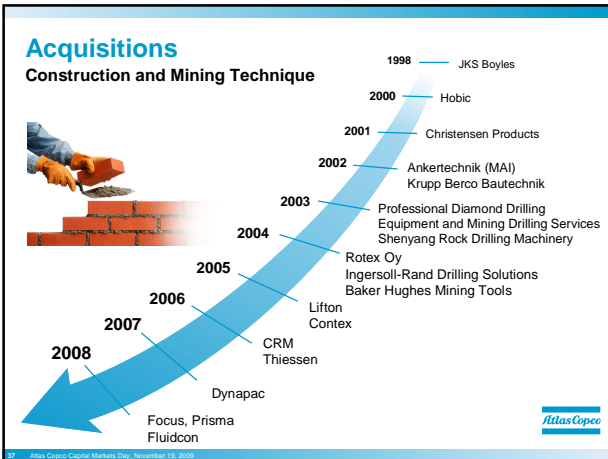
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### Conclusion and Outlook

- We have now adopted to present market conditions
- Continued strong focus on inventory, receivables and operational efficiency
- Opportunities in Aftermarket
- Increased focus in Asia
- It is now time to set focus on growth, both organic as well as through acquisitions

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## Cautionary Statement

"Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon, the actual outcome could be materially and adversely affected by other factors such as the effect of economic conditions, exchange-rate and interest-rate movements, political risks, the impact of competing products and their pricing, product development, commercialization and technological difficulties, supply disturbances, and major customer credit losses."

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Atlas Copco Capital Markets Day, November 16, 2010

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