

Compressor Technique

Philippe Ernens,
Business Area President

May 16, 2024

Atlas Copco
Group





Agenda

- 1 Facts, market trends, and business fundamentals
- 2 Strategy for growth, focus and priorities
- 3 Contributing to a low carbon society
- 4 Summary



Facts, market trends, and business fundamentals

Compressor Technique

Current market trends

- Increased focus on energy efficiency, optimization, energy recovery, and the reduction of CO₂ emissions
- Accelerated investments in market segments contributing to a low-carbon society
- Focus on total solution and total life-cycle cost
- The combination of cloud technology, big data and AI/machine learning increases the demand for data-driven service solutions
- New applications for compressed air and gases



Orders received – local currency Q1 2024

SHARE OF ORDERS:

31%

36%

33%

Order dev.
-4%

Order dev.
+15%

Order dev.
+1%

Order dev.
+33%

Order dev.
-6%

Growth generated through a wide range of selected marketplaces

– Compressed air and gases are being used in all kind of industries and applications



* Share of orders received 2023

Our product offering – Much more than air compressors

Pressure	Compression Technologies	Air Quality & Gases	Cooling	Optimization	Service	
 <p>0.1 bar – 1000 bar Largest pressure range</p>	Oil lubricated	 Screw  Piston  Centrifugal  Lobe  Tooth	 Dryers  Filters  Condensate treatment  Ancillaries N ₂ Nitrogen O ₂ Oxygen H ₂ Hydrogen CO ₂ Carbon Dioxide Others	 Water Cooler  Water Chiller  Air Chiller  Temperature Control unit	 Central control  Energy Recovery  Heat Pumps  Engineered Solutions	 Parts  Service Plan  Auditing  Remote Monitoring  Pipe Work
Power	100% Oil free					
 <p>1 Kw – 35 MW Largest power range</p>						



Strategy for growth, focus and priorities

Strategy for growth



Intensify focus on research and development

Increase focus on **digitalization** and connected products



Increase market coverage, through digital and physical presence, and improve **presence** in targeted markets/segments



Increase operational **efficiency**



Activities supporting customers to meet their **sustainability** ambitions



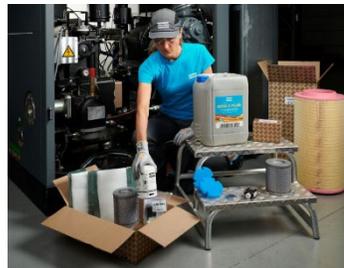
Extend the product and **service** offering to current customers and adjacent segments and applications



Invest in people and **competence** development



Develop new sustainable products and solutions offering better value and improved **energy efficiency** to customers



Perform **more service** on a higher share of the installed base of equipment



Acquire complementary businesses

Strategy for growth – Extend the offer and develop new platforms

Compression



Thermal Transfer



Desiccant



Filtration

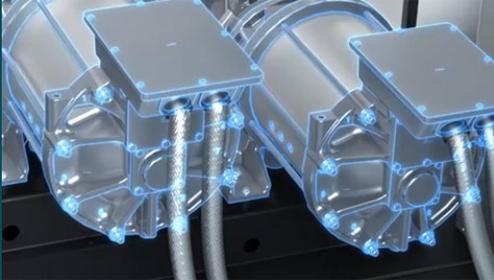


Digital



Innovation

– A key driver for profitable growth

<p>Products</p> 	<p>Launches 2017 > 30</p>	<p>Launches 2020 > 55</p>	<p>Launches 2023 > 64</p>		
<p>Services</p> 	<p>Remote Monitoring</p>	<p>Auditing</p>	<p>System Optimization</p>		
<p>Digitalization</p> 	<p>Digital Design</p>	<p>Digital Marketing</p>	<p>Process management</p>	<p>Territory Mapping</p>	<p>AI</p>

Innovation

– A key driver for profitable growth

Products

Services

Digitalization

Growing our core business

Oil Injected



VSDs

Oil Free



ZR VSD+

Air Treatment



MDG

Innovation

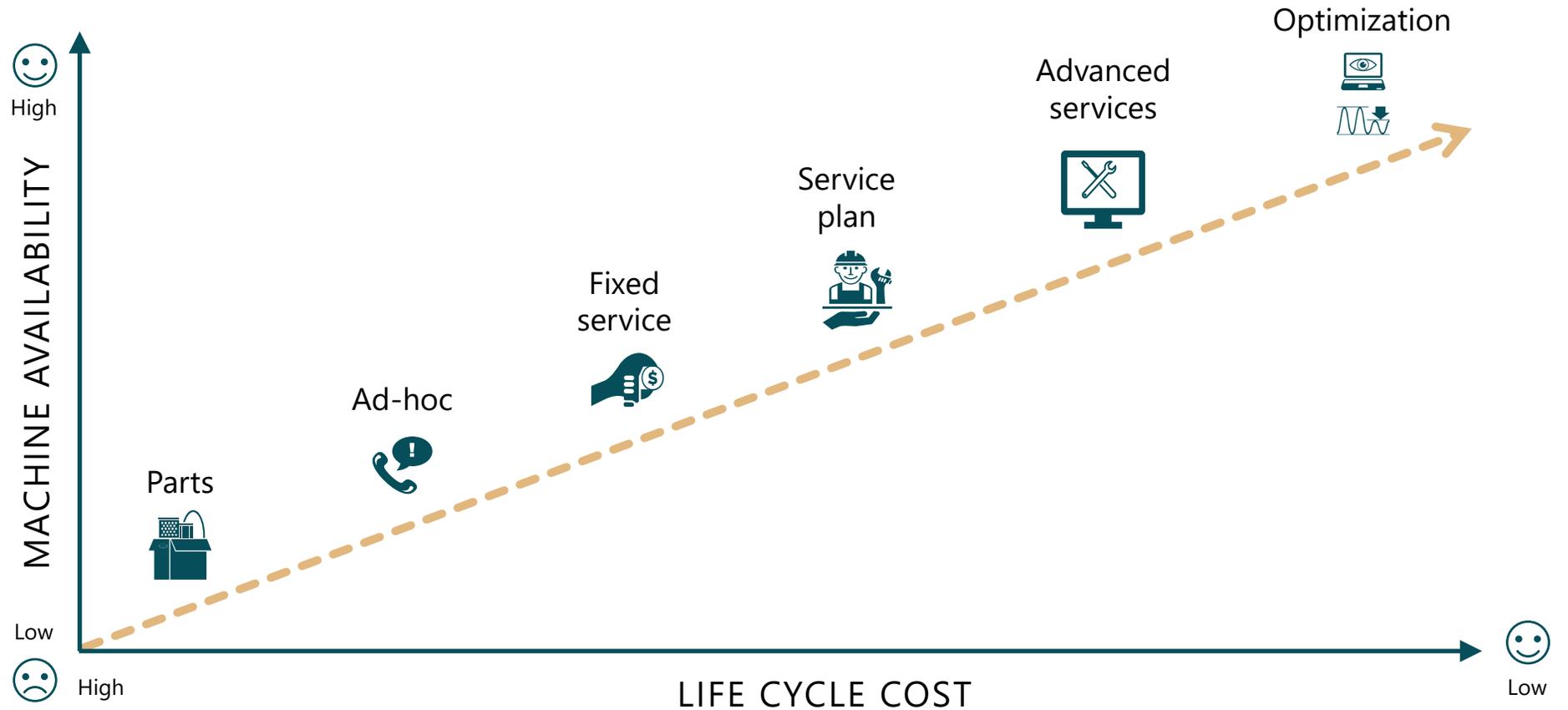
– A key driver for profitable growth

Products

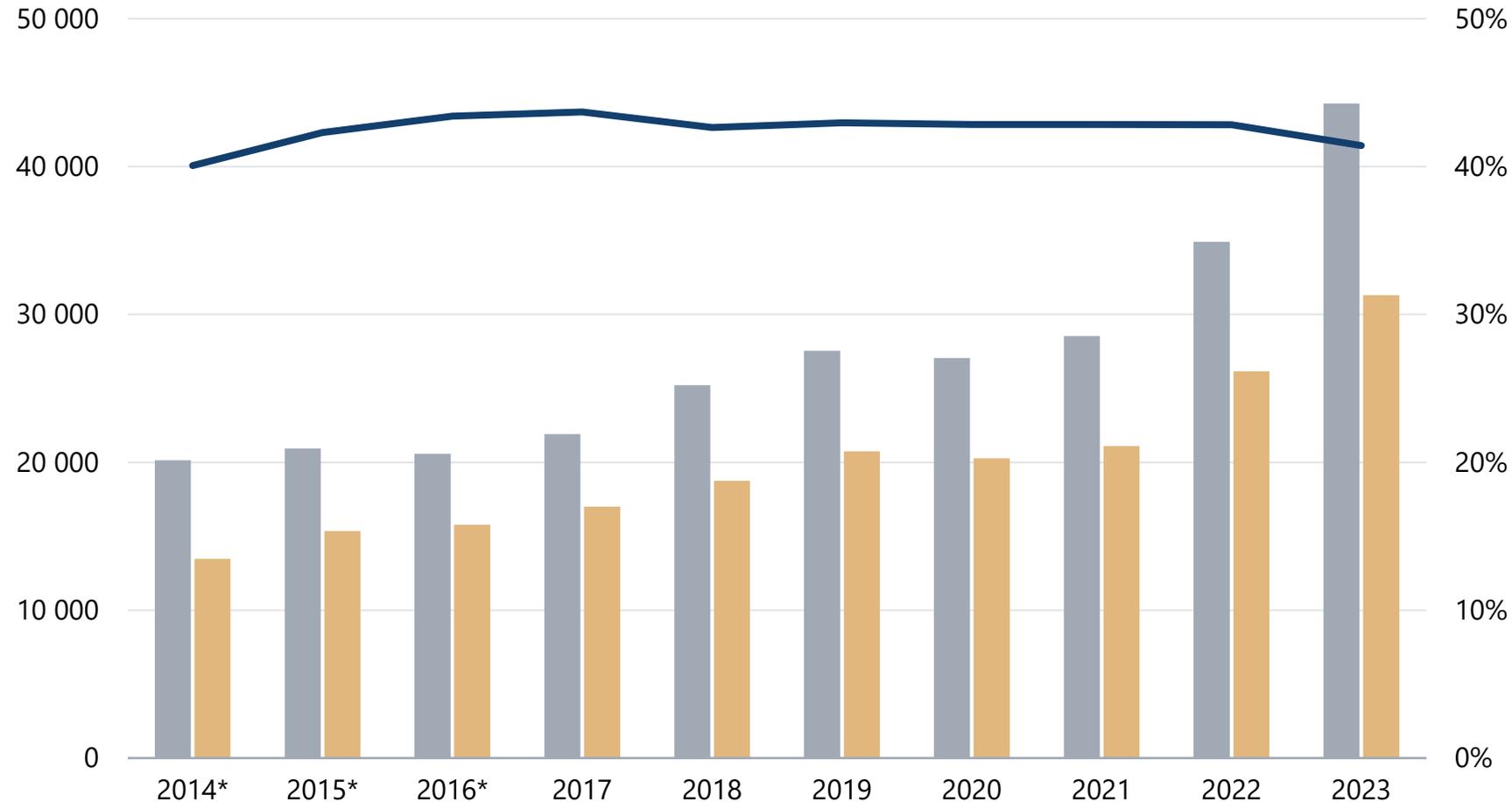
Services

Digitalization

Climbing the Service Ladder



Service – Growth and resilience



CAGR Equipment 8%	CAGR Service 9%
--------------------------------	------------------------------

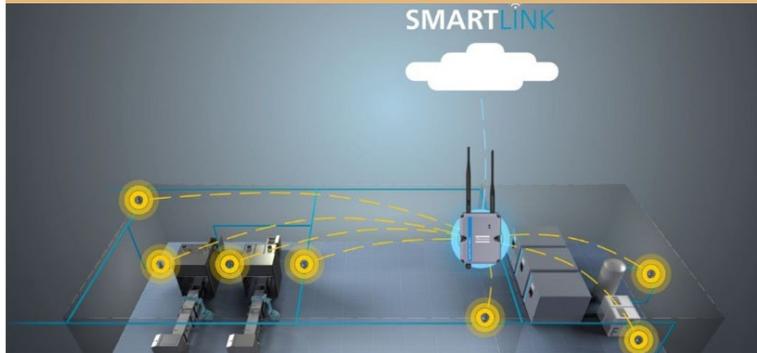
- Equipment revenues, MSEK
- Service revenues, MSEK
- Service, share of revenues, %

CAGR refers to total growth 2014 – 2023 (FX and structure included)

* Figures for the years 2014-2016 are best estimated numbers, as the effects of the distribution of Epiroc and restatements for IFRS15 are not fully reconciled.

Service – Strategy for growth

Connected



- System Monitoring & Control
- Hundreds of thousands machines connected
- Smartlink Monitoring
- Smart AIRnet
- Central Controllers

On-line recommendations
lead Generation

Serviced



- Planned Preventative maintenance
- Long Service Intervals
- Highest machine availability
- Energy savings

Lowest Total Cost of Ownership

Optimized



- Leak Detection
- Energy Audits
- Air Quality analysis
- Pipework Installation

Comprehensive reports identifying
potential energy savings

Innovation

– A key driver for profitable growth

Products

Services

Digitalization

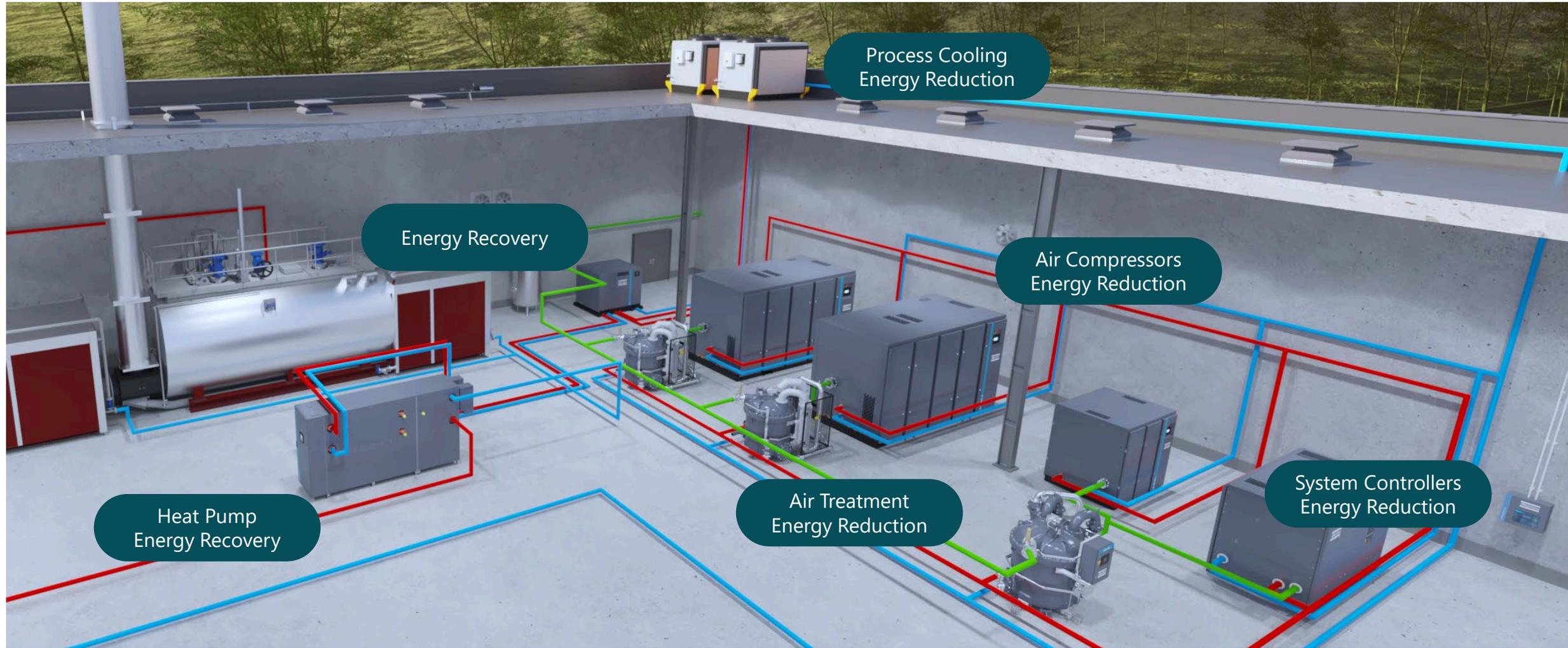
AI Data Driven Business





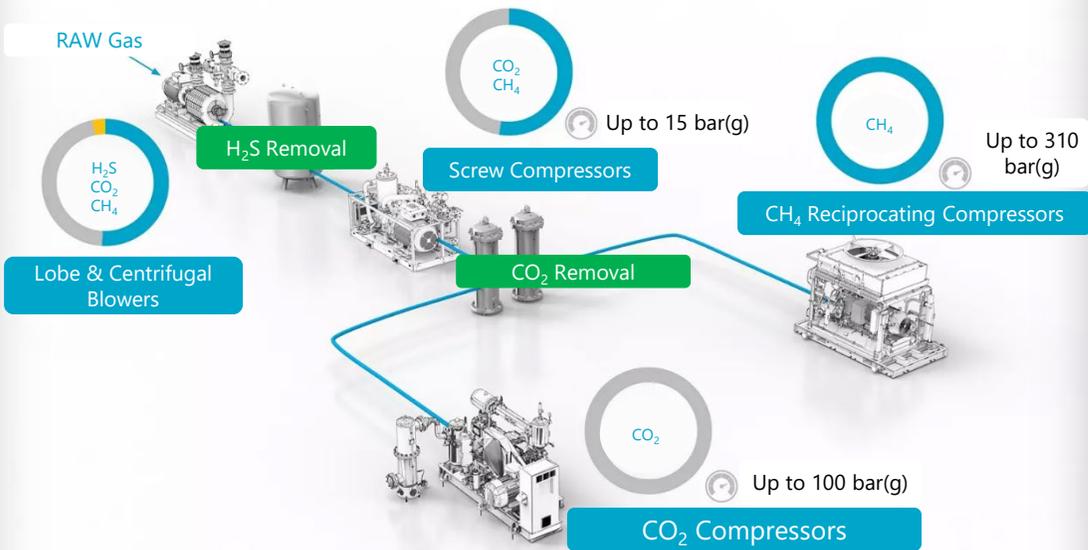
Contributing to the transformation into a low-carbon society

Contributing to the transformation into a low-carbon society

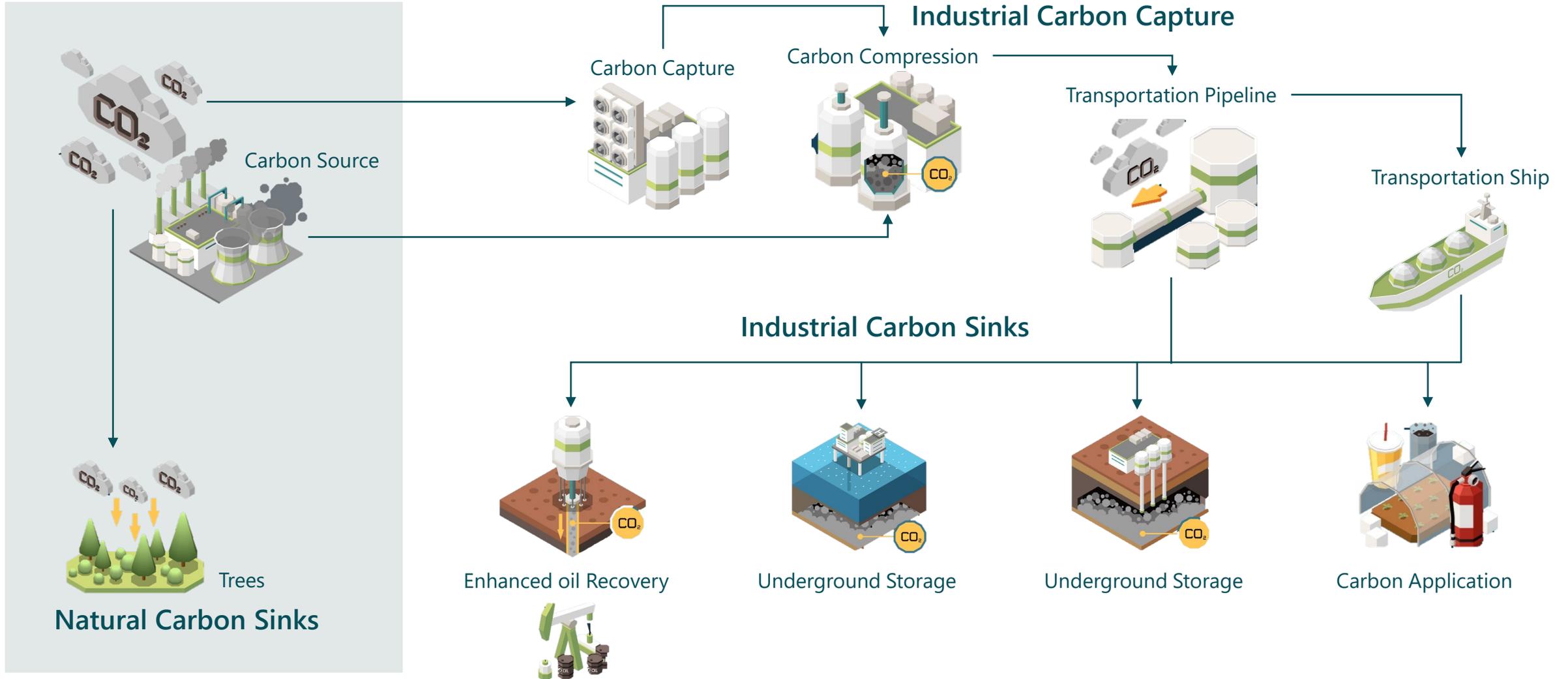


Contributing to the transformation into a low-carbon society

Biogas compression and purification



Contributing to the transformation into a low-carbon society



Contributing to the transformation into a low-carbon society

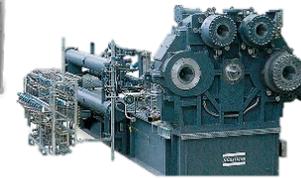
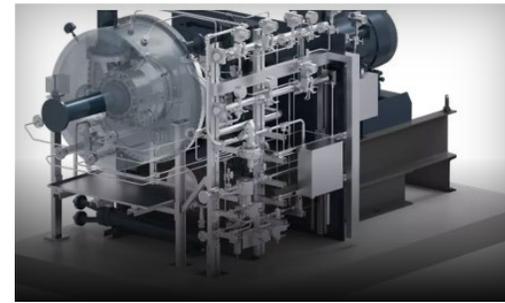
LNG / CNG



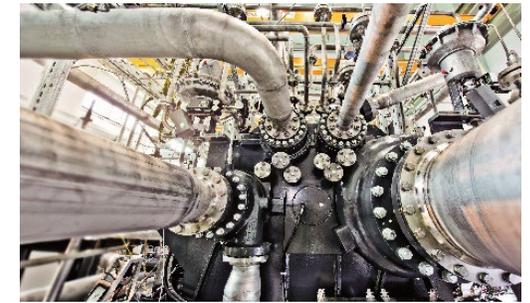
Biomethane



Hydrogen



CO₂





Summary

Summary Compressor Technique

Increasing potential
in existing markets

Further leverage
from core
technologies

Many new and
emerging markets

Supporting a low
carbon economy

Geothermal Power Generation

Atlas Copco
Group

“Some statements in this report are forward-looking, and the actual outcome could be materially different. In addition to the factors explicitly discussed, 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.”