

Power Technique

Andrew Walker,
Business Area President

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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

Power Technique

Current market trends

- Electrification and batteries
- Reducing CO₂ emissions on-site
- More business opportunities due to low carbon society
- Infrastructure investments
- Local for Local



Orders received – local currency Q1 2024

SHARE OF ORDERS:

36%

41%

23%

Order dev.
-40%

Order dev.
+6%

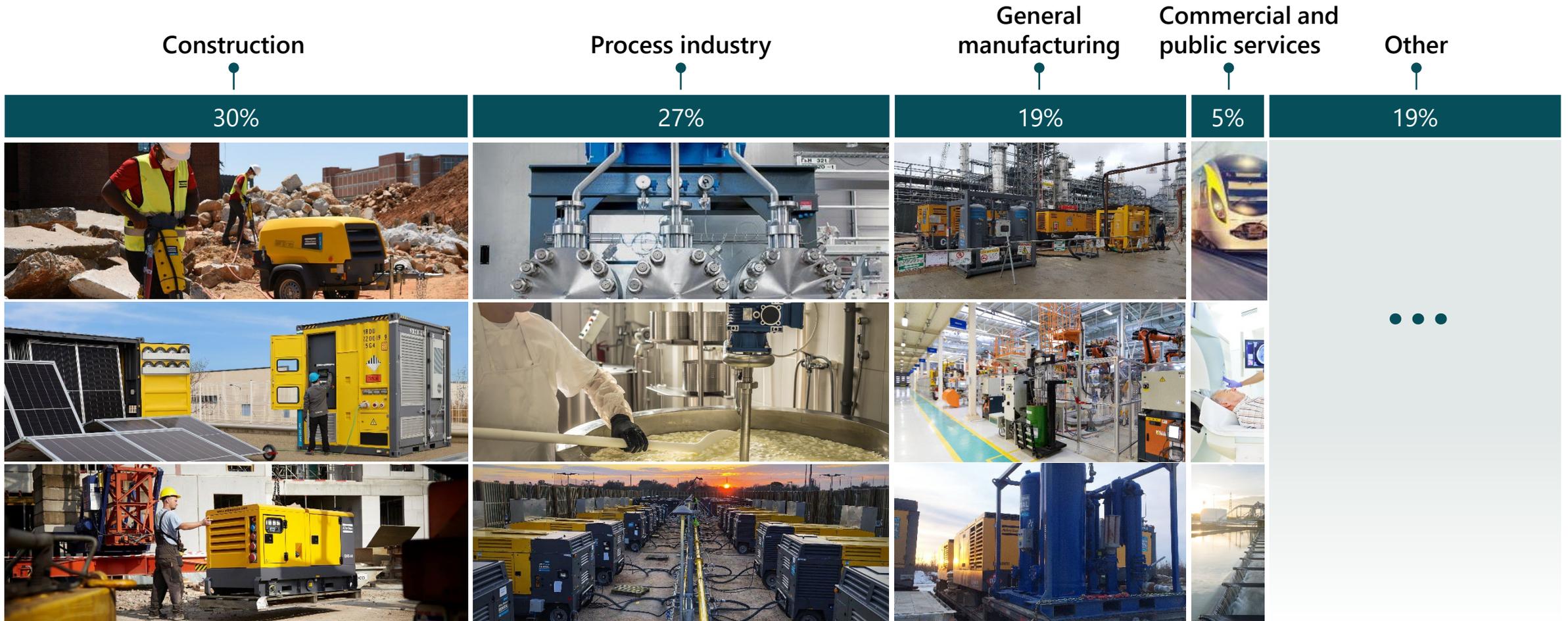
Order dev.
+13%

Order dev.
+11%

Order dev.
+23%

Growth generated through a wide range of selected marketplaces

– Much more than construction with increased exposure to industrial applications



* Share of orders received 2023

Power Technique product portfolio



Portable Air



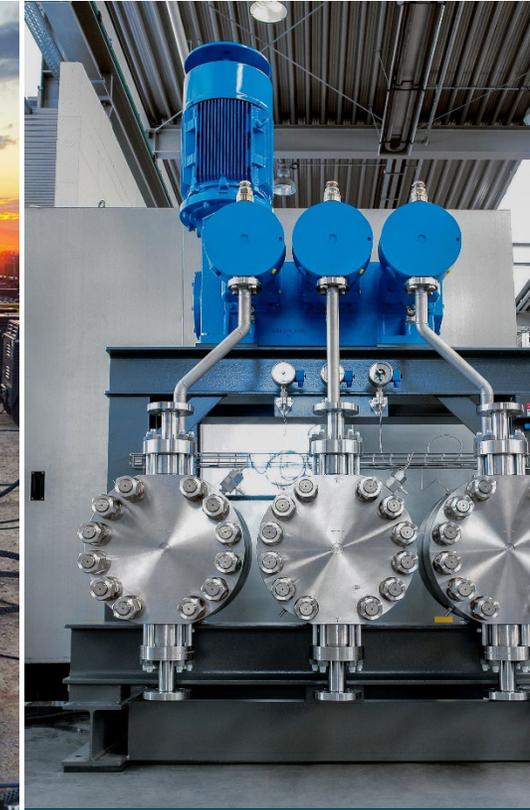
Portable Power
& Flow



Service



Specialty Rental

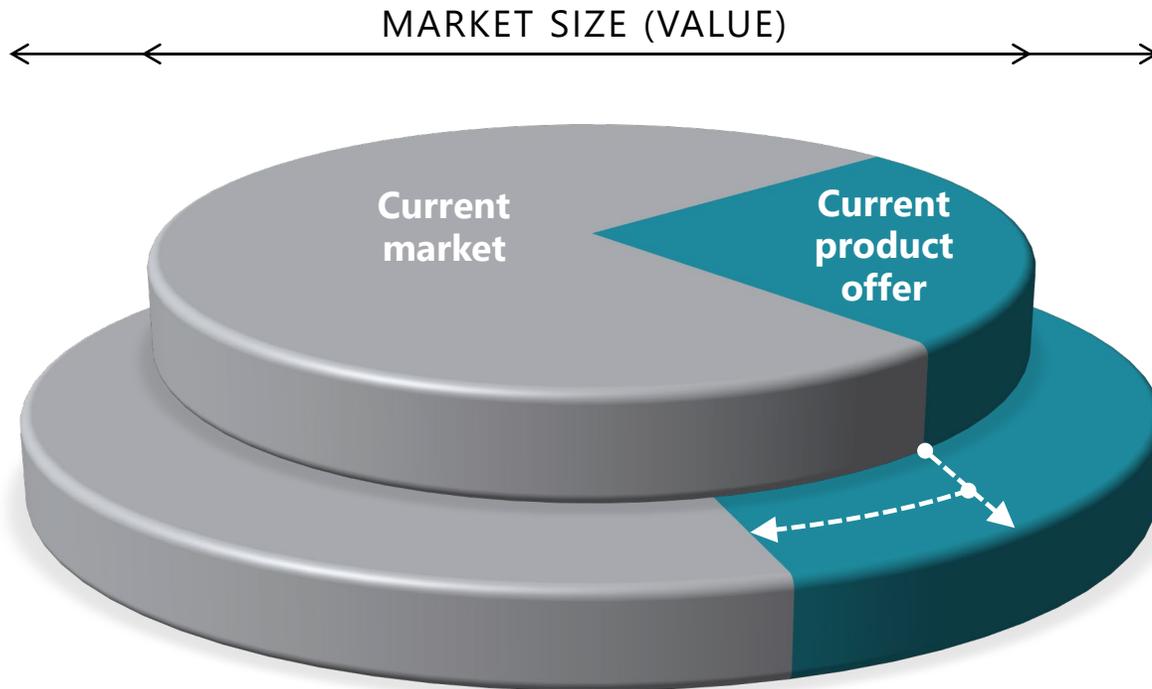


Industrial Flow



Strategy for growth, focus and priorities

Growth – Develop our core



GROWTH THROUGH:



Portable Air:

Dedicated people, innovation and diversification



Portable Power & Flow:

Dedicated people, energy solutions and flow mindset



Industrial Flow:

Industrial Flow Customer Centers development with a multi brand approach



Service:

Installed base management, dedicated service offer and presence



Specialty Rental:

Friction free electrical oil-free solutions, nitrogen applications and bubble curtains

Innovation, a key driver for long term profitable growth

KEY INNOVATIONS:

ESS & Modular
Solar Plant

Battery storage system

PTE 900 VSD

Electrical oil-free compressor

Electric
Surface Pump

No CO₂ emissions during pumping operations

HiLight BI+4

Hybrid lighting tower with maximum flexibility

8T Steam Boiler

First globally certified boiler in the market

X-AIR 750-25

Fuel efficient large air compressor for drilling



New product
introductions in
2023:

46

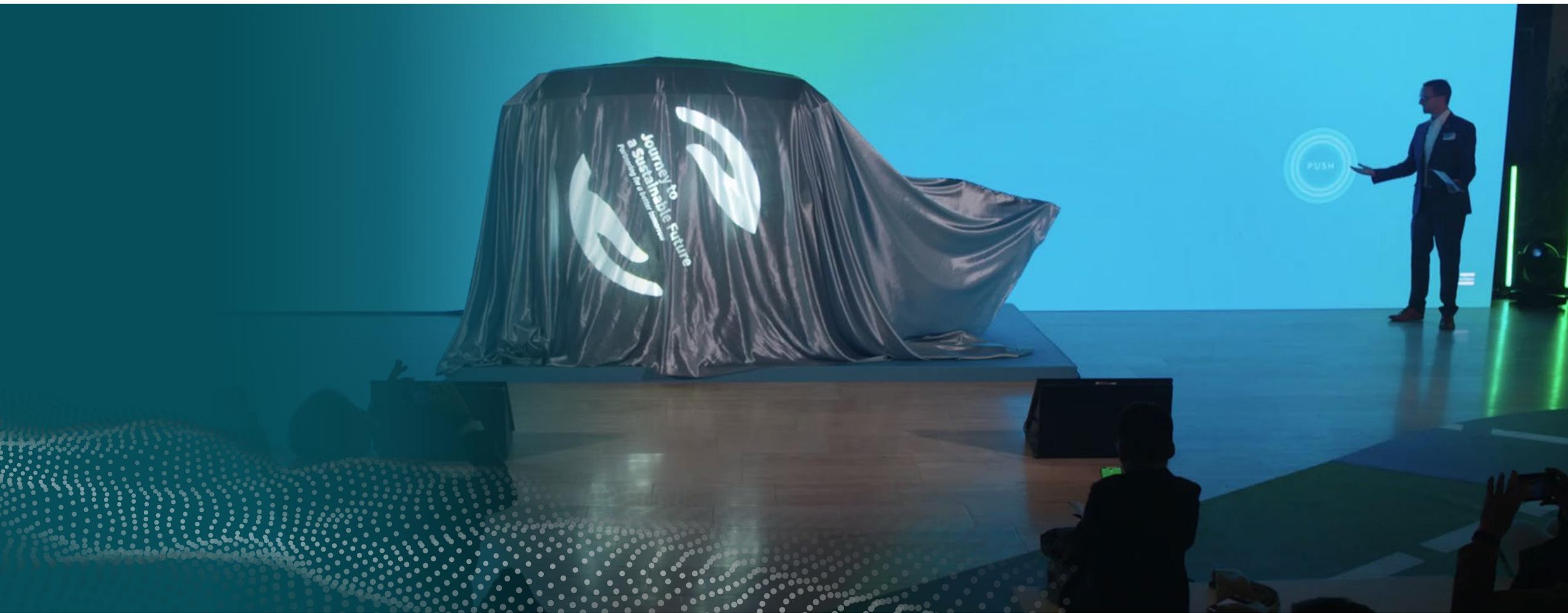
2020:

36

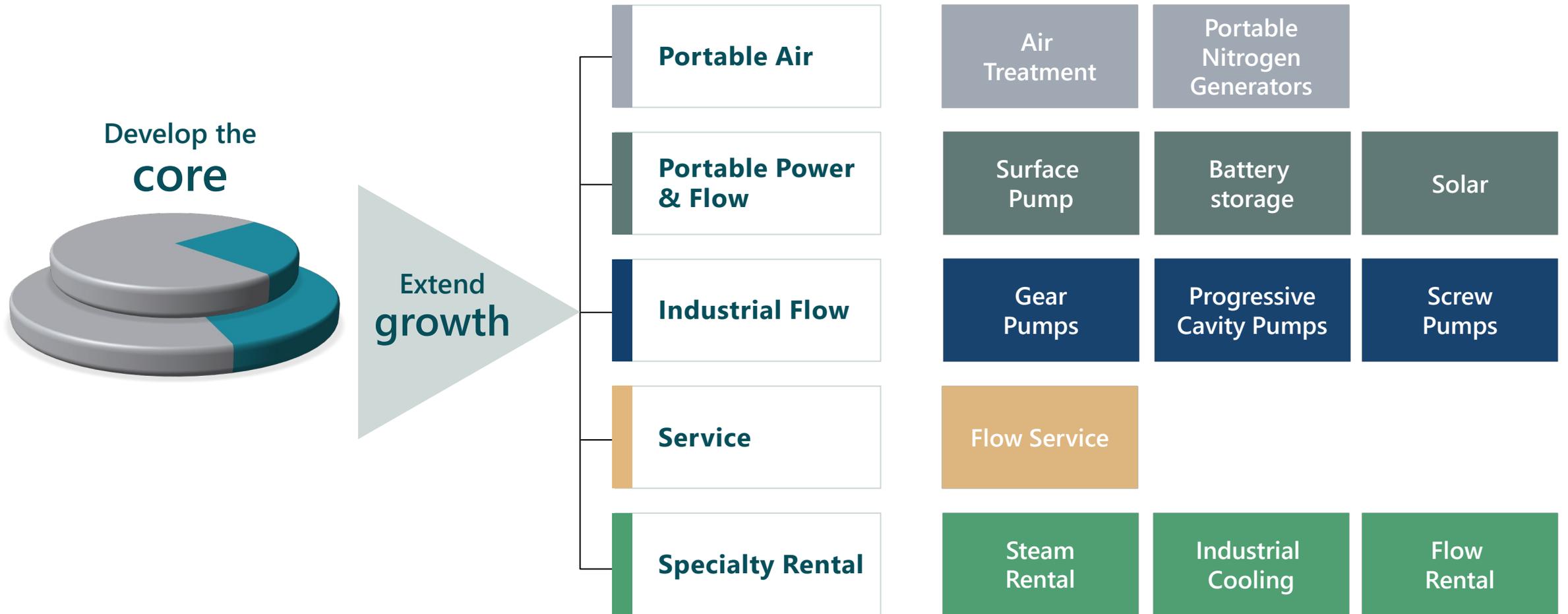
2017:

43

Innovation, a key driver for profitable growth



Growth – Extend our core



Growth – Industrial Flow



varisco
solid pumping solutions



LEWA
Creating Fluid Solutions



geveke



KRACHT
FLUID TECHNOLOGY AND SYSTEMS

W
WANGEN PUMPEN

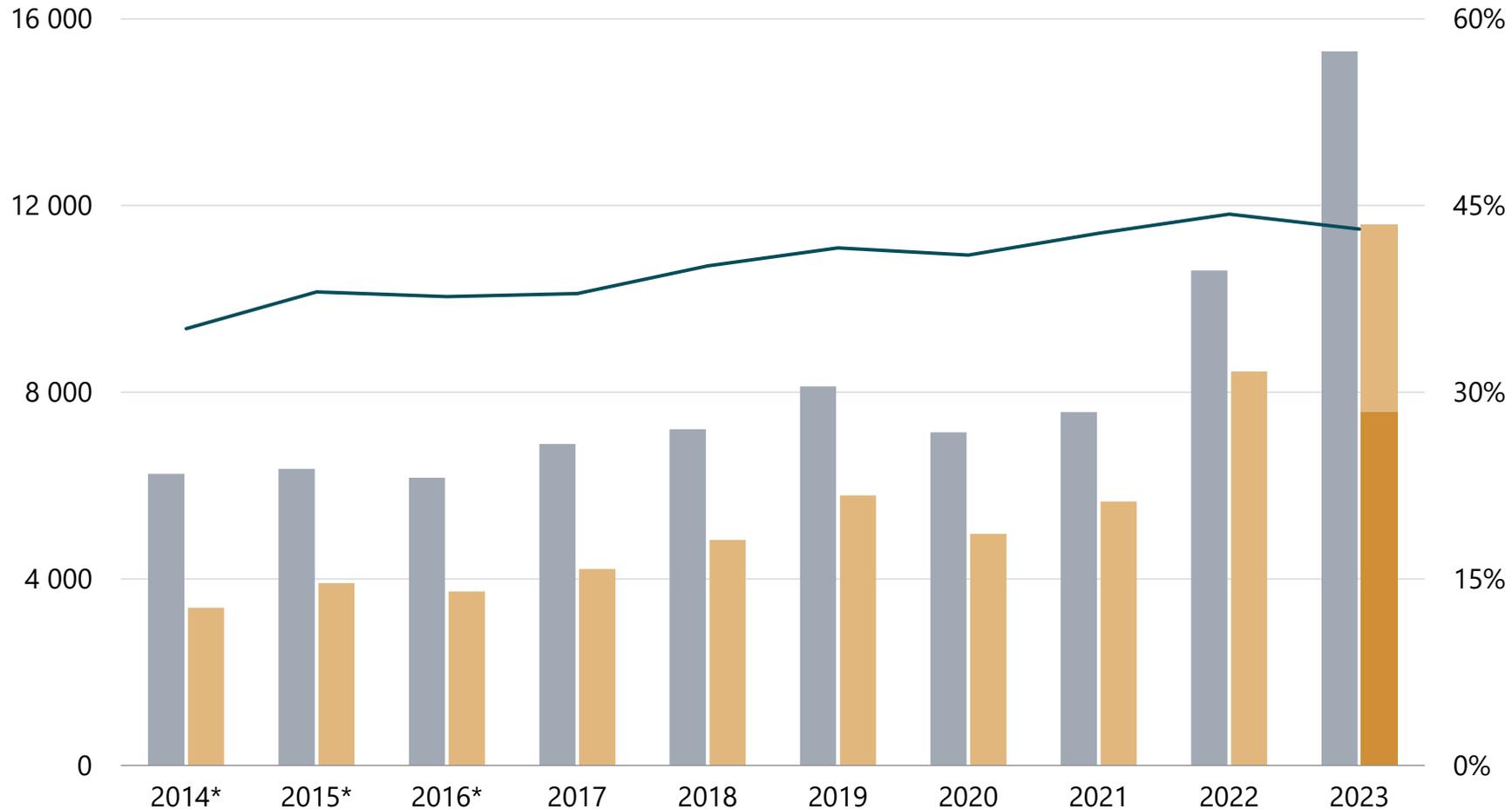
Industrial Flow





Service

Service – Growth and resilience



CAGR
Equipment
9%

CAGR
Service
13%

- Equipment revenues, MSEK
- Service revenues, MSEK
- Specialty Rental, 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



Proactive Install
Base Management



Dedicated
service offer



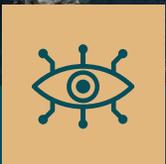
Passionate People
Close by



Reliable Supply
Chain

Care for our Customers and their Business through first class Service

Specialty Rental



Special applications



Dedicated expertise



Specialized fleet



Passionate people

Experts in providing specialized temporary solutions for challenging circumstances

Growth – Specialty Rental



Air



Power

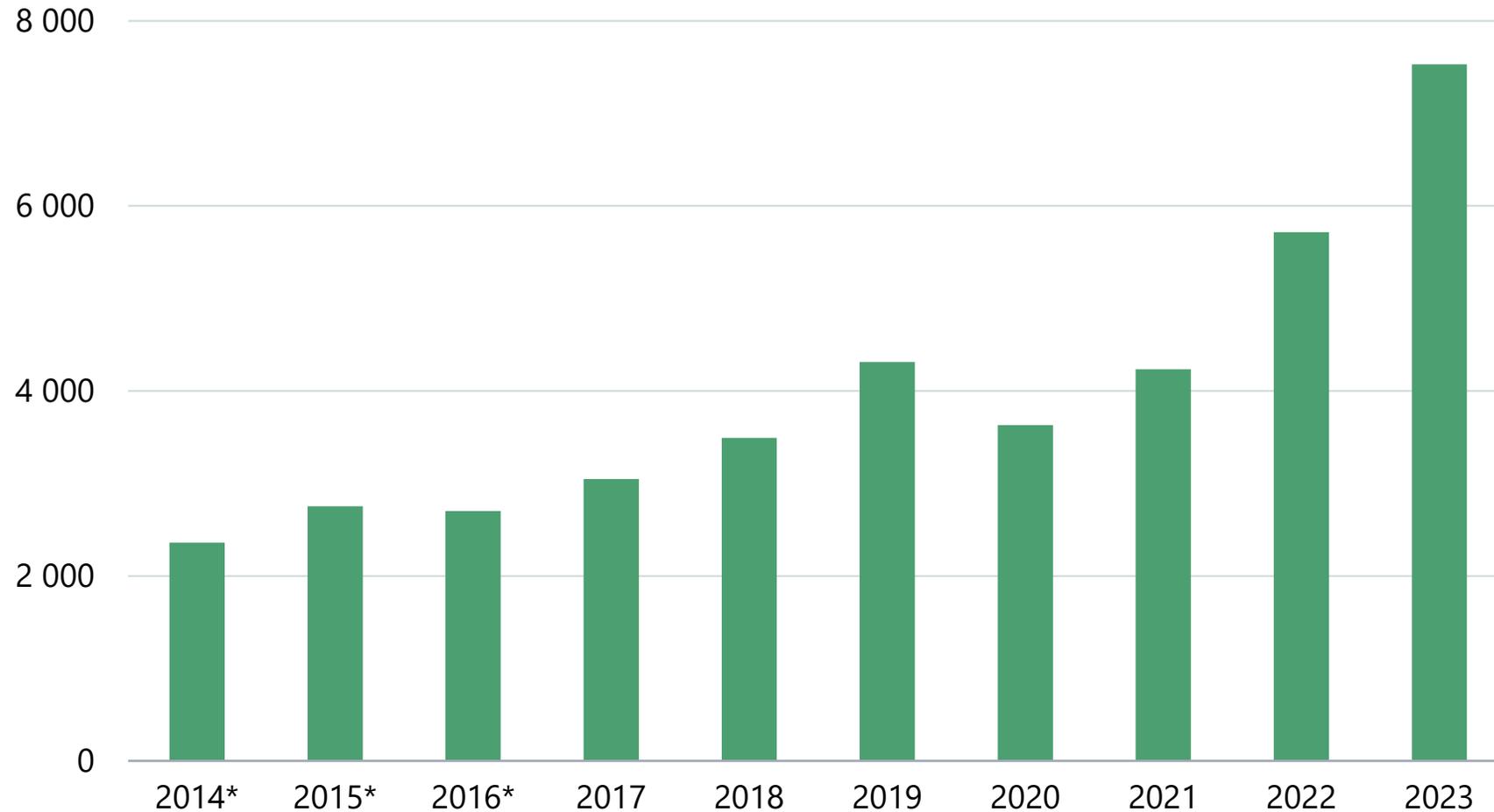


Flow



Temperature

Specialty Rental – Revenue development



CAGR
Service
12%

■ Rental Revenues, MSEK

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Contributing to the transformation into a low-carbon society

Contributing to the transformation into a low-carbon society



Further electrification
of our portfolio



Efficient logistics



Continuous innovation to
increase energy efficiency



Support sustainable applications
& capture business potential



Digitalization &
smart control



Lower energy footprint
of our own operations



Summary

Summary Power Technique

Portable
Air



Portable
Power



Portable
Flow



Industrial
Flow



Continuous development of our **core** business

Innovation to grow and extend the core

Industrial Flow offers new **areas for growth**

Diversification of our business

Increased **service** potential

Megatrends drive business growth and potential

Strategic **acquisitions** to support further growth

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Forward-looking statements

“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.”