

## Compressor Technique



Atlas Copco Capital Markets Day, November 29, 2011  
Stephan Kuhn, Business Area President

*Sustainable Productivity*



## Compressor Technique

➤ **Business overview**

➤ Growth

➤ Efficiency

➤ Customer passion



## Compressed air is used almost everywhere



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## Our business

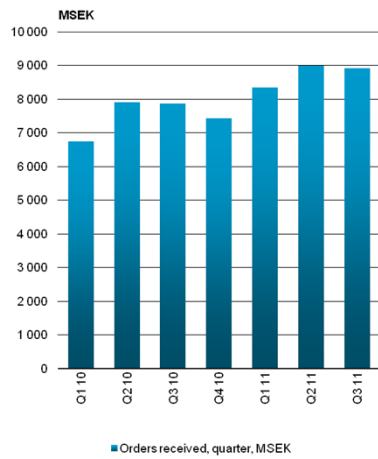
### Revenue diversity



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## Orders, revenues and operating margin



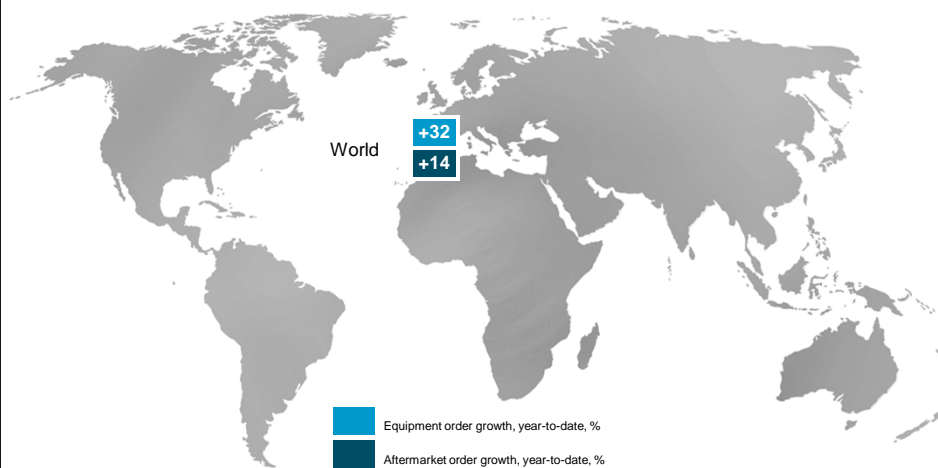
Sep. 2011 = 12 months figures

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## Order development – equipment vs. aftermarket

Local currency



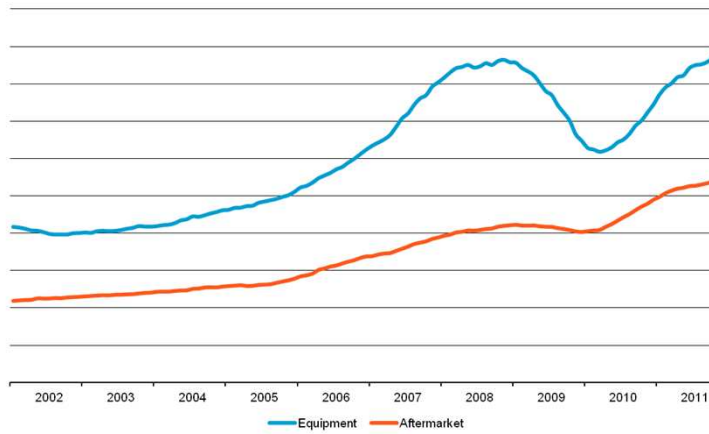
September 2011

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## Equipment vs. aftermarket

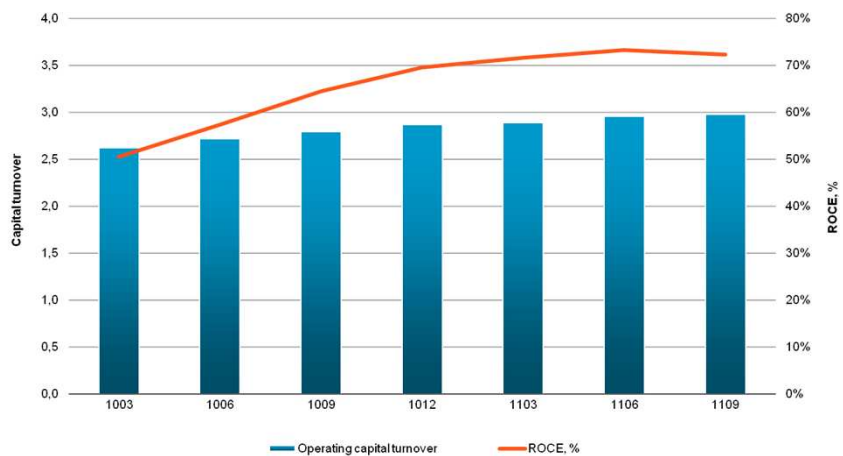
### Industrial compressors



Revenues, 12 months figures

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## ROCE and operating capital turnover



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## Compressor Technique

Business overview

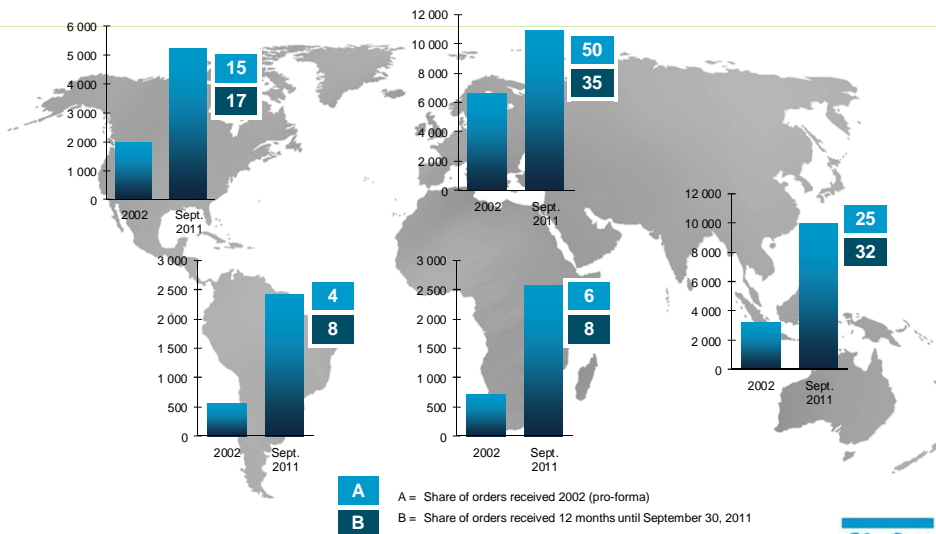
**Growth**

Efficiency

Customer passion



## Market presence – the shift



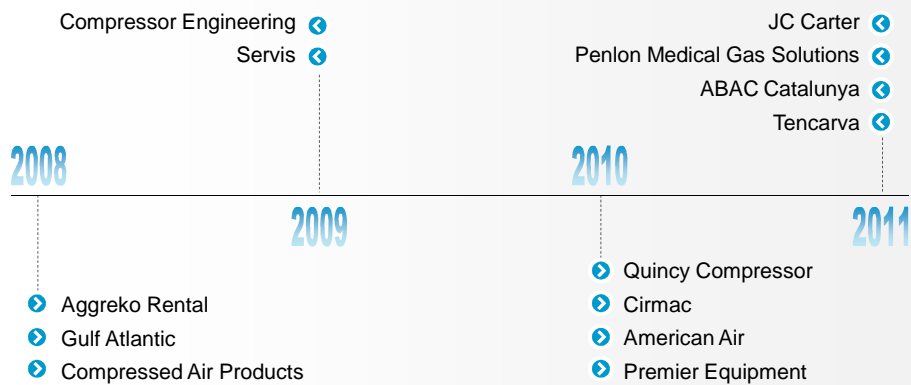


## Low pressure kicks off

### Yeast fermentation project



## Recent acquisitions







## Compressor Technique

➤ Business overview

➤ Growth

➤ **Efficiency**

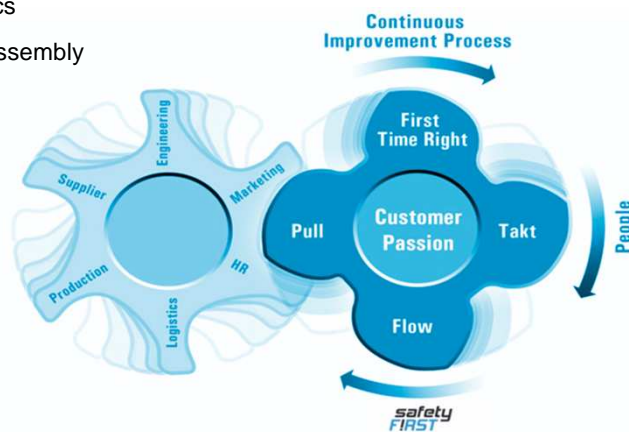
➤ Customer passion

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## Operational efficiency

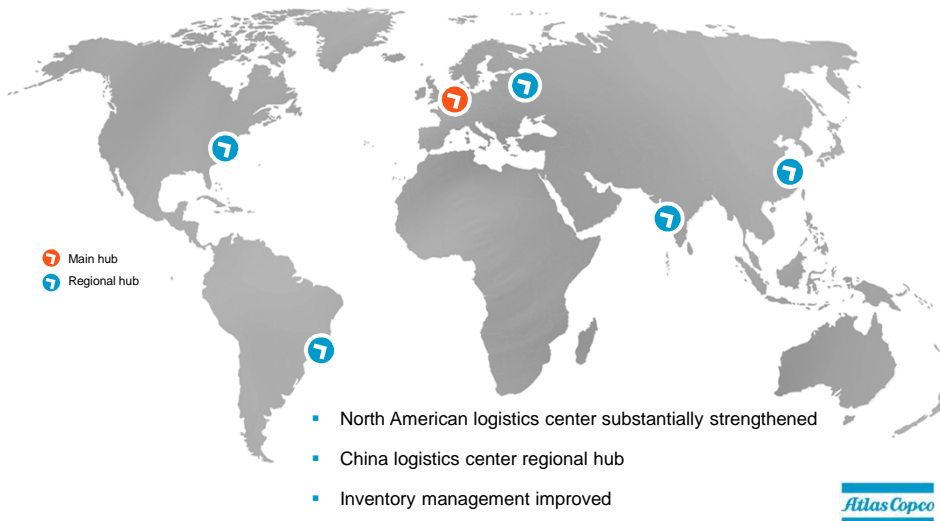
- Logistics
- Lean assembly



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## Operational efficiency – logistics



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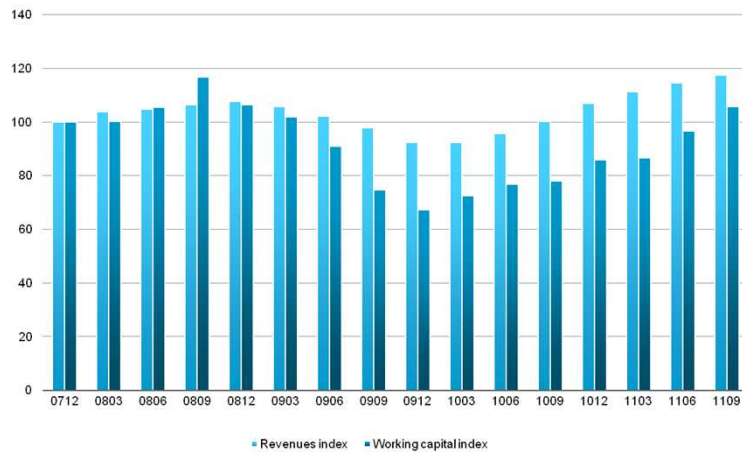
## Achievements example – Sequencing

- Line stations reduced from 12 to 8 (-33%)
- Work in progress reduced from 16 to 10 units (-38%)
- Throughput time reduced with 38%
- Reduction of operators from 12 to 10 (-17%)

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## Working capital efficiency



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## Compressor Technique

- Business overview
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## Customer loyalty

Net Promoter Score

- 63 operating units
- 48 countries
- 45 languages
- 1 500 responses per month



## Compressor Technique



**Committed to  
sustainable productivity.**



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A large version of the Atlas Copco logo, featuring the company name in a blue serif font, centered between two thick blue horizontal bars.

## 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.”

