## **Agile and resilient**



Atlas Copco Capital Markets Day, November 15, 2012 Hans Ola Meyer, CFO

Sustainable Productivity

Atlas Copco

## **Value creation in Atlas Copco**

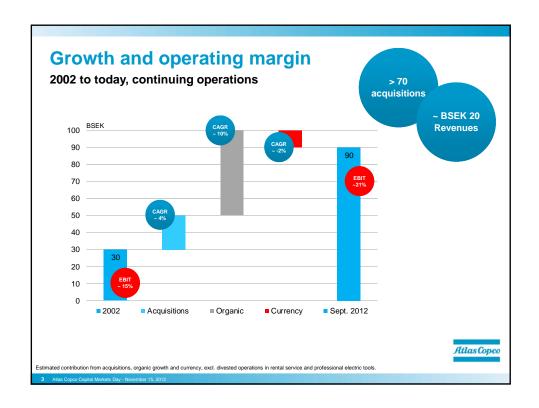
- Industry-to-industry
- Geographically spread customer base
- Leader in our niche markets
- Differentiated core technology
- Strong base of business partners
- Healthy aftermarket potential

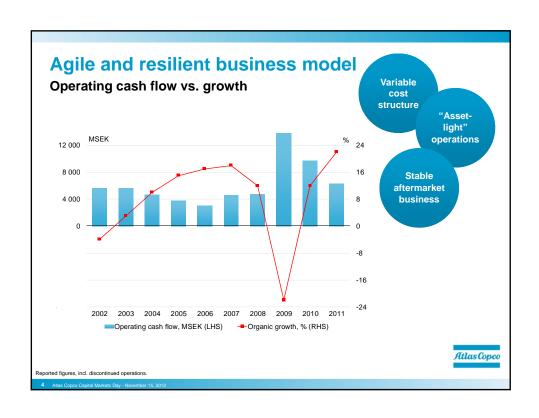
## Leveraging...

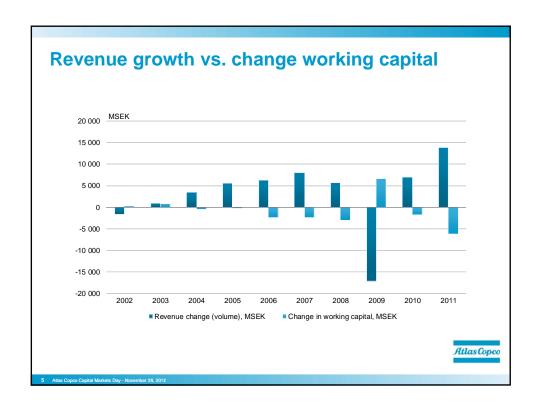
- Application knowledge
- Efficient manufacturing and product development processes
- Capacity to swiftly market products and services globally

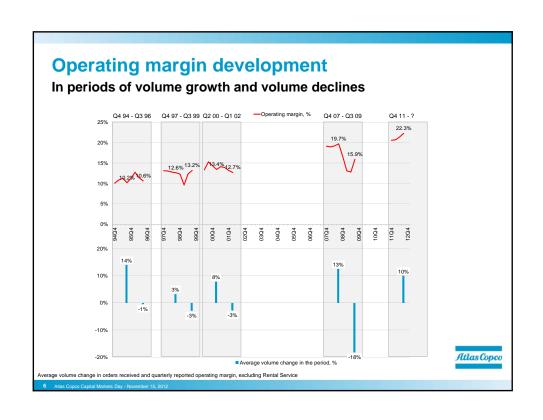
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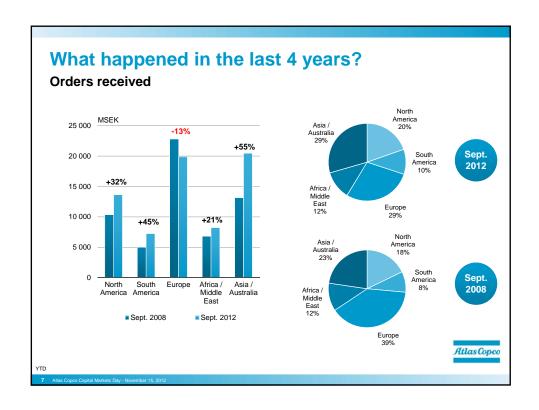
Atlas Copco Capital Markets Day - November 15, 20

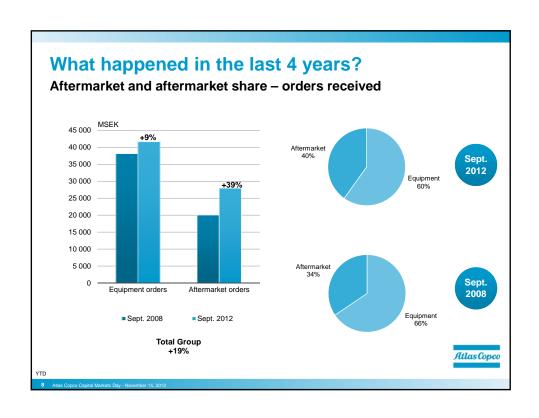


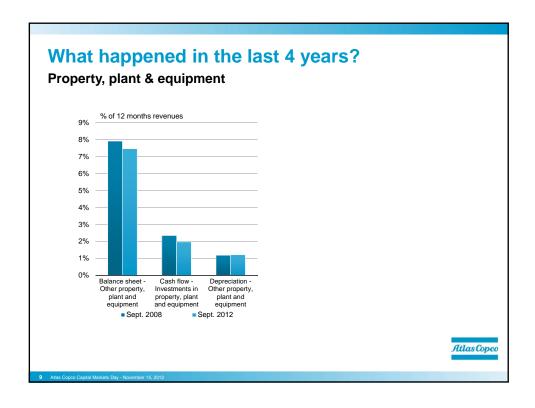






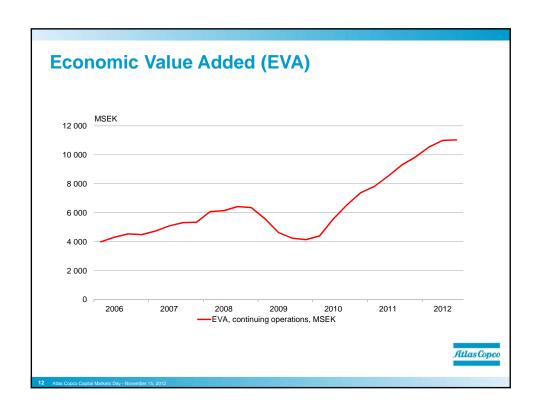






MSEK	Sept. 30, 2012	% of	Sept. 30, 2008	% of
		evenues		Revenues
Intangible assets	15 718	17%	12 177	17%
Rental equipment	1 900	2%	1 992	3%
Other property, plant and equipment		7%	5 698	8%
Other non-current assets	3 738	4%	4 797	7%
Inventories	18 642	21%	16 371	23%
Receivables	21 551	24%	19 770	27%
Current financial assets	1 395	2%	1 531	2%
Cash and cash equivalents	8 772	10%	3 403	5%
Assets classified as held for sale	1	0%	39	0%
TOTAL ASSETS	78 440	87%	65 778	91%
Total equity	31 386		18 759	
Interest-bearing liabilities	22 522		27 694	
Non-interest-bearing liabilities	24 532		19 325	
TOTAL EQUITY AND LIABILITIES	78 440		65 778	
Revenues, 12 months	90 075		71 995	
Average capital employed	52 874		41 229	
ROCE, %	36.7		32.1	





## **Committed to sustainable productivity.**

Atlas Copco

