

ATLAS COPCO INDUSTRIAL TECHNIQUE

Capital Markets Day
November 17, 2015

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AGENDA

1. Facts in Brief
2. Trends
3. Acquisitions
4. Business Concepts
 - Automotive
 - Aerospace
 - Energy
 - Service
5. Summary



INDUSTRIAL TECHNIQUE

Automotive



Offroad



Shipyards / Offshore



Metal fabrication



Vehicle maintenance



Aerospace



Electronics



Energy / Oil & gas



White goods



INDUSTRIAL TECHNIQUE

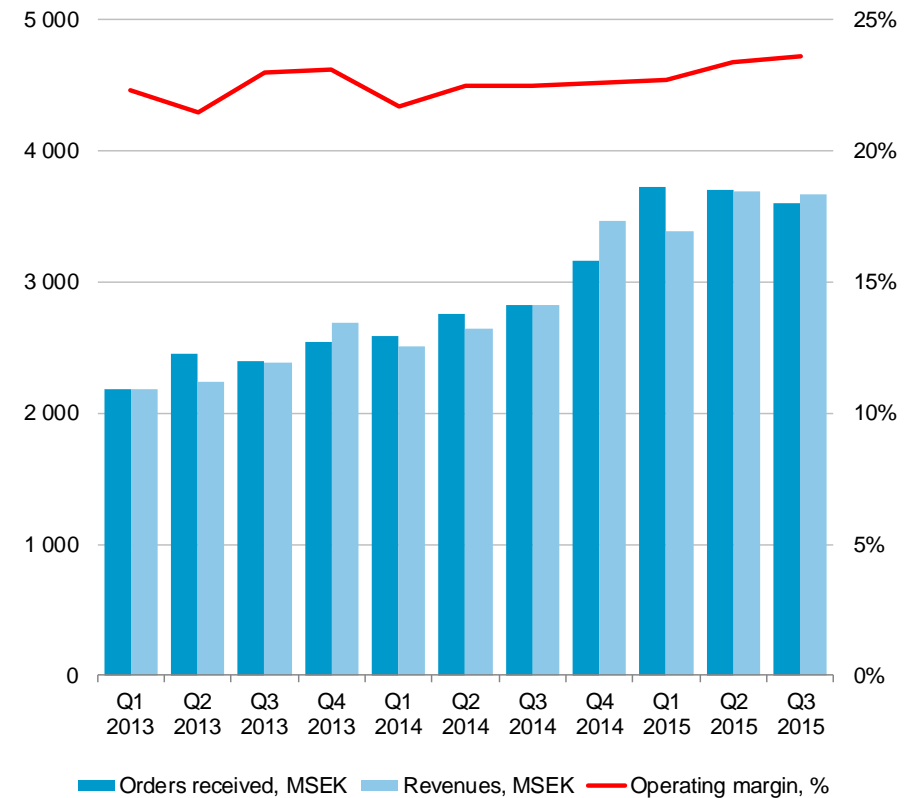
In Brief

- Focus on further developing the offer within assembly technologies
- Innovation is key
- Extend the service offer

Q3 2015

- Increased order intake
- Growth in service
- Record operating profit
 - Operating margin at 23.6% (22.5)

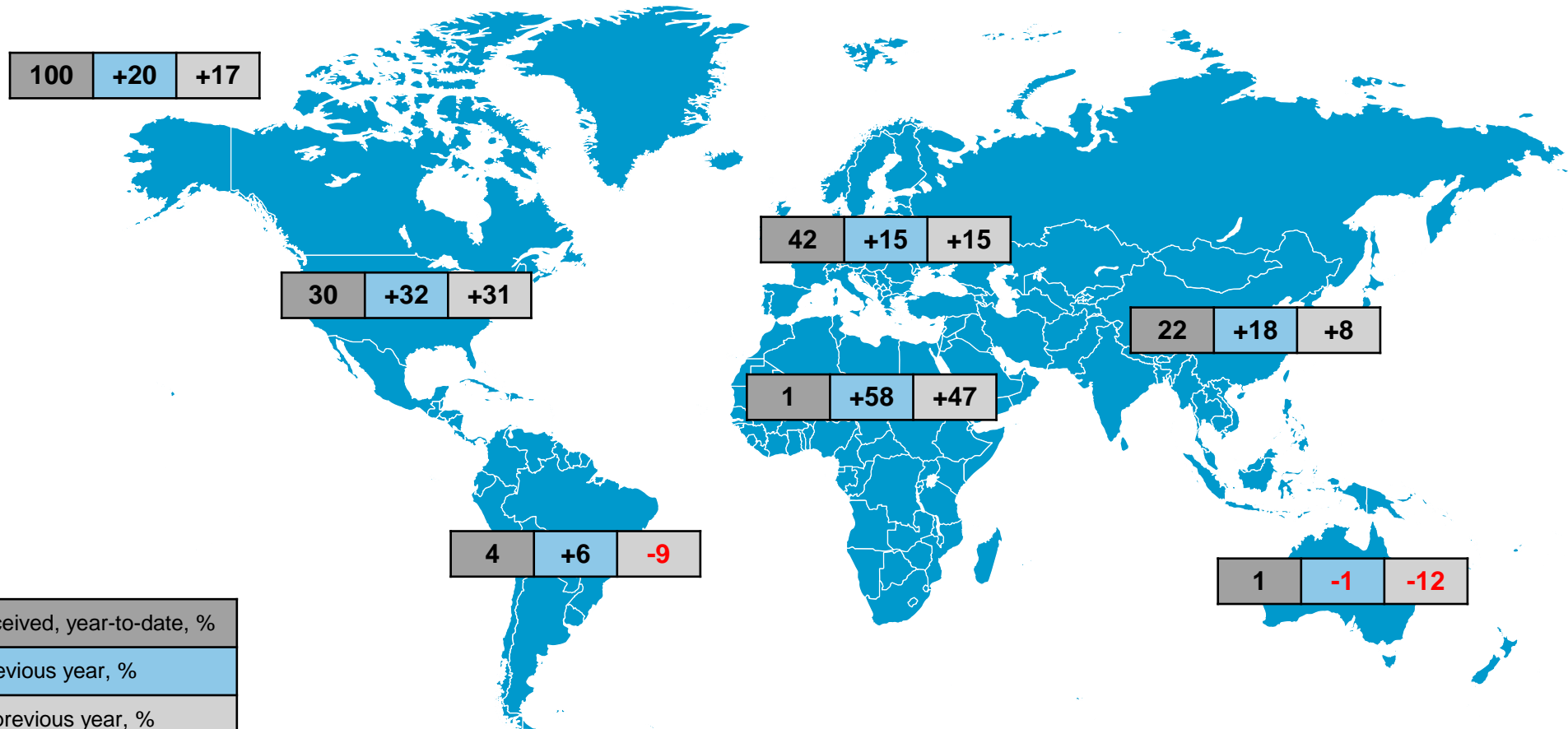
Orders, revenues and operating margin



ROCE
31%

ORDERS RECEIVED – LOCAL CURRENCY

Industrial Technique



September 2015

A	Share of orders received, year-to-date, %
B	Year-to-date vs. previous year, %
C	Last 3 months vs. previous year, %

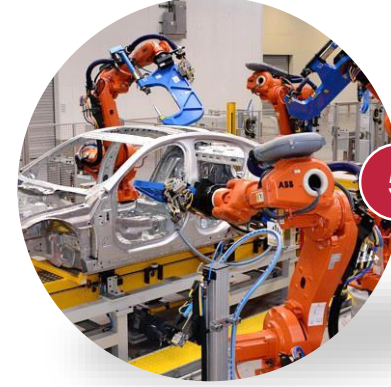
TRENDS



- 1 Environmental Regulations
- 2 Flexible and Agile Production



- 3 Quality Assurance
- 4 Ergonomics



- 5 Automation



- 6 BRIC Middle Class Growth
- 7 Emerging Markets



- 8 Data Driven Service

ACQUISITIONS

SCA

2011



Adhesive systems and
metering technology



2011



Drilling equipment

SYNATEC

2013



Hardware and software
solutions for quality assurance

SALTUS

2013



Mechanical, mechatronic and
electronic torque wrenches



2013



Hydraulic torque wrenches
and pumps

Tentec

2013



High torque bolting solutions



2014



Self-pierce riveting

TITAN

2014



Hydraulic torque wrenches
and pumps



2015



Process control solutions

BUSINESS CONCEPTS



AUTOMOTIVE

Business Concepts

Simultaneous
Engineering



Body
in white



Final
assembly



Quality
assurance



Error
proofing



Service



AEROSPACE

Business Concepts

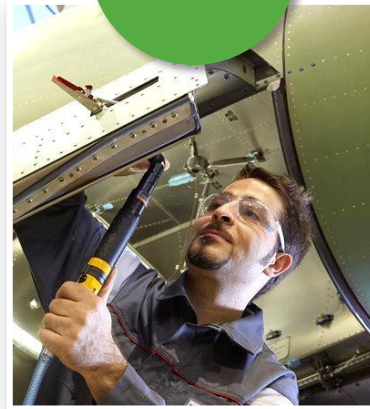
Advanced
drilling
units



Handheld
drills



Assembly
tools



Quality
assurance



Service



ENERGY

Business Concepts



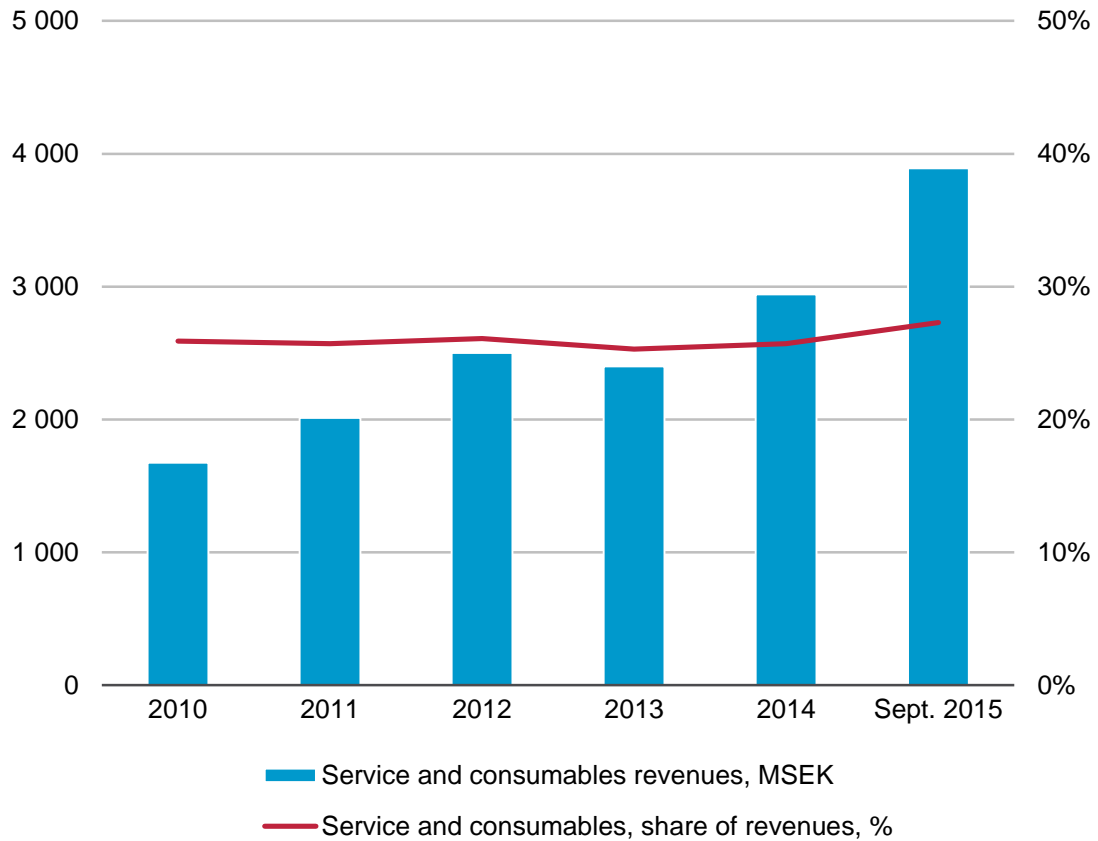
SERVICE

Business Concepts

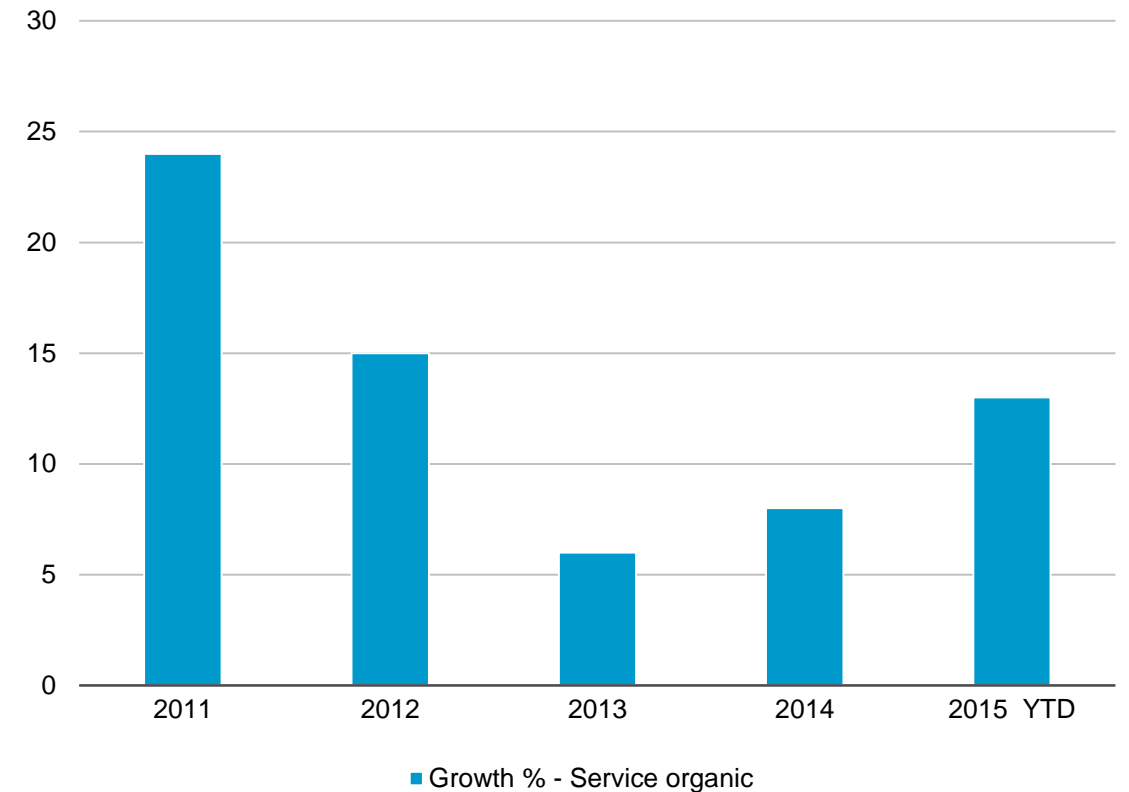


INDUSTRIAL TECHNIQUE – SERVICE

Revenues from service, parts and consumables



Organic growth



SUMMARY

Industrial Technique

- Focus on further developing the offer within assembly technologies
- Innovation is key
- Extend the service offer



AFTERNOON DEMO TOUR

Assembly



PRESENTER: Karl Brodin

Electronics



PRESENTER: Leandro Spinardi

Energy



PRESENTER: Niels van Well

Adhesive Solutions



PRESENTER: Cornelius Aichele

Self-Pierce Riveting



PRESENTERS: Paul Briskham,
Anthony Salisbury

Service



PRESENTERS: Ida Rehn,
Steven Meazey

***COMMITTED TO
SUSTAINABLE PRODUCTIVITY.***



Atlas Copco

