



Atlas Copco

Atlas Copco
Capital Markets Day 2021



Compressor Technique

Capital Markets Day 2021

Vagner Rego, Business Area President

Agenda

1 Facts in brief

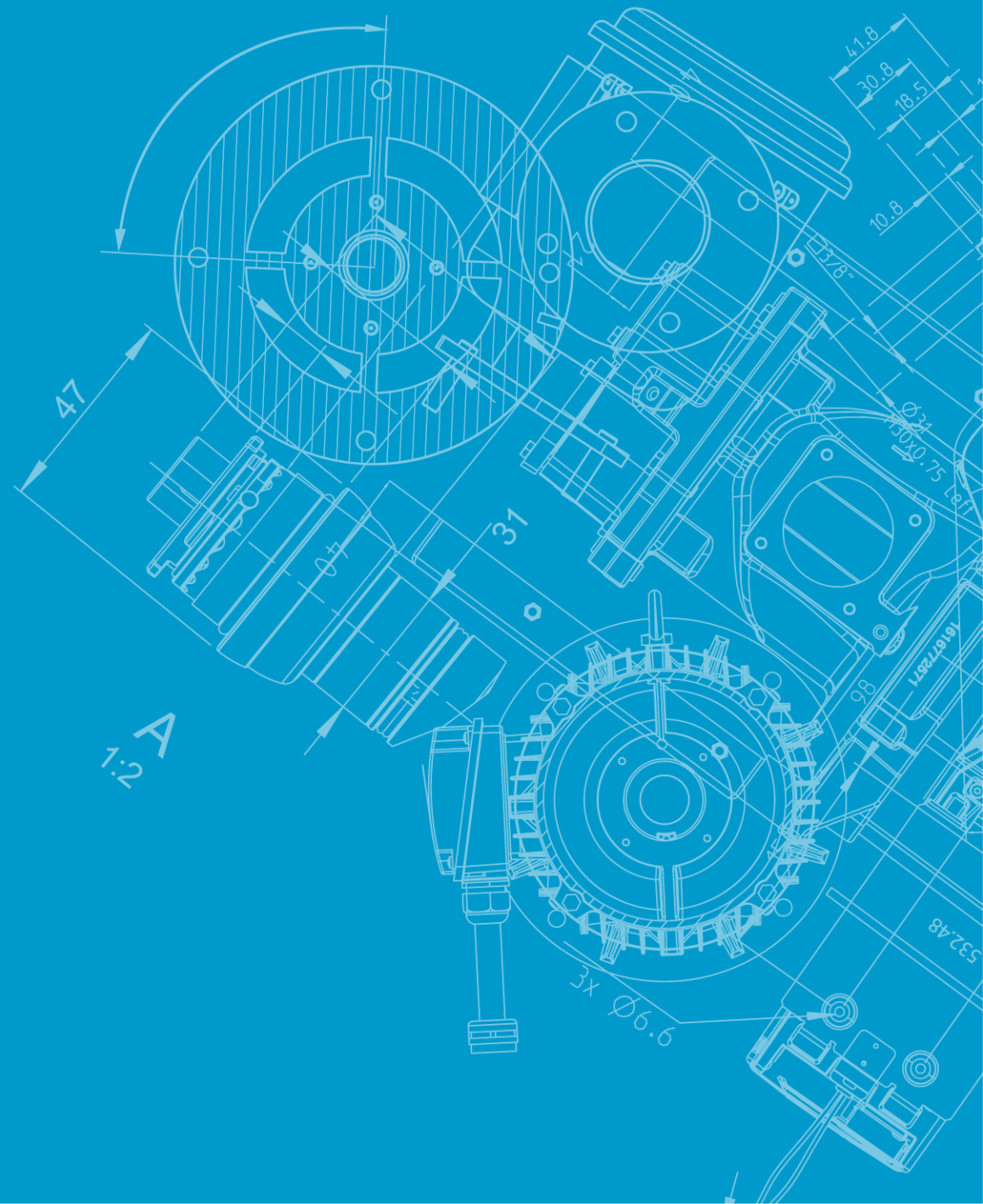
2 The market and business fundamentals

3 Strategy for growth

4 Summary



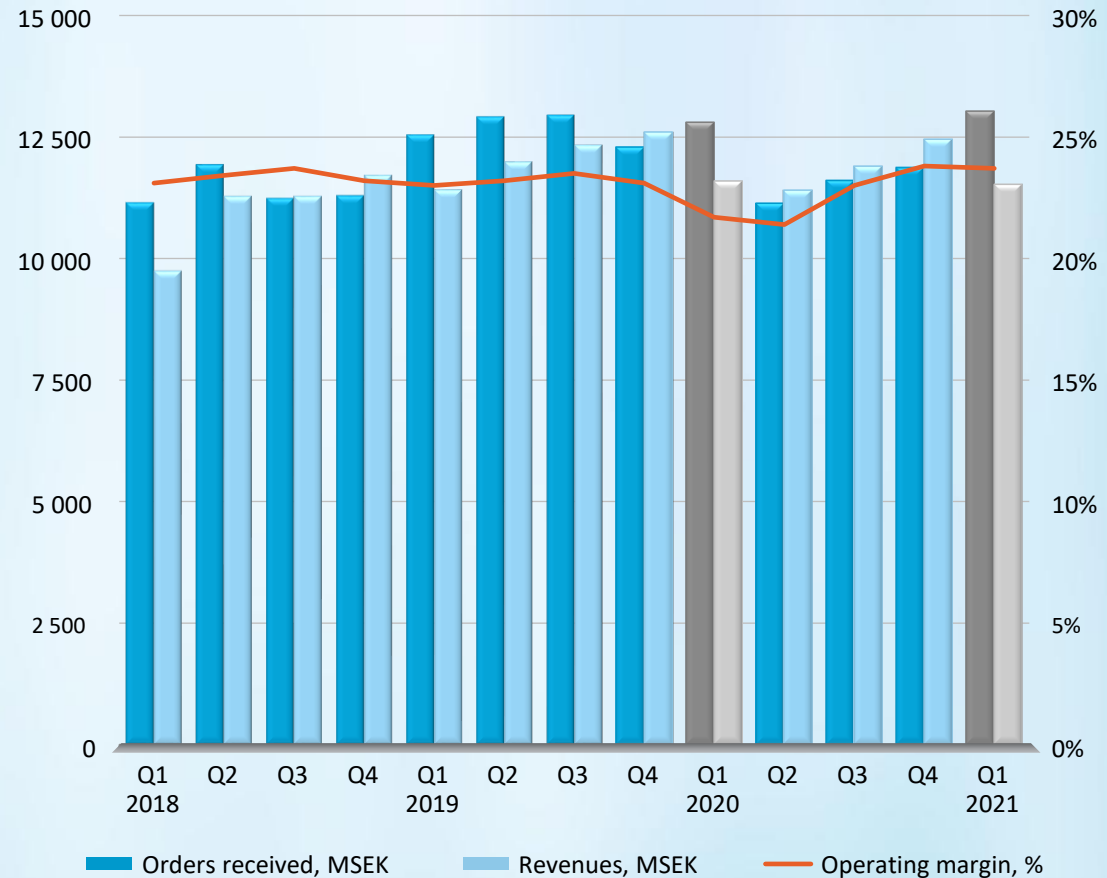
Facts in brief



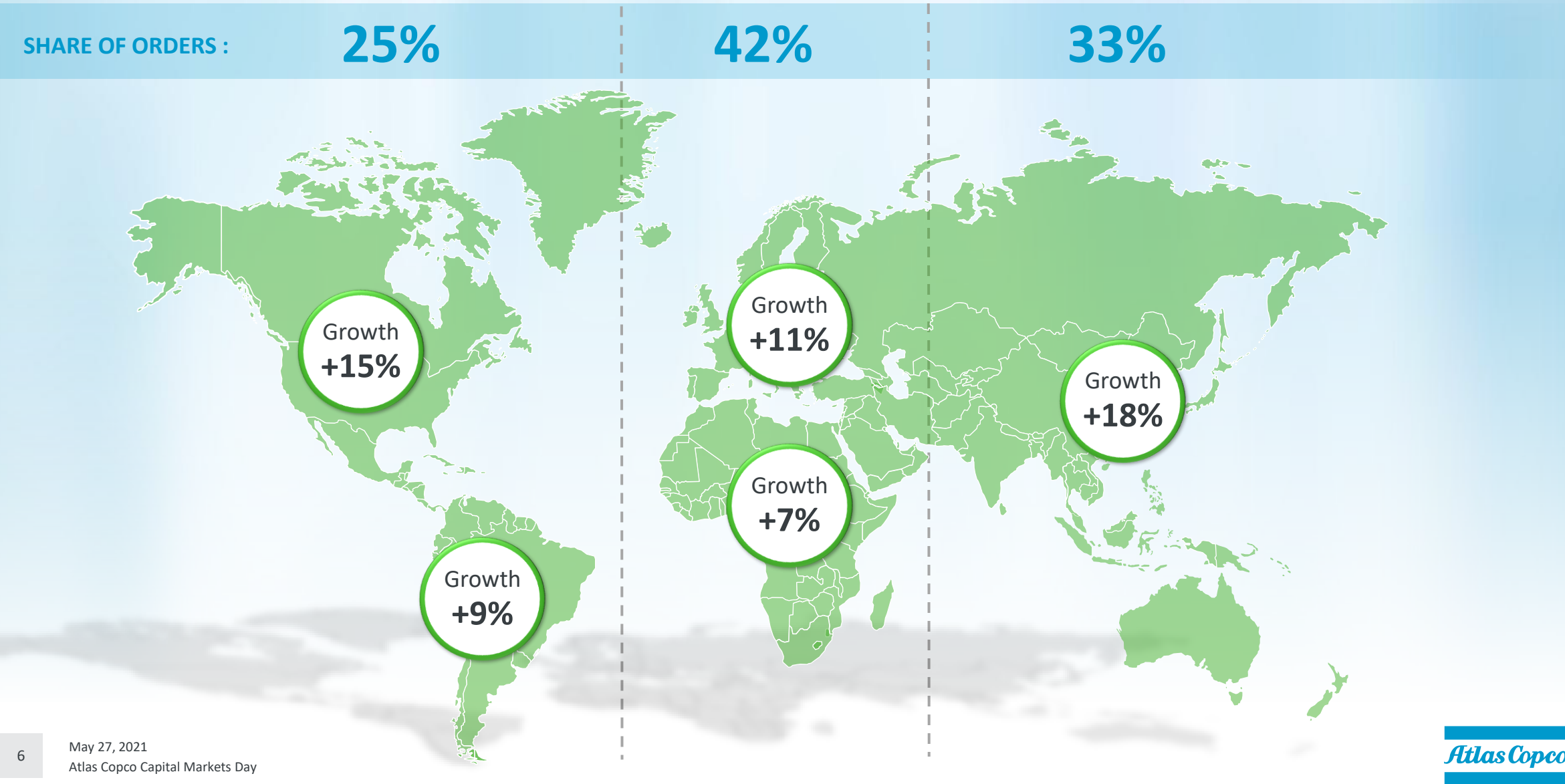
Compressor Technique

Market trends

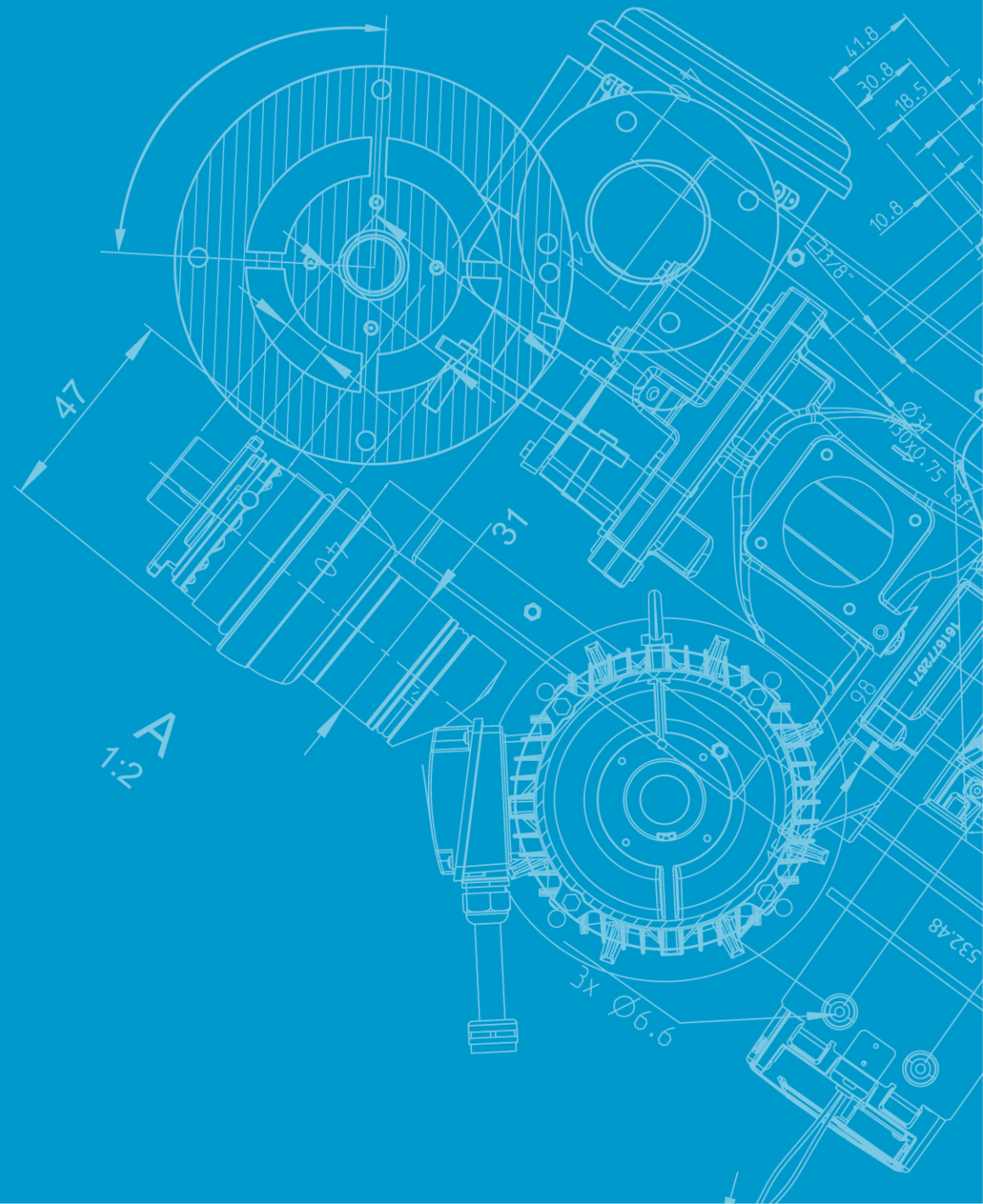
- Continued focus on energy efficiency
- CO₂ emission reduction and energy recovery
- Total solution and total life-cycle cost
- Digitalization and automation
- New applications for compressed air



Orders received – local currency Q1 2021

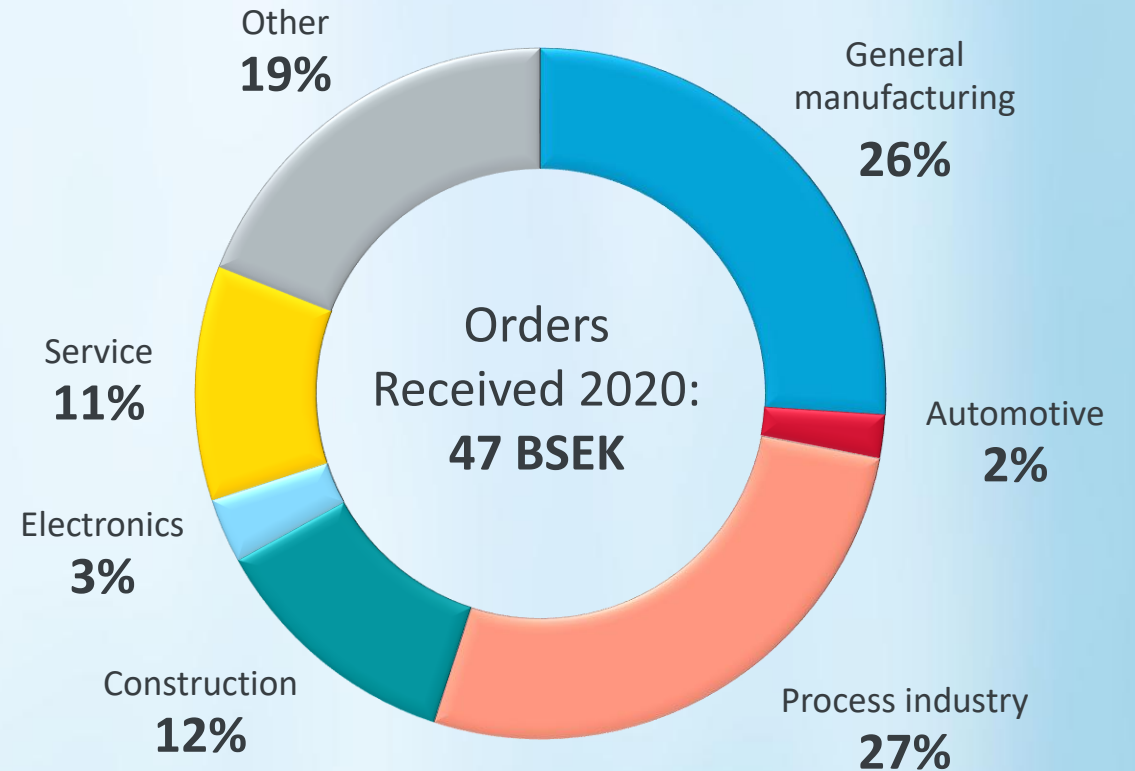


The market and business fundamentals



The market we operate in

- Compressed air is often referred to as the 4th utility
 - We serve all industry segments
- Largest technology range
 - Application driven solutions
 - Small to big industries
- Providing Total Solutions
 - Quality air treatment
 - Industrial Gasses
- Strong service organization
 - Global market coverage





Traditional Industries

Continued investments in traditional industries:

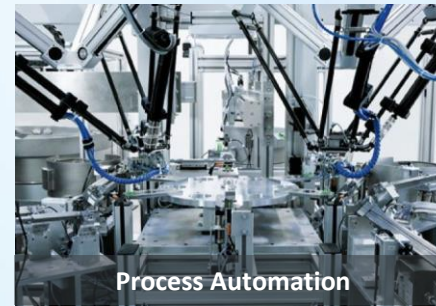
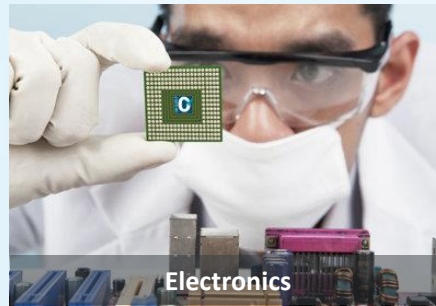
- ➔ GDP/Capita Growth
- ➔ Energy & CO₂ reduction



...
many more

New Technology Industries

- Automatization & Industry 4.0 brings lots of opportunities for pneumatic controls and compressed air
- Use of Industrial Gasses



...
many more



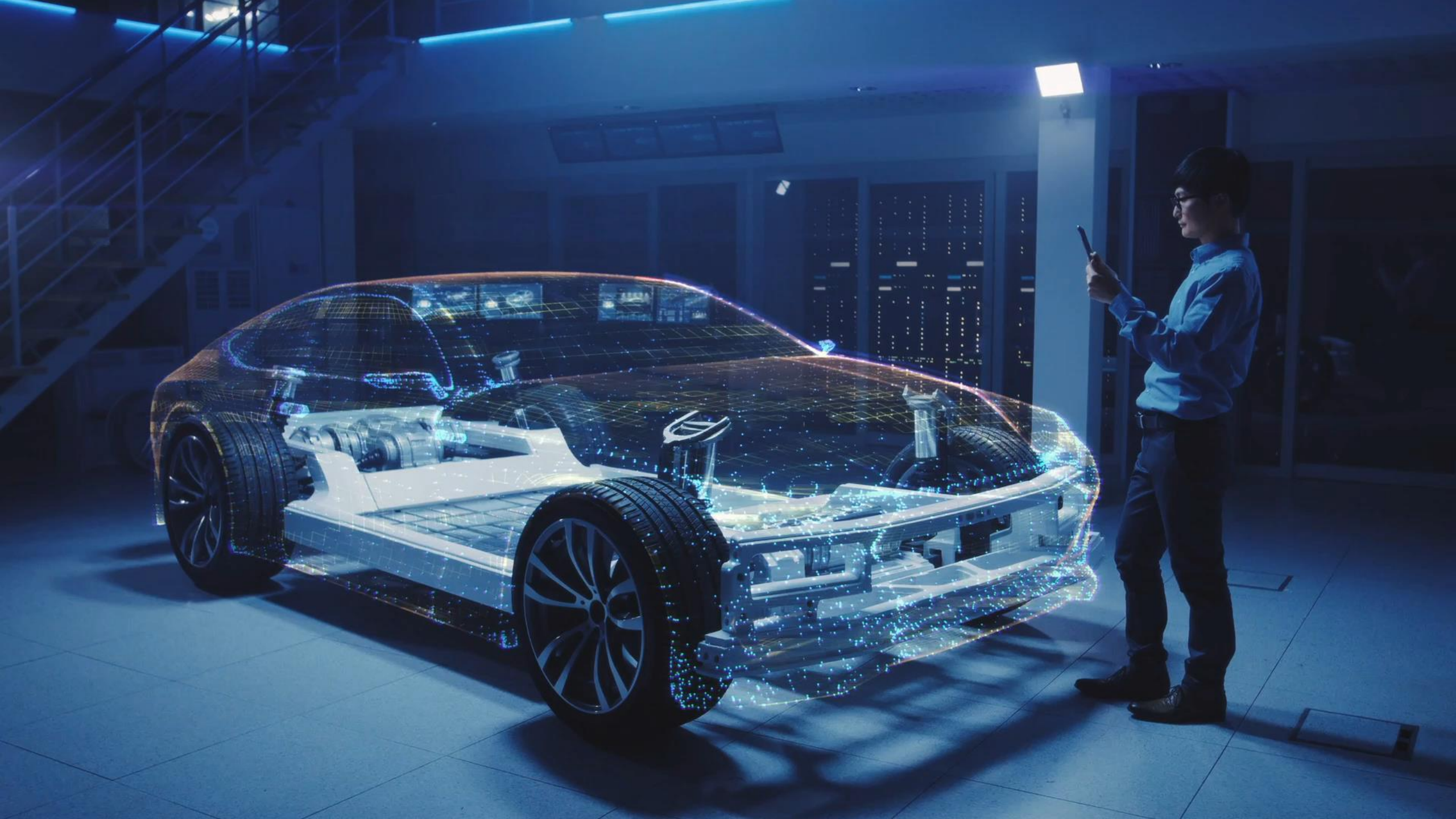
Example: Automotive Industry

Shift to electric driven cars

- Increased demand for battery cell production in the coming years
- Huge investments in new factories to produce electric cars

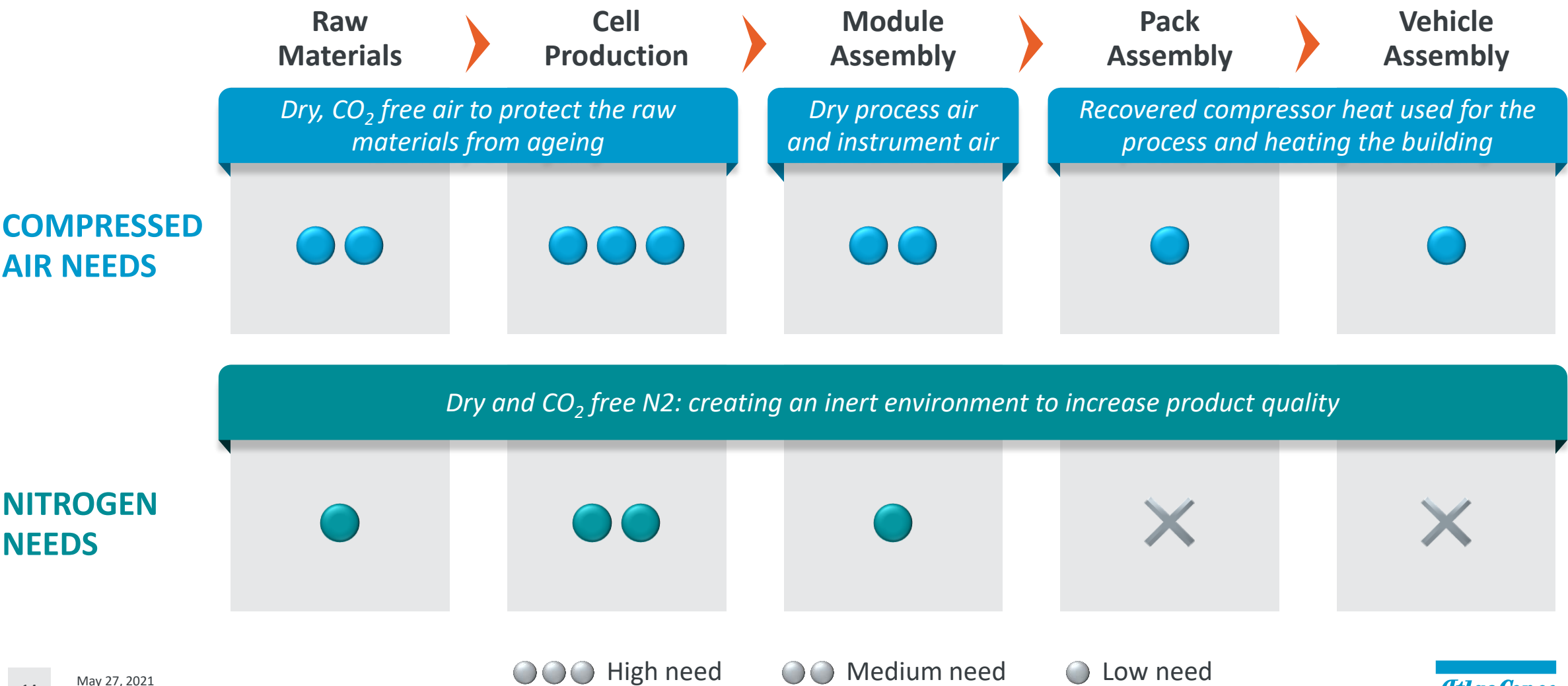


Compressed air and industrial gasses are needed in every part of the process

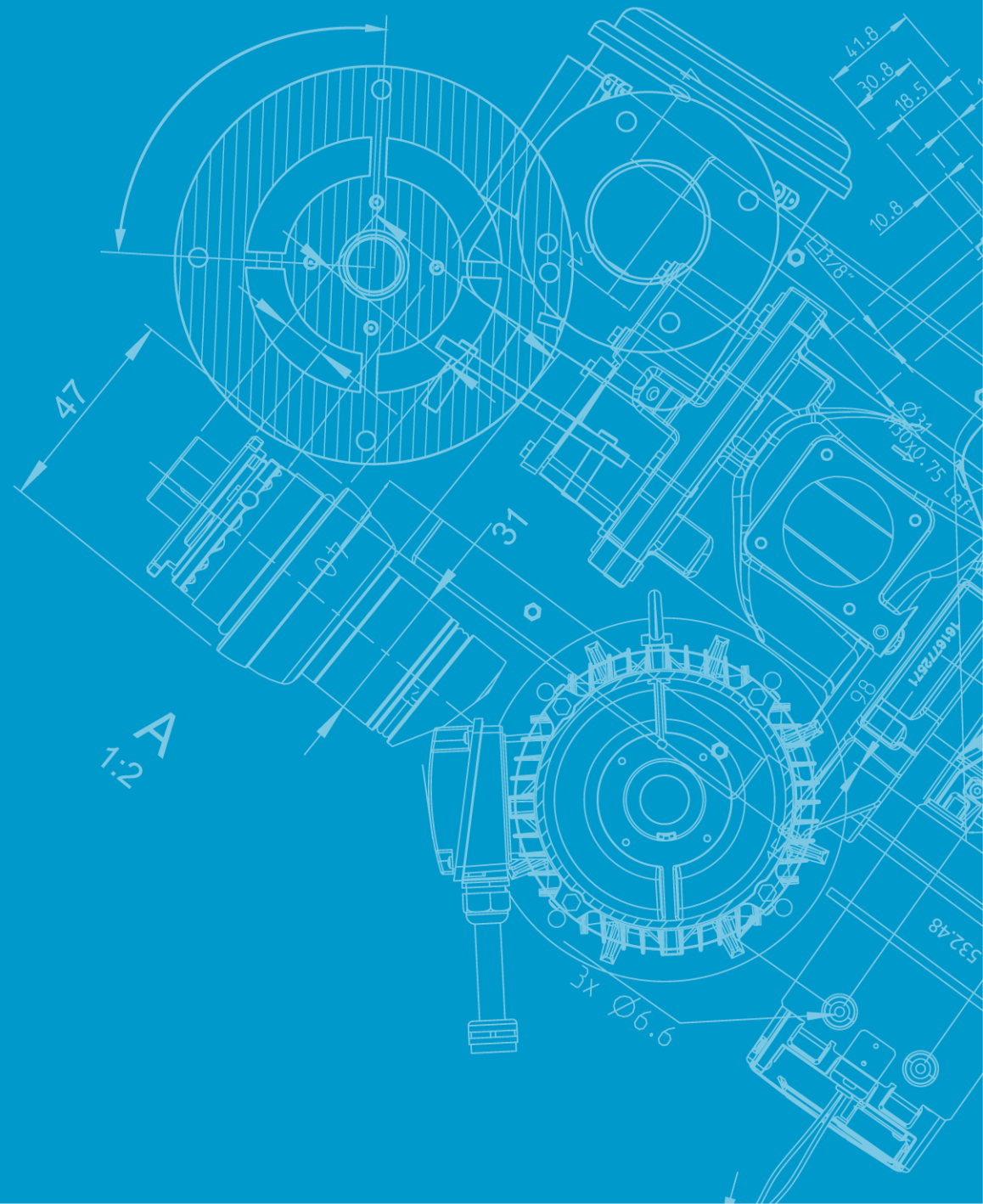


Example: Automotive Industry

Electrical vehicle battery production process



Strategy for growth





















Strategy for profitable growth



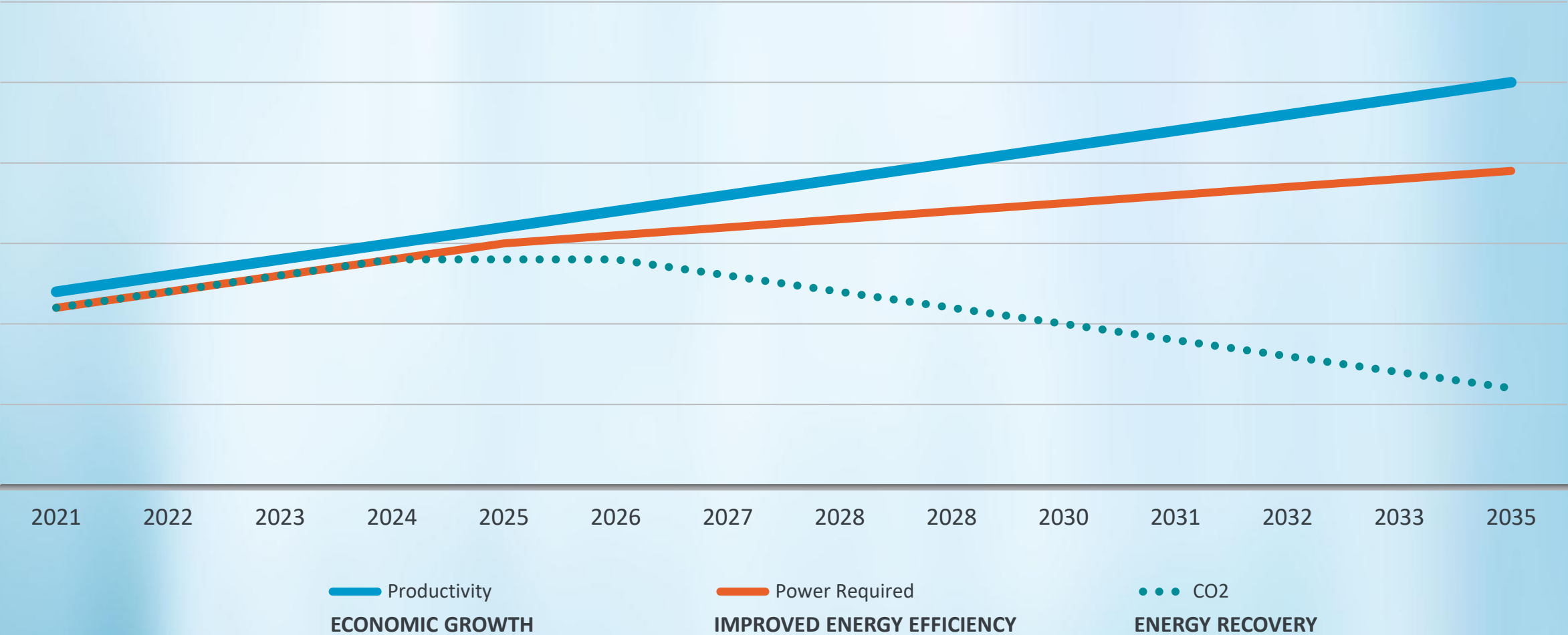
Our Product Offering

ATLAS COPCO COMPRESSOR TECHNOLOGY

TECHNOLOGIES		PRESSURE	AIR QUALITY	MONITORING & CONTROL	SERVICE
 Screw	OIL LUBRICATED	 0.1 bar 400 bar LARGEST PRESSURE RANGE	 Dryers	 Central control	 Global presence
 Piston			 Filters		
 Scroll	100% OIL FREE	POWER  1 kW 20 MW LARGEST POWER RANGE	 Condensate treatment	 Energy recovery	World class logistics
 Centrifugal			 Ancillaries		
 Lobe			N Nitrogen	 Connectivity	Certified technicians
 Tooth	INDUSTRIAL COOLING	TEMPERATURE -20°C  +40°C	O Oxygen	 Industry 4.0 integration	Service plans Diagnostic services
			THERMAL MGMT Water Oil Air		



Compressed air carbon emissions





Hydrogen

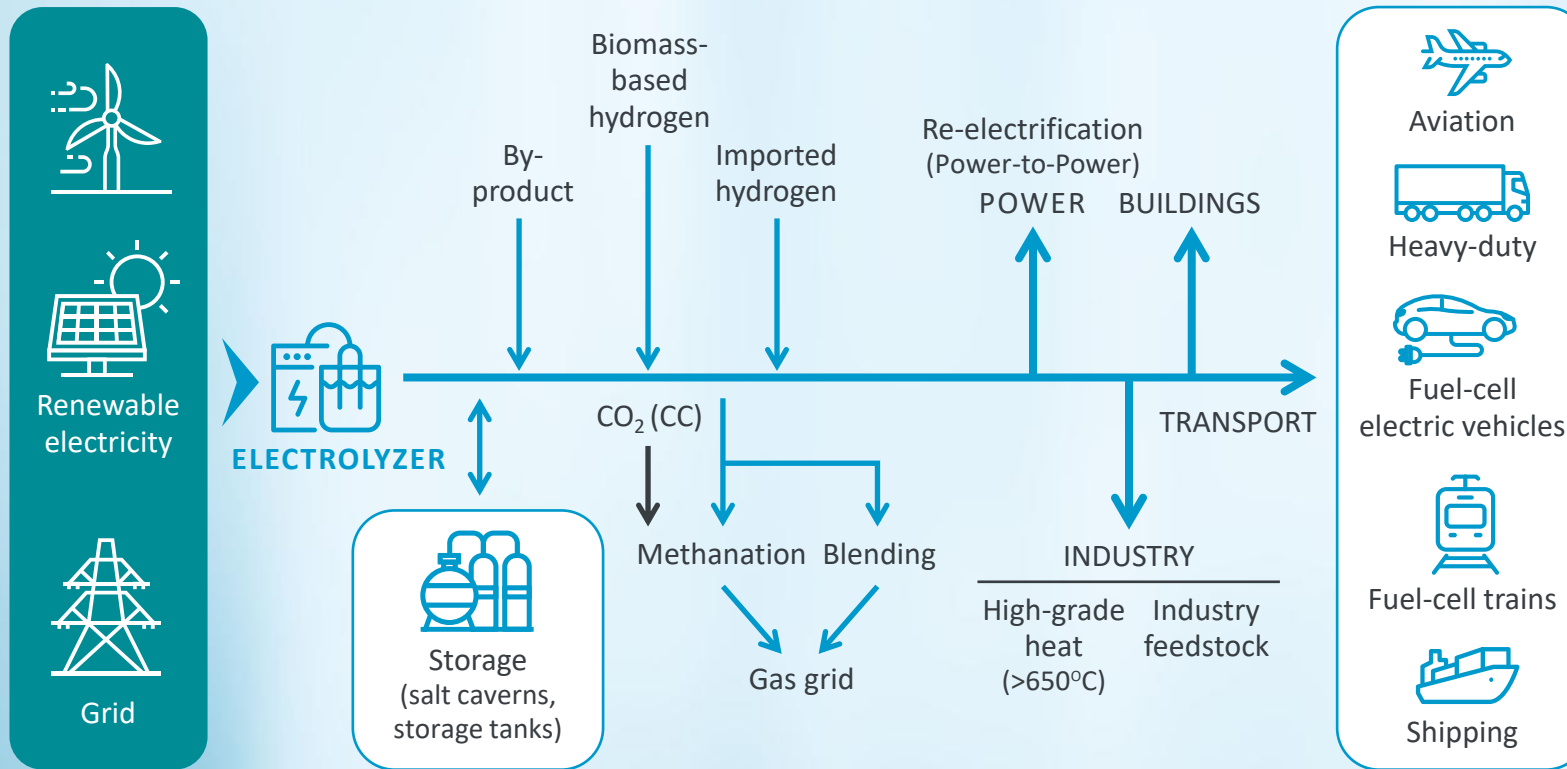
A huge potential for a
decarbonized economy



Hydrogen

A sustainable energy shift

ELECTRICITY



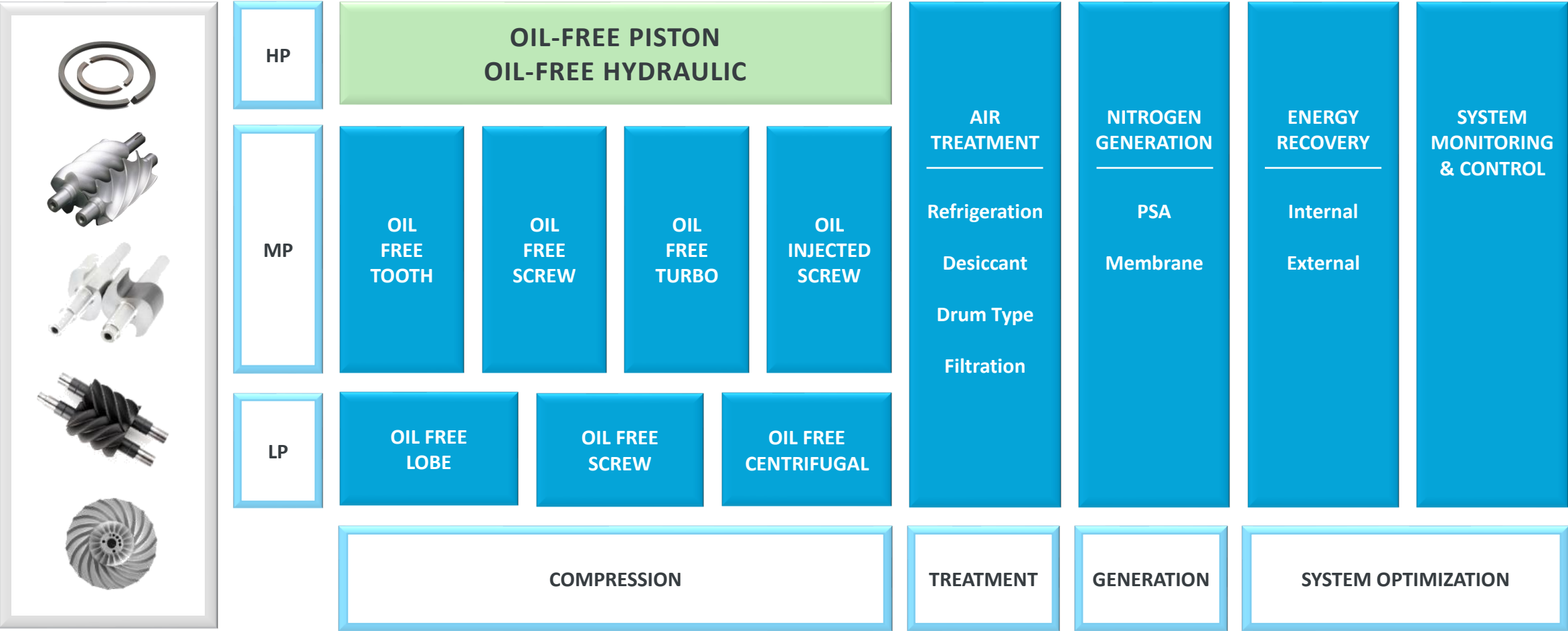
Initiatives to decarbonize the energy sector to meet net carbon zero emissions target by 2050

Hydrogen fuel technology offers a role in global decarbonation

Projected an interesting compressor market for mobility + heat & power applications

Hydrogen Portfolio in Atlas Copco

Atlas Copco Core Technologies



Low Pressure

Lobe



2018



ZL 1-2

2019



ZL 3-4

2020

2021



ZL new

Screw



ZE 6 VSD

ZS 4 VSD

ZS 4 VSD+ ZS 5 VSD

Centrifugal



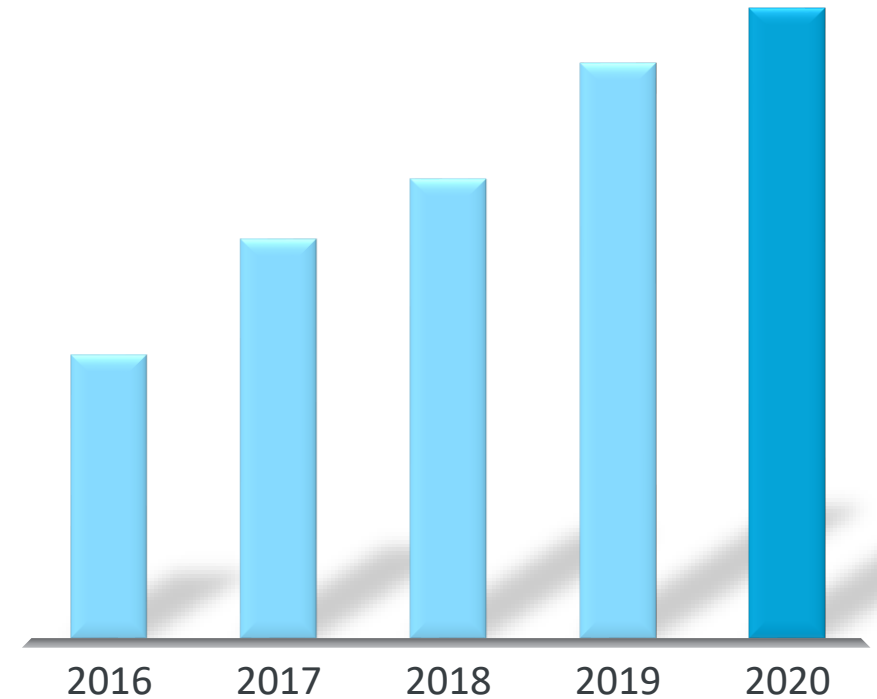
ZB 5-6 VSD+

ZHL 7

ZM 4-6

ZHL 8

Revenue Development



Industrial Cooling

Temp
ABOVE
ambient

Cooler



60-900 kW

Temp
BELOW
ambient

Chiller



5 kW



1250 kW

Watercooling

*Product range of chillers and coolers with optional adiabatic pre-cooling and freecooling.
Optimized performance and energy savings for industrial process cooling.*

Airchiller



10-200 kW

Temp control unit



5-150 kW

Thermal Management

*Precise temperature control of water, air and oil.
Increased customer productivity and production quality*

Innovation

New products

2020

>55

2019

>40

2018

>35

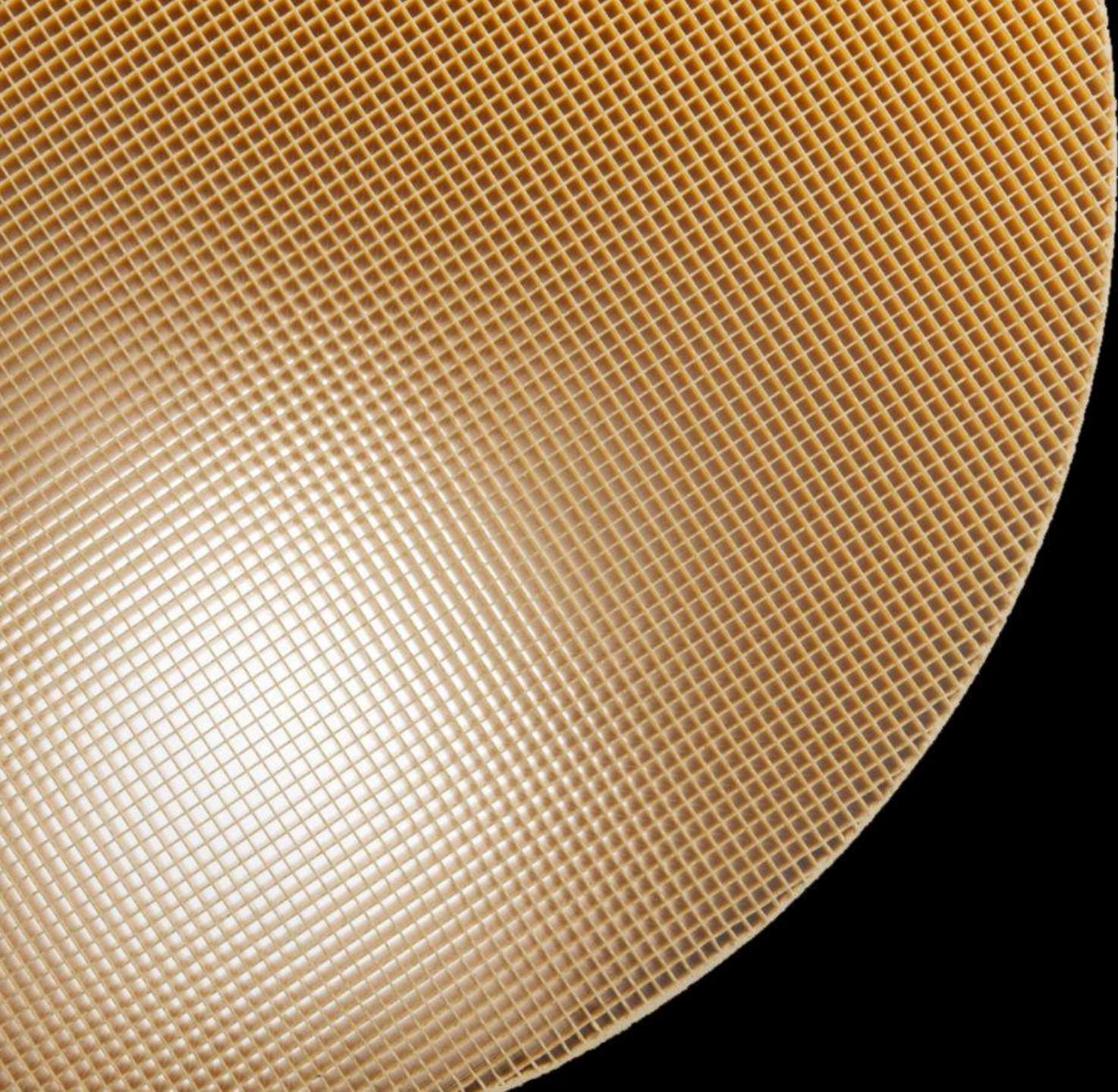
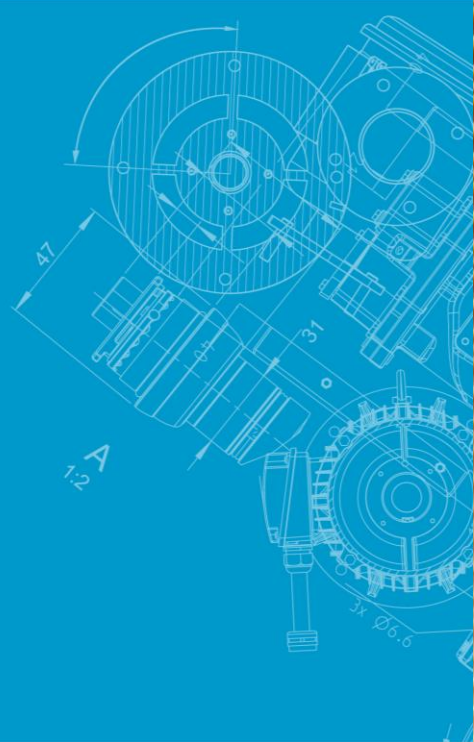
2017

>30

2016

>25





Cerades™

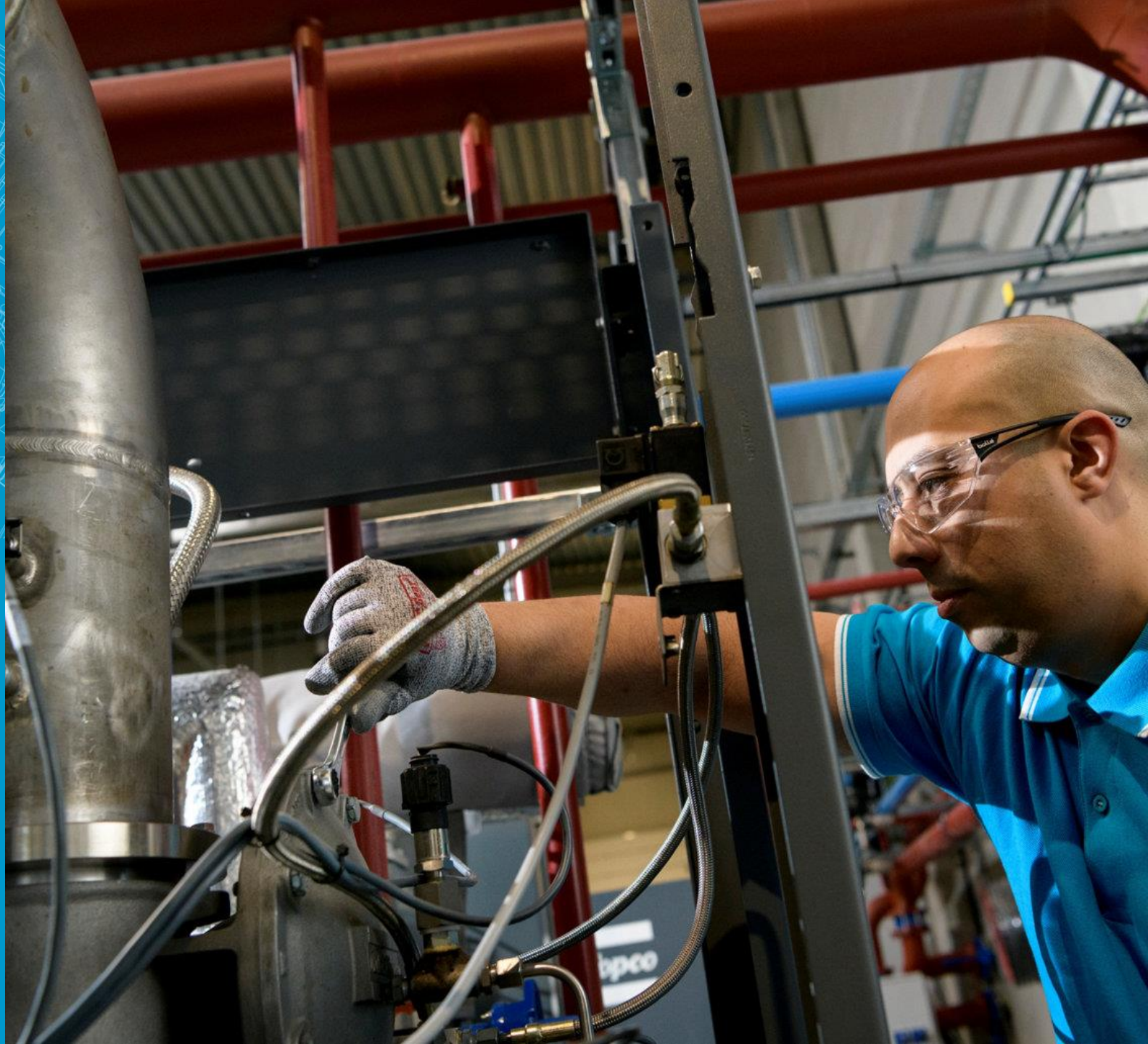
A revolution in dessicant
dryer technology

**A revolution in desiccant
dryer technology
by Atlas Copco**

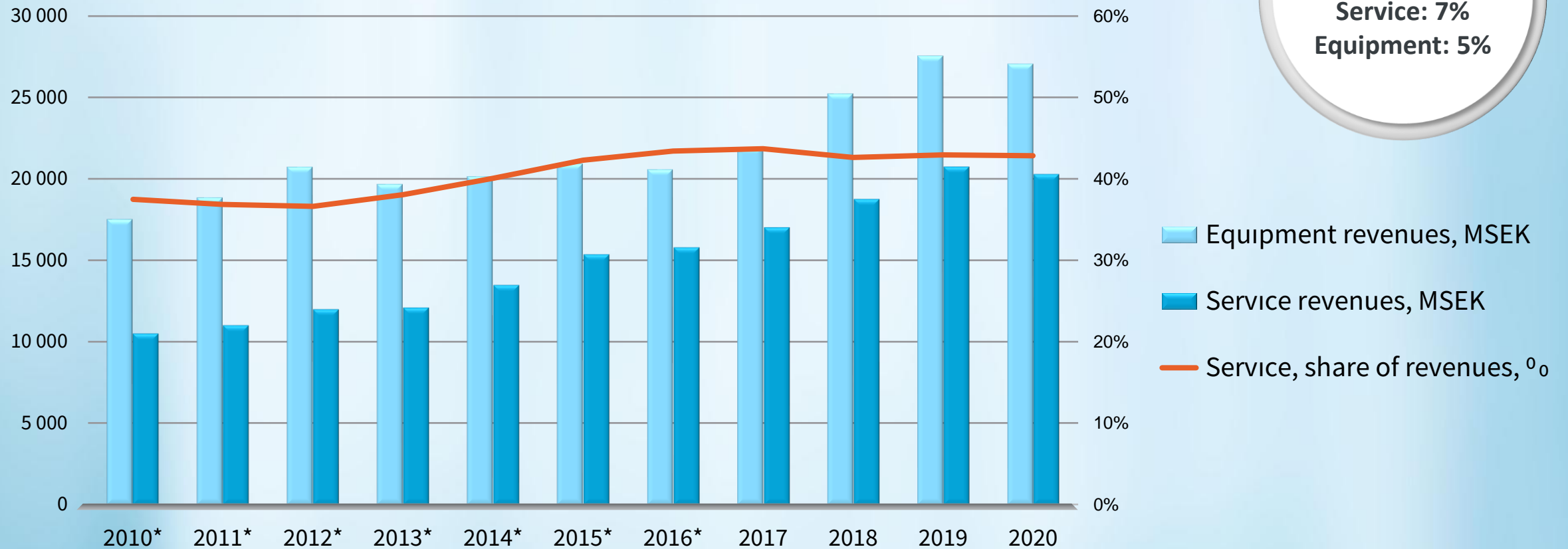


Service

Connecting you to
an easier life



Compressor Technique – Service



* Figures for the years 2010-2016 are best estimated numbers, as the restatements for IFRS15 are not fully reconciled.

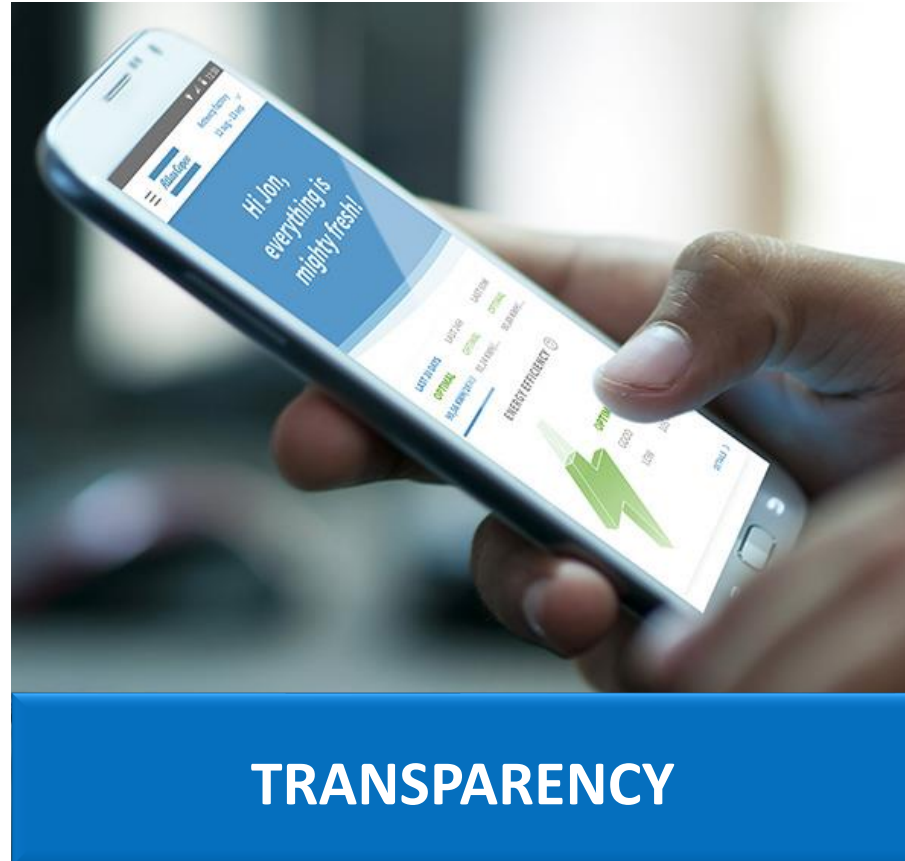
Customer Requirements

INCREASED PRODUCTIVITY

Maximum Uptime
Performance increase

ELIMINATE RISKS

Guaranteed Air Quality
Service Agreements



REDUCED OPERATING COST

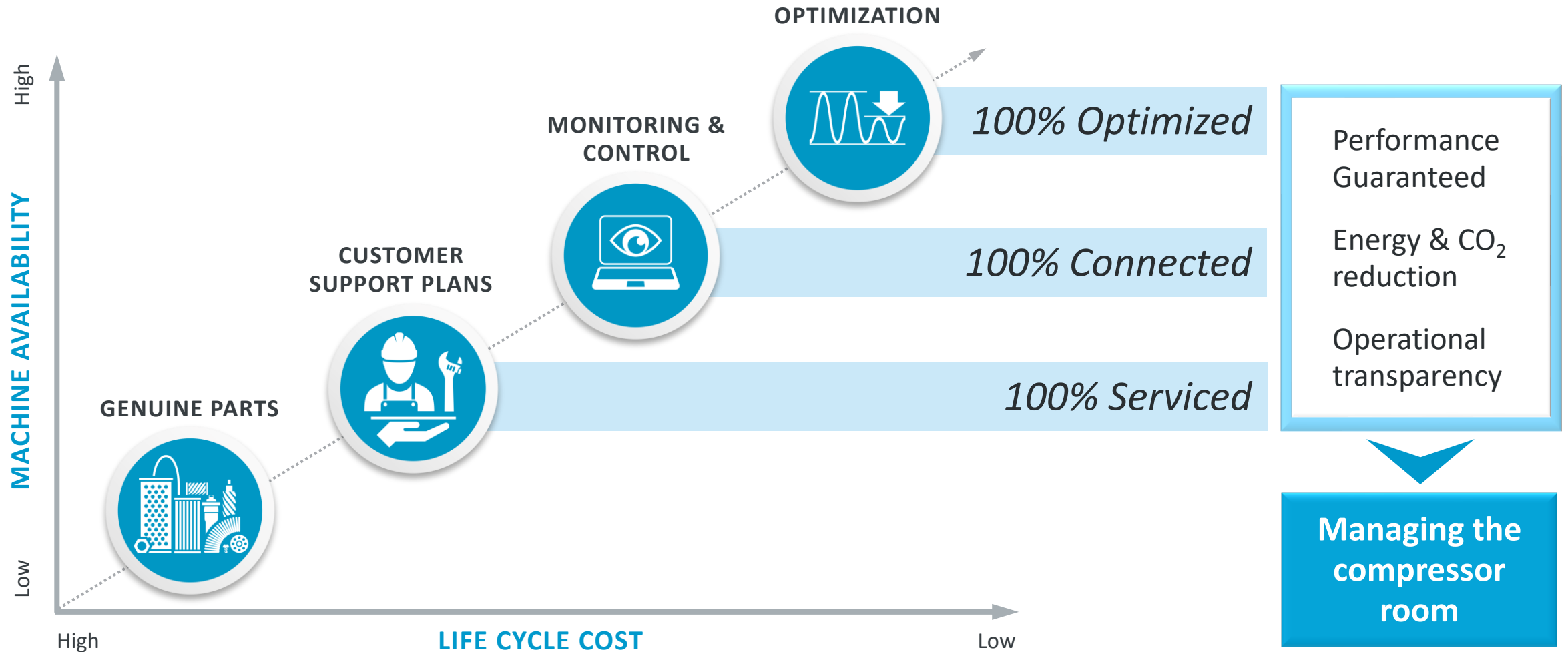
Energy Savings
Eliminate Breakdown Cost

PROTECT ENVIRONMENT

Energy Savings
Environmental footprint

Strategy for profitable growth – Service

Our Service Offering



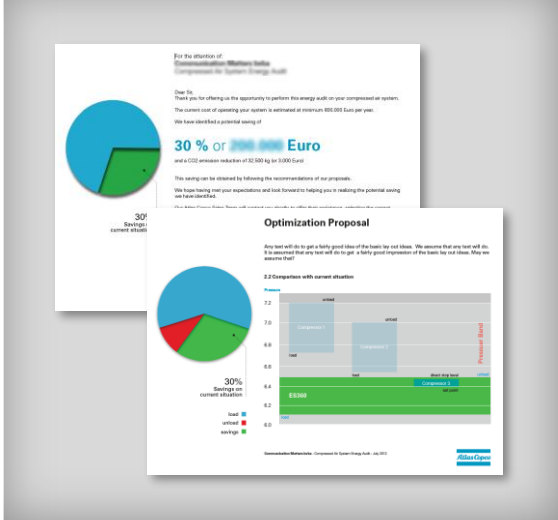
Optimization

AIRSCAN



Leak Detection
Energy Audit
Air Quality

REPORTING



Comprehensive report identifying potential energy savings

SAVINGS



Central Controllers
Product Upgrades
Energy Recovery

FOLLOW UP



Monitor the savings

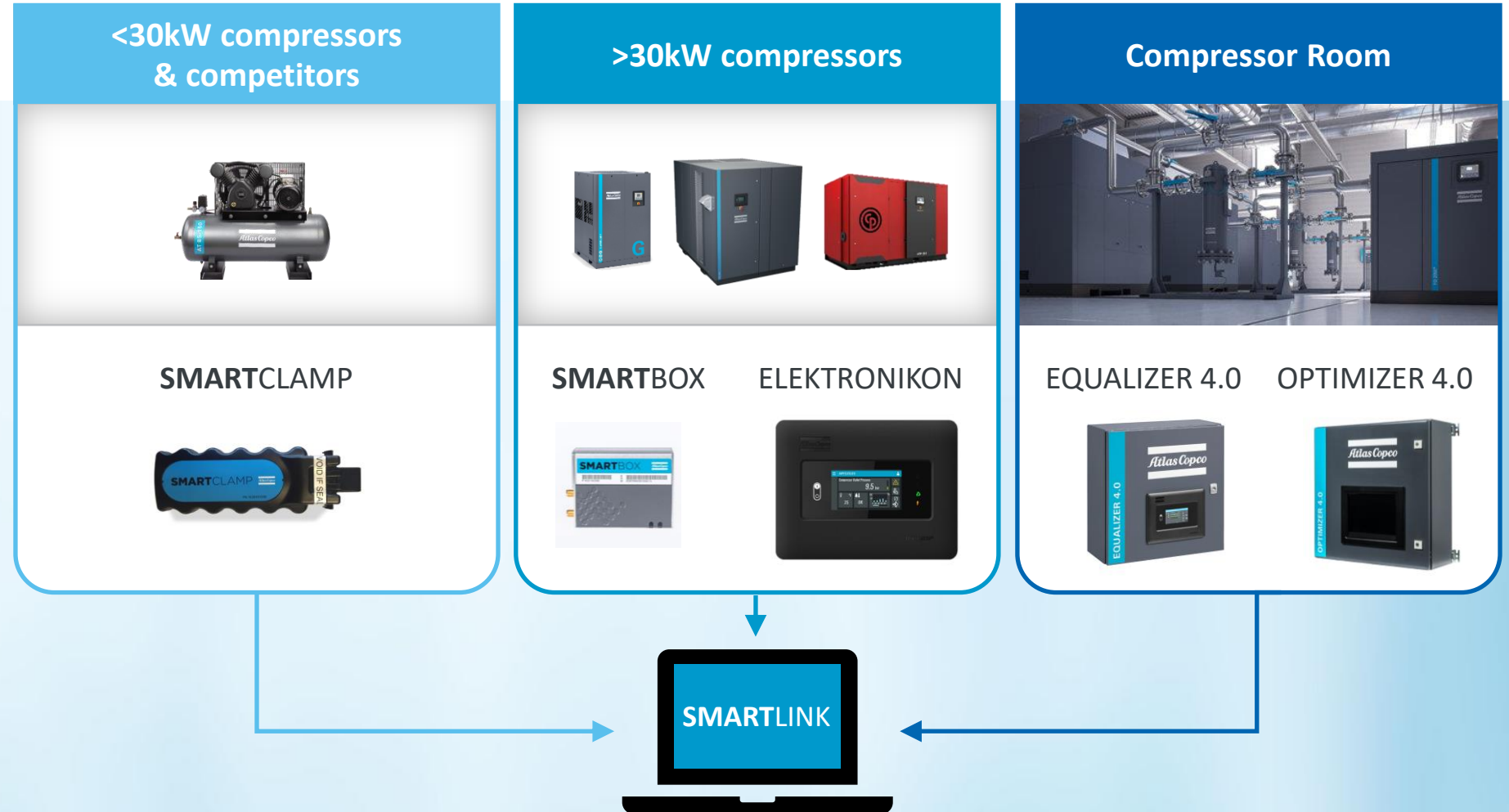
On-line recommendations

Connectivity

SMARTLINK



>200.000
CONNECTIONS



Connectivity

Benefits



CUSTOMER

**Transparency on
compressor operation**

**Recommendations
(efficiency improvements)**

ATLAS COPCO

Operational Efficiency

Sales Leads

**Increased number of
Service Contracts**

- ➔ Data enabled service offering (Performance Guaranteed)
- ➔ Remote Diagnostics
- ➔ Improved machine design and reliability



Operational Efficiency

Smart Factories –
Industry Connect





People Development

Talent & Acquisition pipeline

Diversity & Inclusion network
target: 30% women by 2030

Master in Marketing & Sales

Leadership

Talent pipeline for future
Presidents and Managers

Coaching for performance



Learning Organization

Digital learning to reduce
time to competence

Never Stop Learning

Employee Engagement

Performance enablement

Employee **well-being** is priority
Safety comes first



Summary – Compressor Technique

- Diversified market place
- Growing number of applications
- Broad product portfolio
- Focus on innovation
- Complete solution provider
- People are key



Atlas Copco



atlasopcogroup.com

Forward-looking statements

“Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon 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.”