



# Atlas Copco Group Q3

Gunnar Brock



*Atlas Copco*

### Q3 - Highlights

- Increased volume
  - Improved demand from manufacturing and mining customers
  - Strong growth in priority markets
- Improved profitability
  - High revenue volume and a favourable sales mix
  - Further efficiency improvements mitigate negative currency effect
  - Continued improvement in Rental Service
- Strong cash flow

Capital Markets Day  
November 12, 2003

www.atlascopco-group.com

2




---

---

---

---

---

---

---

---

---

---

### Q3 - Figures in summary

- Order and revenue volume up 5%
- Operating margin at 12.7% (11.8)
- Profit after financial items MSEK 1,368 (1,241)
  - Negative currency effect MSEK 300
- Earnings per share up 15% to SEK 4.25
- Operating cash flow at MSEK 1,702 (1,645)

Capital Markets Day  
November 12, 2003

www.atlascopco-group.com

3




---

---

---

---

---

---

---

---

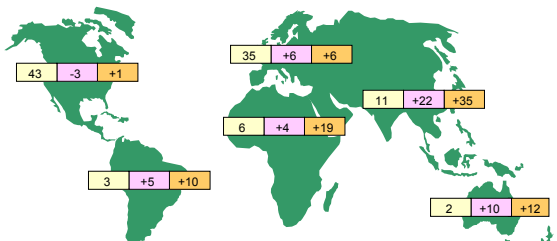
---

---

### Orders received - Local currency

Group total +4% YTD (+7%, 3 months)

September 2003



Capital Markets Day  
November 12, 2003

www.atlascopco-group.com

4




---

---

---

---

---

---

---

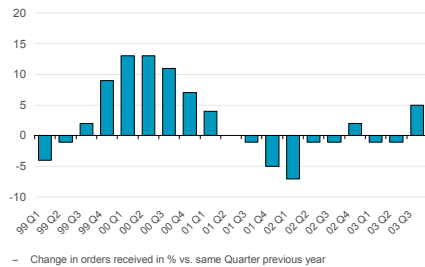
---

---

---

## Volume Growth

per Quarter



Capital Markets Day  
November 12, 2003

www.atlascopco-group.com

5

Atlas Copco

---

---

---

---

---

---

---

---

---

---

---

---

## Income Statement

MSEK	Jul. – Sept.			Jan. – Sept.		
	2003	2002*	Change %	2003	2002*	Change %
Orders Received	11,607	11,833	-2	34,008	36,532	-7
Revenues	11,598	11,873	-2	33,146	35,613	-7
EBIT*	1,469	1,405	+5	3,847	3,875	-1
- margin, %	12.7	11.8		11.6	10.9	
Profit after financial items (PAFI)	1,368	1,241	+10	3,536	3,227	+10
- margin, %	11.8	10.5		10.7	9.1	
Net Profit	891	774	+15	2,337	2,035	+15
Earnings per share	4.25	3.69	+15	11.15	9.71	+15

\* Excluding goodwill impairment charge

Capital Markets Day  
November 12, 2003

www.atlascopco-group.com

6

Atlas Copco

---

---

---

---

---

---

---

---

---

---

---

---

## Balance Sheet

September 30, 2003

MSEK	Sept. 30,		Dec 31		Sept. 30,	
	2003	%	2002	%	2002	%
Intangible fixed assets	11,751	25	12,956	27	13,614	27
Rental equipment	9,966	21	11,294	23	12,320	24
Other fixed assets	6,036	13	6,726	14	6,896	14
Inventories	5,692	12	5,782	12	6,211	12
Receivables	10,263	22	10,554	22	10,548	21
Cash and bank	2,813	6	1,356	3	1,458	3
<b>Total assets</b>	<b>46,521</b>		<b>48,668</b>		<b>51,047</b>	
Equity	20,401	44	20,194	41	19,707	39
Minority interest	52	0	160	0	163	0
Interest-bearing liabilities	12,255	26	15,050	31	17,241	34
Non-interest-bearing liabilities	13,813	30	13,264	27	13,936	27
<b>Total liabilities and equity</b>	<b>46,521</b>		<b>48,668</b>		<b>51,047</b>	

Capital Markets Day  
November 12, 2003

www.atlascopco-group.com

7

Atlas Copco

---

---

---

---

---

---

---

---

---

---

---

---

