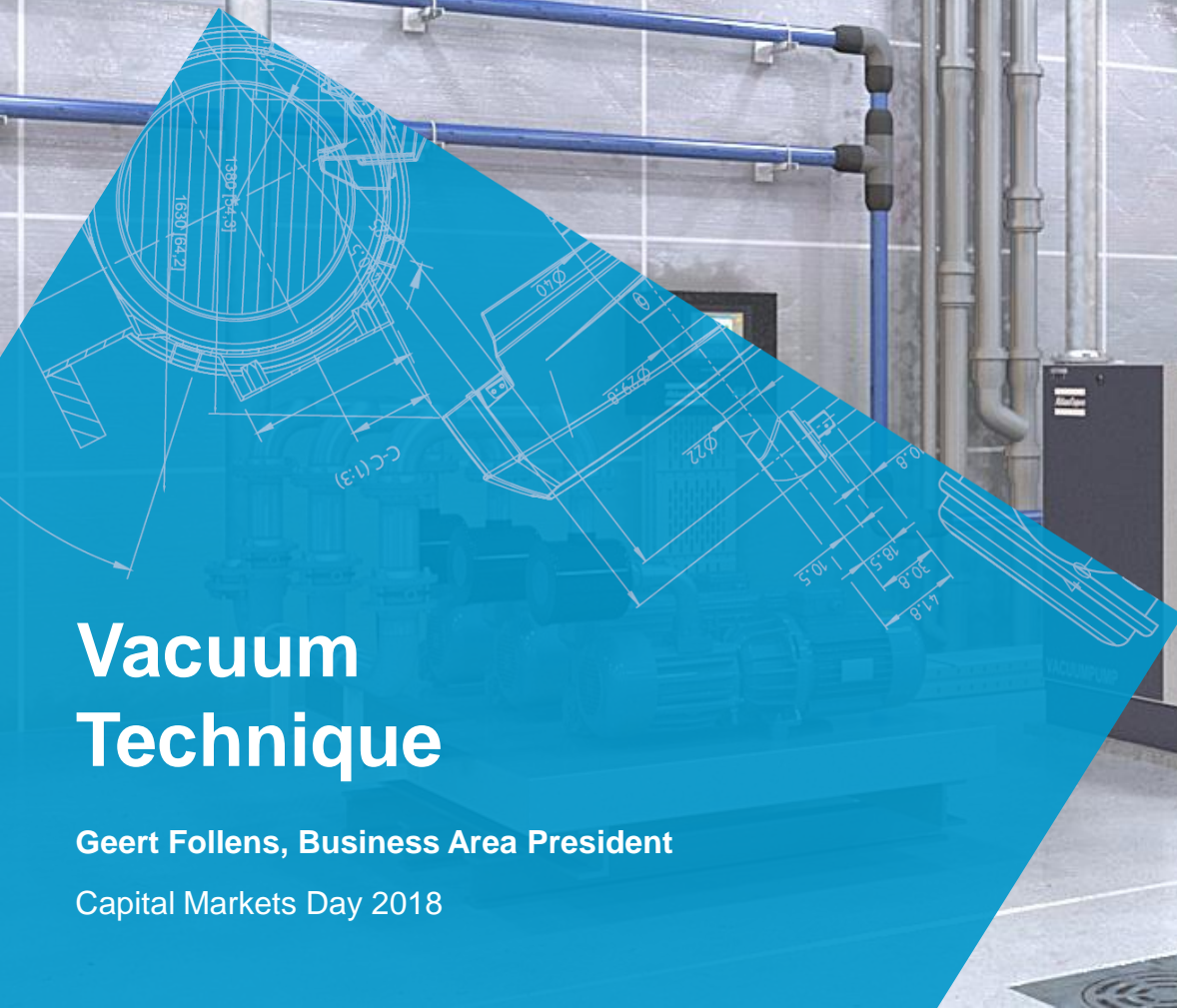


The Atlas Copco logo is located in the top right corner of the image. It consists of the company name "Atlas Copco" in a white, serif font, centered within a blue rectangular box that has two horizontal white bars above and below the text.A large, semi-transparent blue triangular graphic is overlaid on the left side of the image. It contains a white technical drawing of a mechanical component, likely a vacuum chamber or pump housing. The drawing includes various dimensions and labels such as "1630 (64.2)", "1380 (54.3)", "C-C(1-3)", "Ø12", "Ø72", "10.8", "18.5", "30.8", "10.5", and "4.8".

Vacuum Technique

Geert Follens, Business Area President
Capital Markets Day 2018



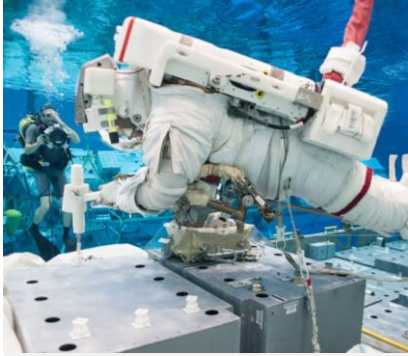
Agenda

- 1 Facts in brief
- 2 Trends and driving forces
- 3 Focus and priorities
- 4 Innovation in reality
- 5 Summary

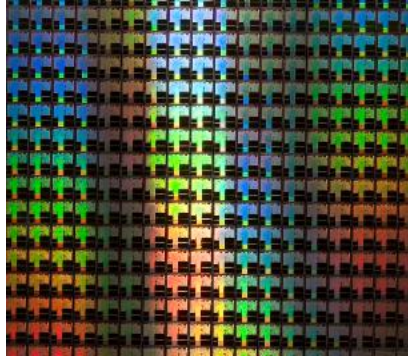


Vacuum is everywhere!

Space Simulation



Semiconductor



Flat panel displays



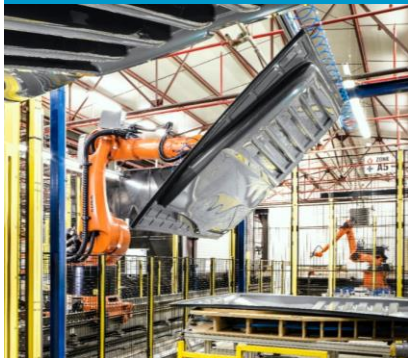
Metallurgy



Electric Vehicles



Conveying



Food & Beverages



Packaging



Forming & Shaping



Coating



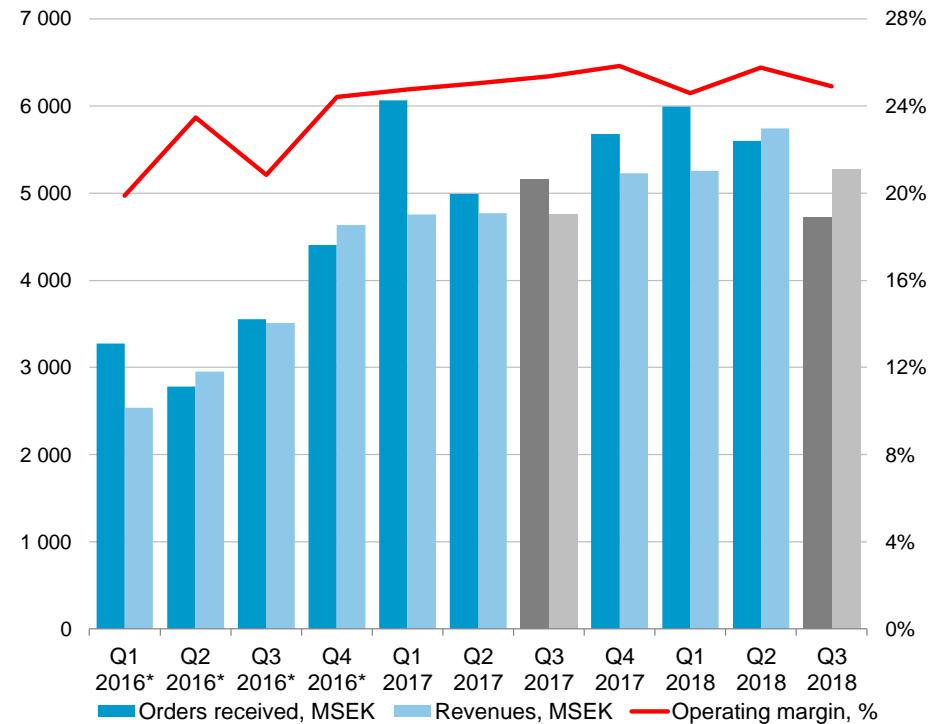
Vacuum Technique

Growth drivers

- Successful integration of acquisitions
- Embedding of decentralized organizational structure
- China focus
- Leverage synergies with other business areas and the Group
- Innovation and Digitalization



ORDERS, REVENUES AND OPERATING MARGIN



* 2016 figures not restated per IFRS 15.

Orders received – local currency Q3 2018

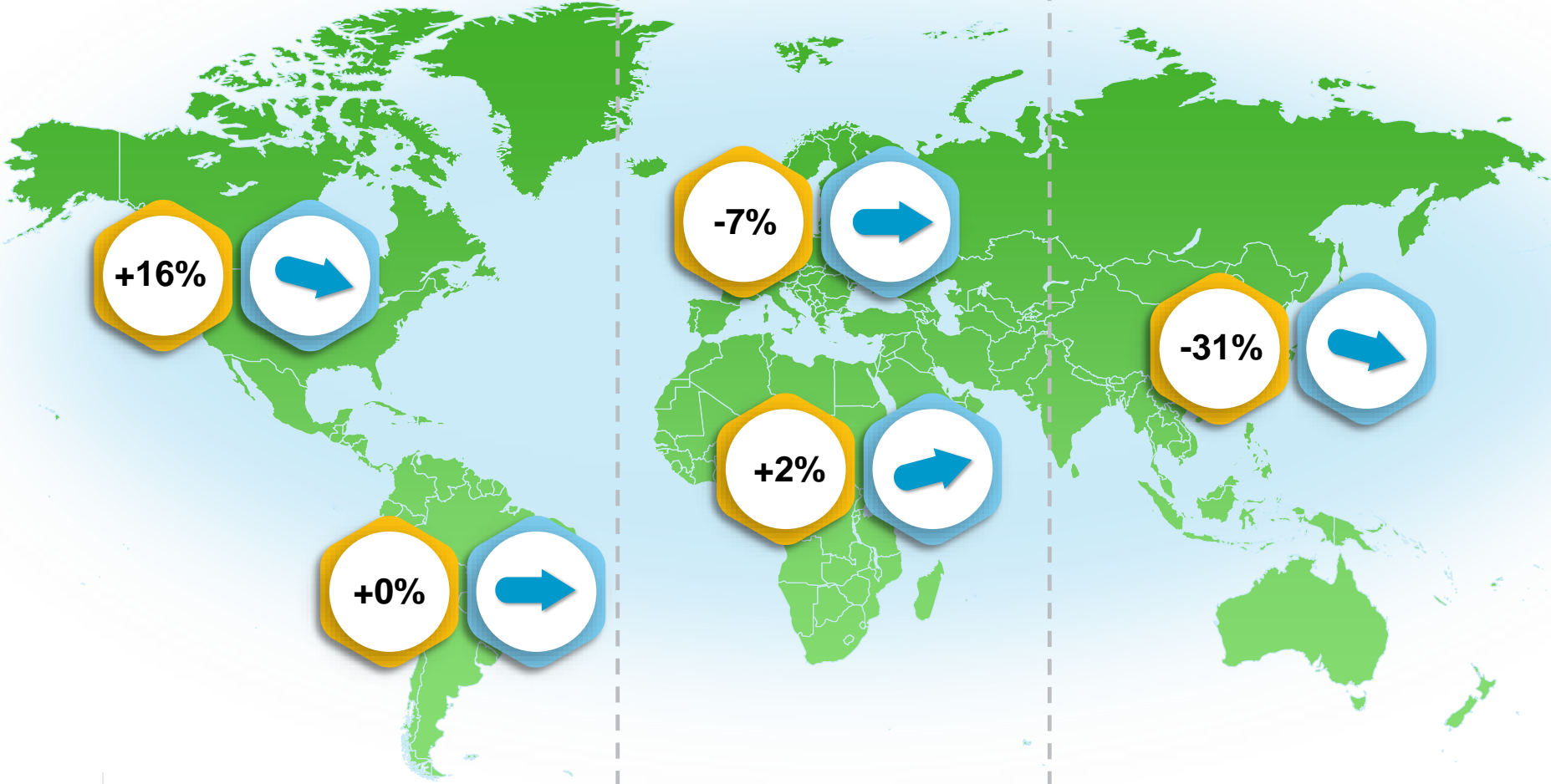
SHARE OF ORDERS RECEIVED YEAR TO DATE:

26%

19%

55%

YoY Q3 vs. Q2



What is sustainable profitable growth?

Growth Drivers

Macro Factors:

- Climate change
- Miniaturization
- Digitalization
- Urbanization

Micro Factors:

- China Investment
- Internet of Things
- High demand for increasing process efficiency













Vacuum & Abatement Technology

- Technology Leadership
- Application know-how
- Speed to market

Market Leadership

- World-class Key Account Management
- Application based solutions delivered through technology leadership
- Extensive Aftermarket
- Lean hi-tech manufacturing close to our customer base

Impact of growth drivers

Division	Key Drivers of Change	Short Term Growth	Mid-Long Term Growth
Semiconductor	Miniaturization, Legislation, China, Global Data Use, IoT		
High Vacuum	Application Technology Leadership, Broader Product Portfolio, Digitalization		
Industrial Vacuum	New Vacuum Applications, Energy Efficiency and Dry Pumps		
Semiconductor Service	Global Manufacturing Capacity, Digitalization, Legislation		
Vacuum Technique Service	Digitalization, Brand Management		

Summary focus, priorities and strategy

Agility and
resilience



Growth in
industrial
vacuum



Technology
leadership



Opportunities
in China



Integration of
cryogenics
business



Service

Agility and resilience

Structure built for agility

Flexible and agile cost structure.

Additional 200 MUSD of cryo business with low overheads.

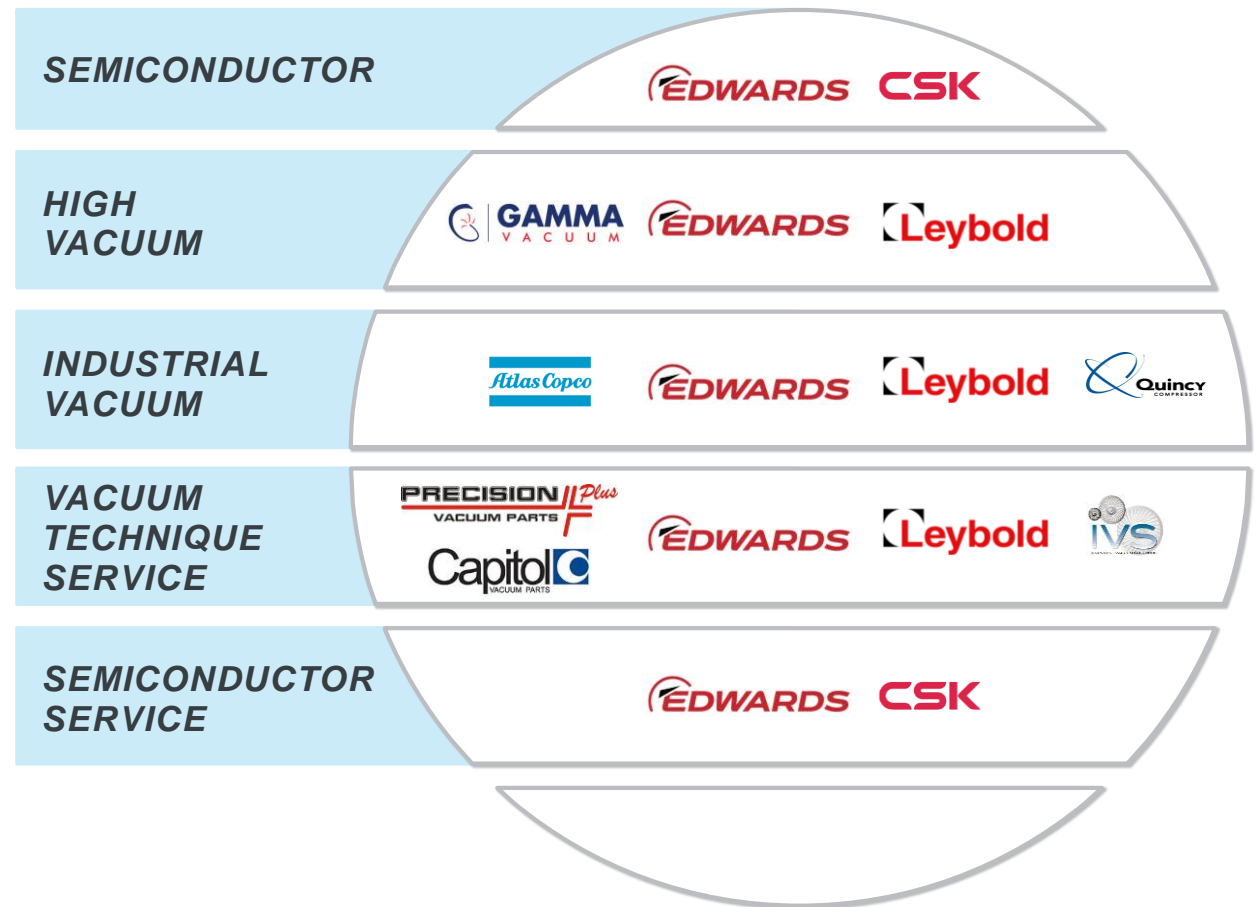
Adaptable workforce >20% temporary roles.

Agile supply chain.

Move from sellers to buyers market.

Strong development in both service divisions.

Agility without compromising strategy.



Brooks Cryogenic Business

Leader in high value cryogenics solutions under two leading brands – CTI and Polycold

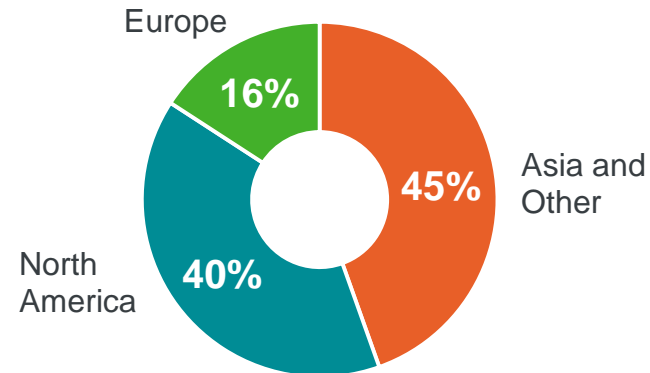
Extensive track record – 85,000+ CTI Cryopumps and 20,000+ Polycold chillers installed globally.

Market leader in Semiconductor – critical products in deposition and ion implant processes.

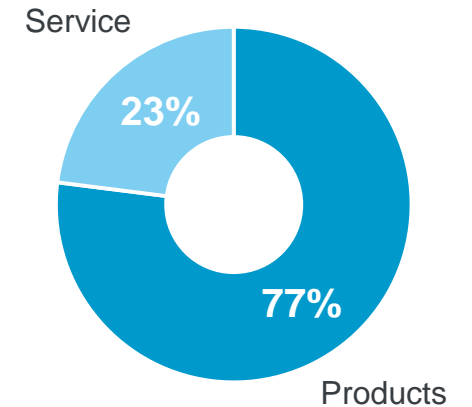
Used in a wide range of thin film and scientific applications.

50/50 JV with Ulvac Inc which produces cryopumps for flat panel display market.

REVENUE
BY REGION

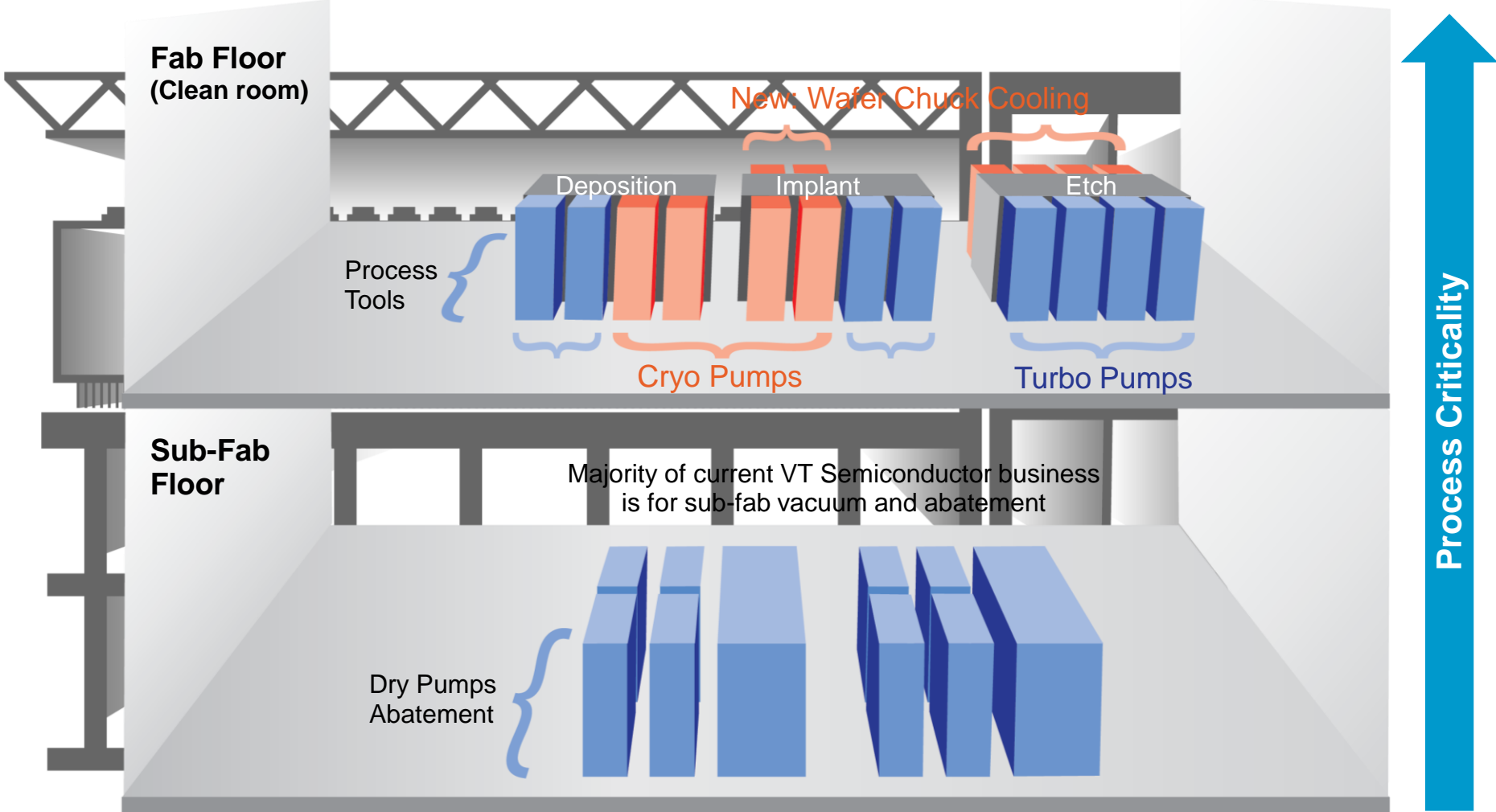


REVENUE
BY BUSINESS TYPE

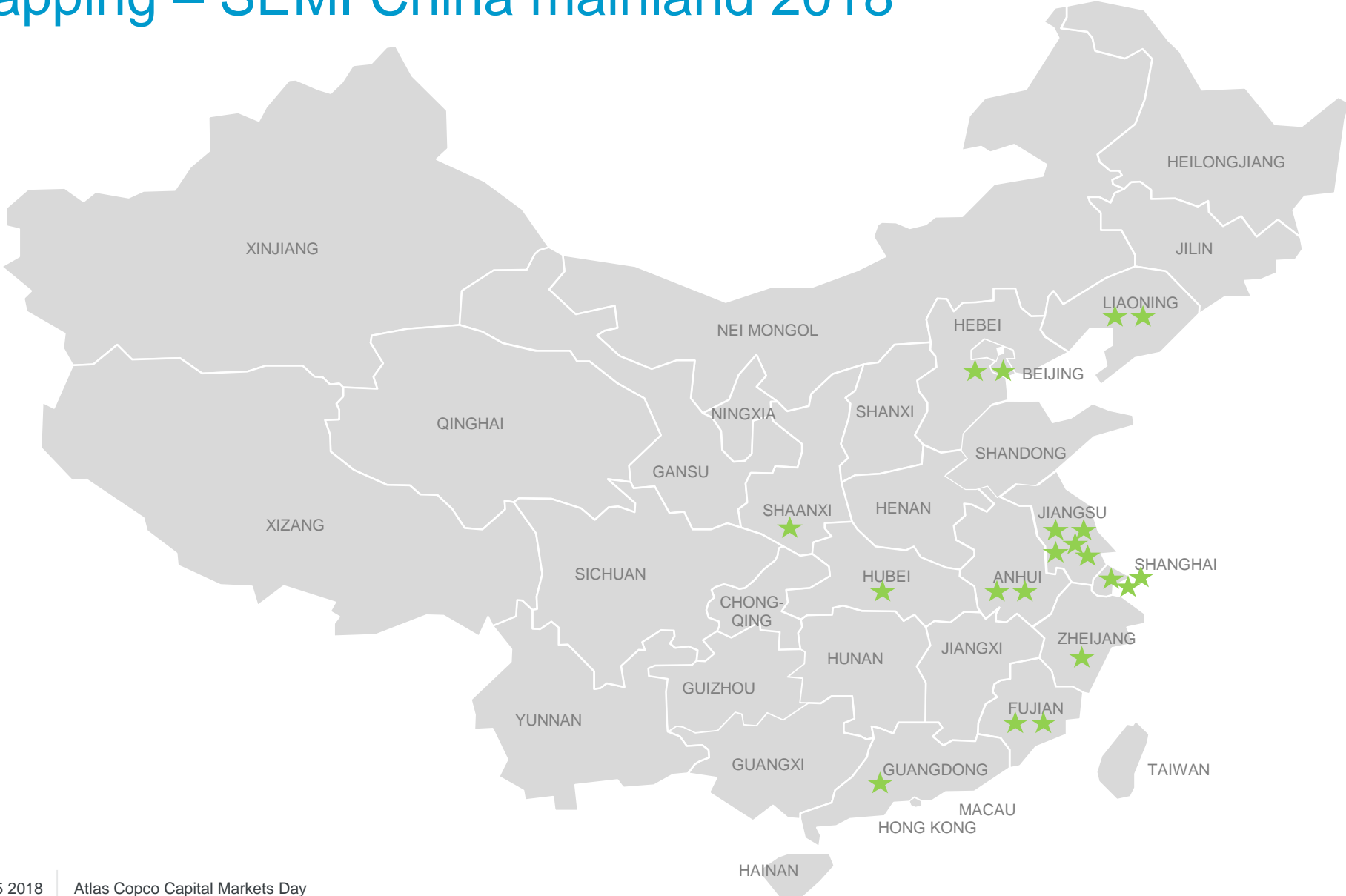


Cryo Technology: Increasing footprint on Process Tool Chambers

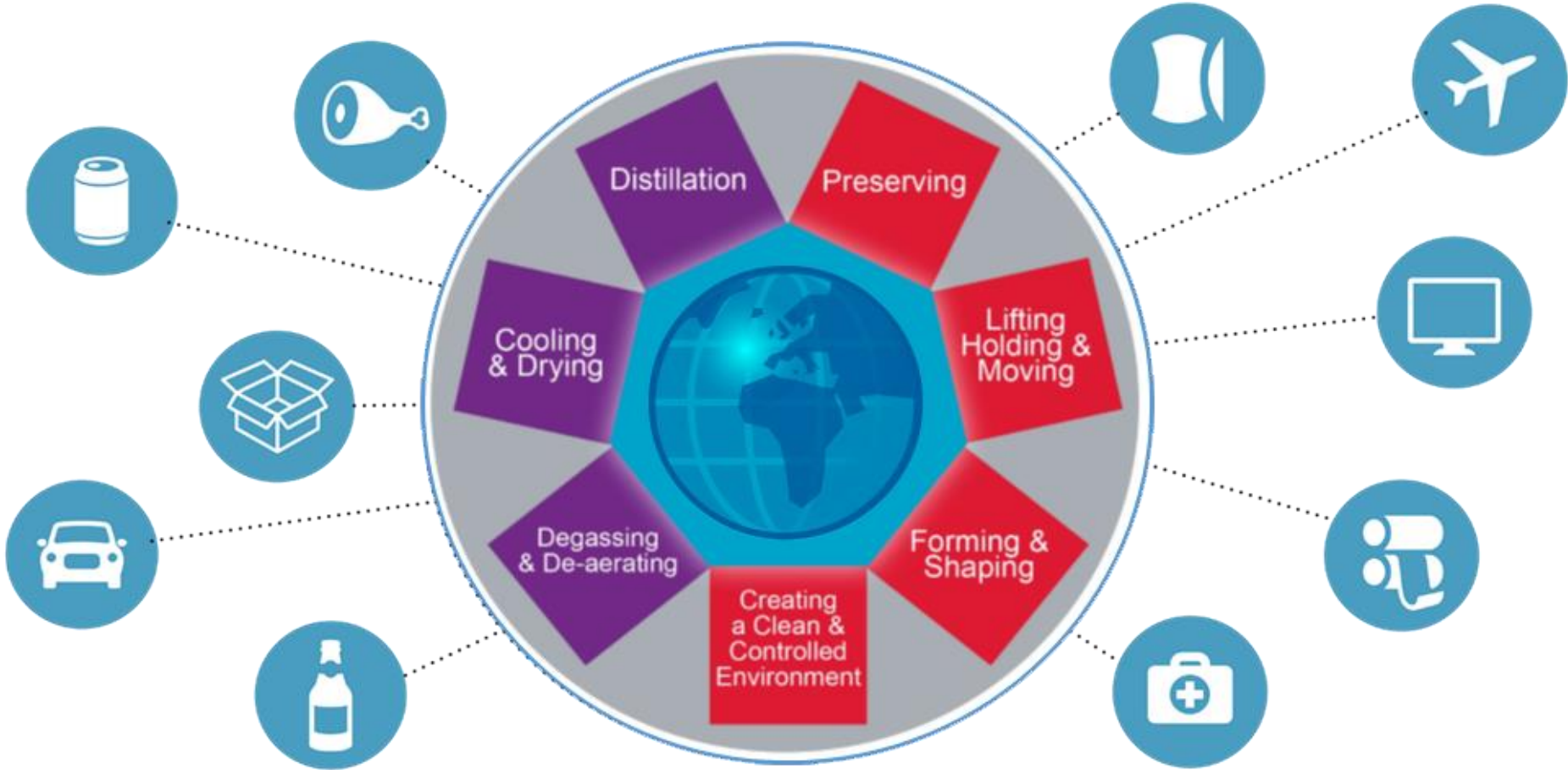
Inside the Fab and Sub-Fab



Fab Mapping – SEMI China mainland 2018



Industrial Vacuum



Industrial Vacuum

New technologies market Traditional markets (old products, traditional users)



Introduce disruptive innovations in a traditional market



Service

Two stable and growing service businesses

Vacuum Technique Service



Share growth potential
Investing in presence
Merged Leybold and Edwards hubs; Plan to merge Cryo business hubs
Develop a Product Portfolio for proactive Service offerings

Semiconductor Service



Ongoing high fab utilization
Benefiting from huge growth of install base over last 5-years
Customer presence with >1,000 on-site service personnel

Innovative products to be launched in the coming months

Innovation in vane technology



- Easy operation – clean exhaust
- Easy integration – compact
- Comfortable operation – low noise level

Next generation dry vacuum pump for harsh processes

- Harsher process capability
- Lower power
- Smaller footprint



iXH Mk2

DHS VSD+



New dry screw vacuum pumps

Revolution in liquid ring vacuum technology



LRP VSD+

Atlas Mk4



Next generation abatement system



Extended range EDS dry screw pump technology

Innovation in reality



Summary

Market share gain.

Growth through breakthrough innovative new products.

Very strong service growth through utilization and presence.

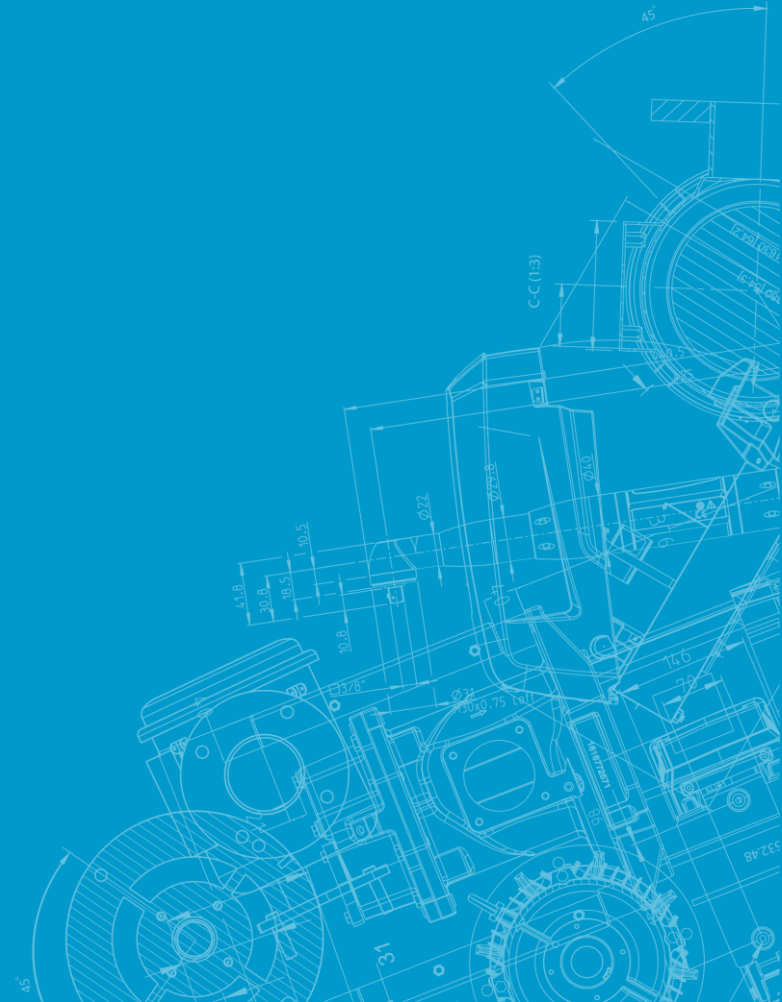
An integrated sustainable strategy.

Excellence in Brand Portfolio management.

Clear divisional roadmaps driving towards strategic convergence and Sustainable Profitable Growth.

The Atlas Copco logo is centered on the page. It consists of the brand name "Atlas Copco" written in a white, elegant, cursive script. The text is flanked by two thick, white horizontal bars, one above and one below, which serve as a frame for the logo.

www.atlascopcogroup.com



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.”