

Industrial Technique



Atlas Copco Capital Markets Day, November 15, 2012
Mats Rahmström, Business Area President

Sustainable Productivity



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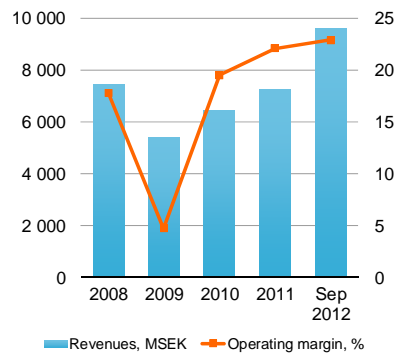
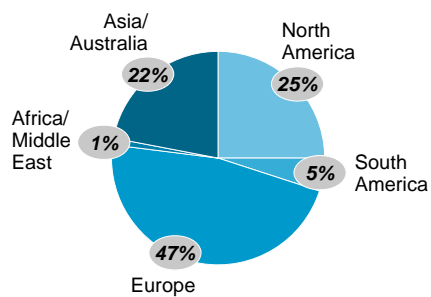
Financial performance



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Industrial Technique

Revenues and operating margin



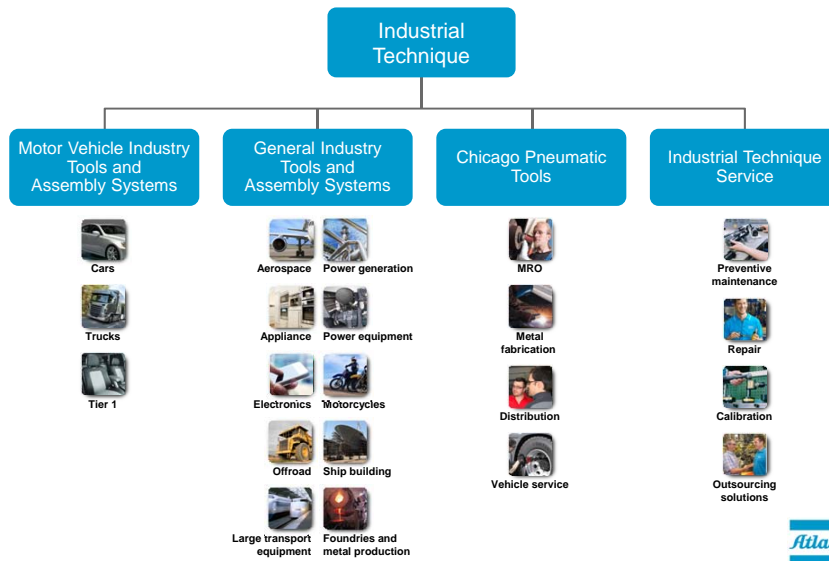
Pie chart: Revenues YTD September 2012, Graph: 12 months figures

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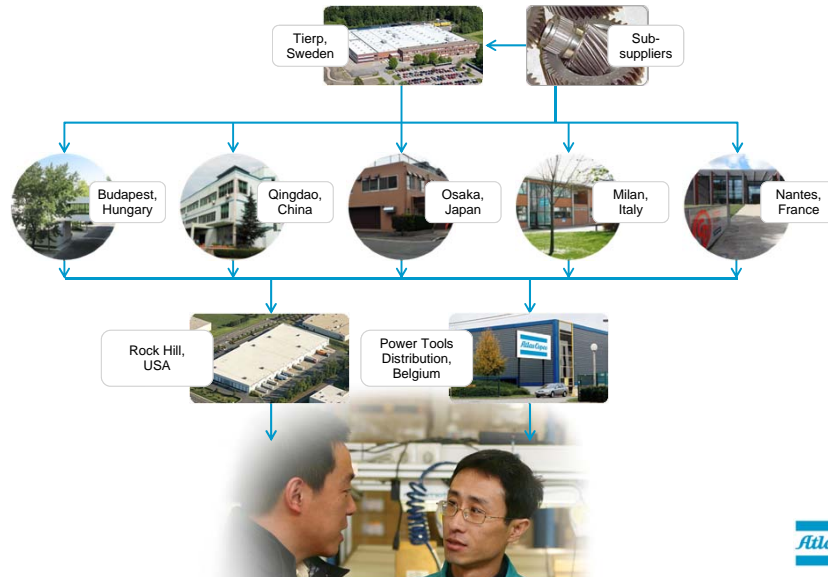
Operational agility



Industrial Technique organization



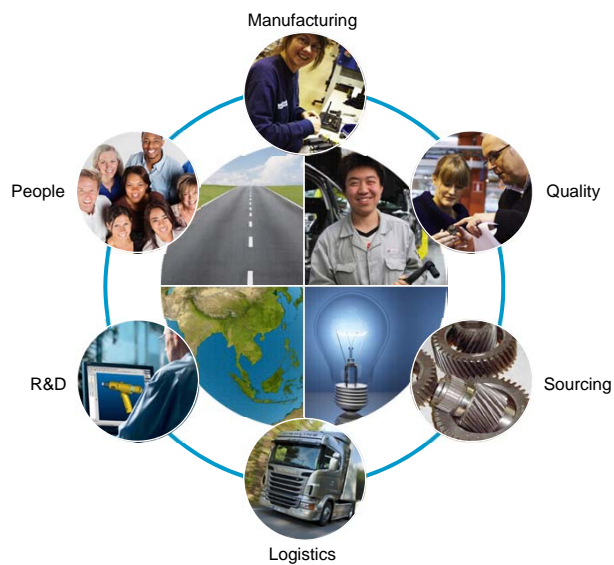
Operational footprint and logistic flows



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Operational agility



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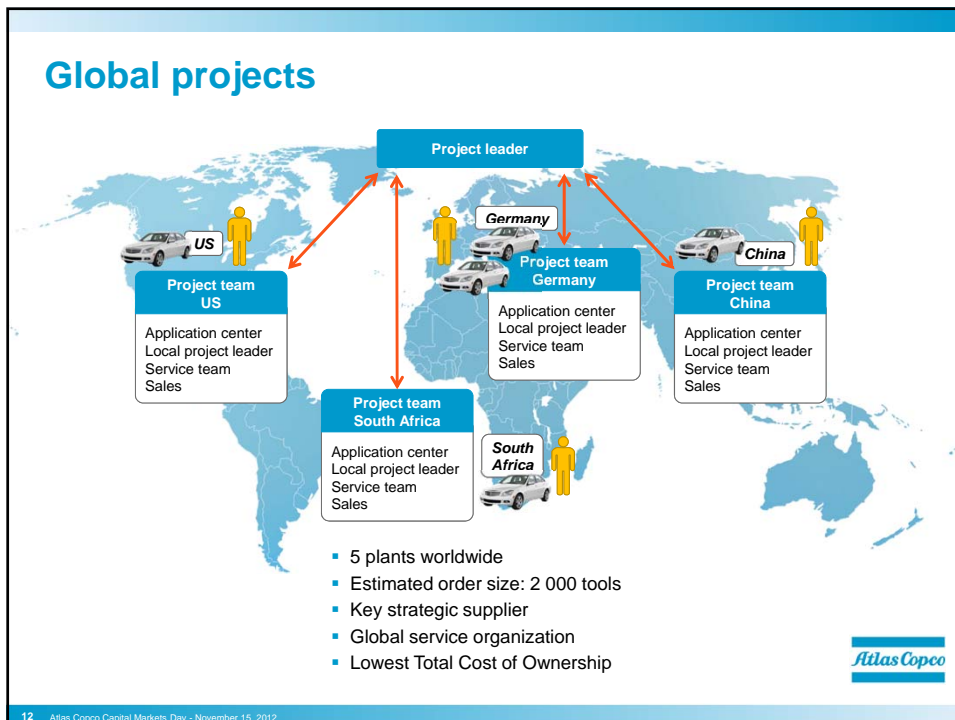
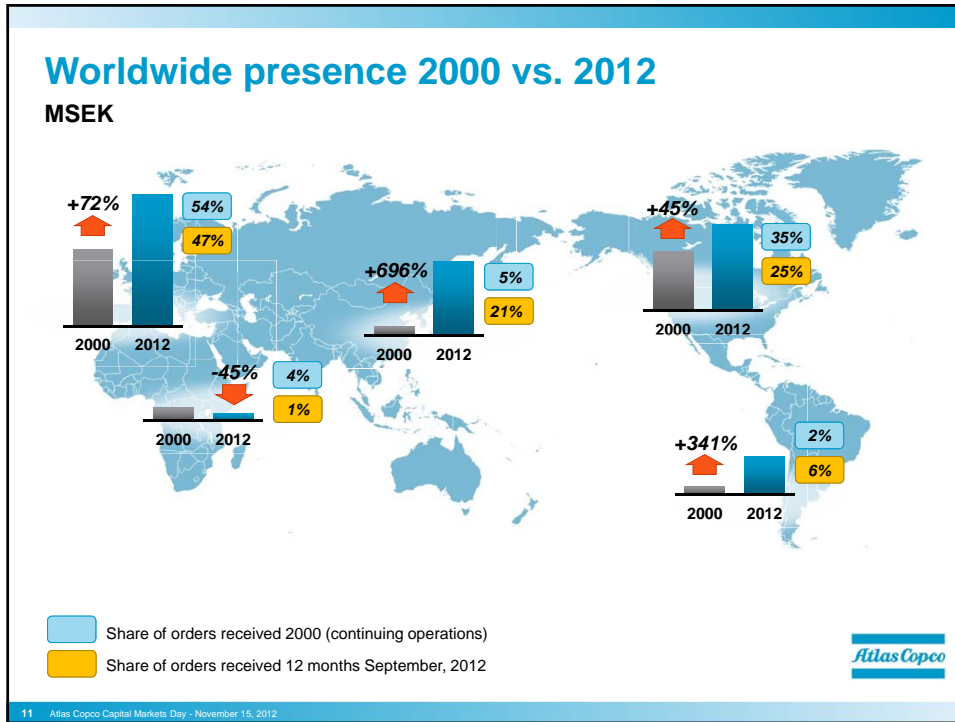


Global coverage



Global coverage





Market transformation

Atlas Copco

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Market transformation



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Market transformation



Wheel multiple



Tensor ST



Tensor Revo



Power Focus 6000



ST wrench



MicroTorque



A tour into the plant of the future



Adhesives equipment



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SCA company information:

Employees worldwide:	390
Share of exports:	approx. 65%
Centers worldwide:	28

SCA headquarters Bretten, Germany:

Innovation center:	470 m ²
Technical center with:	7 robots
Trainings:	2 fully equipped rooms, incl. robots



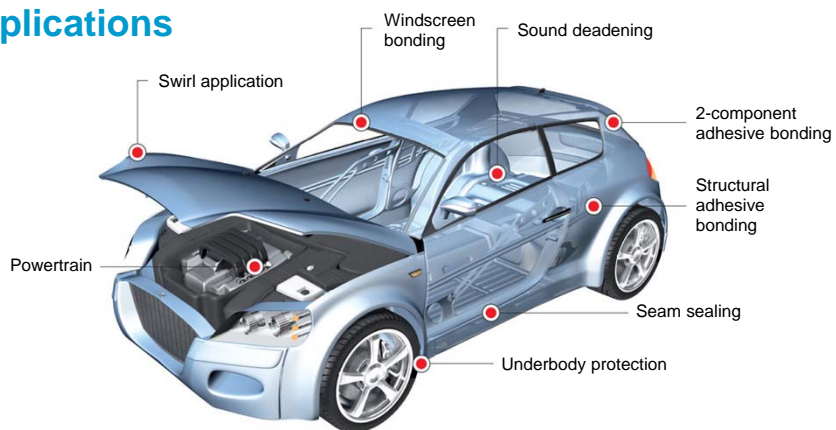
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Why are we investing in adhesives?



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Applications



Body shop



Paint



Assembly



Powertrain



Composite



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Strategic growth opportunities



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Summary



1. We invest in our own people globally



4. Investment in competence throughout the organization



2. Heavy investment in new technology and innovation



5. We service what we sell



3. Transform market segment, with ROI sales



6. We focus on organic growth and complementary acquisitions



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**Committed to
sustainable productivity.**



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A large version of the Atlas Copco logo, featuring the company name in a blue serif font centered between two thick horizontal blue bars.