

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



INDUSTRIAL TECHNIQUE

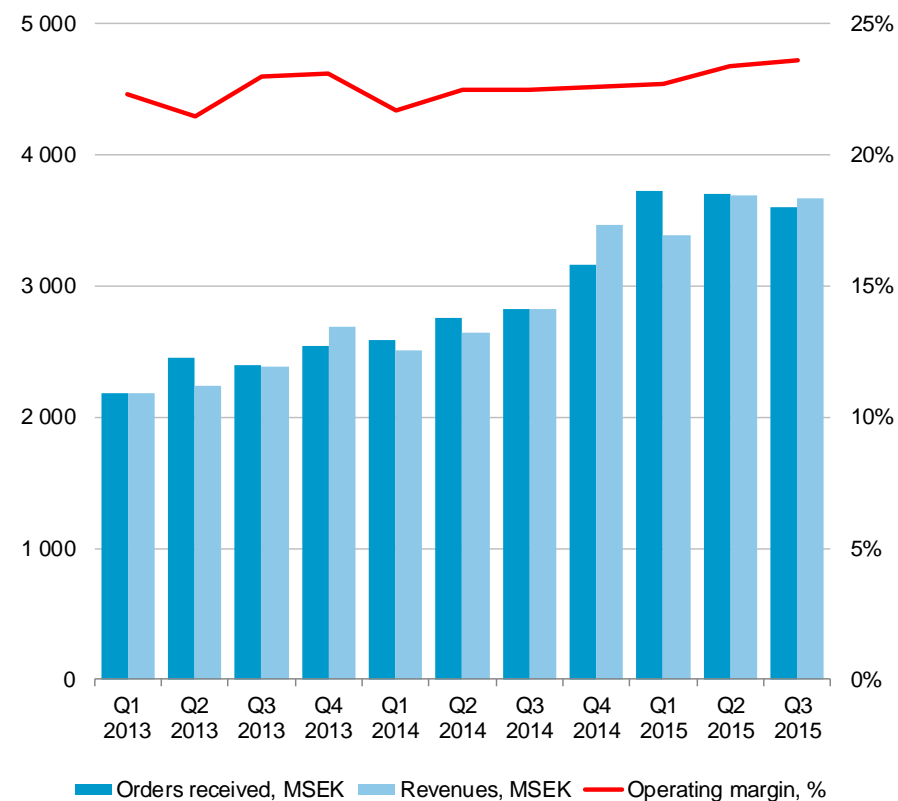
In Brief

- 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)

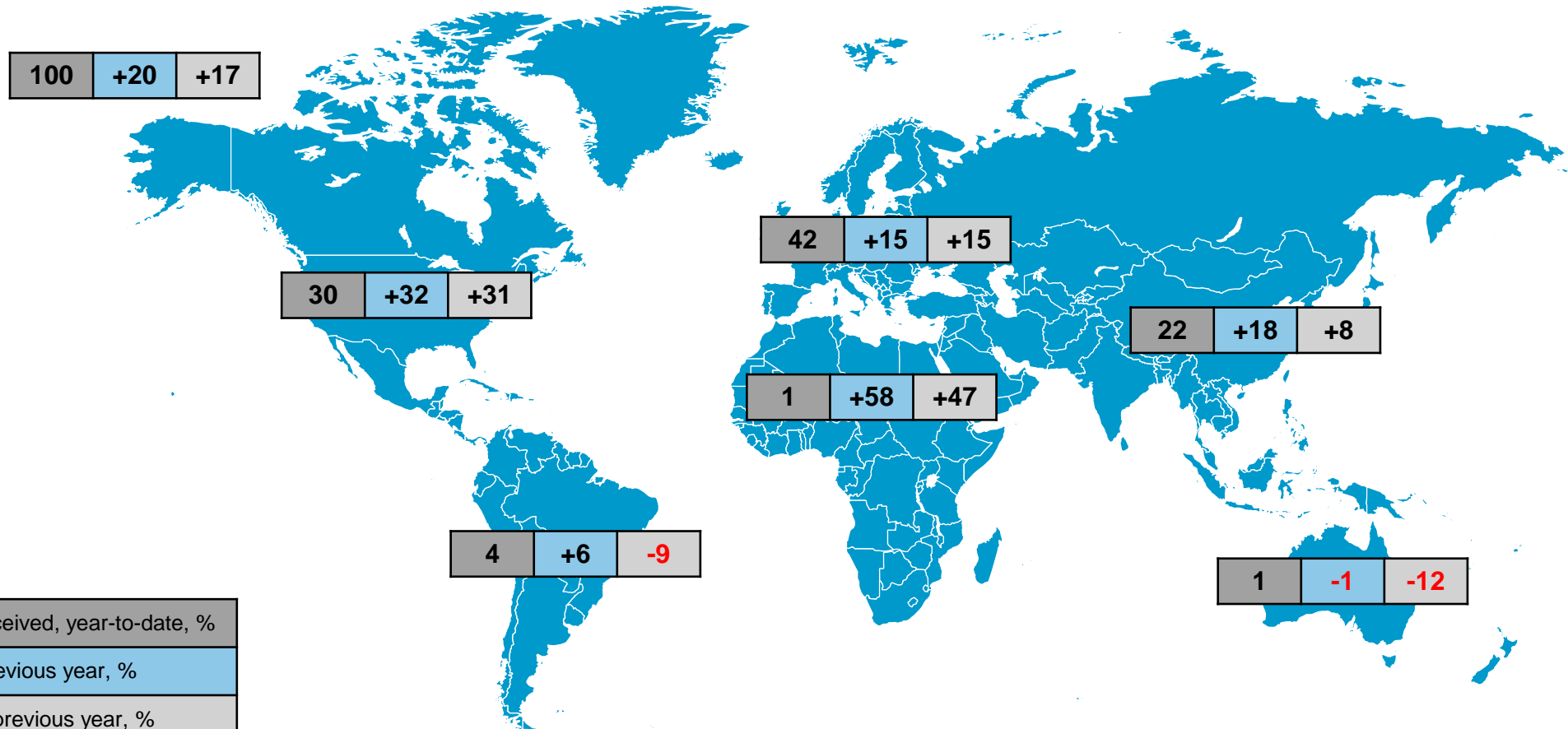
Orders, revenues and operating margin



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

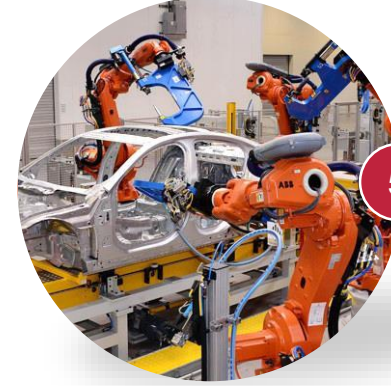


3

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

PIVOTWARE

2015



Process control solutions

BUSINESS CONCEPTS



AUTOMOTIVE

Business Concepts

Simultaneous Engineering



Body in white



Final assembly



Quality assurance



Error proofing



Service



AEROSPACE

Business Concepts

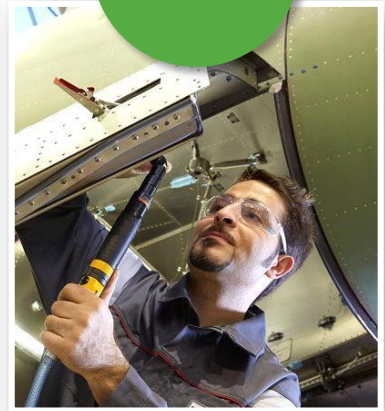
Advanced drilling units



Handheld drills



Assembly tools



Quality assurance

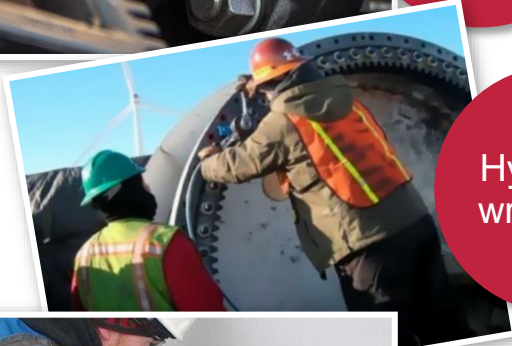
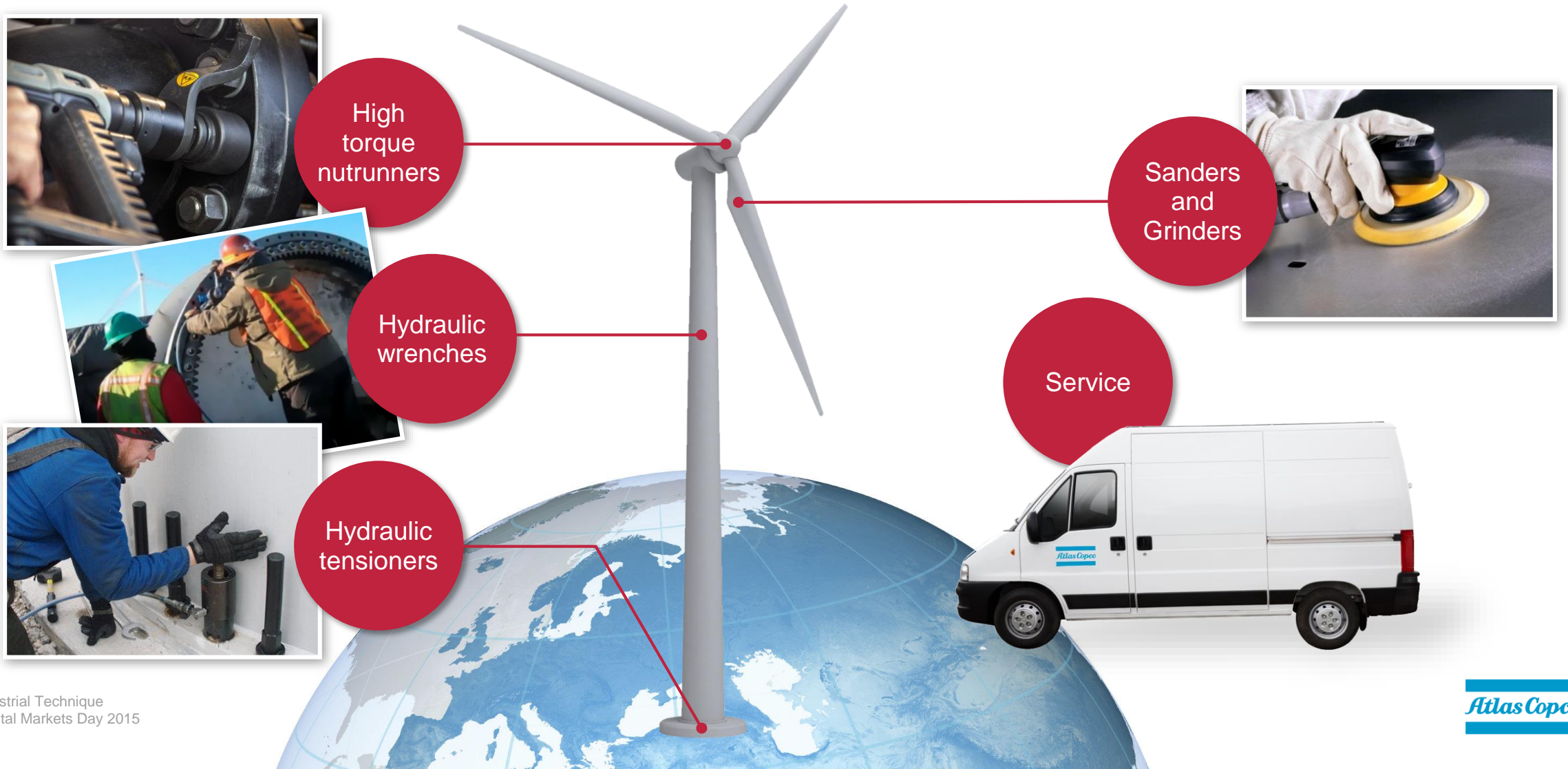


Service



ENERGY

Business Concepts



SERVICE

Business Concepts

Preventive Maintenance & Calibration



Small customers

Production Optimization



Medium sized customer

Tool Management Center



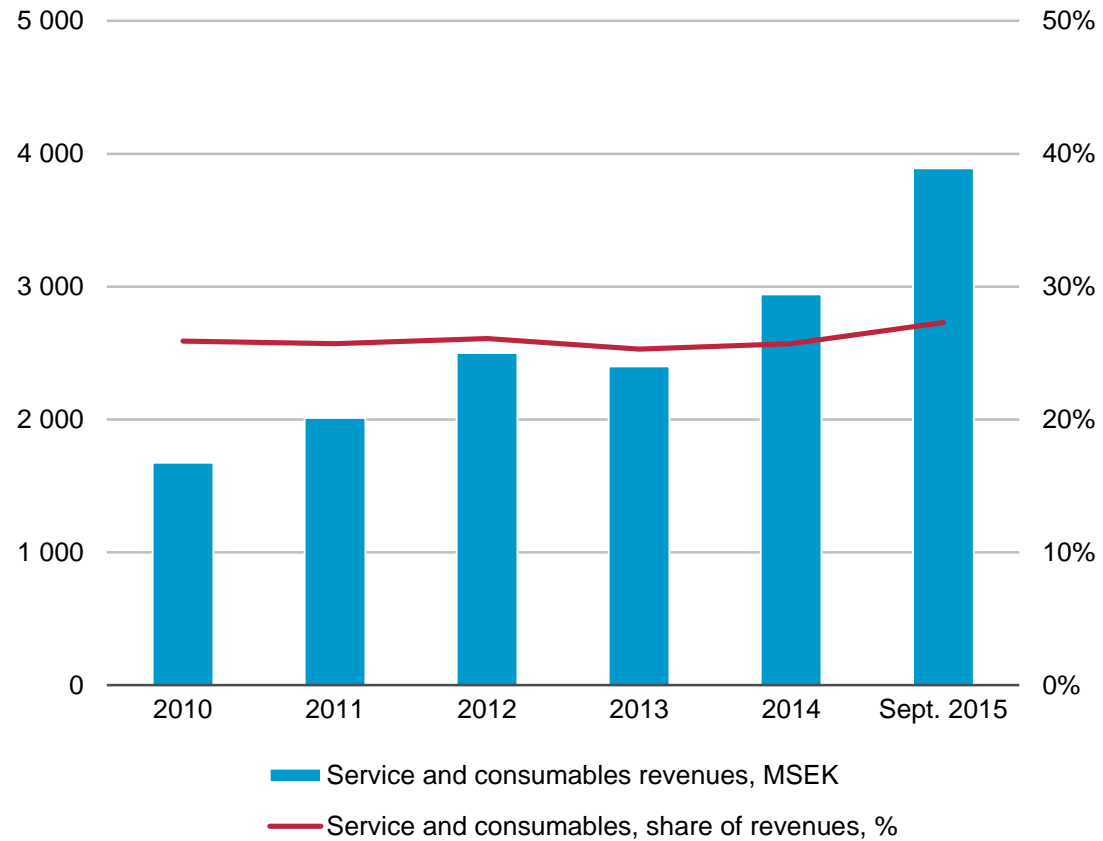
Large customers

Data driven service

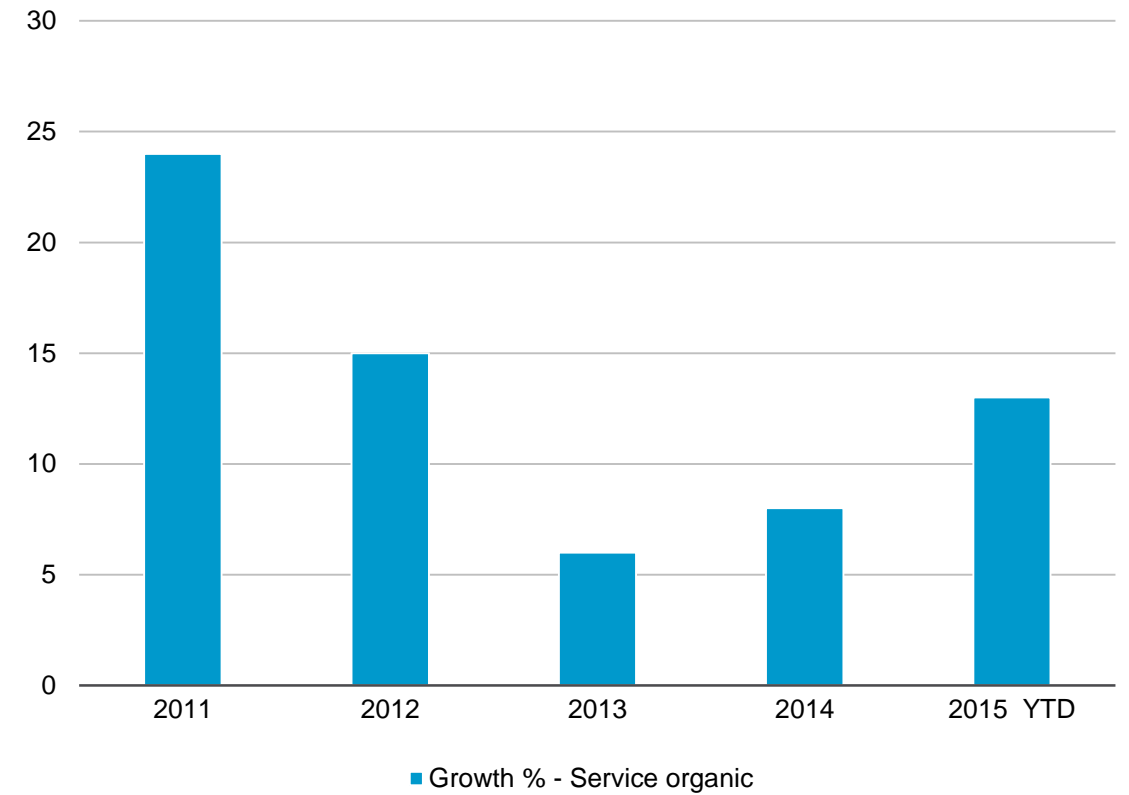


INDUSTRIAL TECHNIQUE – SERVICE

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

