

Atlas Copco Industrial Technique



Atlas Copco Capital Markets Day, December 2, 2008

Mats Rahmström, Business Area President

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Agenda

- Our value proposition
- Financial performance
- Market trends
- Focus areas
- Product development
- Environment



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Our Business is Industrial Power Tools

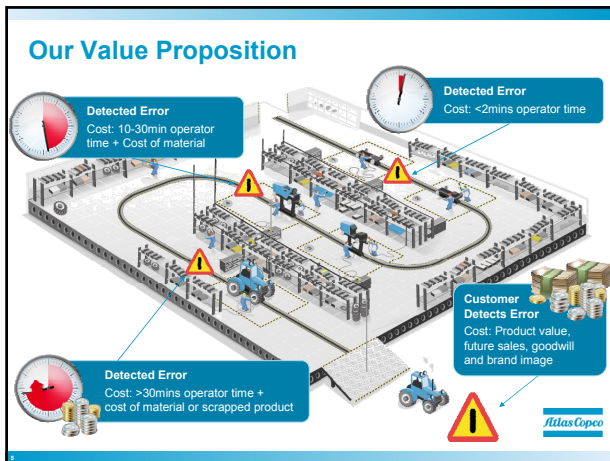


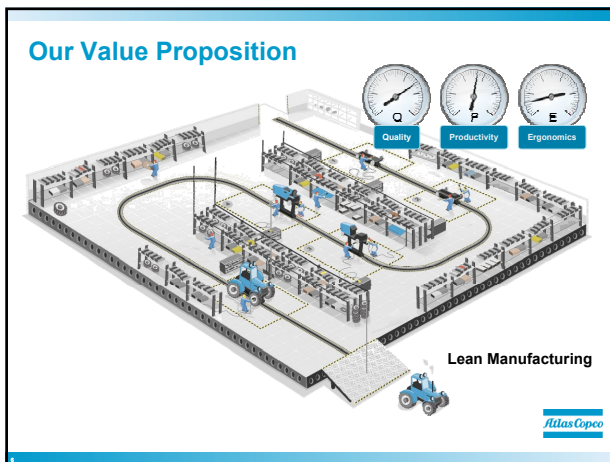
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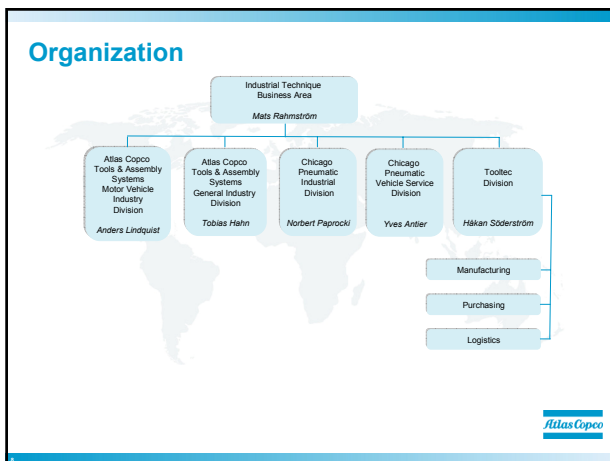
Our Global Vision



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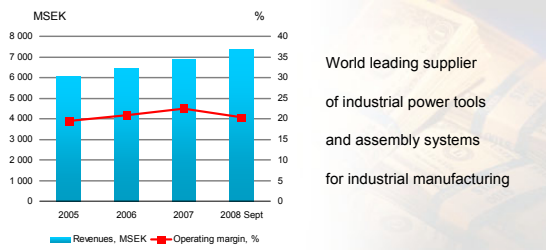






Financial Performance

Market position, sales and operating margin



World leading supplier
of industrial power tools
and assembly systems
for industrial manufacturing

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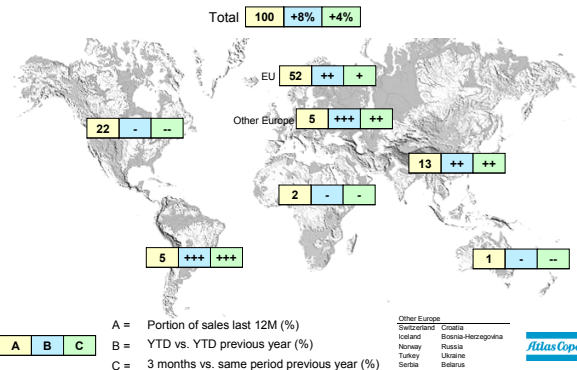


Market Trends

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Orders Received – Local Currency

(Excluding acquisitions)



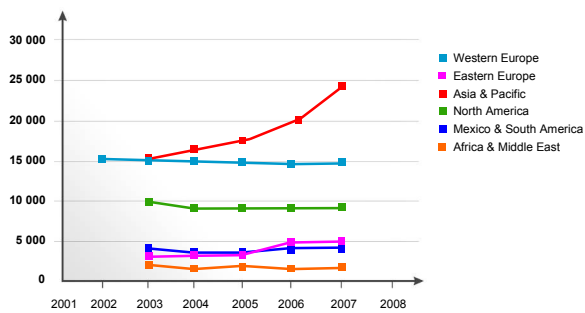
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MVI Division – Segments and Trends



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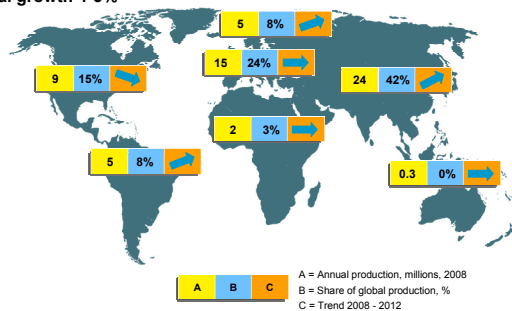
World Vehicle Production



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Global Vehicle Production and Trends

Annual growth 4-5%



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Motor Vehicle Industry Market Trends



Ford, GM, Chrysler,
Mercedes, Volkswagen,
Porsche, Renault, PSA, Fiat,
Volvo, Saab

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Motor Vehicle Industry Market Trends



Toyota, Mitsubishi, Nissan,
Honda, Mazda, Hyundai, Kia

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GI Division – Segments and Trends



Shipyards



Aerospace



Windmills



Appliance



Power and energy



Electronics



Offroad



Recreational
vehicles

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Vehicle Service Division – Segments, Trends



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Operations

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Manufacturing Operations



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Manufacturing Operations

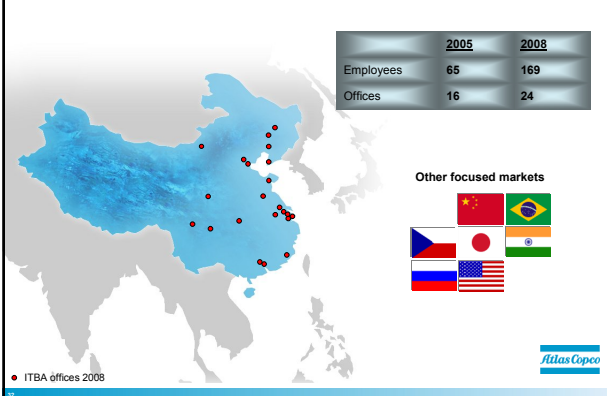




Focus areas

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China Locations



A New Wireless Range to Meet all Demands



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Quality Assurance in Tightening



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CP Vehicle Service



The most used tool in a garage - 1/2" impact wrench

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A Powerful Range of Grinders

Brazor



LSV18



Desoutter KA16



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Airline Accessories



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Focus on Service



- Service products
- Global and local service partnerships
- Global service organization

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Service Products



Fixed price repair

Short turnaround, longer tool life-cycle



Calibration service

Traceability and quality control



Preventive maintenance

Maximum uptime, reduced cost



Full coverage contracts

Reduced cost and full budget control



Reliability-centered maintenance contracts

Lean production

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Transformation – Desoutter RightWay

- A **Value Based Sales process** for all levels of the Desoutter global sales team
- Process to identify opportunities for **Transformation**
- Establish Desoutter as a **Strategic Partner**
- Being rolled out to all Customer Centers during Q1-Q2, 2009



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A Green Way for Industrial Technique

- Windmills
- Engine technology
- Optimizing production for customers within wind energy, oil and gas segments
- Electric and pneumatic tools



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Summary

- Bring new technology to the market place
- Continue to focus on growth areas
- Market development
 - Adapt cost structure for different scenarios
 - Efficiency / Synergy

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We are committed to your
superior productivity through
interaction and innovation.

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