



INNOVATION

Atlas Copco Capital Markets Day 2014

Andrew Walker
Business Area President
Construction Technique

Atlas Copco

AGENDA

1. Construction Technique
2. Innovation
3. People
4. Summary



CONSTRUCTION TECHNIQUE



The global leader
providing on-site
solutions for
sustainable
productivity

Profitable growth
with an asset light
and agile
organization

CONSTRUCTION AND MORE...

Light compaction



Road construction



On-site energy



Concrete



Demolition / recycling



Infrastructure



Rental



General construction



Tunneling



Water well, oil & gas



Mining



Quarries



PORTABLE ENERGY

Air
On-site compressors



Power
On-site generators



Water
On-site pumps



Light
On-site lights



CONSTRUCTION TOOLS

Hydraulic attachments



- Breakers
- Pulverizers
- Compactors
- Grapples
- Cutters
- Bucket crushers
- Drum cutters
- Magnets

Handheld tools



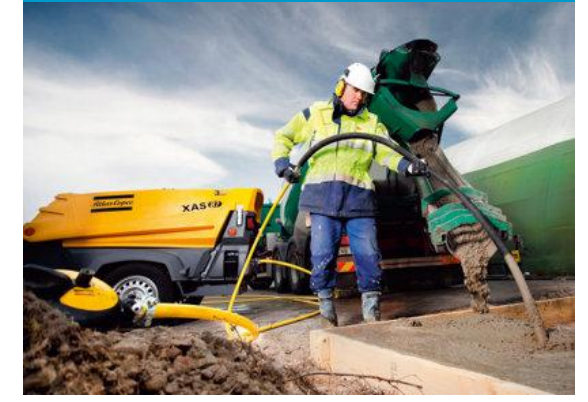
- Pneumatic hammers, breakers & drills
- Hydraulic power packs & tools
- Petrol drills & breakers
- Pneumatic rock drills
- Pusher leg & DSI rock drills

Compaction equipment



- Rammers
- Forward plate compactors
- Forward & reversible plate compactors
- Rollers
- Trench compactors

Concrete equipment



- Pokers
- Vibrating beams
- Screeds
- Trowels
- Floor saws

ROAD CONSTRUCTION

Rollers



- Soil compactors
- Static rollers
- Large Asphalt Rollers
- 1–4 ton asphalt rollers

Pavers



- Compact pavers
- City pavers
- Large wheeled pavers
- Large tracked pavers
- Material feeder
- Screeds
- Compactasphalt®
- American style pavers

Planers



- Compact planers
- Large planers

SPECIALTY RENTAL – TOTAL SOLUTION CONCEPT

Design of the temporary installation



- Technical feasibility
 - Reliability
 - Quality air
- Safety
- Energy efficiency
- Easy to install



Logistical services



- Transport
- Import / export
- Certificates
- Loading & start up guidelines



Services



- Installation
- 24/7 service
- Maintenance
- Supervision
- On-site operators
- Decommissioning



Energy management



- Fuel tanks
- Fuel supply on request
- Electrical transformers
- Distribution boards

SERVICE OFFER



Genuine
filters



Fluids &
lubricants



Working tools,
road milling tools
and consumables



Preventive
maintenance kits



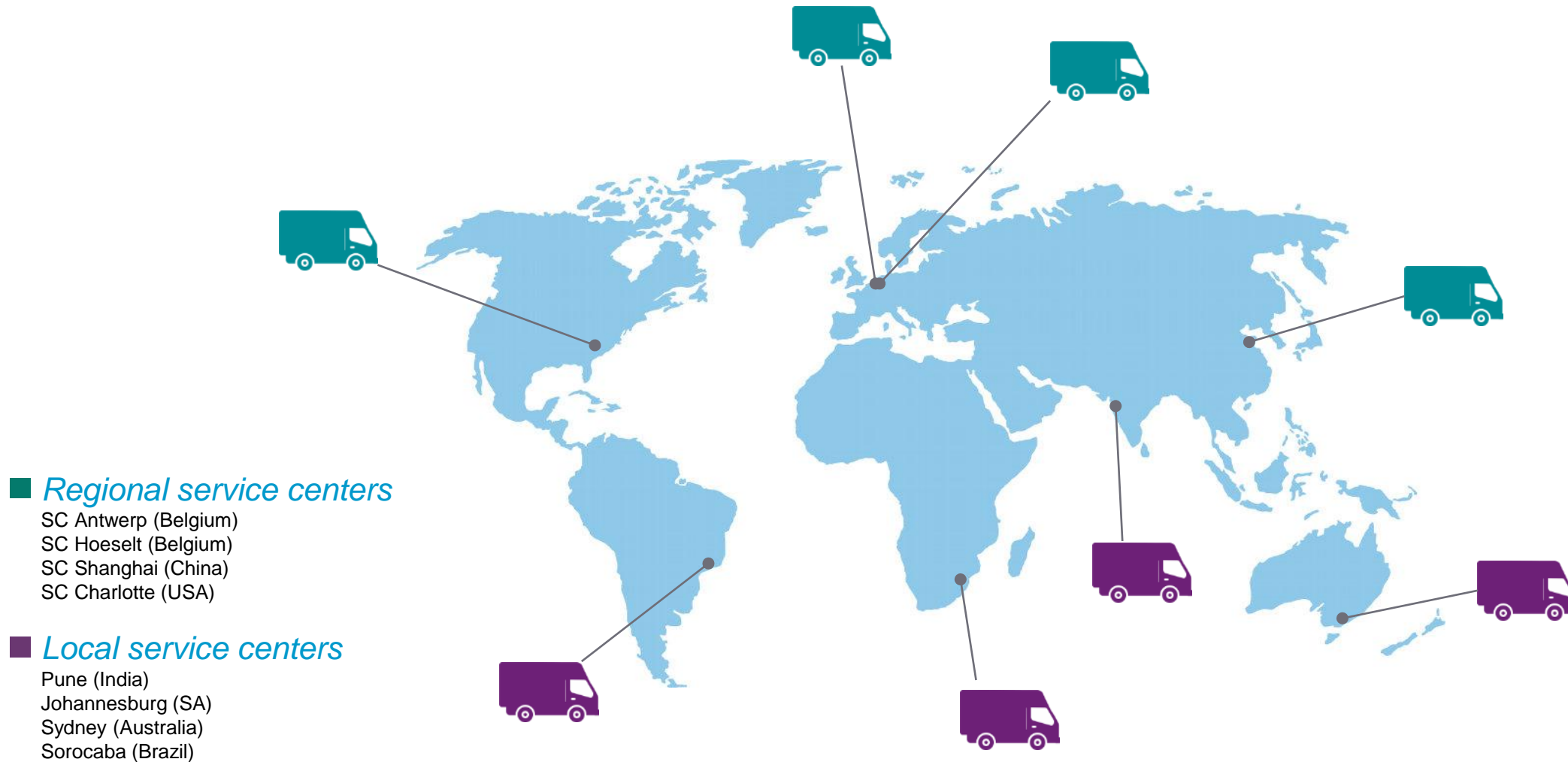
Wear and
repair kits



Extended warranty
and Service
agreements



MASTERING LOGISTICS TO BE CLOSE TO OUR CUSTOMERS



INNOVATION DRIVERS

Trends

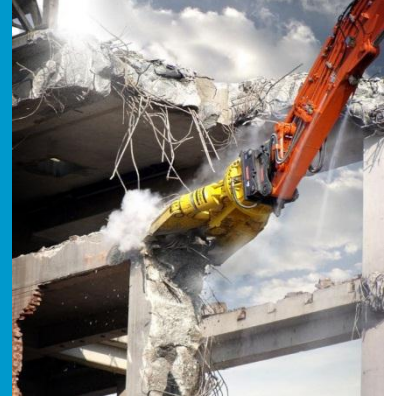
Global growth
and urbanization



Energy efficiency
and productivity



Safety, health,
environment and
quality (SHEQ)



Growth in
emerging
markets' middle
segment



Emission
legislation



Increased
demand for
service



WE CONTINUOUSLY RE-INVENT OUR PRODUCTS TO MAKE THEM...

Ergonomic



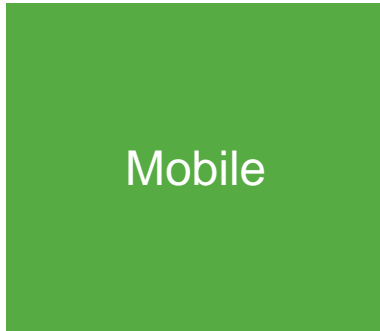
Robust



User-friendly



Mobile



Sustainable



Productive
and efficient



COMPACTION CONTROL

Compaction analyzer Single roller



2015 Q1

Modern human-machine interface

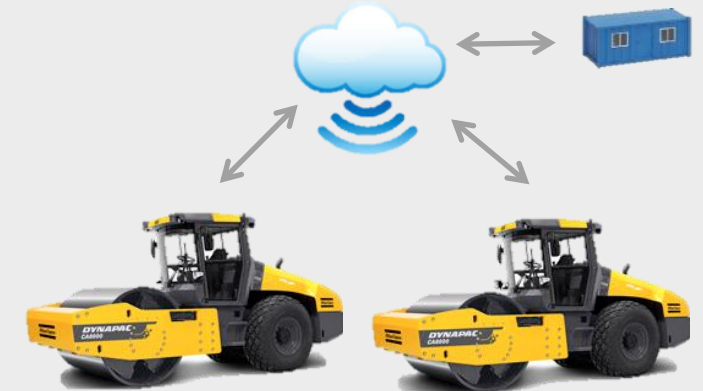
Compaction analyzer Multi-Roller



2015 Q2

Multi-roller functionality

Compaction analyzer Cloud-based



2016

Real-time data transfer
Remote support
3D design file reference

FULL CONNECTIVITY

- Optimized Fleet Management
 - Real-time positioning
 - Historical data
- Data recording and analysis
 - Position (GPS, Geofence)
 - Engine data
 - Compaction & paving data
- Remote diagnostics



MATERIAL FEEDER



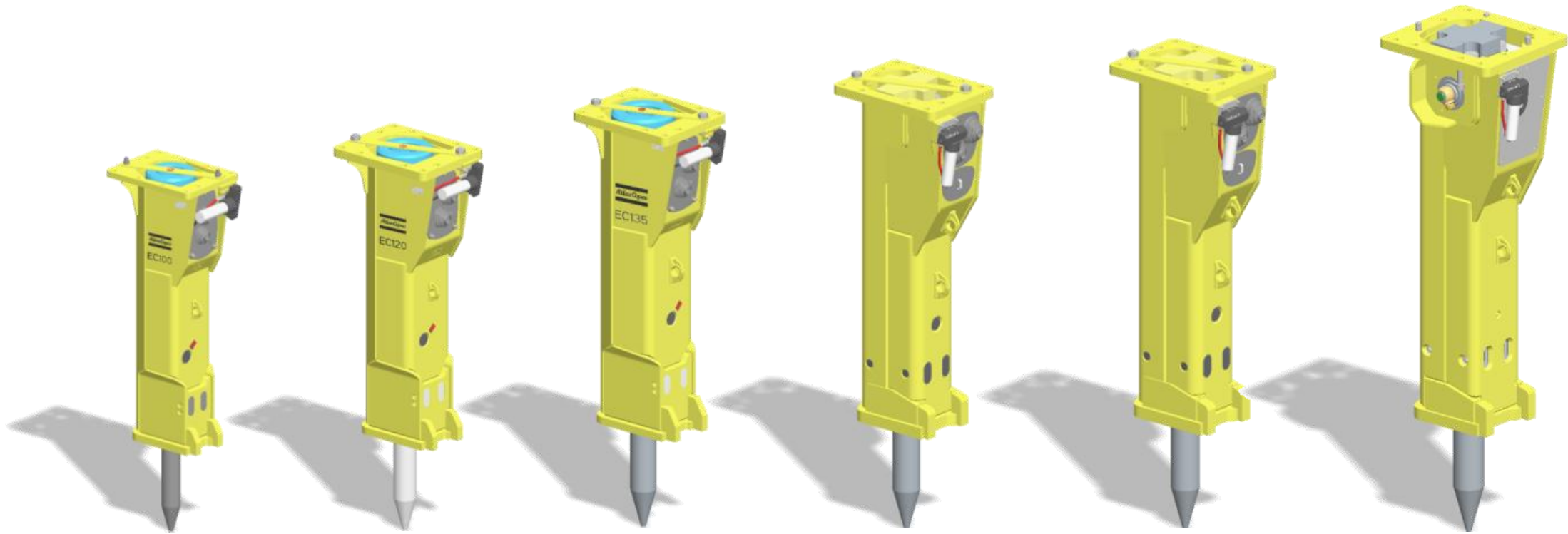
- Highest feeding capacity in the market
- Best fuel efficiency in its class
- Full compliance with most stringent emission rules
- Very high commonality with paver spare parts and service scheme

ELECTRO-HYDRAULIC ROCK DRILL

- For construction and narrow reef mining applications
- Best performance in the market
- 50 % perceived reduction in sound level
- 50 % (10 m/s^2) reduction in vibration level
- Protected with 6 patents



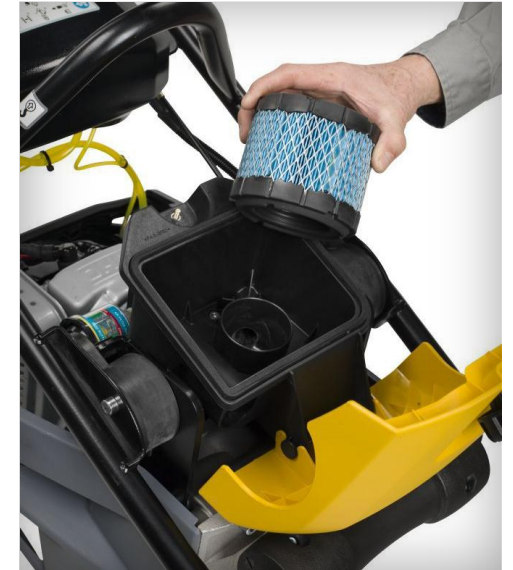
ESSENTIAL LINE BREAKERS



- 12 new breakers
- Best in value class performance and competitive pricing

NEW RAMMER RANGE; LT 6005 AND LT 5005

- Upgrade of the Atlas Copco light compaction line
- To get the job done faster
 - 30 % more power
 - Reduced weight, reduced width, easy to operate, easy to maintain



PORTABLE ENERGY

Extend the offer

Air

Essential Line Air 2 and iT4 (US)



Water

Diesel-driven PAS pumps



PORTABLE ENERGY

Extend the offer

Light

In-house development of QLT light towers



Power

Extend the offer for power with QAC FLX and iT4 (US)

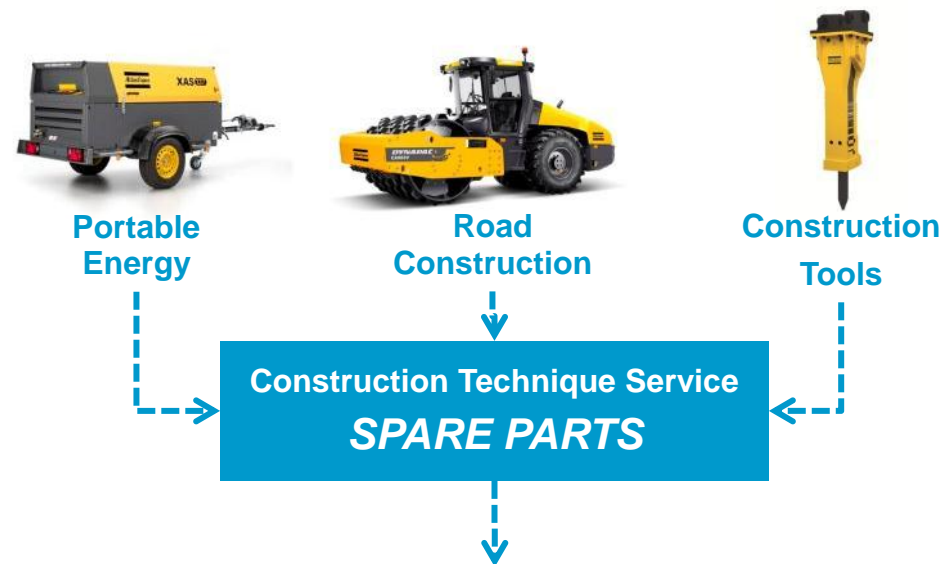


PARTS ONLINE

Anytime, anywhere, a fast service solution at hand

One platform for all spare parts information

- Spare parts
- Exploded views
- Spare parts catalogues



Available on:



partsonlineconstruction.atlascopco.com

LEAN MANUFACTURING

SEPT 2012

SEPT 2014



PEOPLE

A competent team of
experienced people is
ready to serve you!

Around the world



SUMMARY

Focus on
growth and
improved
profitability

Strengthen
market position
in our niches

Presence and
innovation for
both equipment
and service



***COMMITTED TO
SUSTAINABLE PRODUCTIVITY.***



Atlas Copco

