

## Industrial Technique



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

*Sustainable Productivity*



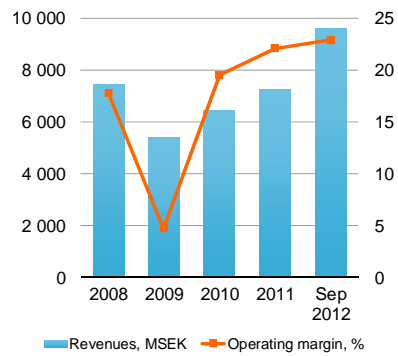
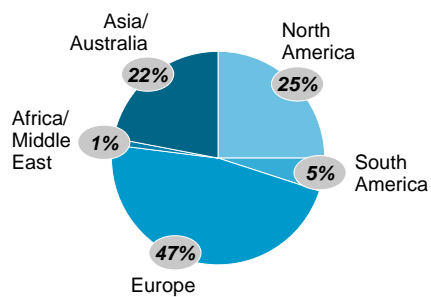
## Financial performance



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## Industrial Technique

### Revenues and operating margin



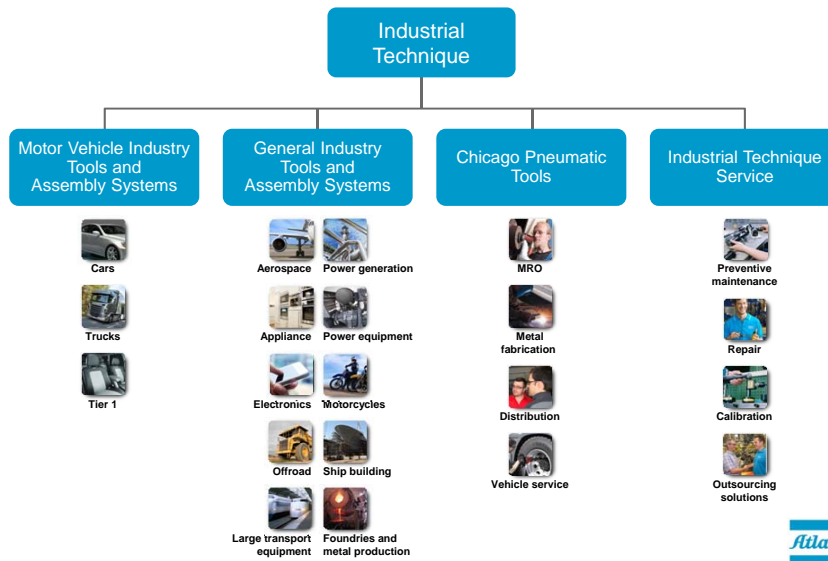
Pie chart: Revenues YTD September 2012, Graph: 12 months figures

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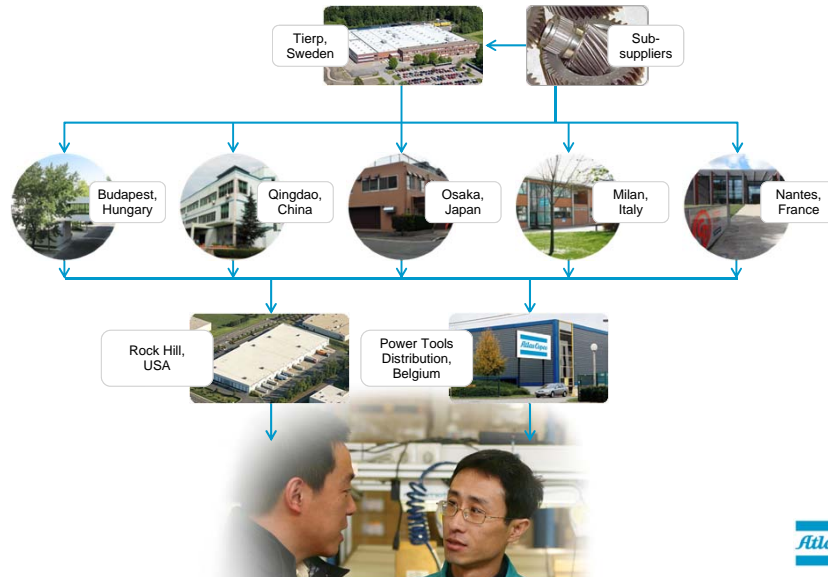
## Operational agility



## Industrial Technique organization

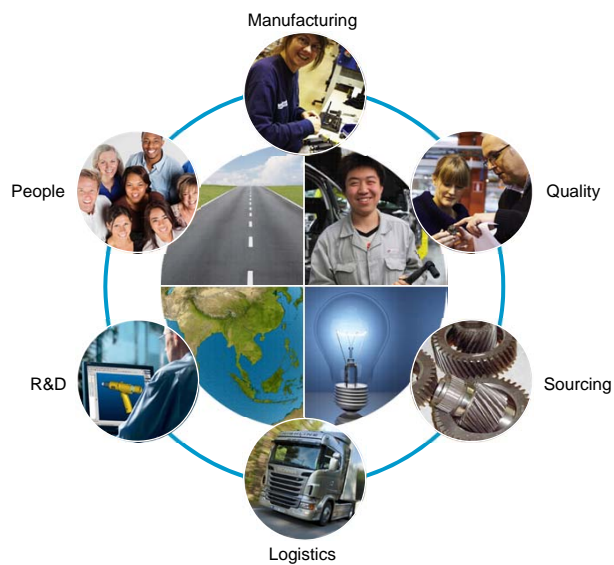


## Operational footprint and logistic flows



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## Operational agility



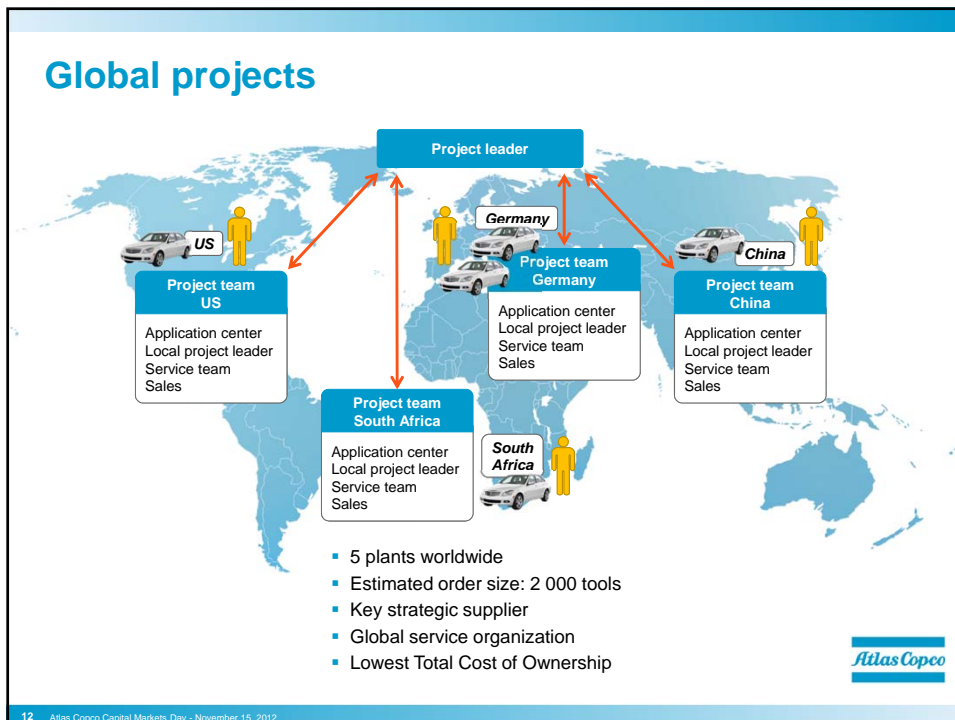
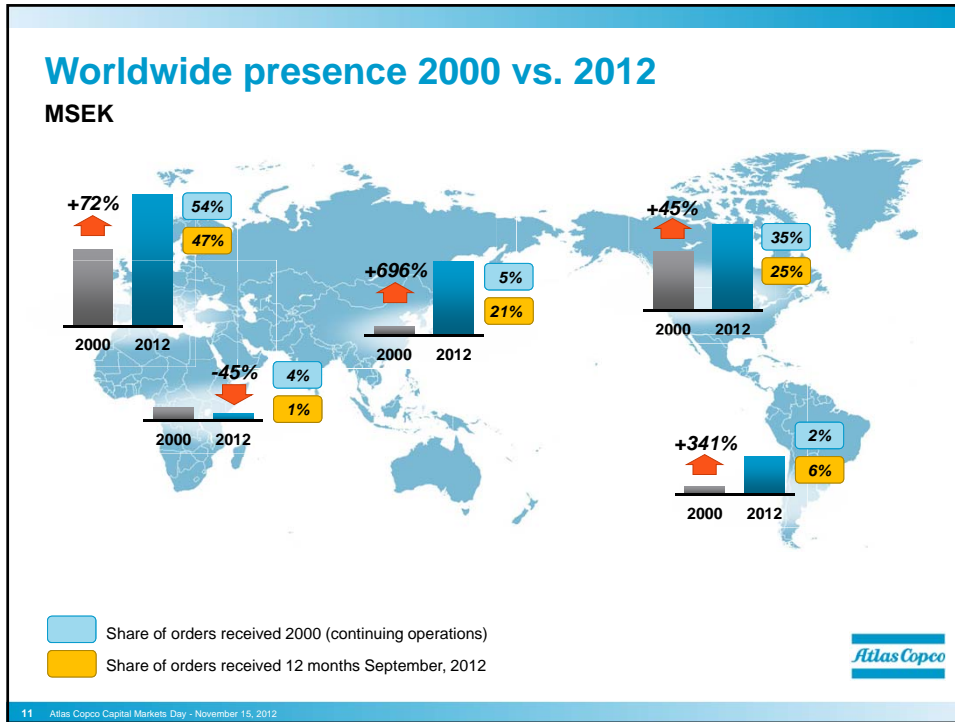
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## Global coverage



## Global coverage





## Market transformation



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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 <sup>2</sup>                   |
| Technical center with: | 7 robots                             |
| Trainings:             | 2 fully equipped rooms, incl. robots |



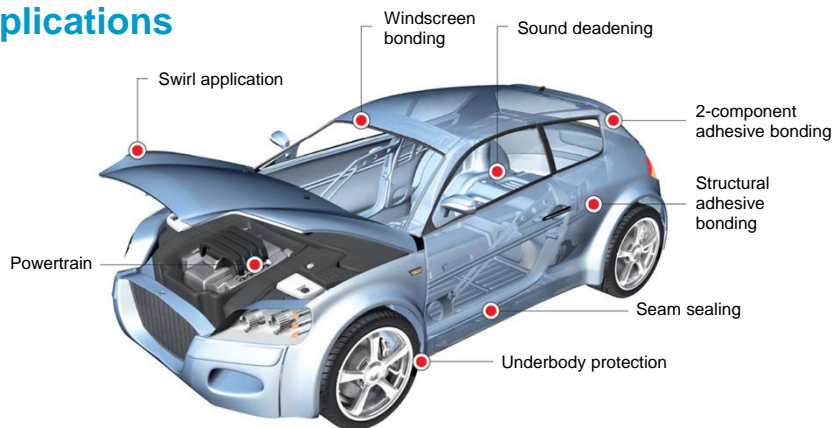
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## Why are we investing in adhesives?



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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.