

# 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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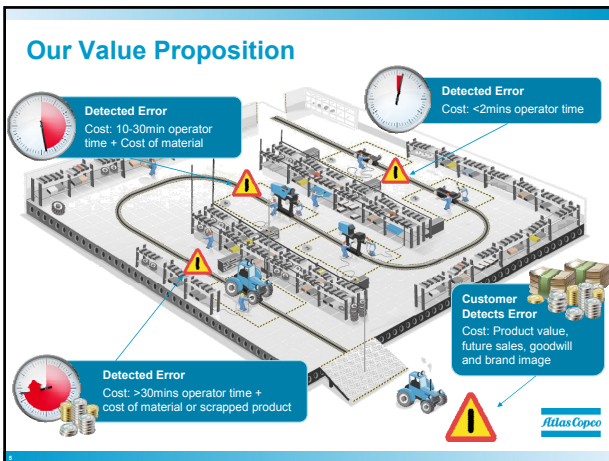
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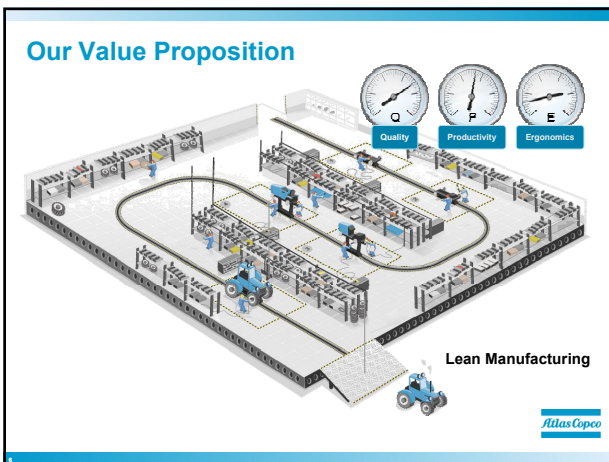
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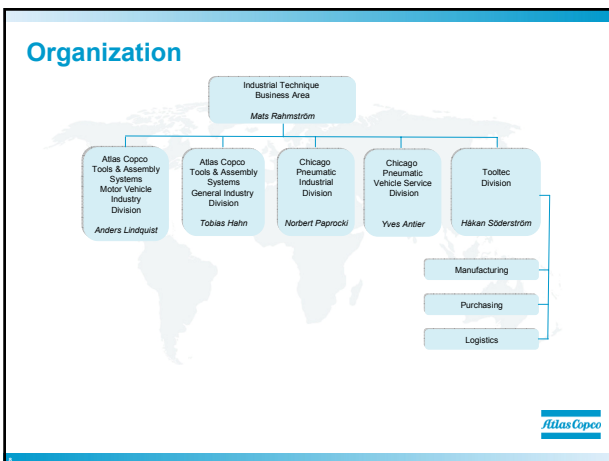
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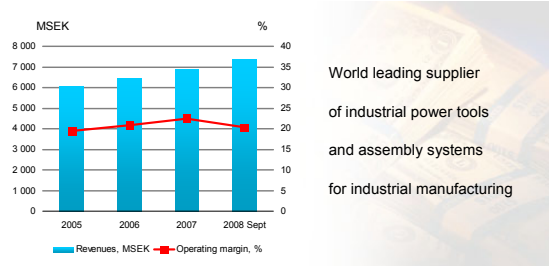
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## Financial Performance

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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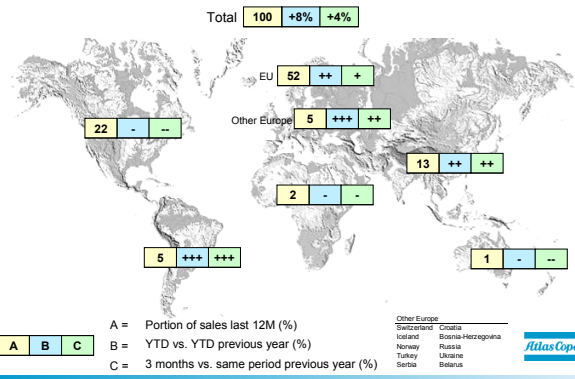
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## Orders Received – Local Currency

(Excluding acquisitions)



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## MVI Division – Segments and Trends



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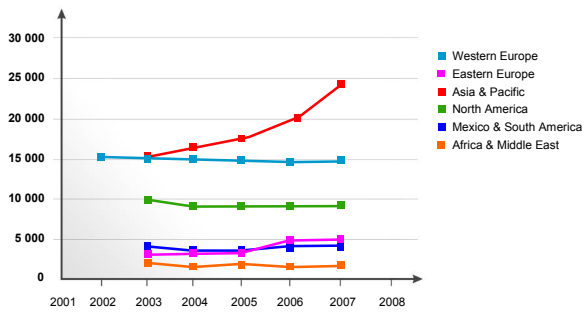
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## World Vehicle Production



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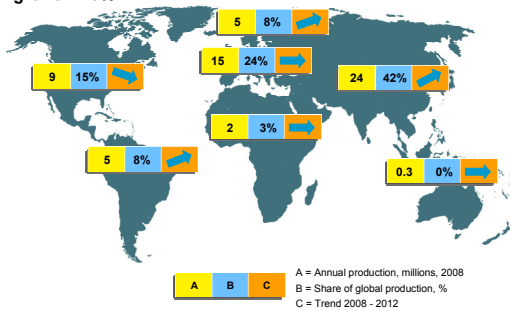
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## Global Vehicle Production and Trends

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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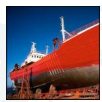
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### GI Division – Segments and Trends



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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



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## Focus areas

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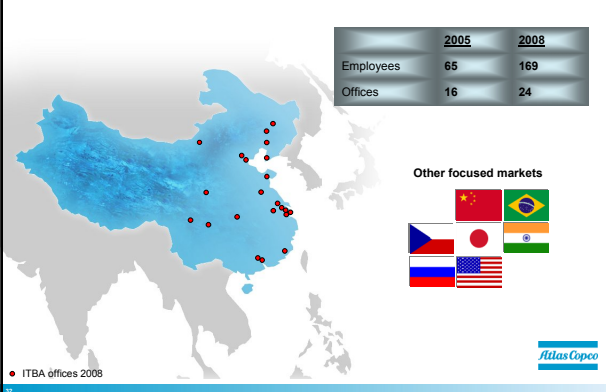
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## China Locations



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## 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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