



INNOVATION

Atlas Copco Capital Markets Day 2014

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Business Area President,
Compressor Technique



COMMITTED TO SUSTAINABLE PRODUCTIVITY

We stand by our responsibilities towards our customers,
towards the environment and the people around us.
We make performance stand the test of time.
This is what we call – Sustainable Productivity.

AGENDA

1. Compressor Technique
2. Innovation drivers
3. How do we work with innovation
4. Innovations
5. Summary



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COMPRESSOR TECHNIQUE

Global leader providing innovative compressed air, air and gas treatment and vacuum solutions for sustainable productivity

Profitable growth with asset light and agile organization



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THE STRATEGIC PILLARS FOR PROFITABLE GROWTH

Presence Innovation Service Operational excellence People

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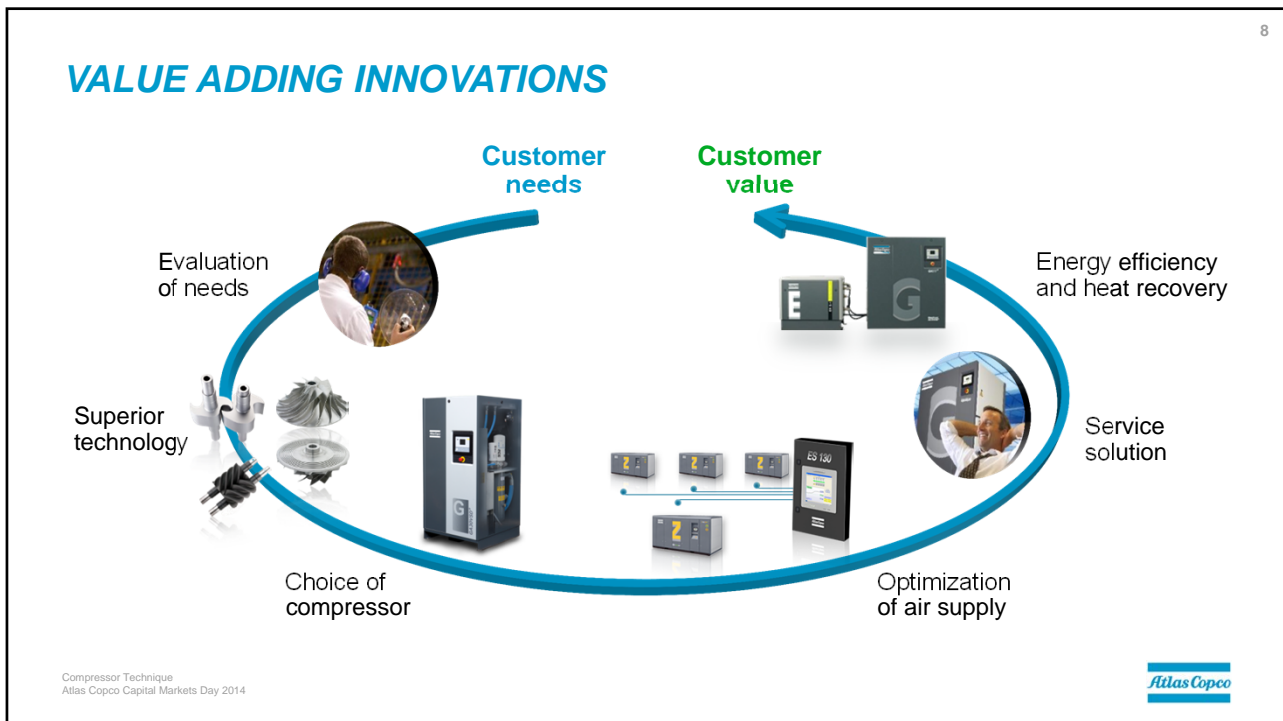
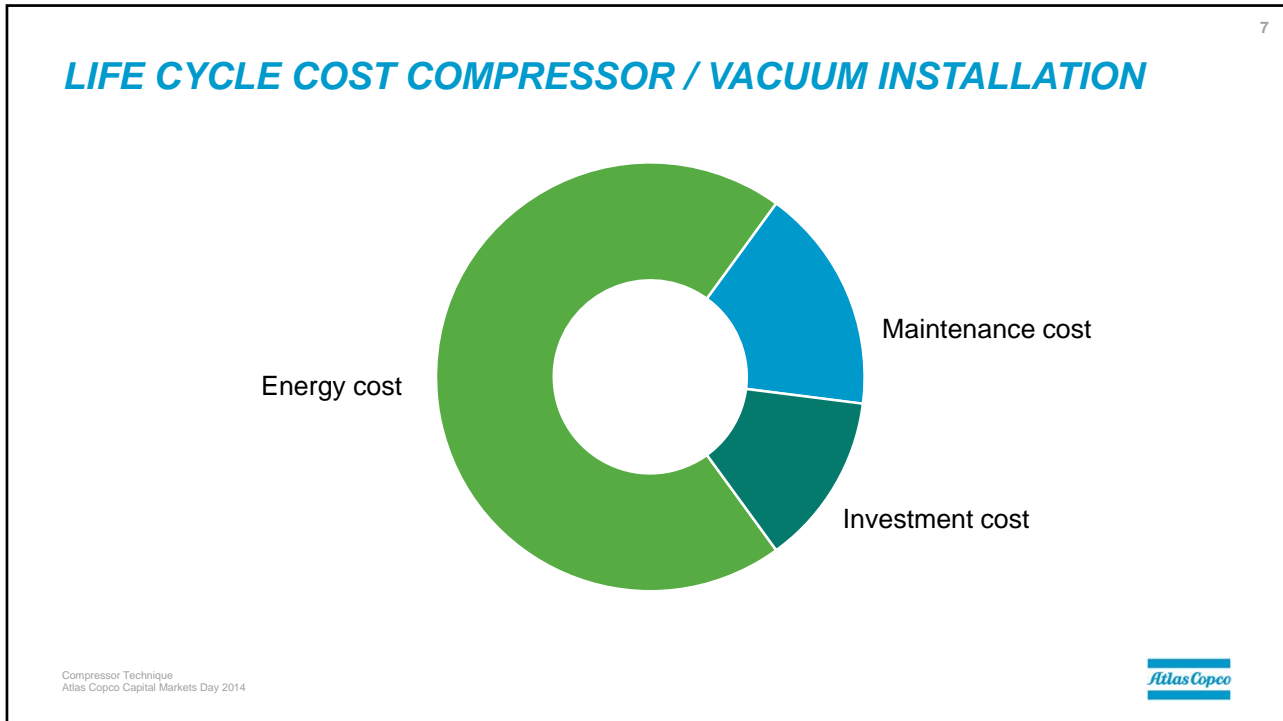
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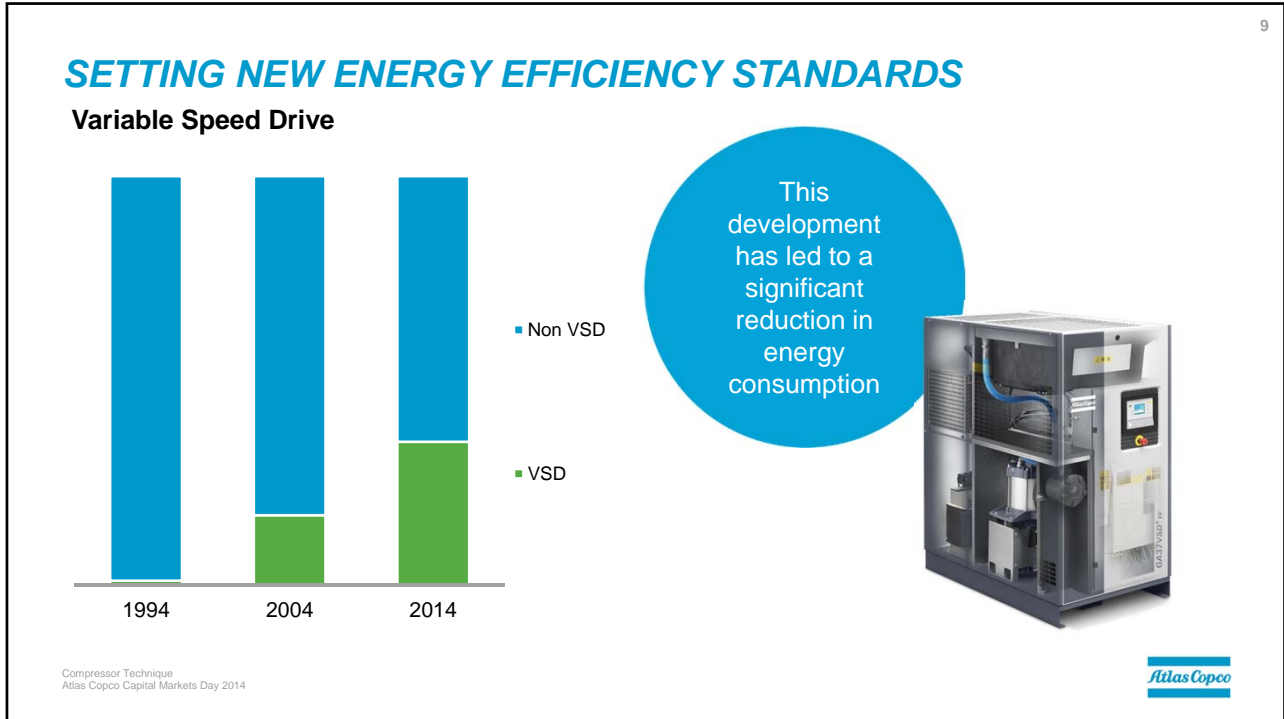
INNOVATION DRIVERS

Trends

The energy efficiency and productivity requirements from industry		Global growth and industry capital investments		Increased labor cost	
Growth in emerging markets' middle segment		Environmental awareness		Quicker communication and availability of information	

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GA VSD+ – THE COMPRESSOR OF THE FUTURE

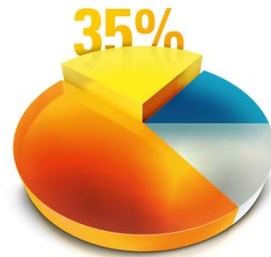
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1994 – ATLAS COPCO PIONEERS THE VARIABLE SPEED DRIVE



- VSD = Energy saving of 35% on average
- Revelation in energy savings, total cost of ownership
- 1 in 3 oil-injected screw compressors sold by Atlas Copco is a variable speed drive

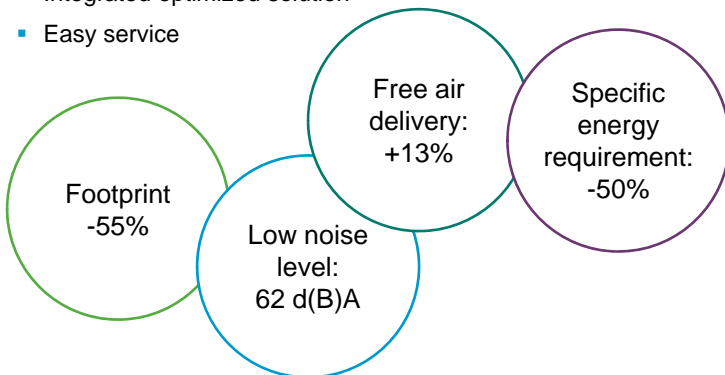


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GA VSD+

- Unique drive system
- Integrated optimized solution
- Easy service



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SMALL COMPRESSORS, BIG ACHIEVEMENTS

What if every oil-injected screw compressor sold in the world would be a VSD+?

- Average annual savings of 6 TWh
- Reduction of 3 million tons of CO₂
- 600 000 passenger cars

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ZH350+ TURBO DIRECT DRIVE

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ZH350+ TURBO DIRECT DRIVE



No gears

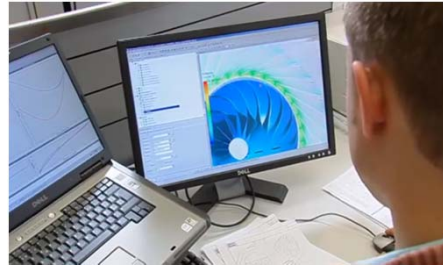
- Atlas Copco designed direct drive high speed synchronous motor with frictionless magnetic bearings

No oil

- Not a single drop of oil inside

No losses

- ZH350+ the most energy efficient oil-free air compressor ever



Computational fluid dynamics to increase energy efficiency by 6% and more

GHS VSD+ VACUUM PUMPS

GHS VSD+ VACUUM PUMPS

- Atlas Copco state of the art oil injected screw elements
 - Breakthrough efficient variable speed driven vacuum pumps
- Superior alternative to the traditional oil injected vane pumps:
 - Reduction in energy consumption – on average 50%
 - Silent technology, best in class noise levels
 - Clean operation: insignificant oil emissions
 - Compact all in one package with advanced controls
- Game changer in the utility vacuum segment
- Patented designs

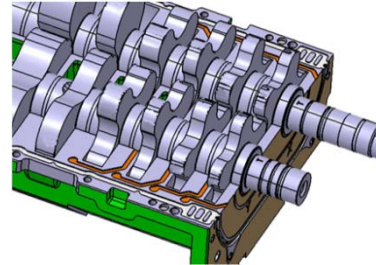


IXM DRY PUMP FOR SEMICONDUCTOR MARKET

IXM DRY PUMP



- 60% less power consumption than previous generation of dry pumps
- Increased lifespan
- 20% smaller footprint
- 2x lower noise than previous generation
- 30% lower weight than previous generation



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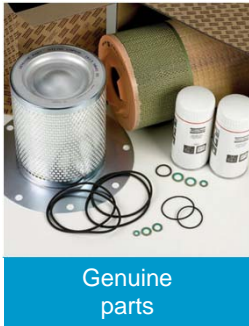


SMARTLINK COMPRESSOR DATA MONITORING SERVICES

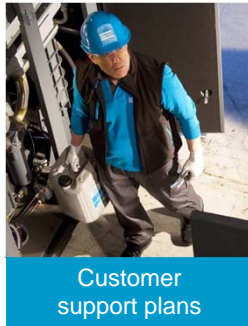
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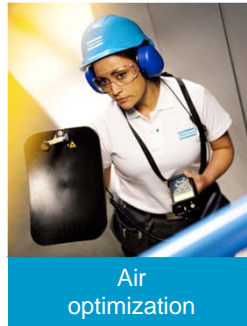
A COMPLETE LIFECYCLE OFFERING



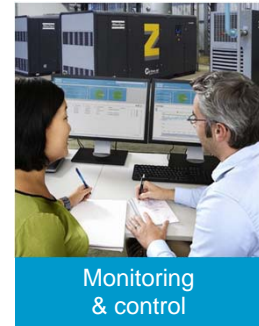
Genuine parts



Customer support plans



Air optimization



Monitoring & control

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SMARTLINK

- Connectivity as strategic differentiator
 - Monitoring running parameters
 - Investing in data → knowledge
 - Connectivity enables lower total cost of ownership



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SMARTLINK

Operational Efficiency

- Service visits planned on actual running hours
- Pro-active service response towards customers



Customer Benefits

- Service on time
- SMS/E-mail warnings
- Energy consumption analysis

Product Development

- Running conditions and machine behavior identifies areas for product improvement

Maximum Productivity

Minimum Operating Cost

SUMMARY

Innovation is the key differentiator for market leading position

The organization is strong and "fit for more"

Innovation not only in products



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