

A technical drawing of a compressor is overlaid on the left side of the image. The drawing is a blue line drawing on a white background, showing a cross-section of a compressor with various dimensions and labels. The dimensions include 1630 (64.2), 1380 (54.3), 1070, 10.5, 18.5, 30.8, 4.8, 10.8, 18.5, 30.8, 4.8, and 10.5. The drawing also includes labels such as "C-C(1-3)", "Ø72", and "Ø70".

Compressor Technique

Vagner Rego, Business Area President

Capital Markets Day 2018

Agenda

- 1 Facts in brief
- 2 Trends and driving forces
- 3 Focus and priorities
- 4 Innovation in reality
- 5 Summary



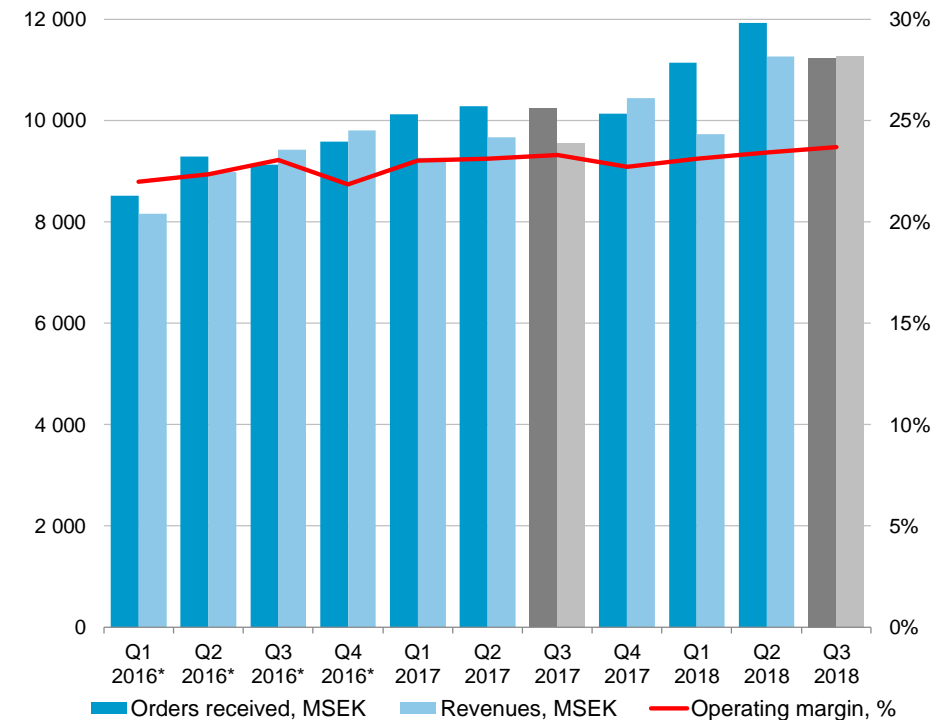
Compressor Technique

Growth drivers

- Innovation
- Leverage investments in presence
- Service offer
- Further expand the core organically and with acquisitions
- Digital value creation
- People development

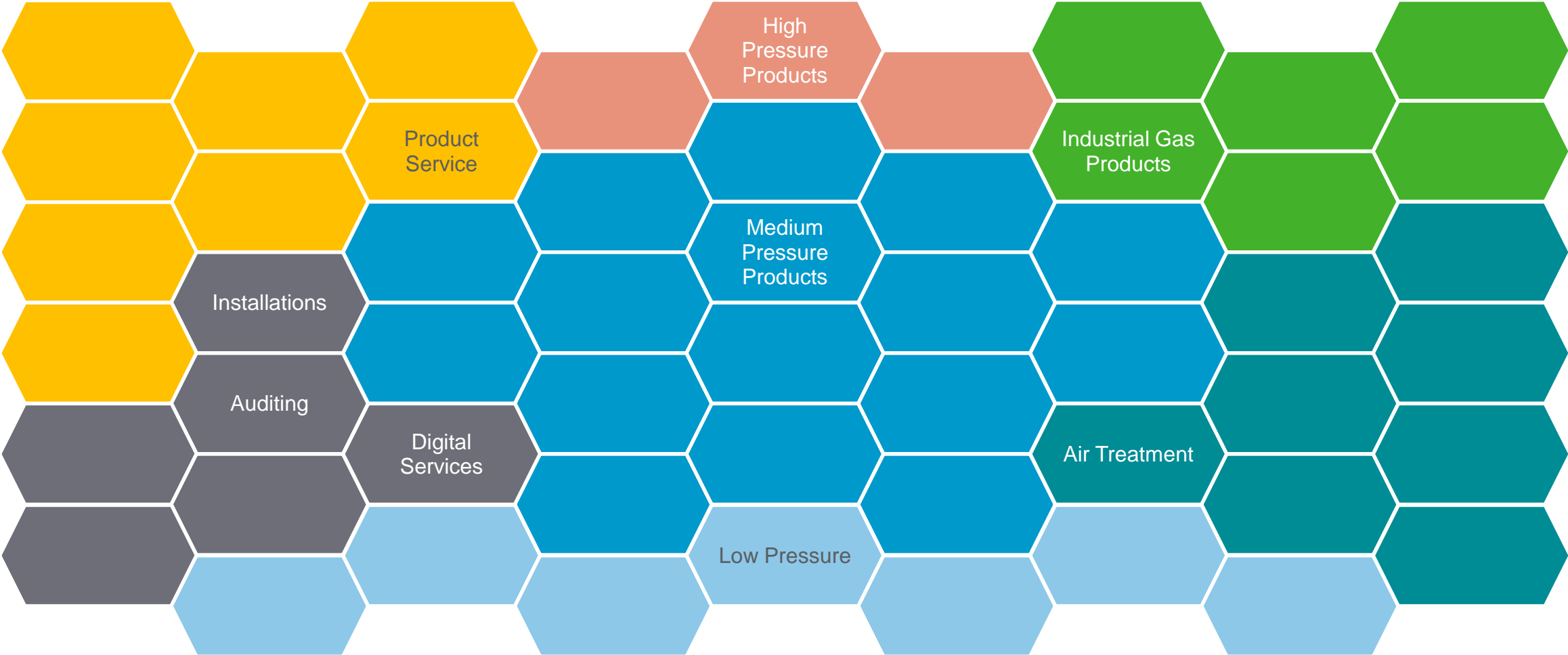


ORDERS, REVENUES AND OPERATING MARGIN



* 2016 figures not restated per IFRS 15.

Compressor Technique growth opportunities



Orders received – local currency Q3 2018

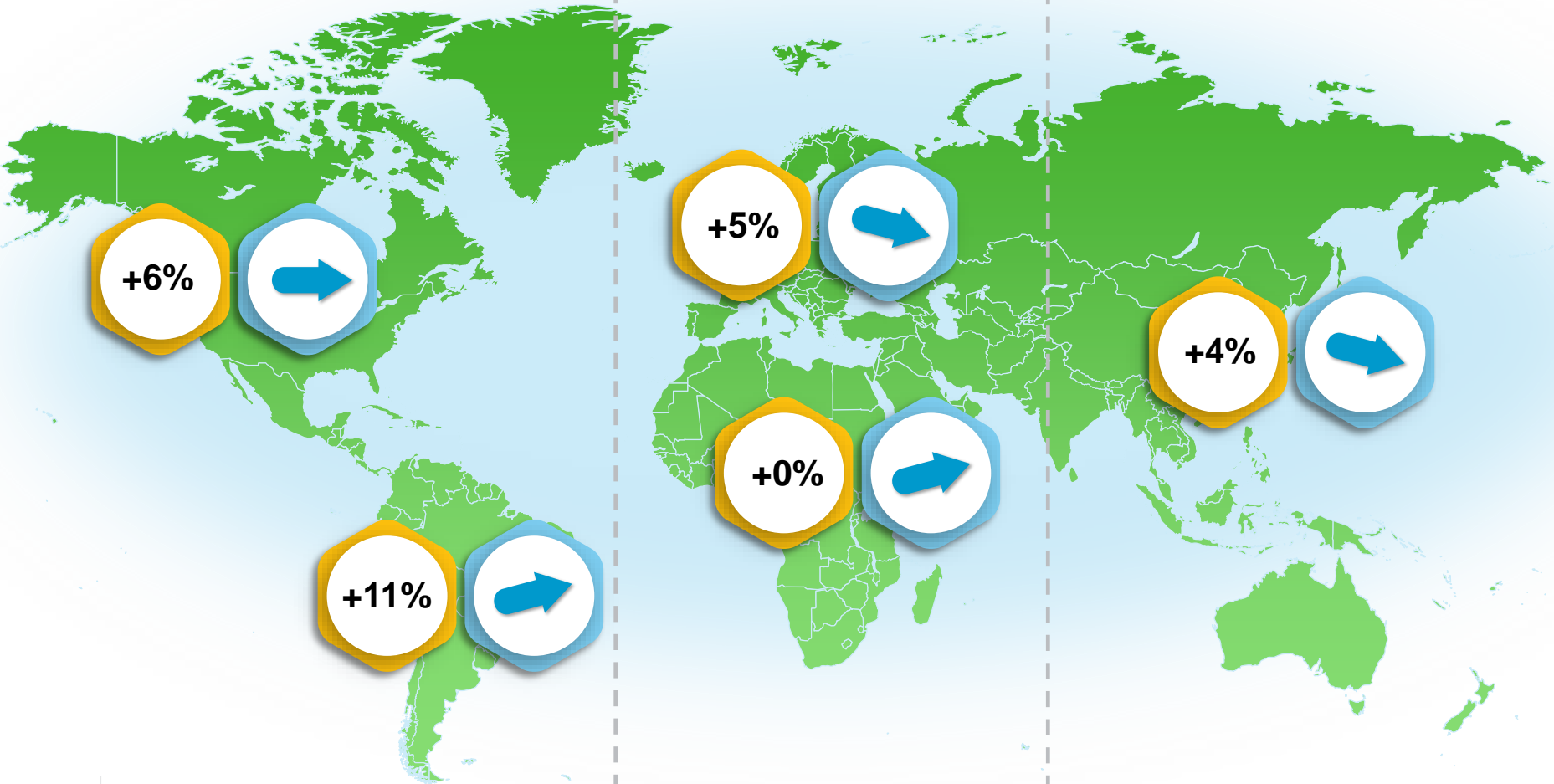
SHARE OF ORDERS RECEIVED YEAR TO DATE:

28%

40%

32%

YoY Q3 vs. Q2



Compressor Technique – The People We Serve



Compressor Technique – The Segments We Serve



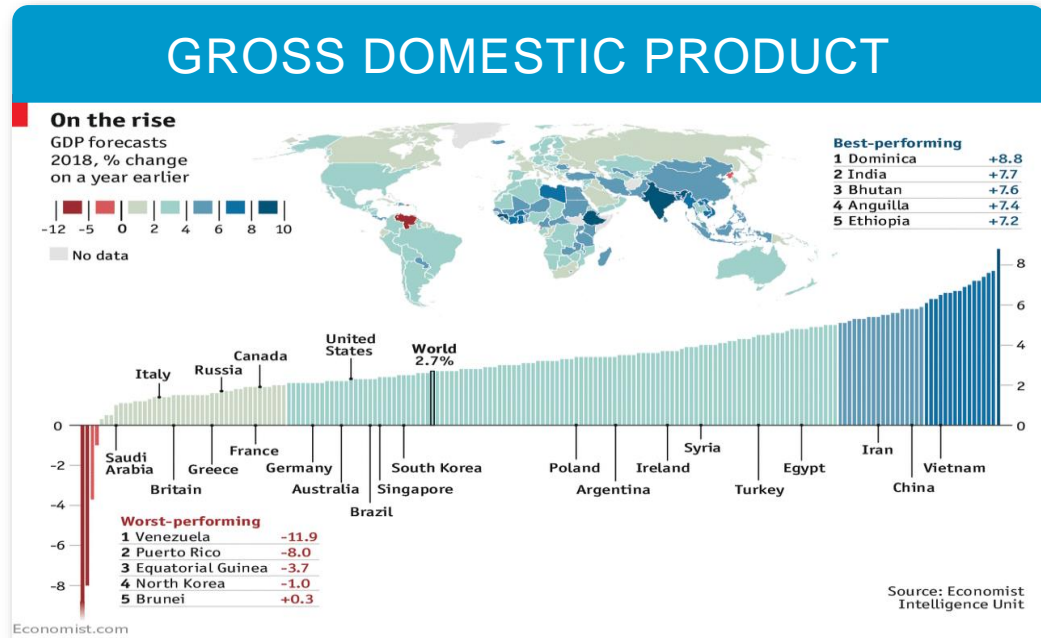
Compressor Technique – The Applications We Serve



Compressor Technique – The Solutions We Provide



Trends and driving forces



STANDARDS AND LEGISLATION

European Commission

ENERGY.GOV

ISO

HSE

中国能效标识
CHINA ENERGY LABEL
能效等级: 1
能源效率 (cd/W): 1.05
太阳辐射量 (W): 0.5

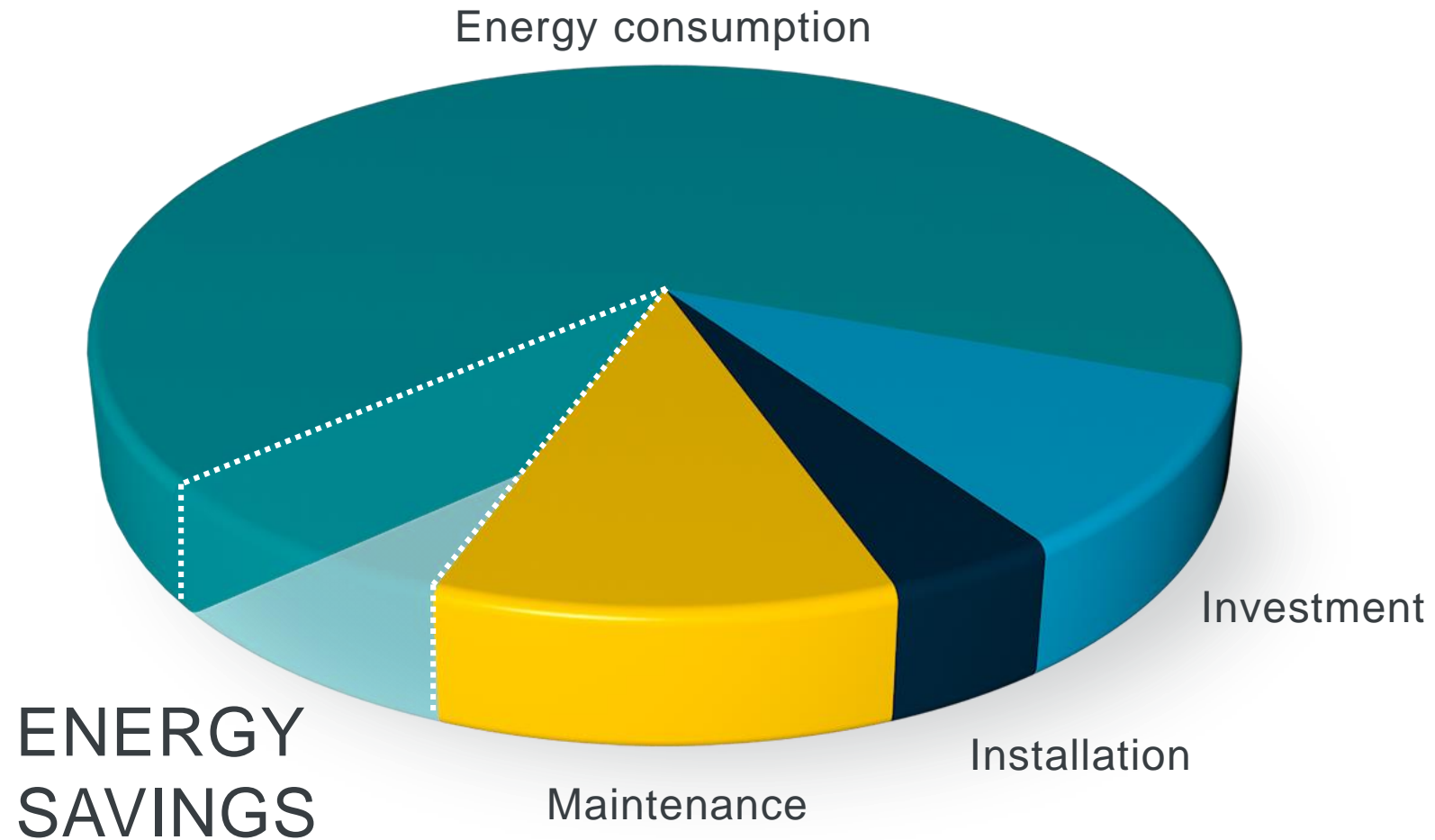
中国能效标识
CHINA ENERGY LABEL
能效等级: 2
能源效率 (cd/W): 0.85
太阳辐射量 (W): 1.0

中国能效标识
CHINA ENERGY LABEL
能效等级: 3
能源效率 (cd/W): 0.55
太阳辐射量 (W): 2.0

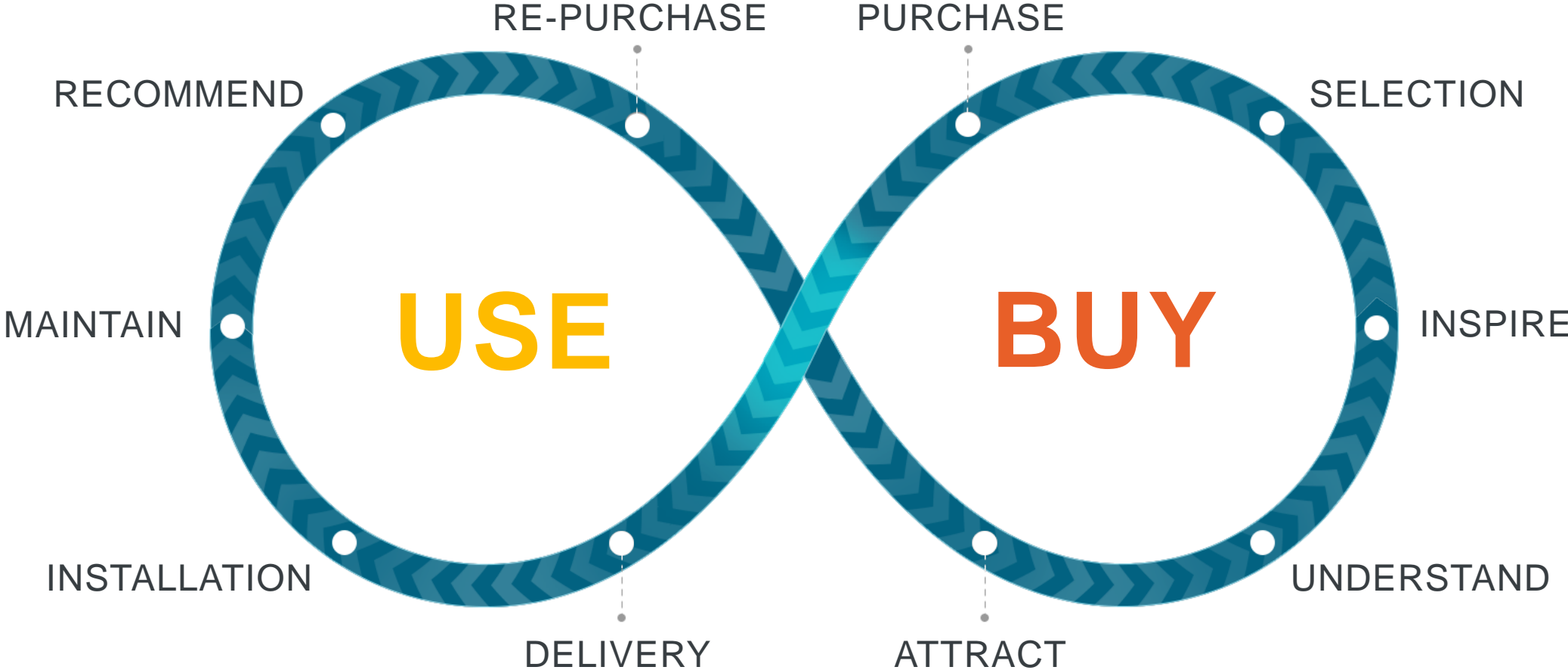
CAGI
Compressed Air & Gas Institute

pneurop

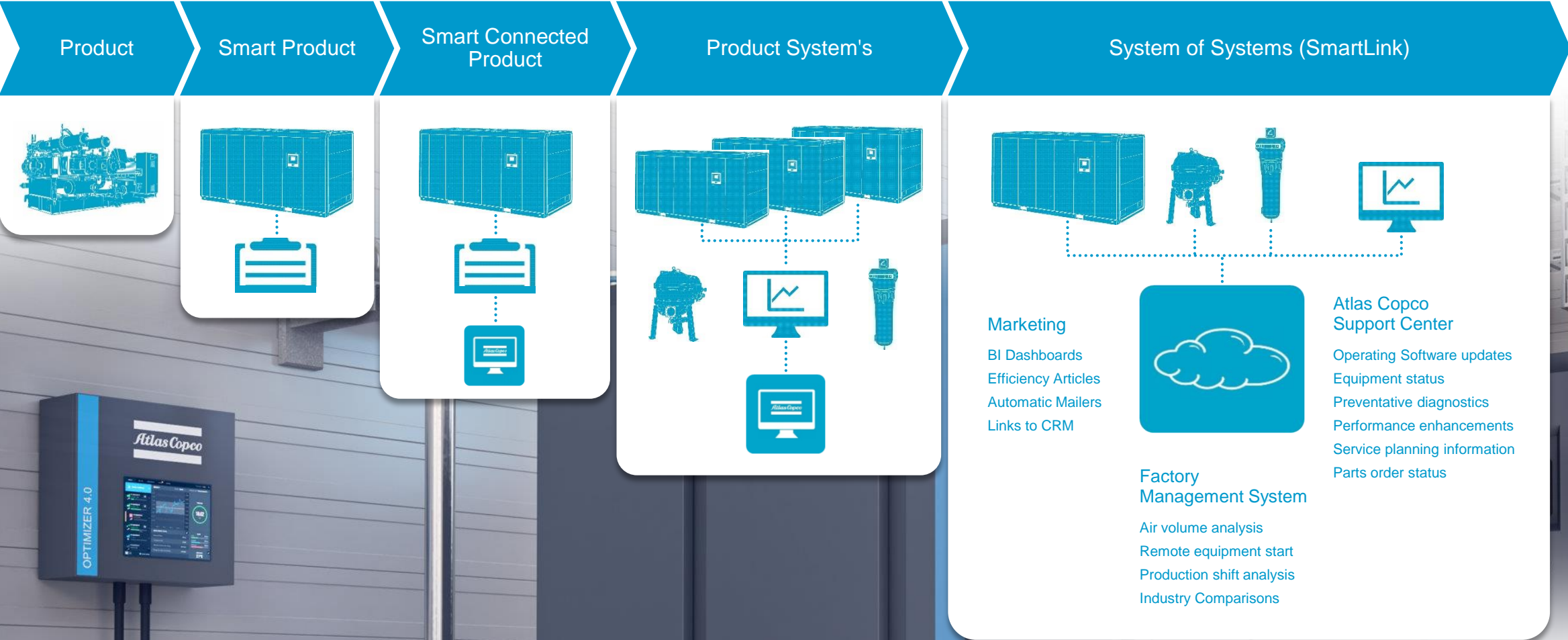
Trends and driving forces



Focus and priorities

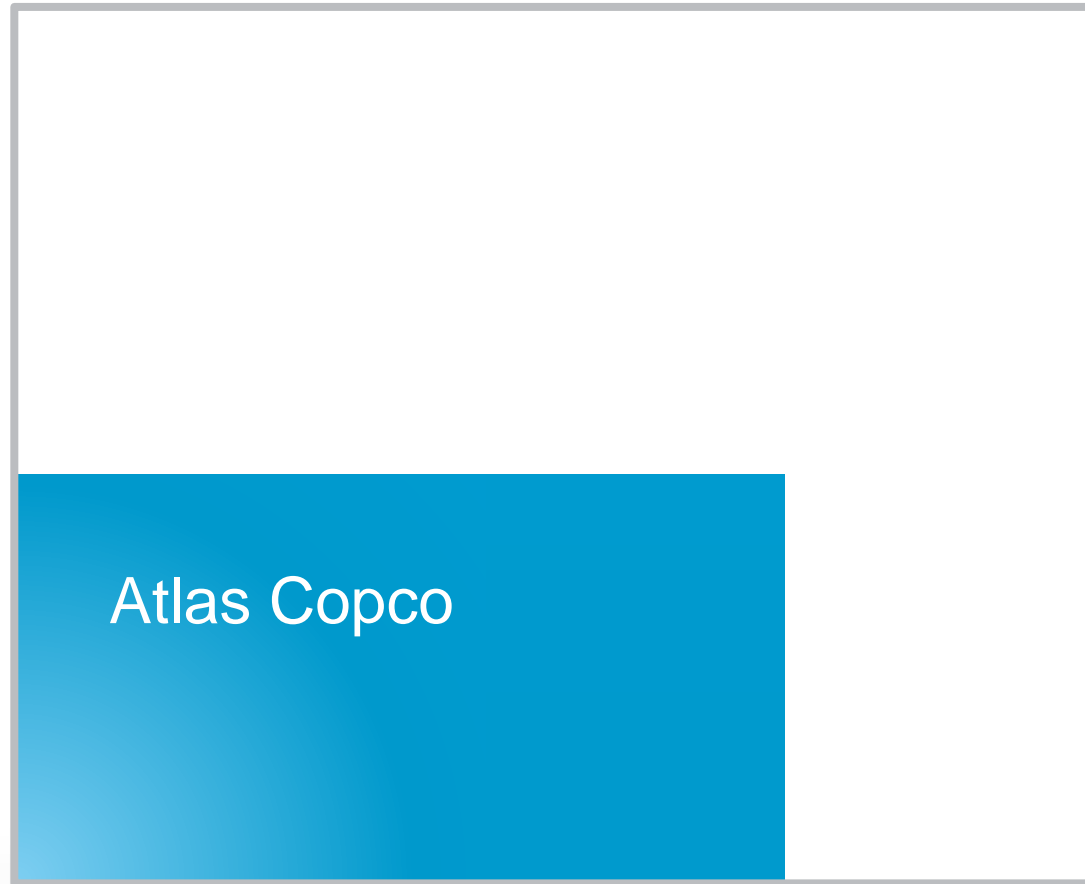


System Digitalization Industry 4.0



Market opportunity


Presence



Hit rate 

Product Developments

New Ranges

Piston Compressors



Low Pressure Blowers



-40 °C Drum Type Dryers



System Controllers



Medium Pressure Centrifugal



High Pressure Pistons



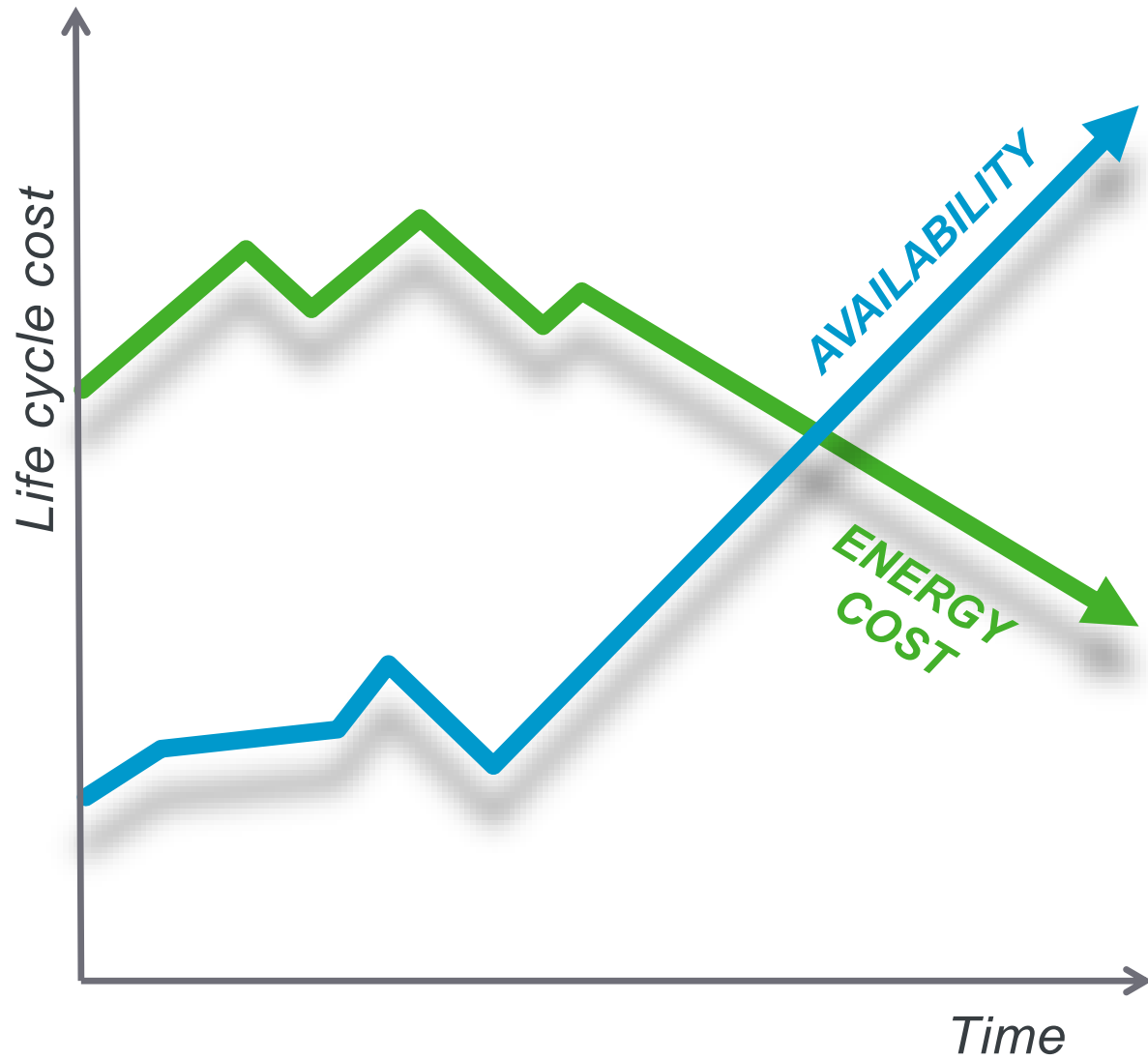
Medium Pressure Oil Free Screw



Medium Pressure Oil Injected Screw



Innovation in reality



ZR90-160 VSD+

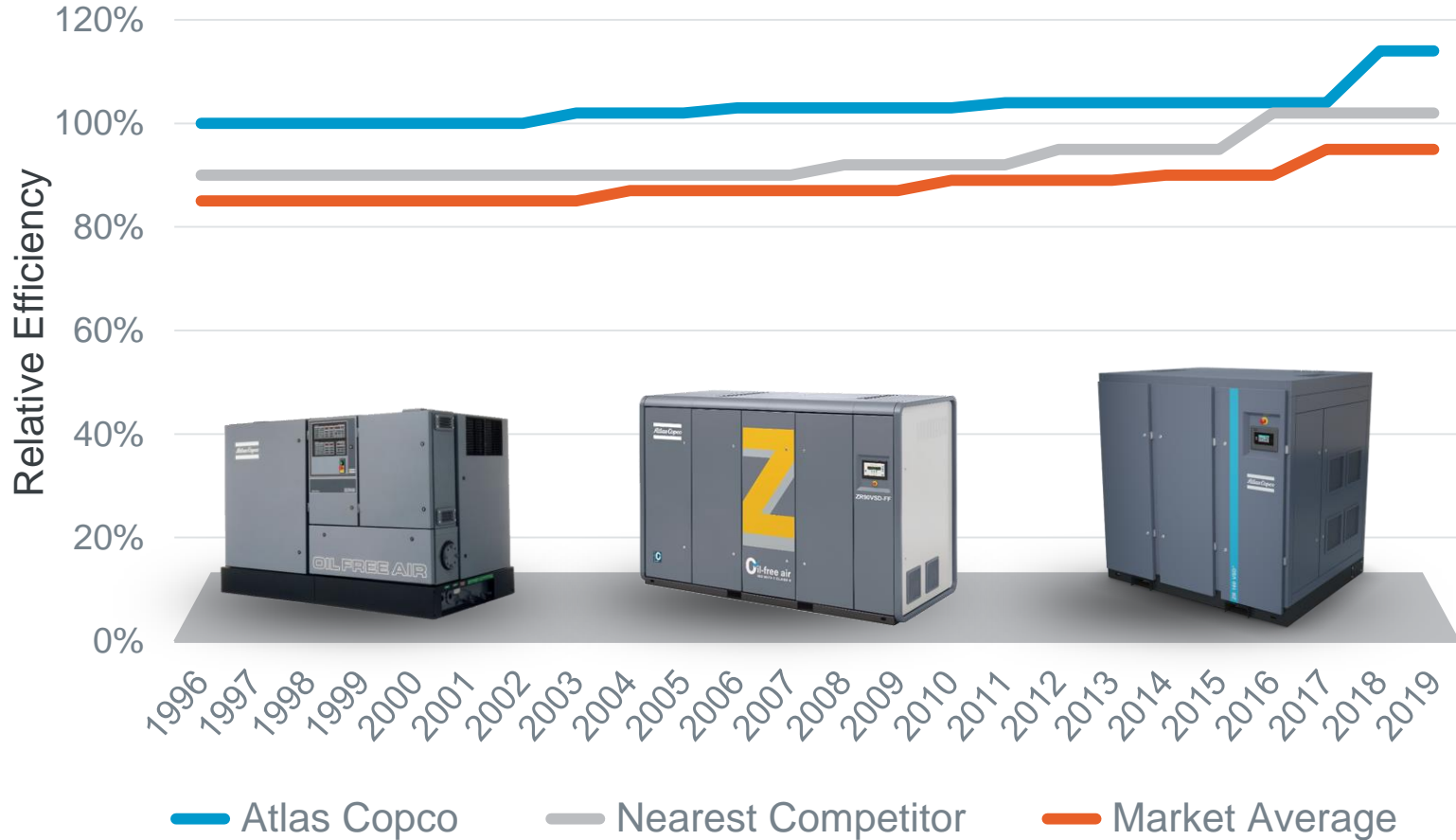


Product Developments

KEY FOCUS AREAS

- Increased Energy Efficiency
- Increased Control
- Increased Reliability
- Easier To Install
- Easier to Service
- Improved Monitoring

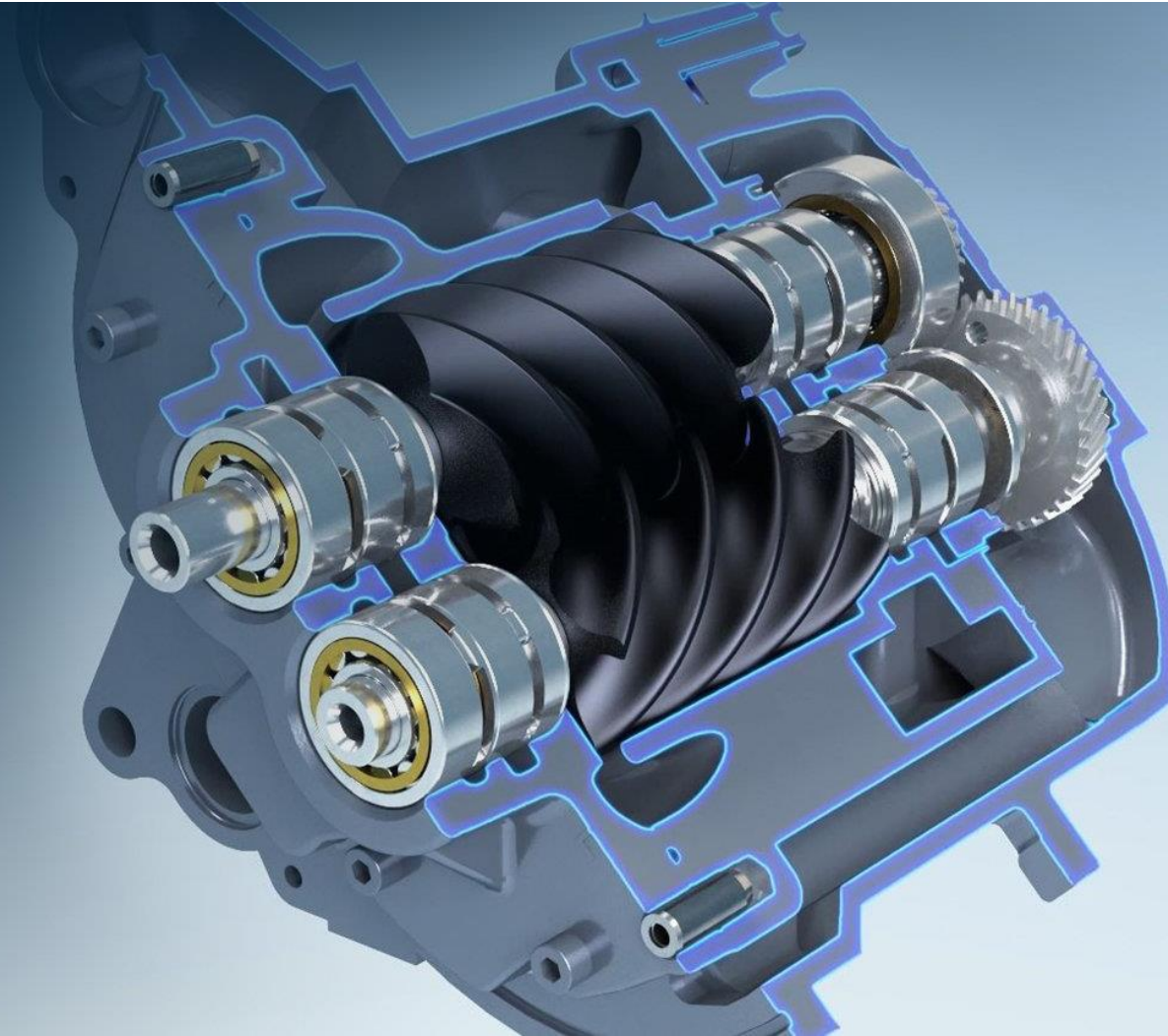
ZR90-160 VSD+



New element

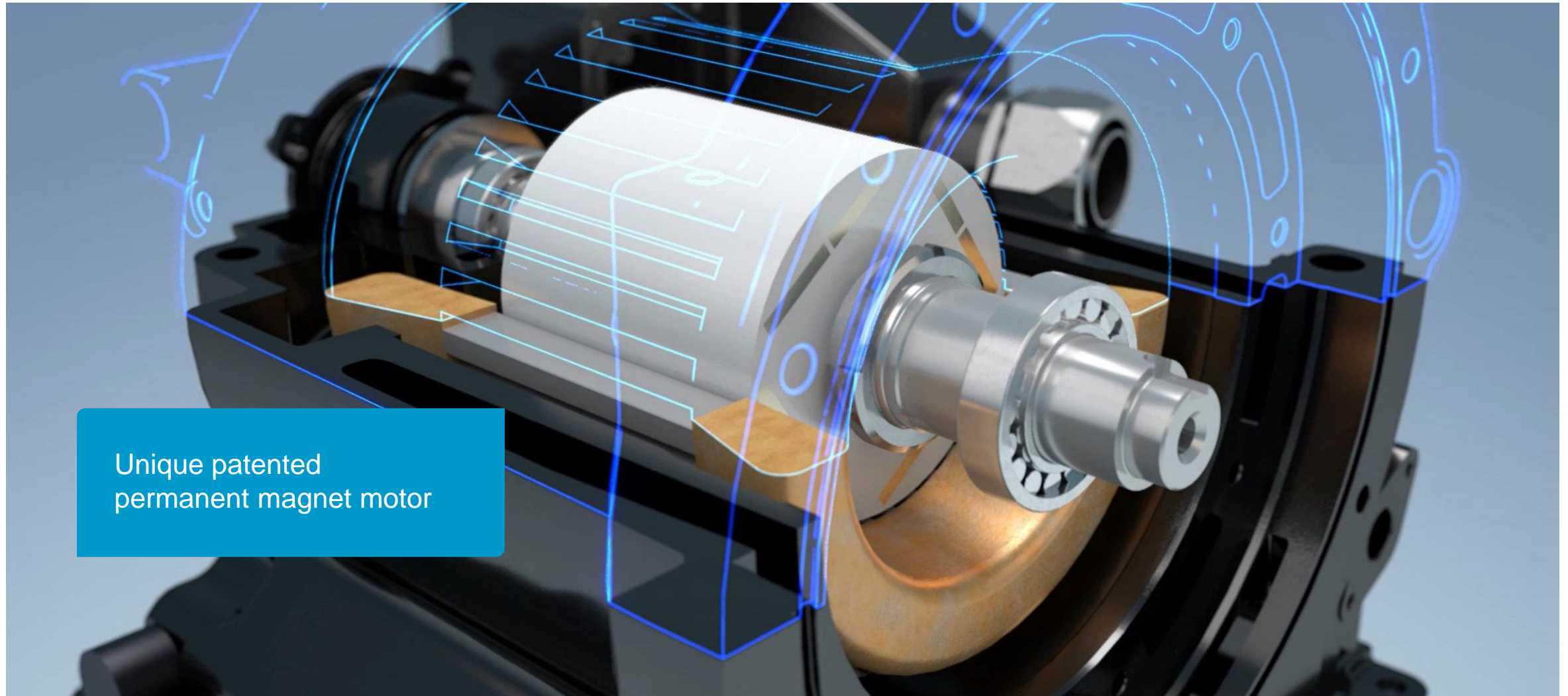
Most efficient oil-free screw element on the market

Unique patented coating and element design



Calculation based on 160 Kw, 8000 Operating Hours, Electrical Cost 0.1 Euro, working 70% average load

Permanent magnet motor



Unique patented
permanent magnet motor

Calculation based on 160 Kw, 8000 Operating Hours, Electrical Cost 0.1 Euro, working 70% average load

Two Neos drives



Dual Inverter Drive with
smart control algorithms

Calculation based on 160 Kw, 8000 Operating Hours, Electrical Cost 0.1 Euro, working 70% average load

ZR 90 – 160 VSD

10% energy reduction

Saving **6,720** euro per annum

VSD 35% reduction compared to
fixed speed compressors

TOTAL **45%**

Saving **30,240** euro per annum
compared to old fixed speed range



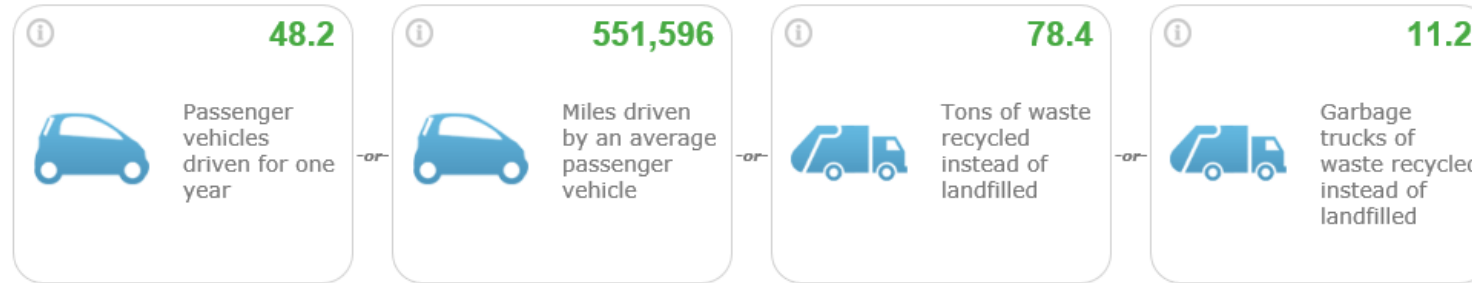
Calculation based on 160 Kw, 8000 Operating Hours, Electrical Cost 0.1 Euro, working 70% average load

Environmental savings

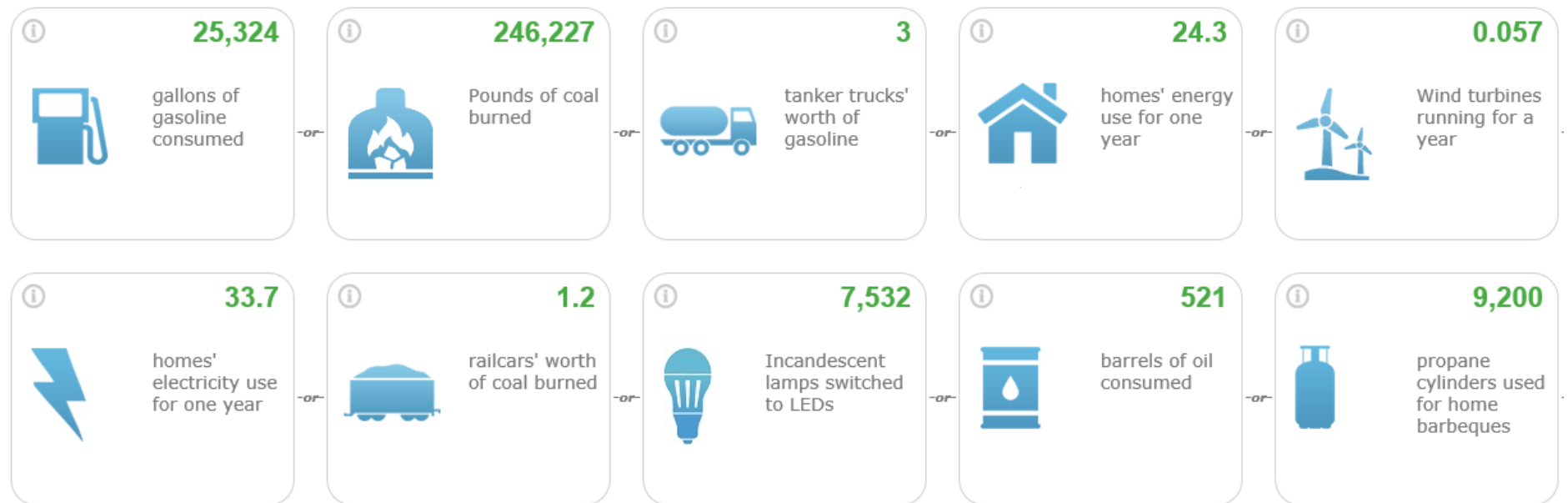


45%
energy saving =
302,400 kWh
of electricity or
carbon dioxide
reduction of
225 metric tons

Greenhouse gas emissions from



CO₂ emissions from



Calculation based on 160 Kw, 8000 Operating Hours, Electrical Cost 0.1 Euro, working 70% average load

Summary – Compressor Technique

Diversified
market place

Growing number
of applications

Broad product
portfolio

Focus on
innovation

Complete solution
provider



The logo consists of the brand name 'Atlas Copco' in a white, elegant script font, centered between two horizontal white bars. The background is a solid blue color with a faint technical drawing of a mechanical assembly in the bottom right corner.

Atlas Copco

www.atlascopcogroup.com

Cautionary Statement

“Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon, the actual outcome could be materially and adversely affected by other factors such as the effect of economic conditions, exchange-rate and interest-rate movements, political risks, the impact of competing products and their pricing, product development, commercialization and technological difficulties, supply disturbances, and major customer credit losses.”