

The Atlas Copco logo is displayed in white text on a blue rectangular background in the top right corner of the image.A large orange industrial robot arm is shown in a factory setting, holding a vertical assembly of four black pneumatic cylinders. The robot arm is positioned over a metal tray containing several rectangular components. The background shows a clean industrial environment with white walls and a black safety barrier.

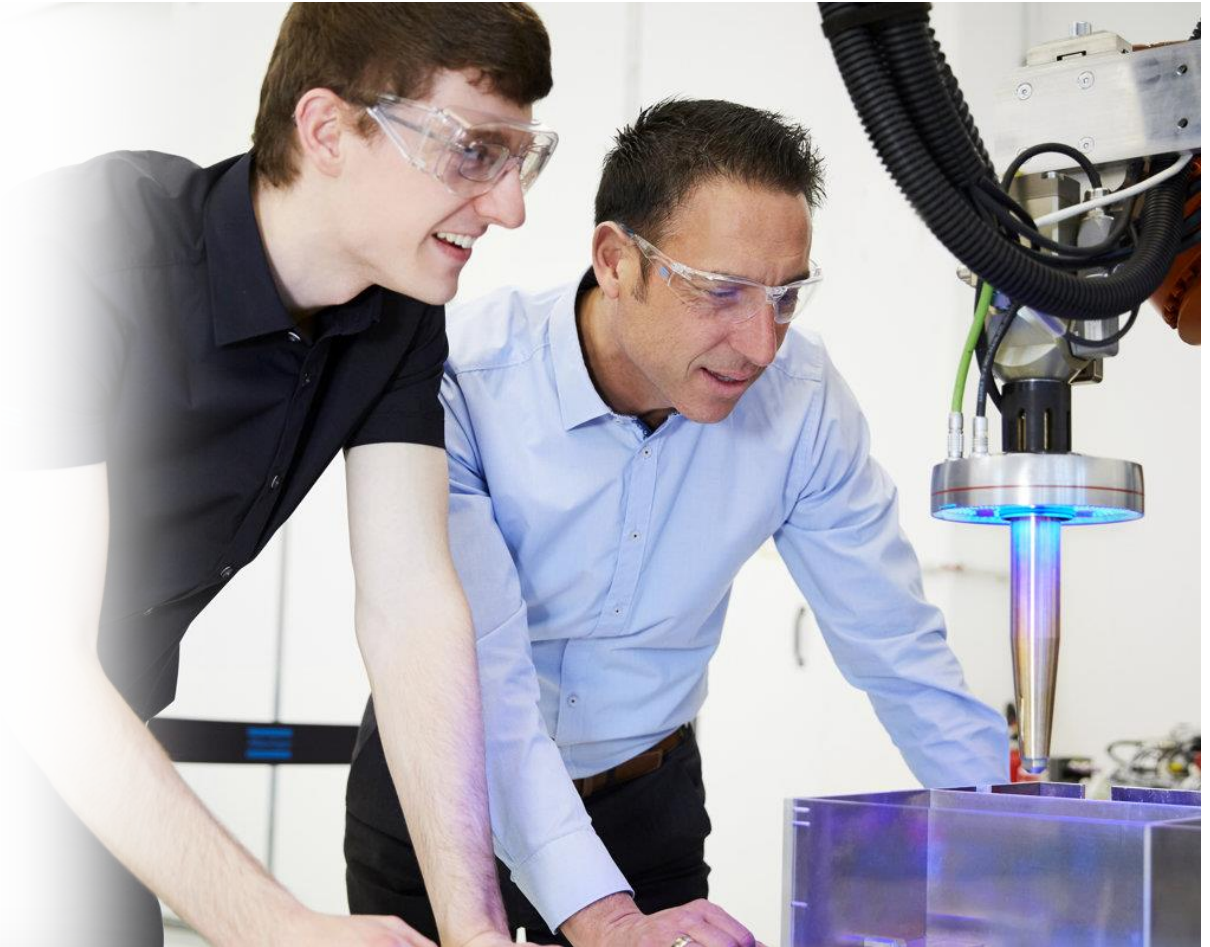
Industrial Technique

Henrik Elmin, 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



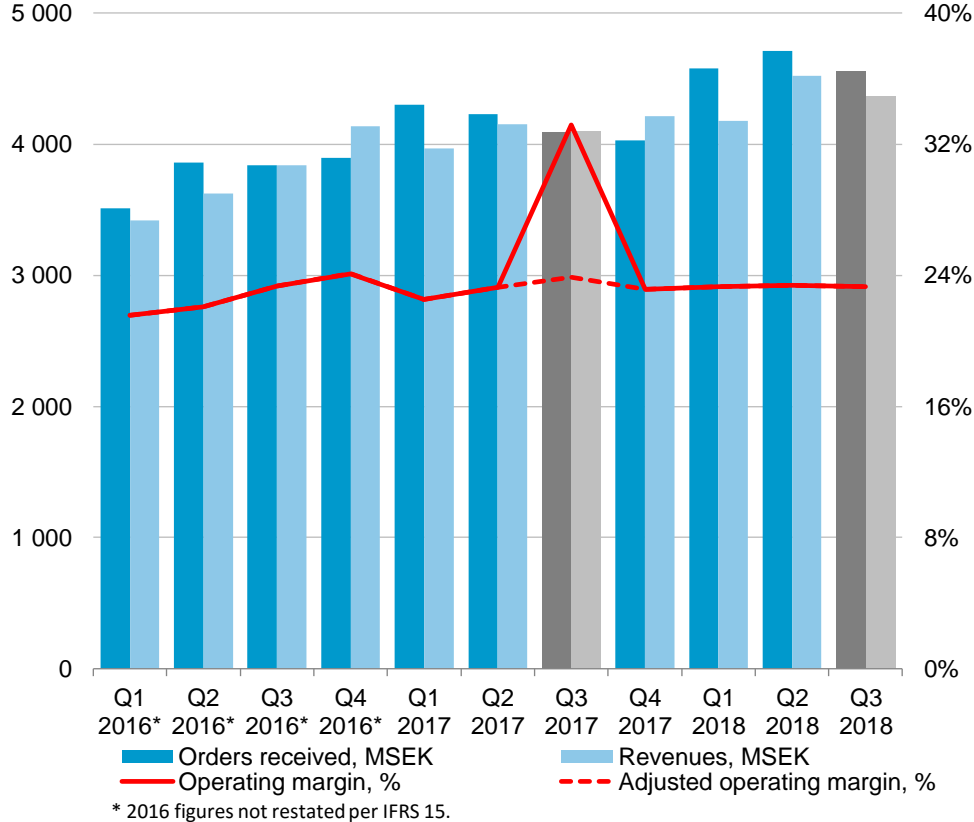
Industrial Technique

Growth drivers

- Global offer in selected assembly technologies
- Transformation towards Industry 4.0
- New product development
- Acceleration in service



ORDERS, REVENUES AND OPERATING MARGIN



Orders received – local currency Q3 2018

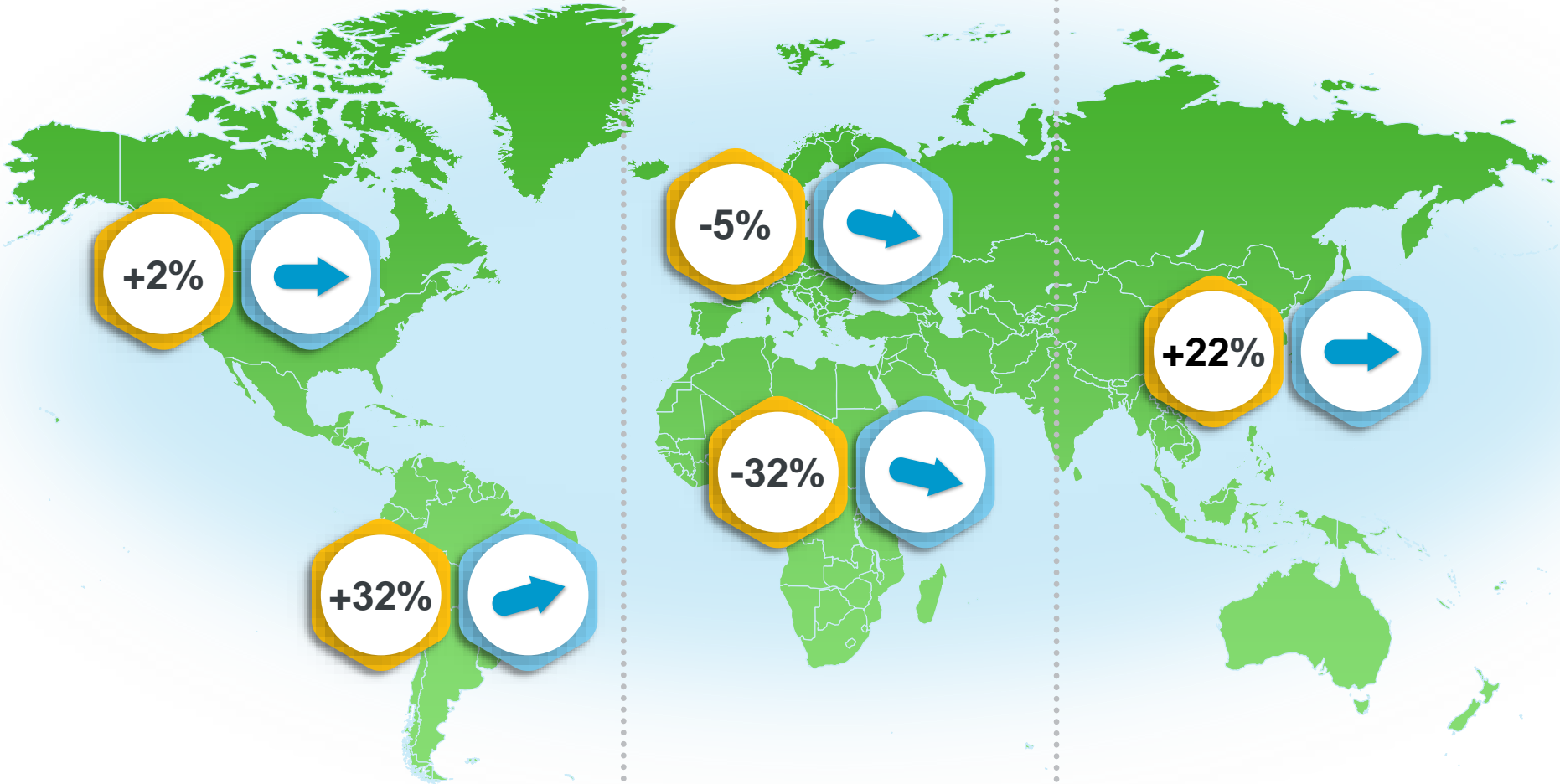
SHARE OF ORDERS RECEIVED YEAR TO DATE:

35%











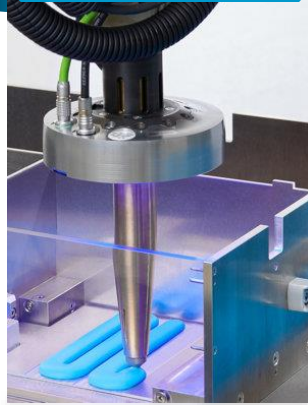

37%

28%

YoY **Q3 vs. Q2**



Broad offer

Multiple industries 	Aerospace 	Metal fabrication 	Automotive 	Automotive 	Automotive 
TIGHTENING	DRILLING	MATERIAL REMOVAL	SELF-PIERCE RIVETING	ADHESIVE DISPENSING	FLOW DRILL FASTENING
					

Diverse customer base



Trends

GENERAL



China

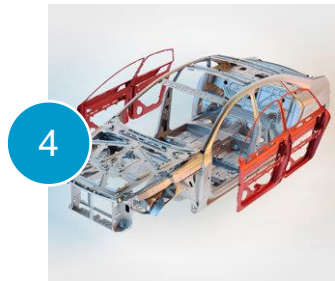


Quality, ergonomics & safety

CUSTOMER PRODUCTS



Electric vehicles & battery



Light-weighting

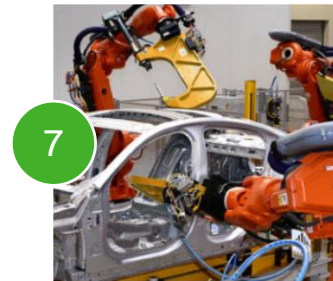


Growth of Electronics

SMART PRODUCTION



Connectivity



Flexible automation



Big data & Artificial Intelligence

Summary of strategic focus areas

MOTOR VEHICLE INDUSTRY

- Expanding within assembly technologies
- Dedicated products for industrial automation
- Solutions for in-line quality control
- Transformation in Asia
- Data driven service

GENERAL INDUSTRY

- Segment focused approach
- Smart Connected Assembly
- Dedicated products for industrial automation
- Coverage and transformation in Asia
- Data driven service

Expanding within assembly technologies

New materials



New applications



New joining technologies

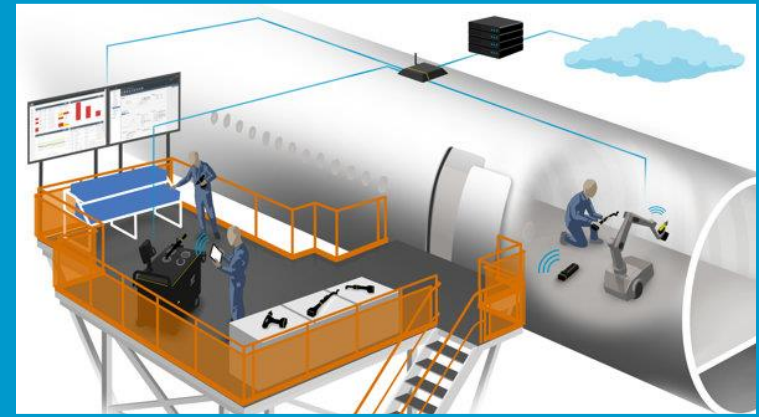


Transformation in General Industry

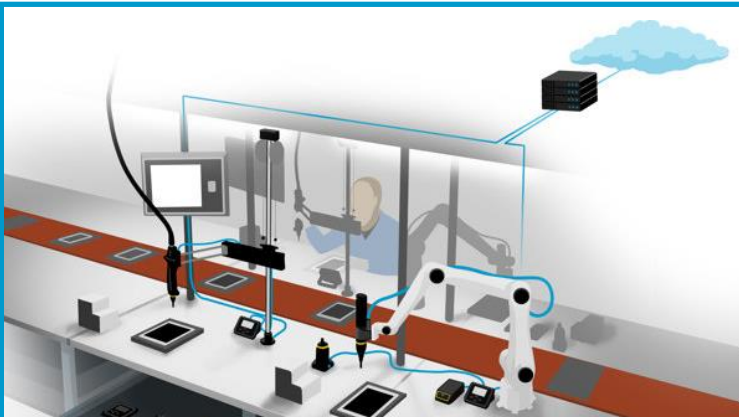
Smart
Connected
Offroad



Smart
Connected
Aerospace



Smart
Connected
Electronics



Smart
Connected
Bolting



Dedicated products for industrial automation

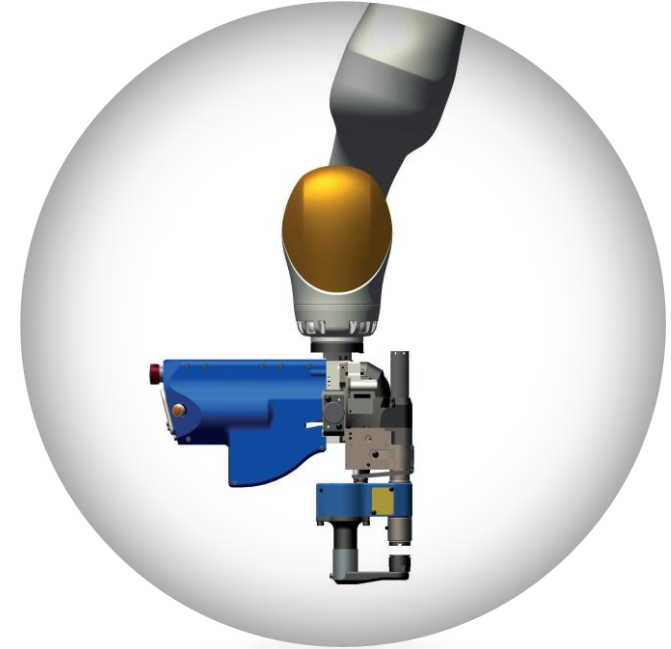
Automotive



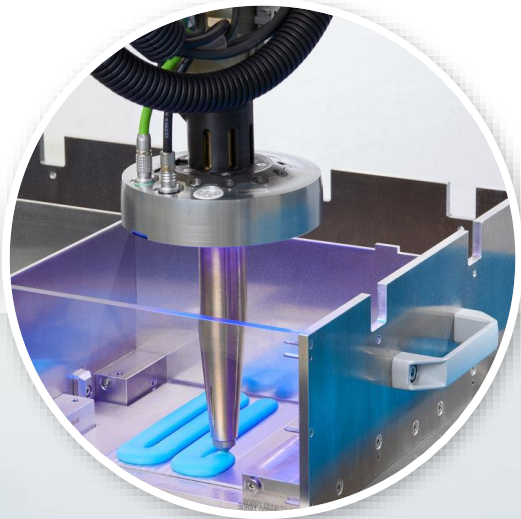
Electronics



Aerospace



Solutions for in-line quality control



BODY SHOP



FINAL ASSEMBLY



Innovation for growth

TBP & SRB battery tools



MicroTorque electric screwdriver



Enso system



Synatec SQS



Henrob Flex system



FlexSystem





Spare parts



*Break-down
repairs*



*Preventive
service*



*Tool
management
center*

Tool Management Center

Tool Management Center

Atlas Copco

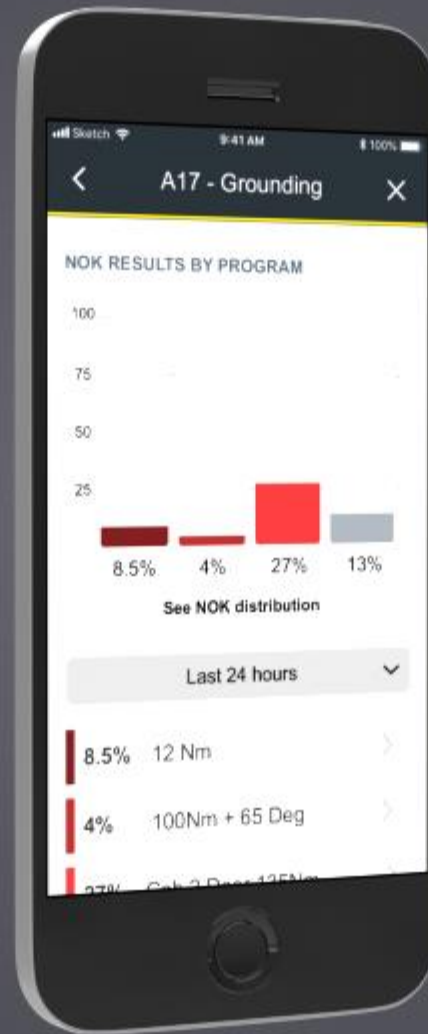




ToolsNet
50 000

Data analysis

Analysis of real time production data



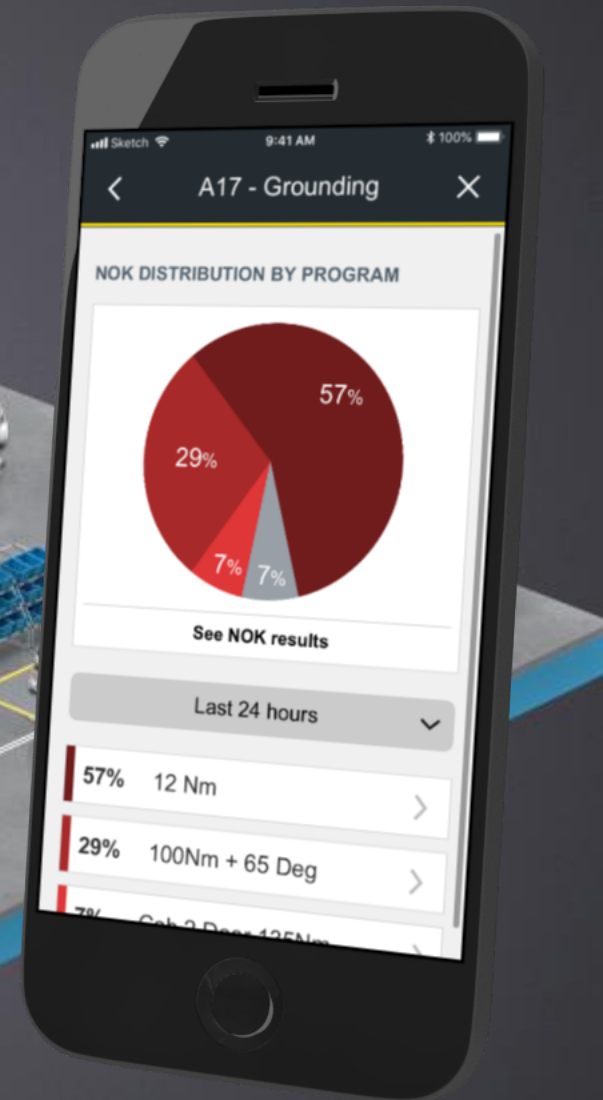
Data driven service

As production lines become more flexible, Atlas Copco will help customer to proactively improve quality and uptime.

Notifications

Optimized maintenance

Process improvements



Strategic approach to acquisitions



Adhesive systems and metering technology



Drilling equipment



Quality control solutions



Mechanical and electrical wrenches



Hydraulic torque wrenches and pumps



High torque bolting solutions

Innovation in reality



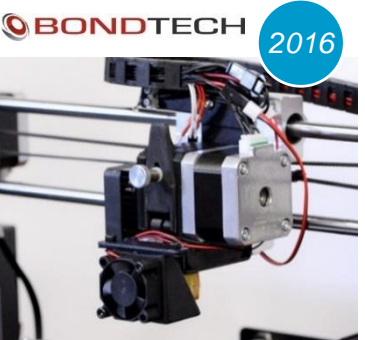
Self-pierce riveting



Hydraulic torque wrenches and pumps



Process control solutions



Adhesive dispensing equipment



Flow drill fastening



Quality inspection

Innovation in reality

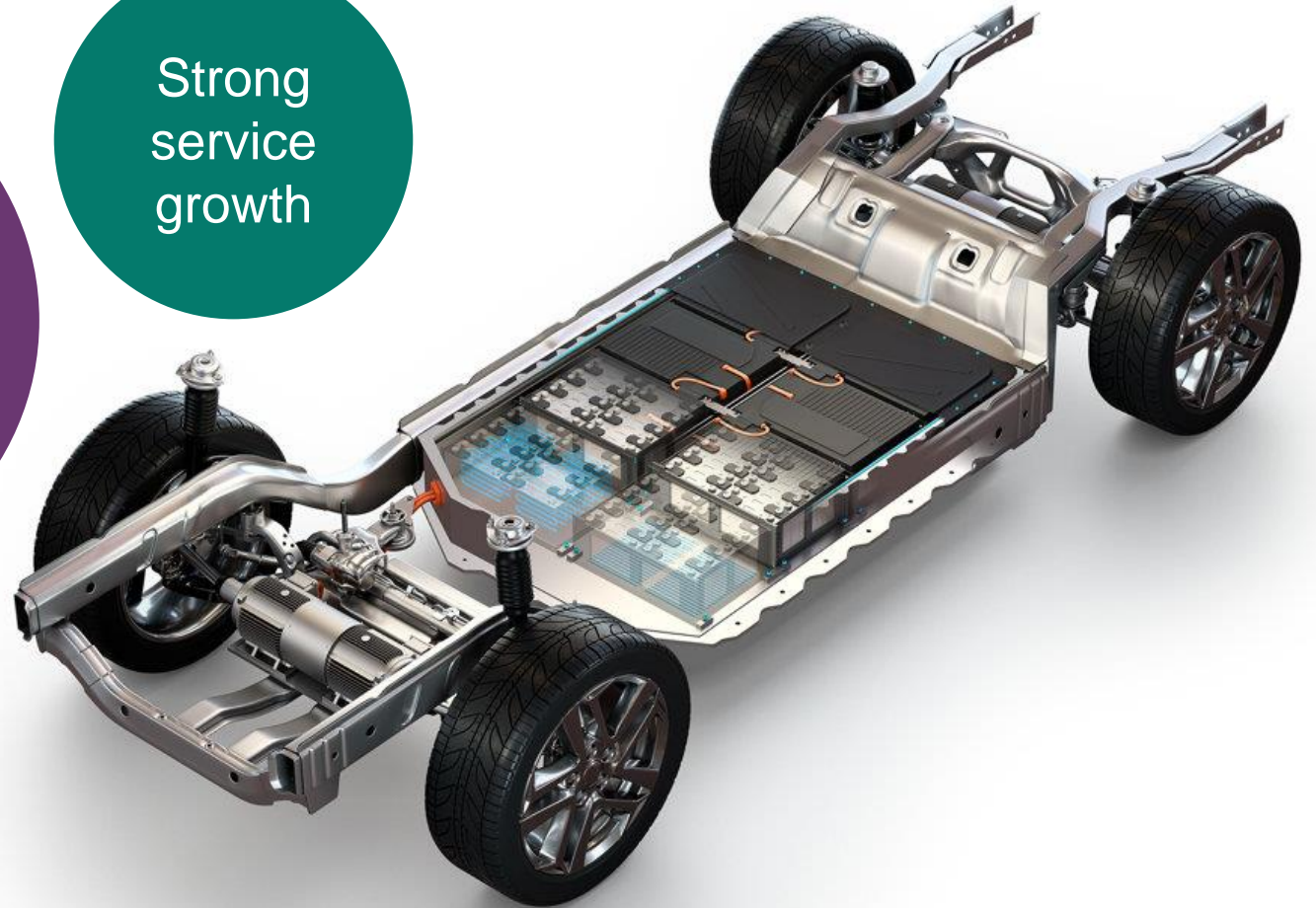
Summary

Electric vehicles and light-weighting drive growth

Sustainable business model in Motor Vehicle and General Industries

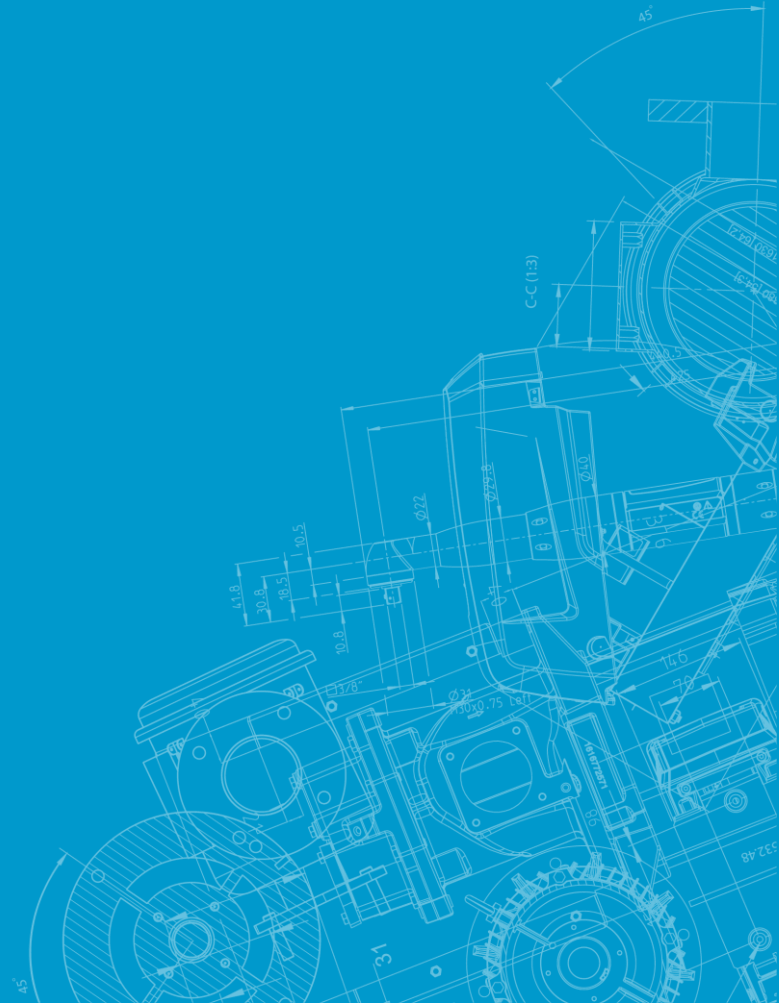
Focus on Industry 4.0

Strong service growth



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.”