



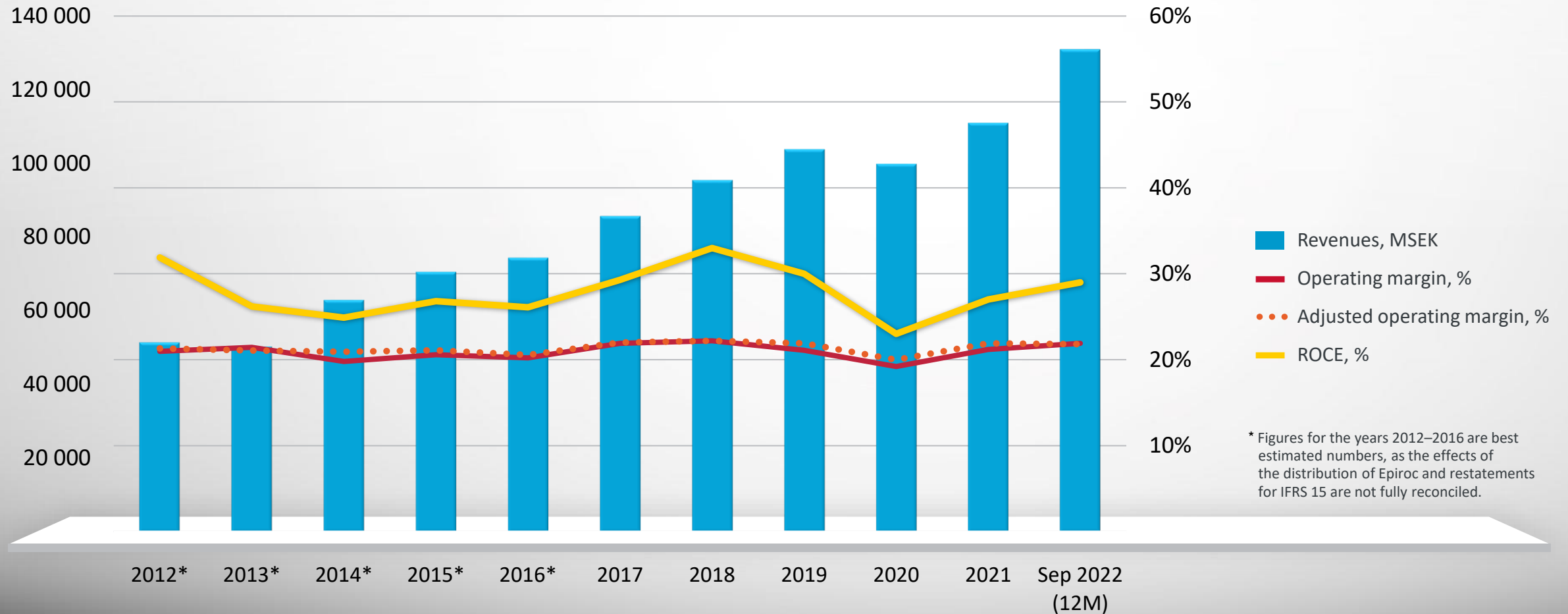
Atlas Copco
Capital Markets Day
2022

Atlas Copco Group

– Mats Rahmström, CEO

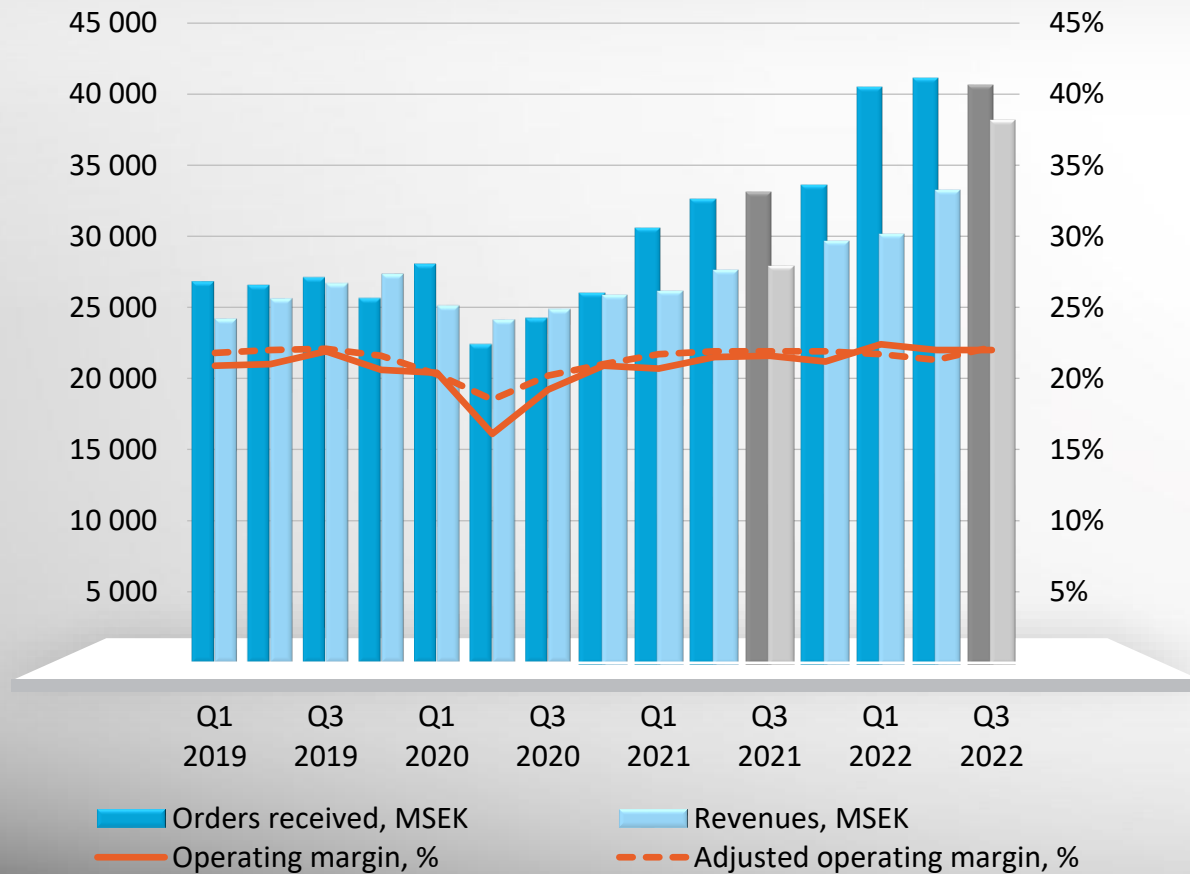


Performance review – Sustainable profitable growth



Recent performance update

ROCE
29%



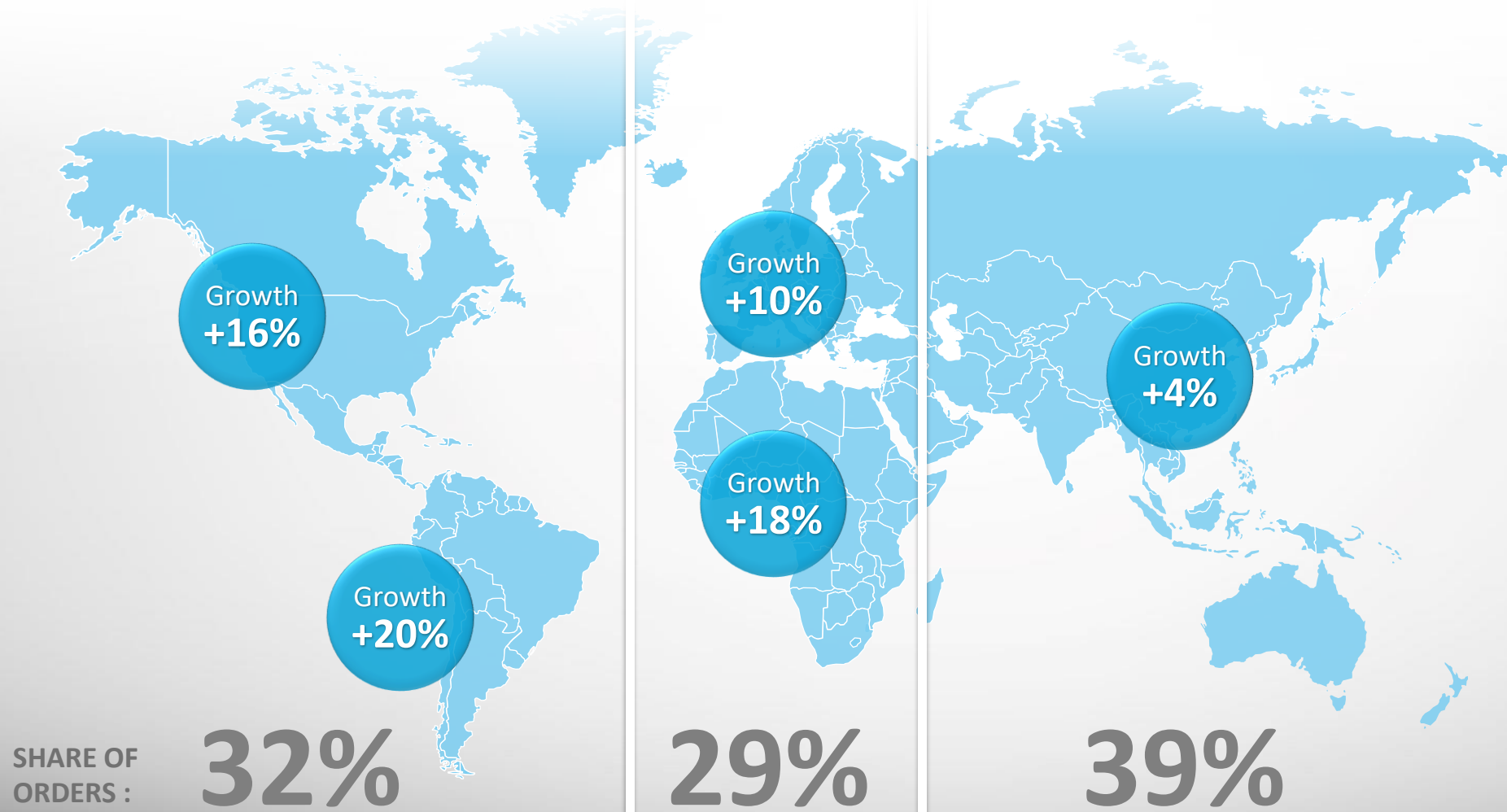
Q3 IN BRIEF

- Strong orders despite mixed demand
- Solid year-on-year growth in all business areas except Vacuum Technique
- Continued growth for service
- Record revenues, record profit, and solid cash flow

Near-term outlook

Atlas Copco expects that the customers' activity level will weaken somewhat compared to the high level in the third quarter.

Orders received July – September 2022 vs 2021



* Growth in local currency.

Our targets – Sustainable profitable growth

REVENUES

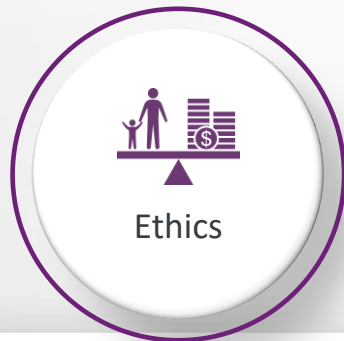
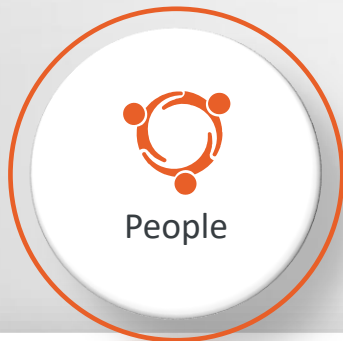
8% average growth per year over a business cycle

RETURNS

Sustained high return on capital employed (ROCE)

CASH DIVIDEND

50% of net profit in annual dividend



Science-based targets for green house gas emission reductions since 2021:

– We aim to reduce emissions from own operations in line with keeping the global temperature rise below 1.5 degrees, and to reduce emissions from the value chain in line with keeping the temperature rise well below 2-degrees.



SCIENCE
BASED
TARGETS

Looking ahead – Trends and opportunities

DIGITALIZATION



AUTOMATION



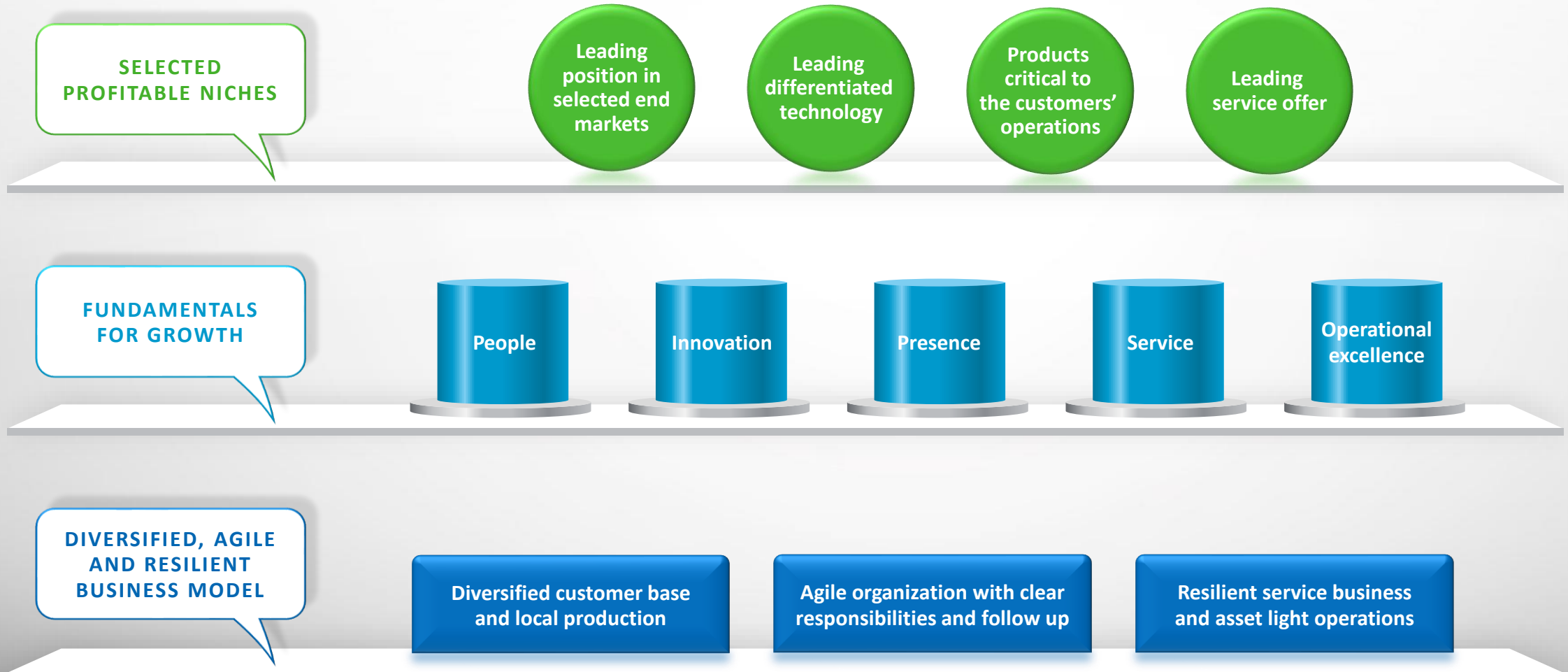
LOW CARBON ECONOMY



DEGLOBALIZATION



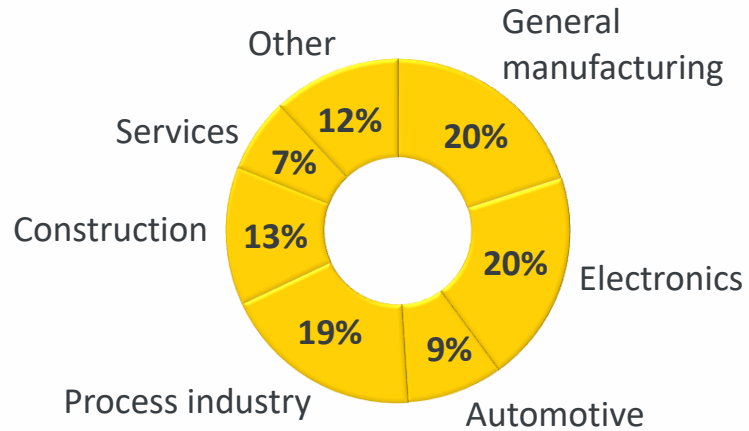
Our strategic focus remains – Sustainable profitable growth



Supporting customers in all industries

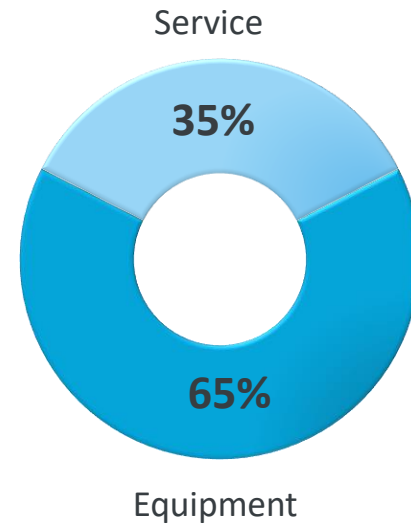
ORDERS RECEIVED

January – September 2022

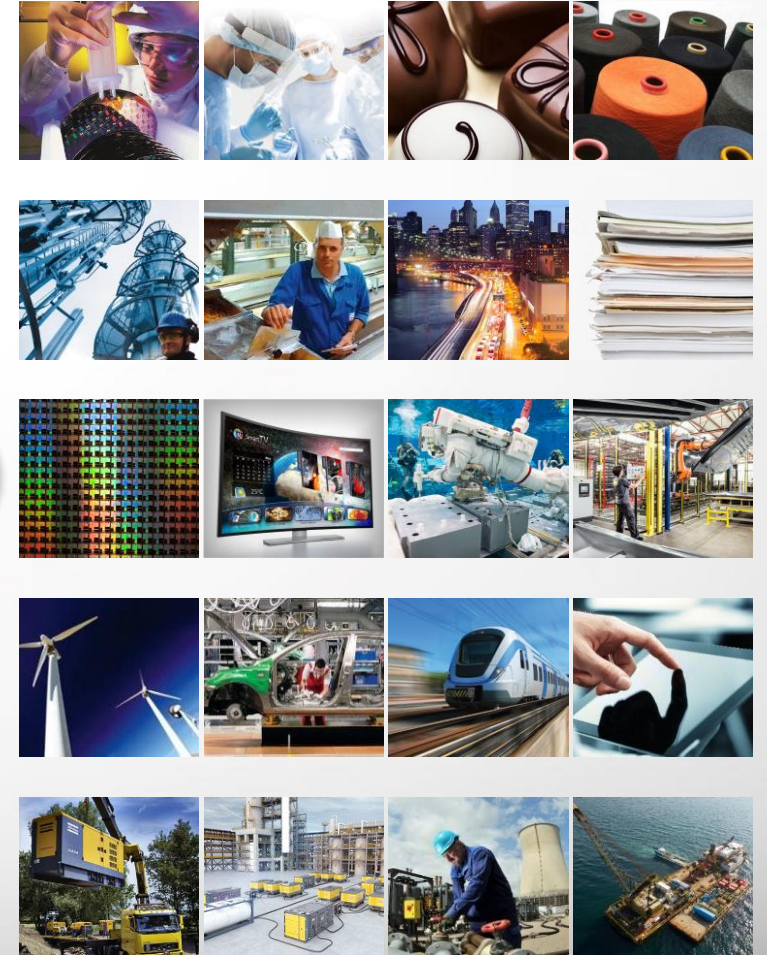


REVENUES

January – September 2022



CUSTOMERS



Focused and scalable organization

BUSINESS AREAS

23 DIVISIONS

PRODUCTS

CUSTOMERS

COMPRESSOR TECHNIQUE

Compressor Technique Service
Industrial Air
Oil-free Air
Professional Air
Gas and Process
Medical Gas Solutions
Airtec



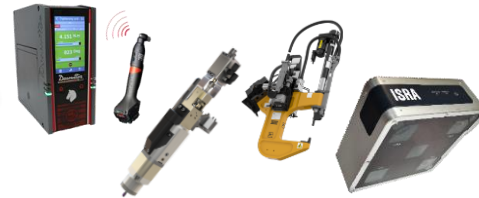
VACUUM TECHNIQUE

Vacuum Technique Service
Semiconductor Service
Semiconductor
Semiconductor Chamber Solutions
Scientific Vacuum
Industrial Vacuum



INDUSTRIAL TECHNIQUE

Industrial Technique Service
MVI Tools and Assembly Systems
General Industry Tools and Assembly Systems
Chicago Pneumatic Tools
Industrial Assembly Solutions
Machine Vision Solutions

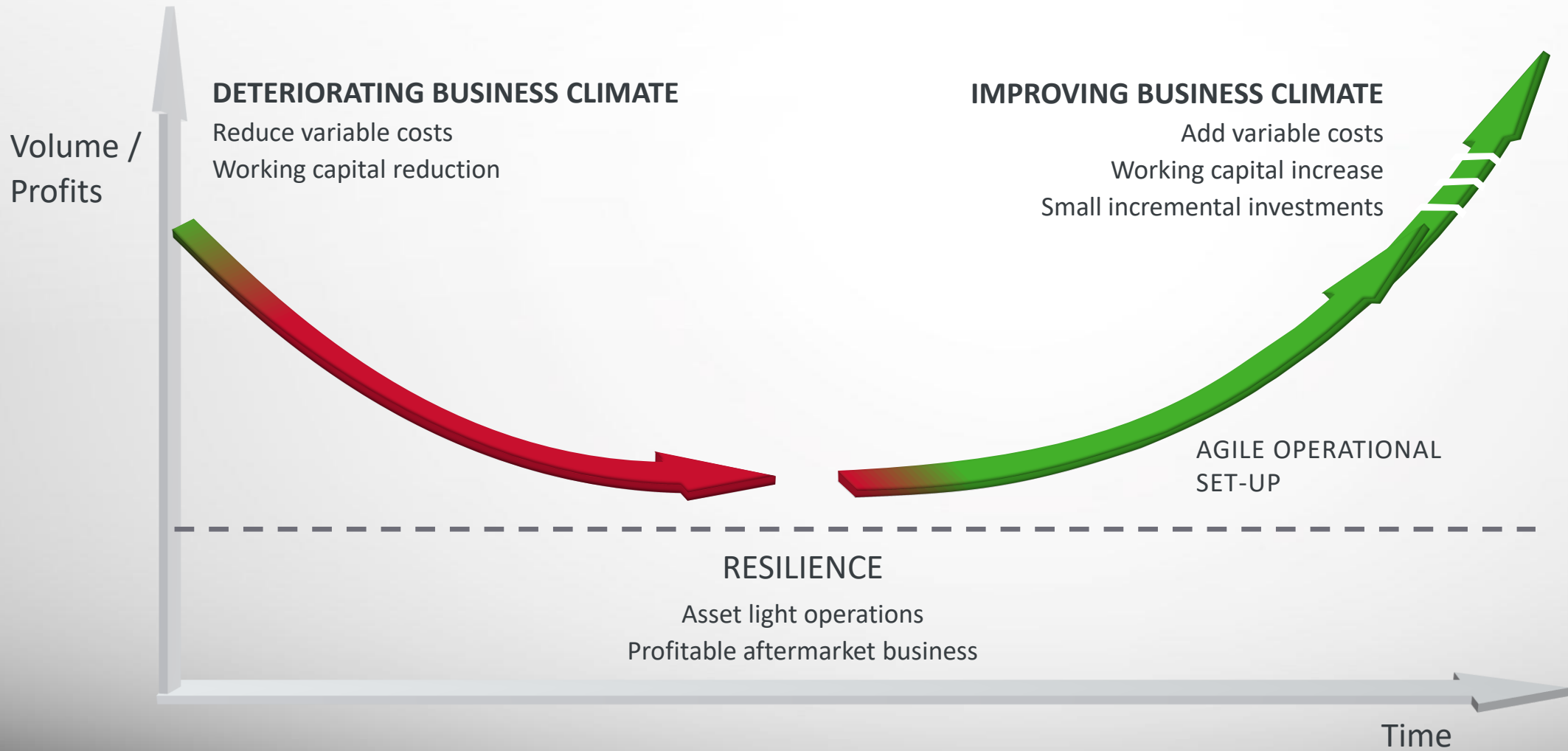


POWER TECHNIQUE

Power Technique Service
Specialty Rental
Portable Air
Power and Flow

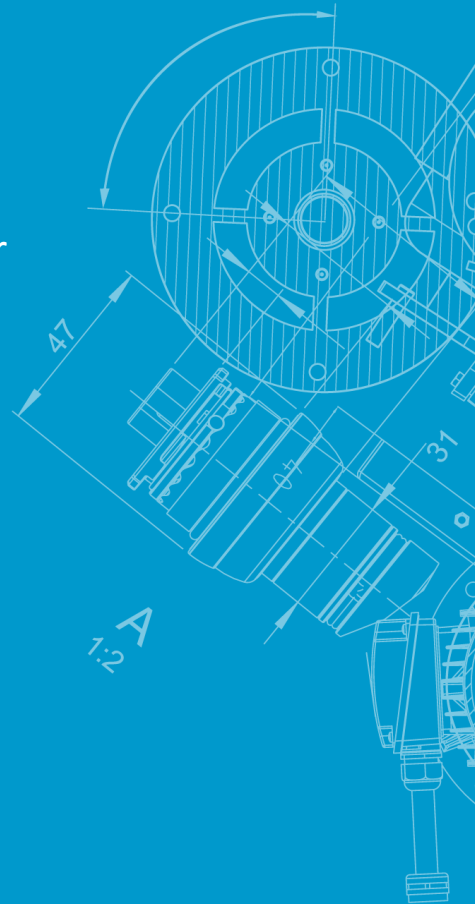


Agile and resilient

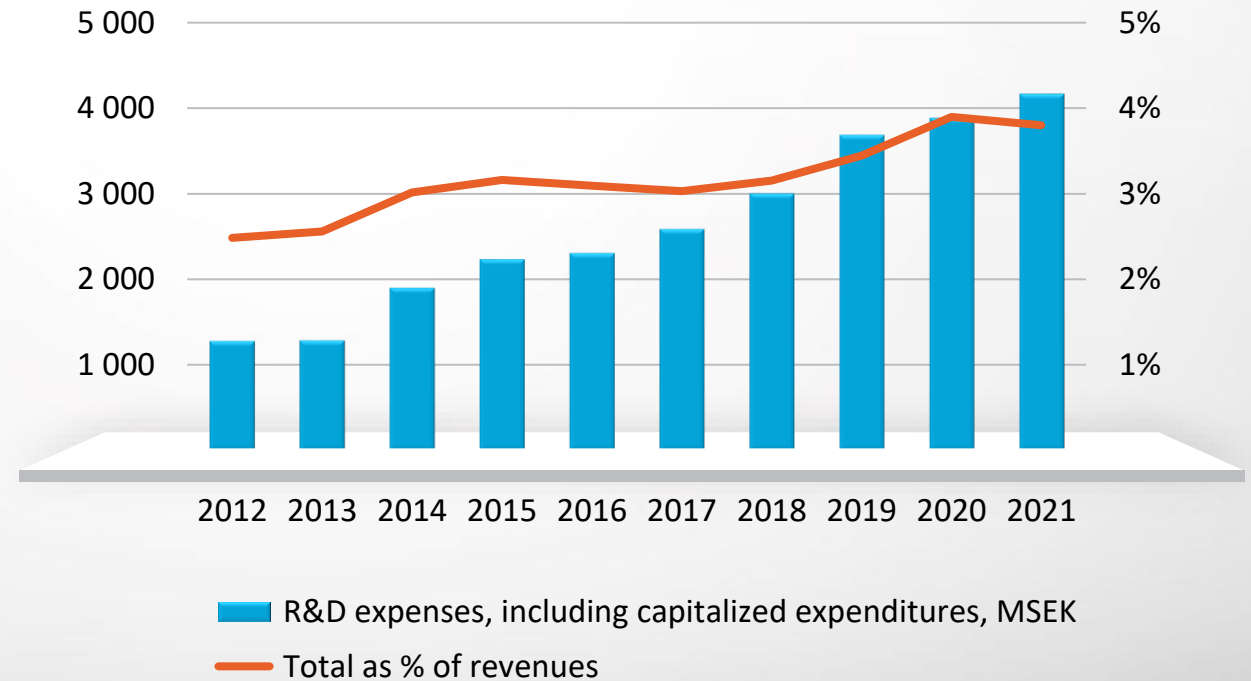


Strong focus on innovation

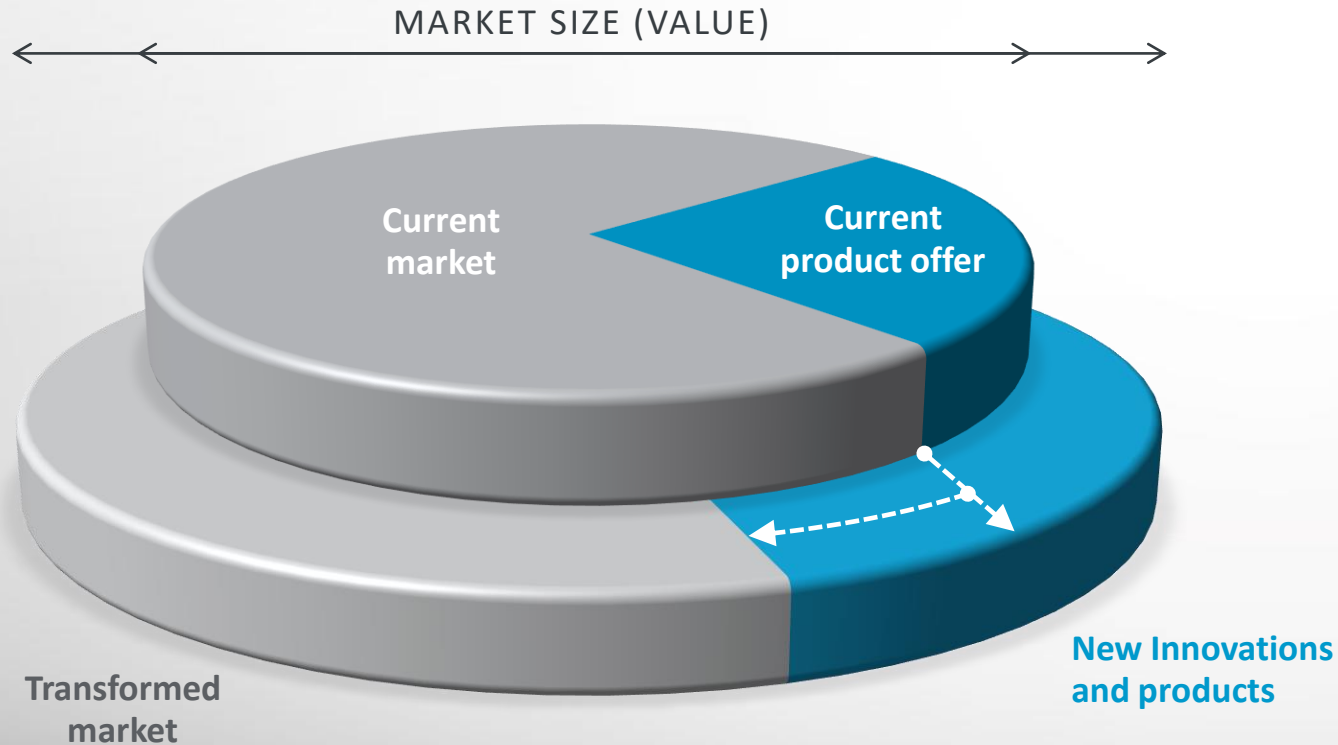
- Leading position in our defined markets
- Key products in customer operations
- Drives organic growth
- Drives profitability
 - Pricing power
 - Cost savings
- Creates sustainable customer productivity



RESEARCH AND DEVELOPMENT COSTS 2011 – 2021



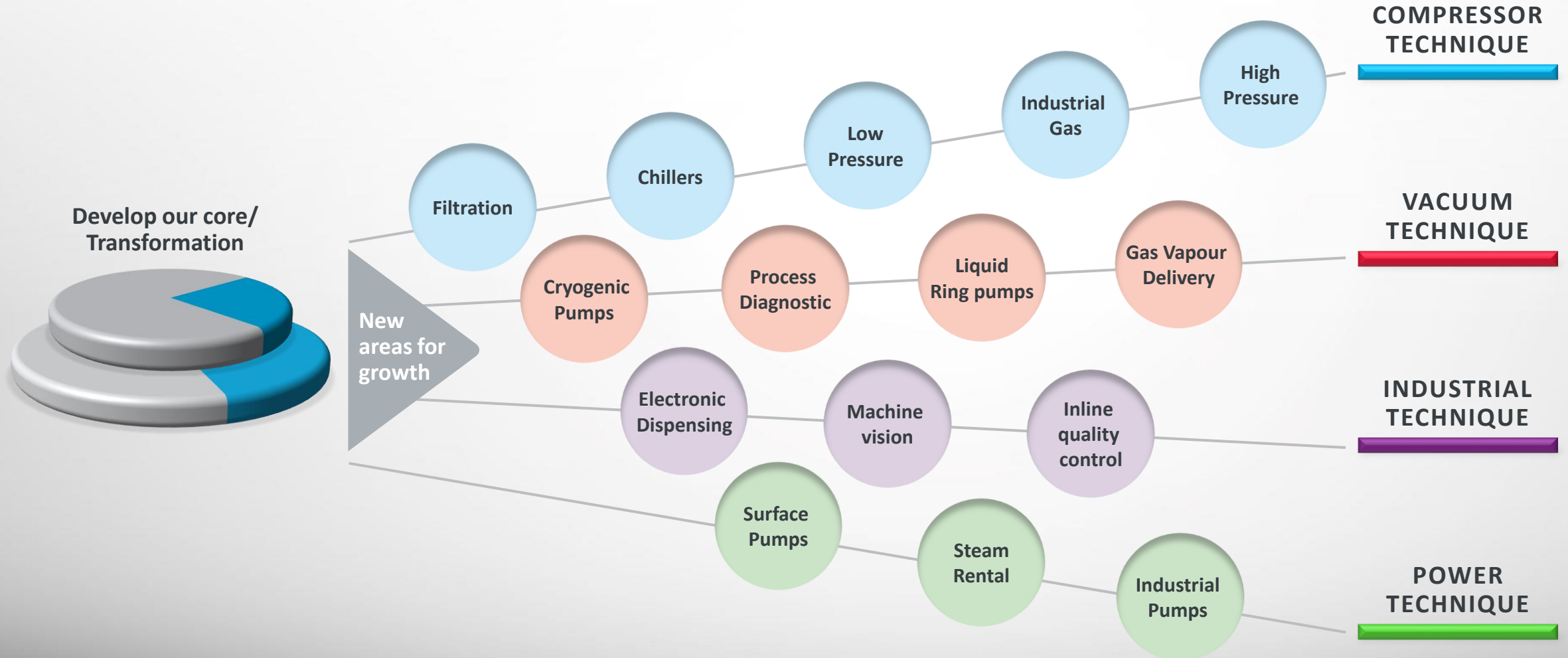
Develop core – Transforming the market through increased customer values



TRANSFORMATION THROUGH:

- More energy efficient products
- Increased productivity
- Reduce errors in production
- Safety and ergonomics
- Reduce environmental impact

Extend the offer and create new opportunities



Acquisitions – smaller and larger build the total

→ > 20 acquisitions completed YTD 2022

CHARACTERISTICS:

- Industry-to-industry
- Geographically spread customer base
- Leadership in niche markets
- Differentiated core technology
- Strong base of business partners
- Healthy service potential

NEW PLATFORMS

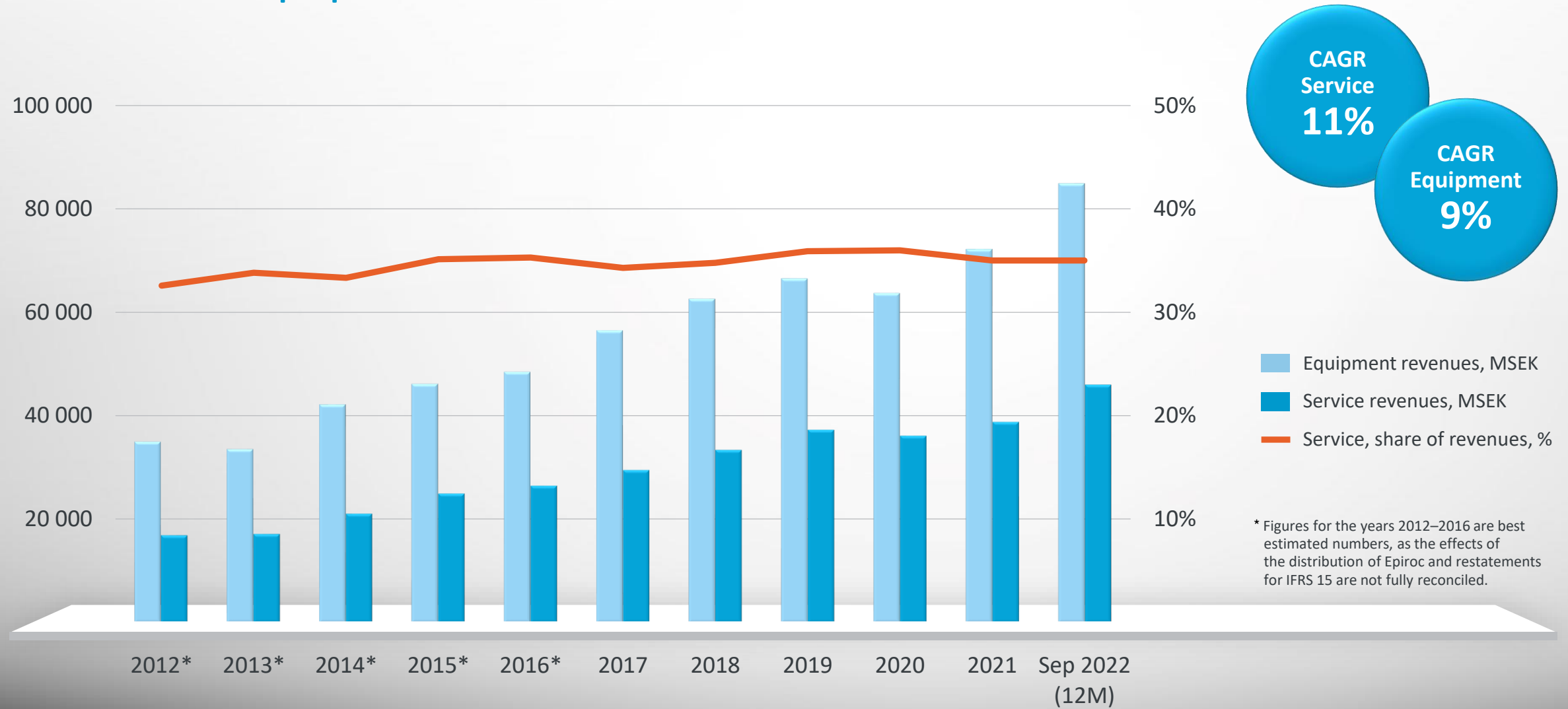


ROLL-UP ACQUISITIONS

Focus on service – dedicated divisions generating recurring business



Growth in equipment and service



Growth towards a low carbon society

A technical drawing or blueprint background in shades of blue, featuring various mechanical parts, gears, and dimensions. The drawing is oriented diagonally. The text 'Being part of the solution' is overlaid on the left side of the drawing.

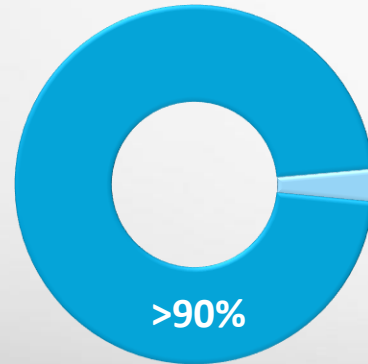
Being part
of the solution

Growth towards a low carbon society



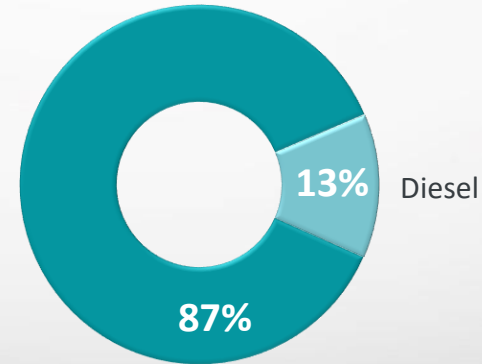
- Our biggest impact is in products in use
- We strive to have the most sustainable product for every applications
- The transformation into a low carbon society is driven by technology
 - We enable this transformation

TOTAL CO₂ EMISSIONS %

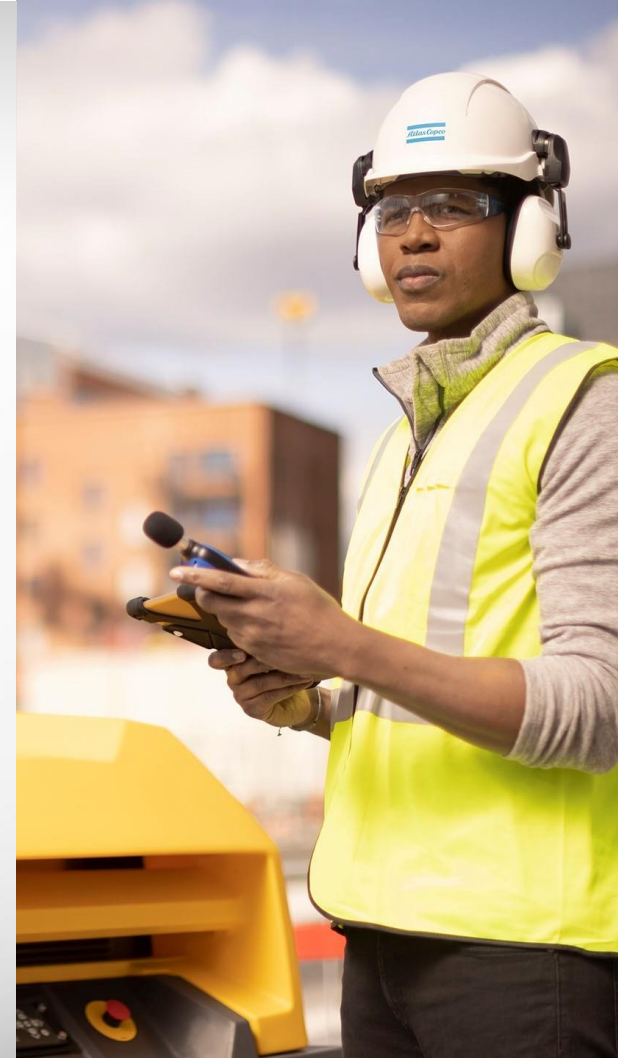


Product use (Scope 3)

SOURCE OF CO₂ EMISSIONS
PRODUCT USE %

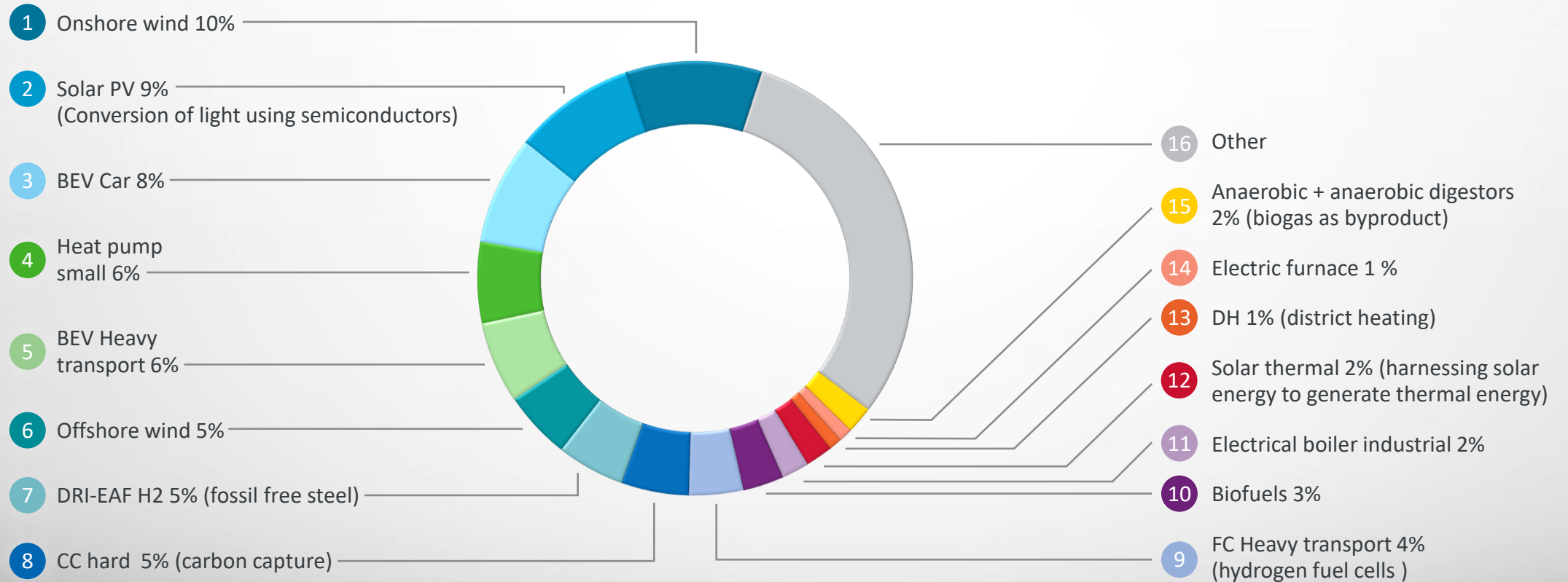


Electricity



Technologies that can enable climate-neutrality by 2050

Emissions reduction until 2050 will be driven mostly by switch to renewable energy sources

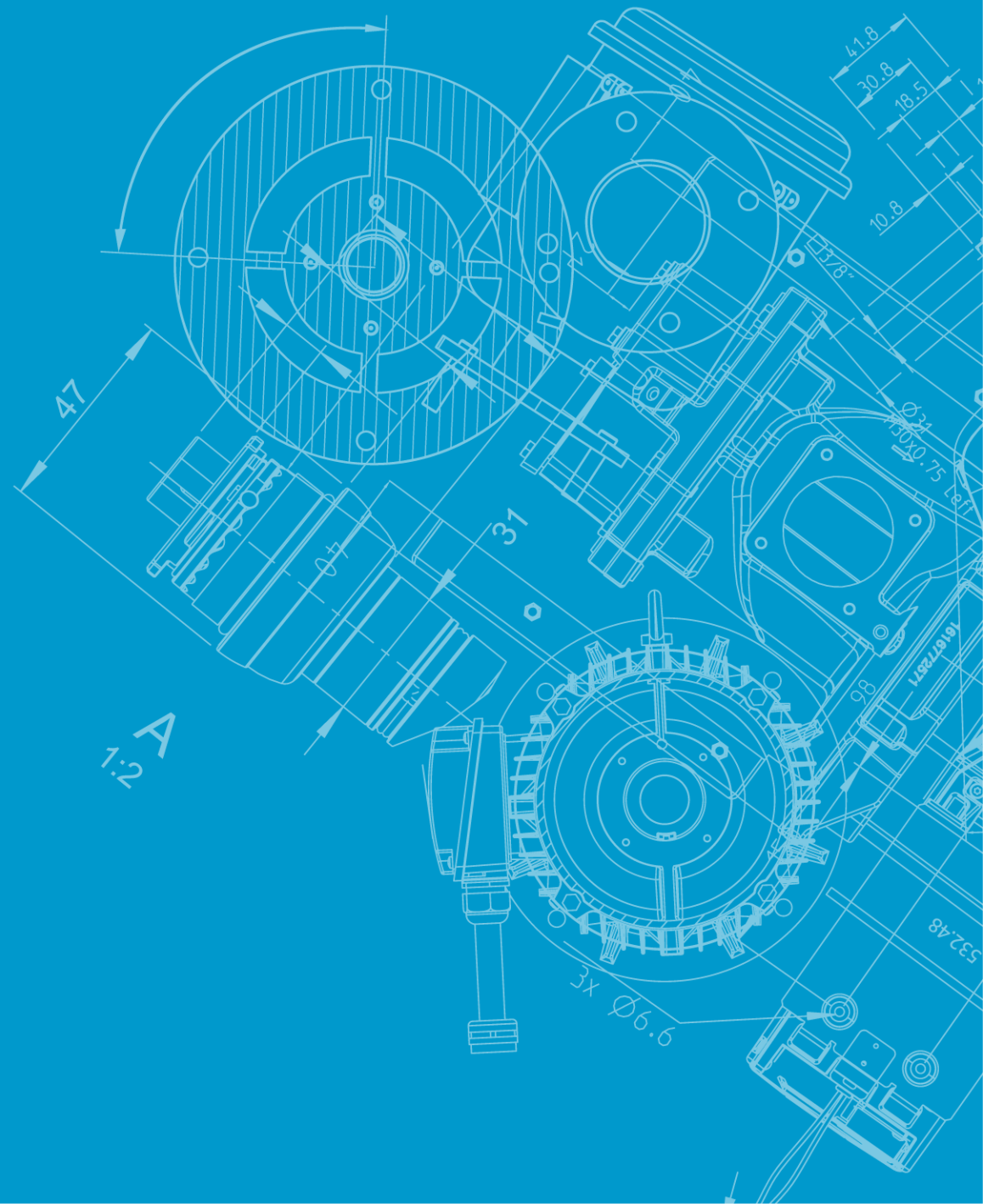


Source: McKinsey, 100%=3600 MtCO₂e (EU emissions)

Growth through low carbon society

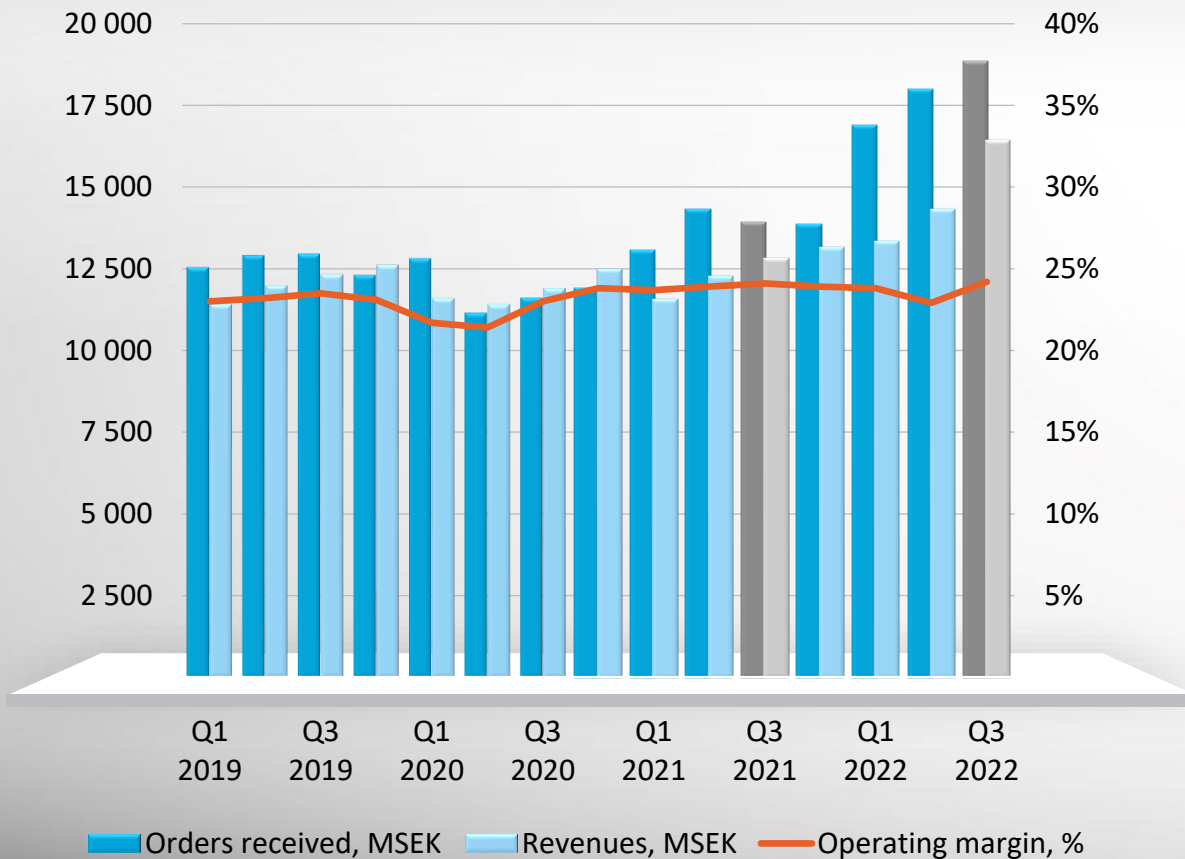


Business Areas



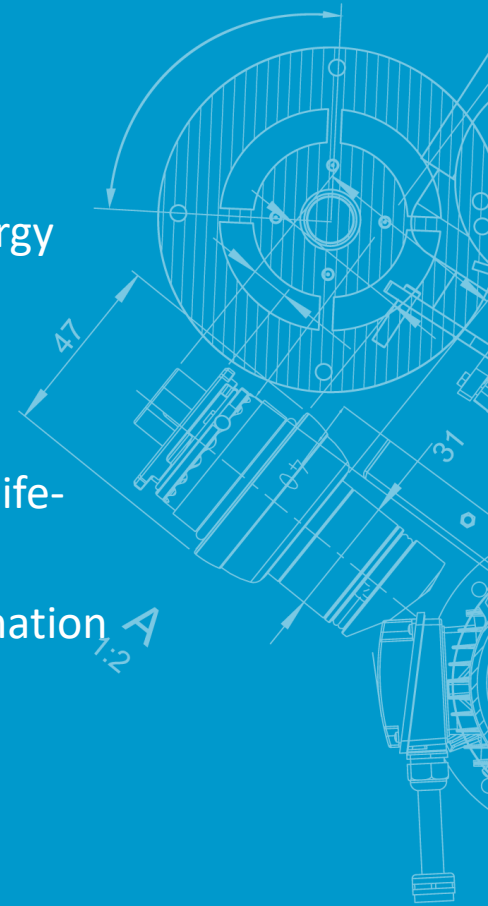
Compressor Technique

ROCE
83%

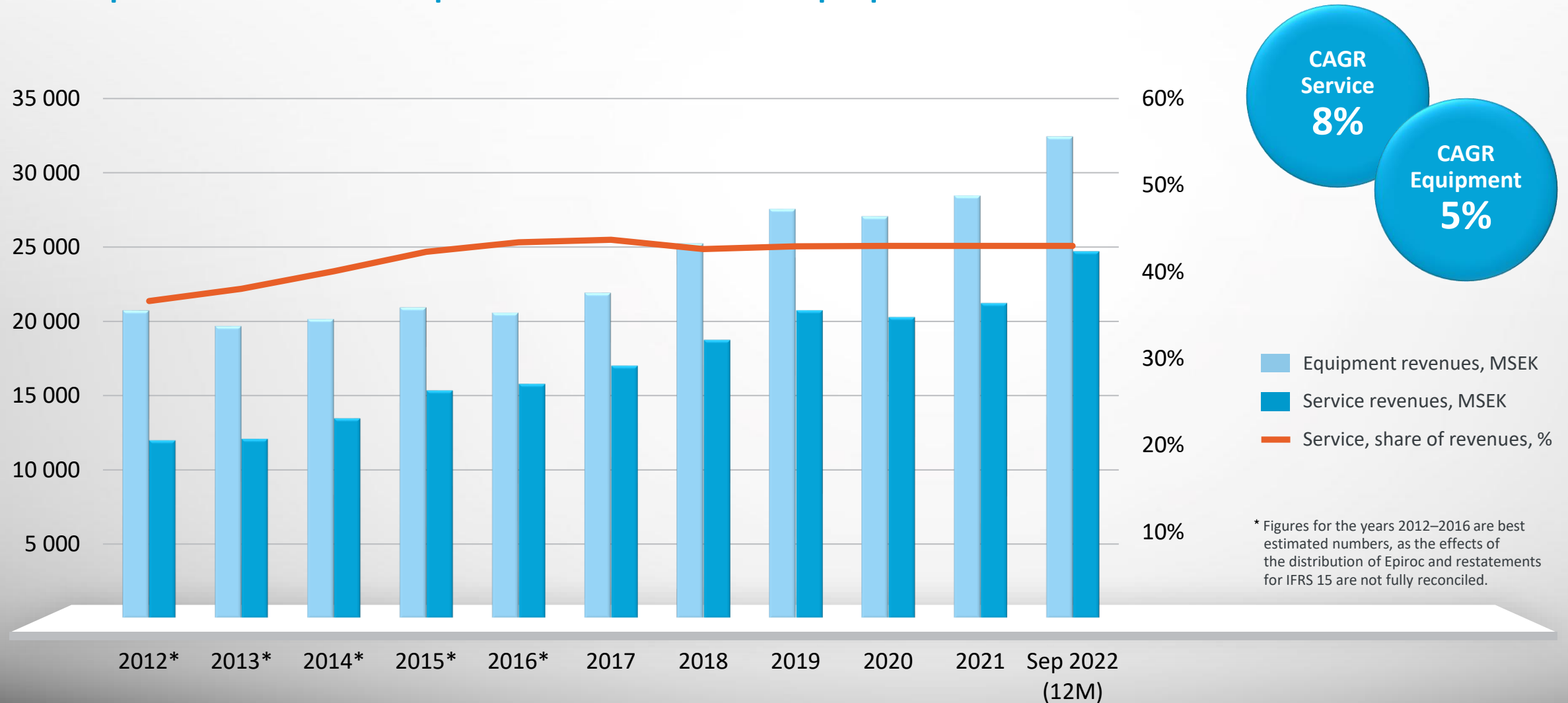


MARKET TRENDS

- Continued focus on energy efficiency
- CO₂ emission reduction and energy recovery
- Total solution and total life-cycle cost
- Digitalization and automation
- New applications for compressed air



Compressor Technique – Growth in equipment and service

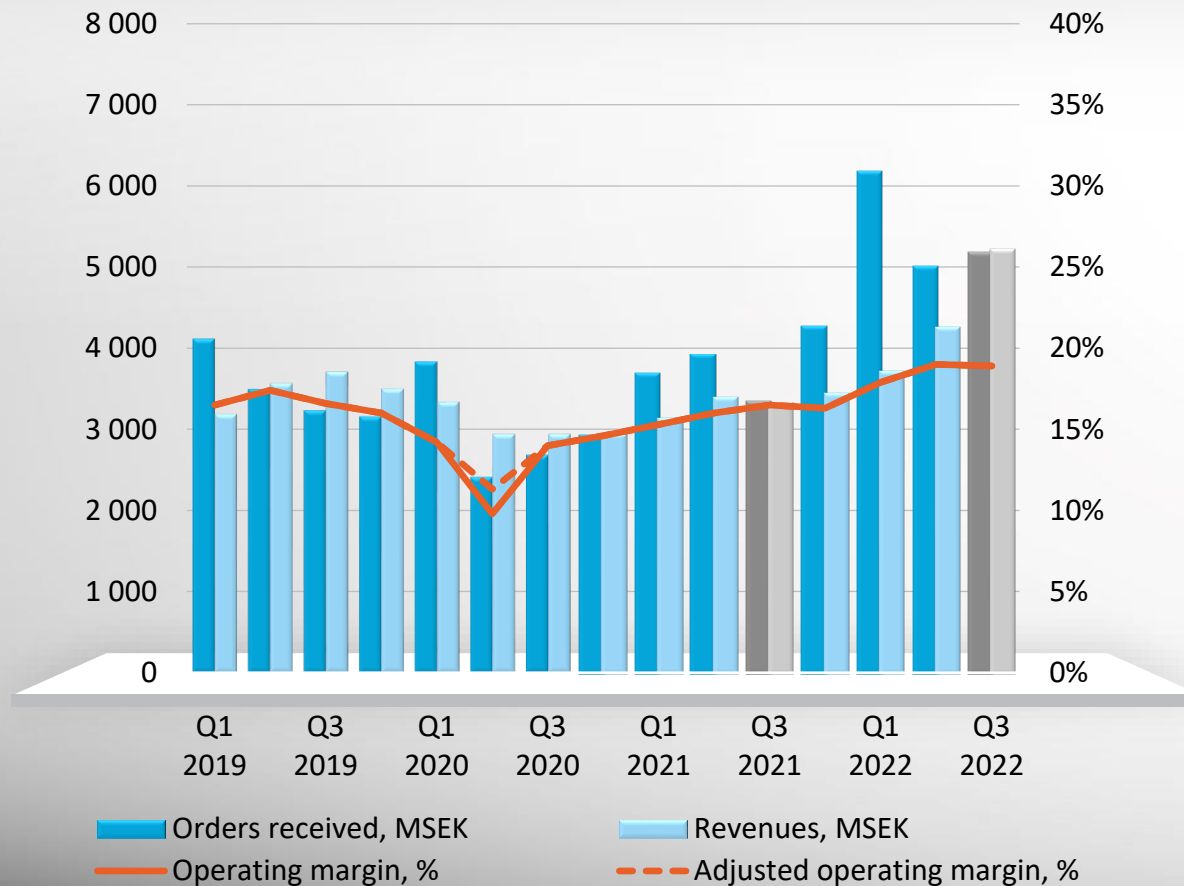


Transformation through Innovation – Example VSD^S



Power Technique

ROCE
27%

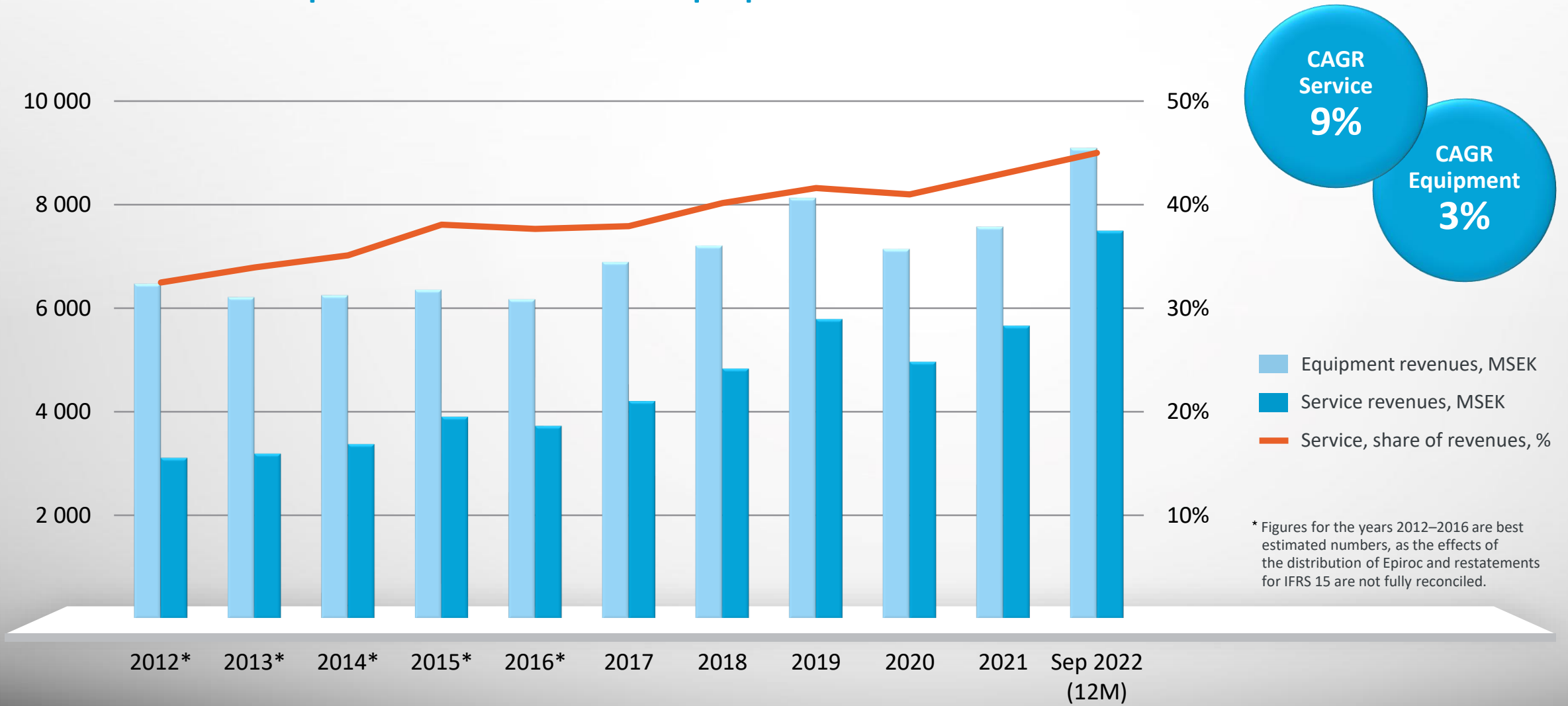


MARKET TRENDS

- Increased focus on environment and safety
- Customer focus on reducing CO₂ emissions
- Higher requirements for productivity, flexibility and ergonomics
- Equipment connectivity
- Increased demand for service support/contracts
- Increased focus on renewable energy and storage



Power Technique – Growth in equipment and service



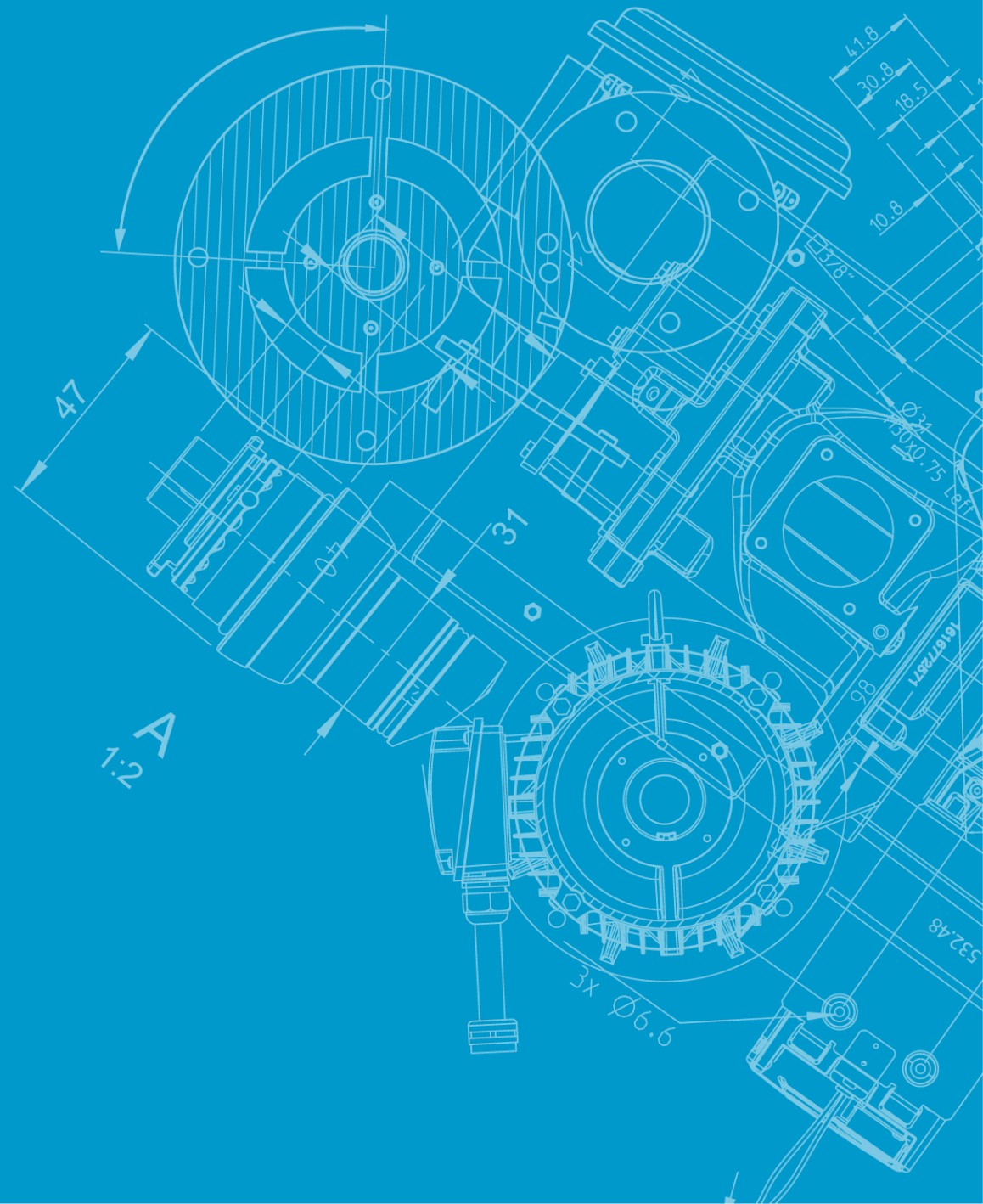
Expanding the core – Industrial Pumps

A technical drawing of industrial pumps, rendered in white lines on a blue background. The drawing shows various components of a pump, including a motor, a pump housing, and a pump shaft. The drawing is detailed, showing various parts and their assembly. The text "Industrial Flow Our journey has just started" is overlaid on the drawing.

Industrial Flow
Our journey has just started

Financials

Peter Kinnart, CFO



Financial targets

REVENUES

8% average growth per year over a business cycle

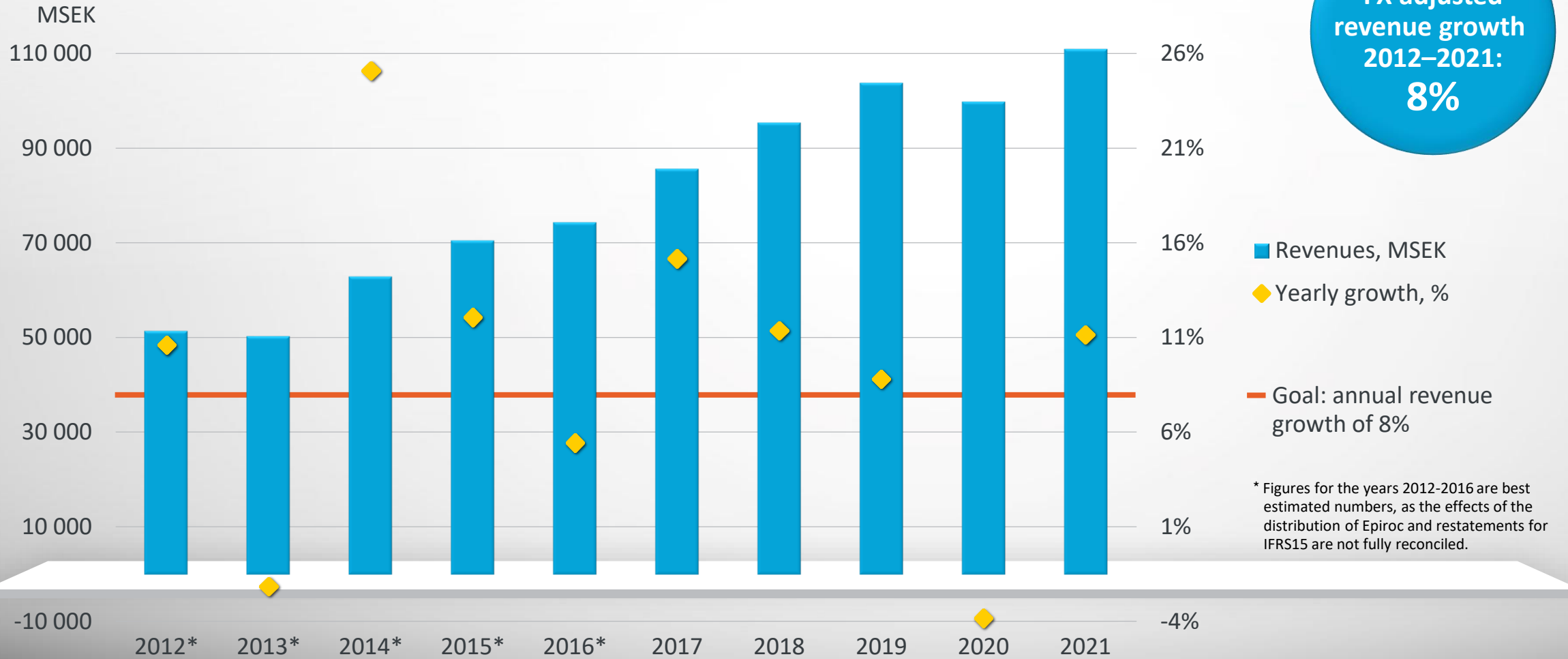
RETURNS

Sustained high return on capital employed (ROCE)

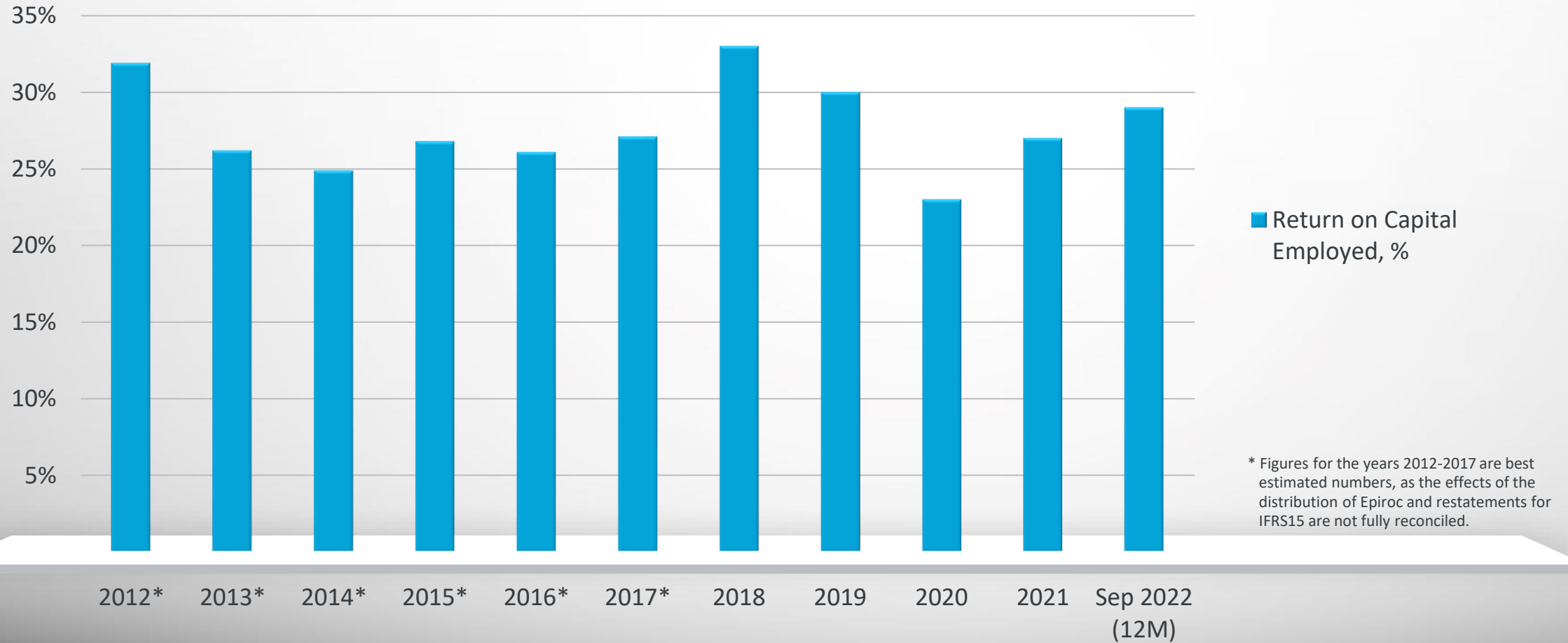
CASH DIVIDEND

50% of net profit in annual dividend

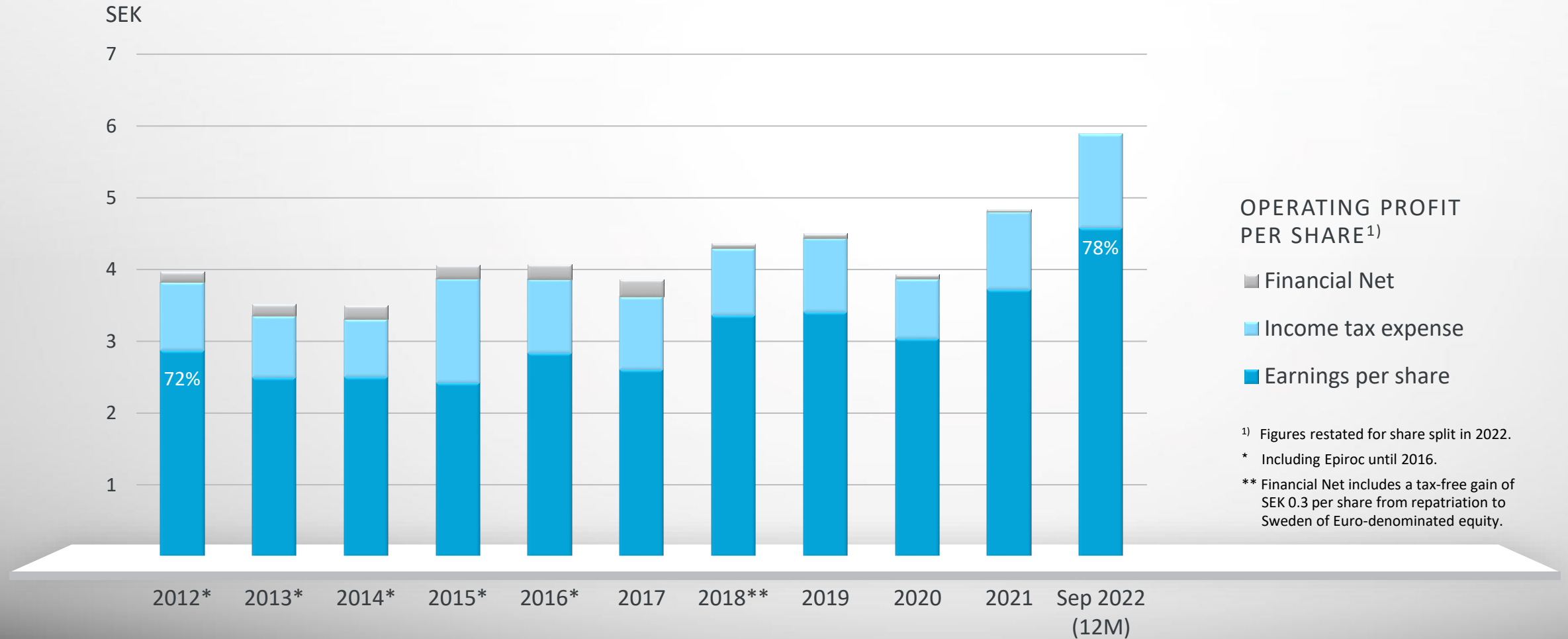
Long term growth



Sustained high Return on Capital Employed

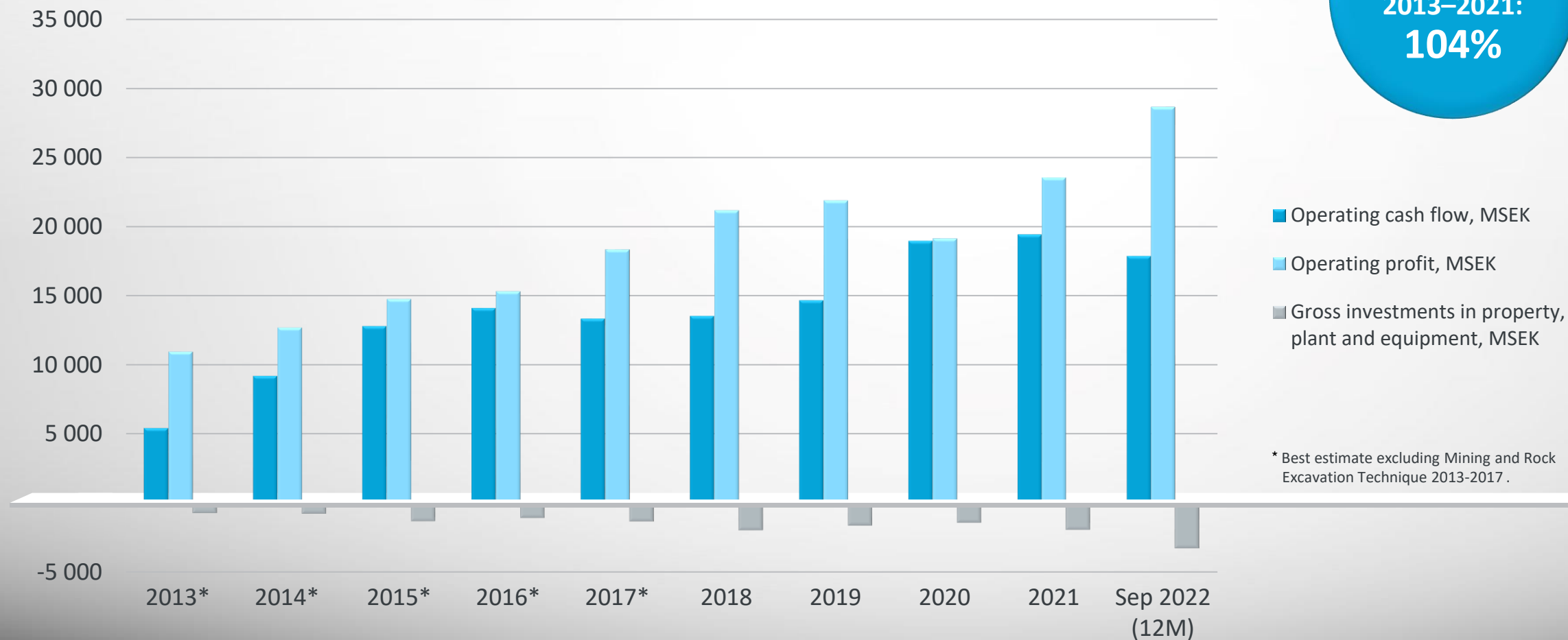


Operating profit per share



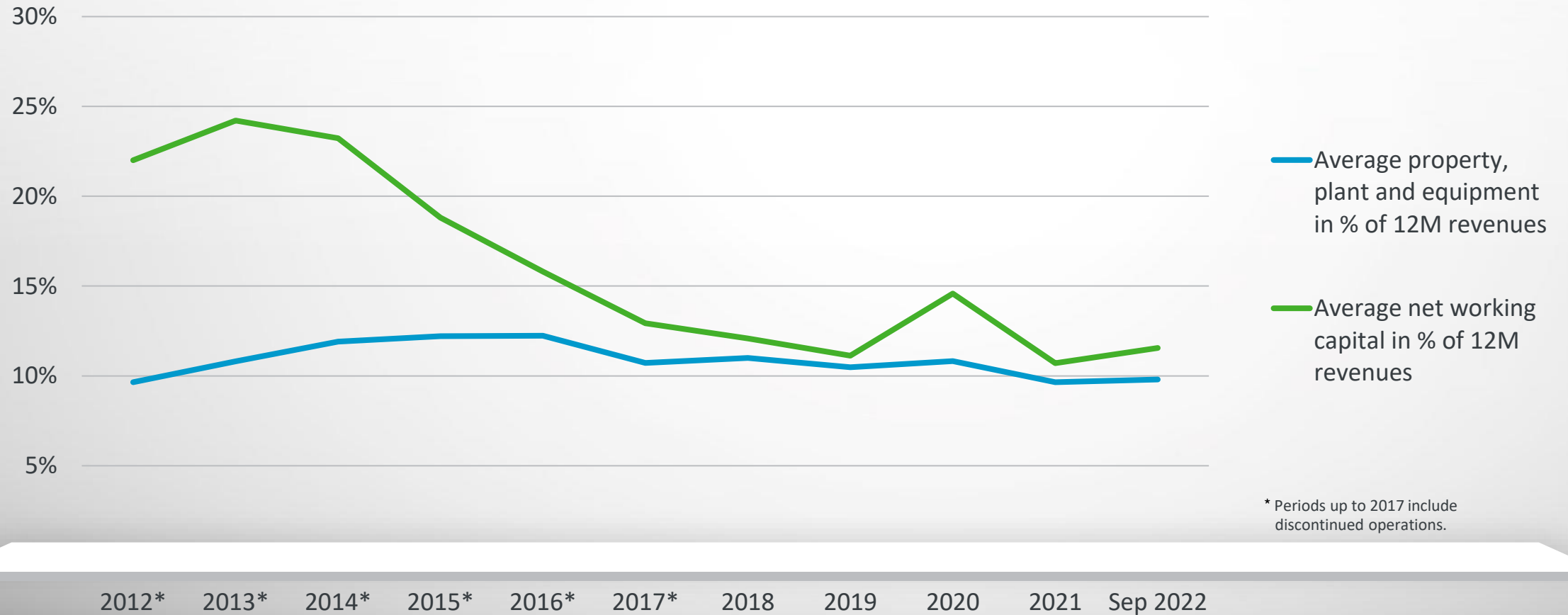
Growth and resilience – Cash generation

Average cash conversion
2013–2021:
104%

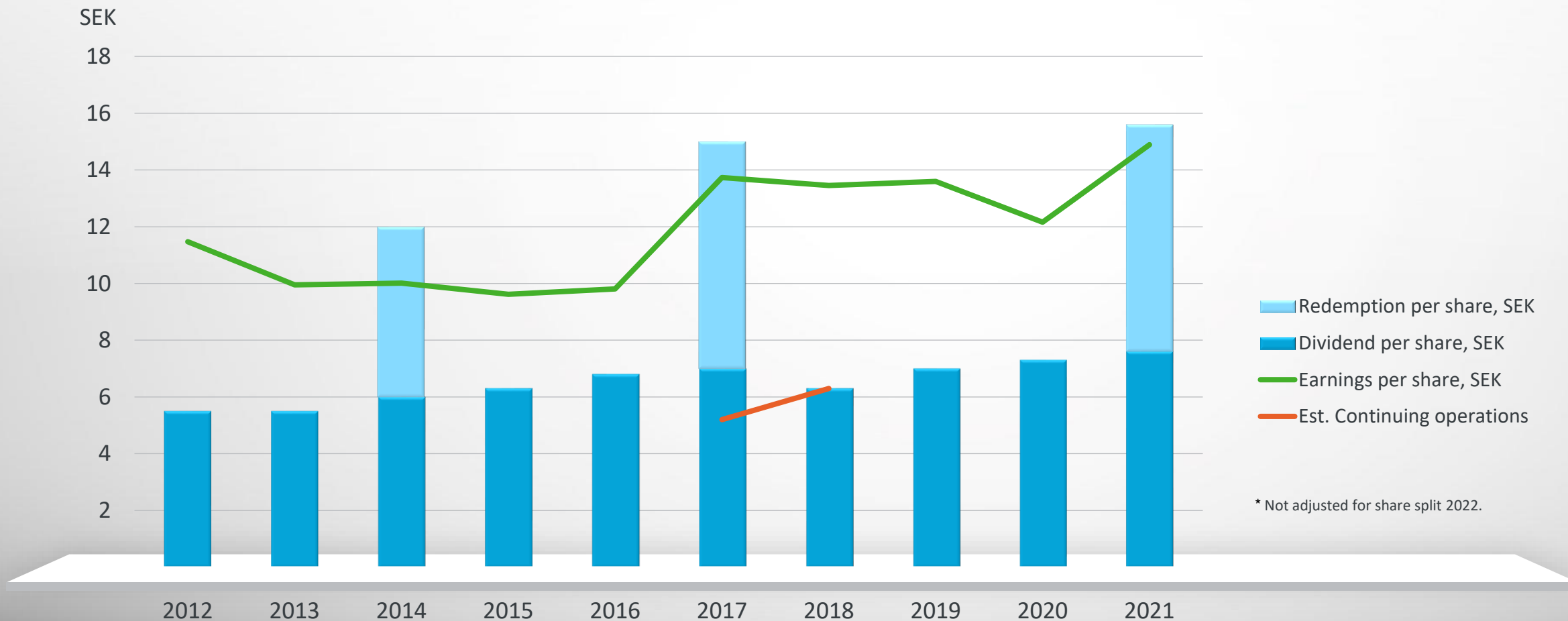


* Best estimate excluding Mining and Rock Excavation Technique 2013-2017.

Growth and resilience – Asset light



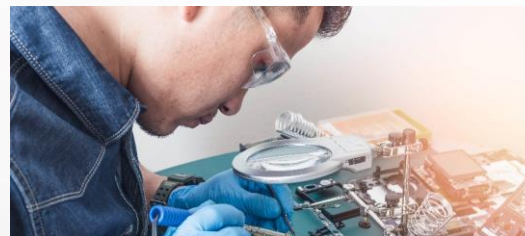
Sustainable cash distribution*



* Not adjusted for share split 2022.

Summary

- Diverse business focused on selected end markets
- Market leader with strong portfolio of businesses and products
- Committed to innovation and sustainability
- Strong service offer
- Well functioning organization with committed and passionate people
- Asset light operations and variable cost structure
- Enabler of technologies for the transition to a low carbon society



Forward-looking statements

“Some statements herein are forward-looking, and the actual outcome could be materially different. In addition to the factors explicitly commented upon other factors could have a material effect on the actual outcome. Such factors include, but are not limited to, general business conditions, fluctuations in exchange rates and interest rates, political developments, the impact of competing products and their pricing, product development, commercialization and technological difficulties, interruptions in supply, and major customer credit losses.”