



Atlas Copco Mining and Rock Excavation Technique

Capital Markets Day 2017
Helena Hedblom, Business Area President

Atlas Copco

Agenda

- 1 Facts in brief
- 2 Business fundamentals
- 3 Customer value in global trends
- 4 Summary



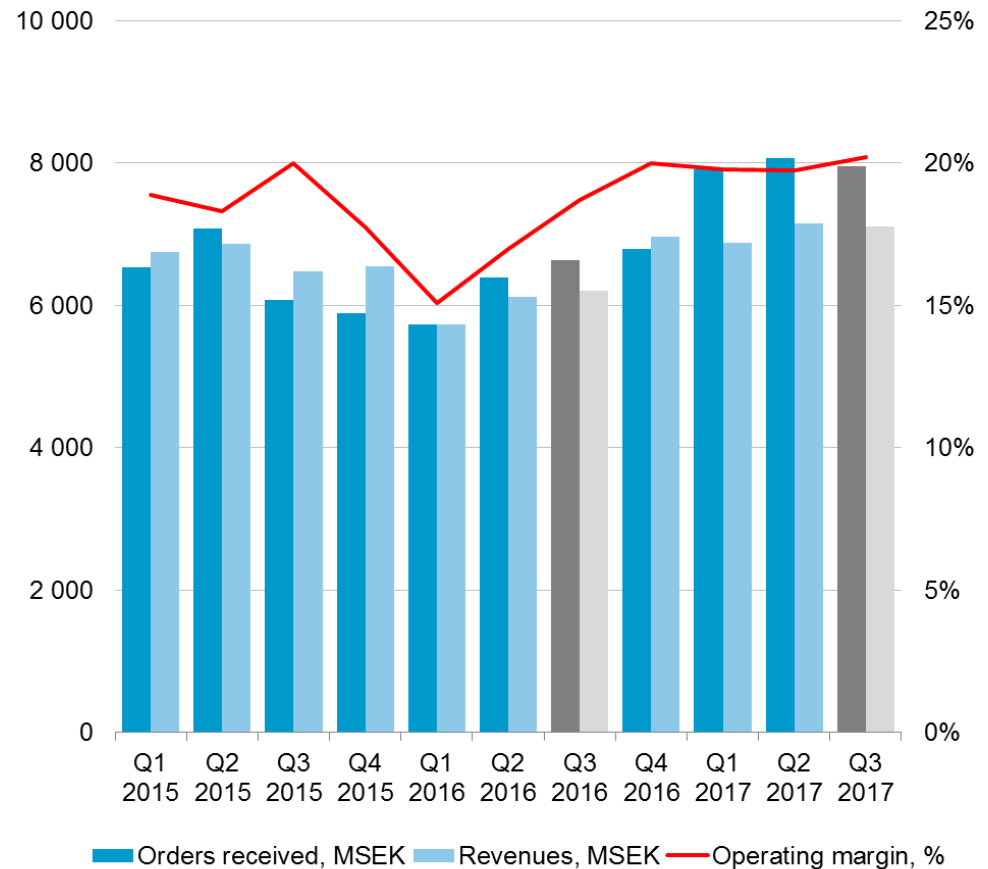
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ROCE
41%

Growth drivers

- Innovations and automation
- Focus on customers' total cost of ownership
- Strengthen agility and resilience
- Grow service and consumables

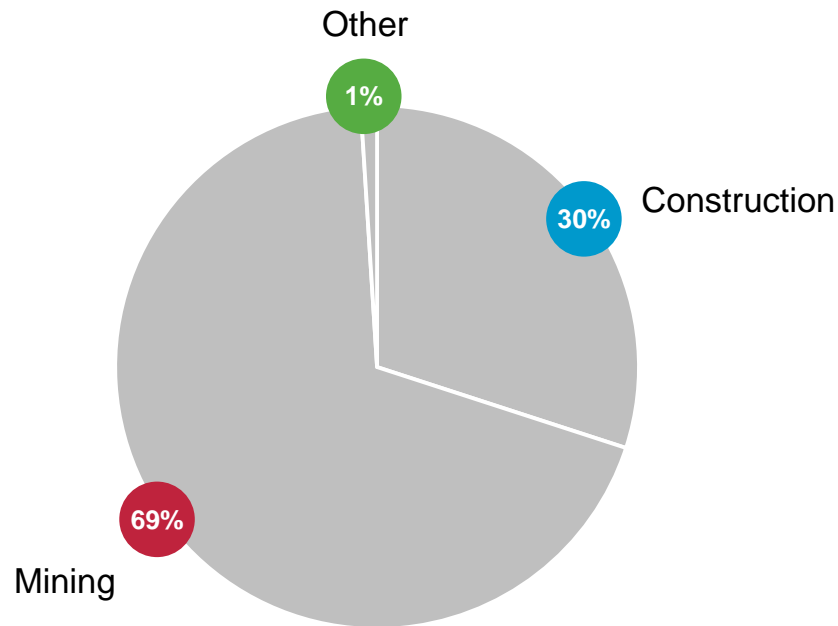
Orders, revenues and operating margin



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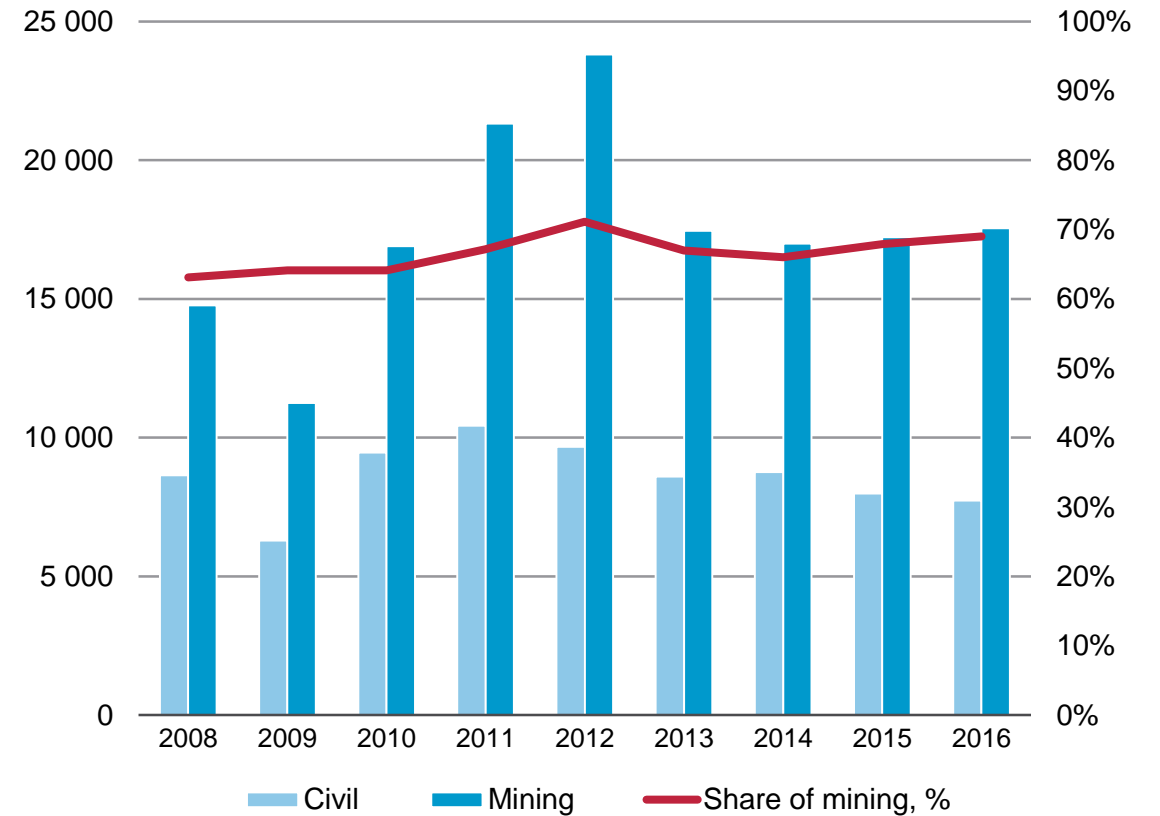
Customer split

Orders received by customer category



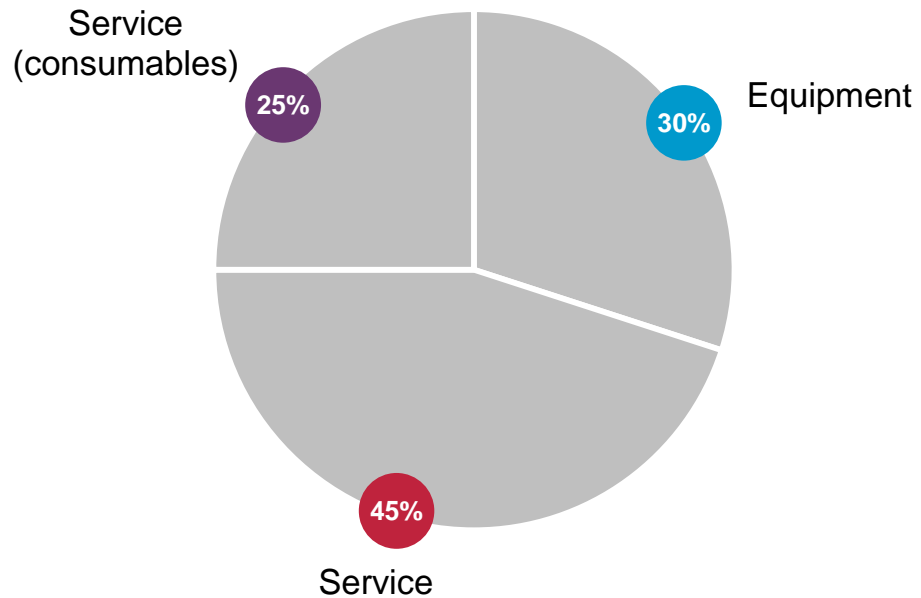
Orders received 2016

Orders received 12 months figures



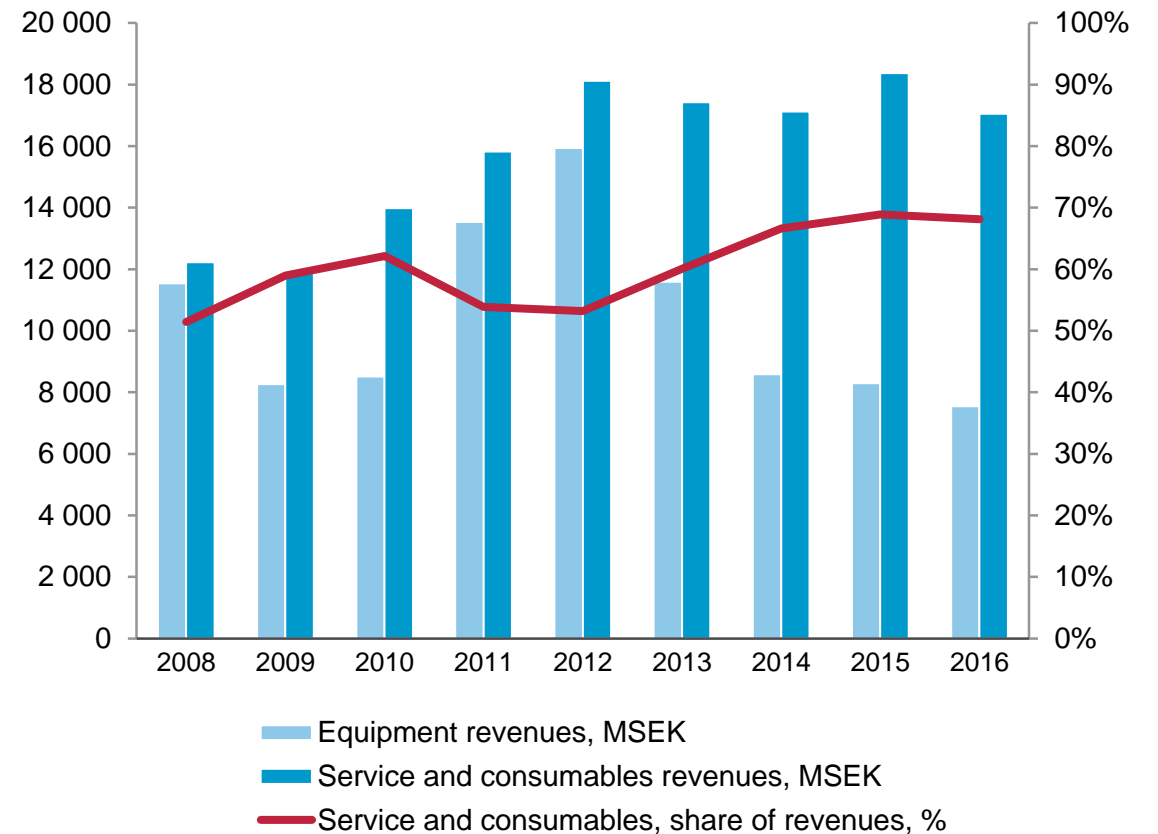
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Revenues by business type



Revenues December 2016, 12 months figures

Revenues 12 months figures



Equipment revenues, MSEK

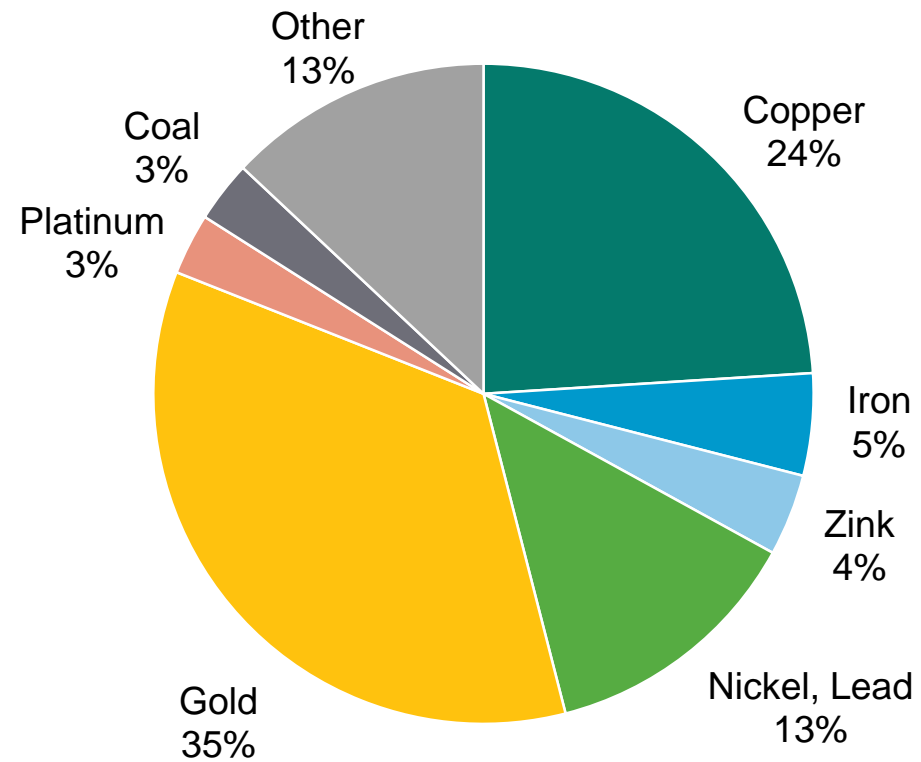
Service and consumables revenues, MSEK

Service and consumables, share of revenues, %

Mining

Estimated exposure to minerals

June 2017



Orders received June 2017, 12 months figures (all business types)

Mining and Rock Excavation Technique

Underground mining



Surface mining



Exploration



Underground civil engineering



Surface civil engineering,
urban development, quarrying



Geotechnical, ground engineering
well drilling oil and gas



Business fundamentals



**Agility and
resilience**
through a strong
aftermarket
position

Business fundamentals




Opportunities
and presence
in profitable
niche markets

Business fundamentals

Sustainability
as a core value
in our strategy

Business fundamentals



Our innovation
is founded in
people and
knowledge

Creating customer value on global trends: Mine of the future



1 Fossil free mine



4 Digitalization



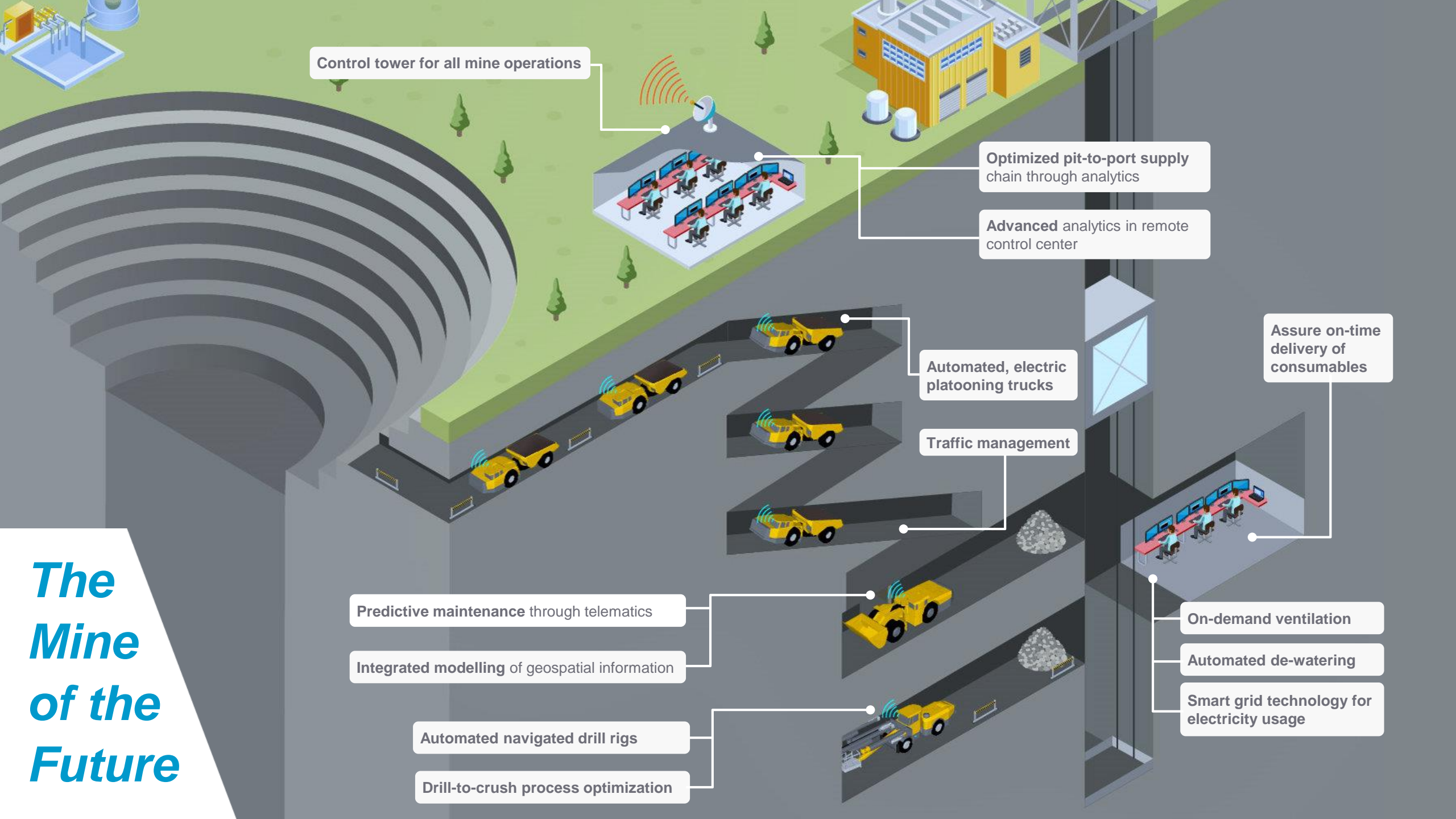
2 Interoperability

3 Automation



5 Mechanical rock excavation

The Mine of the Future



Fossil free mine: battery operated equipment

Creating customer value on global trends

- ▶ Complete fleet of electrified mining equipment
- ▶ Common infrastructure
- ▶ From ventilation on demand to fossil free



- 1 Cleaner, safer and more flexible operations
- 2 Potential for greater production at reduced cost due to less need for mine ventilation
 - ✓ 80% less energy for the same amount of work than a diesel machine
 - ✓ 100% reduction in CO₂ from diesel



Interoperability & automation: underground mining

Creating customer value on global trends

- ▶ From asset control to process control
- ▶ From connected equipment to real time mining
- ▶ From supplier to business improvement partner

- 1 Increased safety, productivity and reliability
- 2 Support for continuous improvement
- 3 Higher equipment utilization & predictability

✓ 20% improvement in rock reinforcement activity thanks to Boltec reporting status



Interoperability & automation: surface mining

Creating customer value on global trends

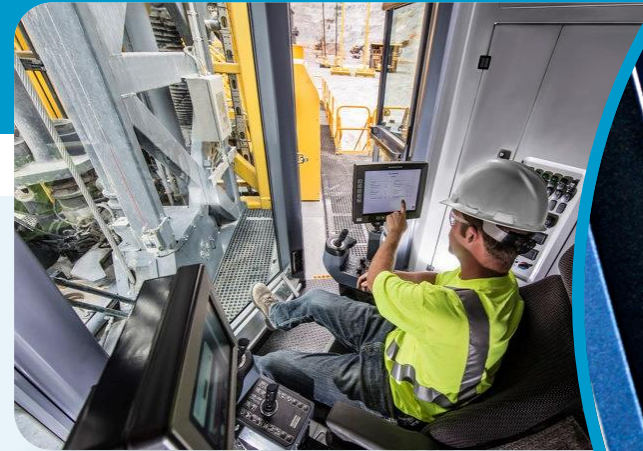
- ▶ From asset control to process control
- ▶ From connected equipment to real time mining
- ▶ From supplier to business improvement partner

- 1 Increased safety, productivity and reliability
- 2 Higher Predictability allowing process to run at prescribed intervals

Autonomous Pit Viper ✓ 16% faster per cycle - 20% better utilization – 30% increased drill capacity

SmartROC ✓ Automation enabled with full drill cycle – automatic feed positioning – hole navigation system – remote operation

✓ Fleet monitoring with Certiq, Surface and ROC manager



Digitalization: the mine alliance

Creating customer value on global trends

- ▶ Performance center for global connectivity
- ▶ Mine of the future

- 1 Certiq
 - ✓ Full data monitoring access
 - ✓ Predictive maintenance
- 2 Mobilaris
 - ✓ Real time asset positioning
- 3 Saab / Combitech
 - ✓ Control tower, cyber security & ecosystem solutions



Mine Alliance

SAAB System Integration – Network Management – Advanced Analytics – System Security

SAAB Fleet/Traffic Management System

Atlas Copco Equipment



Other OEM



Real Time Positioning



Mobilaris

Process Control



ABB

Dynamic Mine & Plant Real Time

Mine Planning

Work Management

Production/
Maintenance
Scheduling

Production
Management

Ops Modelling &
Simulation

Business
Planning

**Dassault
Systems**



Together with partners we offer complete mine systems solutions

Mechanical Rock Excavation

Creating customer value on global trends

▶ From high performance drilling and blasting to continuous mining



- 1 Complete fleet in one machine with high precision profiling
- 2 Easier scheduling and planning for increased efficiency and predictability
- 3 Safer operations through automation and remote operation



Summary – Mining and Rock Excavation Technique

- Agile and resilient with strong after market position
- Strong innovation focus
- Creating customer value through battery technology, automation and digitalization



***Committed to
sustainable productivity.***



Atlas Copco



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.”