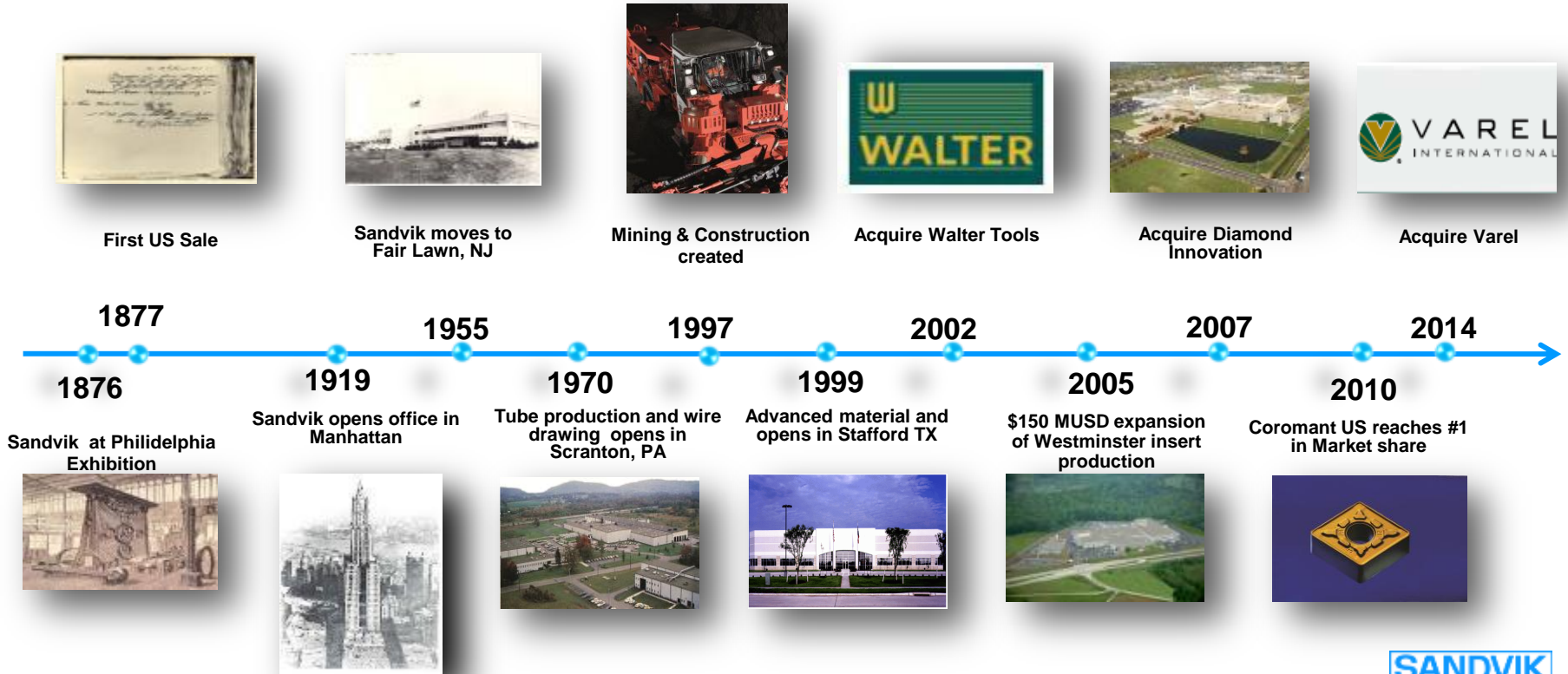


SANDVIK USA
RICK ASKIN, PRESIDENT

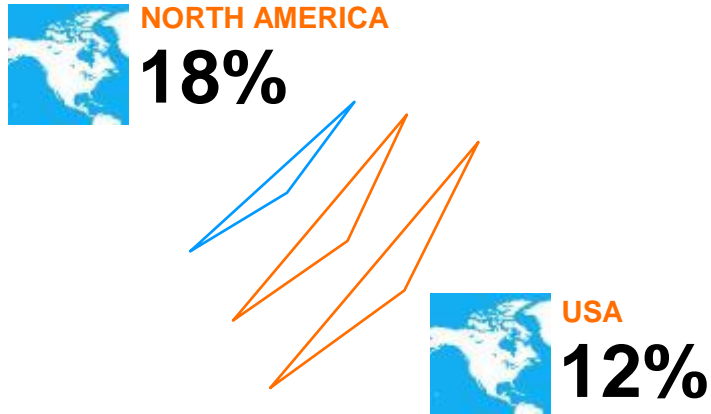


SANDVIK USA

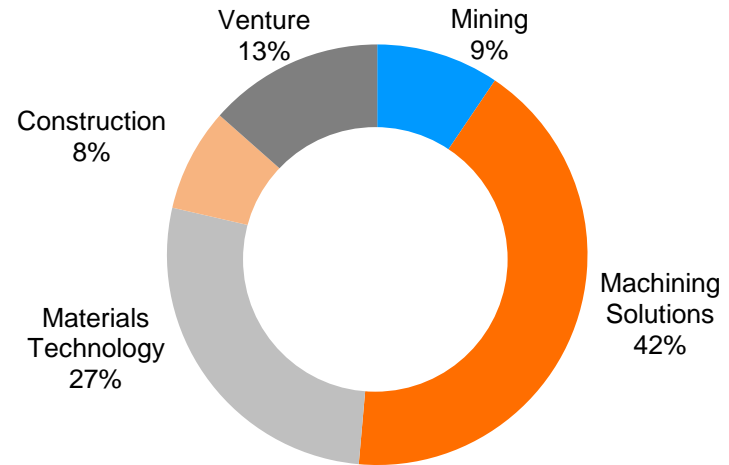


SANDVIK USA EXPOSURE

SHARE OF GROUP INVOICING



BUSINESS AREAS

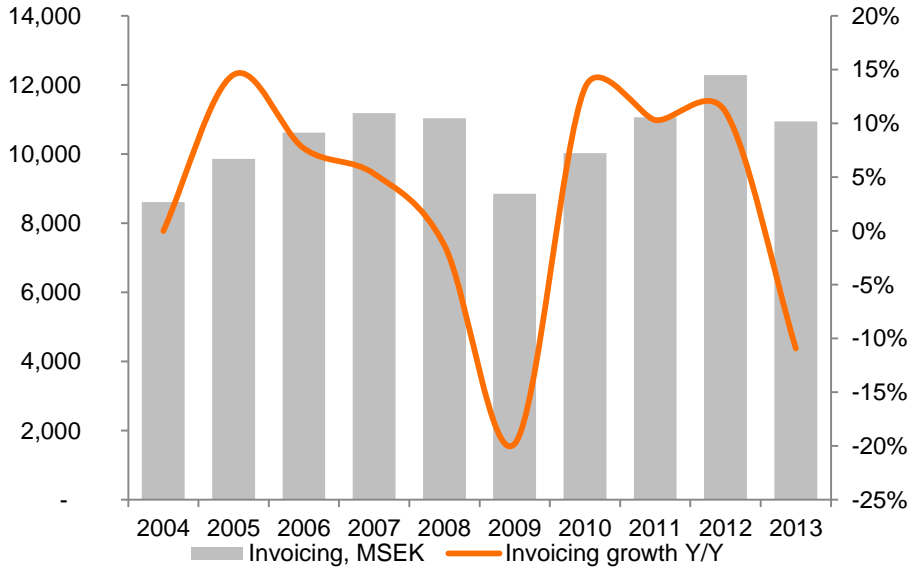


Pie chart representing share of invoicing 2013, adjusted to include Varel

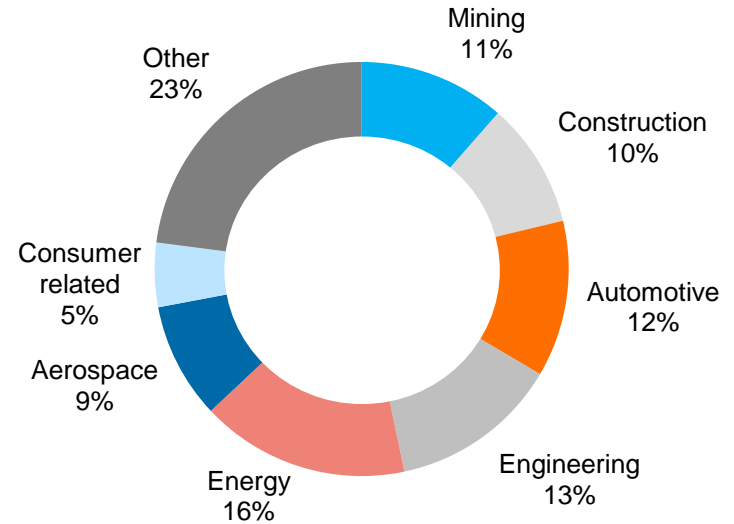
- More than 4,200 employees
- All 5 business areas, plus common support organization
- Growth driven both organically and through M&A

USA EXPOSURE BY SEGMENT

INVOICING & INVOICING GROWTH



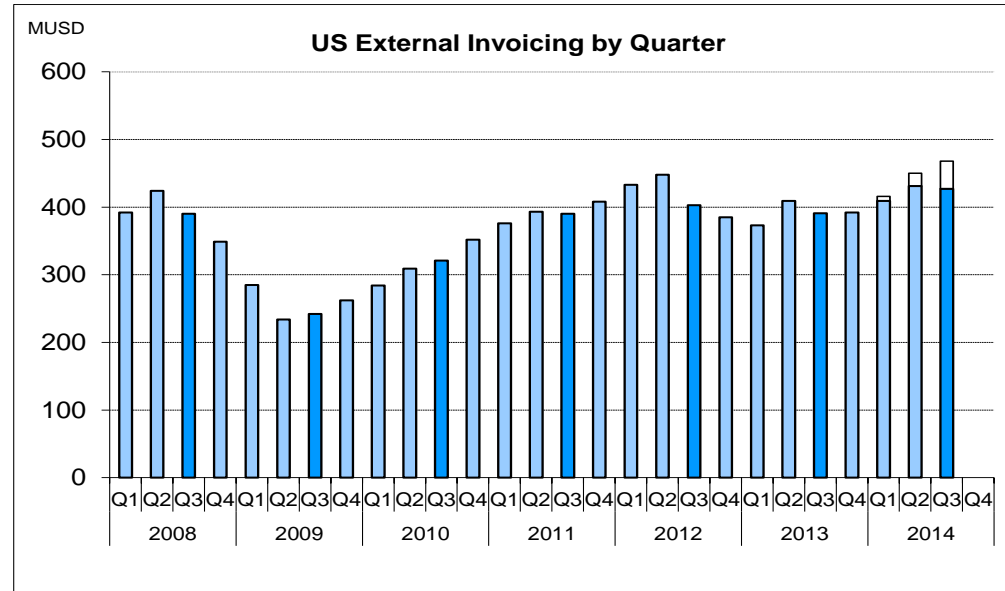
CUSTOMER SEGMENTS



Pie chart representing share of invoicing 2013 adjusted to include Varel

EXTERNAL INVOICING - % CHANGE BY BA*

- **Invoicing up 20% in Q3**
 - ✓ Organic +9%
 - ✓ Demand rising for all Business area except Mining
 - ✓ Stable demand in Mining
- **Order Intake up 16% in Q3**
 - ✓ Organic +6%
- **ISM Expanding**



CURRENT BUSINESS CLIMATE

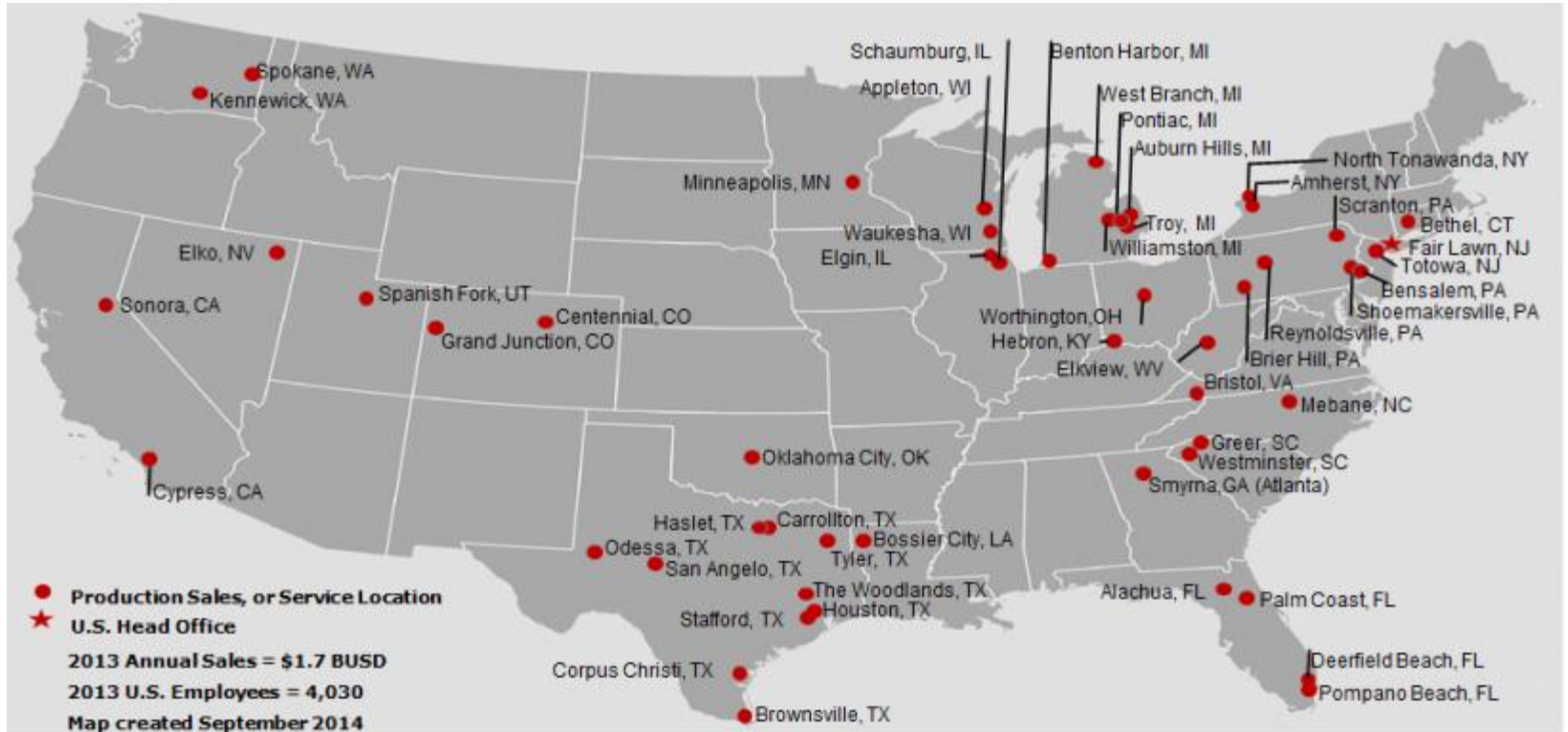
Positive forces

- ✓ Oil & Gas markets remain active
- ✓ Automotive sustained growth
- ✓ Heavy Truck growing
- ✓ Commercial aerospace growing
- ✓ Construction activity increasing
- ✓ Mining contractor activity is increasing

Negative forces

- ✓ Short term perspective persists
- ✓ Metal prices are declining
- ✓ Slower growth globally
- ✓ Mixed Export growth
- ✓ Power Generation investment at low level

SANDVIK USA



OUR WAY FORWARD IN USA

DELIVER ON PROMISES

FLEXIBLE AND AGILE

EMPHASIS ON FAST GROWING SEGMENTS

- Energy – Oil & Gas
- Aerospace
- Automotive

EXPAND OUR AFTERMARKET BUSINESS

- Mining
- Construction

PEOPLE DEVELOPMENT

M&A

- Continue to evaluate acquisition opportunities



An abstract graphic consisting of several bright blue lines that intersect to form a series of triangles and polygons, set against a black background. The lines are thin and create a sense of depth and movement.

DISCLAIMER 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 affected by other factors for example, the effect of economic conditions, exchange-rate and interest-rate movements, political risks, impact of competing products and their pricing, product development, commercialisation and technological difficulties, supply disturbances, and the major customer credit losses.”

