

Specialty Rental Services



Capital Market Day 2006

Geert Follens, President Portable Air

Content



- CT specialty rental business in brief
- Multi-Brand rental business
- Rental products and applications
- Rental support tools
- Industrial rental market
- Summary

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CT Rental Service – Products



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Capital Market Data – December 31, 2010

CT Rental Service – Energy Customers



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Capital Market Data – December 31, 2010

CT Rental Service – Market Position

- World market leader in industrial rental business in compressed air solutions
- Specialist in oil-free and high pressure air application segments
- Global coverage with independent & customer center rental companies
- Advanced capabilities for international rental projects
- Dominant use of Atlas Copco products
- Strong profitable growth based on 'customer value added' strategy



Global Market Data – December 4th, 2009

CT Rental Service – Environmental

Quality – Environment – Health & Safety

- Triple Certification for all CT Rental companies
World Wide by mid 2007
- ISO9001: 2000
- ISO14001
- OHSAS18001



Global Market Data – December 4th, 2009

First in Mind—First in Choice™



It is our **VISION** to be the market leader
in the specialized compressor rental business,
focusing on
oil-free air and high pressure rental applications.



Mission

- We can offer our customers the best and most efficient rental equipment based on:
 - Atlas Copco products
 - Product and application knowledge
 - Development of package solutions for niche applications
 - Well-trained product and service specialists
 - Superior fleet availability and reliability
- Our customers will recognize us as their first rental address
- We focus on our customers' needs and the use of the products



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Rental Brand Promise

« We are committed, 24/7, to fulfilling our customer's rental demands.

Our dedicated, talented and passionate people are empowered to provide our customers with premier products and innovative services.

We are the trusted partner every step of the way, delivering the loyal support our customers need to build the future.



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Strategic Focus Areas

Industrial Related Applications

Oil & Gas

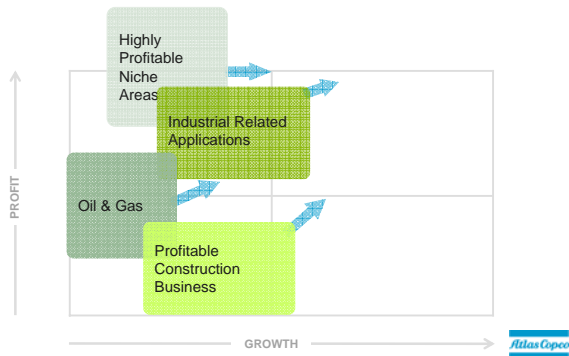
Highly Profitable Niche Areas

Profitable Construction Business



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Strategy: Organic and Strategic Growth



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CT Rental Service – Performance Trends

- Revenues:
 - Doubled within the last four years including acquisitions
 - Acquisition growth is 20% of total
 - Integration of Prime
 - Size is around 10% of CT business
- ROCE: developing very positively
- Profitability: continuous improvement



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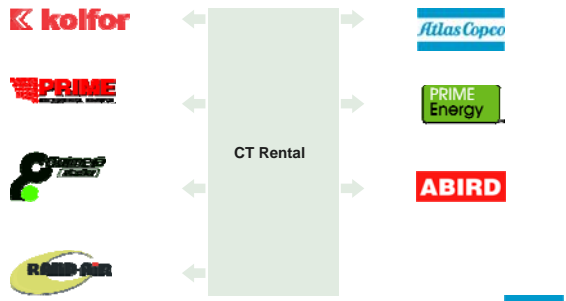
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Multi-Brand Strategy



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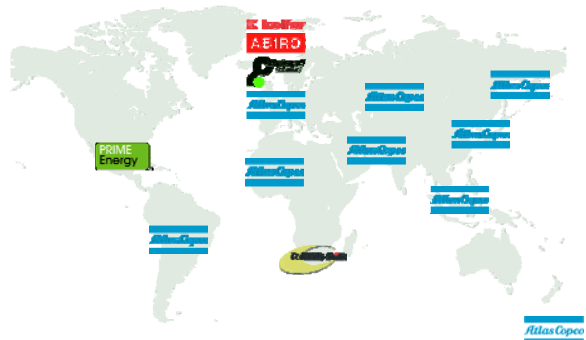
Multi-Brand Strategy

- Acquired companies kept the established brand name
- Different brands stand for different product offers
- Support for price management
- Companies within the Atlas Copco Group

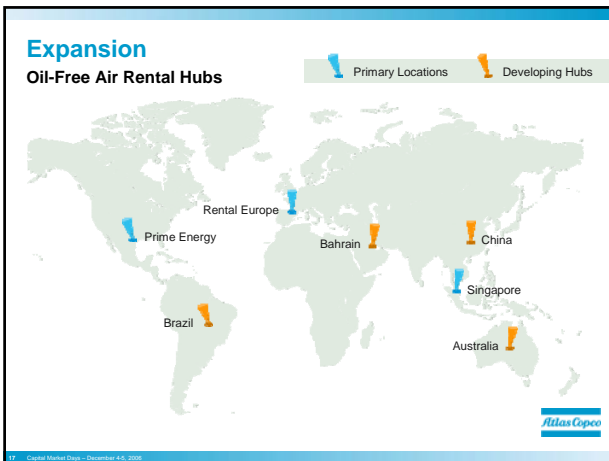
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CT Rental Service – Multi-Branding



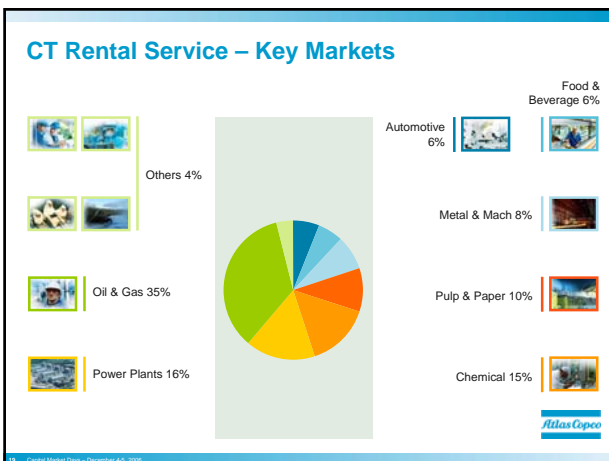
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CT Rental Service Core Business

Oil-Free Air

- Standard and high pressure compressors & dryers
- Diesel and electrical driven units
- High pressure off-shore units
- PET high pressure units
- VSD compressors with integrated dryers
- Aftercoolers, hoses, external fuel tanks



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CT Rental Service Core Business

Oil Injected Air

- Standard pressure compressors
- High pressure compressors: 25 and 30 bar
- Twin Air
- Aftercoolers, hoses, external fuel tanks



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CT Rental Service Core Business

GenSets < 500kVA




- Portable machines
- Containerized units



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CT Rental Service – Main Competitors

Aggreko, USA and Europe	Cat Rental, USA	Stewart & Stevenson	Many regional small niche players
			

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Atlas Copco FuelXpert™
Makes the impossible possible



Average 10% better fuel consumption than our best competitors

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THE BEST JUST GOT BETTER

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Atlas Copco Ciltronix™
Longer lasting air tools, lower operating temperature



Oil temperature control extending life of components

Atlas Copco has developed a new generation of air tools with a special oil temperature control system. This system ensures that the oil in the tool remains at a constant temperature, which extends the life of the components and reduces the risk of failure. The system is designed to be easy to use and maintain, and it is suitable for a wide range of applications.

Reason is the average of bearings

When used in a normal way, bearings will last for a long time. However, if they are used in a way that is not recommended, they will wear out much more quickly. This is why it is important to use bearings in a way that is recommended by the manufacturer.

Technology address:

- High speed bearings
- High load bearings
- High temperature bearings
- High precision bearings
- High accuracy bearings
- High reliability bearings
- High performance bearings
- High quality bearings
- High durability bearings
- High strength bearings
- High stiffness bearings
- High fatigue resistance bearings
- High corrosion resistance bearings
- High wear resistance bearings
- High shock resistance bearings
- High vibration resistance bearings
- High noise resistance bearings
- High temperature resistance bearings
- High humidity resistance bearings
- High salt resistance bearings
- High acid resistance bearings
- High alkali resistance bearings
- High solvent resistance bearings
- High oil resistance bearings
- High dust resistance bearings
- High dirt resistance bearings
- High debris resistance bearings
- High particle resistance bearings
- High fiber resistance bearings
- High hair resistance bearings
- High lint resistance bearings
- High fluff resistance bearings
- High fiber resistance bearings
- High hair resistance bearings
- High lint resistance bearings
- High fluff resistance bearings

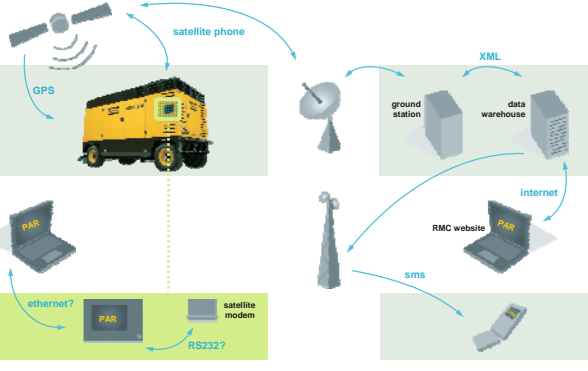
Advantages for benefits:

- High speed
- High load
- High temperature
- High precision
- High accuracy
- High reliability
- High performance
- High quality
- High durability
- High strength
- High stiffness
- High fatigue resistance
- High corrosion resistance
- High wear resistance
- High shock resistance
- High vibration resistance
- High noise resistance
- High temperature resistance
- High humidity resistance
- High salt resistance
- High acid resistance
- High alkali resistance
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Satellite System Overview



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CT Rental Service

- Rental growth is expected to outpace general economic growth
- Dynamics of the market
 - NES was sold to Diamond Castle
 - Sunbelt acquired Nation Rents
 - Aggreko acquired GE Energy Rentals
 - Atlas Copco divested RSC
- Focus areas are
 - Fleet management
 - Price management
 - Extend the products and services offer
 - Geographic growth – focused markets

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37 Capital Market Days – December 4-5, 2007

CT Rental Service

Top Opportunity Areas and Countries for Industrial Rental Business in 2007



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38 Capital Market Days – December 4-5, 2007

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39 Capital Market Days – December 4-5, 2007

CT Rental Service – Summary

- Strong and profitable growth in the coming years
- Core business focus on compressed air
- Main strategic focus on industrial and oil & gas rental business
- Increasing the use of Atlas Copco products
- Value added development for our customers



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**We are committed to your
superior productivity through
interaction and innovation.**



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