



The face of interaction





International Operations

Art Droege

Capital Markets Day

Feb. 19-20, 2001



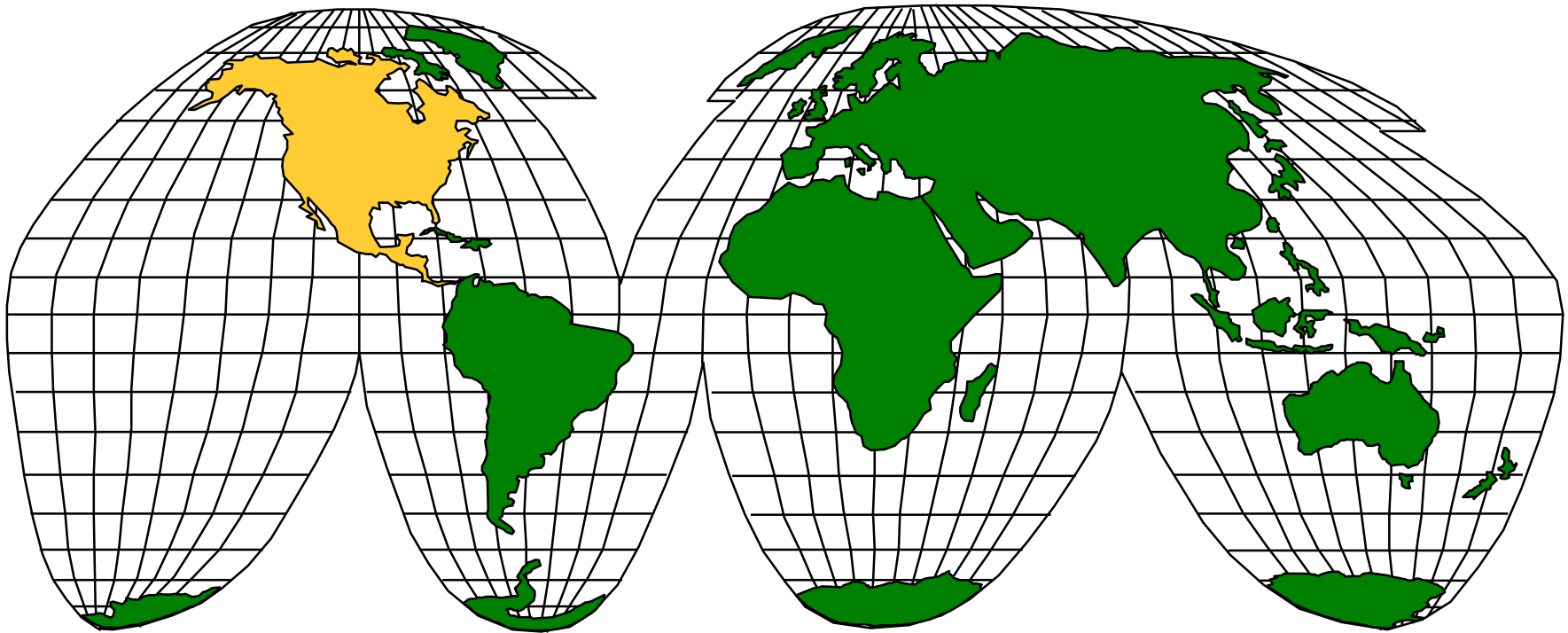
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Atlas Copco Around The World

- ▶ Equipment rental is not new to the Atlas Copco Group
- ▶ Some type of product rental activity already exists in almost every country
- ▶ Traditional rental activity was mainly for products we manufacture
- ▶ Portable compressors, construction tools, generators, light towers, and drilling rigs for construction & tunneling

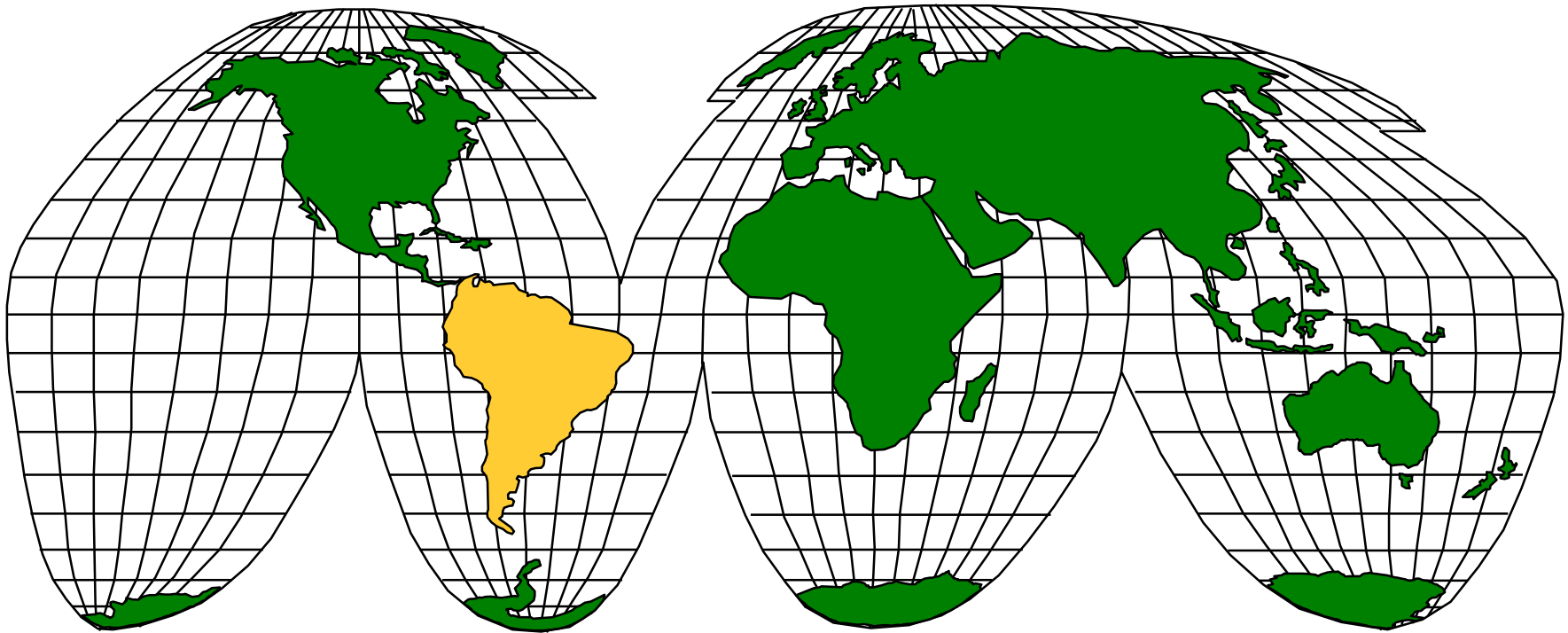
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North America



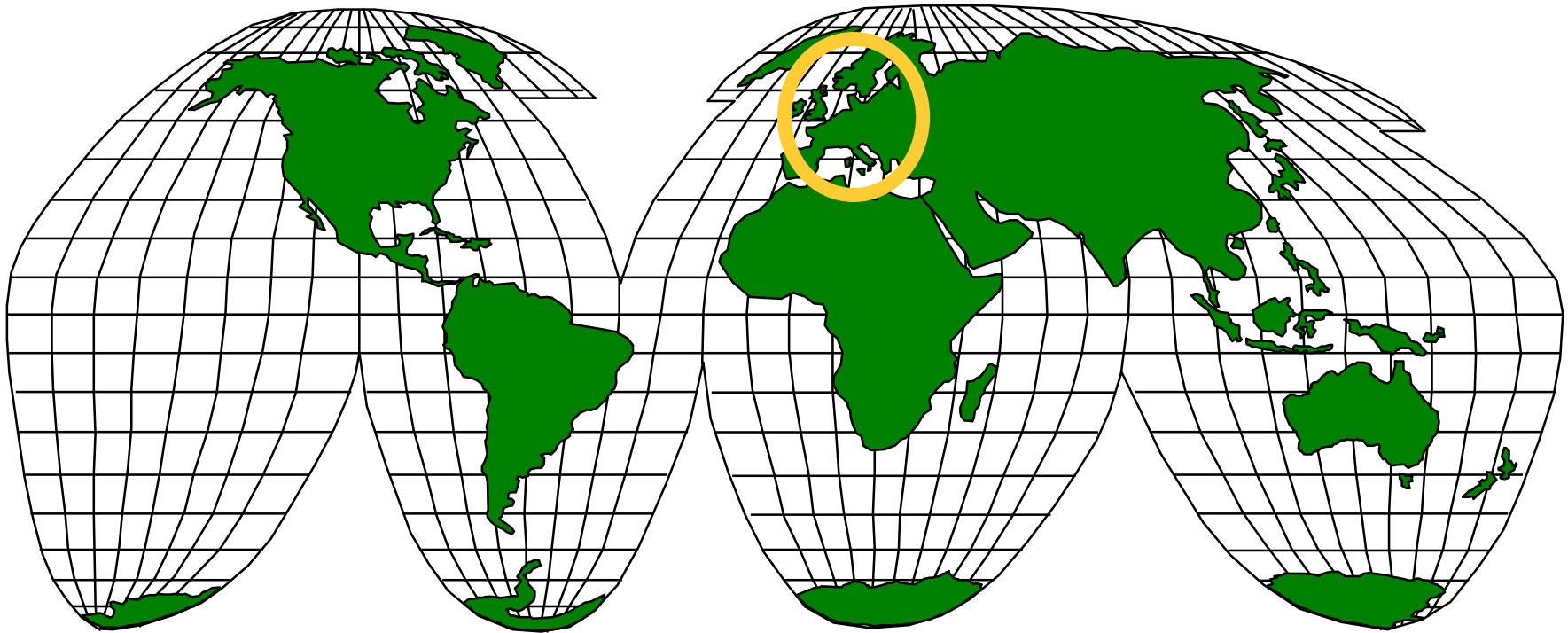
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South America



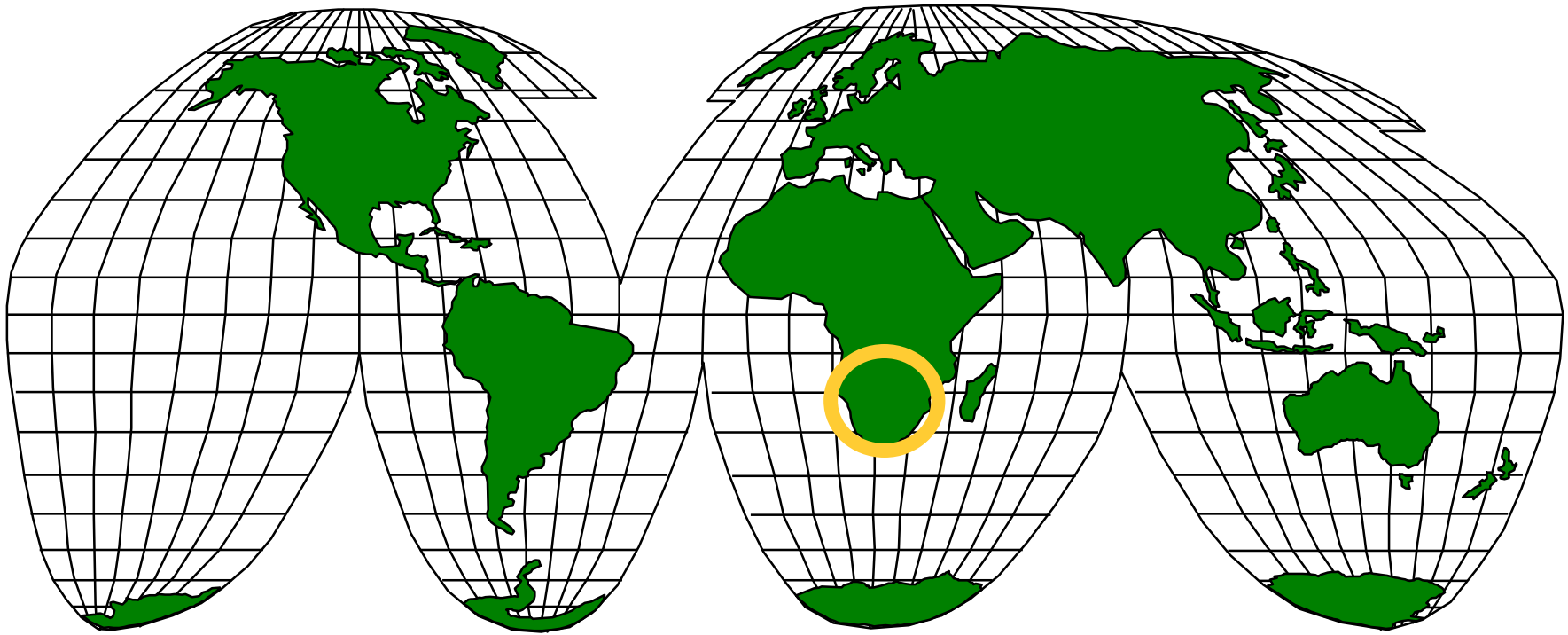
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Europe



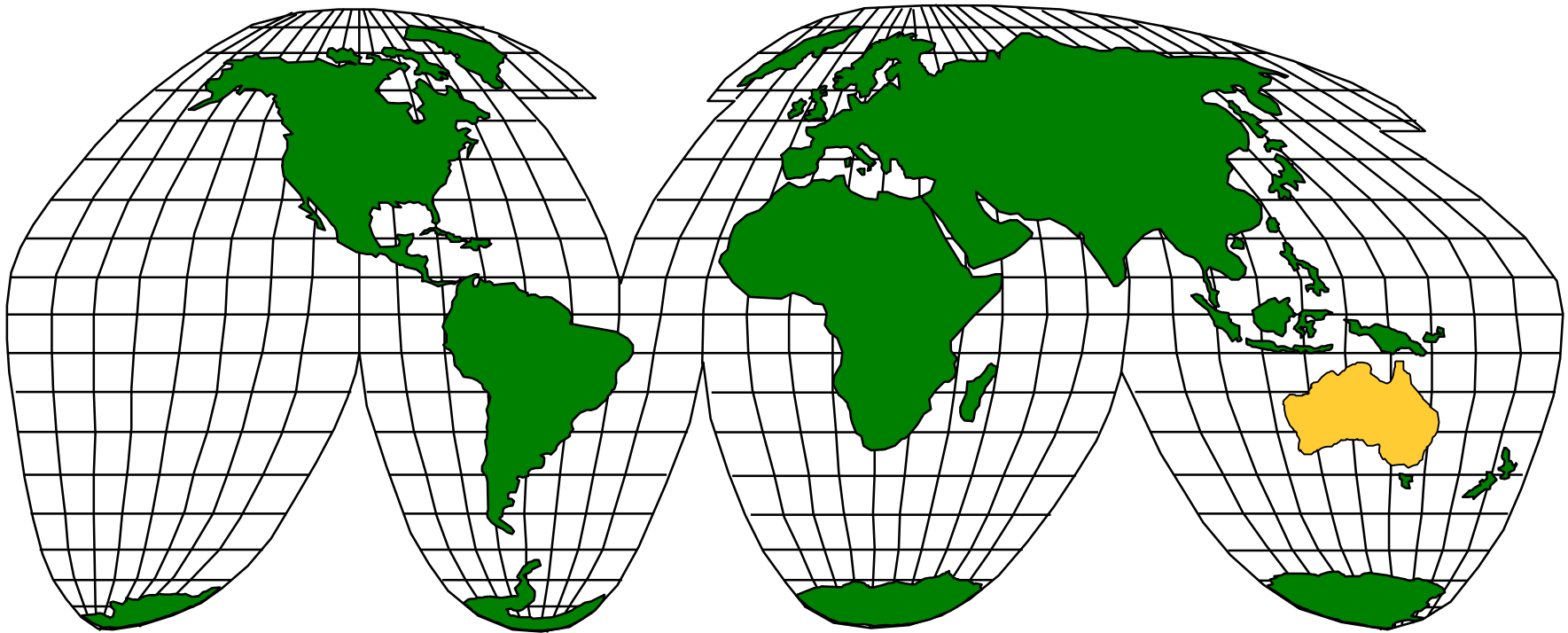
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South Africa



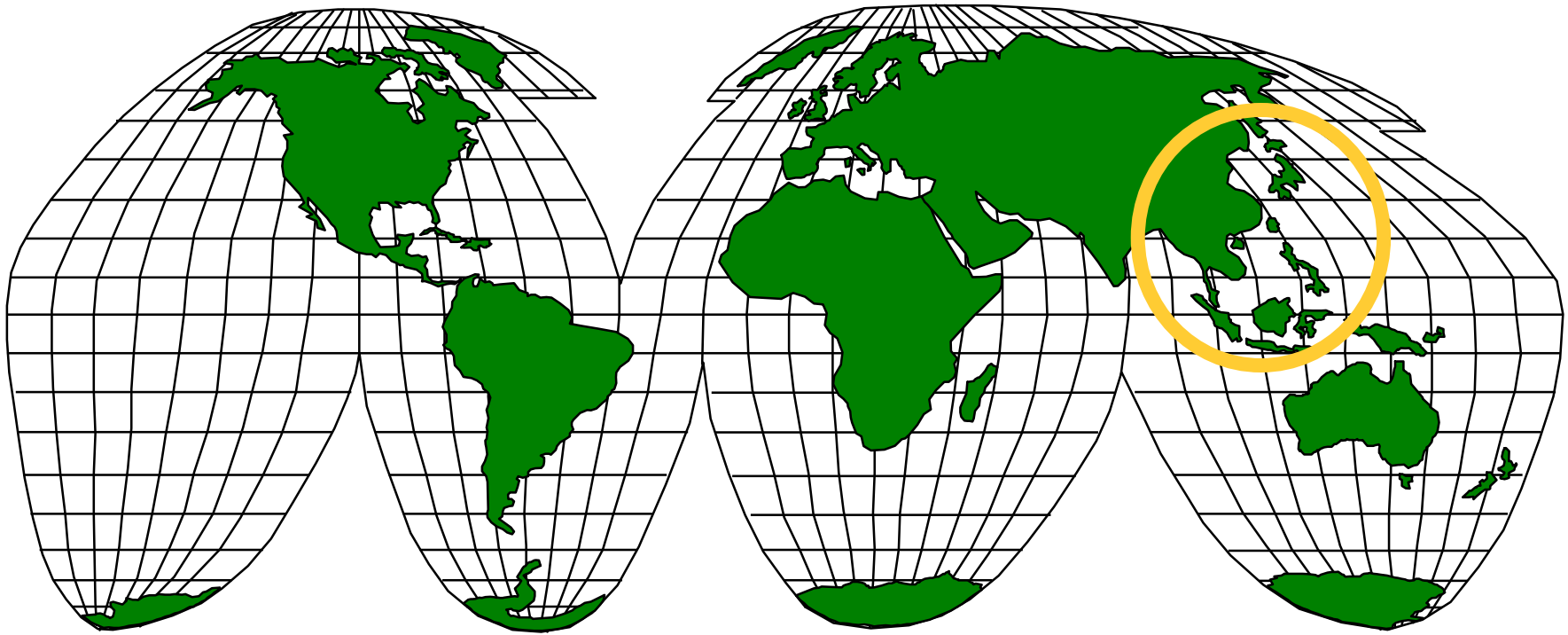
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Australia



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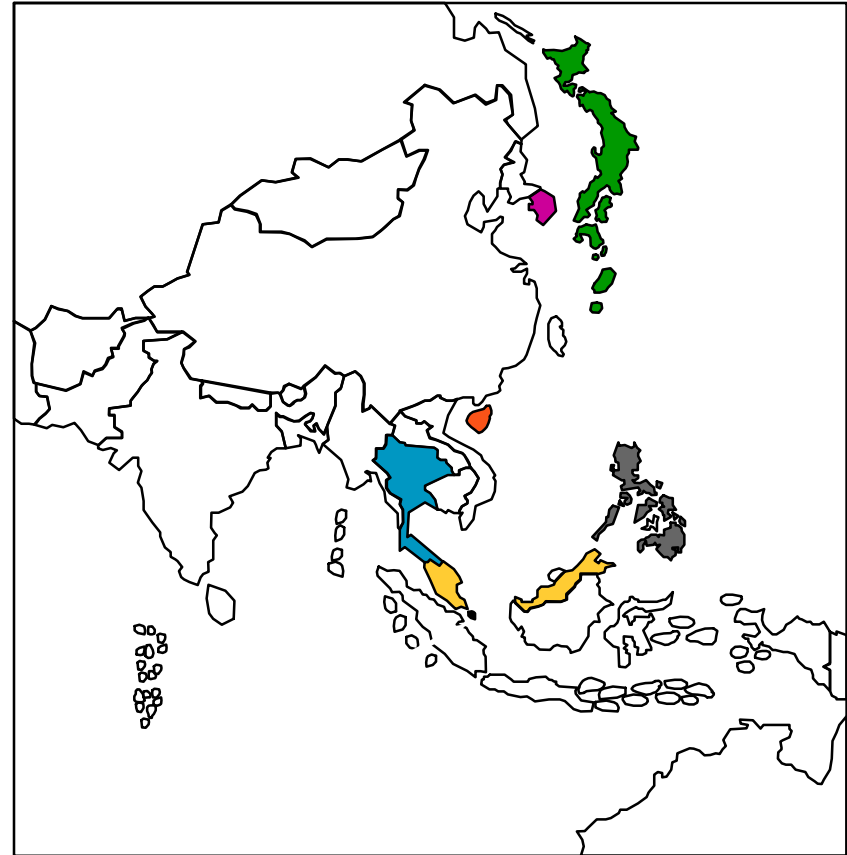
Asia



Atlas Copco Around The World

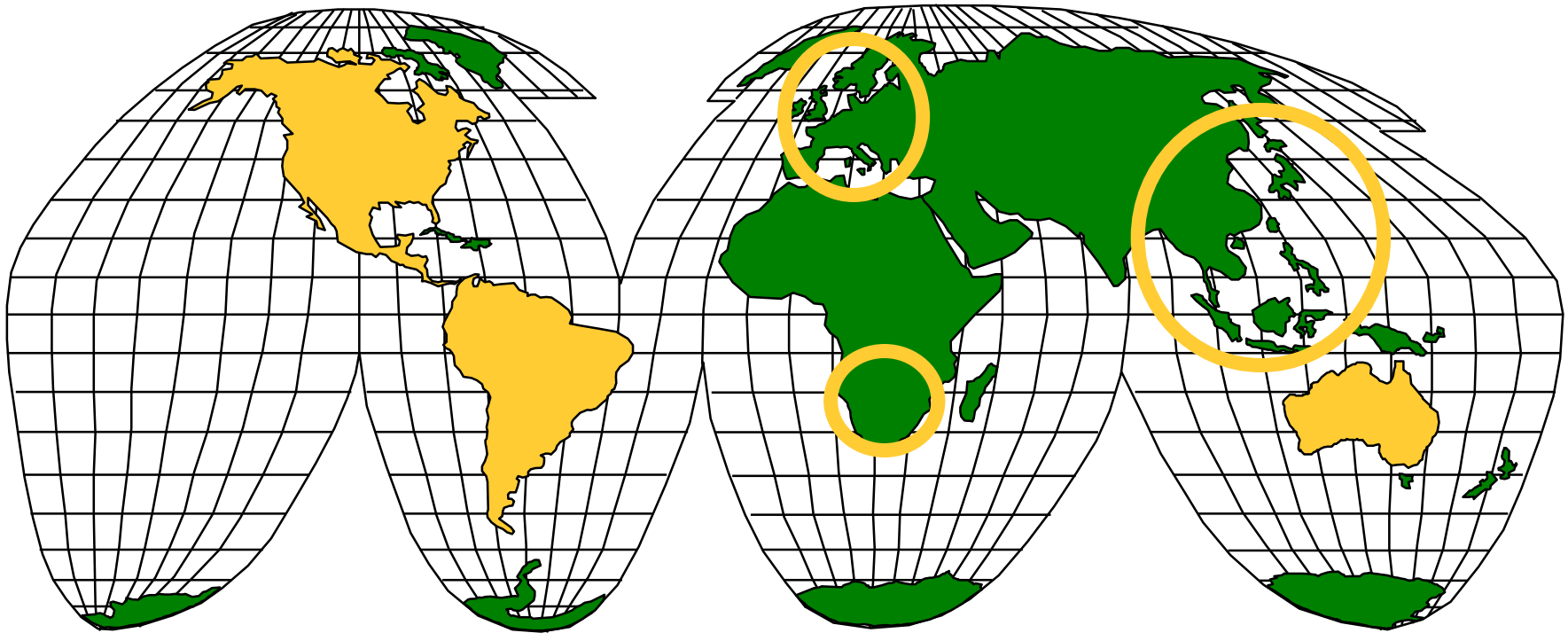
Asia

- ▶ Singapore
- ▶ Malaysia
- ▶ Thailand
- ▶ Philippines
- ▶ Hong Kong
- ▶ Japan
- ▶ Korea



Atlas Copco Around The World

Atlas Copco Group



International Expansion

- ▶ First choice is normally to find a small company to acquire
- ▶ Greenfield start-up is also possible
- ▶ Option always exists to combine with our existing operation
- ▶ Develop additional locations with acquisition/greenfield as is the practice in North America

Atlas Copco Group Resources

- ▶ The Rental Service Business Area understands the rental business
- ▶ The Atlas Copco Group understands the international markets
- ▶ We have the necessary people who speak the languages, understand the cultures, have the customer contacts, and have already been exposed to rental for many years
- ▶ Atlas Copco has a definite advantage

Where Next

- ▶ We believe there is a good opportunity now in Brazil
- ▶ Brazil would be the proper platform to develop other South American markets
- ▶ Asia has very good long term potential
- ▶ South Africa
- ▶ Europe will require a very clear strategy as Atlas Copco is a major supplier to rental companies



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