The face of interaction
International Operations

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Atlas Copco
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
Atlas Copco Around The World
North America
Atlas Copco Around The World
South America
Atlas Copco Around The World
Europe
Atlas Copco Around The World
South Africa
Atlas Copco Around The World
Australia
Atlas Copco Around The World
Asia
Atlas Copco Around The World
Asia

- Singapore
- Malaysia
- Thailand
- Philippines
- Hong Kong
- Japan
- Korea
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
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
“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.”