COMMITTED TO SUSTAINABLE PRODUCTIVITY

We stand by our responsibilities towards our customers, towards the environment and the people around us. We make performance stand a test of time. This is what we call – Sustainable Productivity.
COMMUNITY ENGAGEMENT: WATER FOR ALL

Atlas Copco in the United States
Atlas Copco Capital Markets Day 2014

20 YEARS OF INNOVATION

1994
Nokia 2110 was one of the most popular mobile phones.
Atlas Copco's first Variable Speed Drive compressor is launched.

2014
Apple launches iPhone 6.
Atlas Copco sets new benchmark with GA VSD+.
### FACTS IN BRIEF – ATLAS COPCO IN THE UNITED STATES

<table>
<thead>
<tr>
<th>Feature</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Established</strong></td>
<td>June 1950 in San Francisco</td>
</tr>
</tbody>
</table>
| **Four focused business areas** | • Compressor Technique  
                              | • Industrial Technique  
                              | • Mining and Rock Excavation Technique  
                              | • Construction Technique    |
| **Regional presence**         | 40 out of 50 States with coverage throughout the United States        |
| **Employees**                 | 5,146 as per September 2014                                           |
| **Annual revenues**           | MSEK 14,145 as per September 2014 ($2.1 billion)                      |
| **Market presence**           | 116 sales and service locations  
                              | 14 production sites  
                              | 2 major distribution centers |
PRODUCTION IN THE UNITED STATES

20 YEARS OF GROWTH

1994

2014
**CHARLOTTE GROWTH SINCE 2007**

2007
- 1 Location
- ~150 Employees
- 1 Business area

2014
- 7 Locations
- ~500 Employees
- All business areas supported

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**DIVERSITY WITHIN THE UNITED STATES**

**EMPLOYEES**
- Female: 16%
- Ethnic Minorities: 24%
- 43% Male
- 57% Male

**UNITED STATES GENERAL MANAGERS**
- Nationalities: 12
- Expat Employees: 55%
OUR BUSINESS IN 1994

Acquired and then Divested

- Rental Fleets
- Electric Tools

- Milwaukee Electric Tools Corporation.

OUR BUSINESS IN 2014

- Adhesive and Rivets
- Road Construction
- Shotcreting Equipment
- Vacuum
- Controls
- Tools and Breakers
- Large Blast Hole
- Low Pressure
- Assembly Systems
- Generators
- Water Wells
- Quality Air
- Industrial Tools
- Portable Compressors
- Underground Equipment
- Industrial Compressors

- Henrob
- Synatec
- SCA Schucker
- Dynapac
- Drilling Solutions
- Quincy Compressor
- Edwards
- BeaconMedaes
- Pneumatech Inc.
CONTINUING GROWTH IN ALL SEGMENTS

- Mining and Rock Excavation Technique
  - Archer Underbalance

- Construction Technique
  - Pneumatic Holdings

- Industrial Technique
  - Rapid - Torc

- Compressor Technique
  - Regional Distributors

BRAND PORTFOLIO IN THE UNITED STATES

- Each brand has the mission to be premium in its chosen segment and offer a differentiated product through a differentiated channel.
**INCREASING PRESENCE**

- Working closer with our distributors and customers
- Improving how our technologies impact our end-customers’ processes and outcomes
- Increasing service offerings, including keeping more parts local
- Improving technical support and customer service

**REVENUE DEVELOPMENT IN THE UNITED STATES**

Bar chart showing revenue development from 1994 to 2013, with notes on continuing operations, excluding operations in rental service and professional electric tools. 12-month figures.
SUMMARY

- 20-year journey
- Developed and matured with the market
- Technical innovations driving platform growth to fully serve our customers
- Speed to market will continue to increase in the next decade
- Sustained focus on our five pillar strategy will drive our continued growth

COMMITTED TO SUSTAINABLE PRODUCTIVITY.