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**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.

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## COMMUNITY ENGAGEMENT: WATER FOR ALL



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## 20 YEARS OF INNOVATION

1994



Nokia 2110 was one of the most popular mobile phones.

2014



Apple launches iPhone 6.



Atlas Copco's first Variable Speed Drive compressor is launched.



Atlas Copco sets new benchmark with GA VSD+.



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## THE STRATEGIC PILLARS FOR PROFITABLE GROWTH




Presence




Innovation



Service




Operational excellence




People

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## FACTS IN BRIEF – ATLAS COPCO IN THE UNITED STATES



<b>Established</b>	June 1950 in San Francisco
<b>Four focused business areas</b>	<ul style="list-style-type: none"> <li>• Compressor Technique</li> <li>• Industrial Technique</li> <li>• Mining and Rock Excavation Technique</li> <li>• Construction Technique</li> </ul>
<b>Regional presence</b>	40 out of 50 States with coverage throughout the United States
<b>Employees</b>	5 146 as per September 2014
<b>Annual revenues</b>	MSEK 14 145 as per September 2014 (\$2.1 billion)
<b>Market presence</b>	116 sales and service locations 14 production sites 2 major distribution centers



Presence

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## PRODUCTION IN THE UNITED STATES



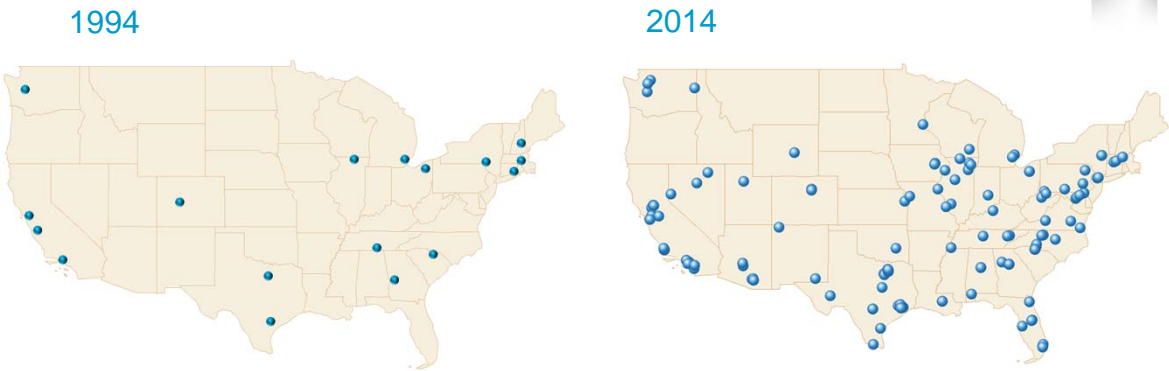

Atlas Copco  
Production  
in the  
United States

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## 20 YEARS OF GROWTH

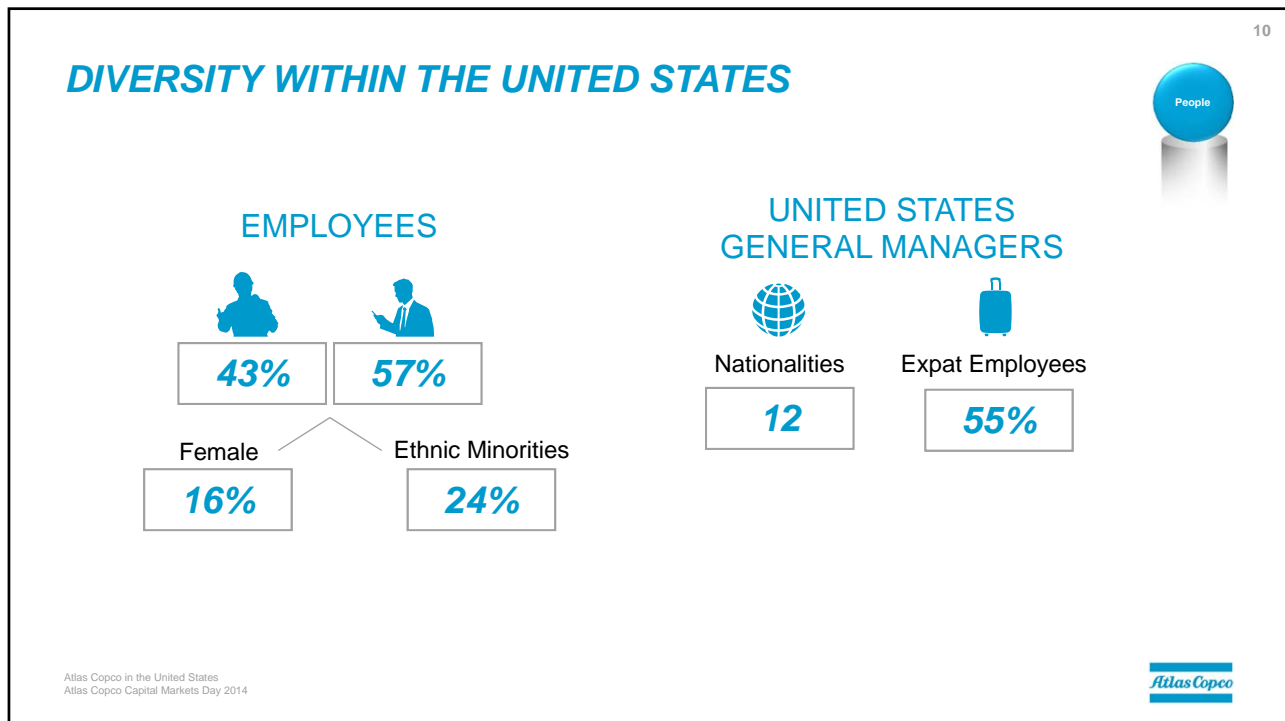
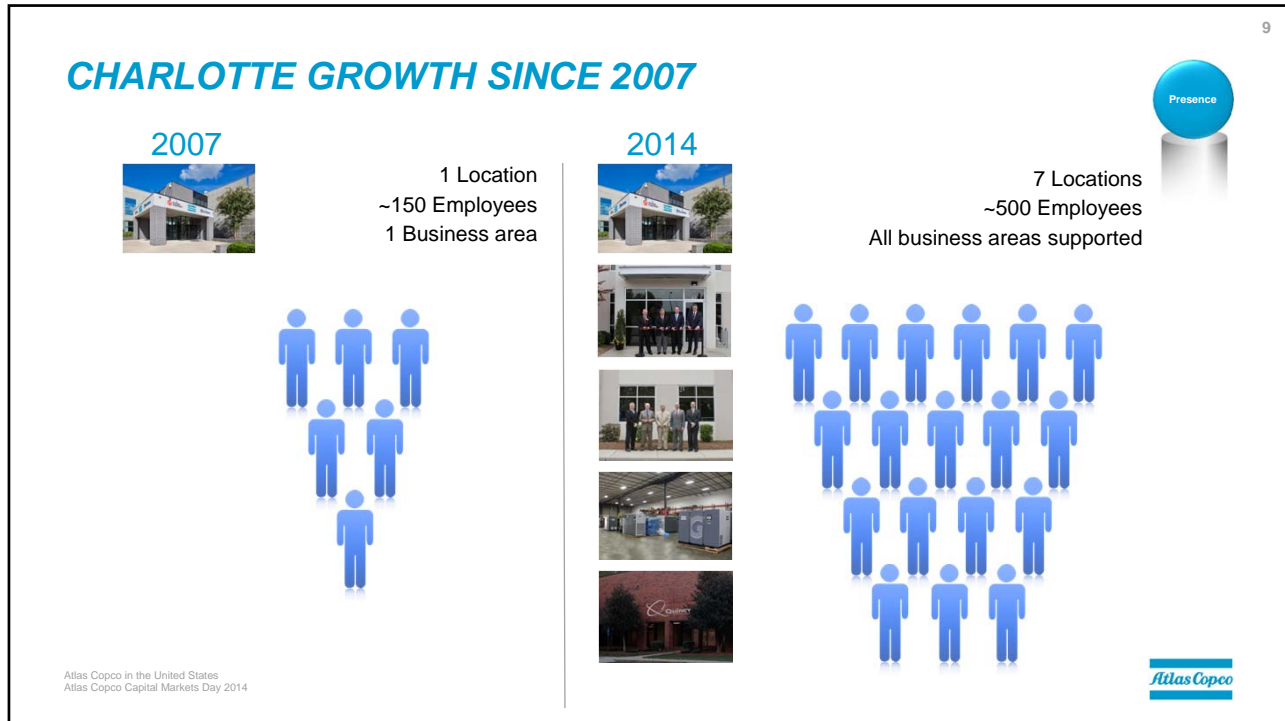


1994

2014


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## OUR BUSINESS IN 1994




Industrial Tools	Industrial Compressors	Portable Compressors and Tools	Underground Drilling	Rental Fleets	Electric Tools
				 <p>Rental Service Corporation</p>	 <p>Milwaukee Electric Tools Corporation.</p>










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## OUR BUSINESS IN 2014



 Henrob	Adhesive and Rivets	Road Construction	Shotcreting Equipment	Vacuum	 Edwards
	Controls	Tools and Breakers	Large Blast Hole	Low Pressure	
	Assembly Systems	Generators	Water Wells	Quality Air	
	Industrial Tools	Portable Compressors	Underground Equipment	Industrial Compressors	
 Synatec	Industrial Technique	Construction Technique	Mining and Rock Excavation Technique	Compressor Technique	 BeaconMedaes
	 SCA Schucker	 Dynapac	 Drilling Solutions	 Quincy Compressor	 Pneumatech Inc.


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## CONTINUING GROWTH IN ALL SEGMENTS

**Mining and Rock Excavation Technique**




Archer Underbalance

**Construction Technique**




Pneumatic Holdings

**Industrial Technique**





Rapid - Torc

**Compressor Technique**



Regional Distributors






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## BRAND PORTFOLIO IN THE UNITED STATES










**Mining and Rock Excavation Technique**










**Construction Technique**


  
  



**Industrial Technique**

**Compressor Technique**





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

## INCREASING PRESENCE



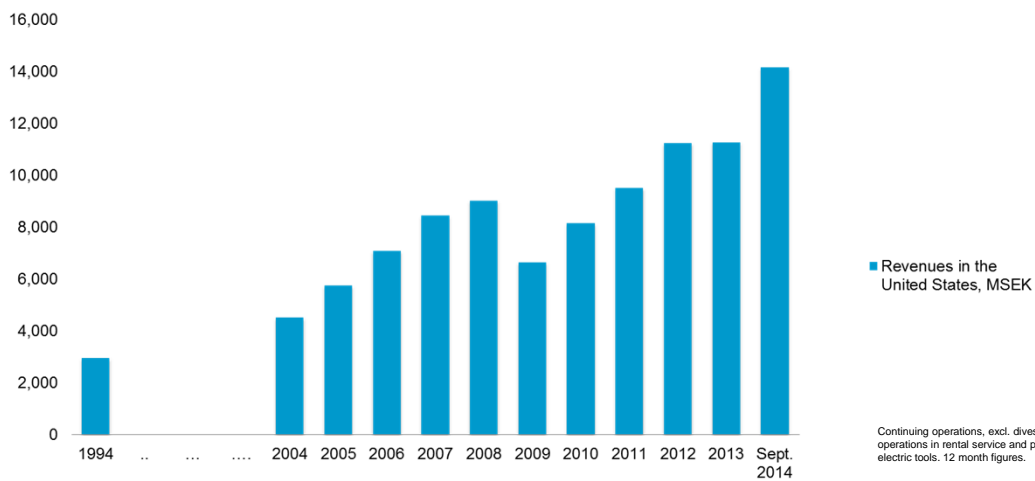
- Working closer with our distributors and customers
- Improving how our technologies impact our end-customers' processes and outcomes
- Increasing service offerings, including keeping more parts local
- Improving technical support and customer service



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## REVENUE DEVELOPMENT IN THE UNITED STATES



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## 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



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SUSTAINABLE PRODUCTIVITY.**

