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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<br>14 production sites<br>2 major distribution centers   |





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## PRODUCTION IN THE UNITED STATES



Atlas Copco  
Production  
in the  
United States

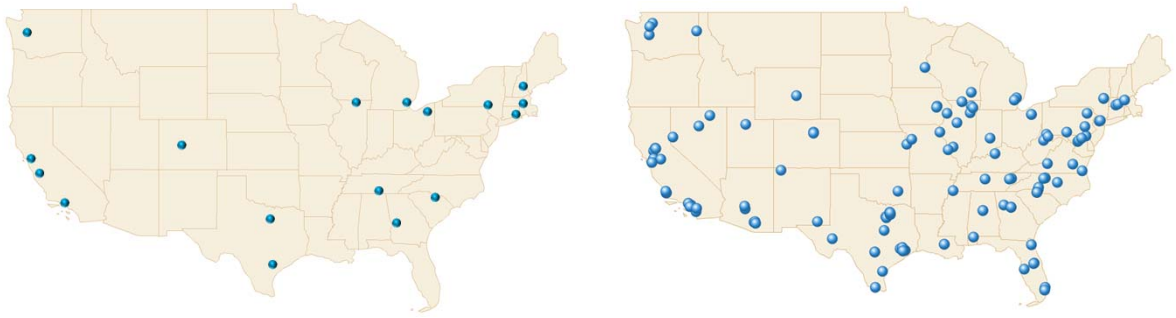


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This slide features a blue background with the text "Atlas Copco Production in the United States" in white. To the right of the text is a stylized American flag graphic. In the top right corner, there is a blue circular icon labeled "Presence" above a grey vertical bar. The Atlas Copco logo is located in the bottom right corner. The number "7" is in the top right corner.



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## 20 YEARS OF GROWTH



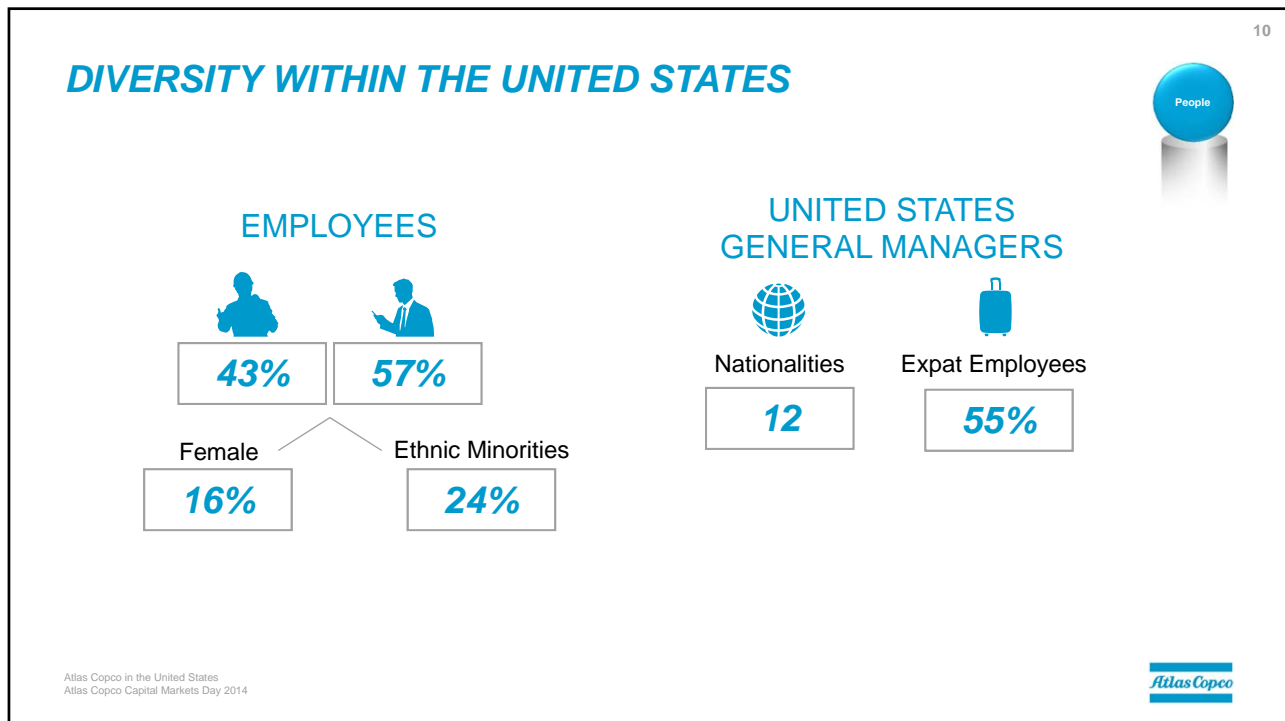
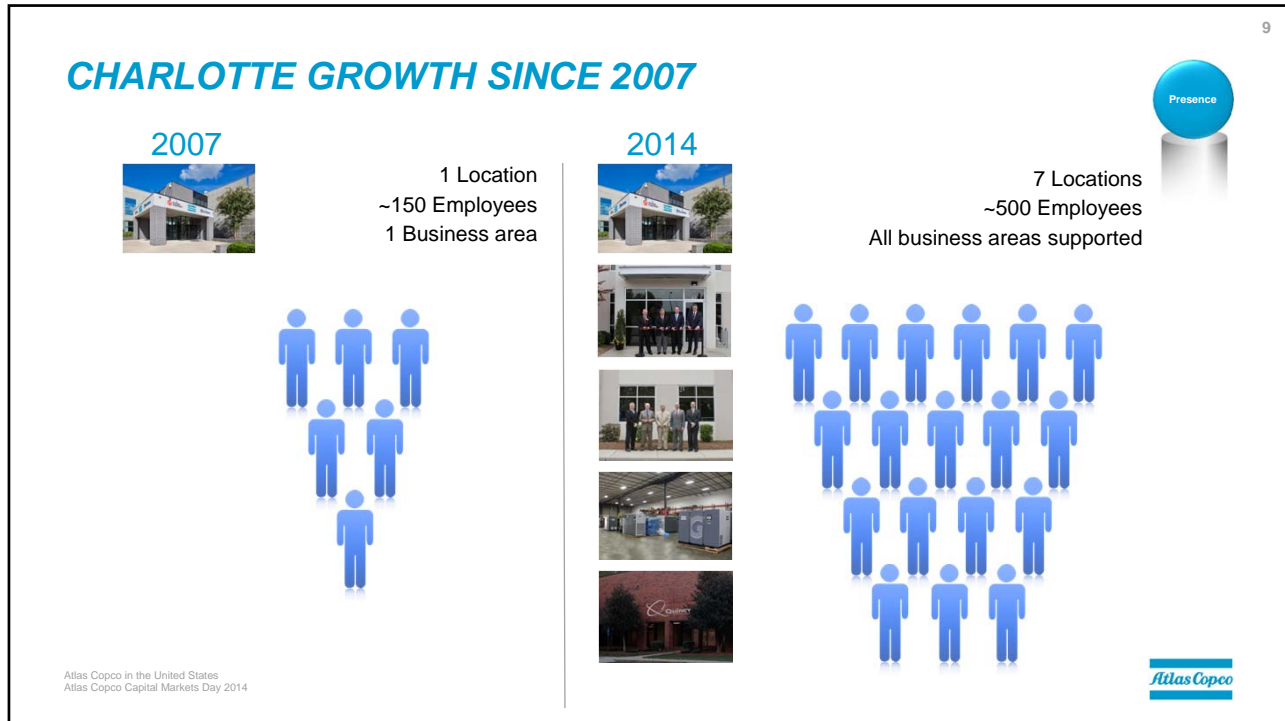
1994

2014




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This slide shows two maps of the United States. The left map, labeled "1994", shows a sparse distribution of blue dots representing Atlas Copco's presence. The right map, labeled "2014", shows a much denser distribution of blue dots, indicating significant growth. In the top right corner, there is a blue circular icon labeled "Presence" above a grey vertical bar. The Atlas Copco logo is located in the bottom right corner. The number "8" is in the top right corner.





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## OUR BUSINESS IN 1994




|                  |                        |                                |                      |               |                |
|------------------|------------------------|--------------------------------|----------------------|---------------|----------------|
| Industrial Tools | Industrial Compressors | Portable Compressors and Tools | Underground Drilling | Rental Fleets | Electric Tools |
|------------------|------------------------|--------------------------------|----------------------|---------------|----------------|

**Acquired and then Divested**


|   |  |
|---|--|
| <p>Rental Service Corporation</p>  | <p>Milwaukee Electric Tools Corporation.</p>  |
|---|--|









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## OUR BUSINESS IN 2014



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


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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



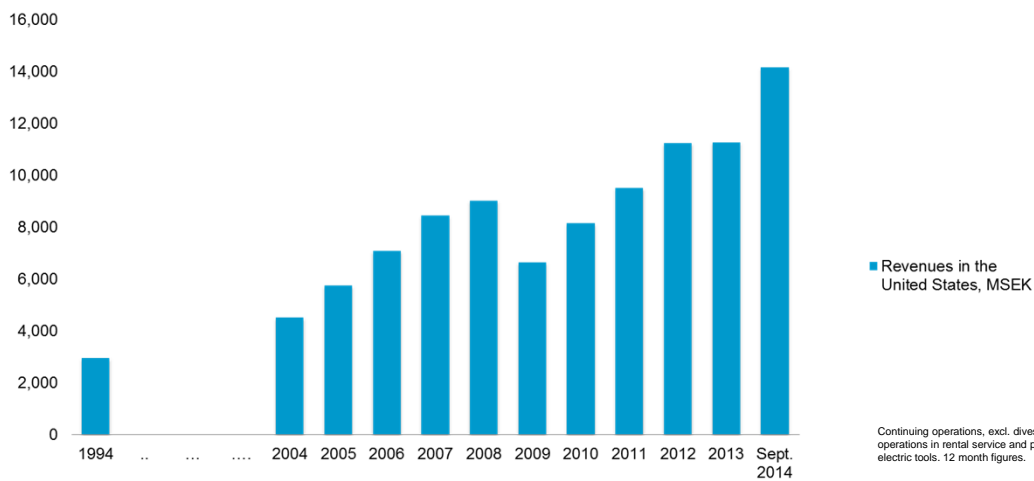
- Working closer with our distributors and customers
- Improving how our technologies impact our end-customers' processes and outcomes
- Increasing service offerings, including keeping more parts local
- Improving technical support and customer service



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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



**COMMITTED TO  
SUSTAINABLE PRODUCTIVITY.**

