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+.
THE STRATEGIC PILLARS FOR PROFITABLE GROWTH

Established
June 1950 in San Francisco

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

Atlas Copco Production in the United States

20 YEARS OF GROWTH

1994

2014
**CHARLOTTE GROWTH SINCE 2007**

<table>
<thead>
<tr>
<th>Year</th>
<th>Locations</th>
<th>Employees</th>
<th>Business Areas Supported</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>1</td>
<td>~150</td>
<td>1</td>
</tr>
<tr>
<td>2014</td>
<td>7</td>
<td>~500</td>
<td>All business areas</td>
</tr>
</tbody>
</table>

**DIVERSITY WITHIN THE UNITED STATES**

<table>
<thead>
<tr>
<th>EMPLOYEES</th>
<th>UNITED STATES GENERAL MANAGERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nationalities</td>
<td>Expat Employees</td>
</tr>
<tr>
<td>43%</td>
<td>12</td>
</tr>
<tr>
<td>57%</td>
<td>55%</td>
</tr>
</tbody>
</table>

Female: 16%  
Ethnic Minorities: 24%
OUR BUSINESS IN 1994

- Industrial Tools
- Industrial Compressors
- Portable Compressors and Tools
- Underground Drilling

Acquired and then Divested

- Rental Fleets
- Electric Tools
  - Milwaukee Electric Tools Corporation

OUR BUSINESS IN 2014

- Adhesive and Rivets
- Road Construction
- Shotcreting Equipment
- Vacuum
  - Low Pressure

- Controls
- Tools and Breakers
- Generators
- Water Wells
- Quality Air
  - Low Pressure

- Assembly Systems
- Roots and Breakers
- Generators
- Water Wells
- Quality Air
- Low Pressure

- Industrial Tools
- Portable Compressors
- Underground Equipment
- Industrial Compressors

- Industrial Technique
- Construction Technique
- Mining and Rock Excavation Technique
- Compressor Technique

- SCA Schucker
- Dynapac
- Drilling Solutions
- Quincy Compressor

- Edwards
- BeaconMedaes
- Pneumatech Inc.
CONTINUING GROWTH IN ALL SEGMENTS

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

BRAND PORTFOLIO IN THE UNITED STATES

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

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

[Graph showing revenue development from 1994 to 2013, with a spike in 2014.]
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.