



**ATLAS COPCO TOOLS  
IN THE UNITED STATES**

Atlas Copco Capital Markets Day 2014

Anders Hoberg, Regional General Manager  
Atlas Copco Tools and Assembly Systems LLC



**COMMITTED TO SUSTAINABLE PRODUCTIVITY**

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



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## THE STRATEGIC PILLARS FOR PROFITABLE GROWTH

Presence Innovation Service Operational excellence People

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## PRESENCE

● Distributor  
● Service Center

Year	Service Centers	Distributors
1994	2	12
2014	5	40

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## DISTRIBUTION AND DIRECT CUSTOMERS MIX















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## ACQUISITIONS TIMELINE







2004		2008	Industrial Power Sales	2010	Kramer Air Tools	2012		2013		2013	
2006	Microtec Systems	2009	Tooling Technologies	2011		2013		2013			

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## INDUSTRIAL TOOLING EVOLUTION


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1994
2014

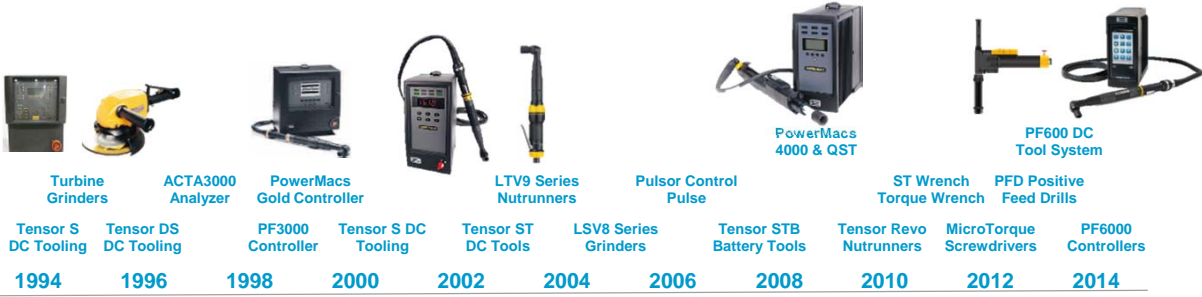
1994 .....▶ 2014



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## INNOVATION MILESTONES


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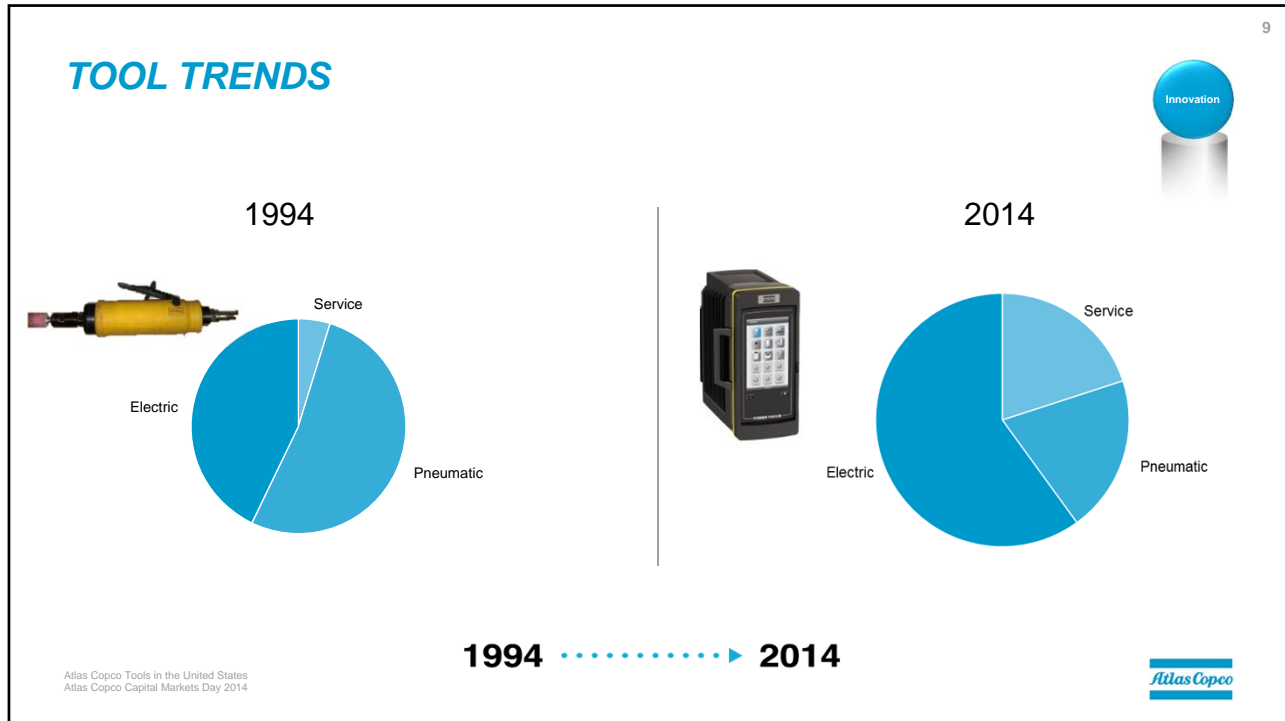


<b>1994</b>	<b>1996</b>	<b>1998</b>	<b>2000</b>	<b>2002</b>	<b>2004</b>	<b>2006</b>	<b>2008</b>	<b>2010</b>	<b>2012</b>	<b>2014</b>
Tensor S DC Tooling	Tensor DS DC Tooling	PF3000 Controller	Tensor S DC Tooling	Tensor ST DC Tools	LSV8 Series Grinders	Tensor STB Battery Tools	Tensor Revo Nutrunners	MicroTorque Screwdrivers	PF6000 Controllers	

1994 .....▶ 2014



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### TYPICAL AUTO PLANT

Atlas Copco	SCA	Synatec	Henrob
<ul style="list-style-type: none"> <li>Wheel nut fastening</li> <li>Seat-to-floor</li> <li>Air bag install</li> <li>Door install</li> </ul>	<ul style="list-style-type: none"> <li>Cleaner primer</li> <li>Glass bonding</li> <li>Cockpit bonding</li> <li>Roof stiffening</li> </ul>	<ul style="list-style-type: none"> <li>Sequencing</li> <li>Work instructions (HMI)</li> <li>Operator guidance</li> <li>Part selection for complex assembly processes</li> </ul>	<ul style="list-style-type: none"> <li>Body</li> <li>Hood</li> <li>Trunk &amp; deck lid</li> <li>Door panels</li> </ul>
<b>Atlas Copco</b>	<b>SCA</b> Acquired in 2011	<b>SYNATEC</b> Acquired in 2012	<b>Henrob</b> Acquired in 2013

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## CAR PLANT APPLICATION PICTURES

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Atlas Copco



SCA



Synatec



Henrob

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## SERVICE OFFERING EVOLUTION

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1994



2004



2014



1994 .....▶ 2014

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## WHAT'S NEXT?




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## SUMMARY



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