



**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.

3

## THE STRATEGIC PILLARS FOR PROFITABLE GROWTH

Presence      Innovation      Service      Operational excellence      People

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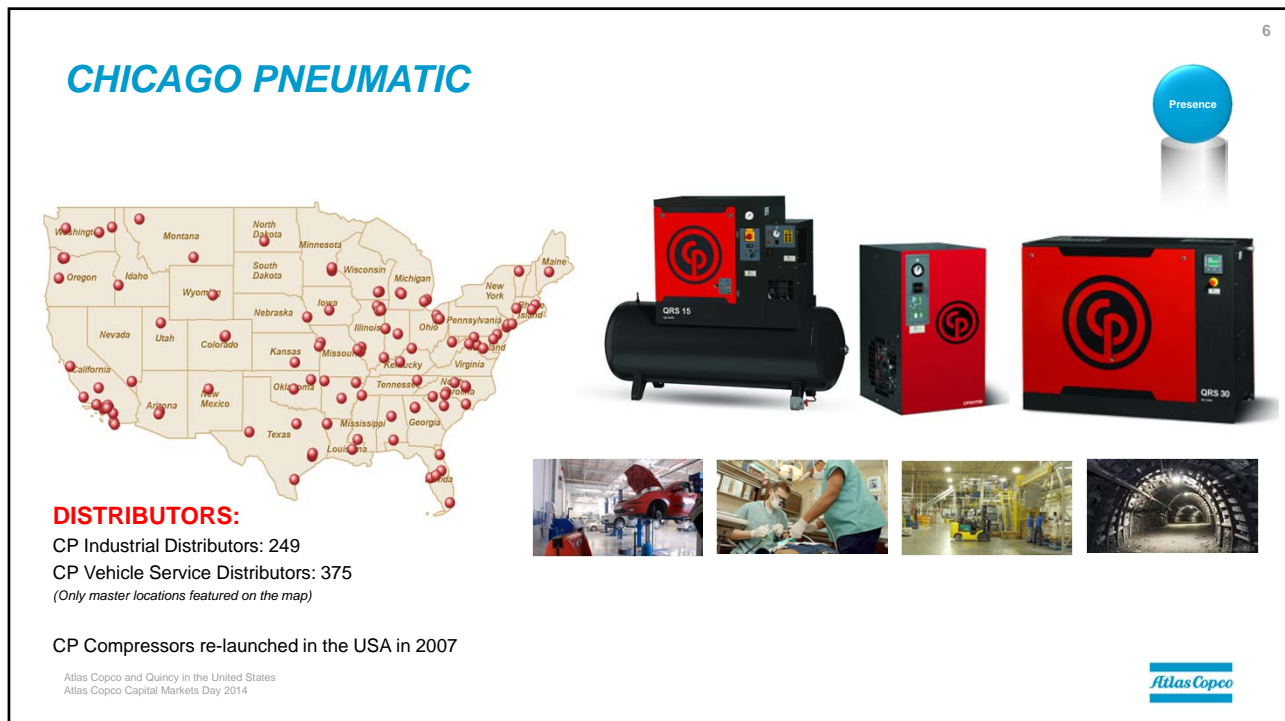
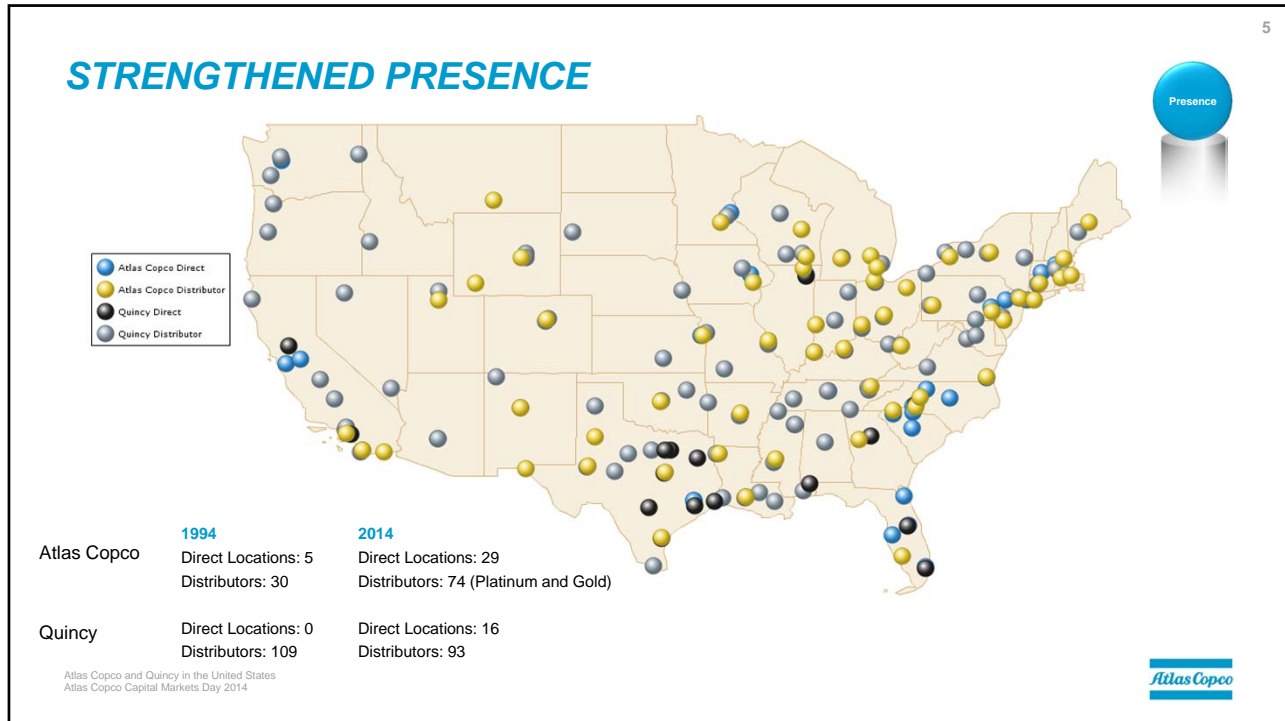
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## KEY US MILESTONES

Distributor acquisitions = 4

Distributor acquisitions = 8

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## DIRECT AND DISTRIBUTION MIX

7



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## MULTIBRANDING STRATEGY

8



Atlas Copco

Quincey



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## INNOVATION BENCHMARKS

1994	Variable Speed Drive Compressor	2003	AIR.Scan	2005	Heat of Compression XD Adsorption Dryer	2007	Introduction R410A: Eco-Friendly Refrigerant	2009	Net Zero Energy Compressors	2013	Compact Variable Speed Drive Compressor GA VSD+	2013	SMARTLINK Data Monitoring Solution
1985	Launched Vacuum Product Line	2000	Launch Drill Rig Packages	2005	Launch Variable Speed Units	2006	Launch 10-Year Royal Blue Warranty	2009	Launched Midrange Rotary Units	2011	Launched Economy Rotary Compressor & Complete Dryer Line	2014	Vapor Recovery for Natural Gas Industry

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## INNOVATION AND DEVELOPMENT OF CORE PRODUCTS

Mid 1990s			2004-2009			Now		
Variable Speed Drive	Air Treatment	Centrifugal Compressors	Rotary Screw Low Pressure Blower	Energy Recovery	Class Zero	Vacuum	Control Systems	Remote monitoring
Piston Compressors	Oil-Free Screw Compressors	Oil-Injected Screw Compressors	Variable Speed Drive	Air Treatment	Centrifugal Compressors	Rotary Screw Low Pressure Blower	Energy Recovery	Class Zero
Piston Compressors	Oil-Free Screw Compressors	Oil-Injected Screw Compressors	Piston Compressors	Oil-Free Screw Compressors	Oil-Injected Screw Compressors	Variable Speed Drive	Air Treatment	Centrifugal Compressors
Piston Compressors	Oil-Free Screw Compressors	Oil-Injected Screw Compressors	Piston Compressors	Oil-Free Screw Compressors	Oil-Injected Screw Compressors	Piston Compressors	Oil-Free Screw Compressors	Oil-Injected Screw Compressors

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# DIFFERENTIATED SERVICE OFFERING

11

Availability: HIGH, LOW

Life cycle cost: HIGH, LOW

Service offerings: Spare parts, Ad-hoc maintenance, Fixed price, Service contracts, Connectivity and optimization

Categories: FIX IT, KEEP FIT, OPTIMIZING

Goal = Build Long Term Relationships

- Value added service contracts
- Long term agreements
- Secure the compressor room
- Service the customer proactively

2014: Your Compressor Contacts You

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# FUTURE GROWTH - QUINCY

12

Innovation

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## FUTURE GROWTH - ATLAS COPCO



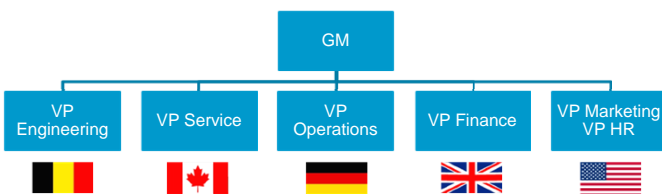
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## PEOPLE



- US Air Academy in Rock Hill
  - > 2,500 trained since 2010
- US Air Academy and portal built with a commitment to each employee receiving 40 hours of training
- We have ~6 000 hours of safety training for technicians completed in 2014
- Cross-pollination of people between companies and more opportunities for personal growth



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## OPERATIONAL EXCELLENCE

### Synergies

- National Distribution Center
- Business support tools and software applications
- Centers for Manufacturing Excellence



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