



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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Atlas Copco Capital Markets Day 2014

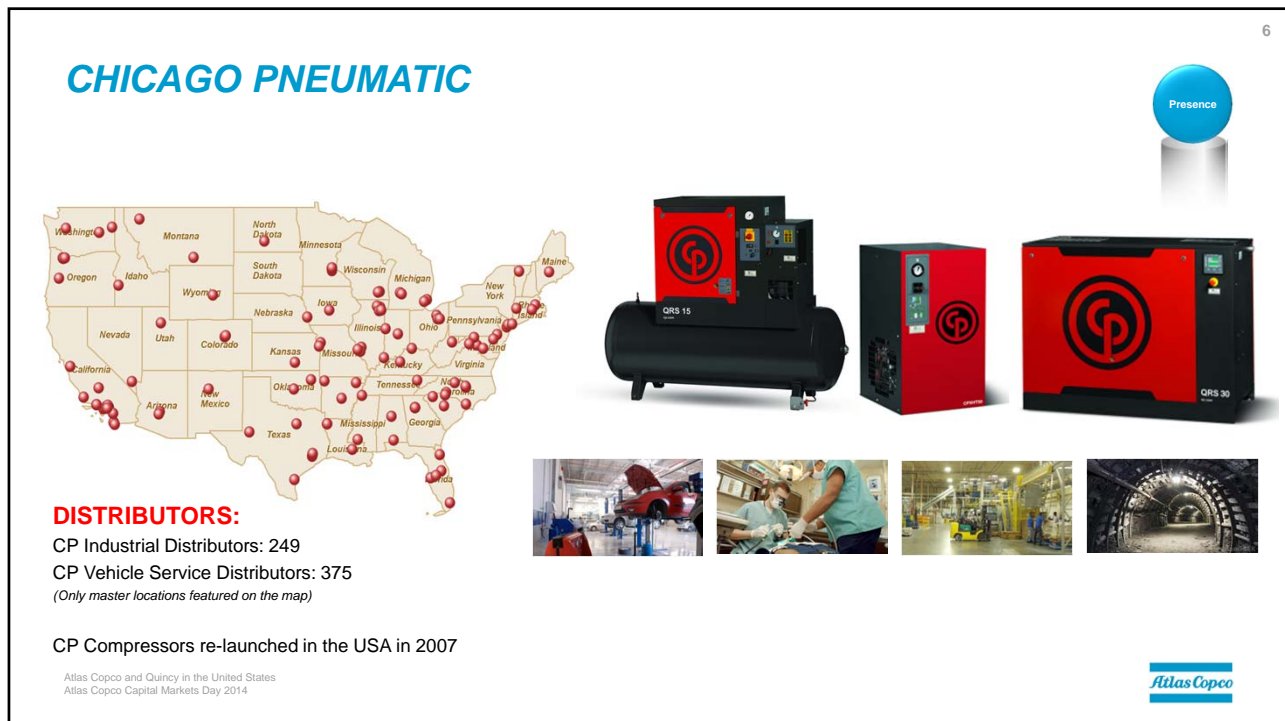
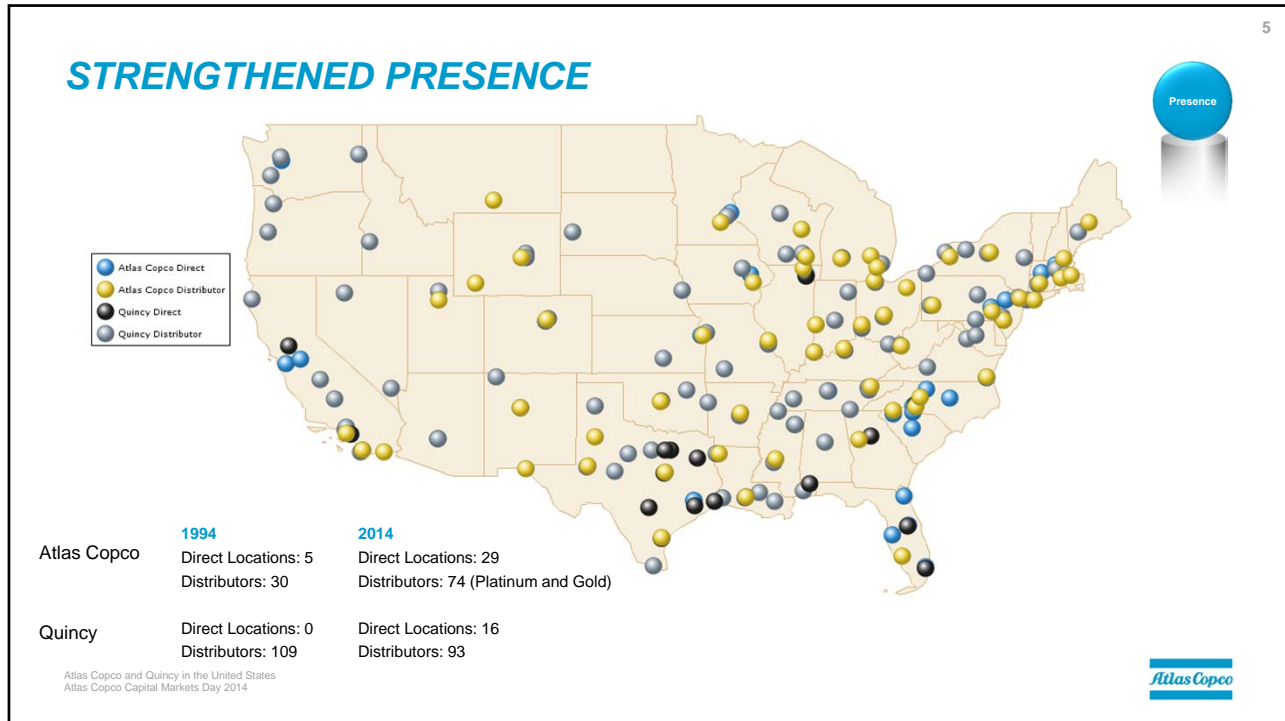
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KEY US MILESTONES

Distributor acquisitions = 4

Distributor acquisitions = 8

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DIRECT AND DISTRIBUTION MIX



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MULTIBRANDING STRATEGY

Atlas Copco



Quincy



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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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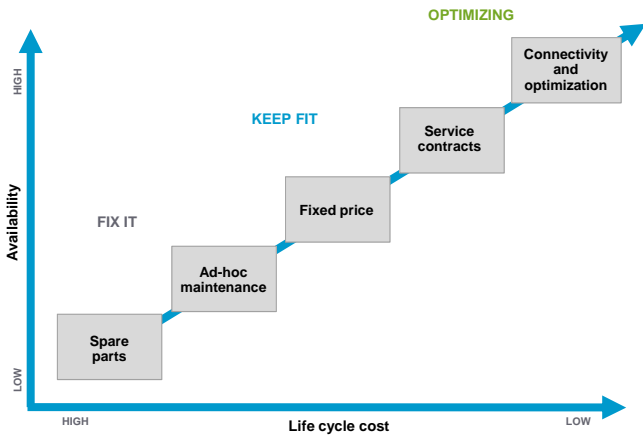
INNOVATION AND DEVELOPMENT OF CORE PRODUCTS

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

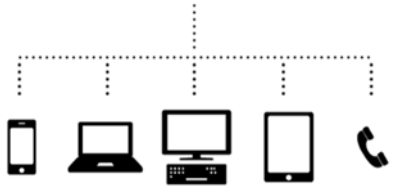

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Goal = Build Long Term Relationships

- 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


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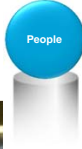
FUTURE GROWTH - ATLAS COPCO



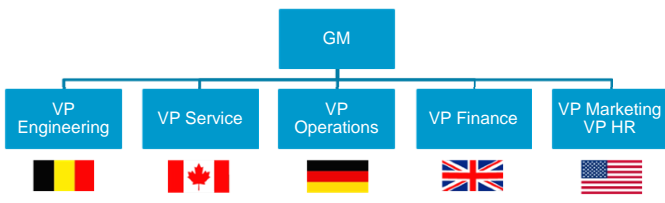
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PEOPLE



- 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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