



Compressor Technique

Bengt Kvarnbäck



Atlas Copco

Compressor Technique

Market Position

- World leader in compressed air products and solutions
- Global coverage with own resources in sales and after-market support
- Technology and cost leadership
 - High R&D investments
 - High volumes and focus on core activities
- Advanced global logistics
- Growth by strong market penetration and presence, and by continuous introduction of new and innovative products and services, extending the offer and increasing customer value.



Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

Our Businesses

Compressed Air...

Machines

57%

Solutions

Aftermarket

29%

86%



Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

Our Businesses

...and a bit of

Gas
Compressors

6%

Generators

4%

Specialty
Rental

4%



Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Our Customers

- Industry
- Service Providers
- Distributors

Capital Markets Day
November 12, 2003

www.atlascopeco-group.com

Atlas Copec

Our Vision

To be...
First in
Mind...



First in
Choice...

Atlas Copec

Our Vision

Through...



Interaction

Commitment

Innovation

Atlas Copec

Our Vision

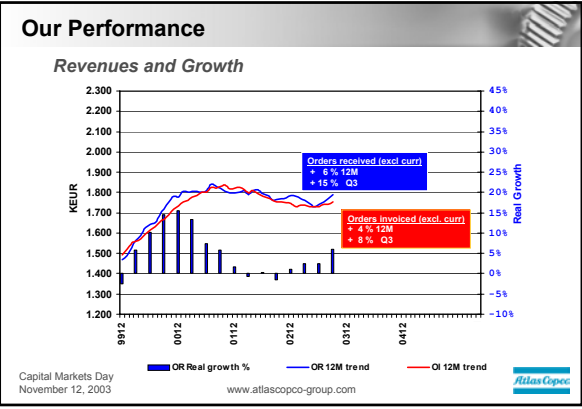
Offering Customers

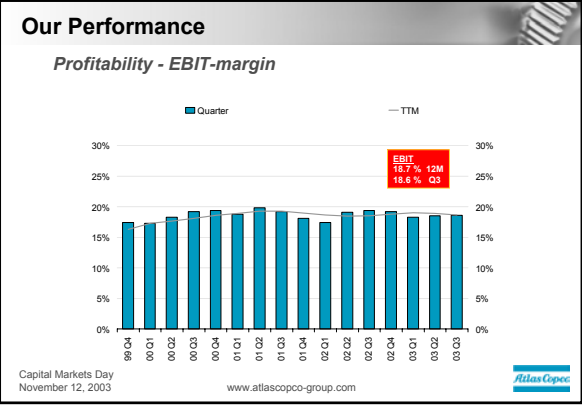
Best Value

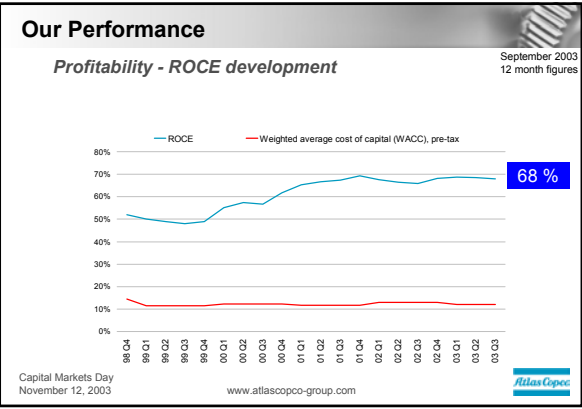
Capital Markets Day
November 12, 2003

www.atlascopco-group.com









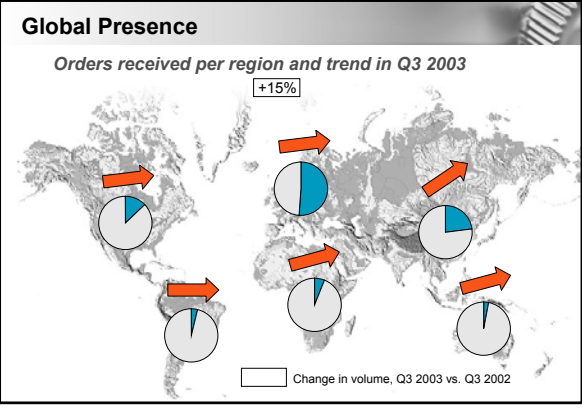
The Foundation

Concept Developments
-
Benchmarking
Is there a Better Way?

Extending The Offer

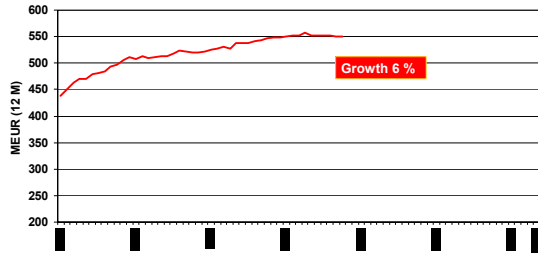
www.atlasopco-group.com

Atlas Copco



The Aftermarket

Growth in Aftermarket (orders received)



Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

- Total Recurring: 35%

Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

- Installed Base
- > 800.000 Machines

Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

- Profitability
- Stability
- Presence - Everywhere
- Growth

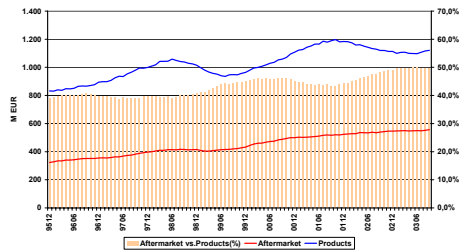
Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

The Aftermarket

Machines vs. Aftermarket (orders invoiced 12m)



Capital Markets Day
November 12, 2003

www.atlascopco-group.com

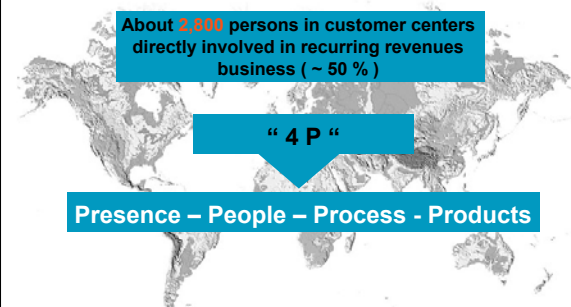
Atlas Copco

The Aftermarket

About 3,000 persons in customer centers
directly involved in recurring revenues
business (~ 50 %)

“ 4 P “

Presence – People – Process - Products



The Aftermarket

- **Presence** means many thousand direct customer contacts every day.
- **Presence** means same service and support everywhere.

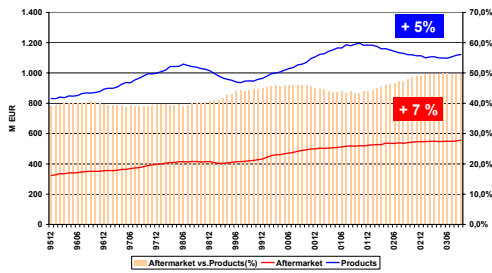
Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

The Aftermarket

Machines vs. Aftermarket (orders invoiced 12m)

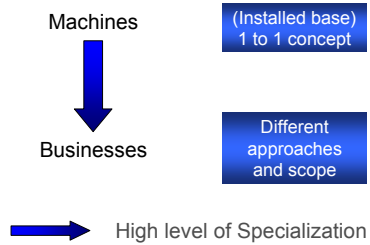


Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

The Aftermarket



Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

The Aftermarket

Optimize
↑
Keep Fit
↑
Repair

Lowest Cost –
Optimal running

Peace of Mind –
Problem taken care of
before it happens

Event Driven –
Cost play

Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

The Aftermarket

Development of Concepts and
Tools for “Various Levels”

Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco

The Aftermarket

Market Presence

Products

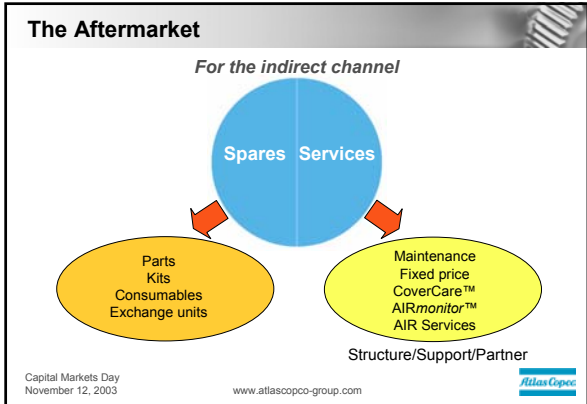
After Market

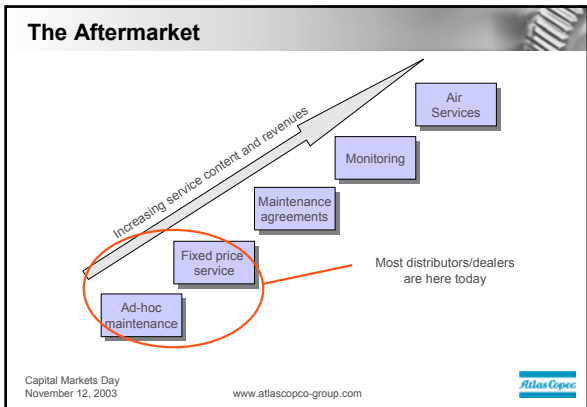
Compressor
Technique

Capital Markets Day
November 12, 2003

www.atlascopco-group.com

Atlas Copco





The Aftermarket

Offering and Marketing more Service Products

Atlas Copco Service Products

Service Plans - CUSTOMER CARE

Capital Markets Day
November 12, 2003

www.atlascopco-group.com

The Aftermarket

AirScan™

- Product / tool for auditing installations
- Data collected in a structured way
- Check performance
 - Atlas Copco units
 - Competitor units
- **Output** : Present improvement/savings potential to customers

Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

AirScan™ provides tools for:

- Configuration
- Simulation
- Reporting
 - on solutions, savings, recommendations

Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

AirConnect™

- Remote monitoring of contracted installation
- Service Level Agreement (SLA)

New Product, being rolled out

Capital Markets Day
November 12, 2003

www.atlascopco-group.com



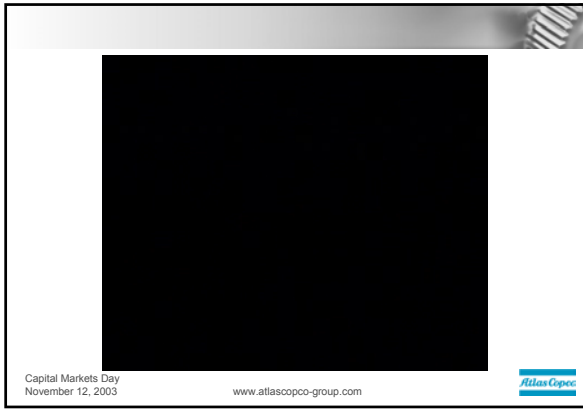
The Aftermarket



Capital Markets Day
November 12, 2003

www.atlascopco-group.com





Capital Markets Day
November 12, 2003

www.atlascopco-group.com



ES Systems



Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

AirOptimizer™

- Software for optimized energy use
- Linked with service plan
- Subscription base
 - Pricing based on tangible savings

Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

AirOptimizer™

- New concept
- Requires a lot of training and new skills



Capital Markets Day
November 12, 2003

www.atlascopco-group.com



The Aftermarket

Summary

- Forceful business development
- A lot of new products
- Actions in all Aftermarket areas



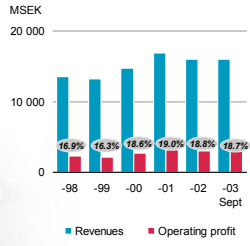
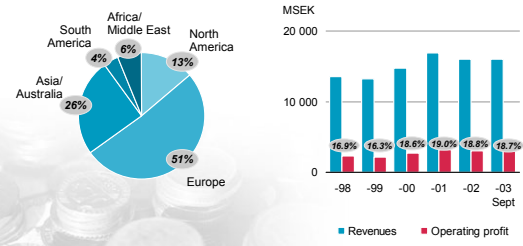
Capital Markets Day
November 12, 2003

www.atlascopco-group.com



Compressor Technique

September 2003
12 month figures



Summary

- Stable- /improving business trend
- Currency an issue - more added value in low-currency markets
- A lot of new products
 - Aftermarket
 - Machines
- Strong growth in China continues

Capital Markets Day
November 12, 2003

www.atlascopco-group.com