



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

Atlas Copco and Quincy in the United States
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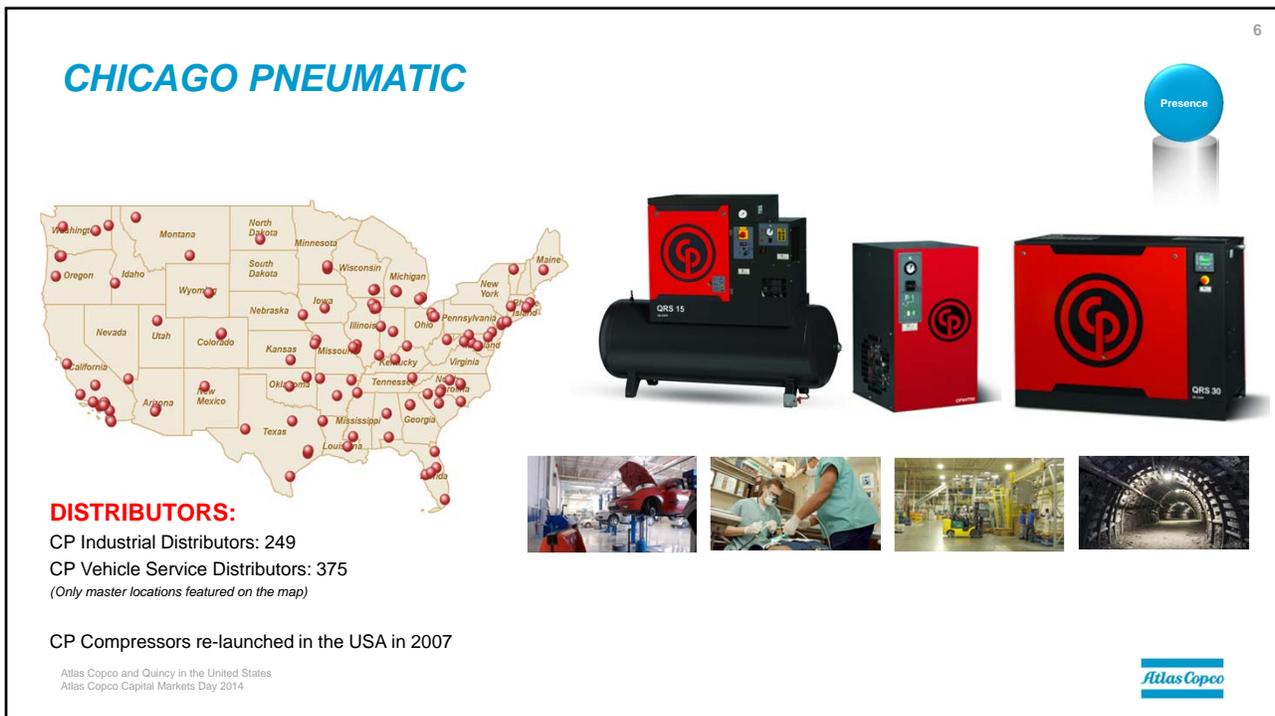
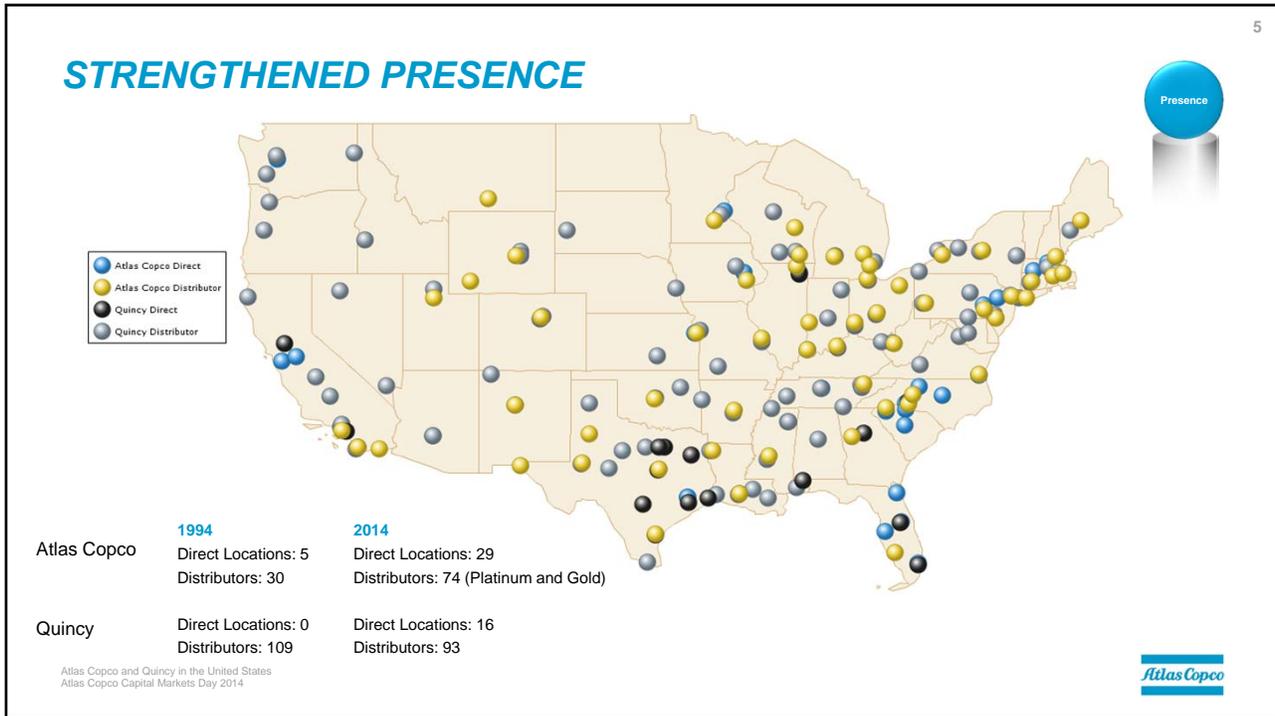
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KEY US MILESTONES

Distributor acquisitions = 4

Distributor acquisitions = 8

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DIRECT AND DISTRIBUTION MIX

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MULTIBRANDING STRATEGY

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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

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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

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Innovation

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FUTURE GROWTH - ATLAS COPCO



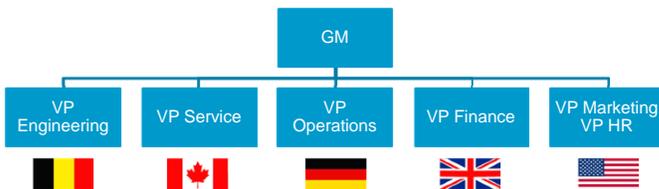
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PEOPLE



- 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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