

Group Strategy

Giulio Mazzalupi

Vision



Development

Continuous improvements

production
products
marketing
organization
business flows



**Flow organization
to better serve our
customers**

Innovations

new technology
new concepts
new methods



**Project organization to
safeguard long-term
results**

Directions for Growth



Organic growth



Asia



Use of products

Multi-brand



Chicago
Pneumatic



RAND-AIR



In Today's Program Innovations

Better Sales Reach

- Technology
- Service initiatives
- Rental service
- E-business

Improved Efficiency

- E-business
- Common service providers

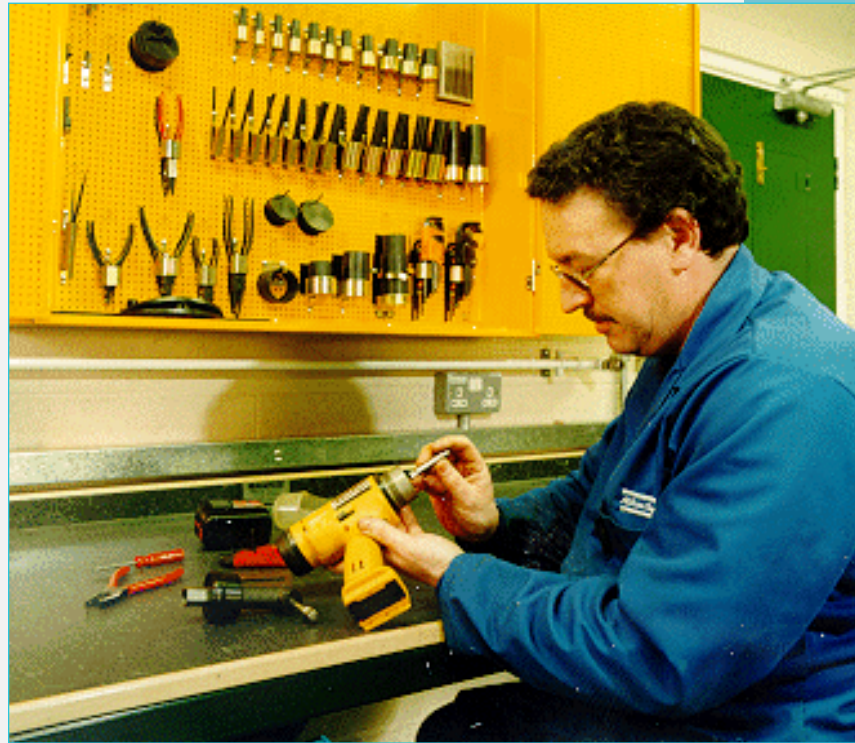
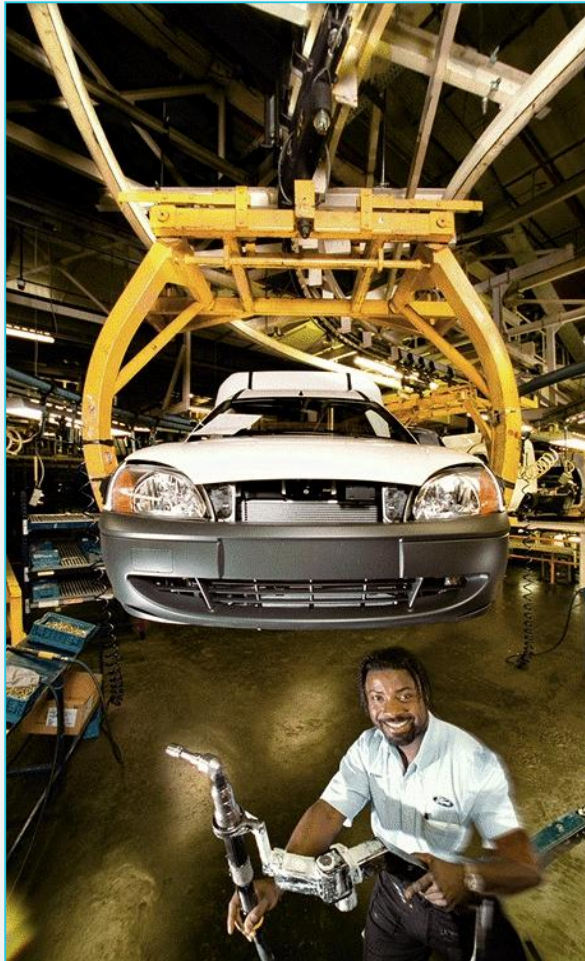
Tensor



- Project organization

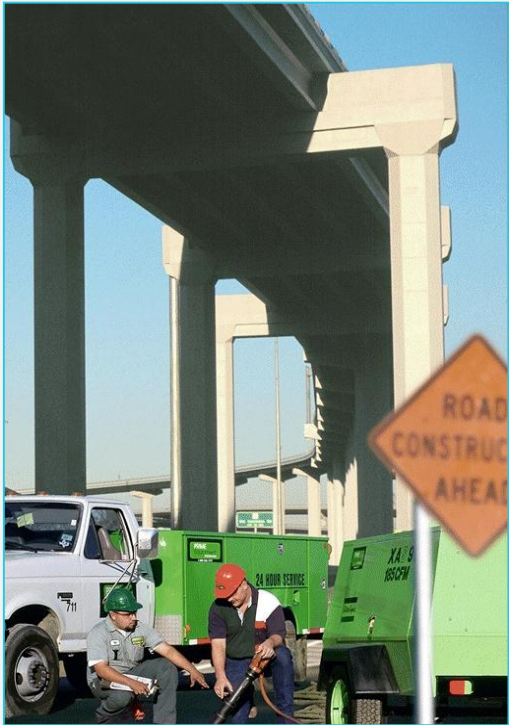
Christer Hansson

Use of Products Service



Peter Möller

Use of Products Rental Service



Lennart Johansson

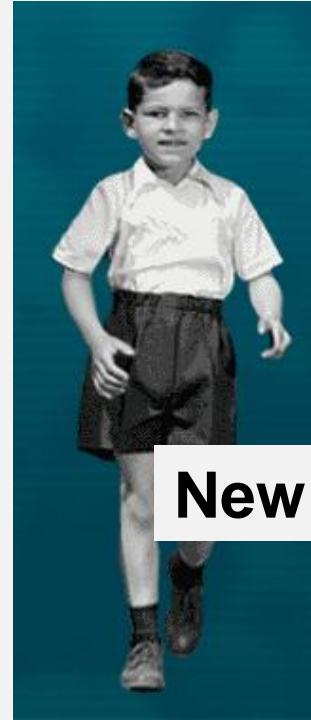


Internet



Old

*Annika Berglund
Christer Bülow*



New

Old AND New Economy



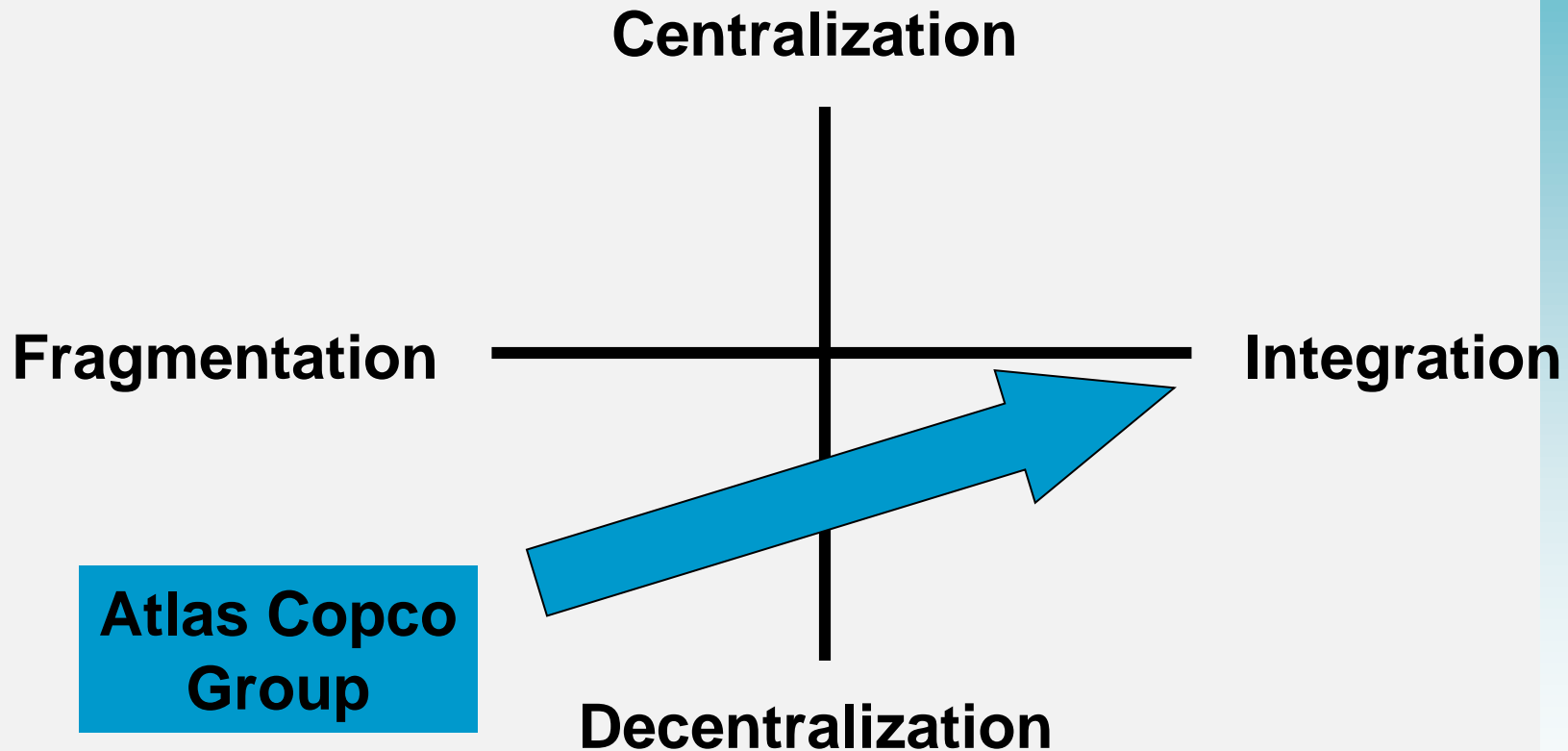
BETTER SALES REACH

- Territory management
- Global sales
- Product innovation

IMPROVED EFFICIENCY

- Production
- Logistics

Integration vs. Business Unit Culture



Common Service Providers Distribution Center

Åke Larsson

Package Detail

Tracking Number:	34432321647	Pickup Date:	7/06/99
Shipper Number:	477W46	Package Weight:	15 KGS
Service Level:	STANDARD	Reference Numbers	
Current Status:	DELIVERED		163973

Delivery Details

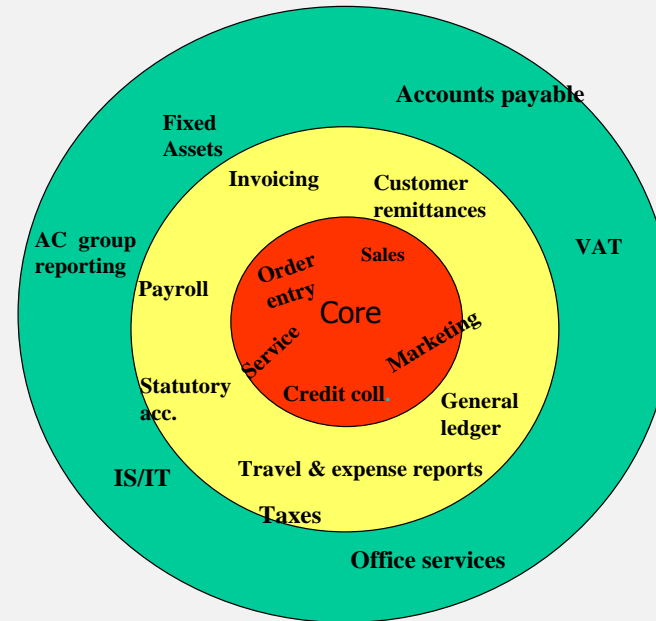
Receiver Name:	N/A		
Receiver Address:	SCHWEDT / ODER DE		
Delivery Date:	8/06/99	Delivery Time:	10:25
Received By:	BOZYK		
Location:	GESCHAEFT		

Package Progress	City	State	Ctry	Date	Time
DELIVERED	BERLIN EAST I		DE	8/06/99	10:25
DESTINATION	BERLIN EAST I			8/06/99	9:07
ORIGIN BUILDING	BRUSSELS			7/06/99	22:39
ORIGIN BUILDING	HERNE HUB			7/06/99	21:20

Proof Of Delivery... Close Help



Common Service Providers ASAP



Anna-Karin Stenberg



Atlas Copco



Our Values



Interaction

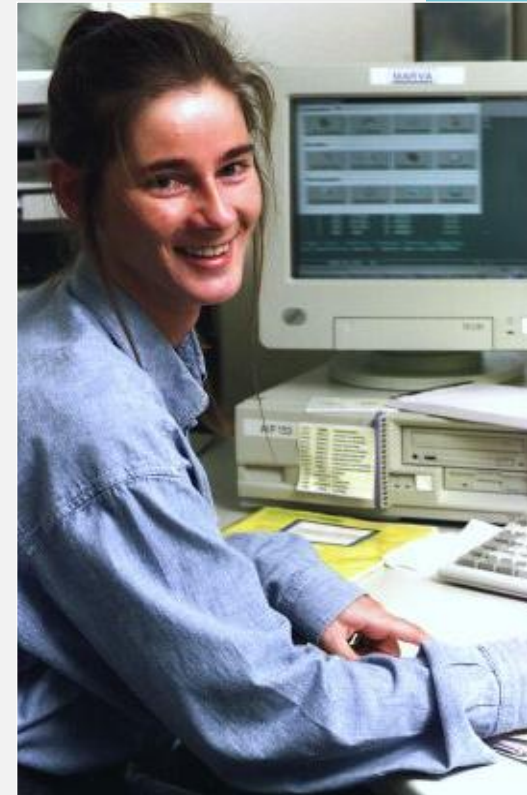


Innovation



Commitment

World Class People



Competence Development



Option Program





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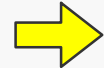
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Industrial and Geographical Near Term

Demand Outlook (Dotted Arrows Indicate Risk/Opportunity)

Weight by Industry

Others	5%
Process	15%
Mining	10%
Automotive	10%
Mechanical	20%
Construction	40%



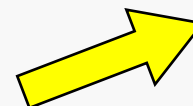
Weight by Region

Africa/Middle East	4%
Asia/Australia	10%
South America	4%
North America	50%
Europe	32%

May 2000



Total Demand Outlook









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“Six Demand Keys”

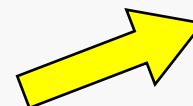
Capital Goods 45%

Expendables and
After Market 55%

May 2000

Industry	Industrial Machine Investment 	Industrial Production 
Mining	Mining Machine Investment 	Metal Ore Production 
Construction	Infrastructure and Public Investment 	Construction Activity 

Total Demand Outlook





The face of interaction





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