



**ATLAS COPCO TOOLS
IN THE UNITED STATES**

Atlas Copco Capital Markets Day 2014

Anders Hoberg, Regional General Manager
Atlas Copco Tools and Assembly Systems LLC



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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PRESENCE

● Distributor
● Service Center

Year	Service Centers	Distributors
1994	2	12
2014	5	40

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DISTRIBUTION AND DIRECT CUSTOMERS MIX















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ACQUISITIONS TIMELINE

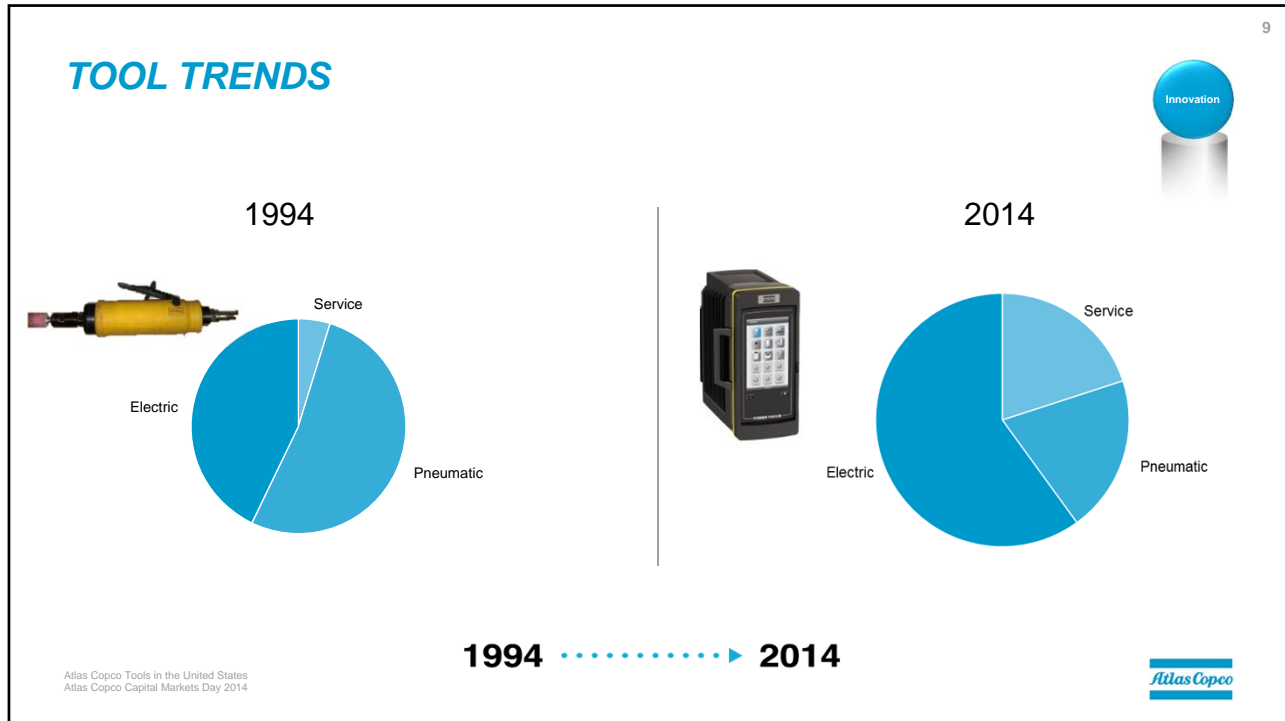




2004		2008		2010		2012		2013		2013
			Industrial Power Sales		Kramer Air Tools					
2006		2009		2011		2013		2013		
	Microtec Systems		Tooling Technologies							

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TYPICAL AUTO PLANT

Atlas Copco	SCA	Synatec	Henrob
<ul style="list-style-type: none"> Wheel nut fastening Seat-to-floor Air bag install Door install 	<ul style="list-style-type: none"> Cleaner primer Glass bonding Cockpit bonding Roof stiffening 	<ul style="list-style-type: none"> Sequencing Work instructions (HMI) Operator guidance Part selection for complex assembly processes 	<ul style="list-style-type: none"> Body Hood Trunk & deck lid Door panels
	 Acquired in 2011	 Acquired in 2012	 Acquired in 2013

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CAR PLANT APPLICATION PICTURES

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SCA



Synatec



Henrob

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SERVICE OFFERING EVOLUTION

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1994



2004



2014



1994▶ 2014

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WHAT'S NEXT?




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SUMMARY



Presence Innovation Service Operational excellence People

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