



2

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.

Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014

Atlas Copco

This slide features a large blue rectangular area with white text. The text is centered and reads: 'COMMITTED TO SUSTAINABLE PRODUCTIVITY' in bold, followed by three lines of text: 'We stand by our responsibilities towards our customers, towards the environment and the people around us.', 'We make performance stand the test of time.', and 'This is what we call – Sustainable Productivity.' In the bottom left corner, there is small text: 'Atlas Copco and Quincy in the United States' and 'Atlas Copco Capital Markets Day 2014'. In the bottom right corner, there is the Atlas Copco logo.

3

THE STRATEGIC PILLARS FOR PROFITABLE GROWTH

Presence Innovation Service Operational excellence People

Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014

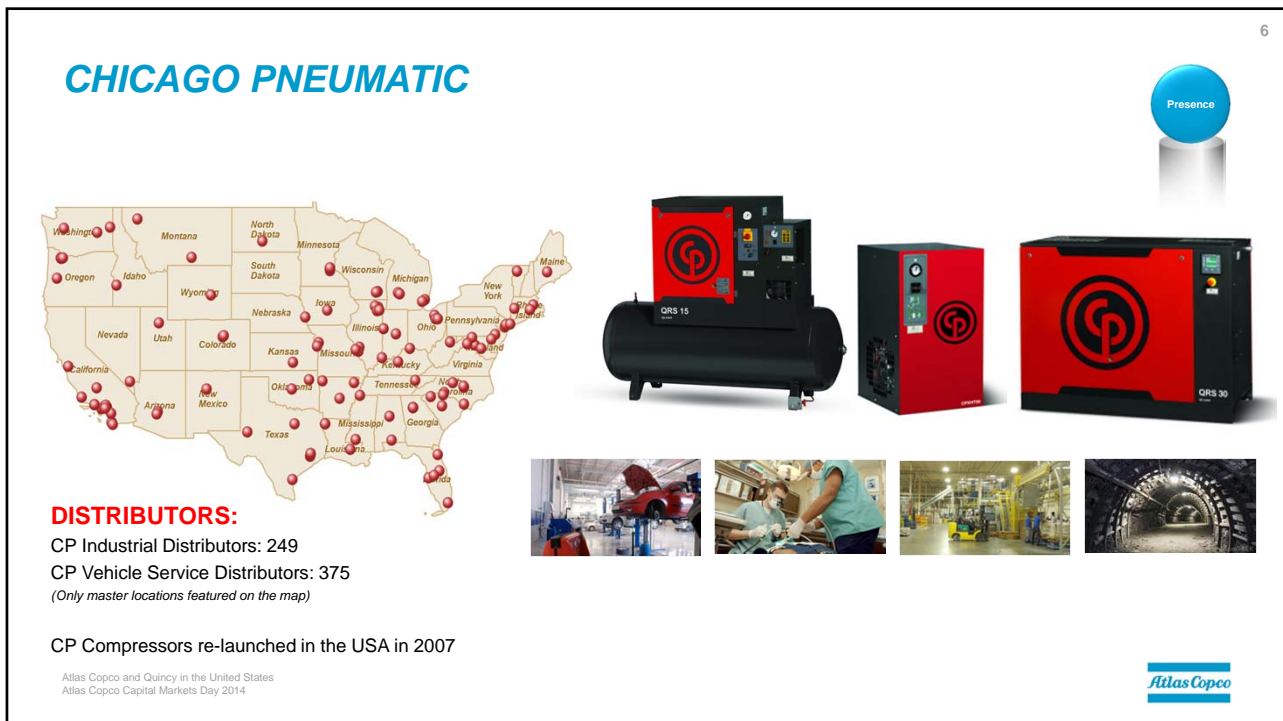
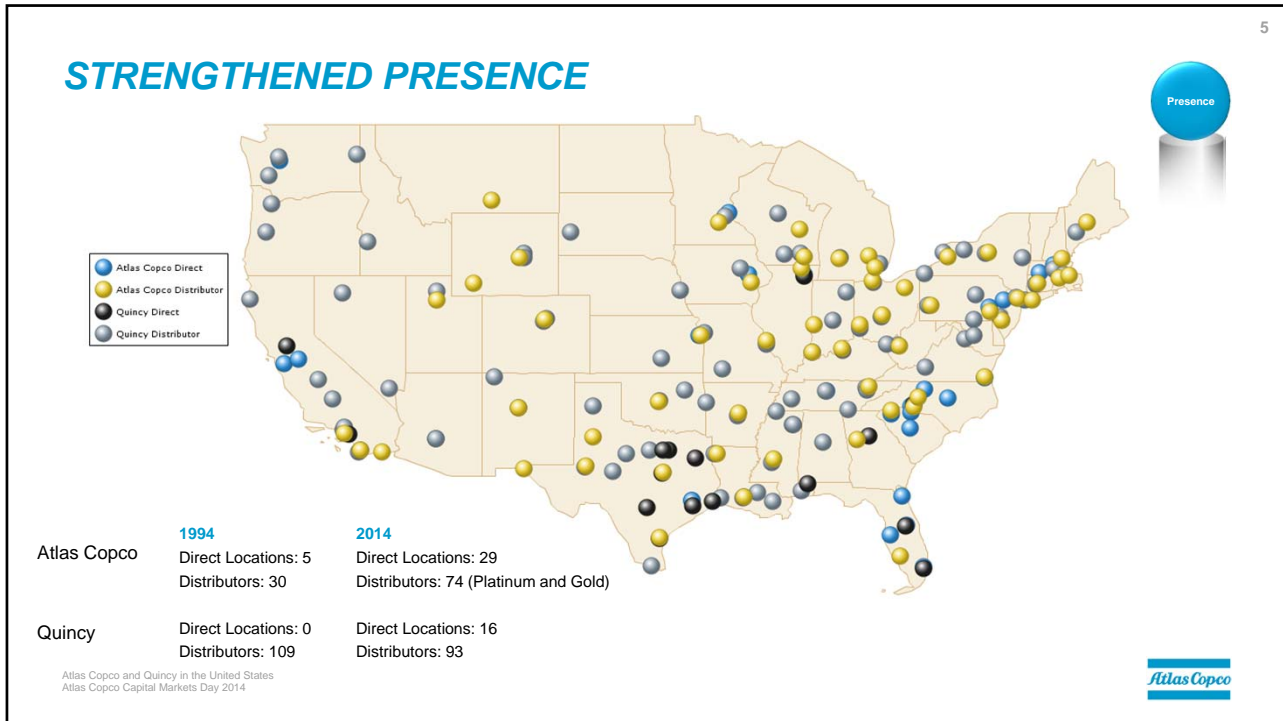
4

KEY US MILESTONES

Distributor acquisitions = 4

Distributor acquisitions = 8

Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



7

DIRECT AND DISTRIBUTION MIX



Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



8

MULTIBRANDING STRATEGY

Atlas Copco



Quincy



Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



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


Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014

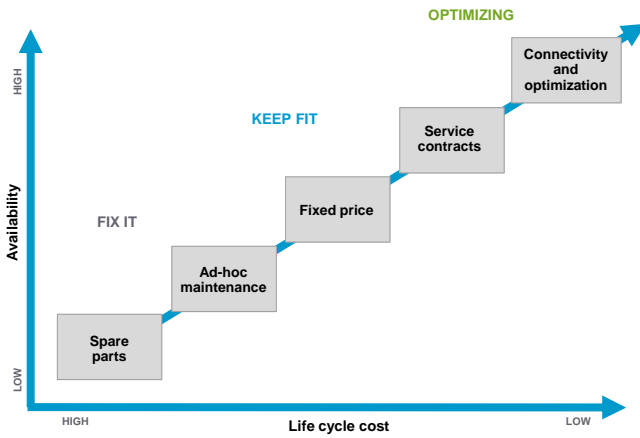
INNOVATION AND DEVELOPMENT OF CORE PRODUCTS

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

Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014

DIFFERENTIATED SERVICE OFFERING

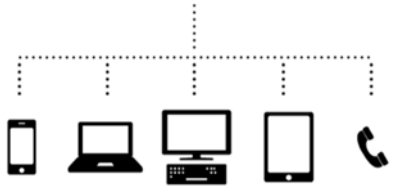

11




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



Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



FUTURE GROWTH - QUINCY


12





Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



FUTURE GROWTH - ATLAS COPCO



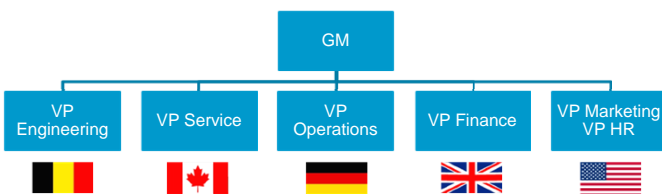
Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



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



Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



OPERATIONAL EXCELLENCE

Synergies

- National Distribution Center
- Business support tools and software applications
- Centers for Manufacturing Excellence



Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



THE STRATEGIC PILLARS FOR PROFITABLE GROWTH



Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014



**COMMITTED TO
SUSTAINABLE PRODUCTIVITY.**

Atlas Copco and Quincy in the United States
Atlas Copco Capital Markets Day 2014

