



### This is Atlas Copco



Customers in **184** countries



40 000 employees in 71 countries



Established in **1873** Stockholm, Sweden



Turnover of nearly **100** BSEK / **10** BEUR



Operating margin of 19.2%



### Customers in all industries

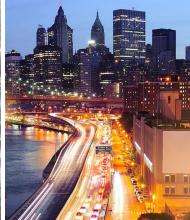














# Adding value to people everywhere





#### A decentralized Group

#### **BOARD OF DIRECTORS**

#### **PRESIDENT AND CEO**

#### **GROUP MANAGEMENT**



#### COMPRESSOR TECHNIQUE

- Compressor Technique Service
- Industrial Air
- Oil-free Air
- Professional Air
- Gas and Process
- Medical Gas Solutions
- Airtec



#### VACUUM TECHNIQUE

- Vacuum Technique Service
- Semiconductor Service
- Semiconductor
- Semiconductor Chamber Solutions
- Scientific Vacuum
- Industrial Vacuum



# INDUSTRIAL TECHNIQUE

- Industrial Technique Service
- MVI Tools and Assembly Systems
- General Industry Tools and Assembly Systems
- Chicago Pneumatic Tools
- Industrial Assembly Solutions
- Machine Vision Solutions

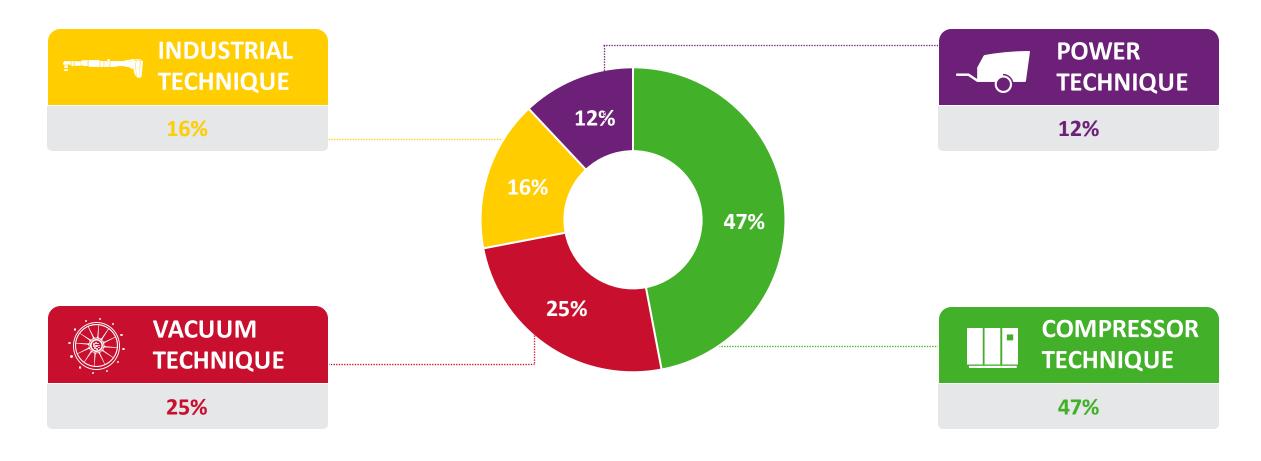


# POWER TECHNIQUE

- Power Technique Service
- Specialty Rental
- Portable Air
- Power and Flow



### Revenues per business area



<sup>\*</sup>Figures show percent of revenues 12 months ending Dec 31, 2020.



### Serving customers everywhere





### A portfolio of strong brands





















































































































## Compressed air is everywhere



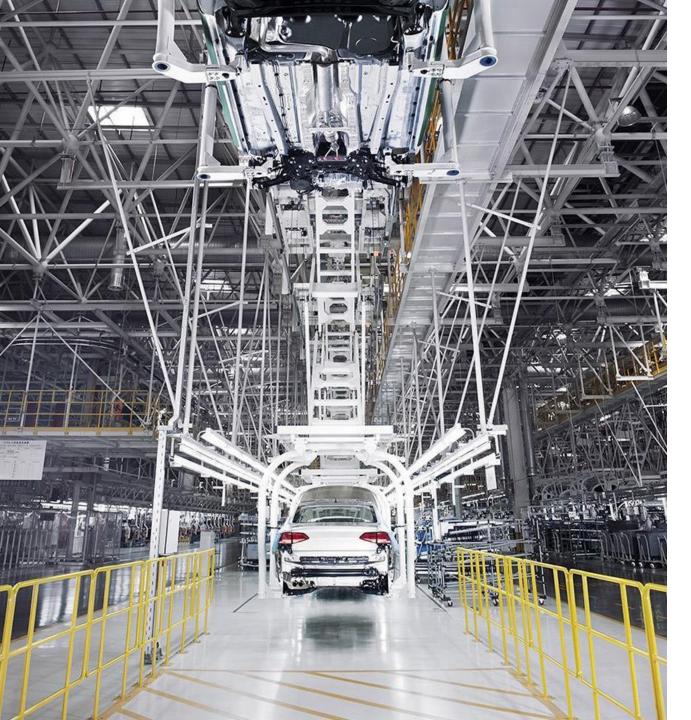
Our energy efficient compressors are trusted by customers in all industries to deliver clean airwith perfect accuracy.











### Connectivity as a state of mind



We work side-by-side with our customers to develop tools and solutions for smart and efficient factories.







## Adding value with vacuum



Our leading vacuum and abatement solutions enable digitalization and the Internet of Things.











## Powering the world



Our innovative tools and power equipment solutions are built to cope with the toughest situations.













#### The future of service



Our service engineers use the latest technologies and tools to predict maintenance needs and secure uptime.







### Serving Egypt Industry for almost 70 years







#### **Egypt History Milestones**



Atlas Copco has its active presence in Egypt thru a regional office in Beirut "Atlas Copco Middle East" covering Iraq, Lebanon, Jordan, Syria, Bahrain, Saudi Arabia via established distributors with showrooms & after sales services.



The statue of one of the stone heads of Pharaoh Ramsses II at the Great Temple of Abu Simbel being re-assembled by Atlas Copco equipment after being moved to a new higher location to avoid being submerged by the rising waters of the river Nile following construction of the Aswan High Dam.



agreement was conducted in Cairo, Egypt, by Atlas Copco Group and Alkan Enterprises to form a majority-owned sales company under the name of the "Egyptian International Service & Engineering" (EISE) located in Mokatam serving customers in an even more focused



Atlas Copco introduced the Variable Speed Drive compressor technology in the Egyptian market. The first VSD machine (GA37 VSD) was sold in Egypt to "LEONI Egypt Co"



The distributors in Jordan, Syria and Lebanon together with Libya came under the responsibility of Atlas Copco Egypt.



The first two NGP (Nitrogen Generator) were sold by Atlas Copco Egypt to OILSERV in Iraq. OILSERV has one of the largest privately owned fleets of brand-new oilfield equipment in the Middle East & North Africa region



In August 25, Atlas Copco Compressor Technique Service Division (CTS) has inaugurated a regional training academy located in Egypt for providing training courses on Atlas Copco stationary compressed air systems within MENA region under the Motto "Committed to competence develoment" On February 2017, the academy extended its scope of support to include the CTS Competence development & training activities for all African countries.

In April 1st, Atlas Copco

include North Sudan for

productivity solutions to

our customers. The Region

is committed to keep our

customers over-satisfied

providing reliable and

efficient sustainable

with our products &

services.

EGY region spans to

Atlas Copco in Egypt goes back to the early fifties through a trading house in Sweden operating the business in Egypt "Egyptian Swedish Tradina Company" (ESTC).



Atlas Copco compressors & drilling equipment were used for the construction of the High Dam project in Aswan, one of the greatest projects of the 20th century & in the history of Egypt & Africa.



Atlas Copco compressors & drilling machines expanded in Egypt under the first licensed agency "Egyptian Swedish Trading Company" (ESTC) with its head office in the Downtown, whereas its workshop & warehouse were located close to Sakkara pyramid. The agency was reporting directly to "Atlas Copco International" in Belgium and succeeded to create a stable brand presence during that period of time.



In April 1, Atlas Copco Equipment Egypt Ltd. (ACEE) was established as a legal independent customer center with the head office in Cairo & a branch at Alexandria - started with around 50 employees & new independent offices and service areas committed to deliver reliable products with an unparalleled level of efficiency & superior aftermarket services.



Atlas Copco Egypt supplied the first RC drilling machine (ROCL8 RC) to the first modern gold mine in Egypt & the Middle East "Egypt Sukari Gold Mine" (SGM) which has been actively exploring in Egypt since 1995, via its wholly owned subsidiary company. Pharaoh Gold Mines NL (PGM) using Atlas Copco exploration machines.



March 22, was the inauguration for "Atlas Copco Levant" to strengthen the presence and relations with customers in the region. The office in Lebanon is the regional coordination center of Atlas Copco's Compressor Technique business area for Lebanon, Iraq, Libya, Syria & Jordan.



Middle East & North Africa (MENA) ACademy was established in Egypt with the objective of developing the skills, knowledge and behavior of all the employees across MENA region as well as Pakistan. through providing a world class training programs for personal & career development.





### Atlas Copco Egypt Region



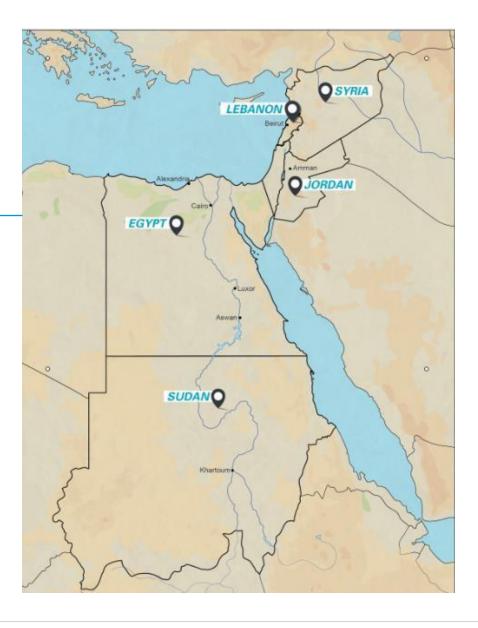




#### **Customer Centers**

- 1. Atlas Copco Equipment Egypt S.A.E. 127
- 2. Atlas Copco Service Egypt (+ Hub) 18
- 3. Atlas Copco Levant - 2

We host all other's BA's employees operating in Egypt





#### Atlas Copco in Egypt

- In Egypt we have 70 years' experience in the air compressor sales and service industry.
- In 1999, we established our first operation in Cairo with a branch at Alex
- We are the direct sales, service and marketing in Egypt providing high quality air and gas compressors.
- The business is backed up by a nationwide sales & maintenance distribution network in Egypt, Syria (On-Hold), Jordan, Lebanon & NorthSudan.





#### Did you know

#### 1950

Atlas Copco in Egypt goes back to the early fifties through a trading house in Sweden operating the business in Egypt under the name of the "Egyptian Swedish trading Company" (ESTC).



#### 1960

Atlas Copco compressors & drilling equipment were used for the construction of the High Dam project in Aswan, one of the greatest projects of the 20th century and in the history of Egypt and Africa



#### 1964

Twin temples built more than 3,200 years ago by Ramses II as monuments to himself and his queen Nefertari.at the Great Temple of Abu Simbel being rescued & re-assembled by Atlas Copco equipment after being moved to a new higher location to avoid being submerged by the rising waters of the river Nile following construction of the Aswan High Dam

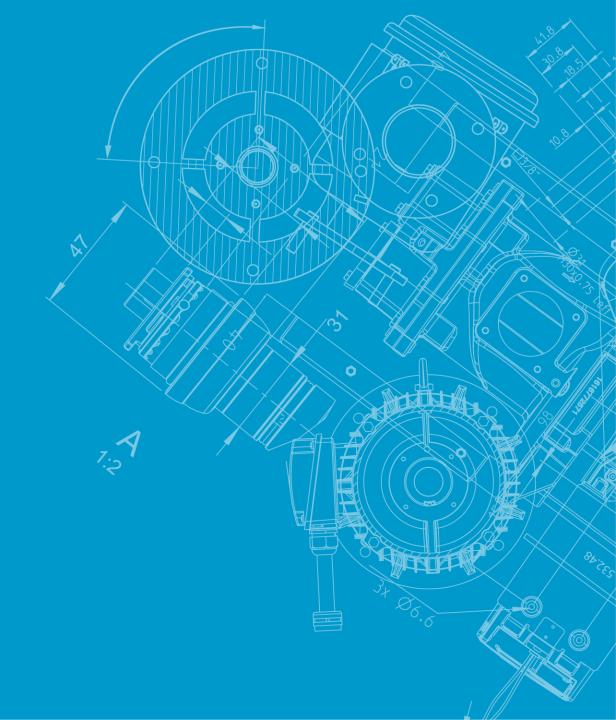
Read the whole story here





# **Marketing & Social events**

Employee & Society Engagement



#### **Swedish National Day**

- Annual participation in the Swedish National Day
- Brand awareness to broader society: (gov. & private sector, diplomatic & civil society)
- Promoting Swedish brands available in the Egyptian market
- Good media relation presence thru ads & press releases in "Egyptian Gazette" local newsletter in its special annual supplement on the occasion
- PR topics :Atlas Copco Egypt history milestones strategic pillars sustainability innovation- vital role in keeping society running during times of crisis...etc
- Brand positioning presence through local publications and visuals











#### Internship

- Internshipprogram with ACES-student-run organization boosting a community of more than 35,000 engineers including graduates, undergraduates
- Aiming to develop their technical & non-technical skills
- Internship is a substantial part of our CSR as it serves the development of young members of our society
- Internship is one of our employer branding activities
- Winter/summerprograms arranged for learning students from the faculty of engineering coming from different universities.
- Interactive training programs via theoretical awareness sessions -VR demo-workshop practical sessions
- Annual Seminaris held at the university for raising their competence/awareness for Atlas Copcosolutions and technologies
- The main aim is to create brand awareness-develop students'loya who would turn to be our future employees or loyalcustomers.

















### **Employee Activities**

- State of the company
- Employee Recognition & Awards (Employee of month/Year)
- Team building
- Ramadan Iftar
- Farewell parties
- Regular "Monthly Breakfast"
- Family day













# Community engagement: Water for All





#### 2020 Water for All Project









# Our CSR projects in Egypt –

 cooperating in delivering clean water, sanitation and hygiene facilities to remote villages in upper Egypt,

Each 1 EGP Donated by employee Atlas Copco donate 2 EGP, Bottom line is to improve the quality life of children and their communities.

#### Our Partner – Misr ELkhier

•a non-profit development institution established in 2007 with the objective of developing the Egyptian individual in a comprehensive manner. Six key areas have been selected for human development namely: Health, Education, Scientific Research, Social Solidarity, Aspects of Life and Integrated development

#### First Project – Minia Governor - 2018

- •the amount by Atlas Copco Egypt to reach a total aver. 326,000 EGP (19,200 Euro)
- Managed successfully to deliver access to clean drinking water to approximately 29,178 person.

## Current Project – Suhag Governor – 2020/21.

- •The amount by Atlas Copco to reach a total average 578,000 EGP (31,553 Euro)
- Extending water connection for 2,000 Meter.
- Cover 50,039 person
- •Expect to be completed by June 2021.



### "Water for All project" story

- Atlas Copco Egypt in association with "Misr El kher" - one of the well known organization in the CSR projects in Egypt cooperated in delivering clean water, sanitation and hygiene facilities to remote villages in upper Egypt
- The project was funded by Atlas Copco Egypt employees donations -matched by twice the amount by Atlas Copco Group to reach a total # 300,000 EGP
- Managed successfully to deliver access to clean drinking water to approximately 28,000 person.
- Bottom line is to improve the quality life of children and their communities.
- Read the project news <u>here!</u>





























# Atlas Copco

