

Servitization & Atlas Copco



This is Atlas Copco Group

55 000

employees in

73

countries

Established in

1873

Stockholm, Sweden

Customers in

+/-180

countries

Revenues

BSEK 177

BEUR 15*

A decentralized Group with

24 divisions across **4** business areas



Figures at year end 2024

*Based on the average exchange rate in 2024.



Compressor Technique 2025



Did you know?

Our medical gas solutions provide clean air and medical gases needed in hospitals everywhere



Did you know?

Our **air blowers** are used for **purifying water** to make it fresh again



Did you know?

Compressors from Atlas Copco keep the slopes white and powdery at ski resorts around the world



Did you know?

Oil-free air compressors are used in the production of good quality pasta



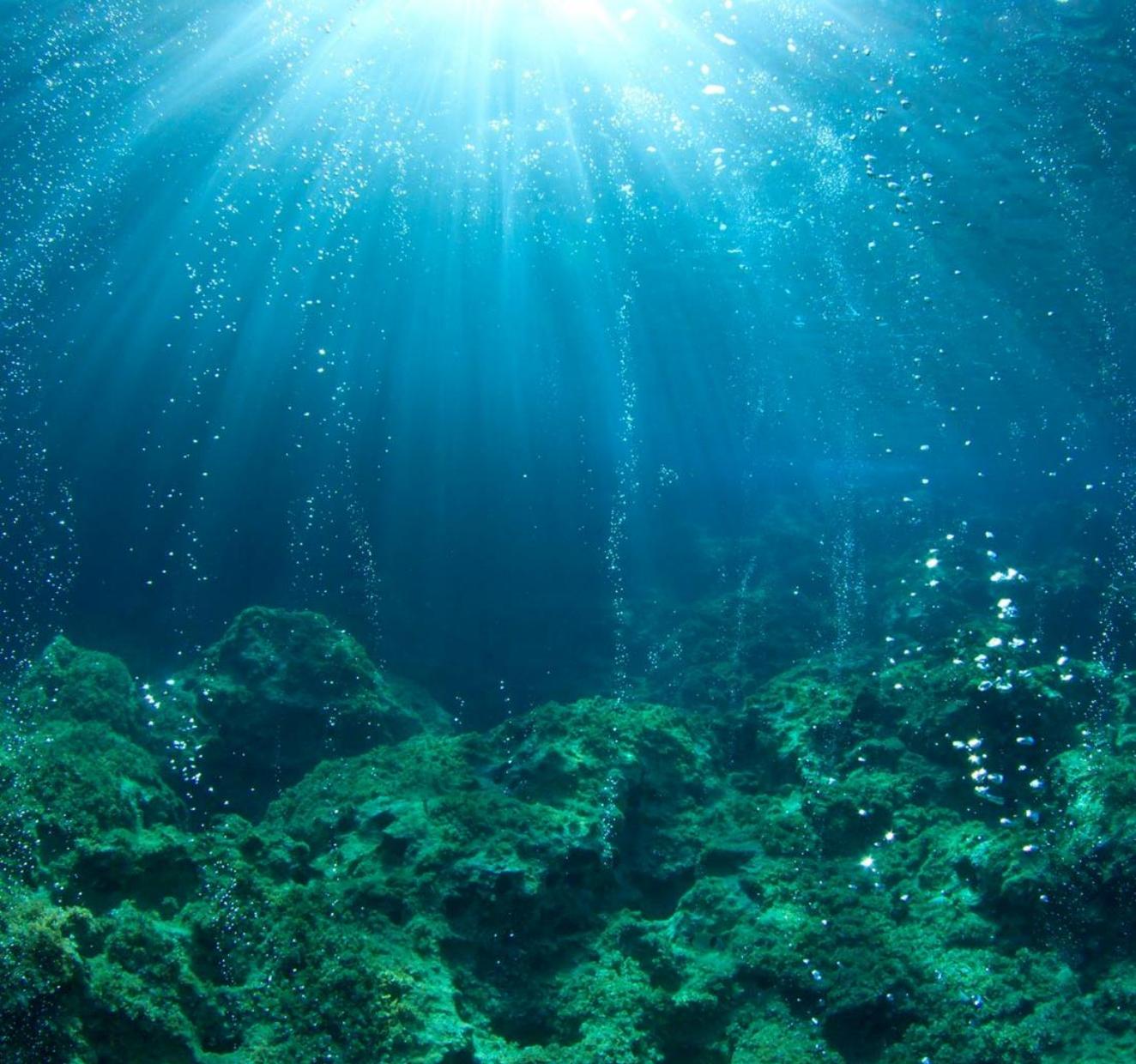
Did you know?

**Our compressors are used to brew
50% of all industrially produced
beer worldwide**



Did you know?

Our **compressors are trusted** in the highly sensitive and sterile process to **produce penicillin**



Did you know?

Our compressors are used to produce bubble curtains to protect sea life during underwater construction

Our bubbles reduce energy consumption of ships by air lubrication of the hull

Compressor Technique - Customers in all industries



Textile



Assembly



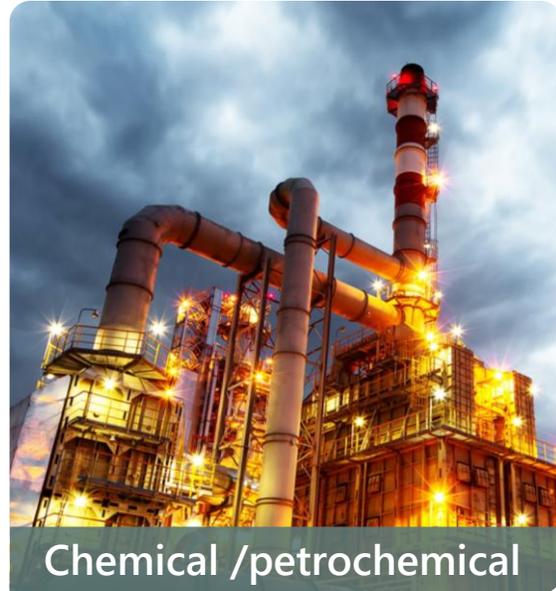
Renewable energy



Food and beverages



Medical



Chemical /petrochemical



Electronics



Hydrogen, CCUS and more...

Our product offer



Oil lubricated

100% Oil free

| | Technologies | Pressure | Air quality | Monitoring & control | Cooling | Service |
|--|---|--|--|--|--|--|
| | <ul style="list-style-type: none"> Screw Piston Scroll Centrifugal Lobe Tooth | 0.1 bar 900 bar Largest pressure range | <ul style="list-style-type: none"> Dryers Filters Condensate treatment Ancillaries | <ul style="list-style-type: none"> Central control Energy recovery Connectivity Industry 4.0 integration | <ul style="list-style-type: none"> Water Cooler Water Chiller Air Chiller Temperature Control unit | <ul style="list-style-type: none"> Global presence World class logistics Certified technicians Service plans Diagnostic services |
| | | Power | Gas generation | | | |
| | | 1 kW 20 MW Largest power range | <ul style="list-style-type: none"> Nitrogen Oxygen | | | |



2009
Servitization
From idea to reality

“Become more
market/customer focused
and co-create value”

Compressor Technique divisions

Compressor Technique

Compressor
Technique Service



Industrial
Air



Oil-free
Air



Gas and
Process



Medical Gas
Solutions



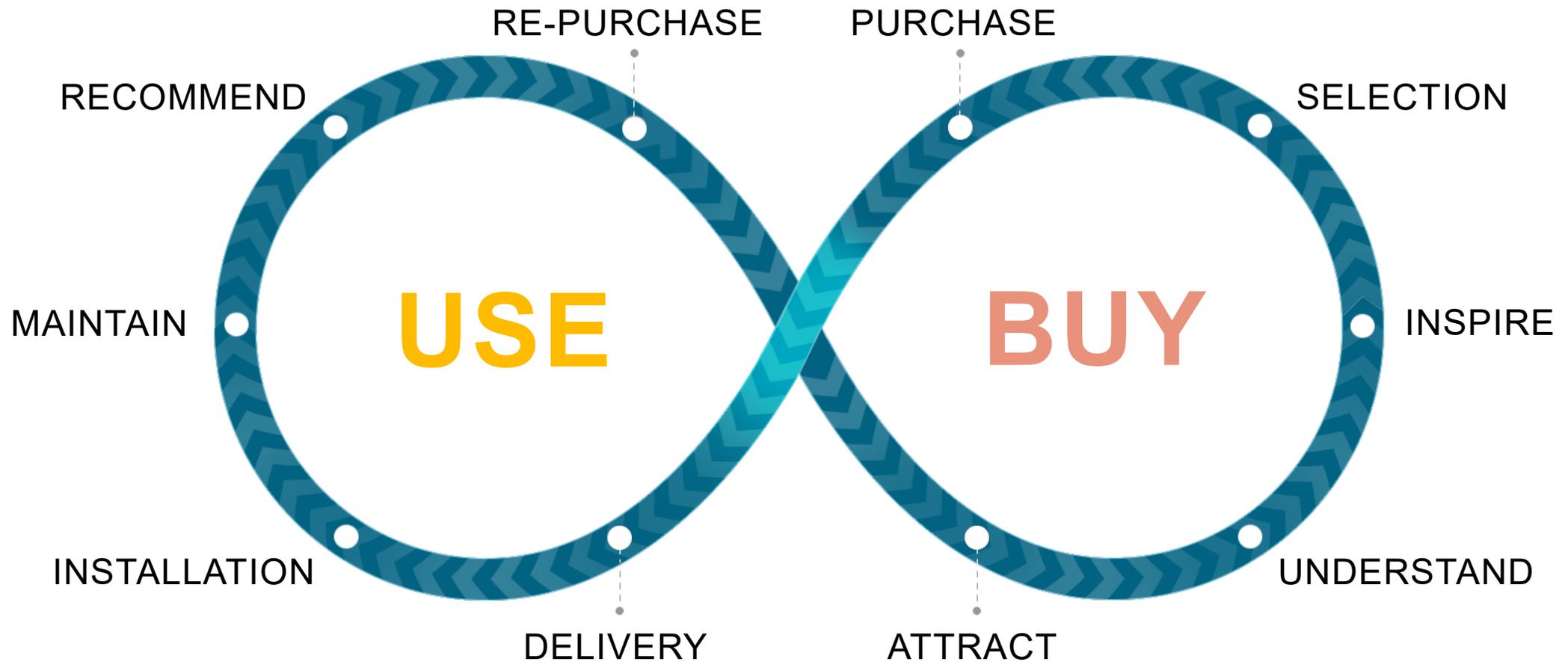
Airtec



Air and Gas
Applications



The Customers Life Cycle



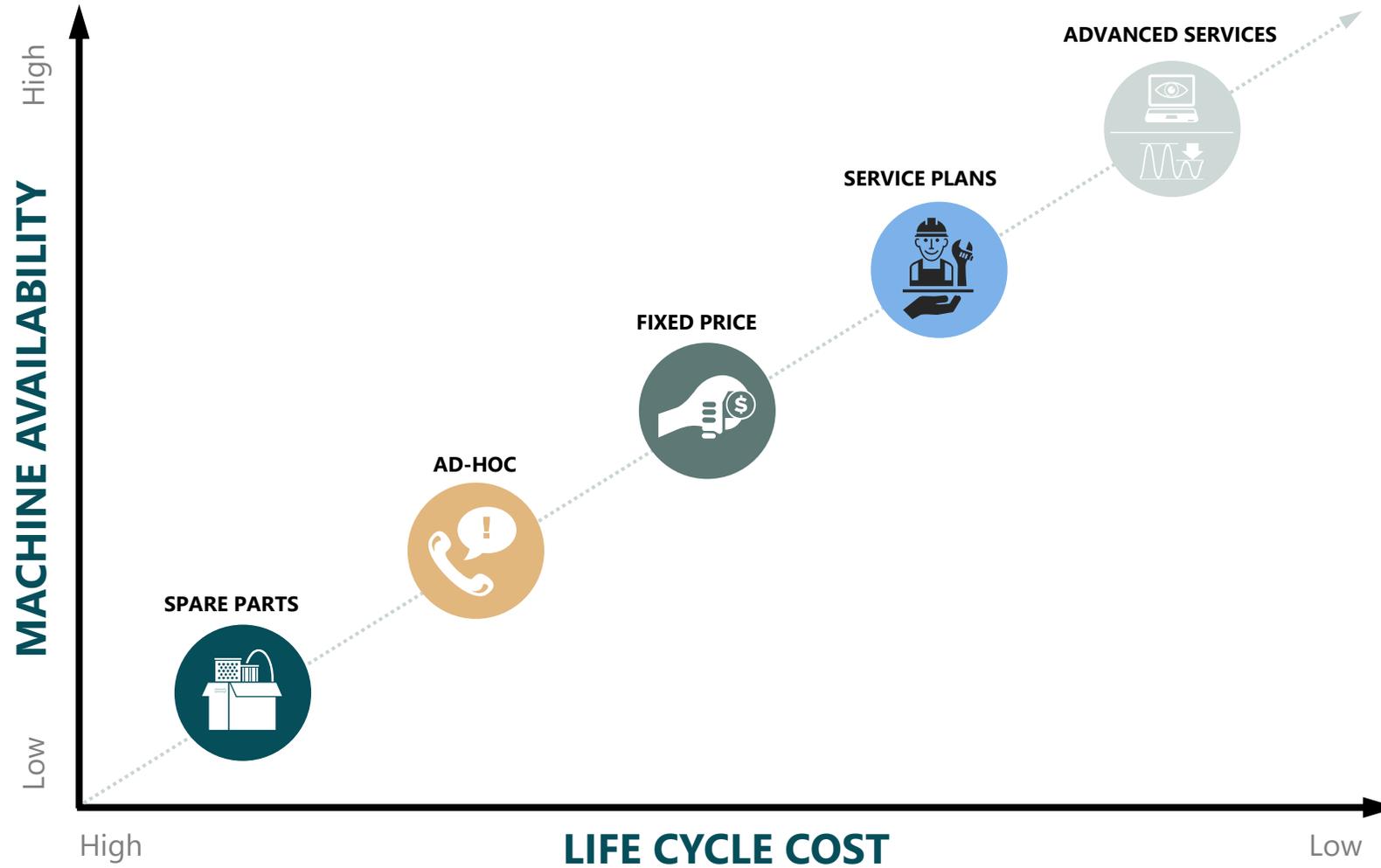


Servitization success

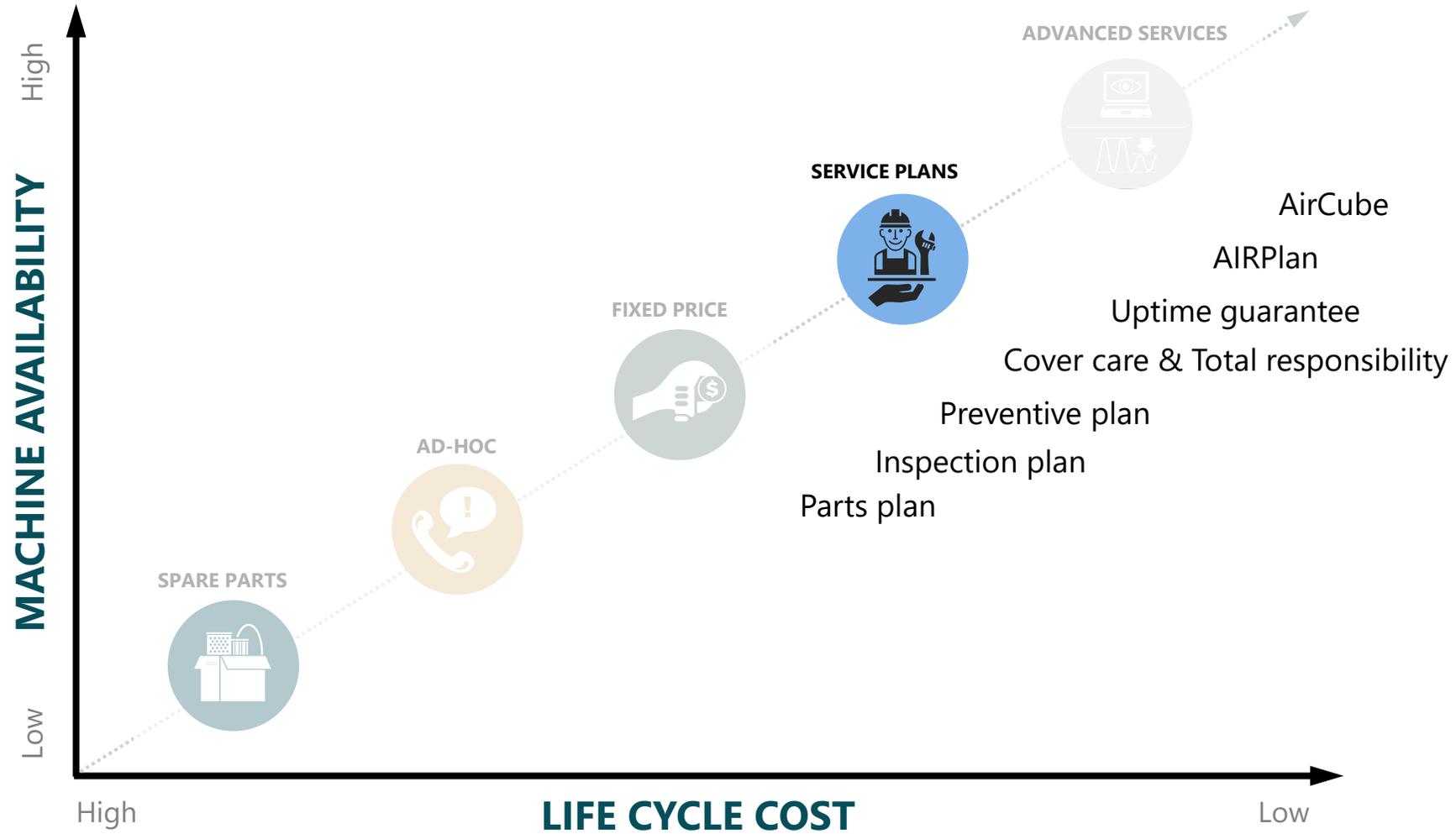
Continued investment & growth

- Division has grown a lot over the years
- CTS: compressor technique service division
= largest division of the group
- Every business area now has a service division
 - 37% of the group revenues now from services
 - >15k people (28% of total 55k)

Servitization Strategy: Service Ladder



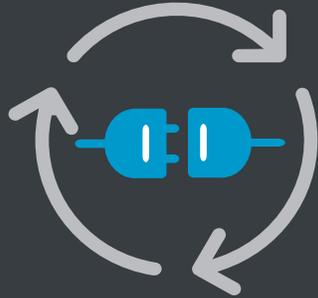
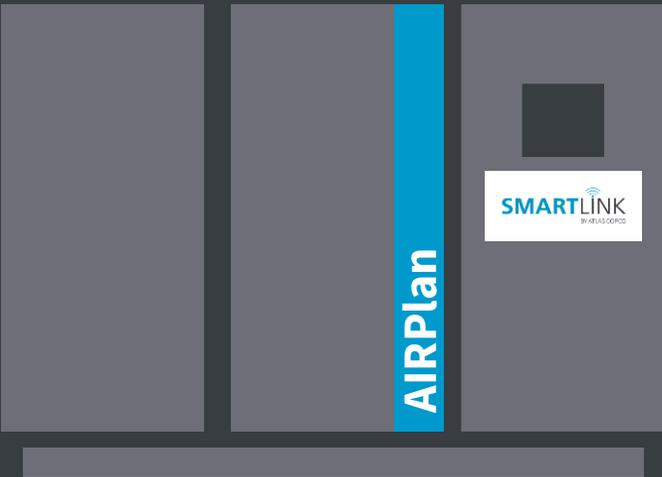
Servitization Strategy: Service Ladder



AIRPlan

We handle
Your pressure.

Operational Leasing



Pay per use

Ownership: Atlas Copco

Investment: Not required

Maintenance: All inclusive service

Residual payment: Not required

24/7 Remote diagnostics: Included

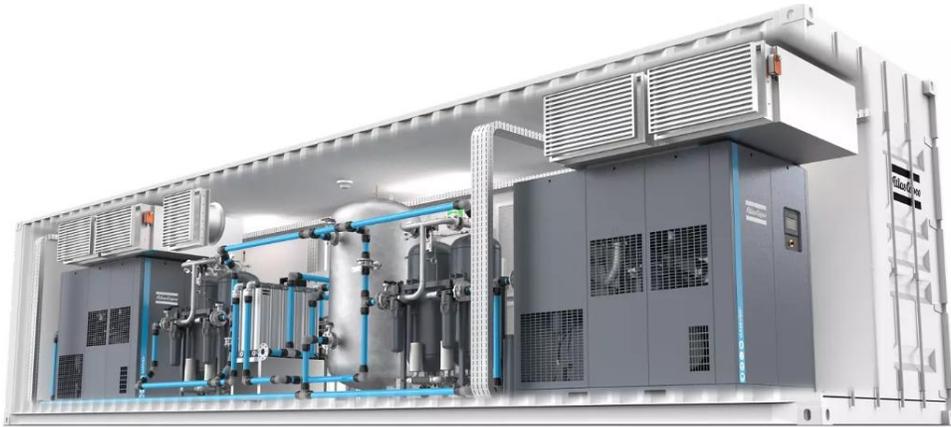
Recommended Contract duration:
5/7Years

Warranty: Included

Minimum Contract duration:
24 months

DirectAir - AIRCube

<https://youtu.be/6RIrblCgGdl?si=7XFkWNbJJodOqSmT>



Offering

Customer pays for cubic meter of air consumed

Our responsibility: manage the full compressor room

Installation

Maintenance

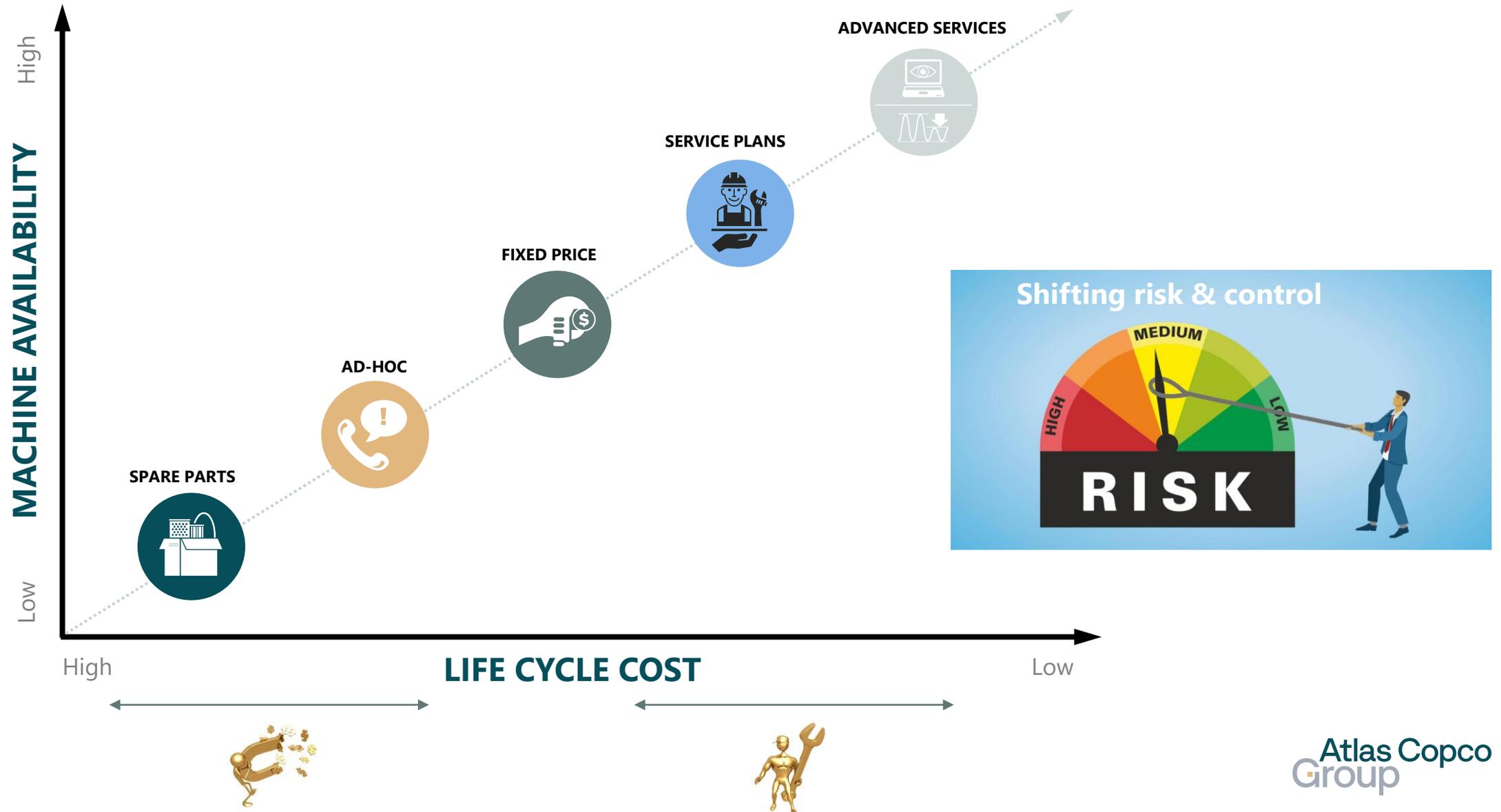
Operation

AIRCUBE
with **m³** payment



Equipment itself: <https://youtu.be/GlOccU8ugC8>

Servitization Strategy: Service Ladder



Alignment of incentives

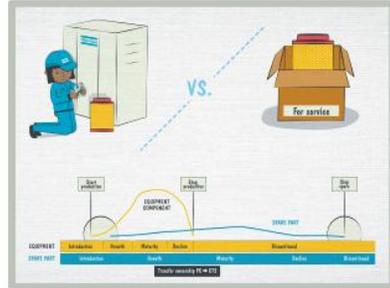


Design choices

1 SERVICE PROVIDES INPUT IN PRODUCT CONCEPT PHASE



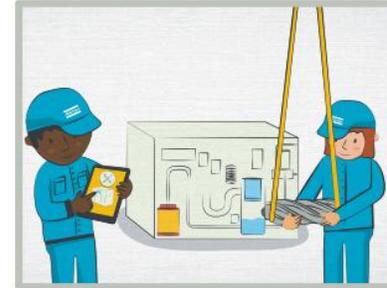
2 SPARE PARTS DELIVERY OBLIGATION & PACKING REQUIREMENTS ARE AGREED ON BEFORE GO LIVE



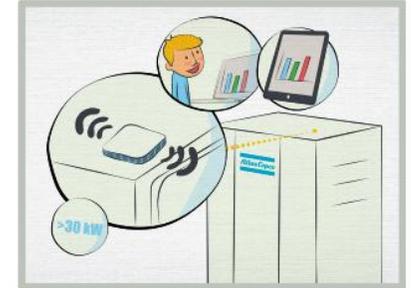
3 NEW DESIGN SHORTENS SERVICE INTERVENTIONS AND PREVENTS EARLY DISPOSAL OF COMPONENTS



4 SERVICE CAN BE EXECUTED BY 1 PERSON



5 ALL EQUIPMENT ABOVE 30KW HAS STANDARD CELLULAR CONNECTIVITY ONBOARD



Neos Drive

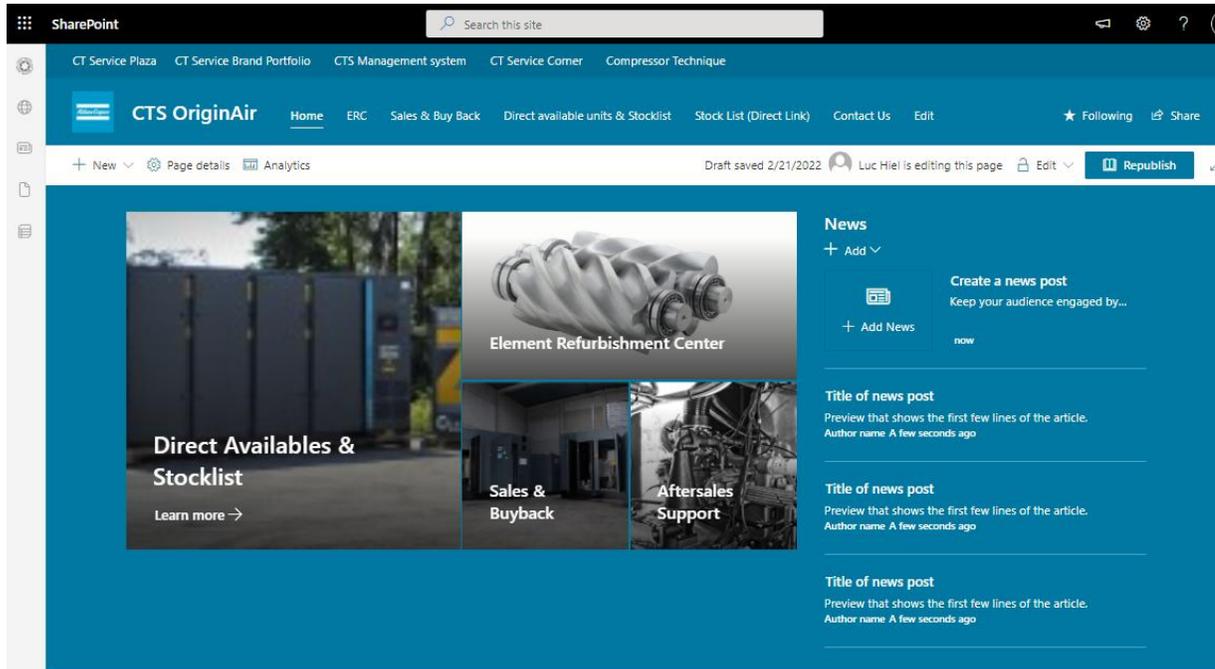


Inlet condition sensor



Remanufacturing activities

OriginAir



- buy-back and resale of complete machines
- Remanufacturing of key components
 - Exchange program



Specialized tools

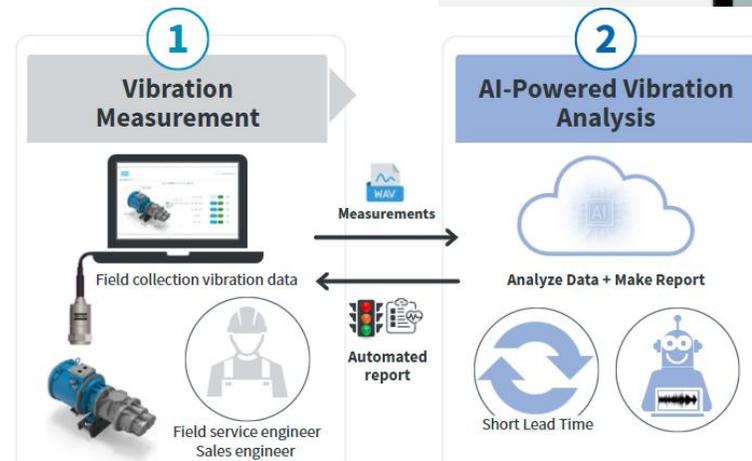
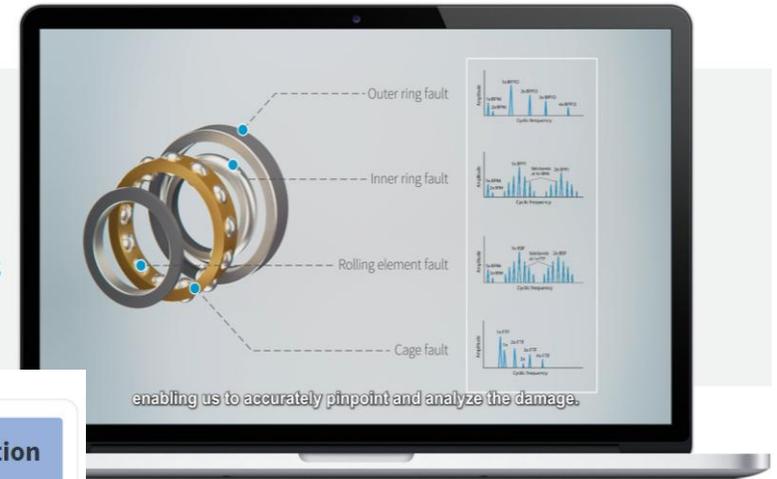
Improved ergonomics, efficiency and performance



General lifting tools phase 2 -
1830 0540 91

Note: rolling cart 1830 0379 94 &
mini lift 1830 0406 14 to be ordered separately

Vibration Analysis Services





predictive maintenance for guaranteed uptime

M I S S I O N

Why



More **uptime** for our customers

Advanced services

Competitive edge

Maintenance concept **evolution**



Science based targets
2030

-46% CO₂ **our** activities

-28% CO₂ **downstream** activities



Capacity efficiency

Added **value** visits

Our traditional maintenance approach

THE MAGIC FORMULA

A

B

A

C

A...



Benefits?

Stable
logistics
flow
(incl. **kits**)

Clear
customer
expectations

Steady
revenue flow

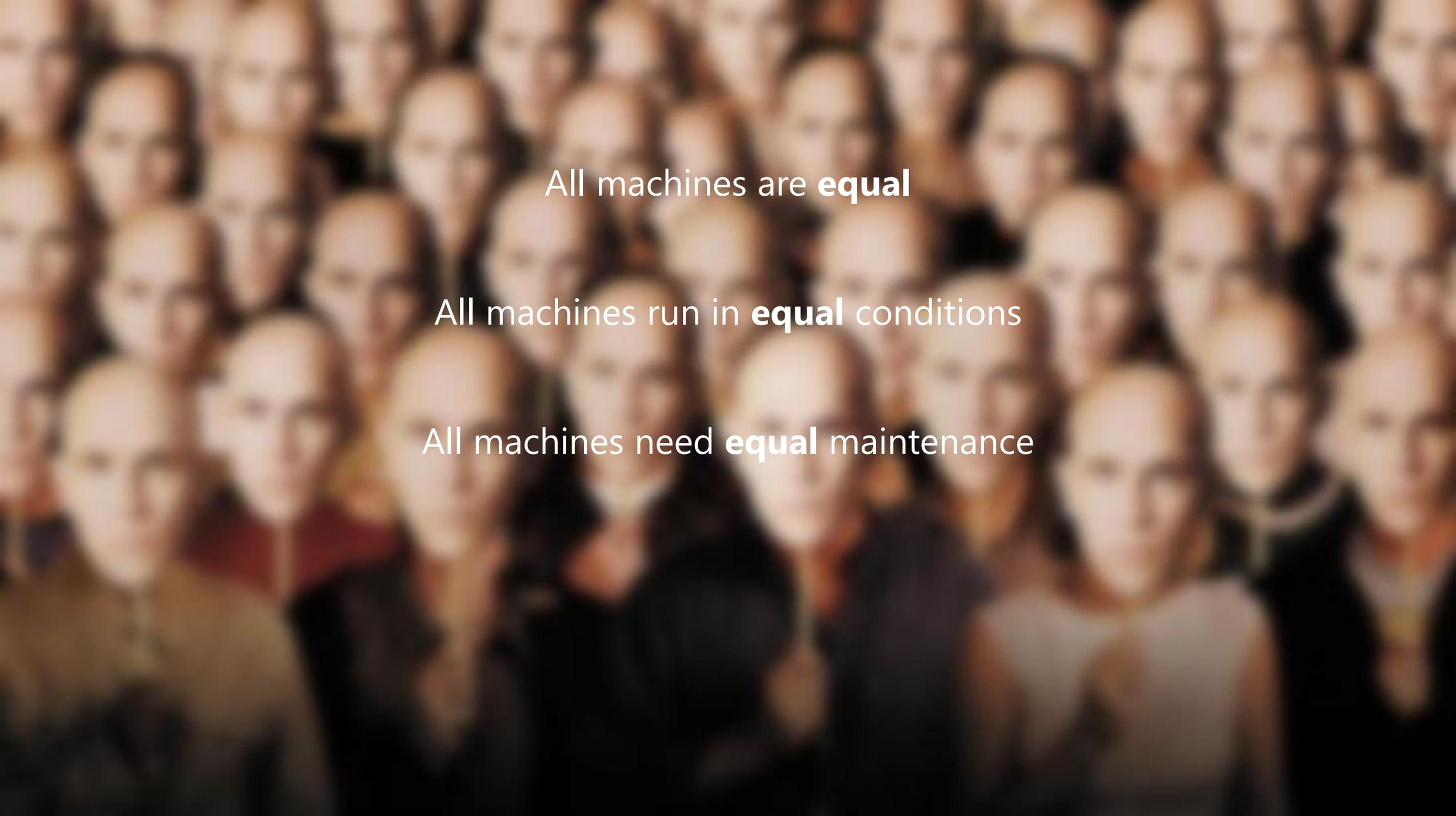
Standardized
tasks

...

PERFECT SCENARIO



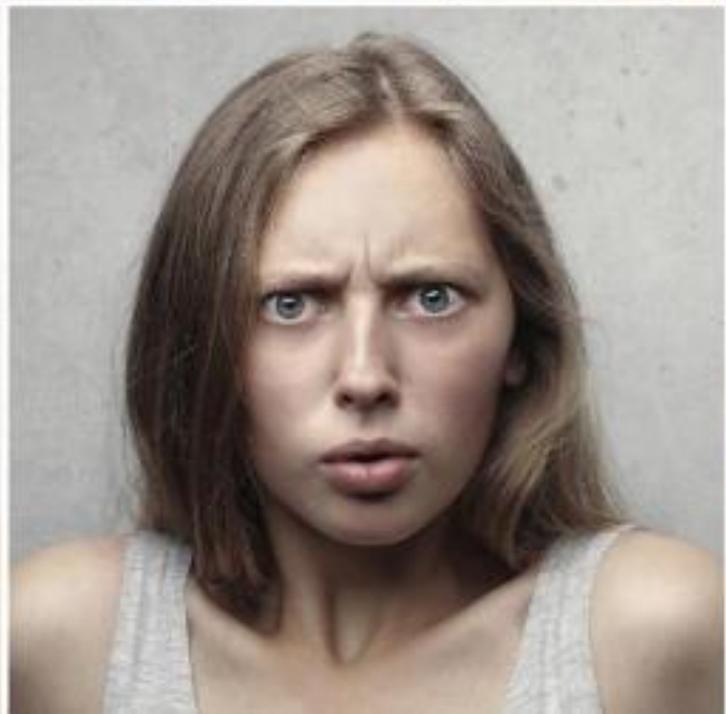


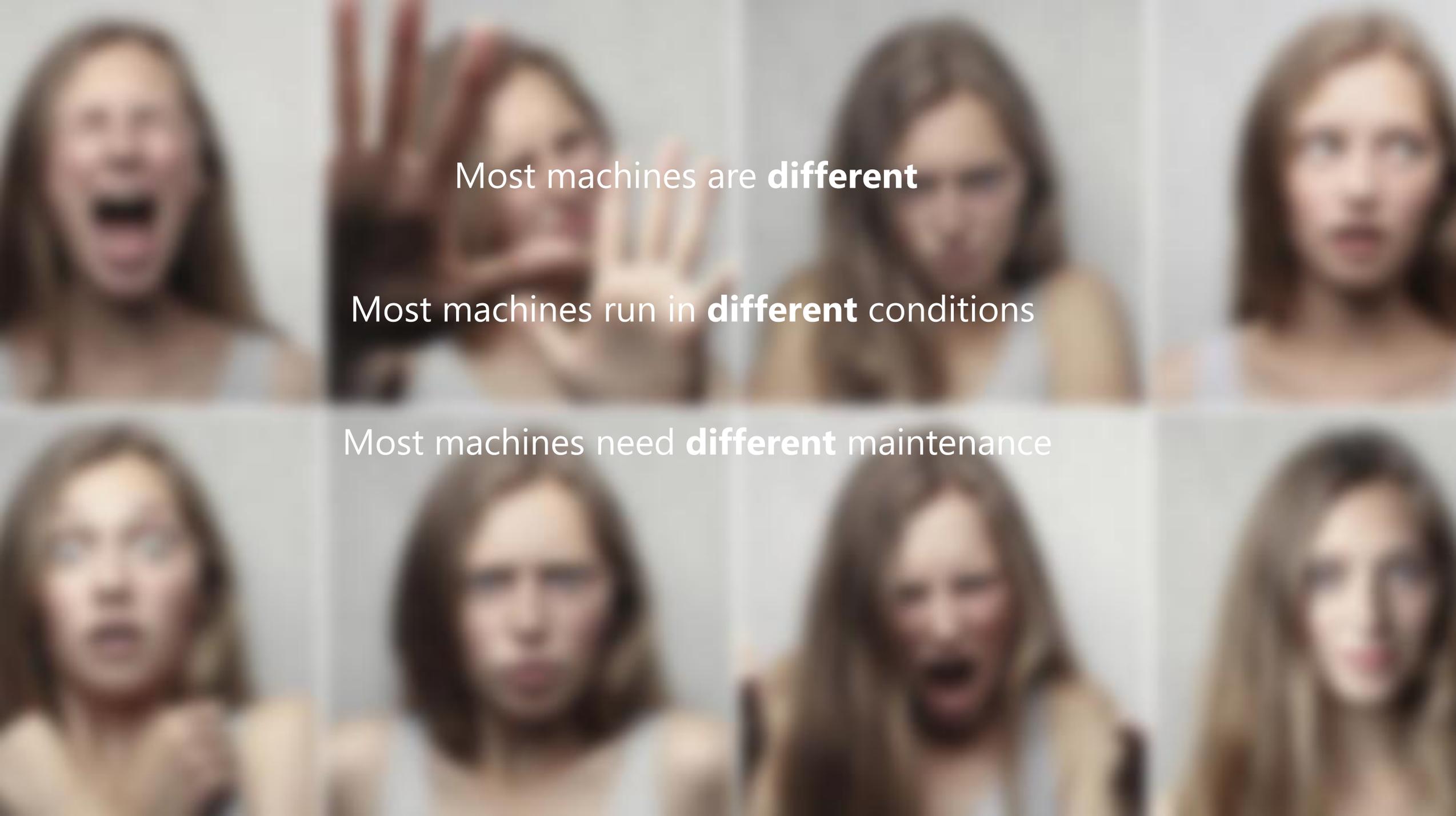


All machines are **equal**

All machines run in **equal** conditions

All machines need **equal** maintenance

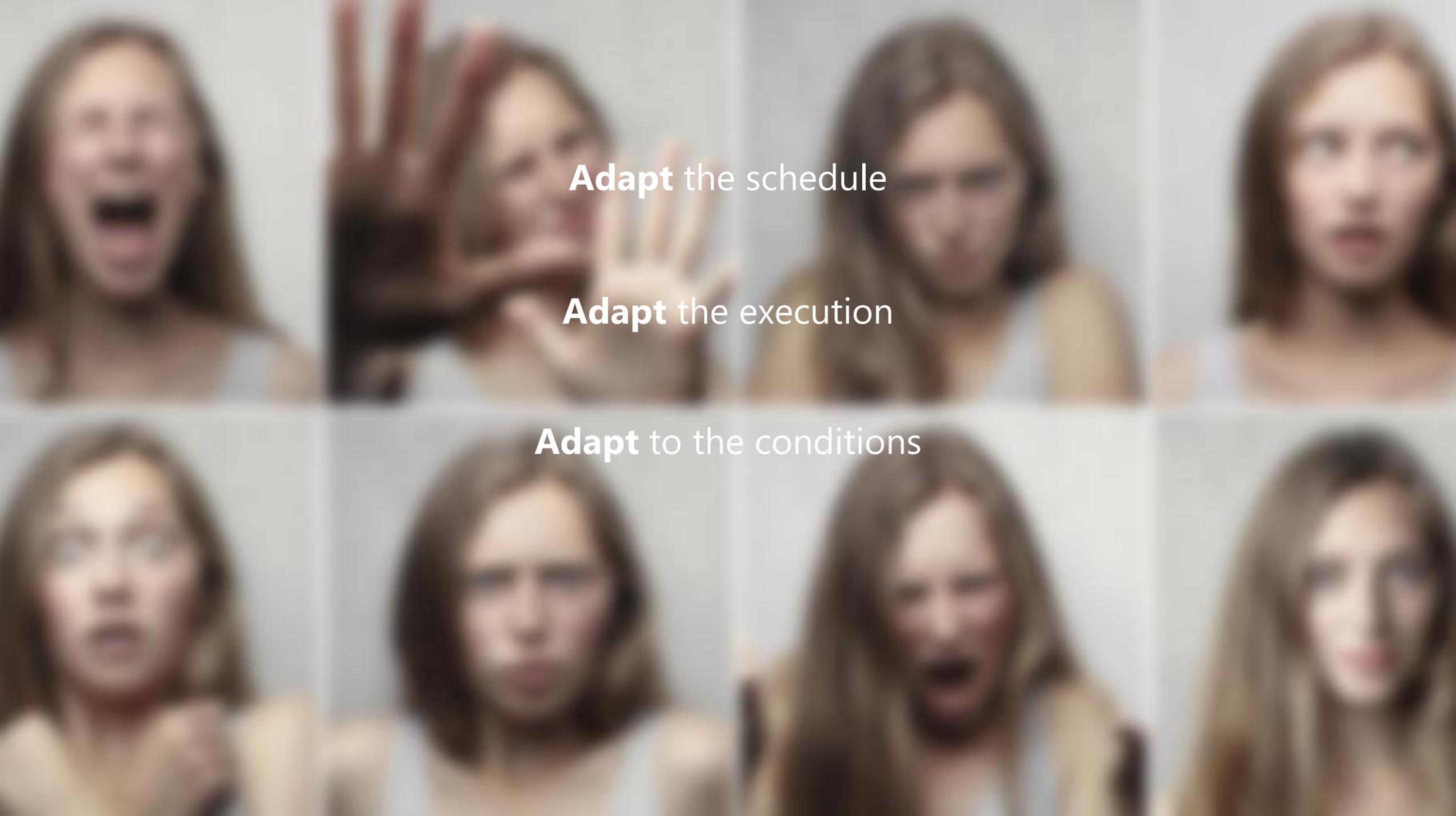




Most machines are **different**

Most machines run in **different** conditions

Most machines need **different** maintenance

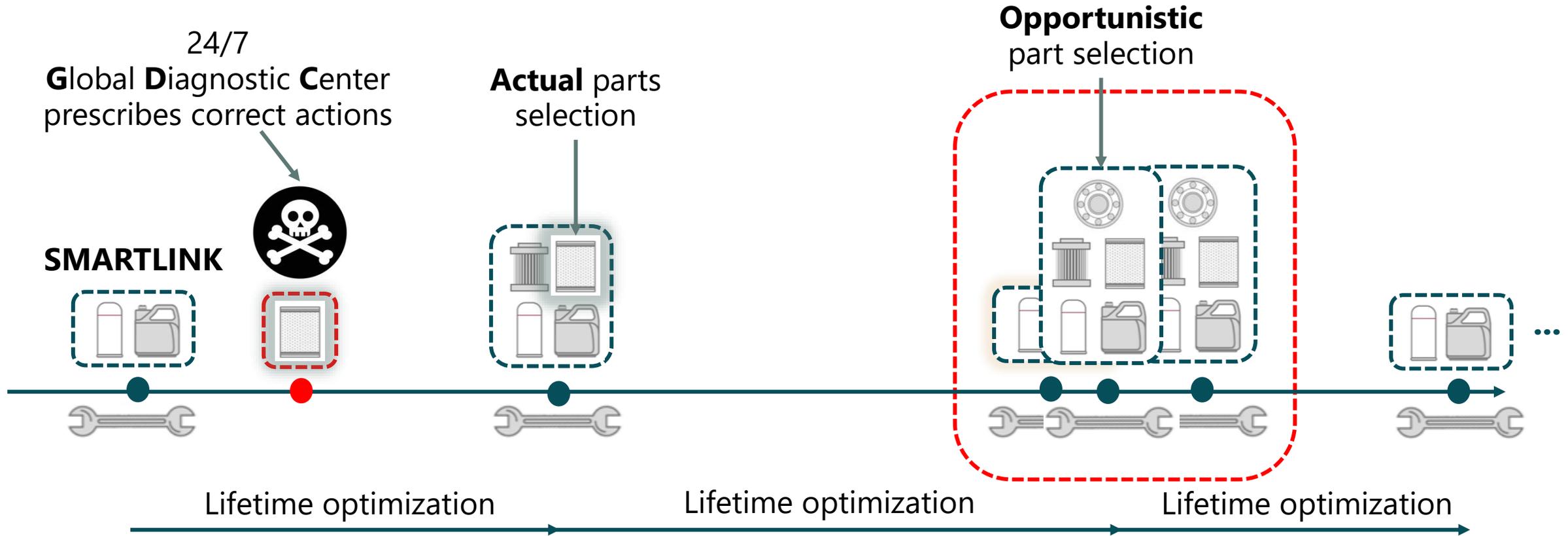


Adapt the schedule

Adapt the execution

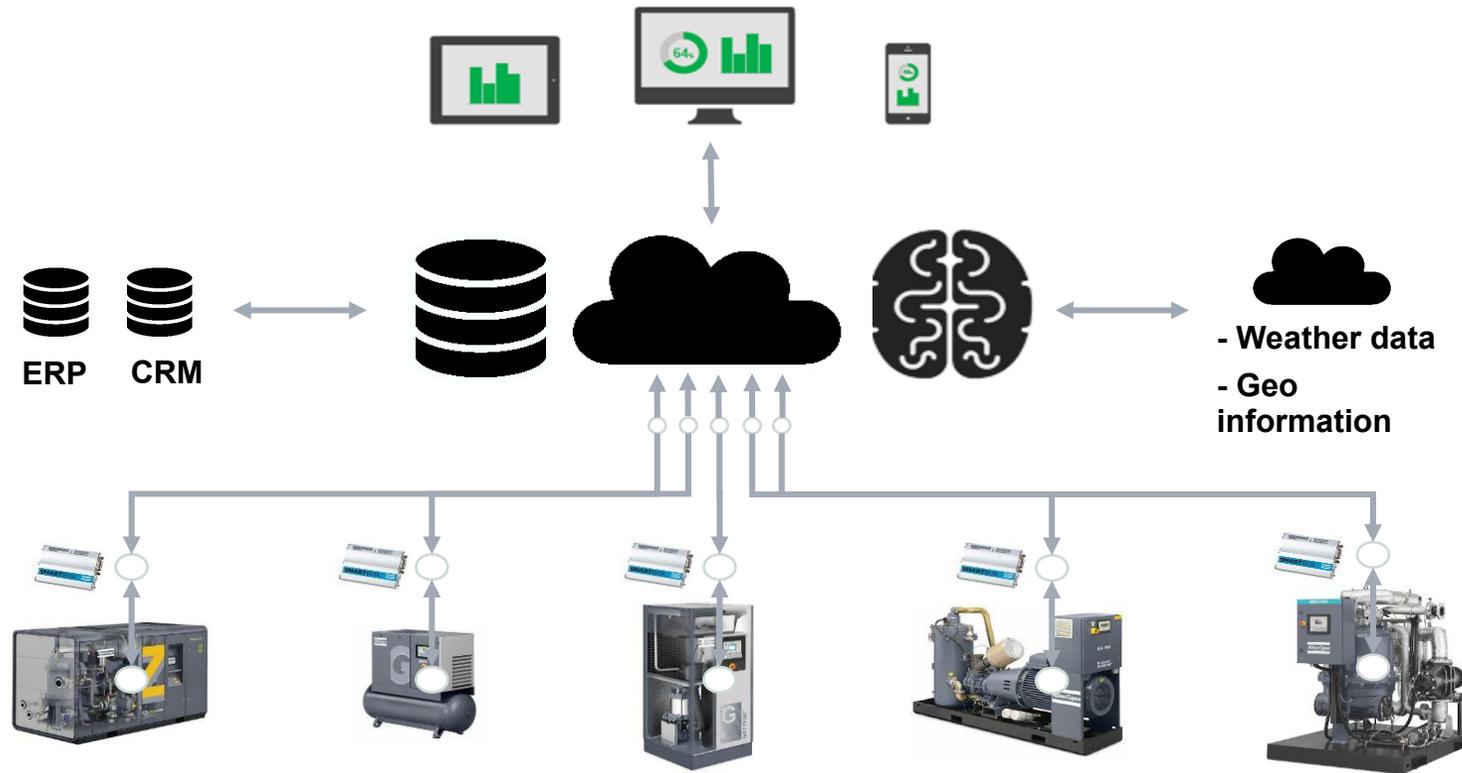
Adapt to the conditions

Customized maintenance for each equipment



Design for service: Connectivity \geq 30kW - start 2013

SMARTLINK



Smart events – prescriptive events - RUL

Smart event



Prescriptive event

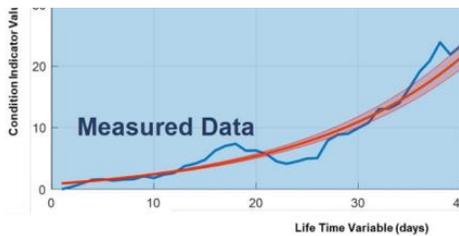


Prognostic event

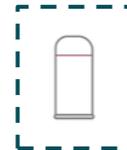
Action required now
Potential root causes X, Y, Z



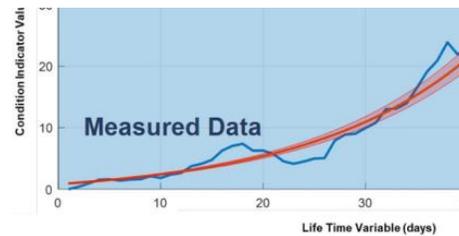
Now!



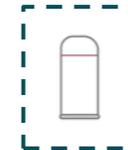
Action required now
Root cause Y



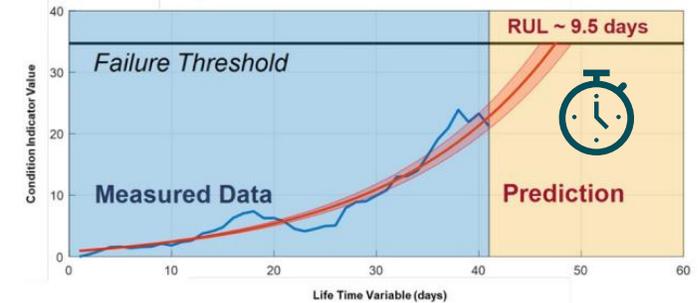
Now!



Action required latest in x days
Root cause Y



In 9.5 days





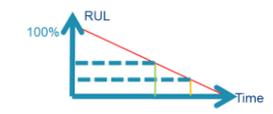
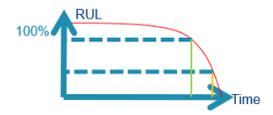
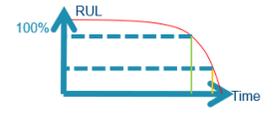
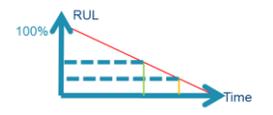
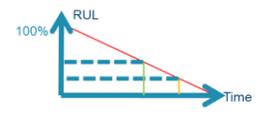
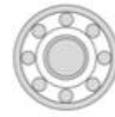
Execution nightmare

- Timing
- Getting the parts on site in time
- Too many packages

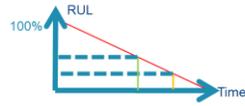


Optimized planning is needed

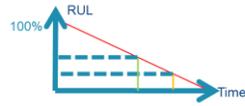
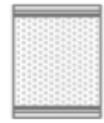




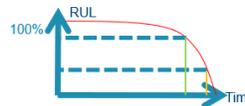
Remaining useful life for each component



Remaining Useful Life



WHEN and WHY



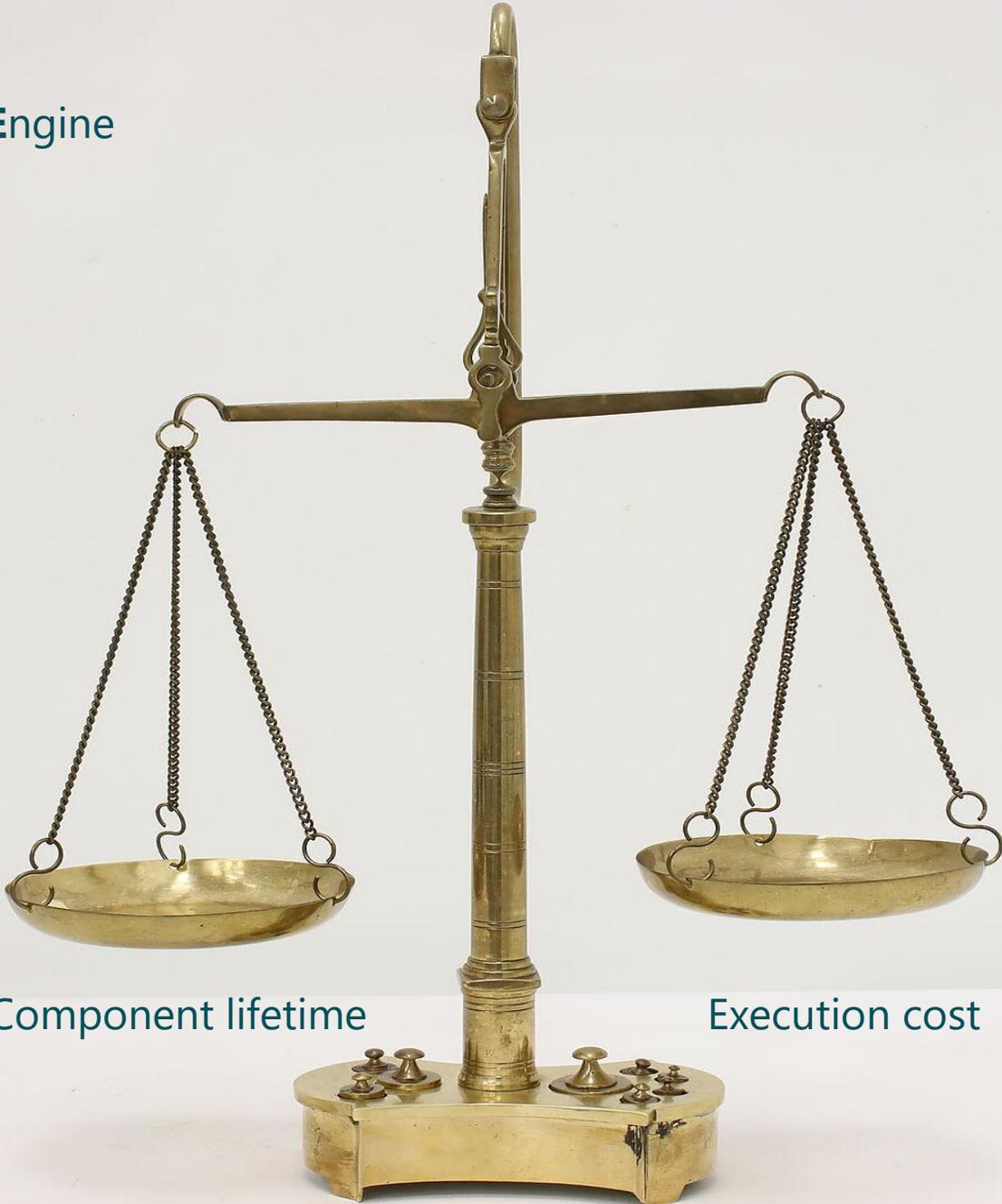


Realistic timing of next visit



We take into account the part **leadtime**

Maintenance Definition Engine

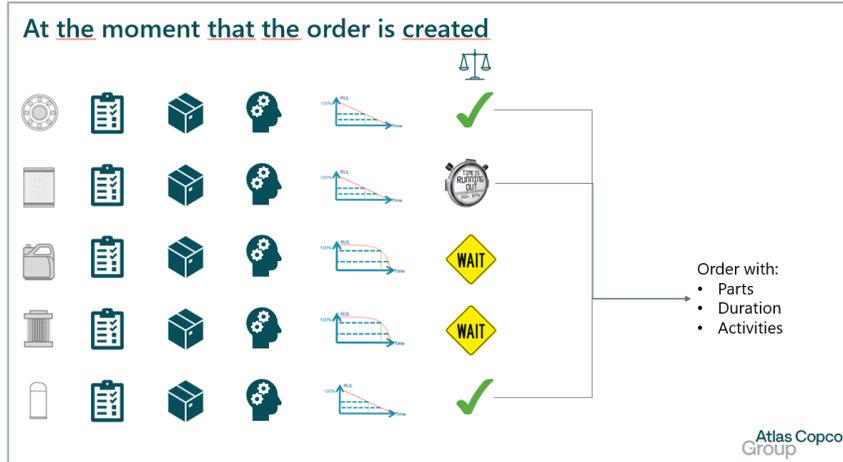


Component lifetime

Execution cost

Issue

Single parts vs maintenance kits



list of individual
spare part numbers
(dynamically selected based on what
is really needed)



Drawbacks of many individual partnumbers

A lot of picking workload in warehouse (peak)
Potential of multiple shipments/deliveries to customer
Many boxes for the technicians (especially with multiple machines)



We want to maximize the usage of
service part kits

Kitting logic

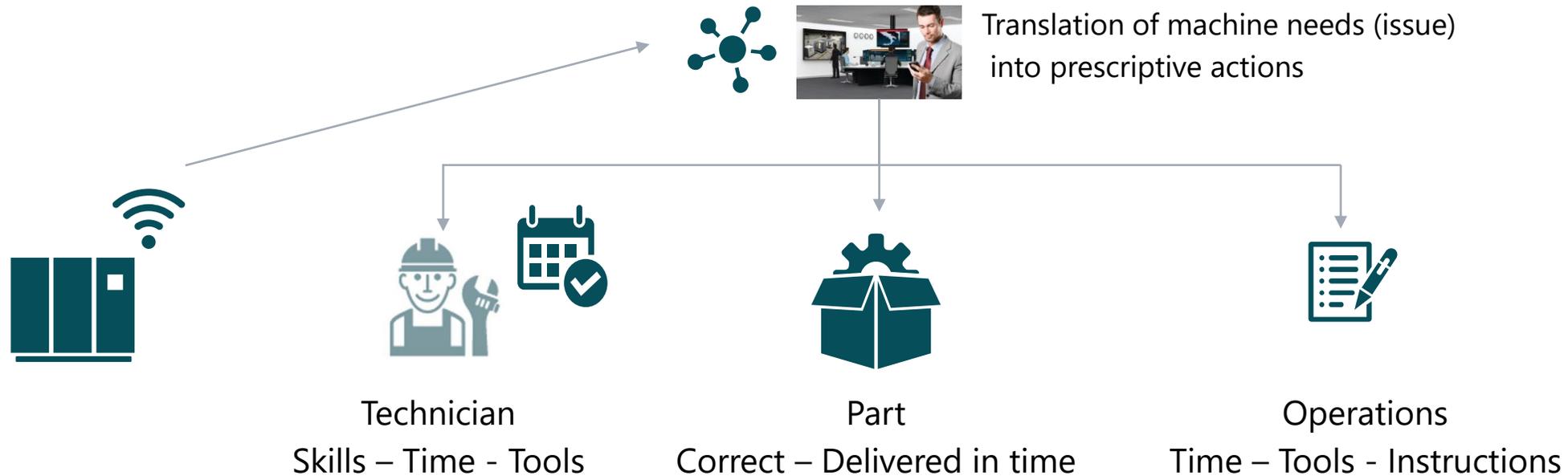
Go from a group of spare parts to a set of kits containing all the necessary parts delivered in time



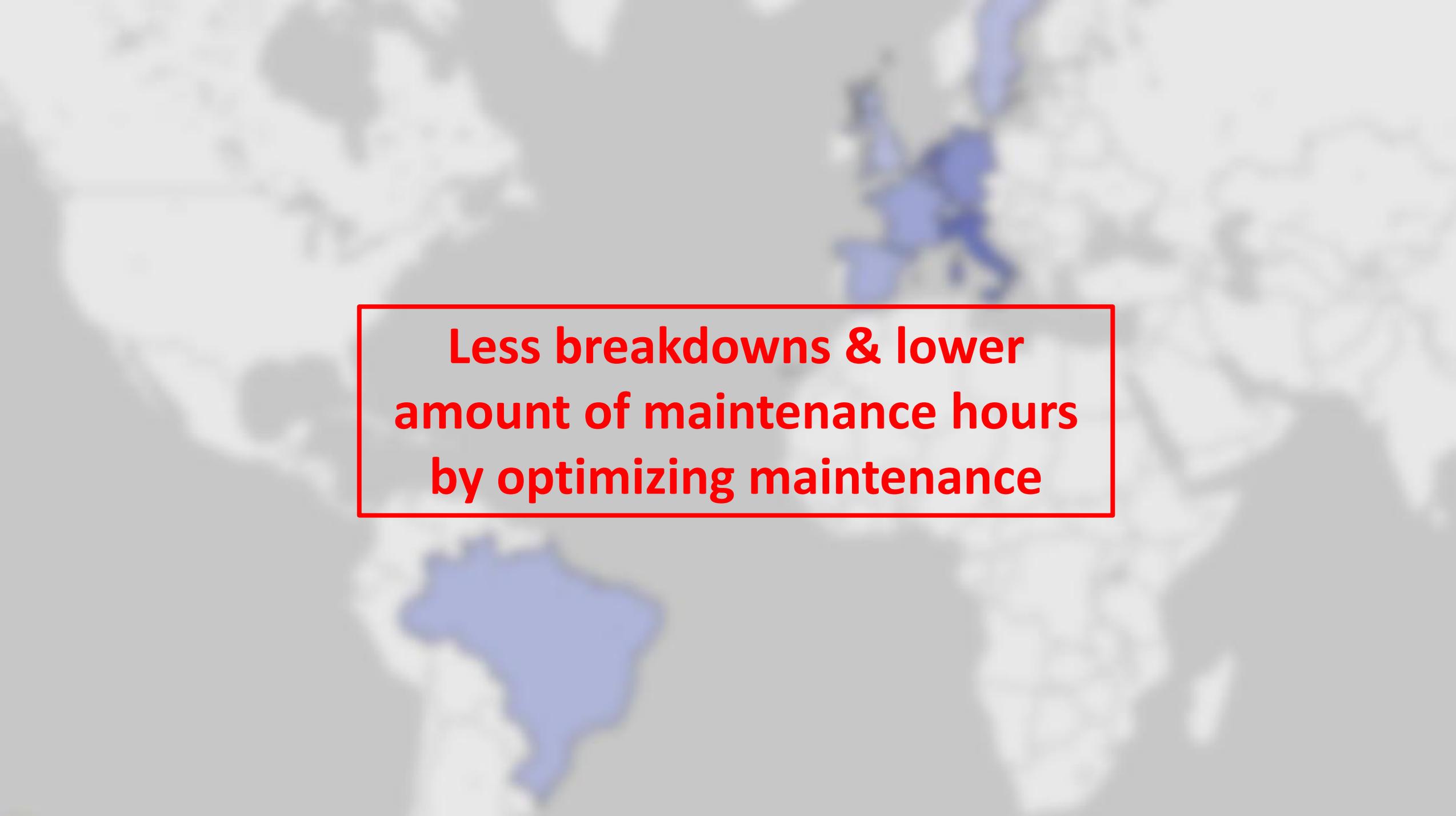
- Minimize the number of boxes (max kits) while
- cost of kit should be smaller or equal of the cost of individual parts
 - not adding parts not needed
 - parts should be delivered in time

Prescriptive maintenance

More service by maintenance as needed



Translating machine data & service history in on-time customized maintenance: fully defined service orders

A world map with a light gray background. The continents of North America, South America, and Europe are visible. The regions of North America, South America, and Europe are highlighted in a light blue color. A red rectangular box is centered over the map, containing text.

**Less breakdowns & lower
amount of maintenance hours
by optimizing maintenance**



Thanks for your attention

Atlas Copco
Group

| Technology that
transforms the future

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