



Alfa Laval in Russia

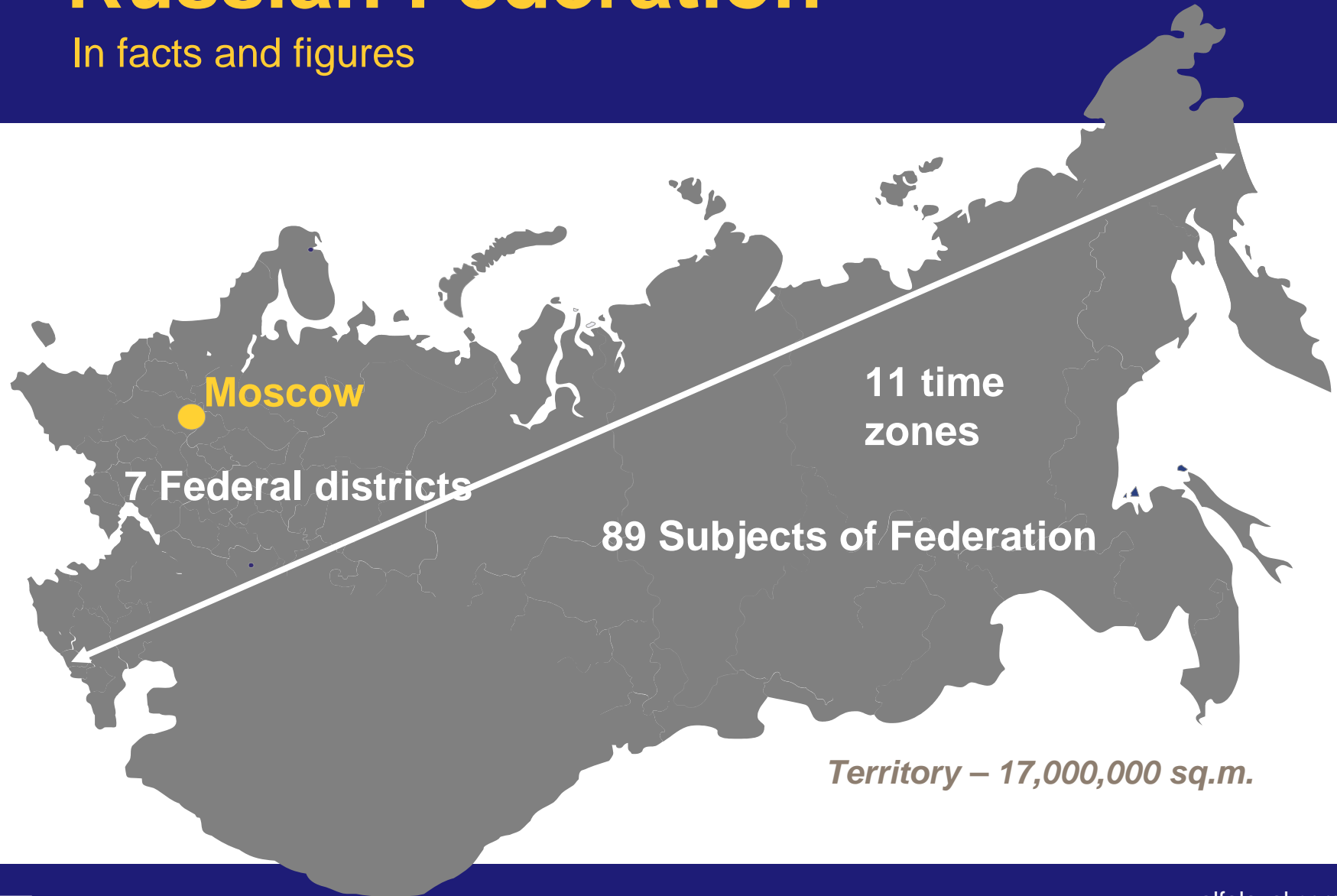
ABG Sundal Collier

March 13, 2007

Alexander Perekin
Managing Director
Alfa Laval, Russia

Russian Federation

In facts and figures



Alfa Laval in Russia

Milestones

- **1903** – First representative office opened in St. Petersburg
- **1907** – Alfa Laval and Alfred Nobel opened a joint factory in St. Petersburg
- **1993** – Opening of AO “Alfa Laval” and acquisition of Potok factory
- **1995** – First plate heat exchanger assembling



Alfa Laval Potok

- Manufacturing and logistics facilities
- 280 highly qualified employees
- Training premises
- Convenient location
- Sales company and Operations

Sales company structure

Equipment



Process Technology



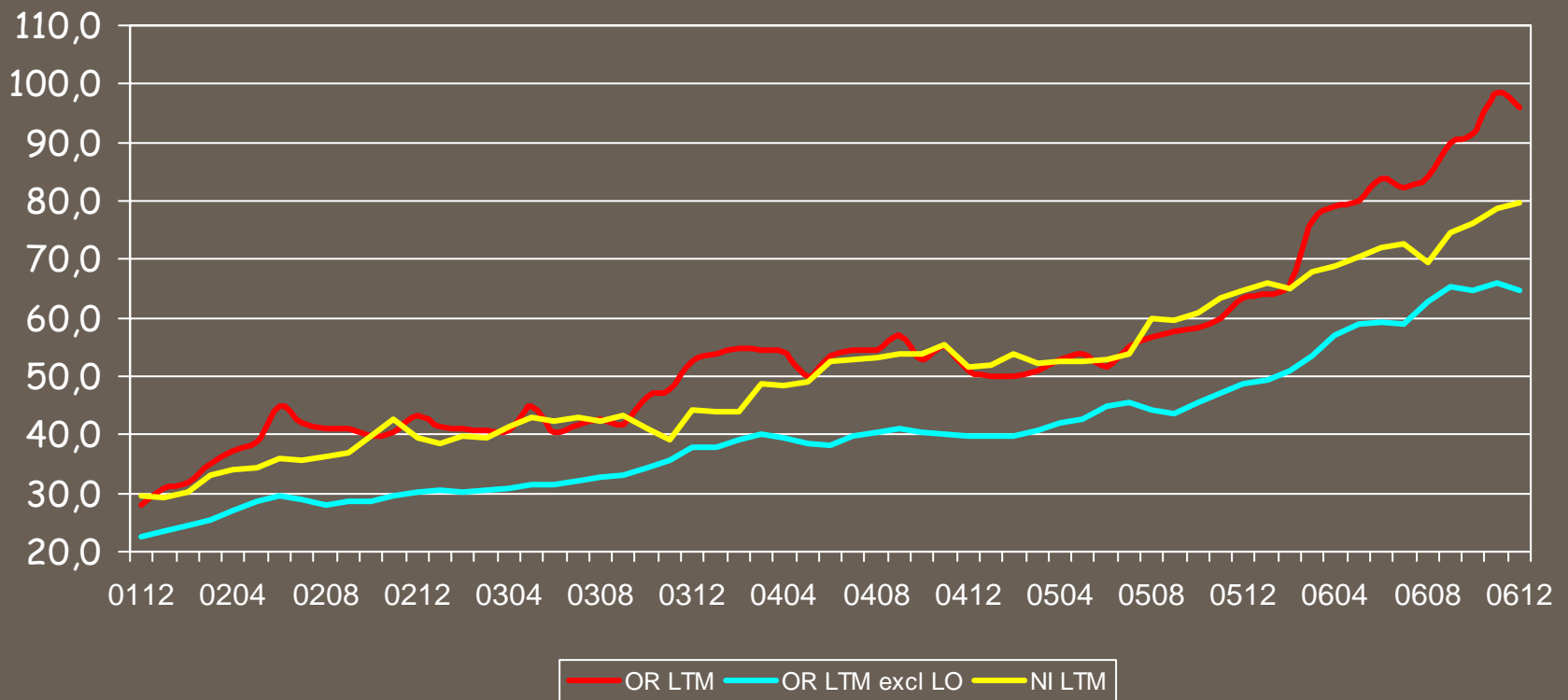
Parts & Service



Russia

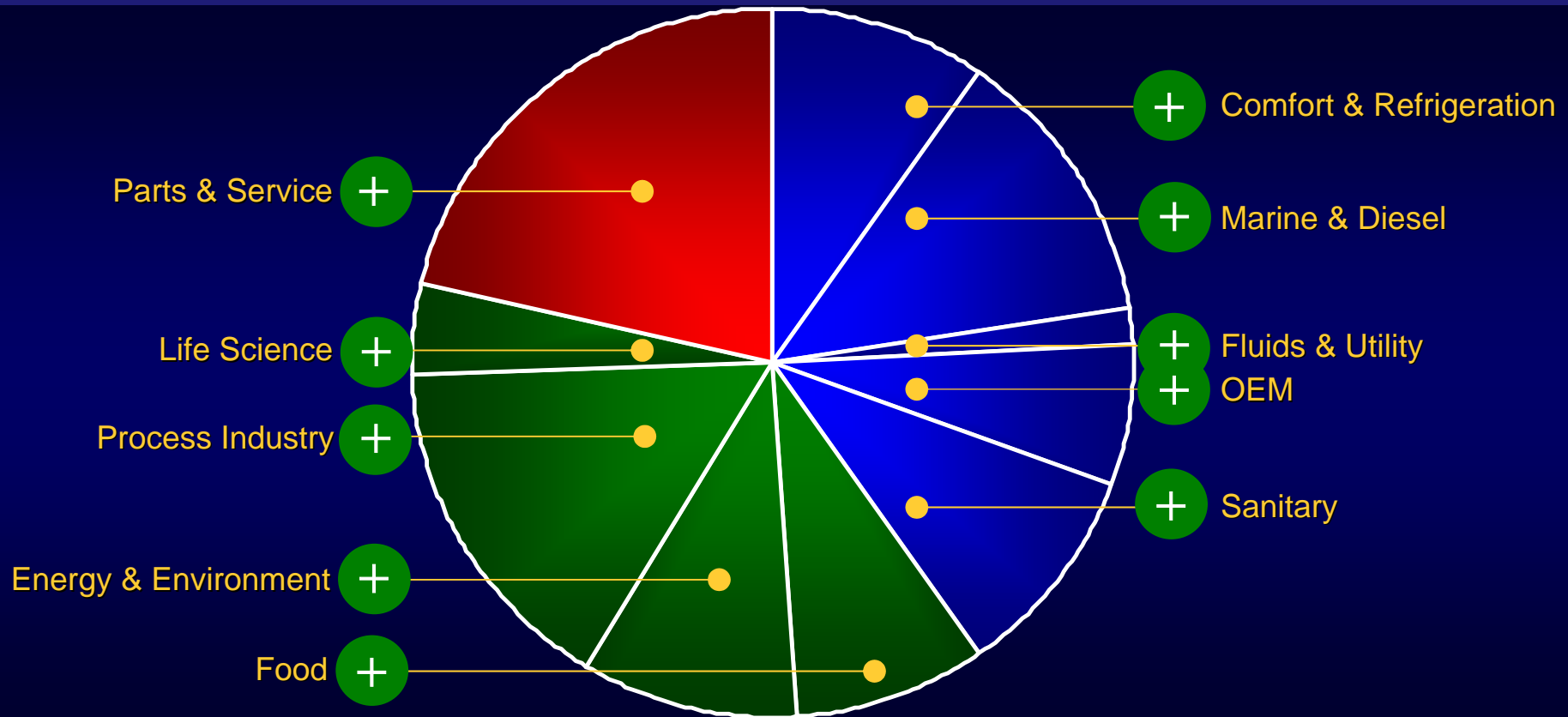
Orders Received & Net Invoicing

Total rolling twelve months per (MEUR Fixed rates)



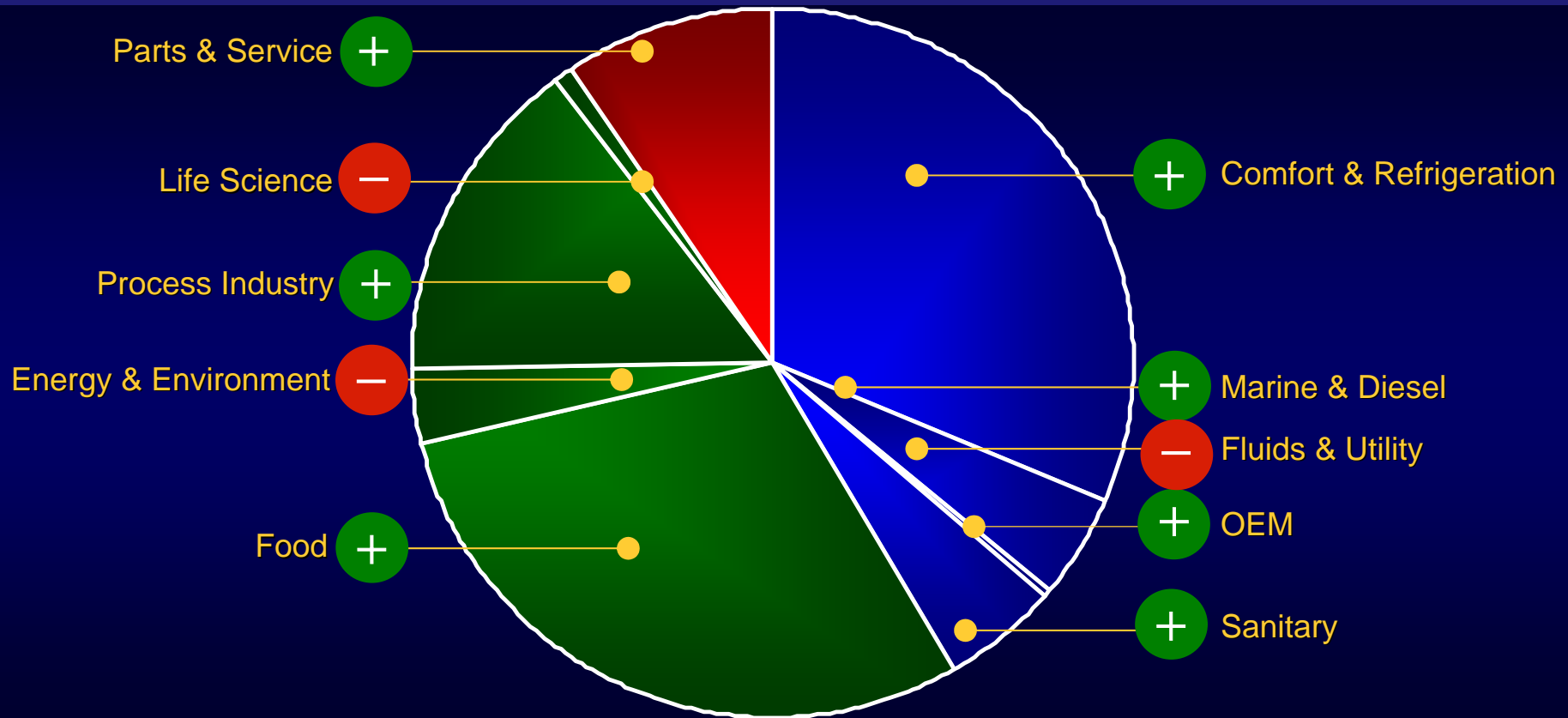
Orders received by Segment

Alfa Laval Group, January – December 2006, at constant rates



Orders received by Segment

Alfa Laval in Russia, January – December 2006, at constant rates



Regional sales network

11 regional offices



Unique production in Russia

Effective Operations

- Over 30,000 units produced up to date
- Modern technologies
- Top-equipped and a very efficient production site
- Extra-qualified personnel
- ISO 9001:2000
- All-Russia & CIS deliveries

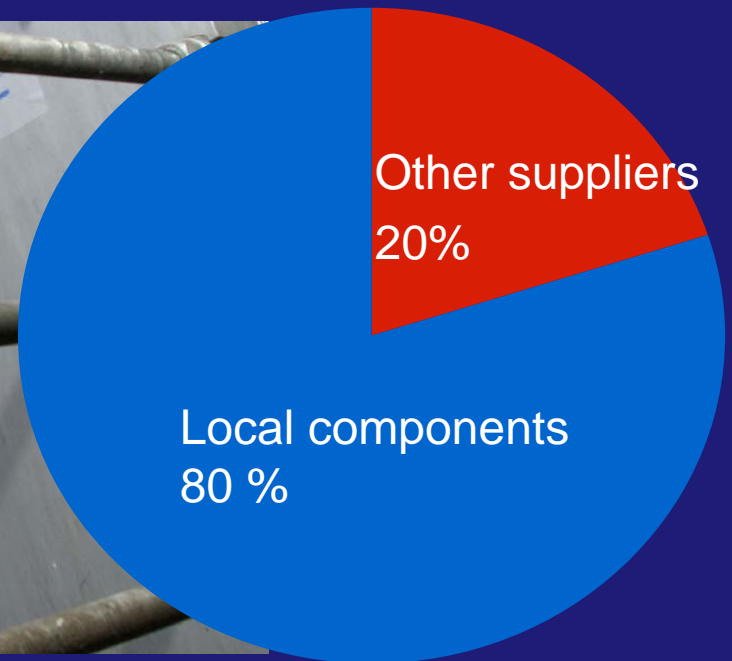


Delivery program

- Plate heat exchanger manufacturing
- Plate heat exchanger assembling
- Plates
- Gaskets
- Pressure plates
- Air products assembling

Native technologies

- In-line with the protectionist authorities policy
- Perfectly meet market demands
- Unique in Russia



Steps forward

Regional Sales Network expansion



Steps forward

Opening regional Assembling Units



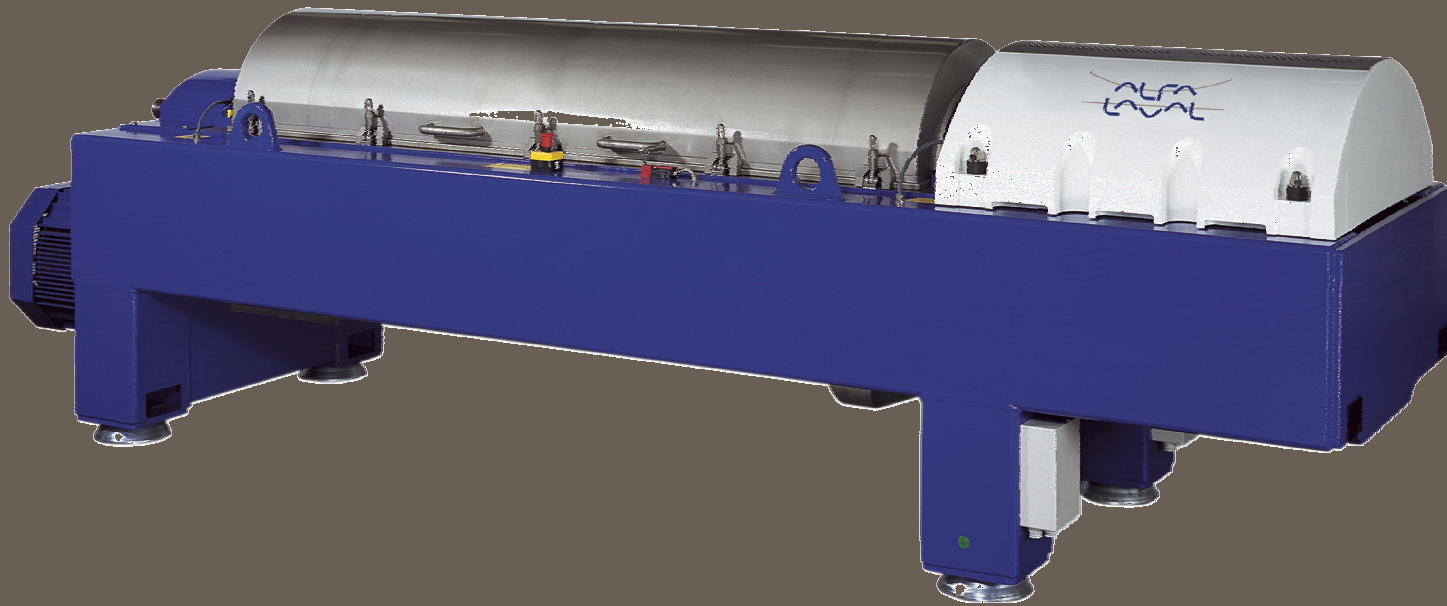
Steps forward

Assembling of new products

**Compabloc –
for refinery
applications**



Steps forward

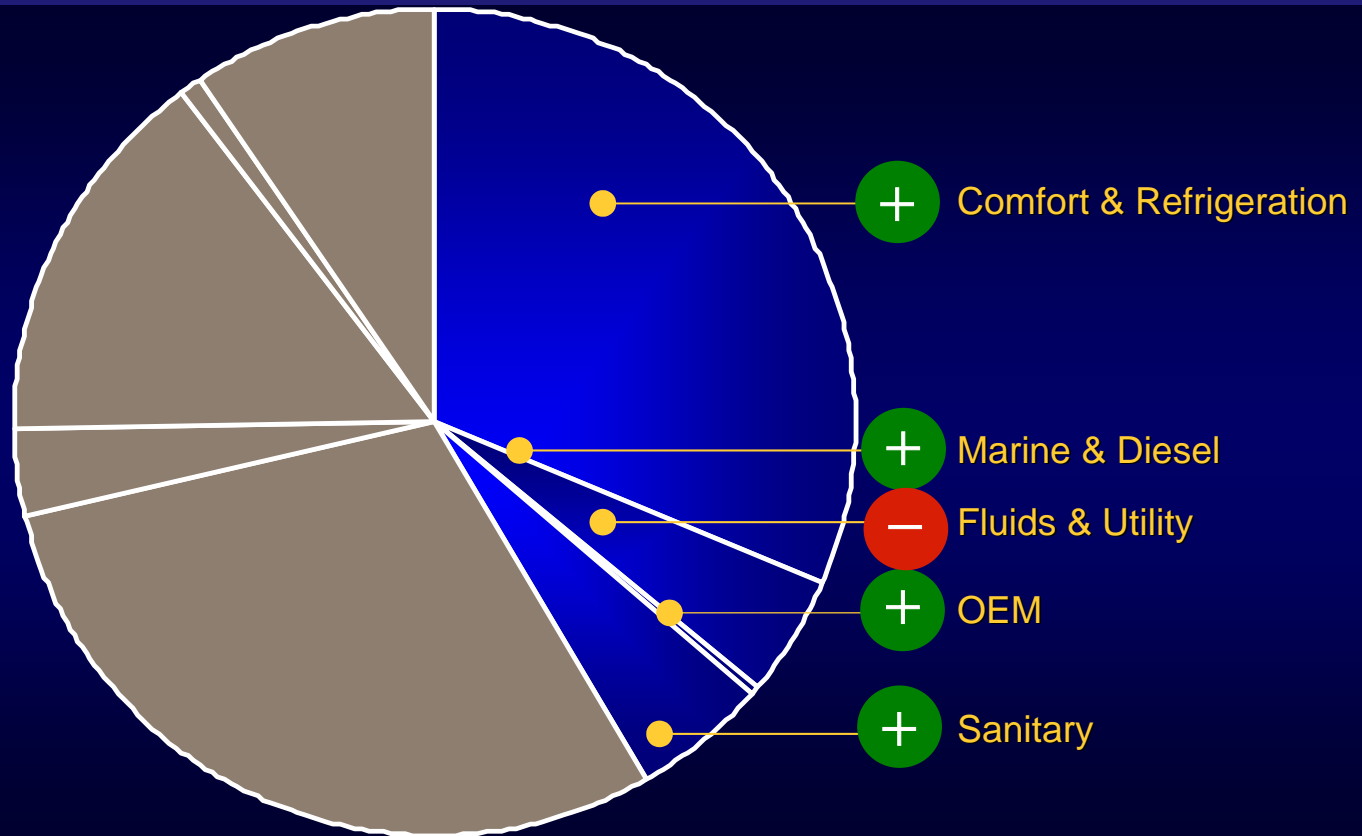


**Decanter based modules for oil production,
decanter reconditioning workshop**

The Equipment Division

Orders received by Segment

Alfa Laval in Russia, The Equipment Division
January – December 2006, at constant rates



Comfort

- Russia – biggest district heating country in the world
- 42 channels

Focus

- Presence in regions
- Alfa Laval Potok Assembling Units in regions
- Standard Heating Systems Solution



Refrigeration & Cooling

- Market leader in Commercial Refrigeration.
- Air Heat exchangers assembling

Focus

- New Channels
- Industrial Refrigeration/
Air Conditioning Cooling
Contractors



Marine & Diesel

- Very strong market position in Marine
- Diesel – in the beginning of its development

Focus

- New Marine Projects
- Russian Navy
- Diesel Market penetration



Sanitary

- Highly competitive market
- Demand for higher quality standards increasing

Focus

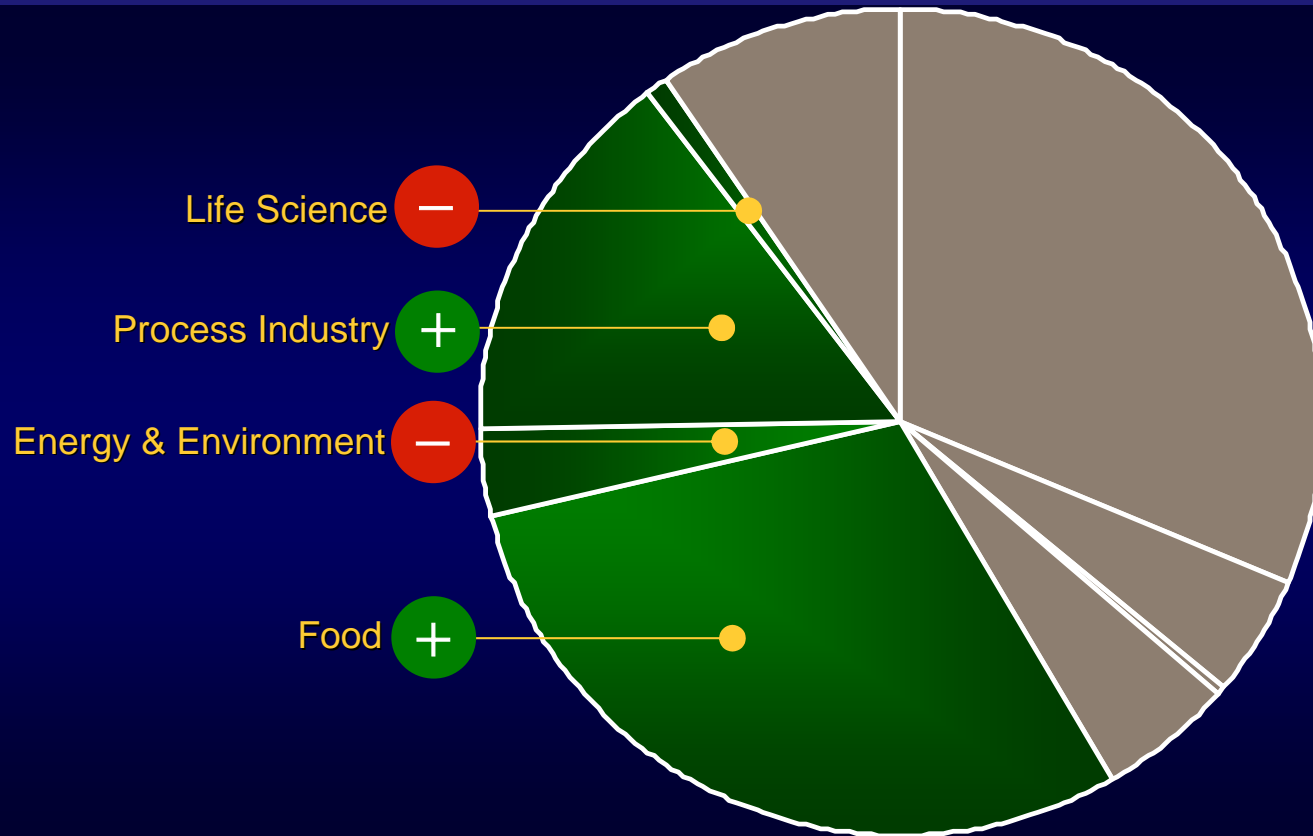
- Contractors Development
- New Channels
- End Users enlightenment



The Process Technology Division

Orders received by Segment

Alfa Laval in Russia, The Process Technology Division,
January – December 2006, at constant rates



Focus

- Large Industry – presence
- Selectivity
- Projects and component sales



Process Industry

Refinery

- Lukoil, Rosneft, Yukos etc.
- Growth from 1,400 to 9,000 EUR in 2 years
- 30 refineries



Process Industry

- Steel, Cu, Ni, Zn Industry
- Pulp & Paper



Food Industry

- **Brewery**
- **Vegetable Oil**
- **Viscous Food**
- **Fish and Meat**



Energy & Environment

- Oil & Gas

Gazprom, Lukoil...

- Power

Nuclear and Conventional

- Environmental

12 cities > 1mil.

22 cities 0,5 – 1 mil.

166 towns 0,1 – 0,5 mil.

889 towns < 0,1 mil.



Parts & Service

Parts & Service

Focus on

- **Customers Installed base knowledge**
- **Local presence**
- **Competence development**
- **Service leverage**
- **Decanter reconditioning**

Marine – Parts & Service

- Upgrading is booming – demand for Heavy Fuel Oil operation
- 100 separation systems sold in 2005-2006
- Presence development in Far East region



Comfort - Parts & Service

- Total Alfa Laval installed base more than 30,000 units
- There are 32 authorized service partners in main cities
- Promotion of Value Added Service concept
- Focus on AllBrands business



Food – Parts & Service

- Focused areas are Brewery & Vegetable Oil
- Steady upcoming market
- Value Added Service
Brewery development



Oil & Gas – Parts & Service

- Large installed base
- High potential market



Parts & Service

Service as business

- Service network expansion
- Start up local decanter reconditioning workshop
- Continuous competence improvement of customer's processes
- Performance Agreement promotion

