



ALFA  
LAW

The image features the words "ALFA" and "LAW" in a stylized, white, sans-serif font. The letters are composed of thick, rounded strokes. The text is centered on a dark blue background. A thin white horizontal line runs across the middle of the image, passing behind the letters. Two additional white lines, one above and one below the horizontal line, curve upwards at the ends, framing the text.

# Alfa Laval and energy efficiency

Evli Bank in Stockholm,  
February 14, 2008

Mr. Lars Renström  
President and CEO  
Alfa Laval Group

# A well positioned company

- Energy, Environment, Food.
- 45 – 50 % of sales in emerging markets.
- No 1 globally in all technologies.

# Key figures

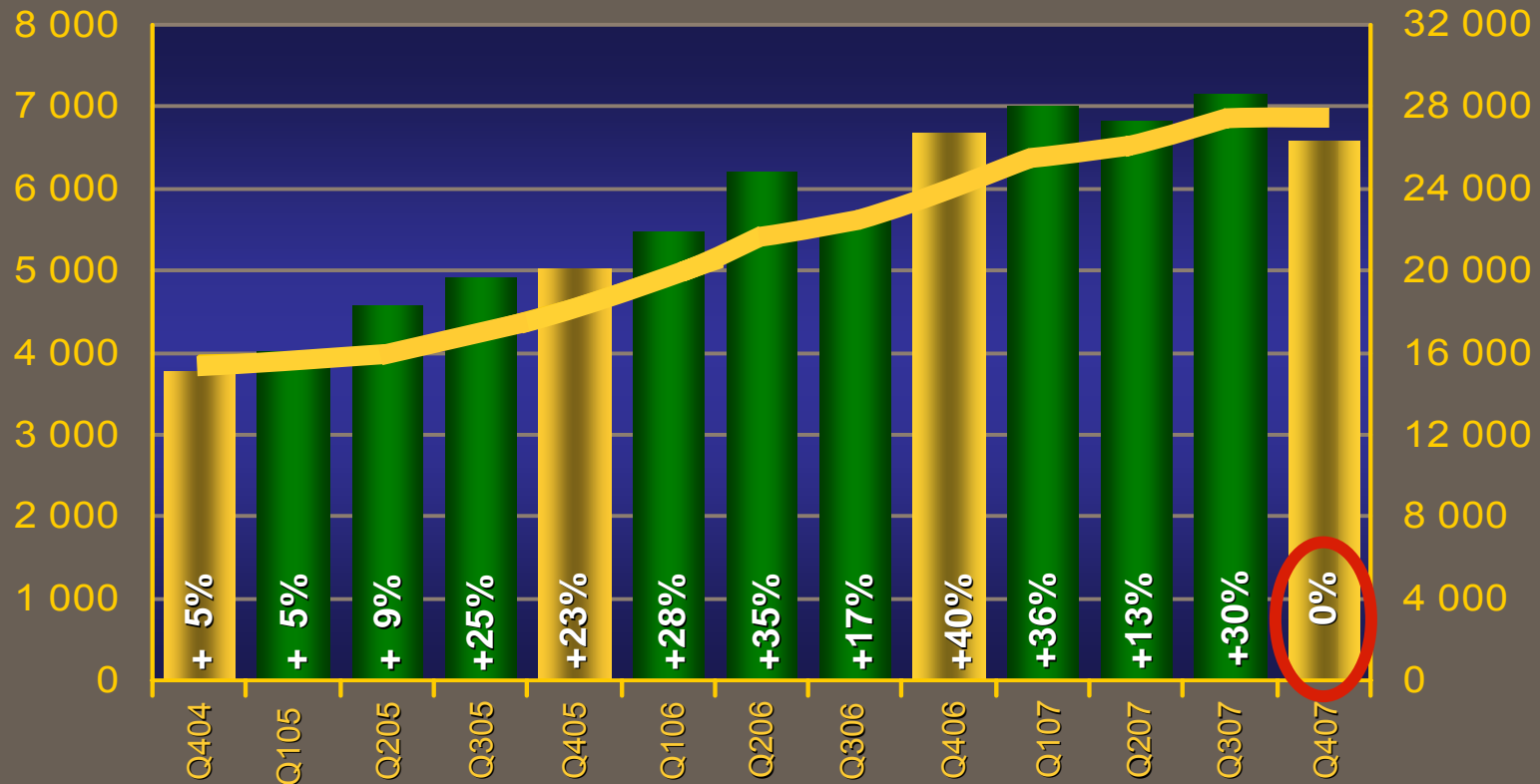
January – December 2007




- Orders received up 18% to SEK 27,553 million.
- Net sales up 29% to SEK 24,849 million.
- Adjusted EBITA up 65% to SEK 4,980 million.
  - *Negative currency effect SEK 254 million.*

# Orders received

SEK million

SEK million R 12



 = rolling twelve months value  
  = order intake per quarter

+xx% = % development at constant rates by quarter year on year

# Orders received



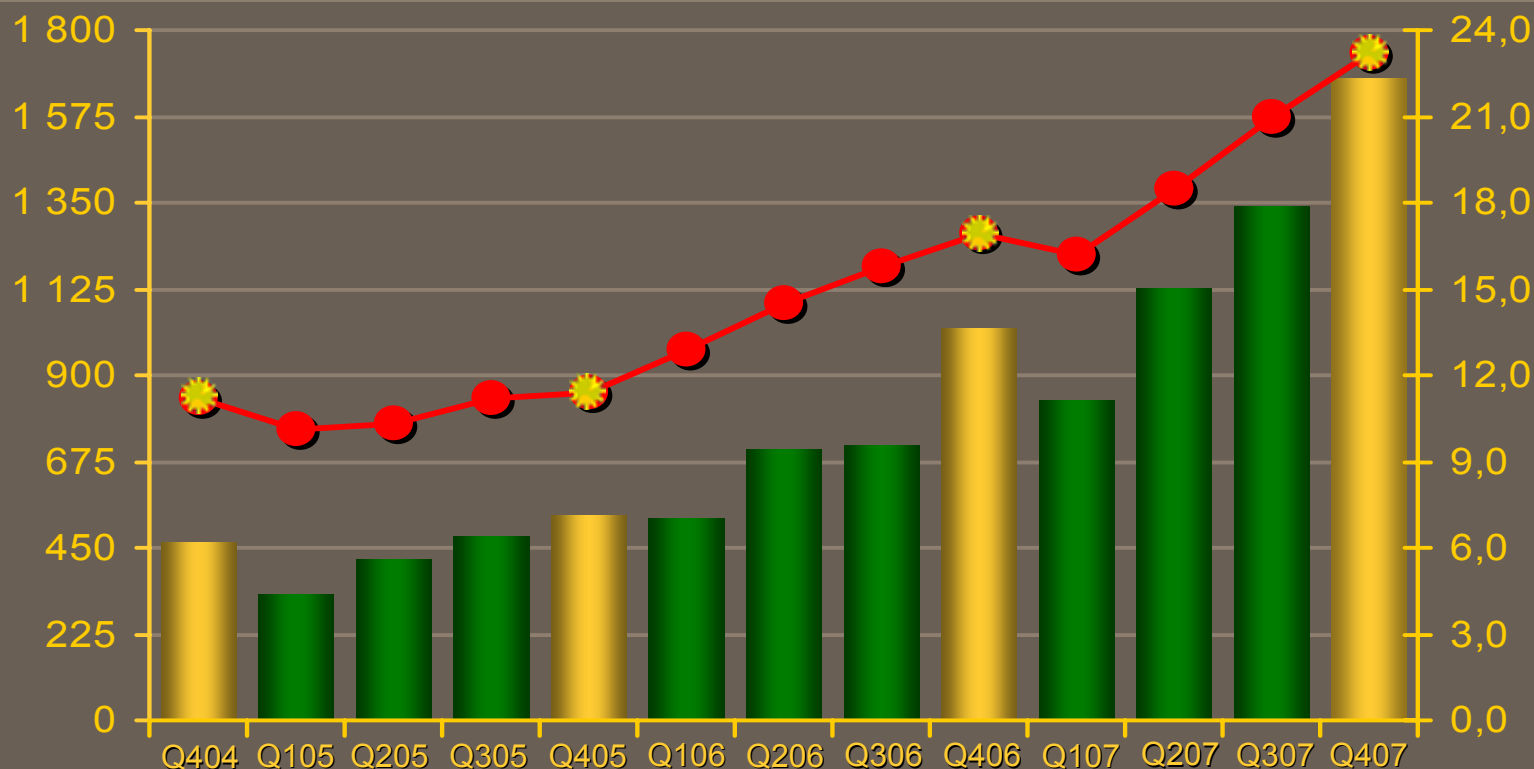
■ All Other Orders

■ HeatPumps, Ethanol & BioDiesel

■ Large Orders > 5 MEUR

# Adjusted EBITA / margin \*

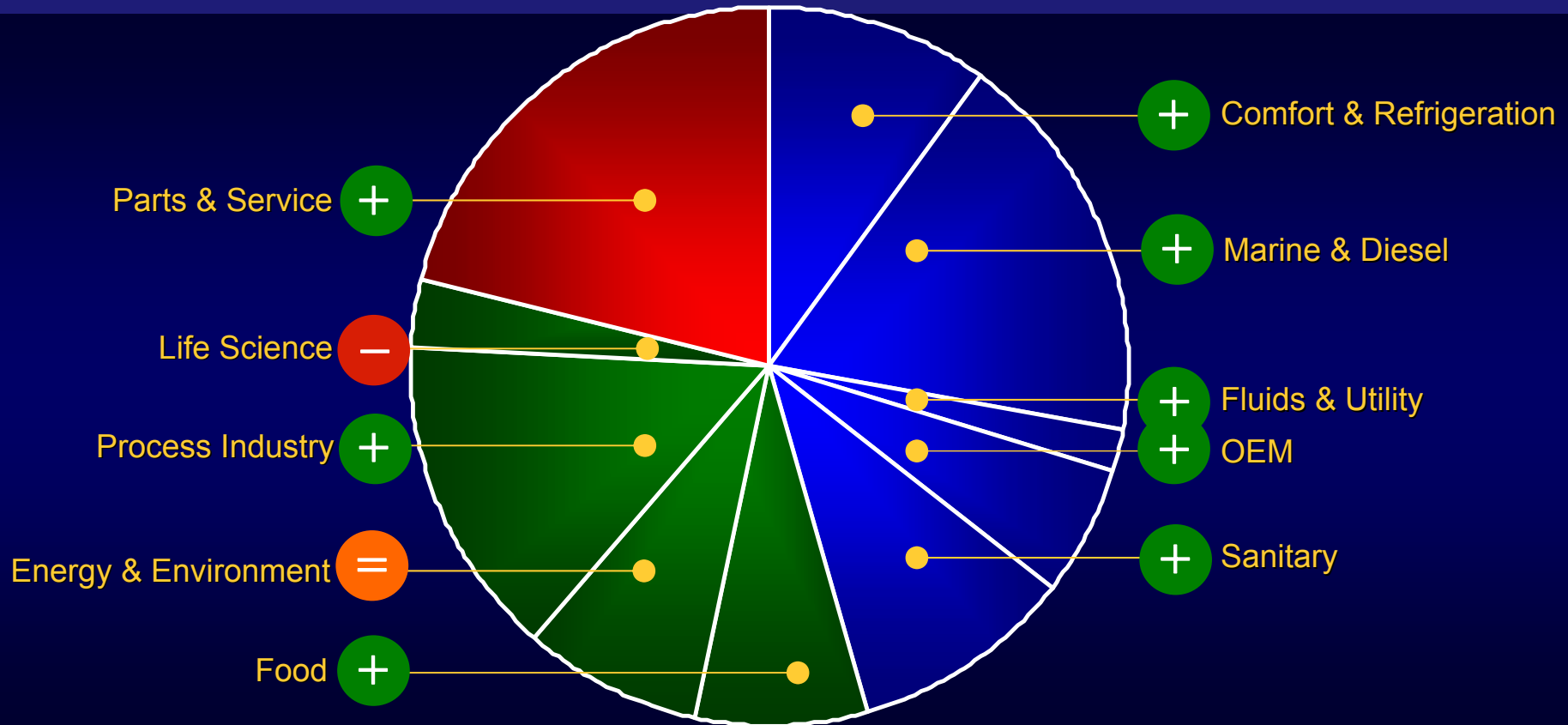
SEK million and in percent of sales



\* Adjusted EBITA – "Earnings before interests, taxes, amortization of goodwill and step up values and comparison distortion items."

# Orders received by Segment

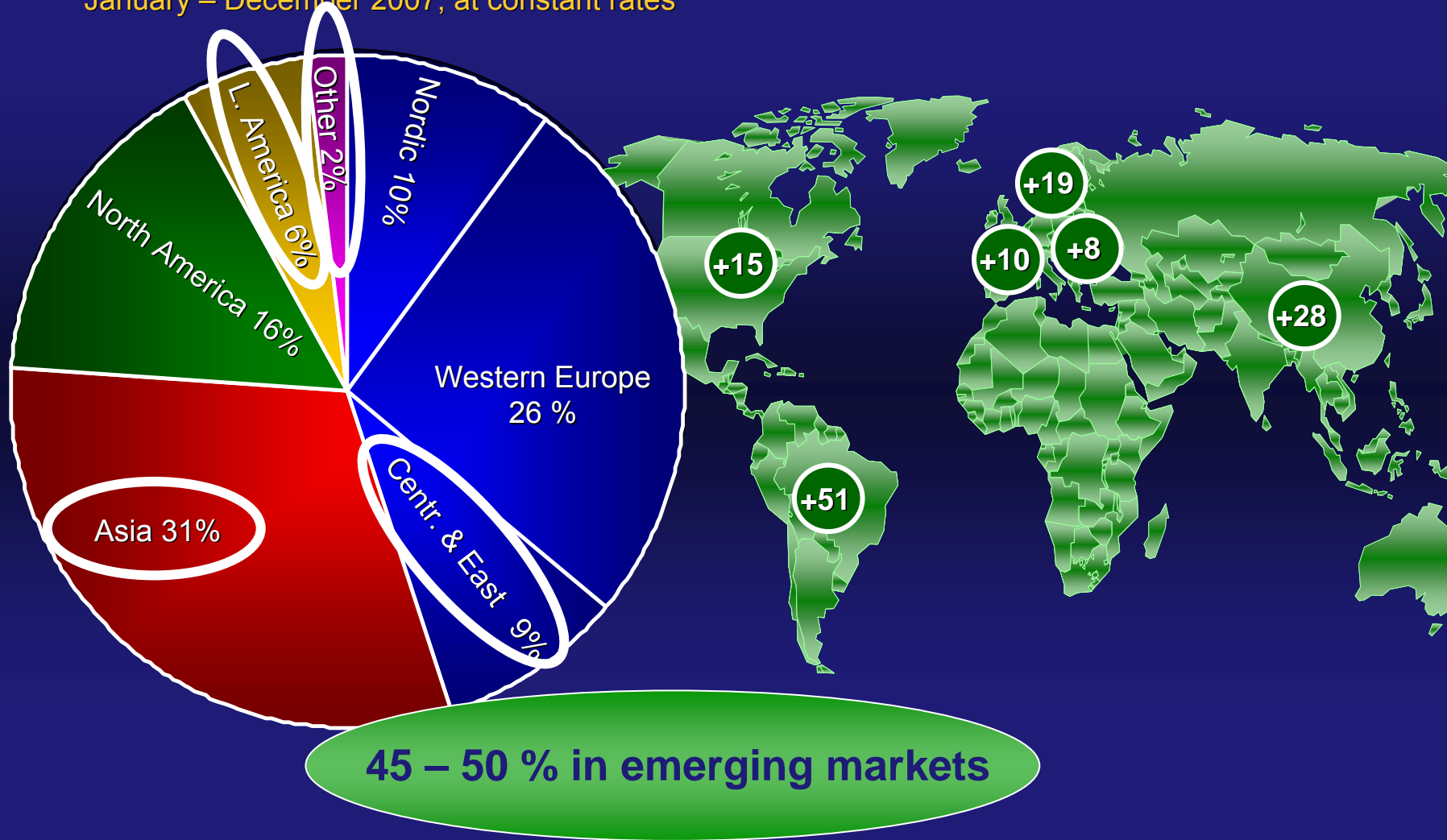
January – December 2007, at constant rates





# Orders received by Region

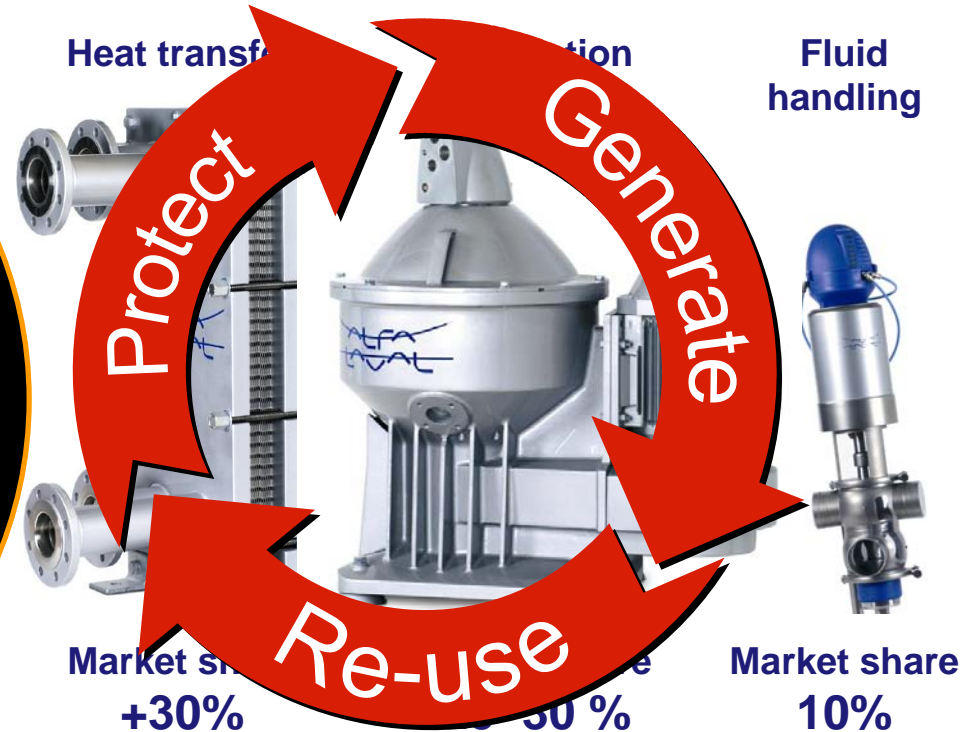
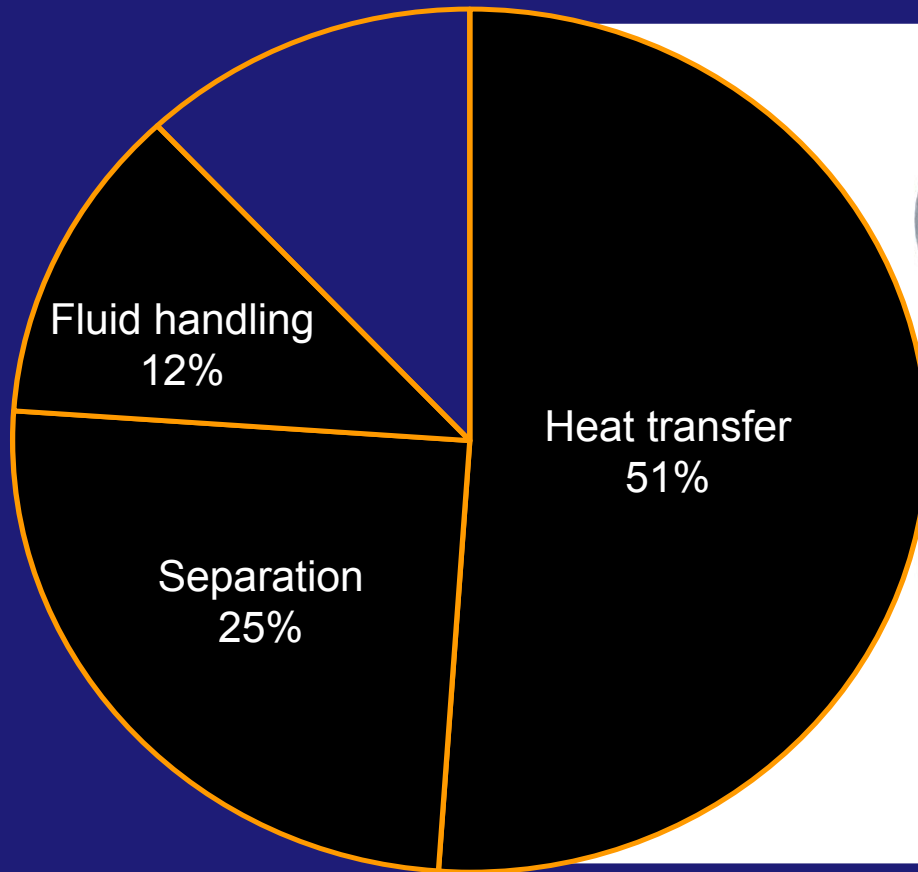
January – December 2007, at constant rates



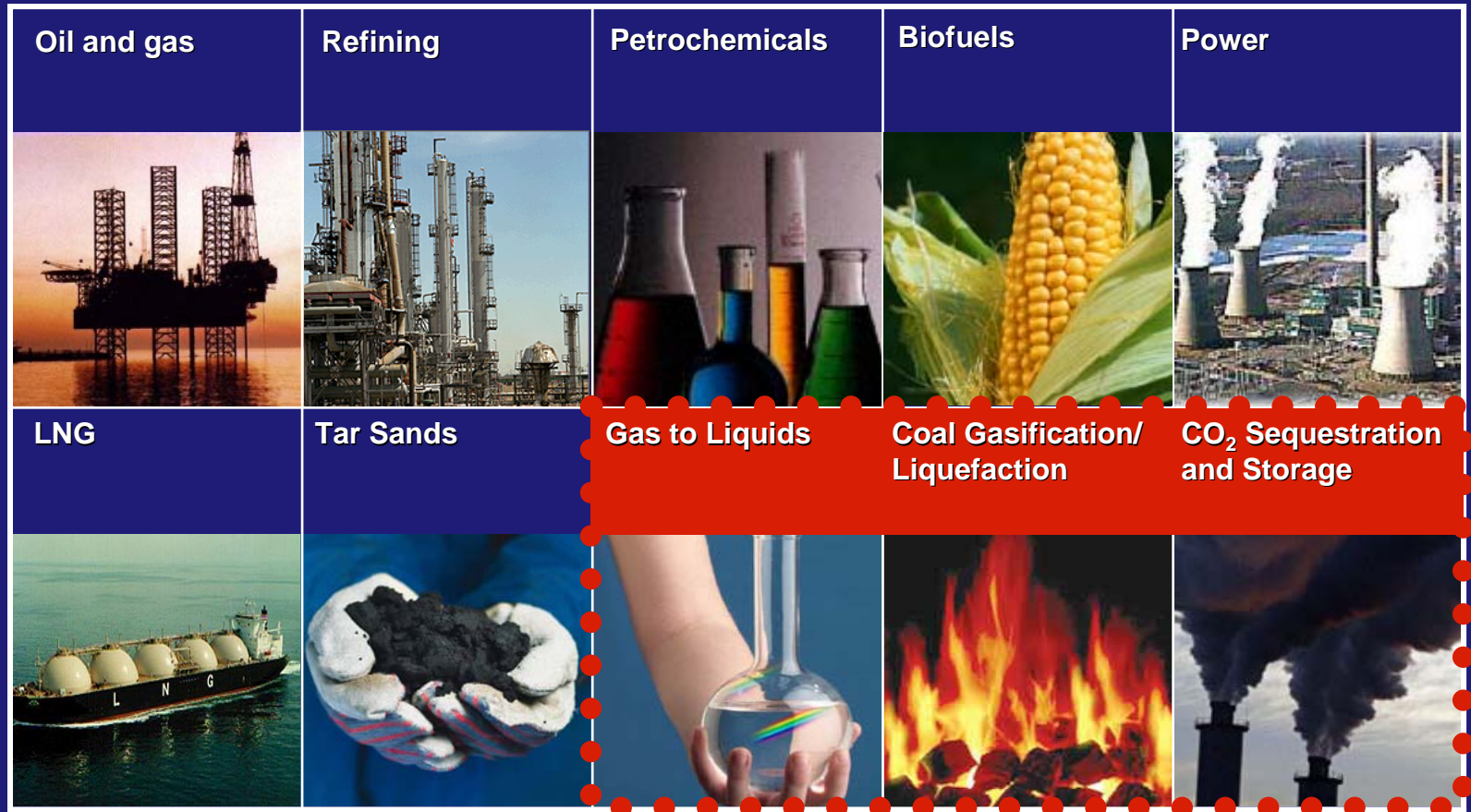
# Outlook for the near future

“Alfa Laval expects the demand to remain on the current high level.”

# Clean technologies – by nature



# Opportunities in many energy areas



- District heating/district cooling
- HVAC (heating/ventilation/  
air-conditioning)

- Heat pumps
- Refrigeration



# Outstanding offer to refineries



# Savings - refineries



- \* Energy savings – average 30,000 tones of CO<sub>2</sub> per installation per year – equals to the annual emissions from 10,500 family cars\*
- \* Investment savings - smaller boiler

And also:

- \* Installation savings – smaller footprint
- \* Service savings – less cleaning

\*} Source Lund University and Alfa Laval



# Savings – general level



- \* 5,000 Compabloc's for energy recovery
- \* 12 M tons of CO<sub>2</sub> reduction per year, which equals the emissions from all family cars (about 4.2 million) in Sweden during a year\*
- \* About 0.04 % of total CO<sub>2</sub> worldwide savings

\*} Source Lund University and Alfa Laval

# Attractive customer pay-back

- Refinery in Switzerland



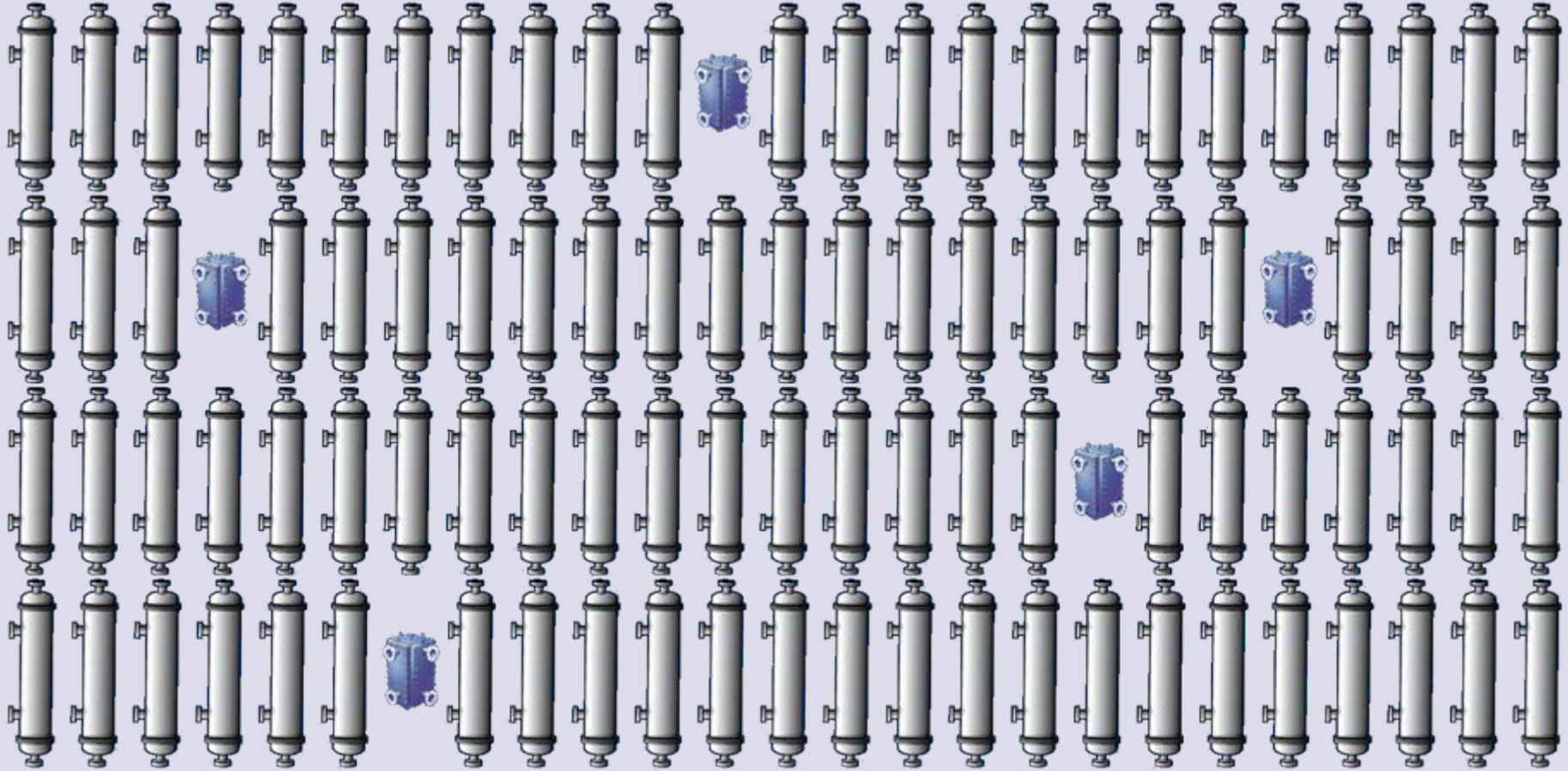
✱ Energy Savings:  
32 MSEK/year

✱ CO<sub>2</sub> Savings:  
8.3 MSEK/year

✱ Payback:  
5 months



# Huge market potential



# Our future welded products



Pressure

40 bar

future

**Triple R&D activities**

Alfa Laval  
Compact Heat  
Exchangers

400 °C

Temperature

Reduce emissions further through

\* Higher temperatures

\* Higher pressures

# Water usage in Industry

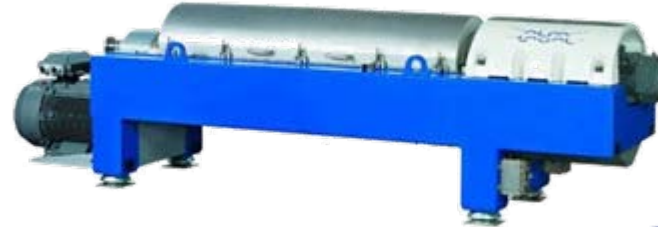




# Deck drain water treatment



Decanter centrifuges for removal of solids from deck drains



Separator module for removal of oil and fine solids from deck drains



[www.alfalaval.com](http://www.alfalaval.com)