

ALFA
LAW



Equipment Division

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Equipment Division DNA

Installed base of valves = **2 600 000** *units...*

...60 000 air coolers installed annually...

...17 million households with Alfa Laval boiler or heat pump installed...

...~5 million fittings delivered annually...

...~2 million BHEs delivered annually...

...more than **5 000** separators delivered annually...

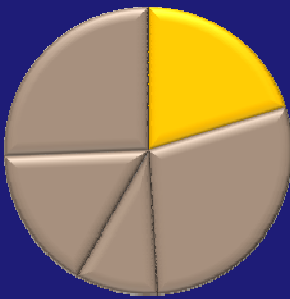
The business models inside EQD



Sanitary Equipment

Mainly fluid handling

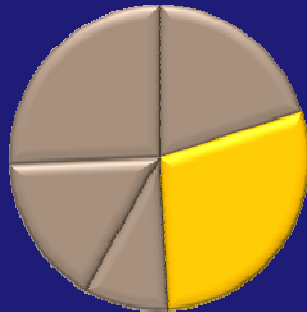
Focus on **Distribution**



Industrial Equipment

Mainly heat exchangers

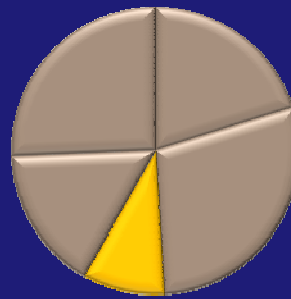
Focus on **Distribution**



OEM Equipment

Only heat exchangers

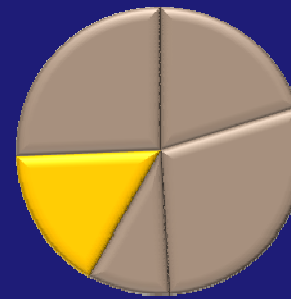
Focus on **Key Accounts**



Marine & Diesel

All products

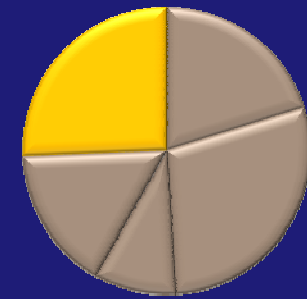
Focus on **Key Accounts**



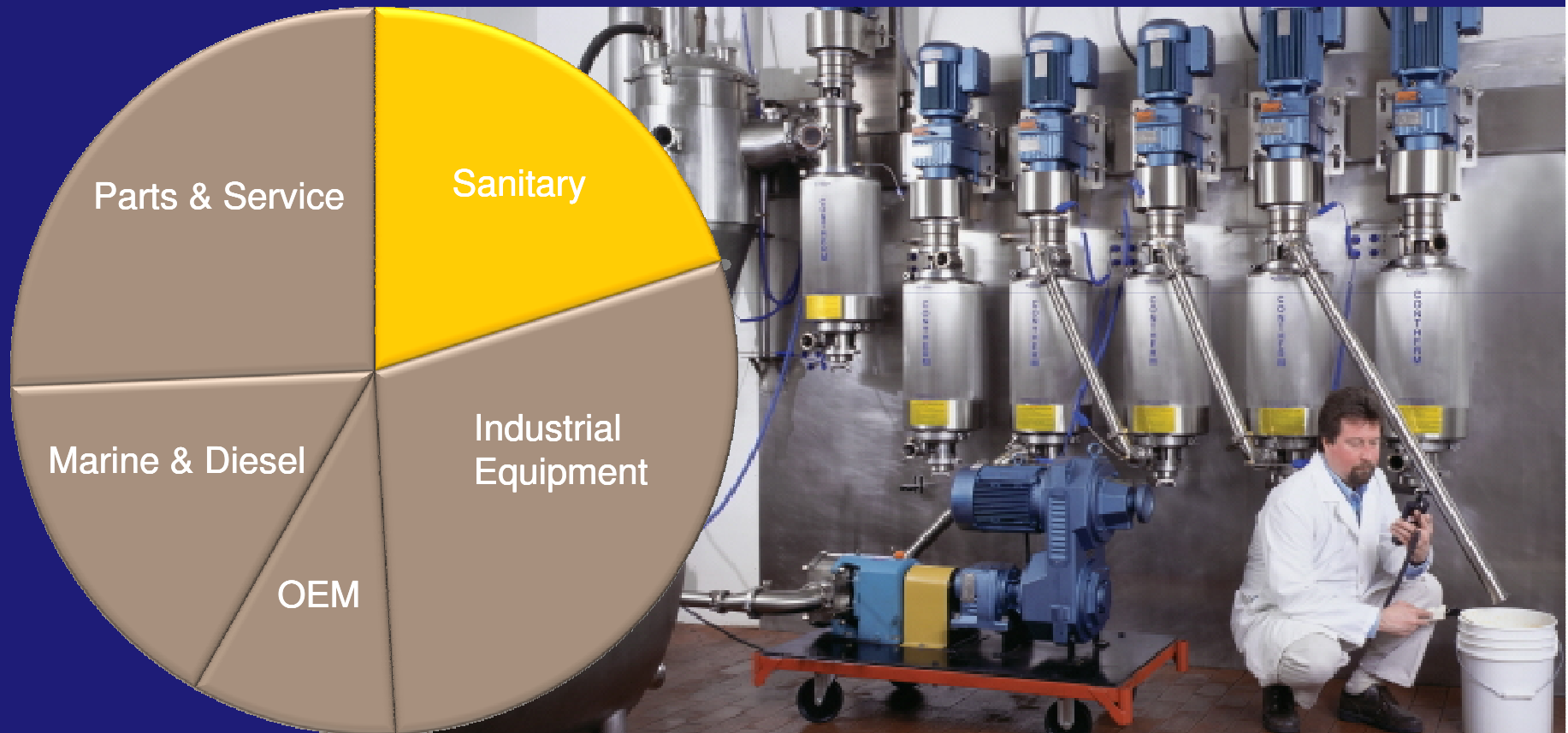
Equipment P&S

All products

Focus on **End-users & Service partners**



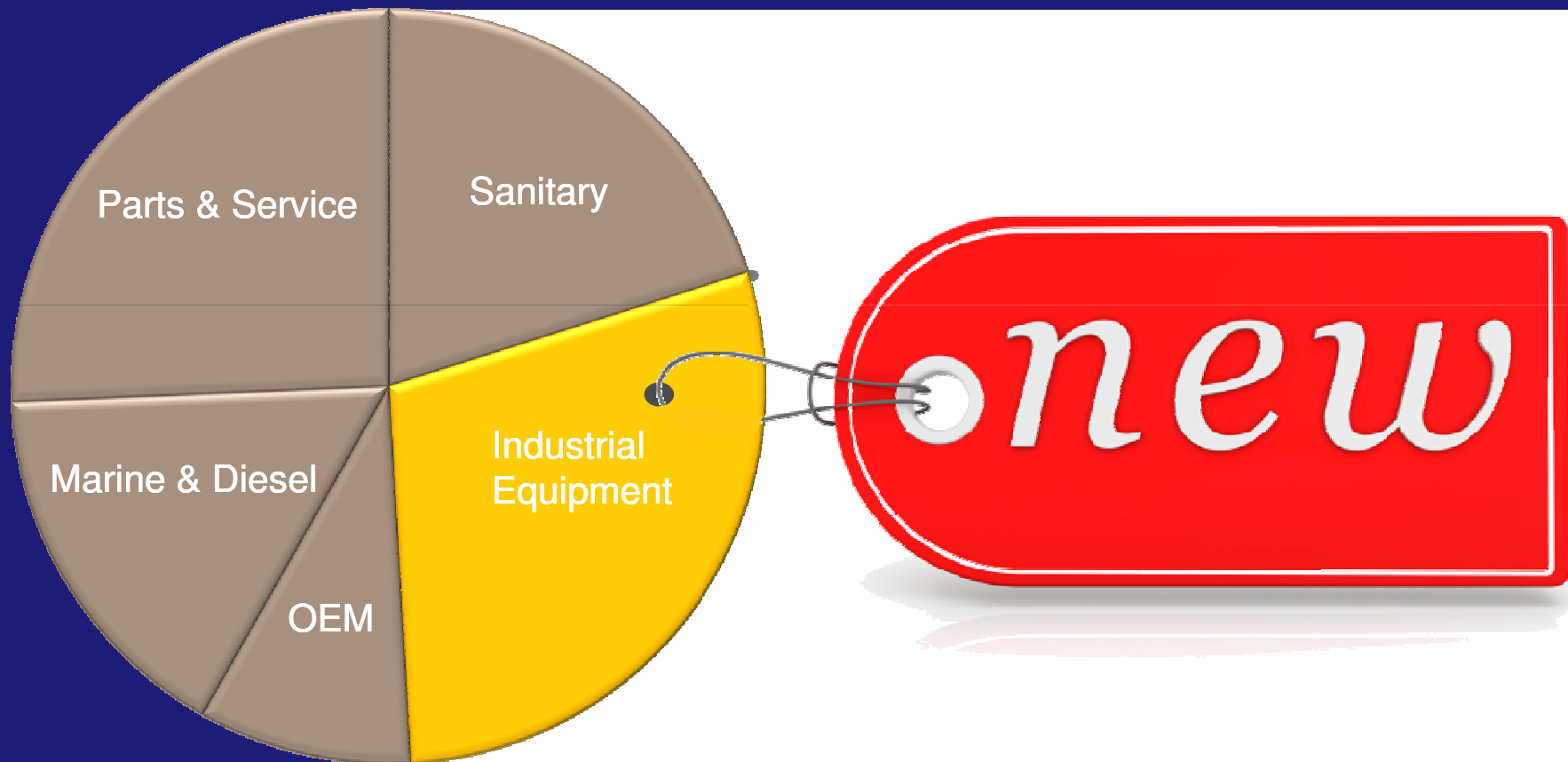
Focus on customer segments



Orders received January – September 2010

www.alfalaval.com

Focus on customer segments



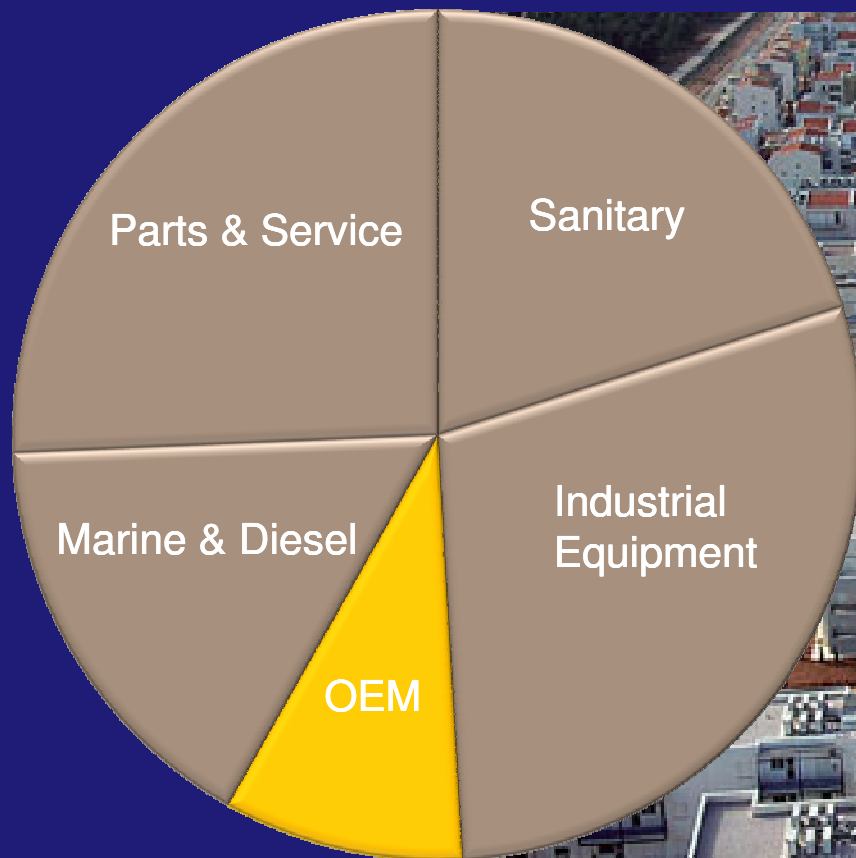
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Industrial Equipment



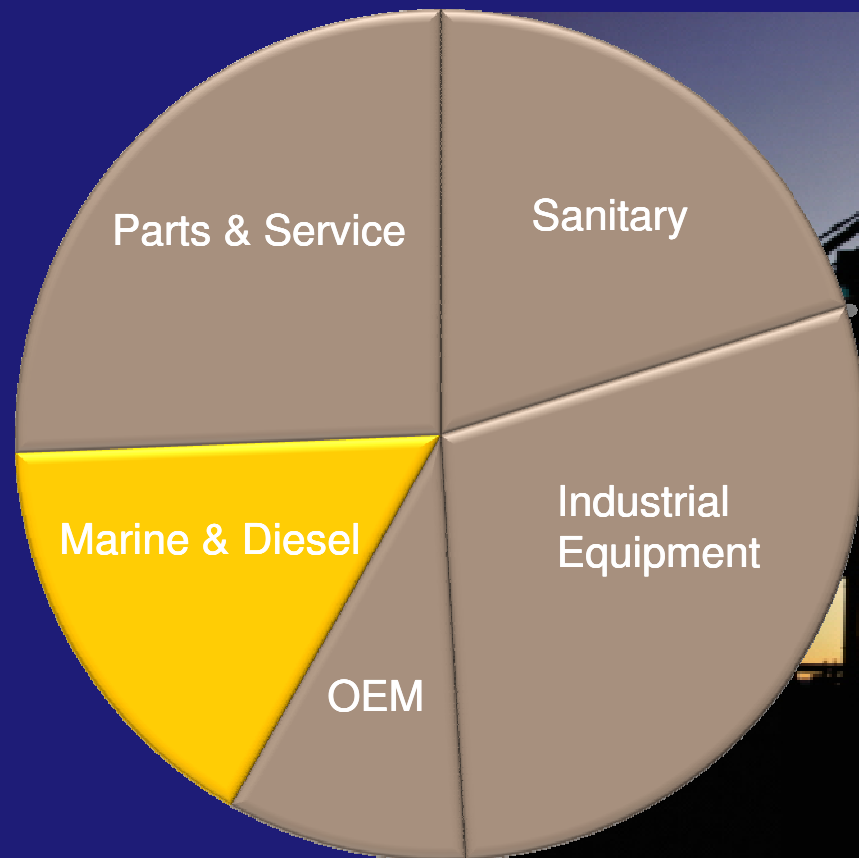
Focus on customer segments



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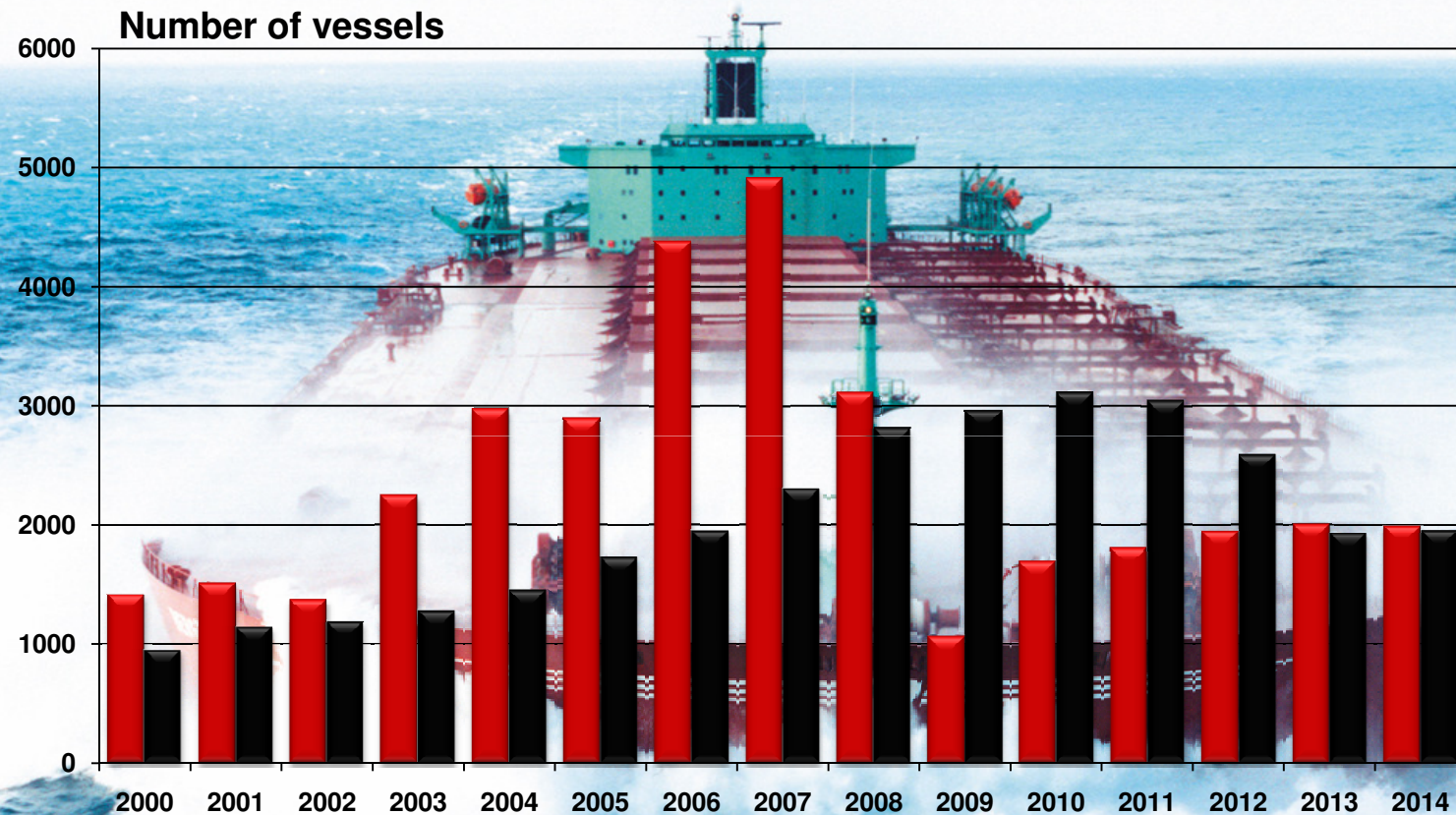
Focus on customer segments



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According to SAI

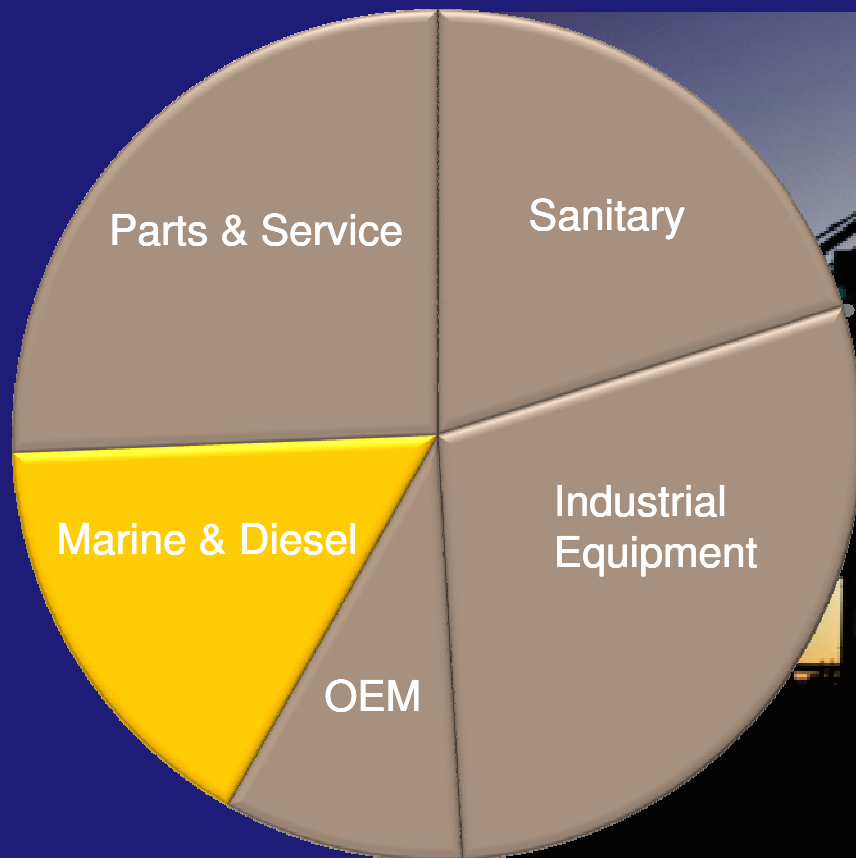


FC No of ships contracted



FC No of ships delivered

Focus on customer segments



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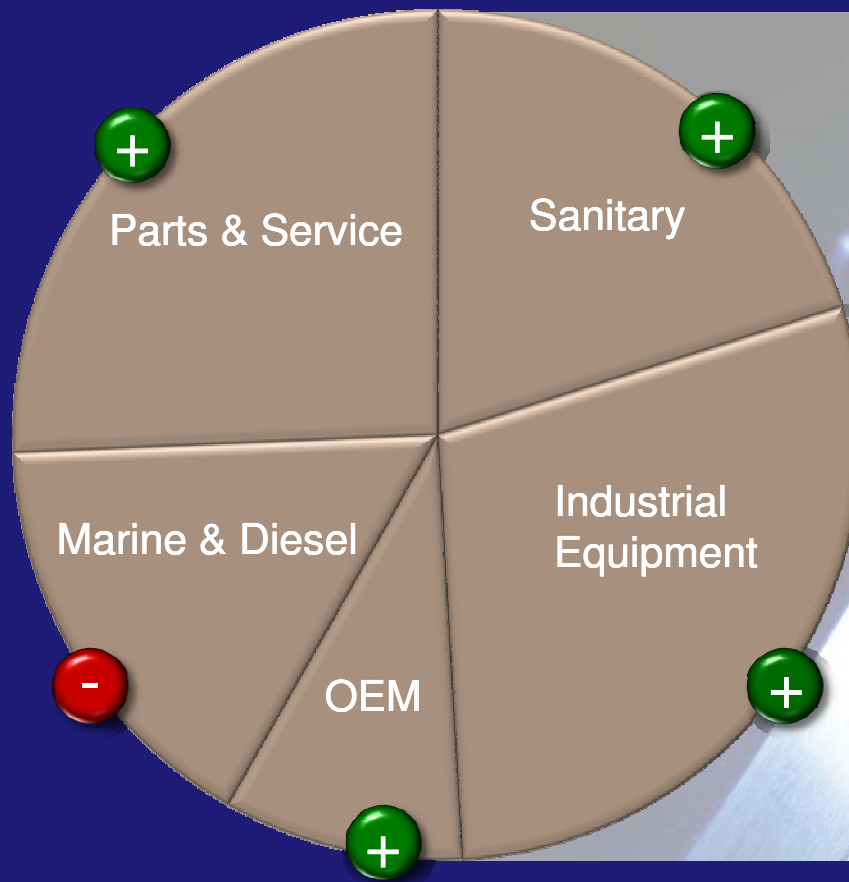
Focus on customer segments



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Focus on customer segments



Equipment division

- * New segment structure gives improved market and product focus
- * Higher portion of new products in our orderintake
- * Structural growth opportunities; BRIC countries and application development

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