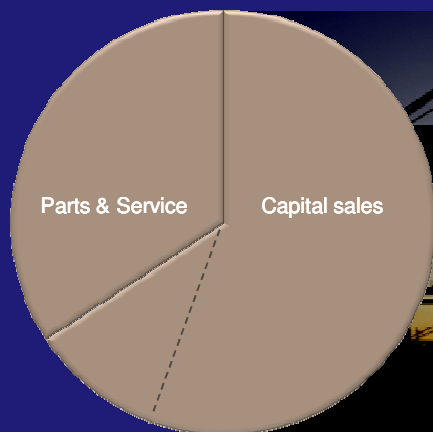


Marine & Diesel
Division

Peter Leifland
Executive Vice President
Alfa Laval Group

A dark blue rectangular slide with a white line forming a frame around the text. The Alfa Laval logo is in the top right corner. The text 'Marine & Diesel Division' is in the center, and 'Peter Leifland Executive Vice President Alfa Laval Group' is in the bottom right.

The new business division



Marine & Diesel Division

To offer standard equipment and systems to support Marine & Diesel customers optimize their processes, save energy and reduce emissions

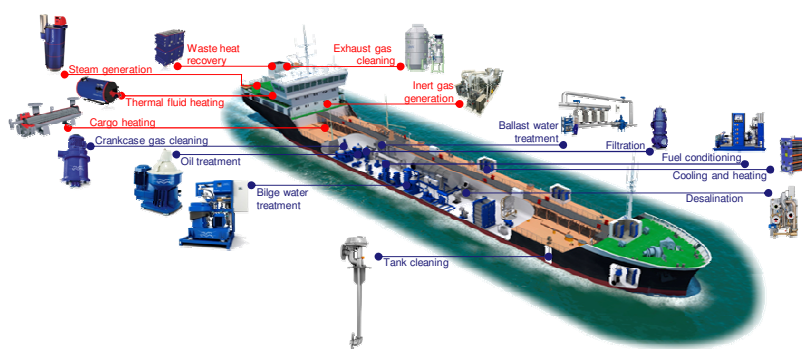
Products and competence our competitive edge.

Orders received January – September 2011
SEK 5,873 million*

*) Pro-forma

www.alfalaval.com

Alfa Laval on Marine ships



www.alfalaval.com

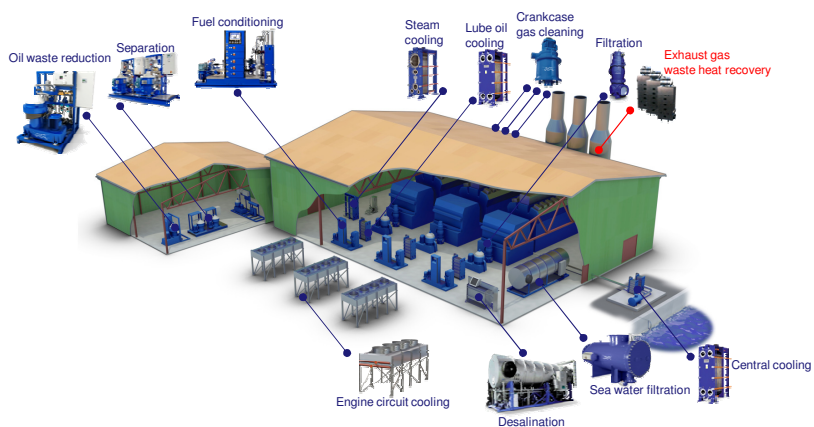
Order value opportunity



- * The order value opportunity for tankers, gas carriers and containers are between SEK 5 – 25 million.
- * For bulkers the order opportunity is between SEK 3-10 million.

www.alfalaval.com

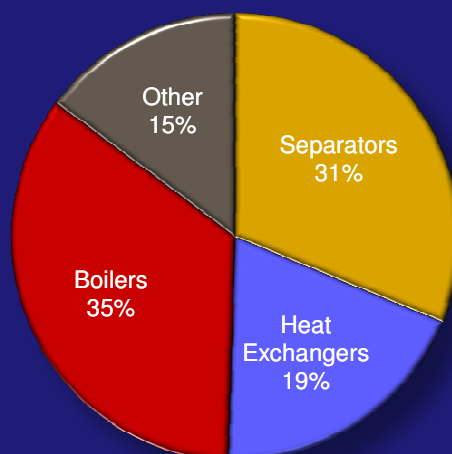
Alfa Laval on Diesel Power station



www.alfalaval.com

Orders Received

Products – Marine & Diesel Division – Jan-Sep 2011*

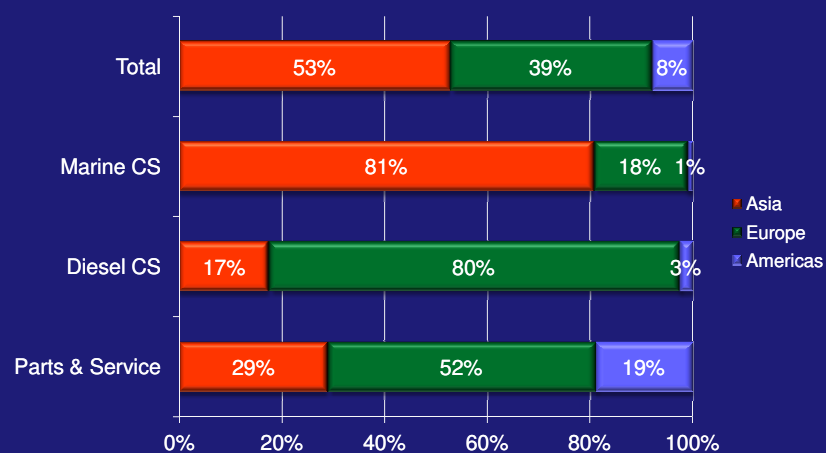


*) Pro-forma

www.alfalaval.com

Orders received

Regions – Marine & Diesel Division – Jan-Sep 2011*



*) Pro-forma

www.alfalaval.com

Volume development

Capital Sales – Marine & Diesel Division, R 12*



*) Including Aalborg Industries history

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Marine & Diesel Division

Key figures, pro-forma 9 months

Orders received	5,873
Order backlog	5,900
Net invoicing	6,007
Operat. income / EBIT*	1,280
- In % of sales	21.3

*) After step-up amortization, but excluding integration cost Aalborg SEK 80 M

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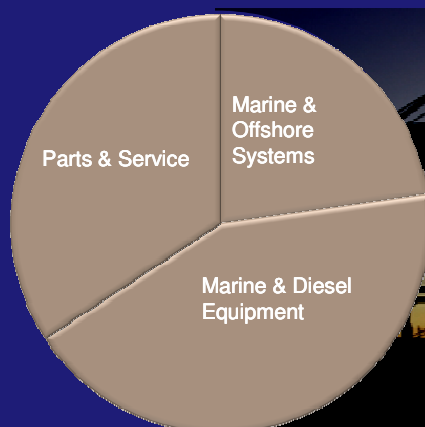
Synergies Aalborg integration



- * 100 MSEK equal to 3 % of acquired Aalborg invoicing as running rate Q4 2013
- * Cost reduction account for 50% mainly in purchasing and manufacturing
- * Sales synergies account for 50% mainly with increased presence and better customer penetration

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Focus on customer segments



Marine & Diesel Division

Marine & Offshore Systems offers the Alfa Laval Aalborg capital product range of boilers, inert gas systems, waste heat recovery units and floating production systems to marine and offshore customers.

Marine & Diesel Equipment offers the Alfa Laval capital product range and the Alfa Laval Aalborg waste heat recovery units to diesel customers.

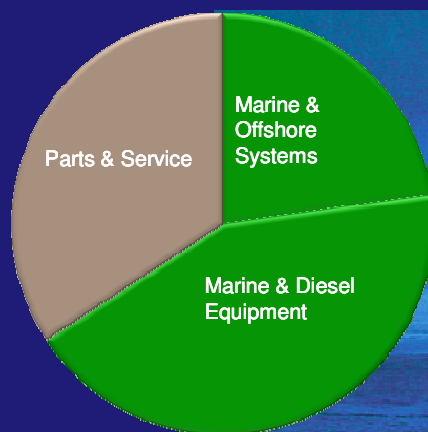
Parts & Service offers spare parts, service and repairs.

Orders received January – September 2011
SEK 5,873 million*

*) Pro-forma

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Focus on customer segments



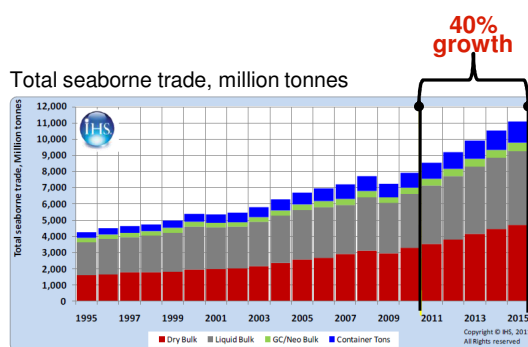
Orders received January – September 2011
SEK 5,873 million*

*) Pro-forma

www.alfalaval.com

Seaborne trade growing

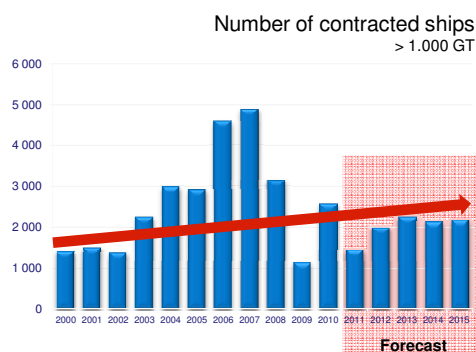
- Long term market growth



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Number of contracted ships

- Long term market growth



Source : SAI

www.alfalaval.com

Environmental legislations

- Trends

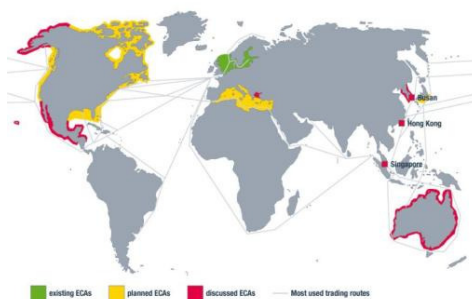
More legislation



INTERNATIONAL
MARITIME
ORGANIZATION



...and higher demands

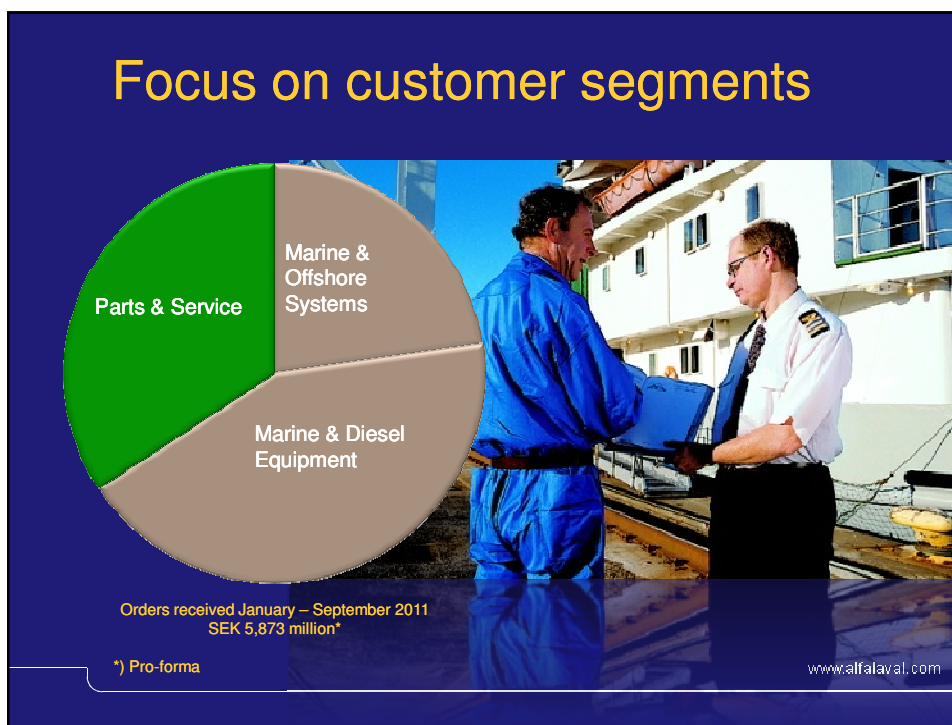


www.alfalaval.com

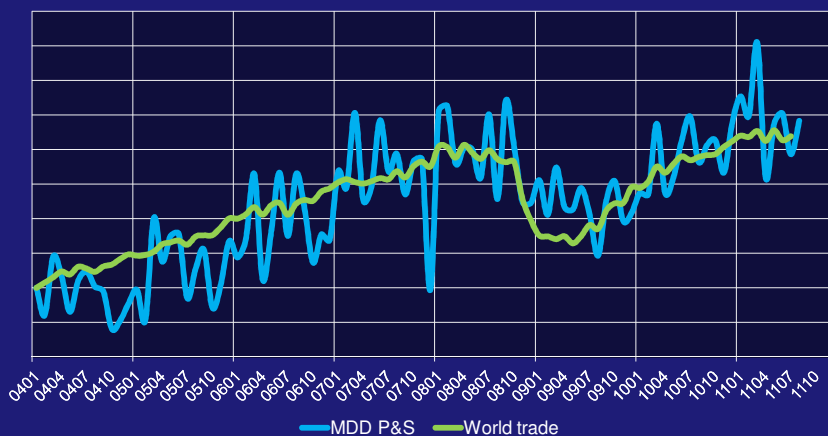
Marine legislations



Focus on customer segments



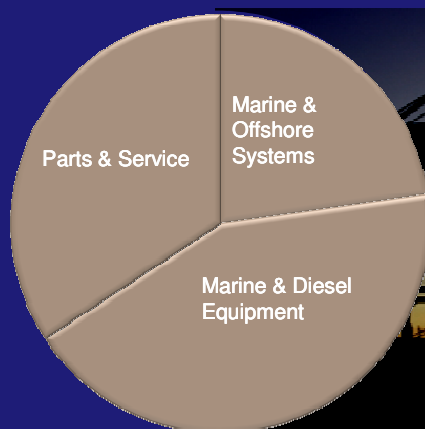
Parts & Service vs. world trade



Source: www.cpb.nl

www.alfalaval.com

Focus on customer segments



Marine & Diesel Division

- * Broad assortment of products with strong market positions.
- * Net invoicing and result less volatile than order intake over a business cycle.
- * Growth of seaborne trade and environmental applications forms a solid base for future growth opportunities.

Orders received January – September 2011
SEK 5,873 million*

*) Pro-forma

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