

Alfa Laval's position

No. 1 in all its product areas

An unparalleled
global
presence

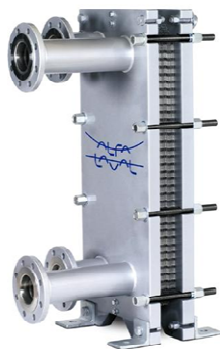


3-4% acquired
growth p.a.

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We have three key technologies

- with leading, global positions



More than 30% of the world market



25-30% of the world market



10-12% of the world market

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We serve most industries

Biofuels
Biotech and pharmaceutical
Chemicals
Engine and transport
Fluid power
Food and beverages
HVAC
Industrial fermentation
Latex
Machinery
Marine and diesel



Metal working
Mining and mineral processing
Oil and gas
Oil refinery
Power
Pulp and paper
Refrigeration and air-conditioning
Semiconductor systems
Steel and coke oven gas
Sugar
Wastewater treatment

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A global exposure

Q1 order intake



Fast-growing regions = 49%

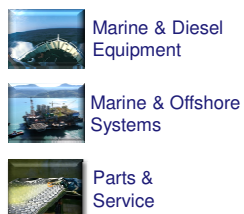
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Customer-oriented organization

Equipment



Marine & Diesel

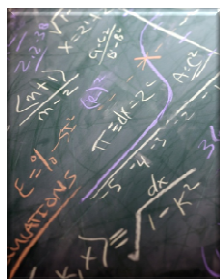


Process Technology

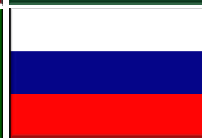


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Long-term focus areas



R&D



**Investments in
BRIC**

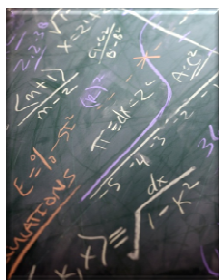


**Structural
changes**

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Long-term focus areas

R&D



- * Development of new products as well as improvements to existing
- * 35-40 products launched/year
- * More than 400 patents
- * The key to profitable growth
- * Last year we invested SEK 648 mln in R&D (2.3% of sales)

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Long-term focus areas

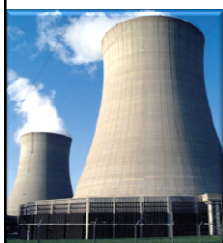
Investments in BRIC



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Long-term focus areas

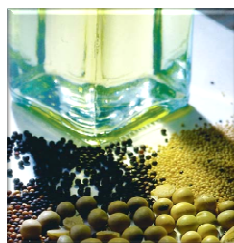
Structural changes



Energy



Environment



Improved living standards



Globalization

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Financial targets

- * **Average annual growth of at least 8% over an economic cycle**
 - Goal fulfillment in 2011: 23.7%
- * **Operating margin of 15% over an economic cycle**
 - Goal fulfillment in 2011: 18.5%
- * **ROCE of at least 25%**
 - Goal fulfillment in 2011: 31.3%



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ALFA
LAVAL

Latest numbers

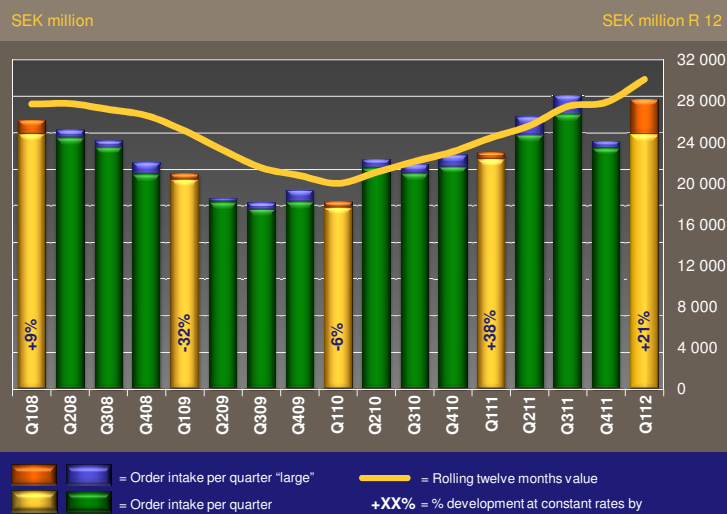
Key figures

January – March 2012

- * Orders received rose 22% to SEK 7,895 million.
- * Net sales increased 16% to SEK 6,831 million.
- * Adjusted EBITA declined 1% to SEK 1,128 million.
- * Adjusted EBITA margin 16.5% vs 19.2%
 - Negative currency effect SEK 25 million.

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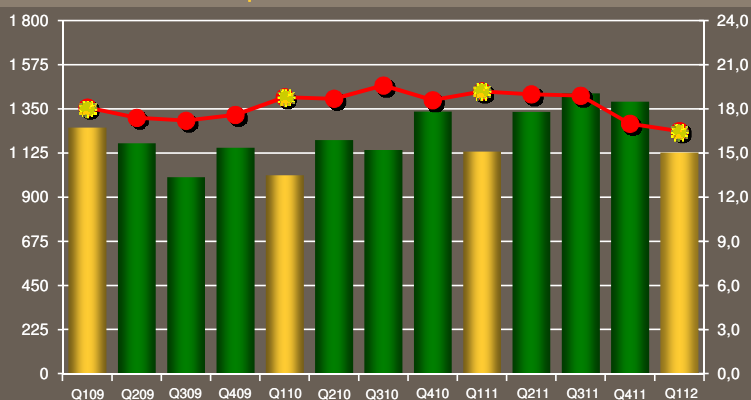
Orders received



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Adjusted EBITA / margin*

SEK millions and in percent of sales

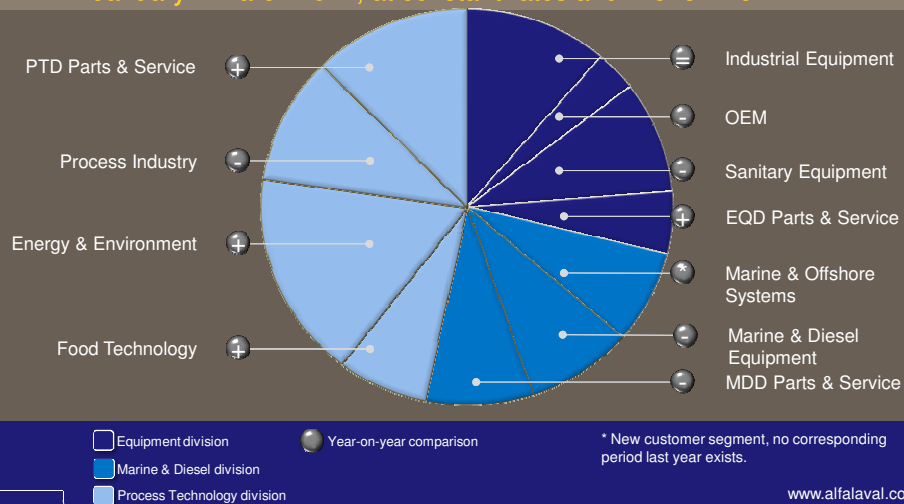


* Adjusted EBITA – "Earnings before interests, taxes, amortization of goodwill and step up values and comparison distortion items."

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Orders received by customer segment

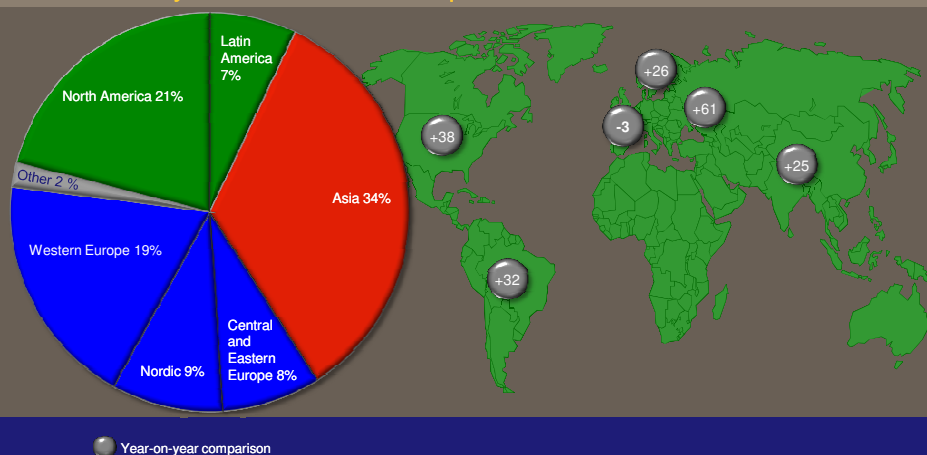
January – March 2012, at constant rates and like for like



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Orders received by Region

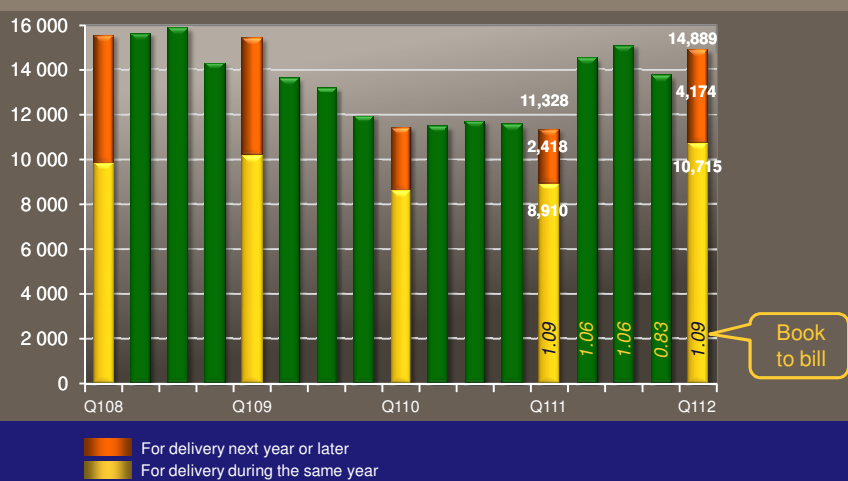
January – March 2012, development at constant rates



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Order backlog as per March. 31

SEK millions



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Outlook for the second quarter

“We expect that demand during the second quarter 2012 will be on about the same level as in the first quarter, excluding large orders.”

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