

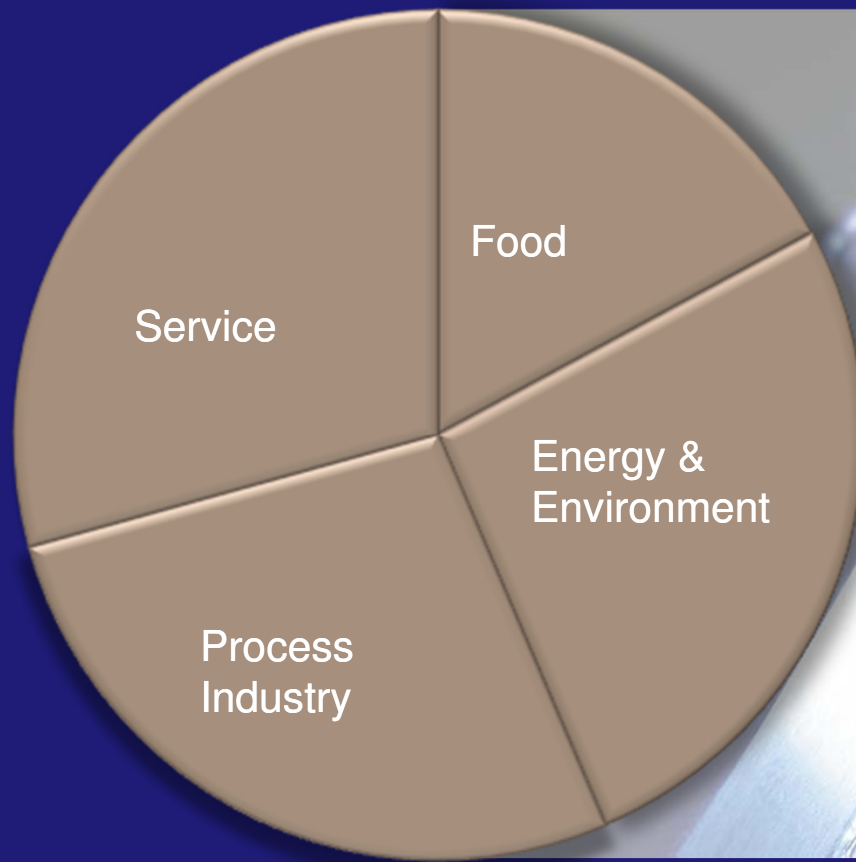
ALFA  
LAVET



# Process Technology division

Svante Karlsson  
Executive Vice President  
Alfa Laval Group

# Focus on customer segments



## Process Technology division

To offer unique solutions that help customers optimize their processes. Our scope includes everything from components to systems.

**Solutions to make a difference.**

Orders received January – September 2013

# PTD customers need solutions to...



...optimize production and use of energy

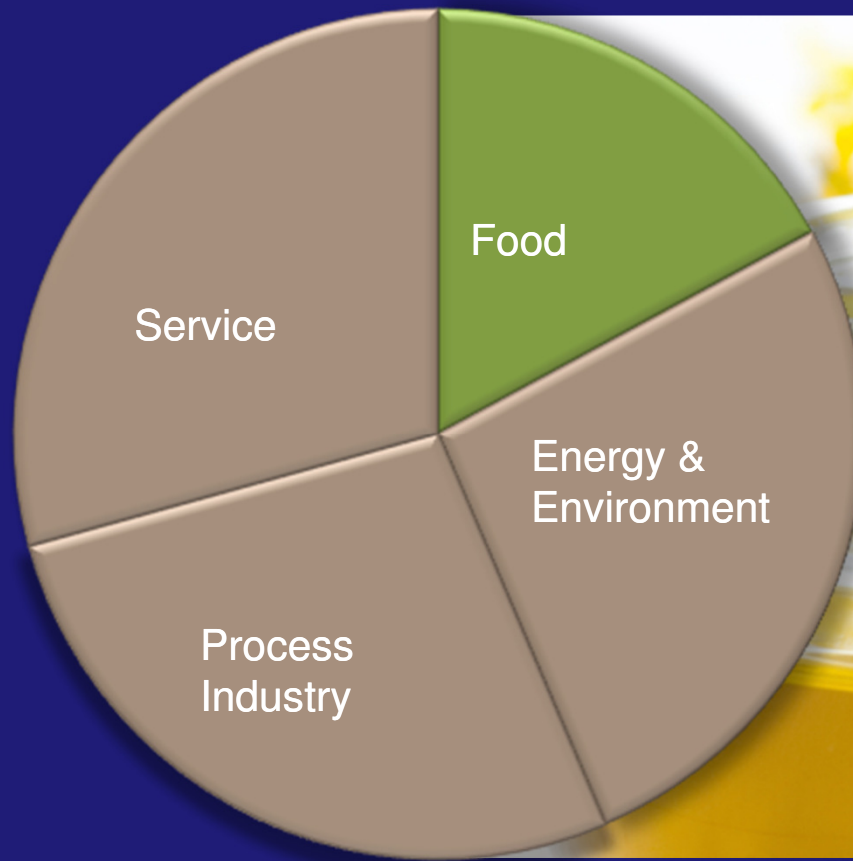


...reduce emissions and water pollutions



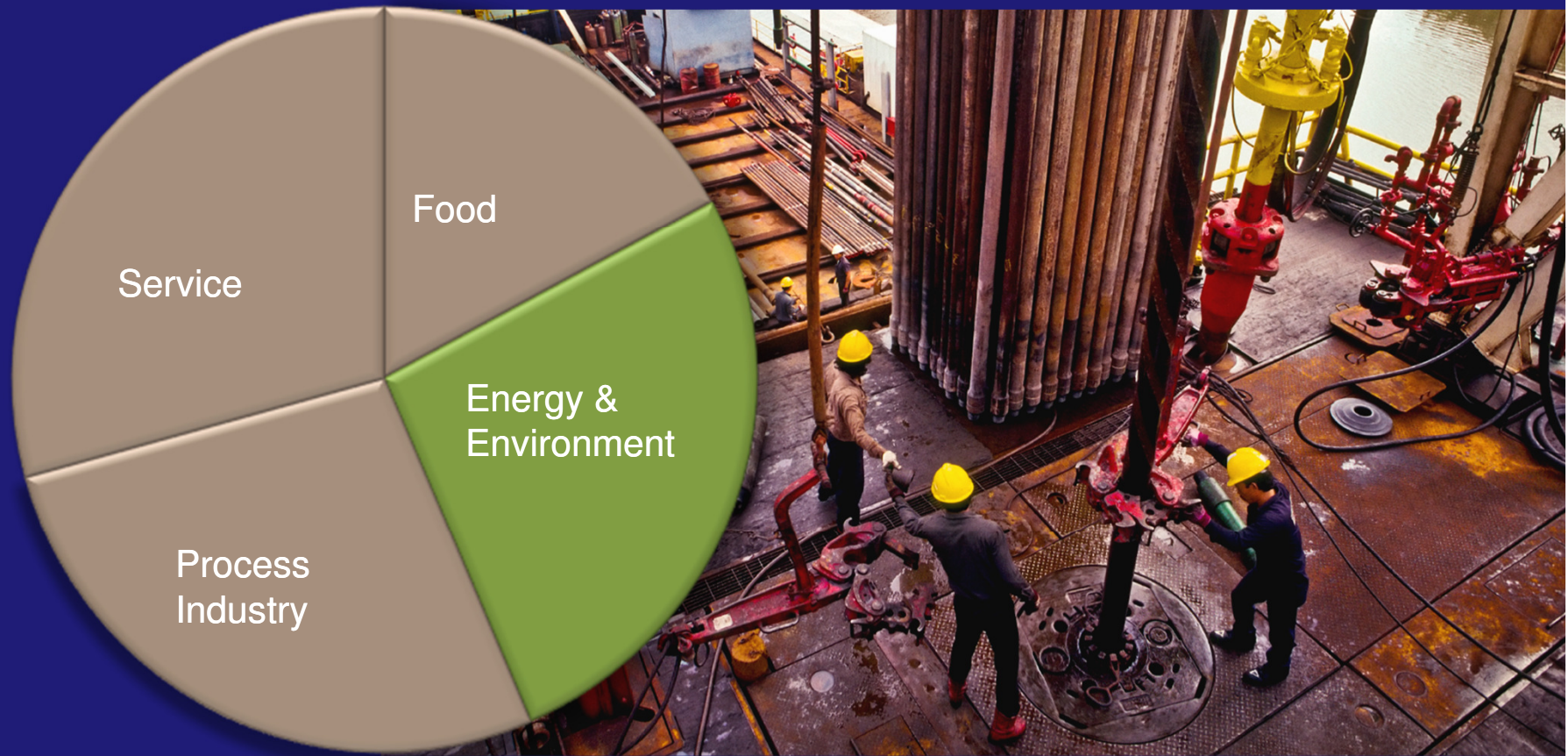
...meet demands in fast growing regions

# Focus on customer segments



Orders received January – September 2013

# Focus on customer segments



Orders received January – September 2013



# Our opportunities in oil & gas

- Upstream and midstream

≈ 280 M€  
LTM

## Drilling E/P



- \* Decanters
- \* Mixing equipm.
- \* Separators
- \* Air HE
- \* Plate HE
- \* Water makers



## Processing



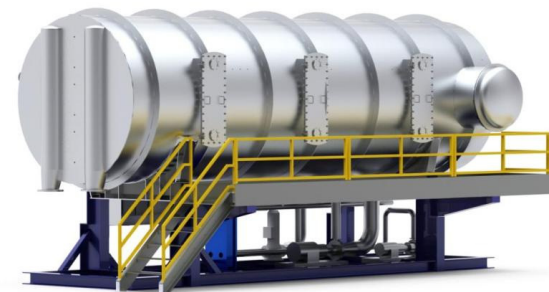
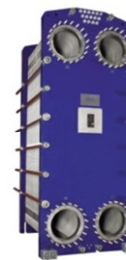
- \* Spiral HE
- \* Compabloc HE
- \* Shell & Tube HE
- \* Air HE
- \* Plate HE
- \* Separators



## Transportation



- \* Air HE
- \* Separators
- \* Spiral HE
- \* Compabloc HE



# Our opportunities in oil & gas

## Transportation



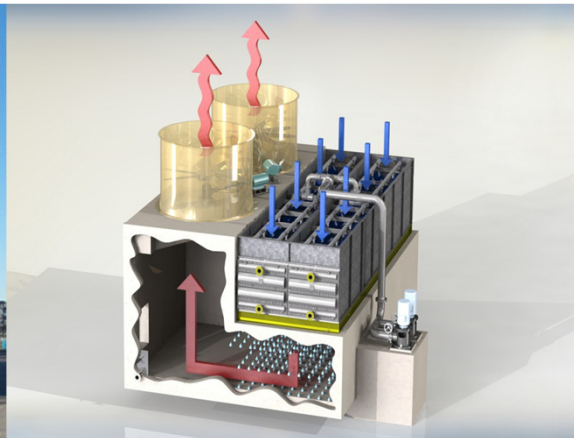


# Our opportunities in oil & gas

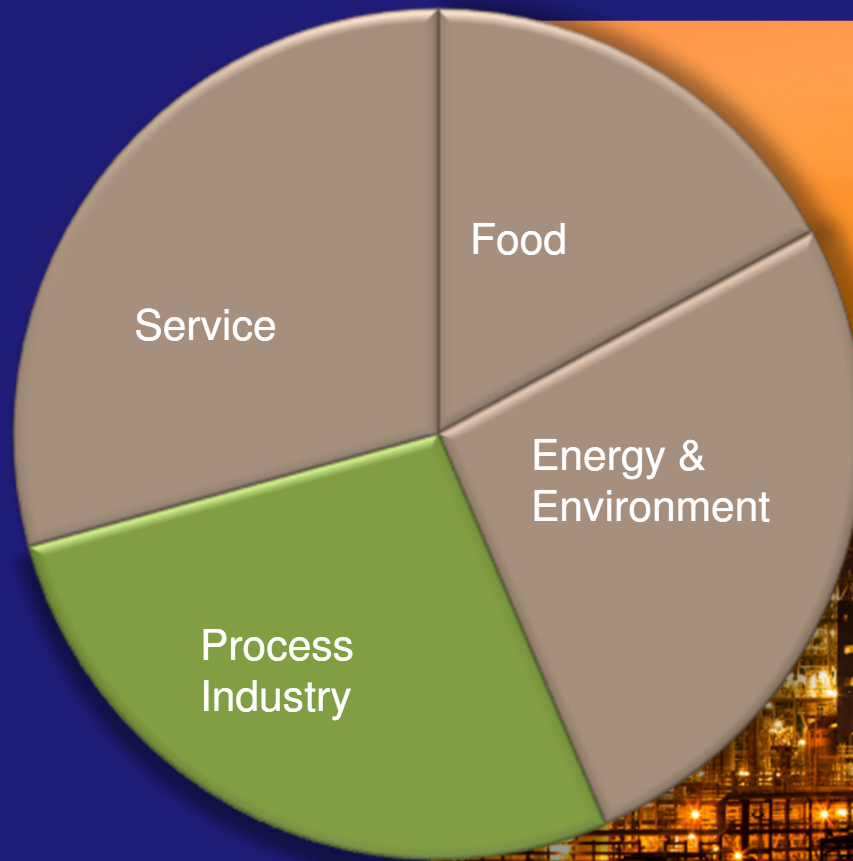
Processing



 **NIAGARA BLOWER**  
Heat Transfer Solutions



# Focus on customer segments



Orders received January – September 2013

# Our opportunities in oil & gas

- Downstream

## Drilling E/P



- \* Decanters
- \* Mixing equipm.
- \* Separators
- \* Air HE
- \* Plate HE
- \* Water makers



## Processing



- \* Spiral HE
- \* Compabloc HE
- \* Shell & Tube HE
- \* Air HE
- \* Plate HE
- \* Separators



## Transportation



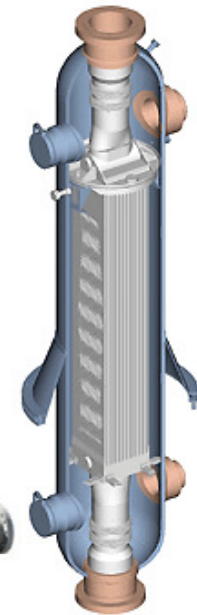
- \* Air HE
- \* Separators
- \* Spiral HE
- \* Compabloc HE



## Refinery



- \* Air HE
- \* Spiral HE
- \* Compabloc HE
- \* Plate HE
- \* Shell & Tube HE
- \* Packinox HE



# Our opportunities in oil & gas

- Downstream

≈ 270 M€  
LTM

## Drilling E/P



- \* Decanters
- \* Mixing equipm.
- \* Separators
- \* Air HE
- \* Plate HE
- \* Water makers

## Processing



- \* Spiral HE
- \* Compabloc HE
- \* Shell & Tube HE
- \* Air HE
- \* Plate HE
- \* Separators

## Transportation



- \* Air HE
- \* Separators
- \* Spiral HE
- \* Compabloc HE

## Refinery

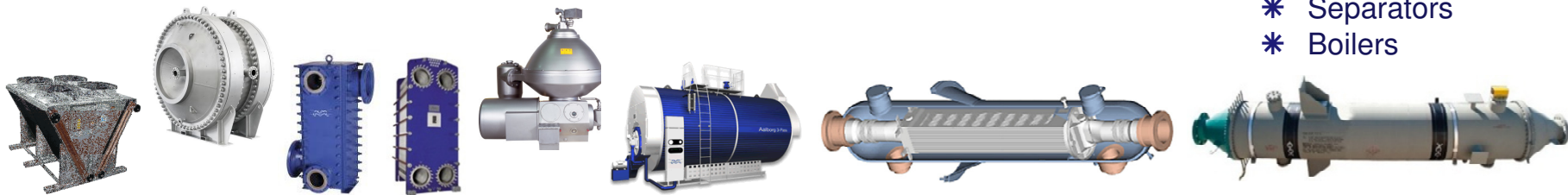


- \* Air HE
- \* Spiral HE
- \* Compabloc HE
- \* Plate HE
- \* Shell & Tube HE
- \* Packinox HE

## Petrochemicals

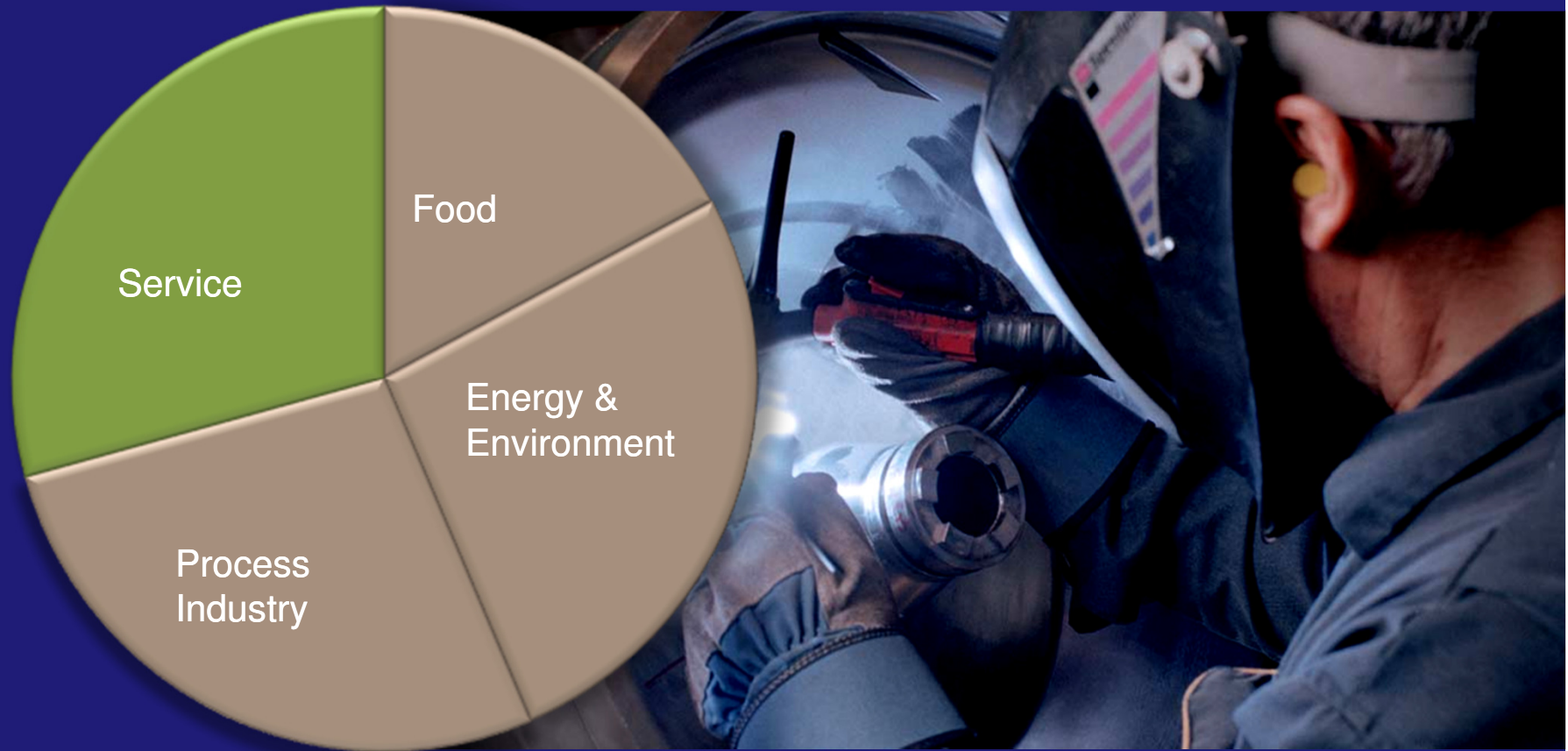


- \* Air HE
- \* Spiral HE
- \* Compabloc HE
- \* Plate HE
- \* Shell & Tube HE
- \* Packinox HE
- \* Separators
- \* Boilers





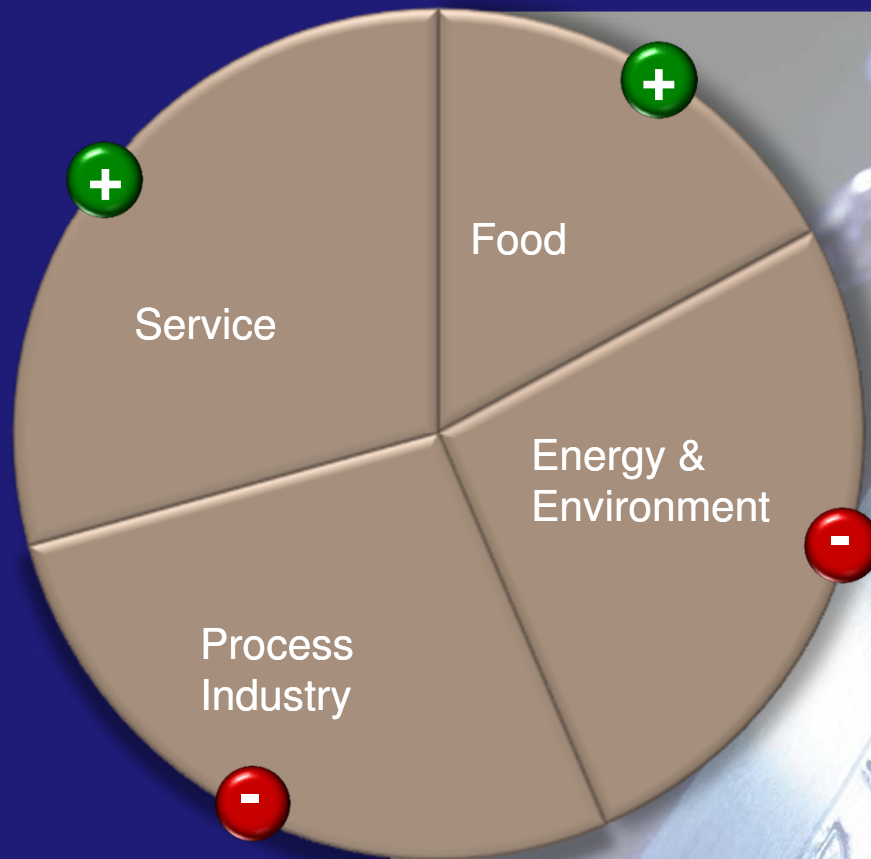
# Focus on customer segments



Orders received January – September 2013



# Focus on customer segments



## Process Technology division

- \* Total orders are on same level as 2012
- \* Base business are well above last year and projects sales are below last year
- \* Continued good business climate in the structural growth areas.

Orders received January – September 2013



ALFA  
ROMEO

The image features the Alfa Romeo logo in a stylized, white, blocky font on a dark blue background. The logo is composed of two lines of text: "ALFA" on top and "ROMEO" on the bottom. The letters are thick and have a slightly irregular, hand-drawn appearance. A thin white horizontal line runs through the middle of the logo, passing behind the letters. The background is a solid dark blue.