

ALFA
LAVIA



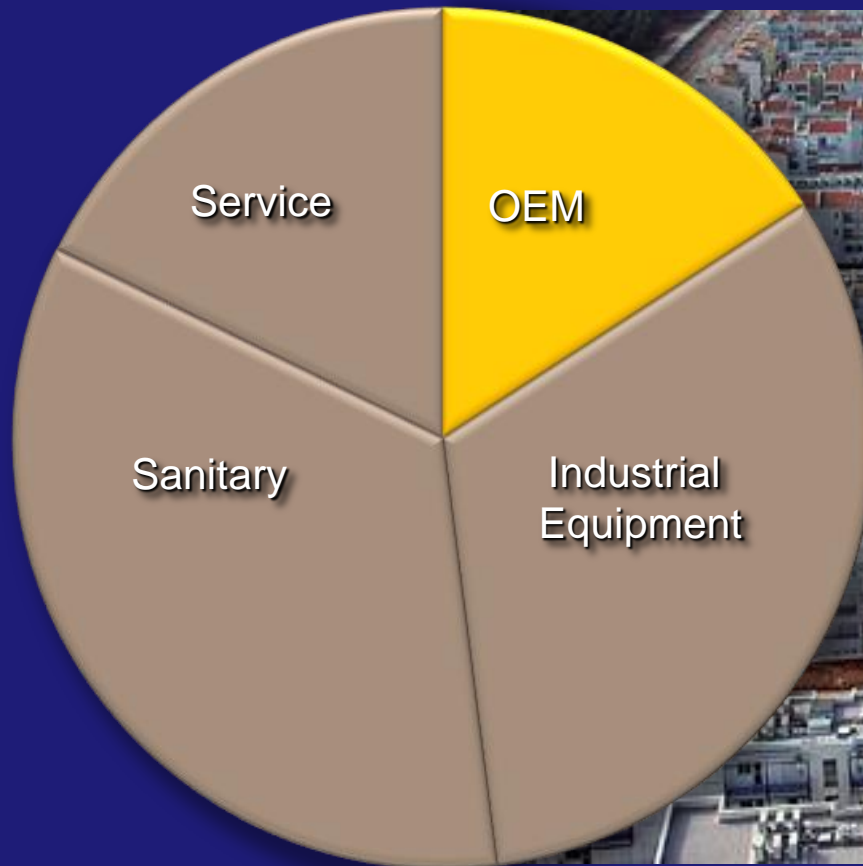
Equipment Division

Susanne Pahlén Åklundh
Executive Vice President
Alfa Laval Group

~7 000 000 products every year



Focus on customer segments

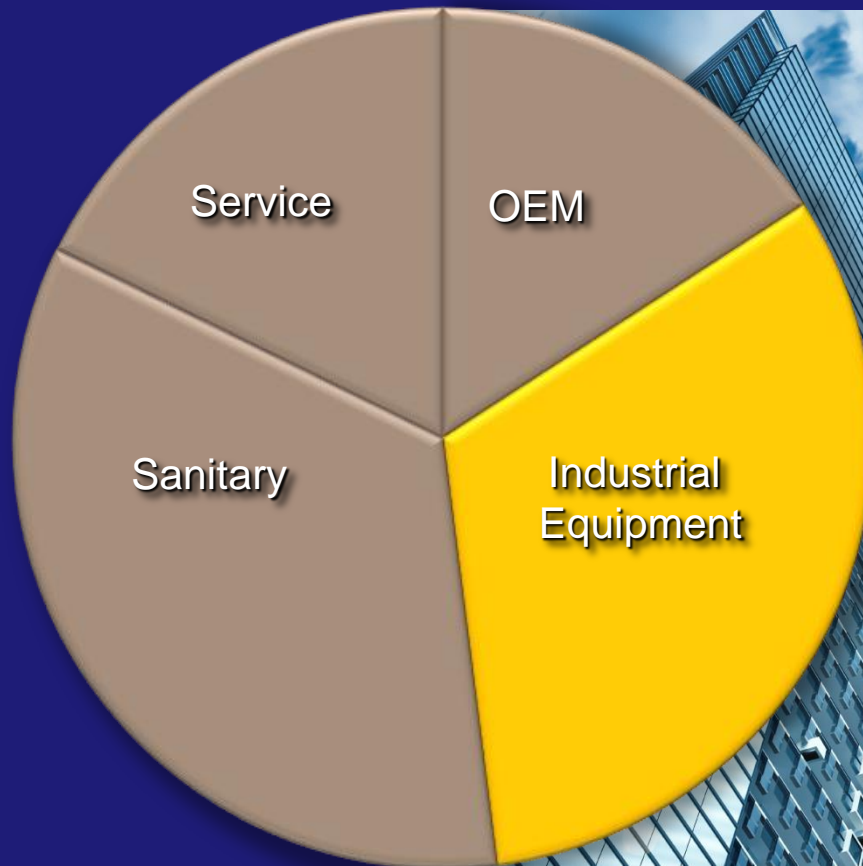


Orders received January – September 2015

Hot water with boilers

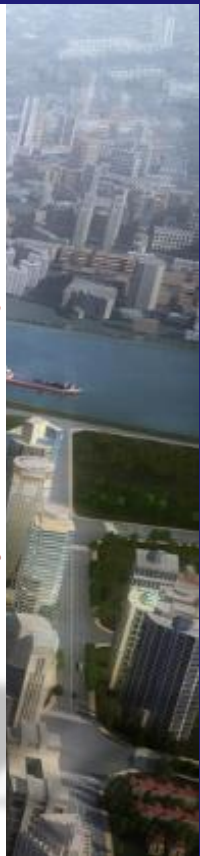
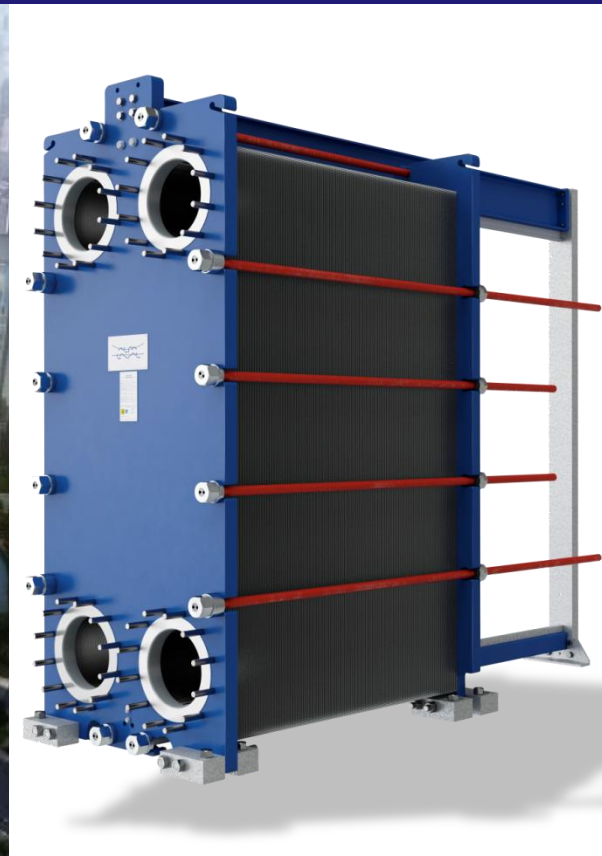


Focus on customer segments

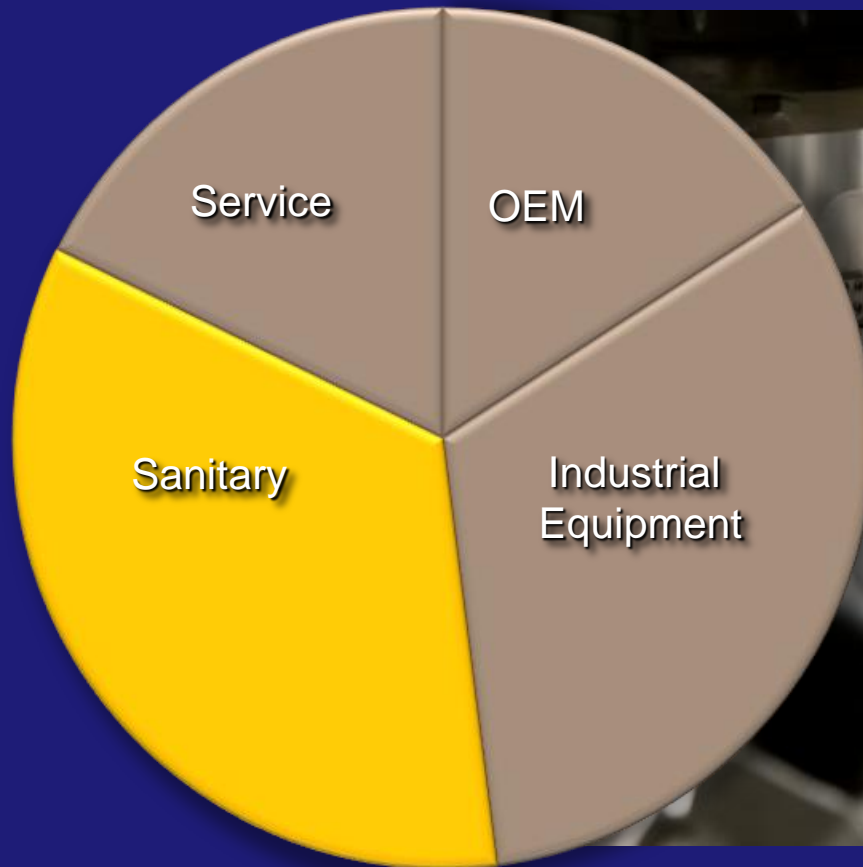


Orders received January – September 2015

Cooling Shanghai financial district



Focus on customer segments

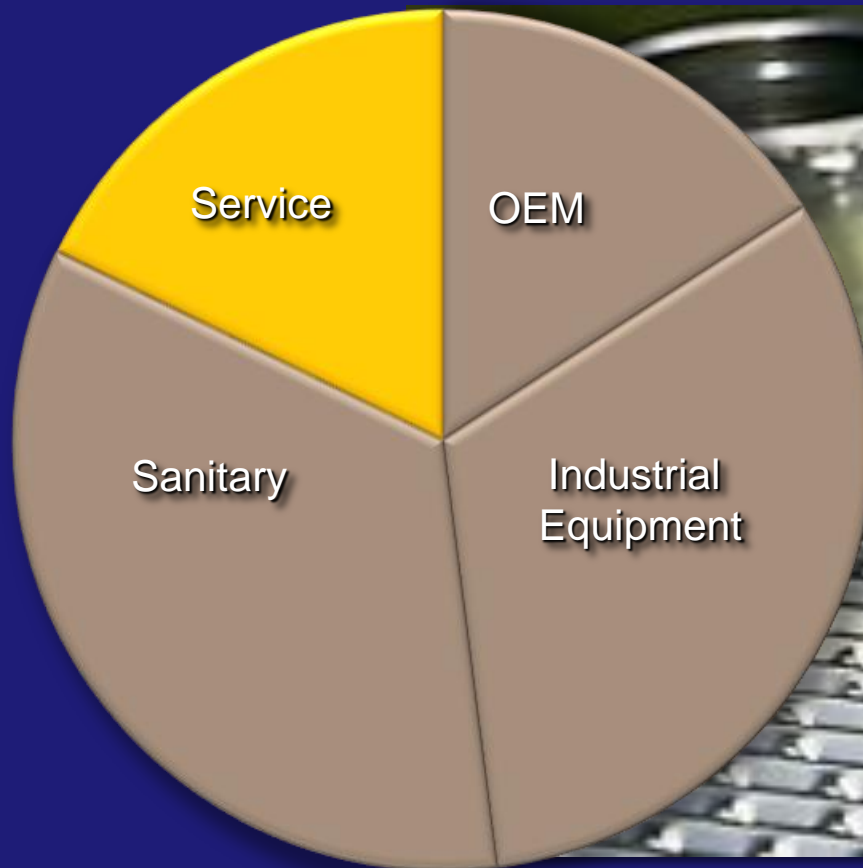


Orders received January – September 2015

Tank cleaning in California winery



Focus on customer segments



Orders received January – September 2015

In conclusion...

- Equipment Division



- * Excellent presence through our channel network combined with application development drive our growth
- * Close co-operation with key customers drives our product development
- * E-business and digital presence are critical success factors

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