





Food & Water Division

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Food & Water Division DNA...

- Based on LTM September 30, 2016

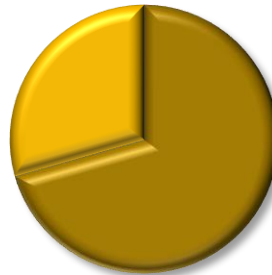
Orders received:

SEK Bn 11.2

Sales:

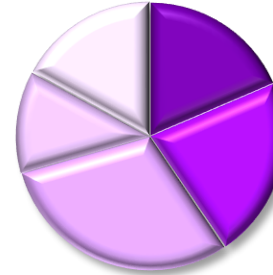
SEK Bn 11.3

Split by type of sales



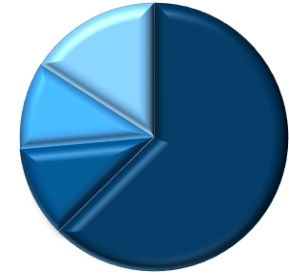
- Capital sales
- Service

Sales by product group



- High Speed Sep.
- Decanters
- Fluid Handling
- Heat Transfer
- Systems

Sales by industry



- Food
- Beverages
- Pharma
- Water

Macro Trends

- The market trends are favorable for the Food & Water business division

Global middle class



Resourceful planet



Keep healthy



Urbanization



Macro Trends

- The market trends are favorable for the Food & Water business division

Market drivers and trends

Safety & quality

Healthy & affordable

Changing consumer behaviors

Environmental & resource efficiency



Food and beverage market

Billion USD, 2015

CAGR %, 2015-2020

6 000
4 000
2 000
0

Beverage 12%

Food 88%

Beverages

4,2

Food

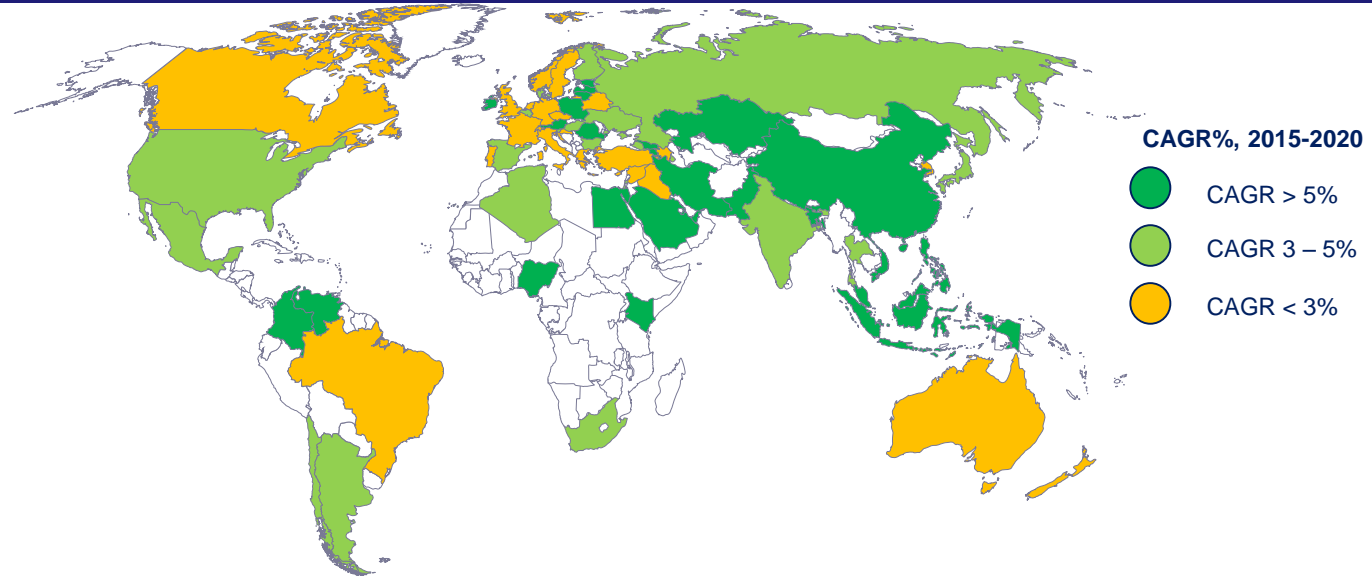
4,8

Source: Euromonitor (2016)

www.alfalaval.com

Food and beverage

- Market opportunities in the strategic period, 2015 to 2020

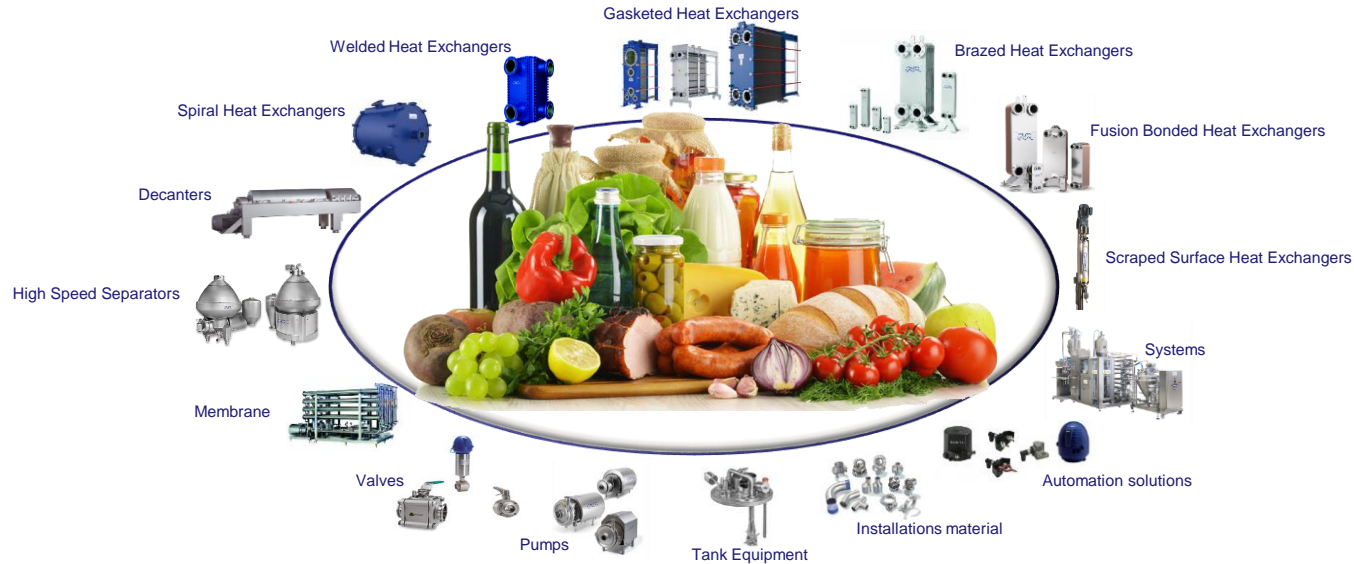


Source: Euromonitor (2016)

www.alfalaval.com

Alfa Laval on the plate

- 15 product groups

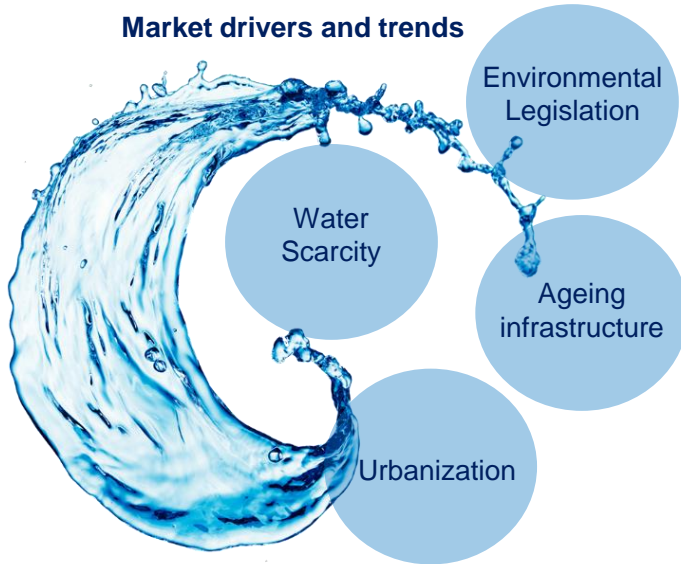




New high speed separator platforms

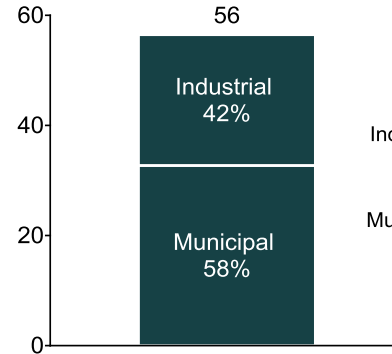
Water and Waste treatment industry

Market drivers and trends



Water and waste treatment equipment market

Billion Euro, 2015



CAGR %, 2015-2020



In conclusion...

- Food & Water Division



- * New organization will improve speed in our customer interactions
- * Product focus
- * Selective approach to forecasted opportunities
- * Technology leadership
- * Drive to develop the Service business

