



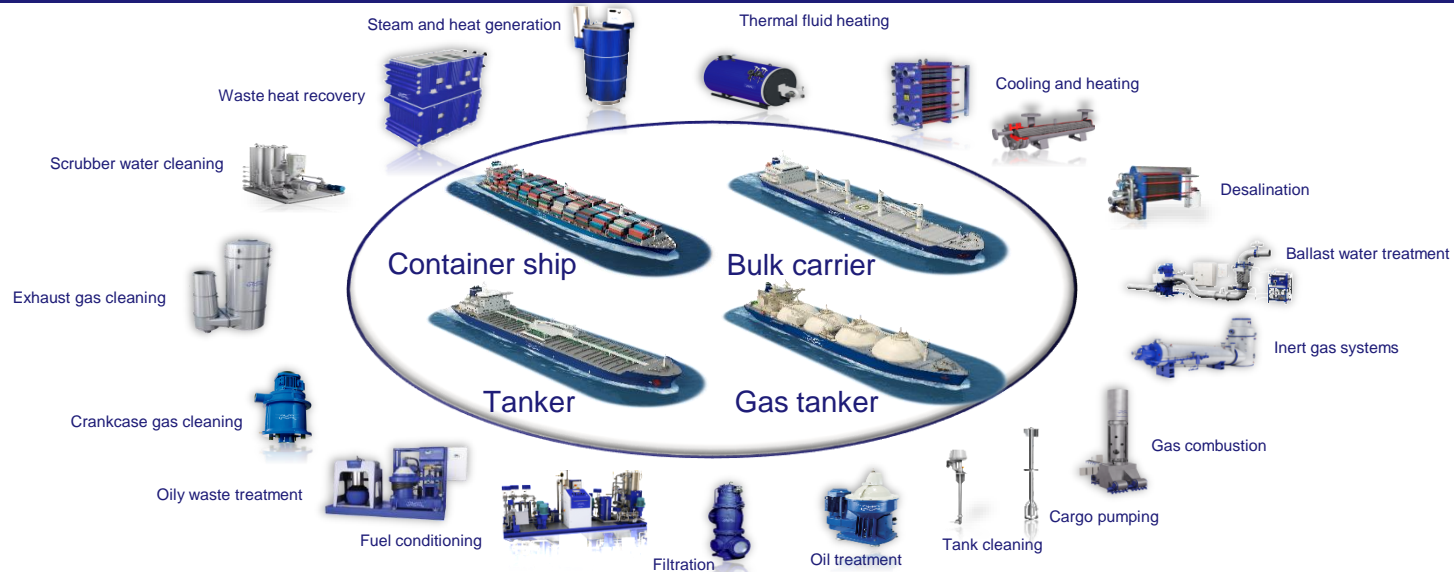


Marine Division

Peter Leifland
Alfa Laval Group

Alfa Laval on board

- Product, system & application leadership, 17 product groups



Marine Division DNA...

- Based on LTM September 30, 2016

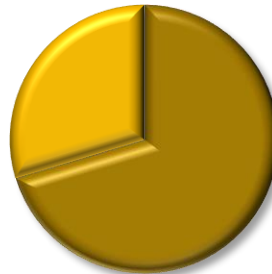
Orders received:

SEK Bn 10.5

Sales:

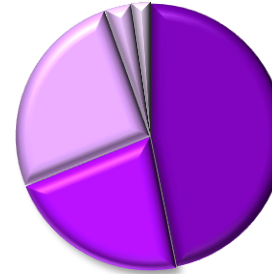
SEK Bn 12.9

Split by type of sales



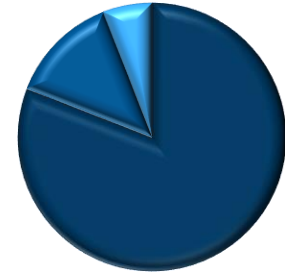
- Capital sales
- Service

Sales by product group



- Pumping systems
- Boilers
- Separation & heat transfer
- Ballast
- Others

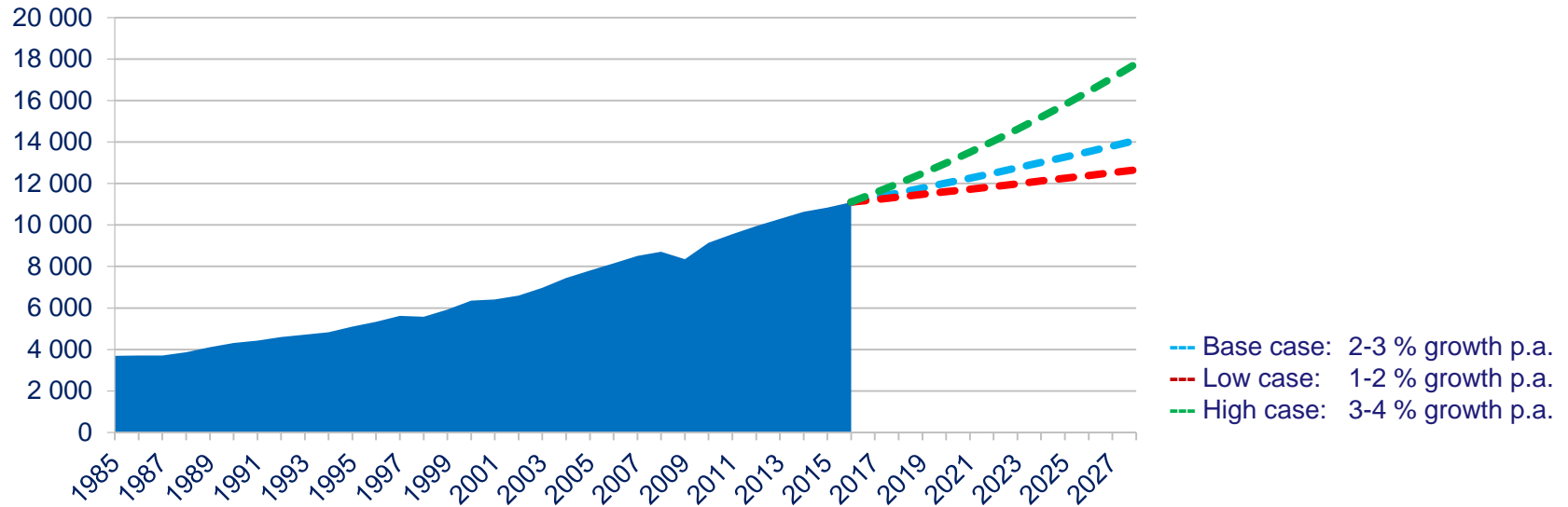
Sales by industry



- Marine
- Offshore
- Diesel

Long-term trade trends & scenarios

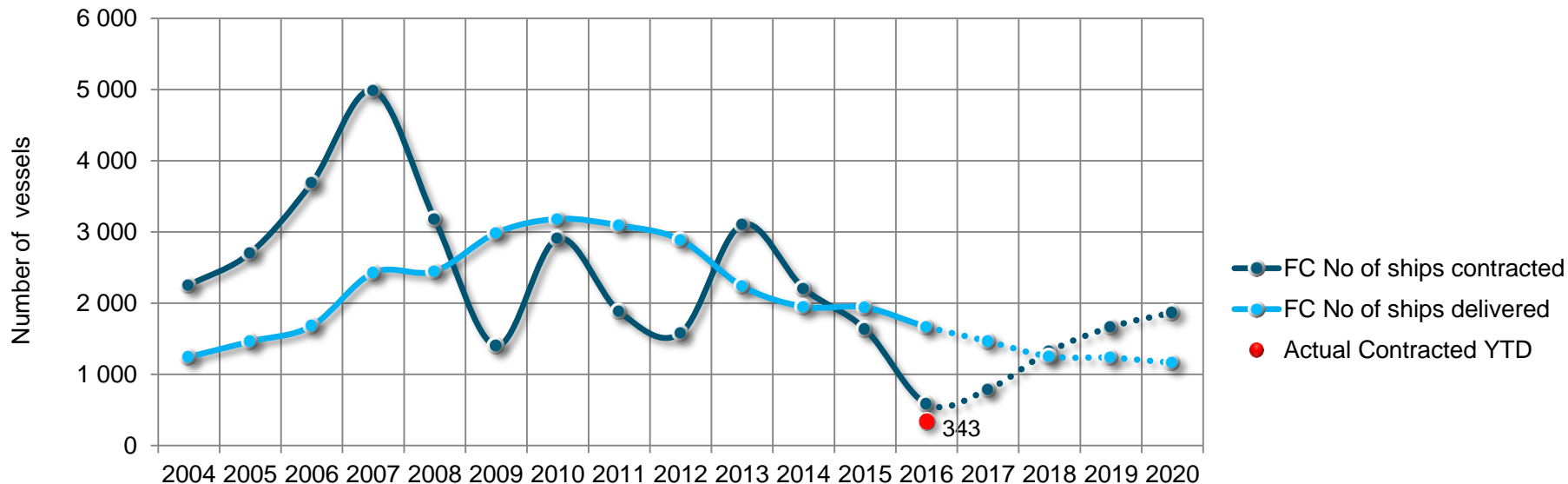
- World seaborne trade, in million tonnes



Source: Clarkson Research Services Limited

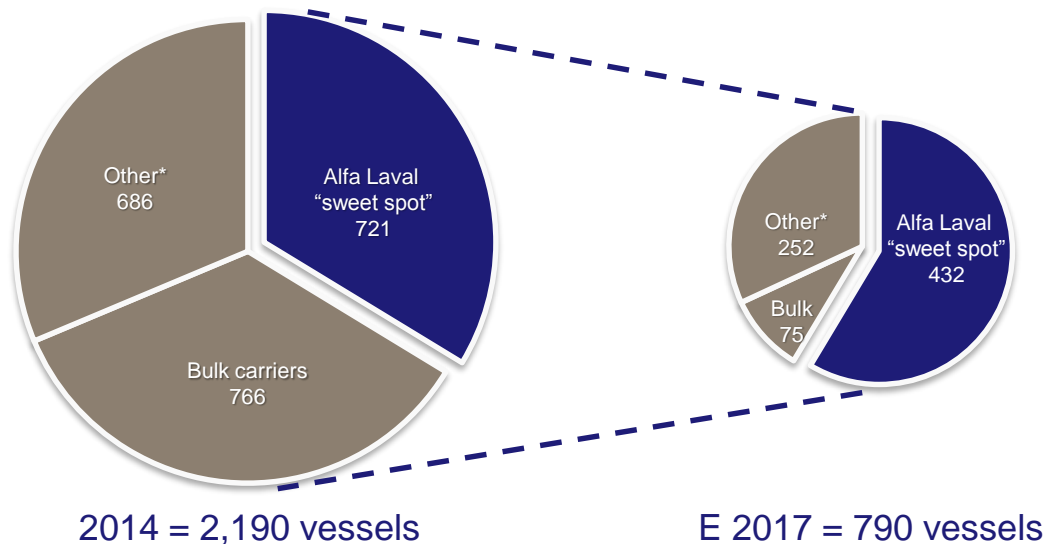
Yard contracting and deliveries

- 1st November 2016, including all ships above 2,000 Dwt/Gt



Shipmix

- 2014 vs. estimated 2017, number of vessels



Alfa Laval "sweet spot and order value opportunity in M€:

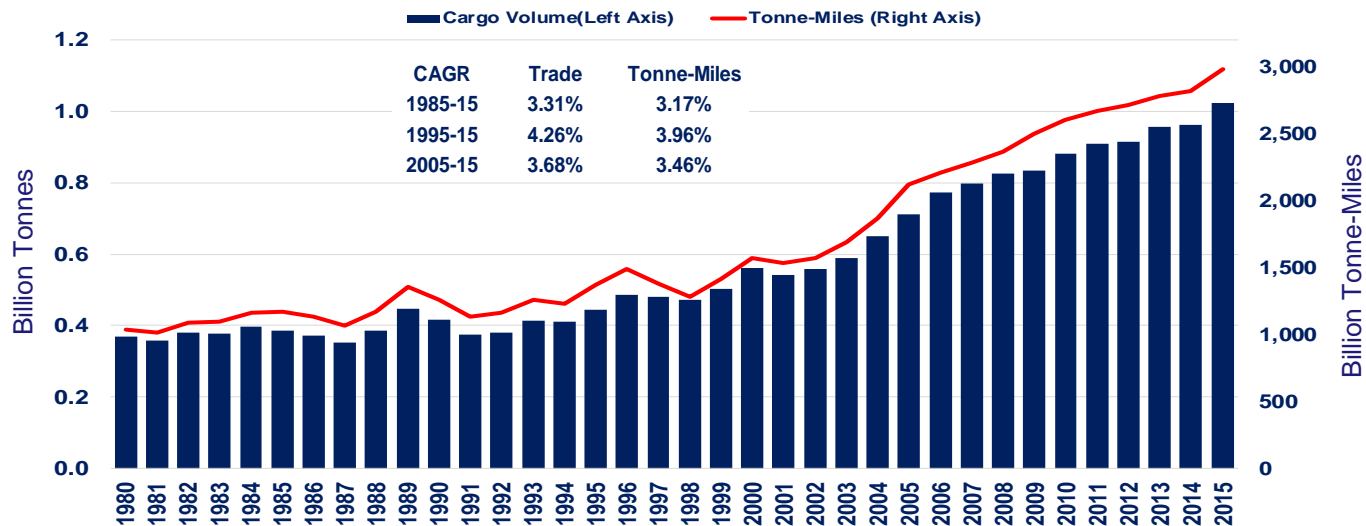
- * Product & chemical tankers 1.5 – 6.0
- * Cruise 1.0 – 5.0
- * Crude tankers 0.9 – 2.2
- * Gas carriers 0.5 – 3.0
- * Container vessels 0.5 – 2.0

*) **Other vessels:** General cargo & MPP, Reefer, Ro-ro & vehicle carriers, Offshore and miscellaneous

Source: Clarkson, 1st October 2016

www.alfalaval.com

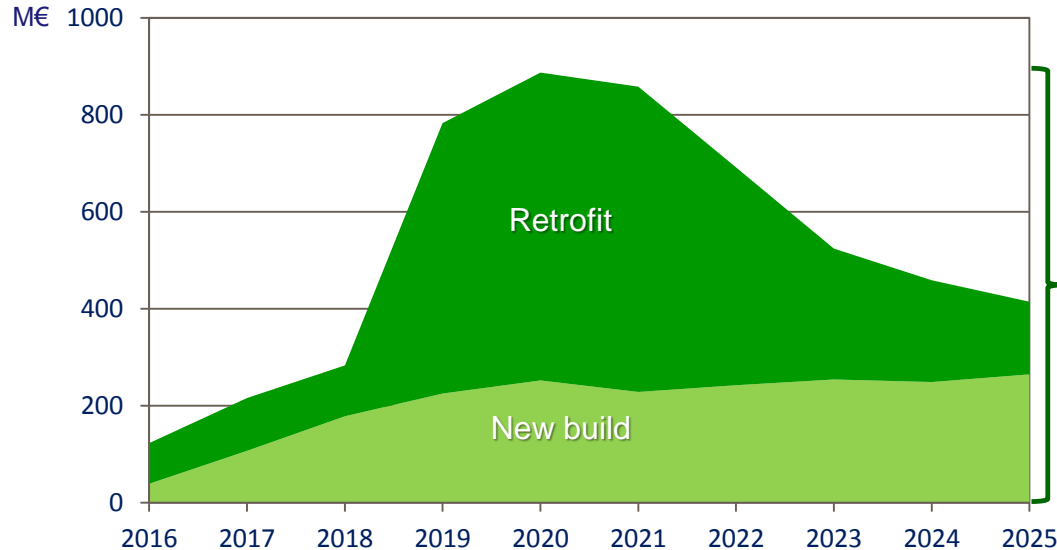
World seaborne oil products trade



Source: Clarkson Research Services Limited

Market potential scrubbers

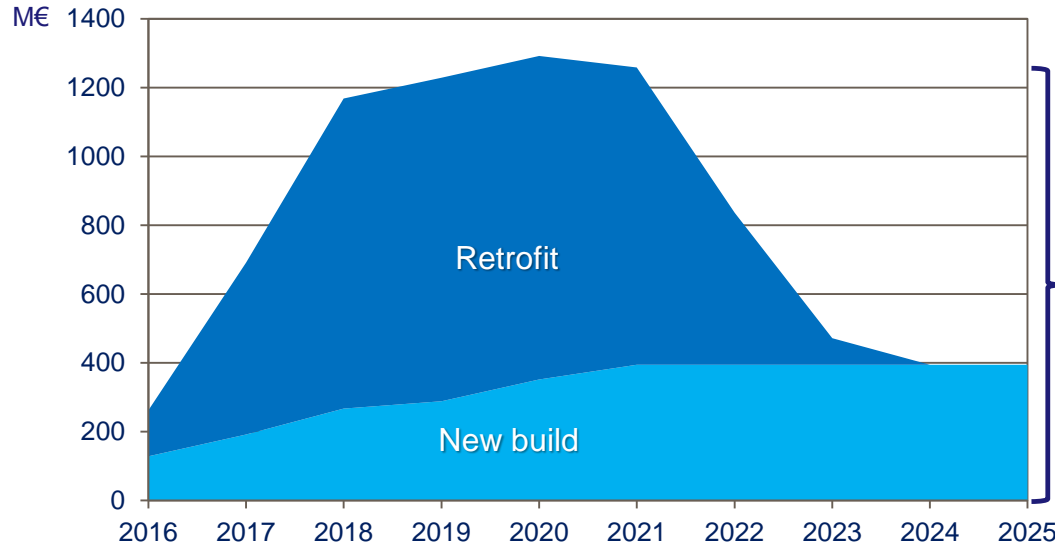
- Expected market development, (MEUR)



2017-2025: 5,000 vessels with a total market value of about 5 Bn€

Market potential ballast water treatment

- Expected market development after IMO ratification in September, 2016, (MEUR)



2017-2025: 35,000 vessels with a total market value of about 7 Bn€

In conclusion...

- Marine Division



- * Leading position as the product and application specialist with a broad and unique assortment
- * Marine transportation trends are positive, especially in our stronghold sub-segments
- * New environmental regulations entering into force, creates substantial opportunities the next coming years

