



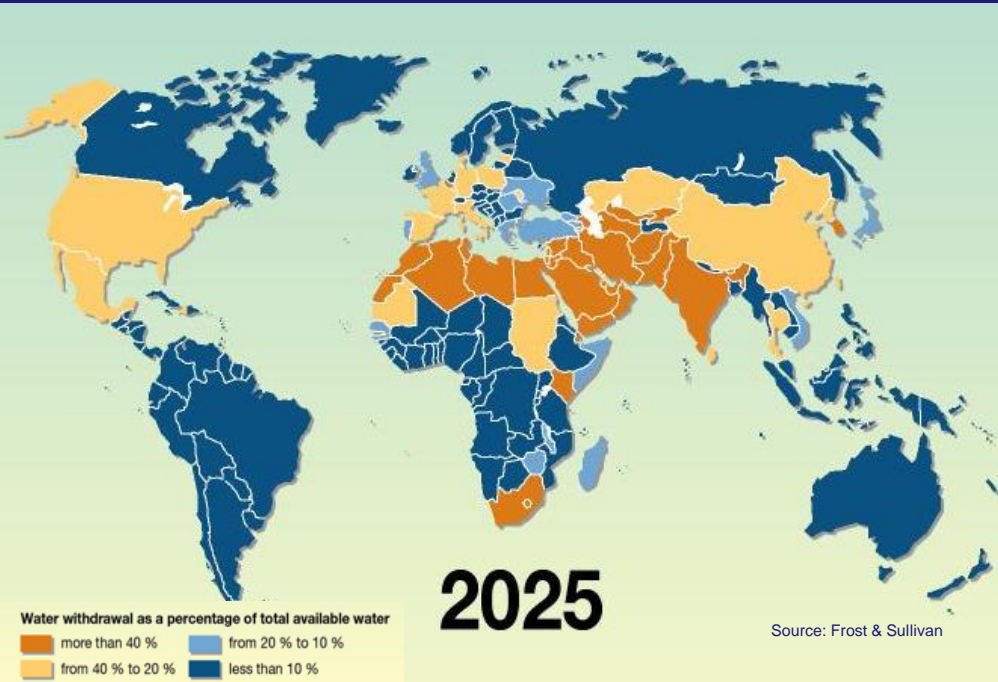


Water & Waste

Alfa Laval's Capital Markets Day 2016

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The water challenge



- * Growing demand and an increasingly stressed water supply
 - Population growth
 - Urbanization
 - Increased pollution

The water challenge

– the solution



- * Increased legislation, fines and costs aimed at solving the problem by:
 - lowering consumption
 - decreasing pollution

Alfa Laval in wastewater



Alfa Laval: More than 40 years in water treatment.

Customers: Mainly municipal treatment plants across the globe. Industrial waste water treatment is a new focus area.

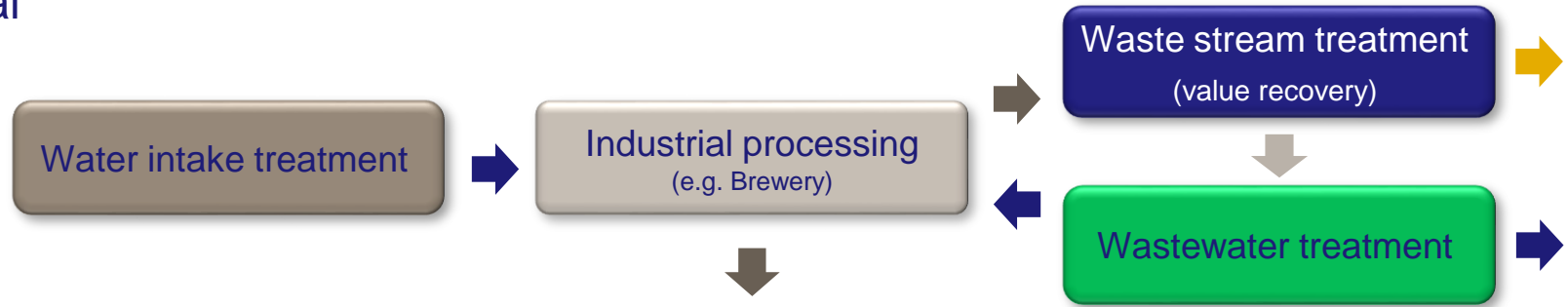
Scope of supply: Different types of separation equipment as well as heat exchangers.

Order intake LTM: SEK 1.7 billion, +9% vs LY LTM. +10.1% CAGR over past 5 years.

Alfa Laval in wastewater

– municipal and industrial

Industrial



Municipal



Alfa Laval's offering

Water intake treatment



ISO disc



Decanter

Waste stream treatment



Decanter



Evaporator



RO system



Membrane



Separator

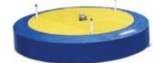
Wastewater treatment



Iso Disc



MBR



SBR



Belt thickener



Plate press



Decanter



Drum filter



Screw press



Gates



Tube in tube HE



Spiral HE

Municipal wastewater

– Drivers in mature markets

Global outlook:
9.9% CAGR
from 2015-2020



- * Old plants
 - * Cities are growing
 - * Limited space
 - * Increased outlet demands
- ➔ Refurbishment needs
 - ➔ More waste treatment capacity needed
 - ➔ More modern treatment processes
 - ➔ Additional treatment step

Municipal wastewater

– Case story – wastewater treatment plant in Poland



- * Wastewater treatment for 5,000 people
- * Lower life cycle costs + better water outlet quality
- * 3 MSEK order value
- * 15 000 cities in the EU with the same needs!



Municipal wastewater

– Drivers in newer markets



- * Demand for greenfield capacity
- * Different preferences call for sufficient functionality
- * Adapted portfolio to meet demand



Industrial wastewater

– Drivers



Turning waste
into revenue

The forcing drivers:

- * Water scarcity
- * Disposal costs
- * Legislations and fines

The beneficial drivers:

- * Recovery of valuables
- * Recovery of water
- * Minimizing volume content going to sewers

Global outlook:
8% CAGR from
2015-2020

Industrial wastewater

– Case story



The forcing drivers:

- * Water scarcity
- * Disposal costs
- * Legislations and fines

The beneficial drivers:

- * Recovery of valuables
- * Recovery of water
- * Minimizing volume content going to sewers

Summary

- * Broad portfolio & technology edge
- * Increased focus on industrial waste is paying off
- * Strong presence & solid customer relationships

The market is there and it is growing. This is not a problem that goes away.



ALFA
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