

ALFA
LFA



Geographical presence – leading positions

*Enskilda Securities, Copenhagen
January 19, 2005*

Lars Renström
President and CEO

Alfa Laval today

- Sales: 15,000 MSEK
- Employees: approx 9,350
- 20 production units
- Sales companies in 55 countries
- Sales representation in more than 45 countries

Key technologies

Separation



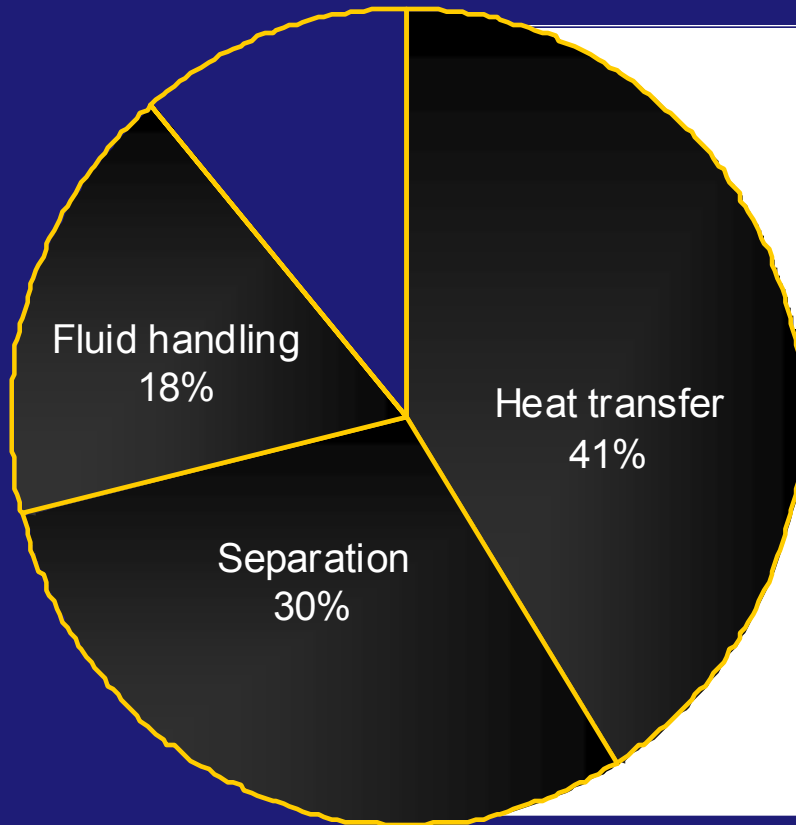
Heat transfer



Fluid handling



Sales per key technology



Heat transfer



Market share
36%

Separation



Market share
24%

Fluid handling



Market share
10%

Example of end-users



Comfort & Refrigeration



Pharmacy / Biotechnology



Freshwater generation



Process Industry / Environment

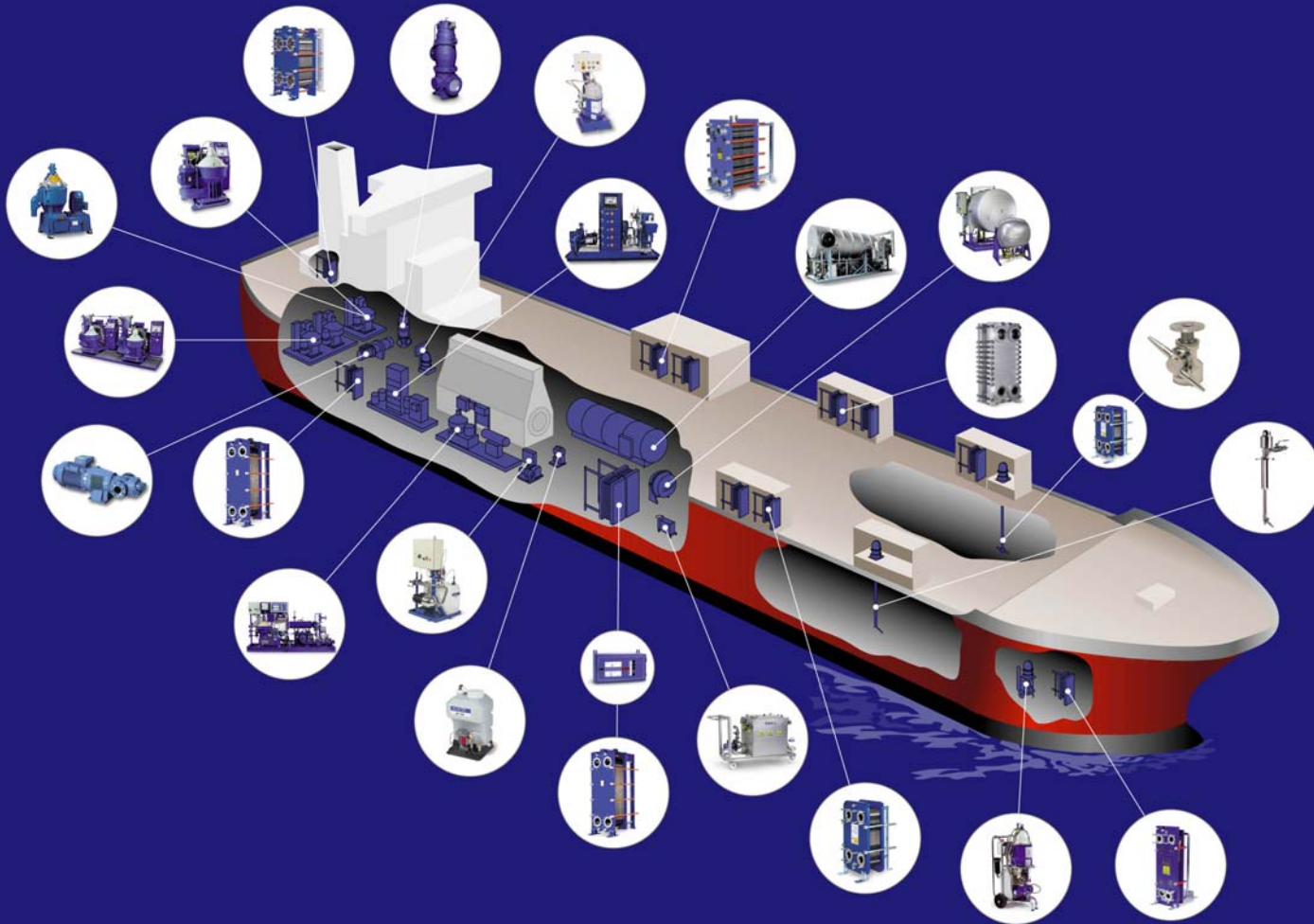


Brewery



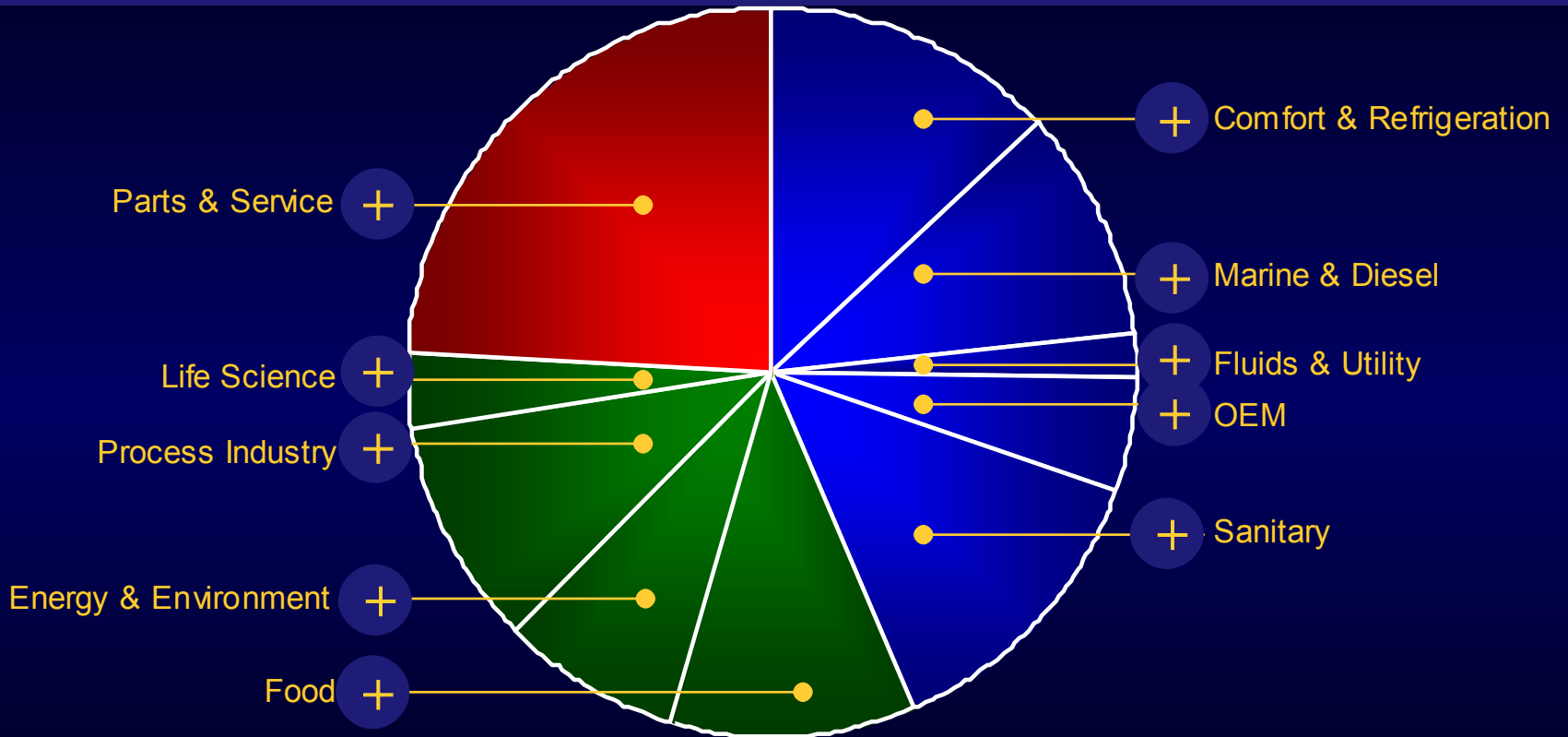
Refrigeration

Alfa Laval onboard



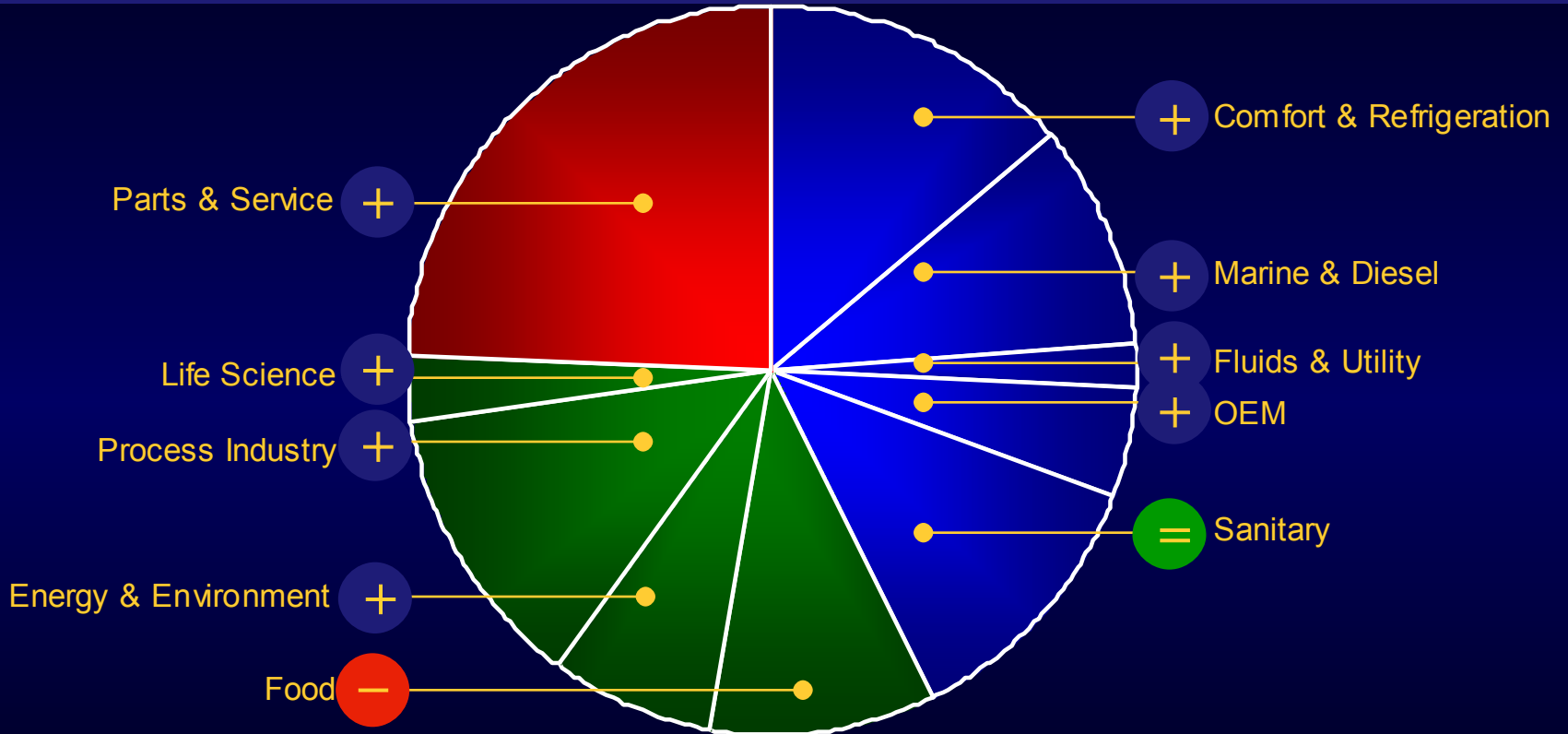
Orders received by Segment

January – September 2004

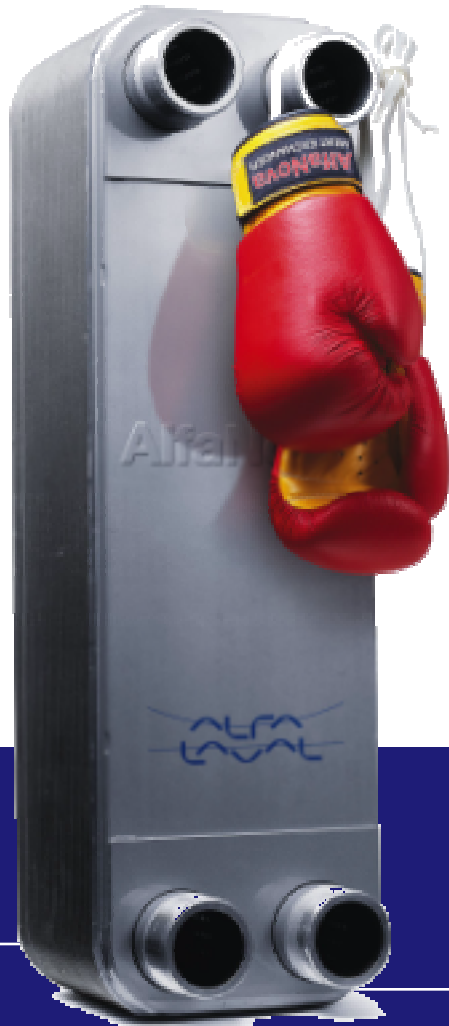


Orders received by Segment

July – September 2004



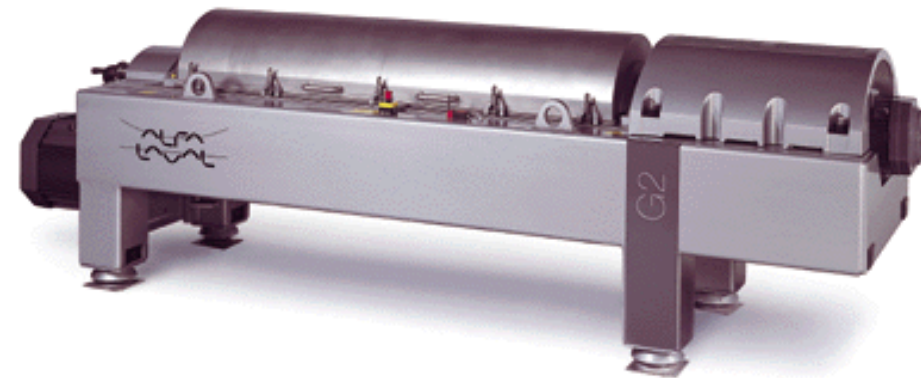
Highlights - Comfort & Refrigeration



AlfaNova

- New markets
- Available today in four sizes
- Pace of 14 000 units/year
- Launch of one more size in short

Highlights – Energy & Environment



Aldec G2

- New generation of decanters
- 30% increased capacity
- Pace of 300 units/year

Possibilities in the aftermarket

Capital sales Aftermarket

20+ years

Product life time in PTD business

Plate heat-exchangers



20+ years

Multiple

1:5

Separators



20+ years

1:4

Decanters



15-20 years

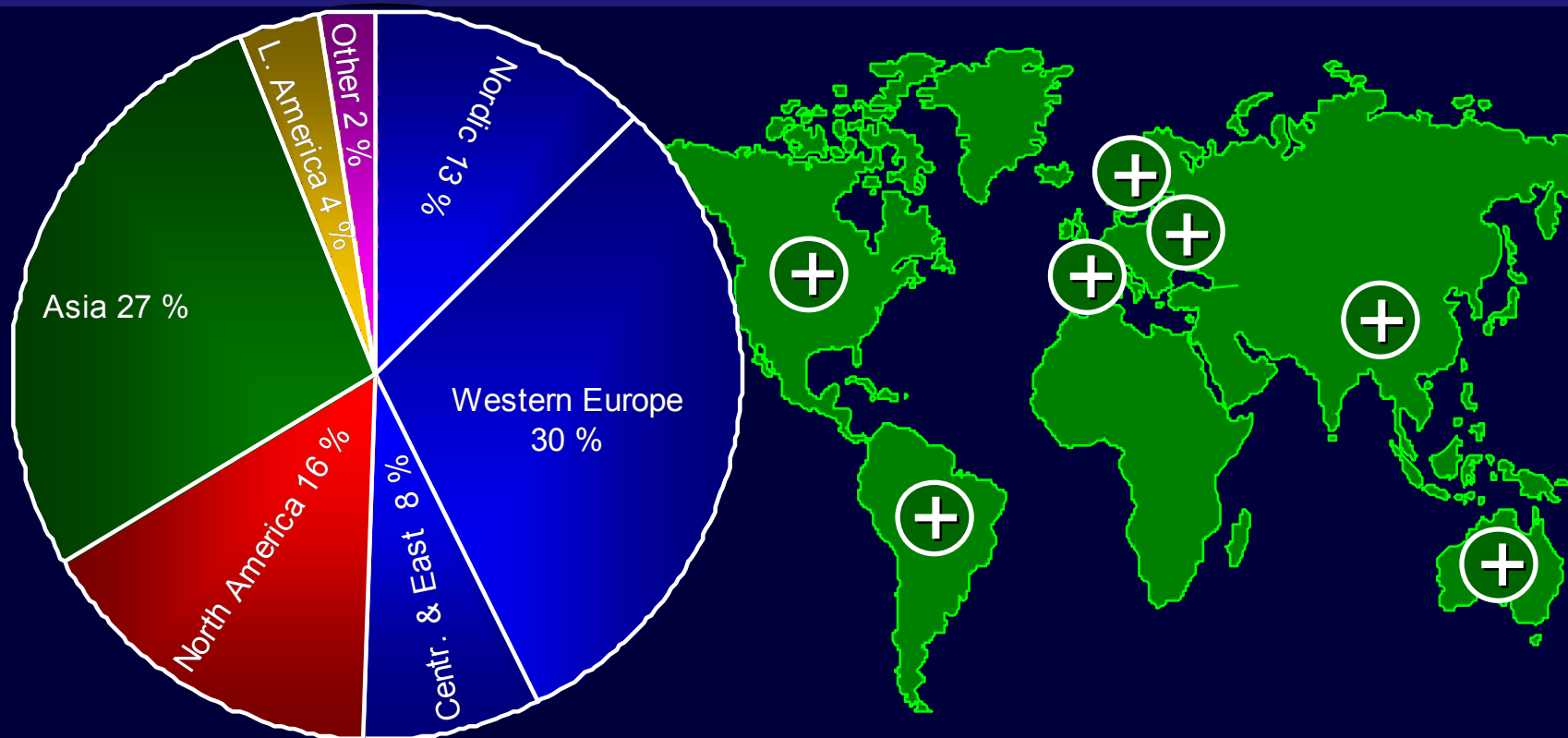
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Sales & Service network



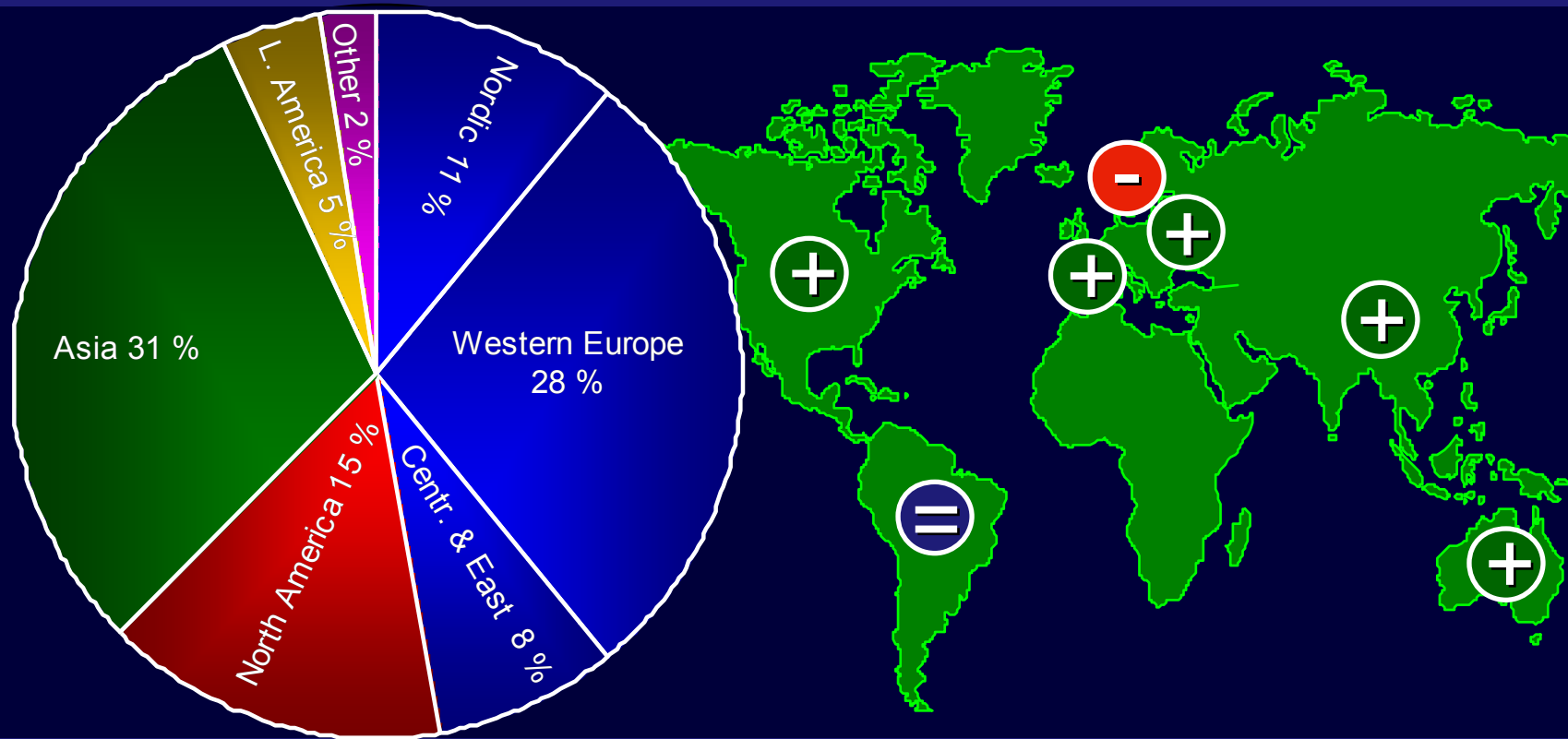
Orders received by Region

January – September 2004

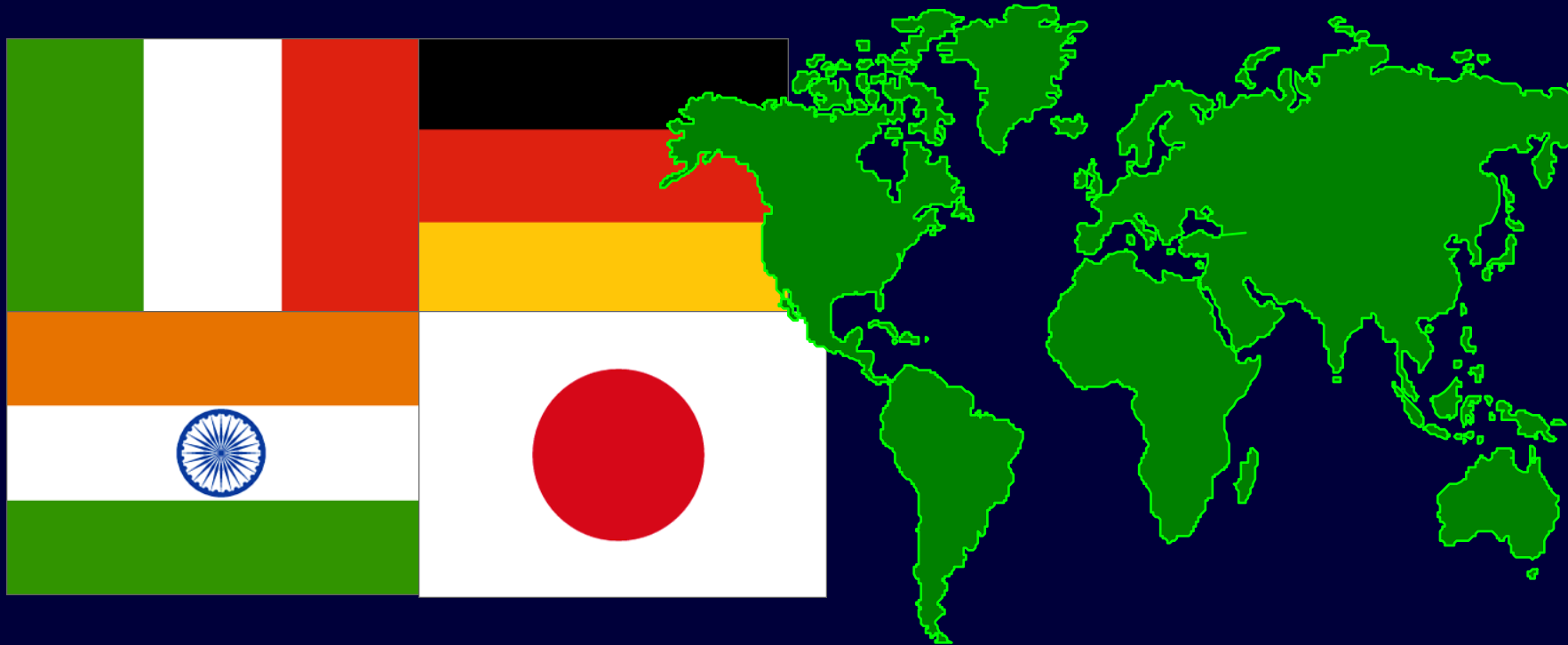


Orders received by Region

July – September 2004



Highlights - Region



My impressions and priorities

Impressions and priorities

- Geographical coverage
- Products (product development)
- Aftermarket
- Acquisitions

Cash flow

- Organic growth
- Competitive dividend
- Acquired growth

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