

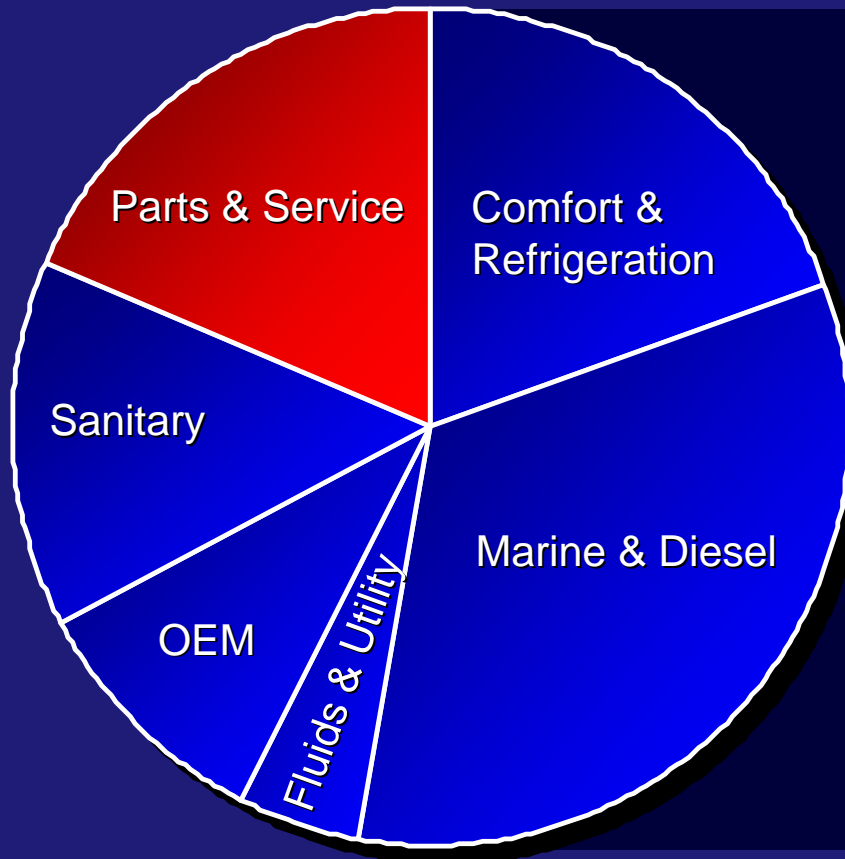
ALFA  
LFA



# The Equipment Division

Mr. Svante Karlsson  
Executive Vice President  
Alfa Laval Group

# Focus on customer segments

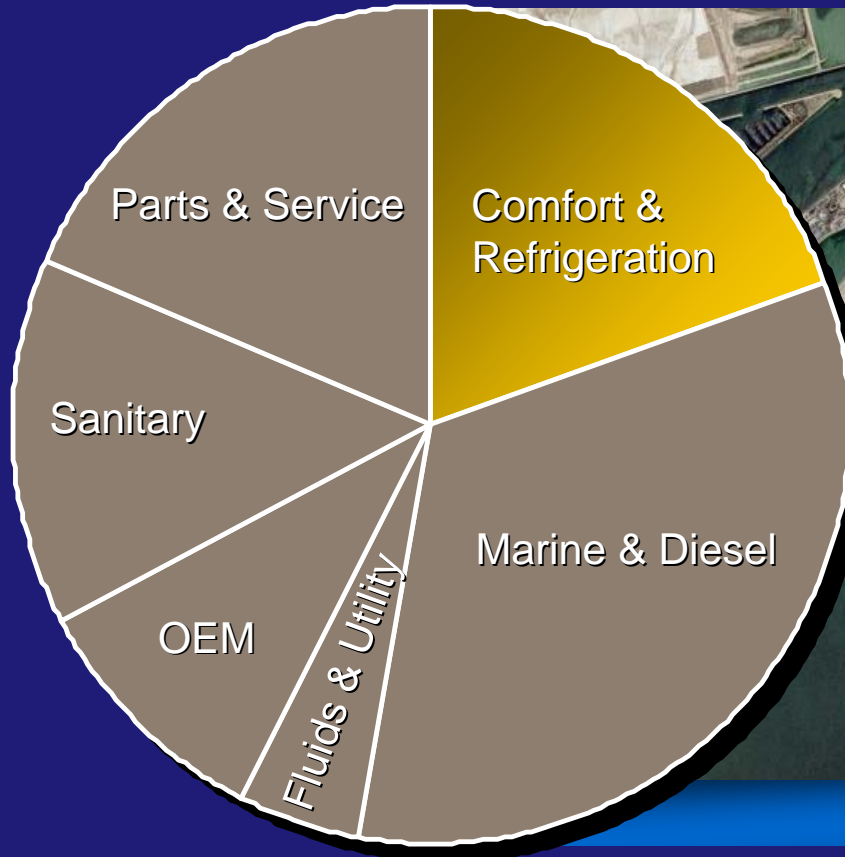


Orders received January – September 2008

## Equipment Division

To offer a range of high-performance products and solutions for customers who have a well-defined and regular need. A multiple sales channel strategy to reach end-users.

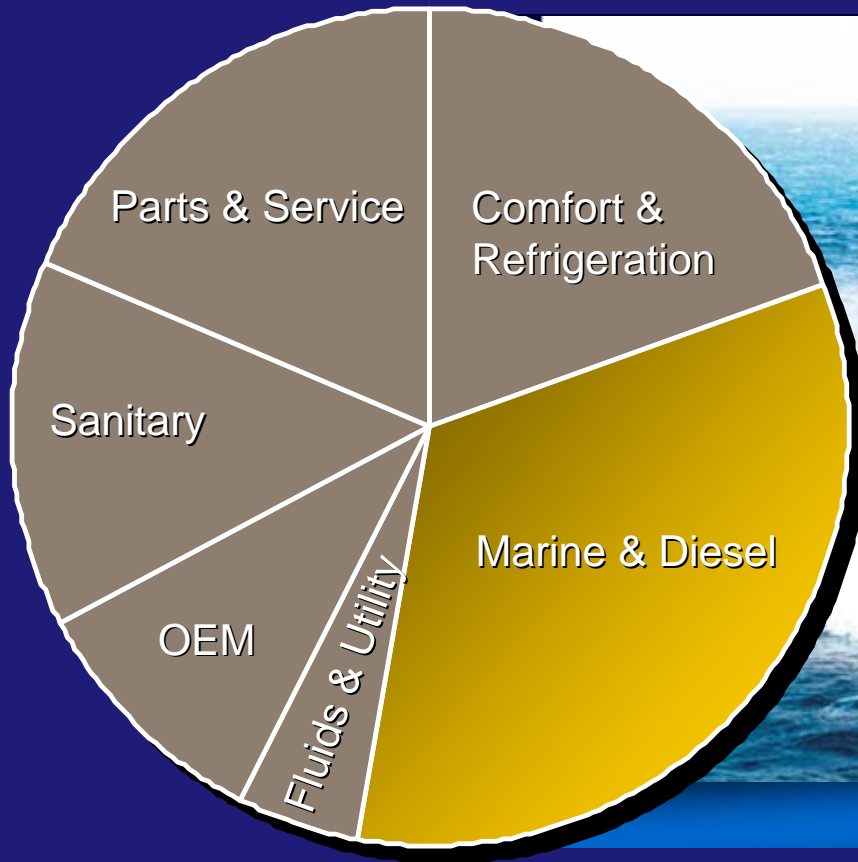
# Focus on customer segments



Orders received January – September 2008

Comfort & Refrigeration

# Focus on customer segments

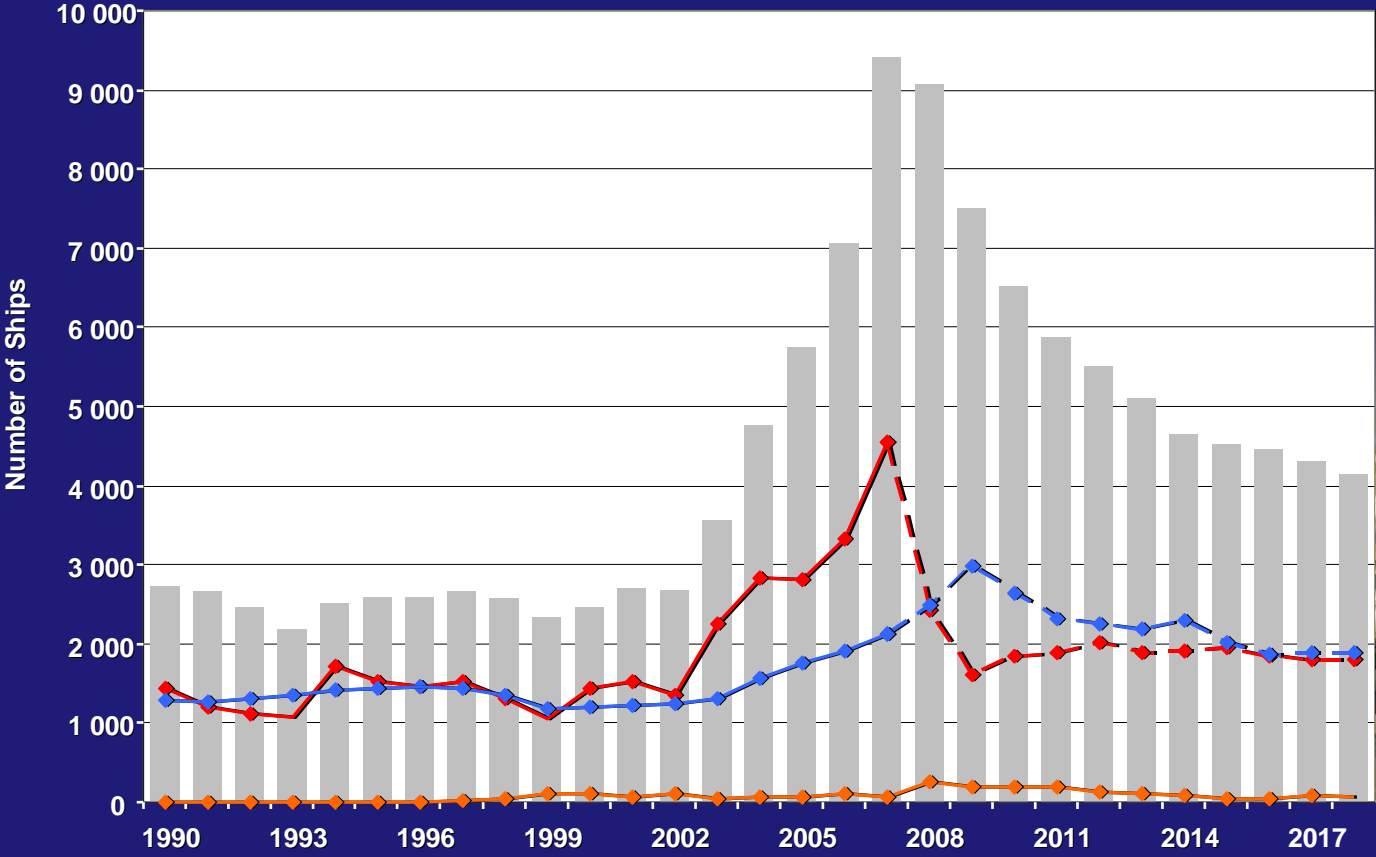


Marine & Diesel

Orders received January – September 2008

# Contracting of ships

World Fleet Changes

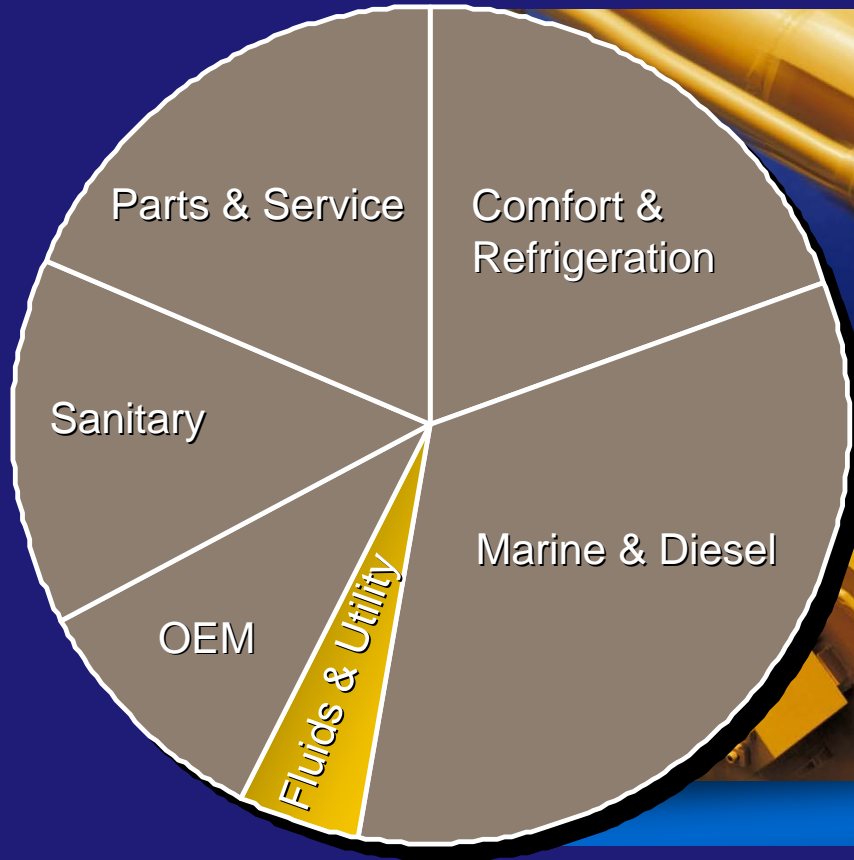


Source: SAI (The institute of shipping analysis)





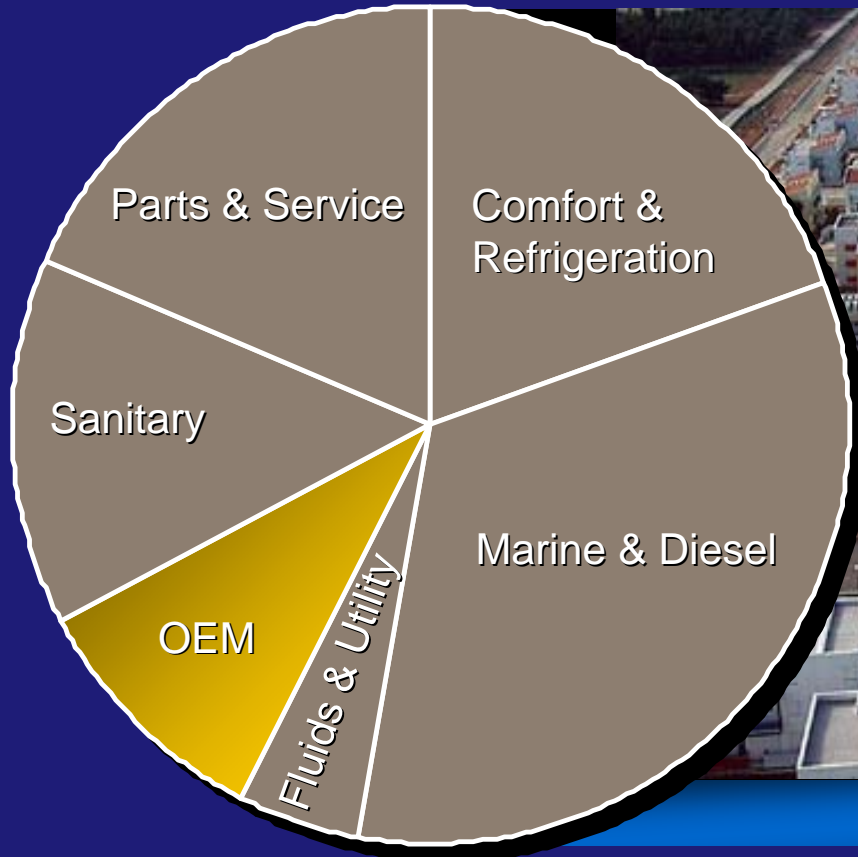
# Focus on customer segments



Fluids & Utility

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# Focus on customer segments

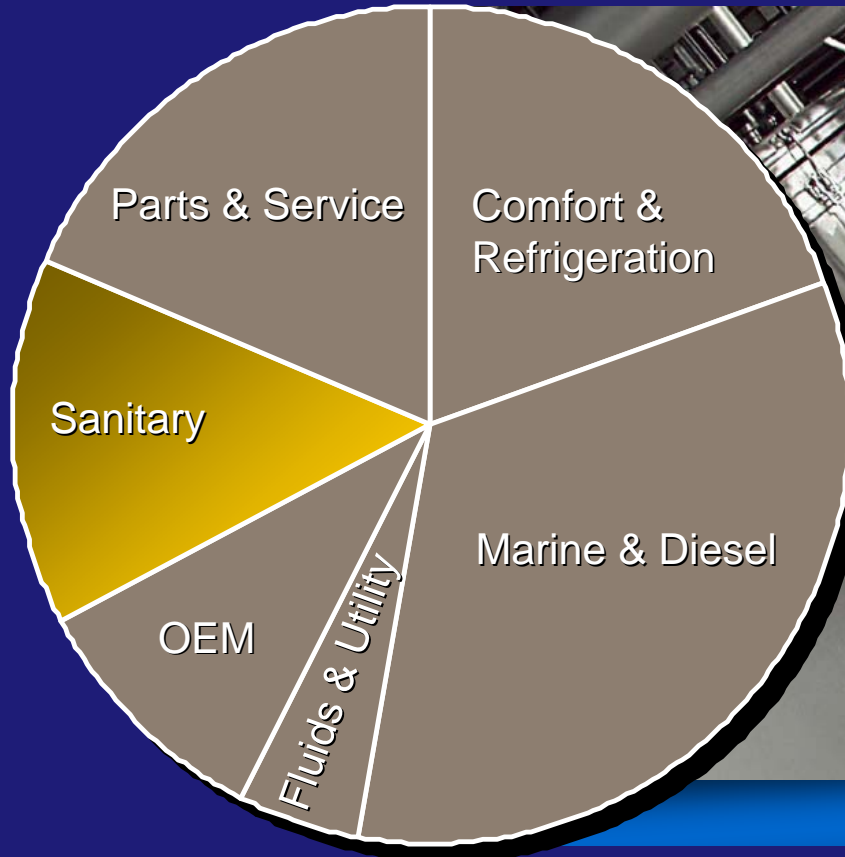


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OEM



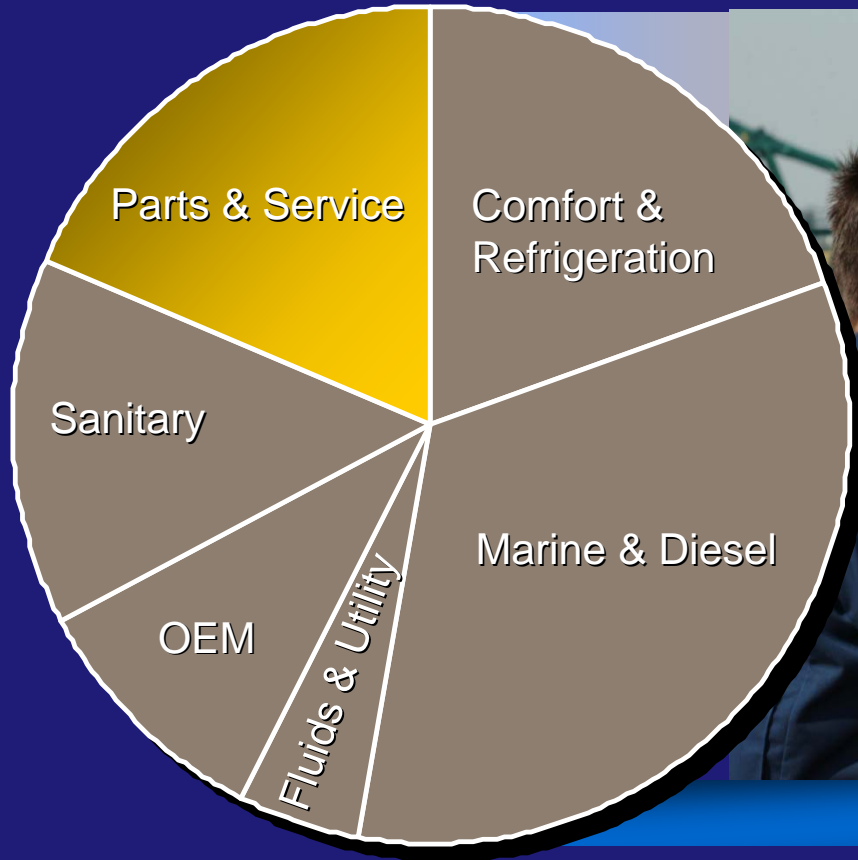
# Focus on customer segments



Sanitary

Orders received January – September 2008

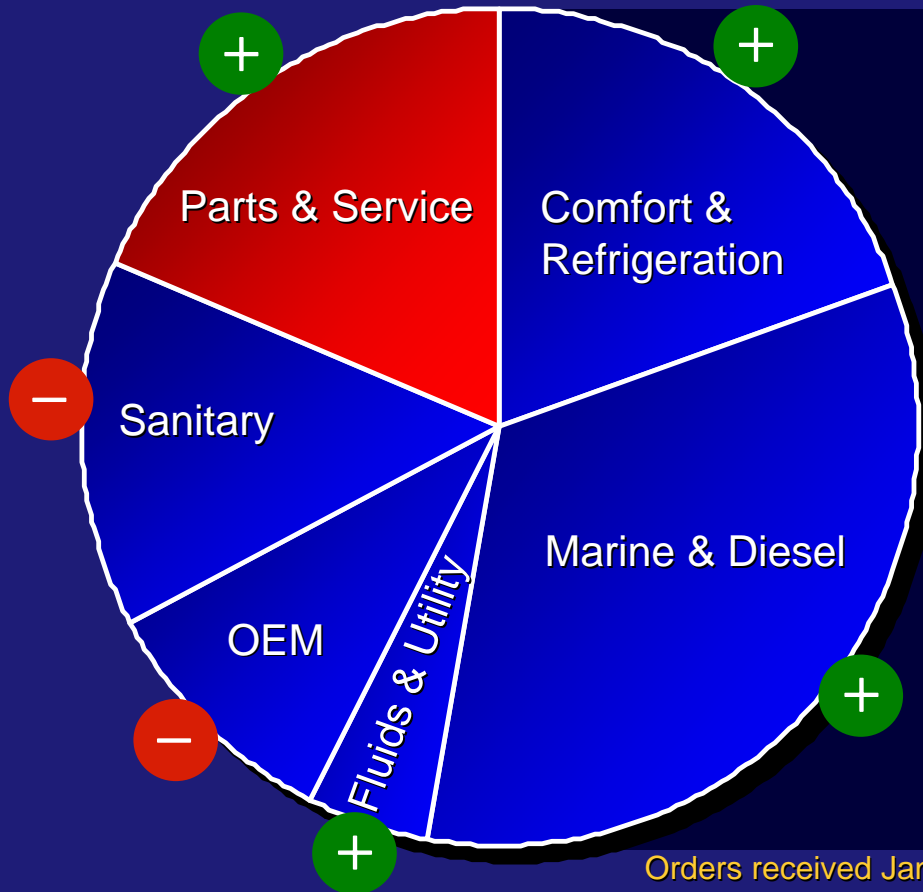
# Focus on customer segments



Parts & Service

Orders received January – September 2008

# Focus on customer segments



Orders received January – September 2008

## Equipment Division

- \* Decline order intake in the new building marine market.
- \* In OEM the Heat pump market has recovered.
- \* Growing installed base should secure continued Parts and service growth.

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