

ALFA
LFA

Today's program

Capital Markets Day, November 18, 2008

Lunch

- **Business update and Q&A**

Lars Renström, Svante Karlsson, Ulf Granstrand and Thomas Thuresson

Structural growth

- **China, the marine market and new product**

Jan Debruyne and Peter Carlberg

- **Brazil, the ethanol market and new product**

Reginaldo Macedo and Torbjörn Westberg

Coffee

- **Russia, the refinery market and new product**

Maryne Lemvik and Alexander Perekin

- **India, the food market and new product**

Nish Patel and Ole Petersen

- **Q&A and closing remarks**

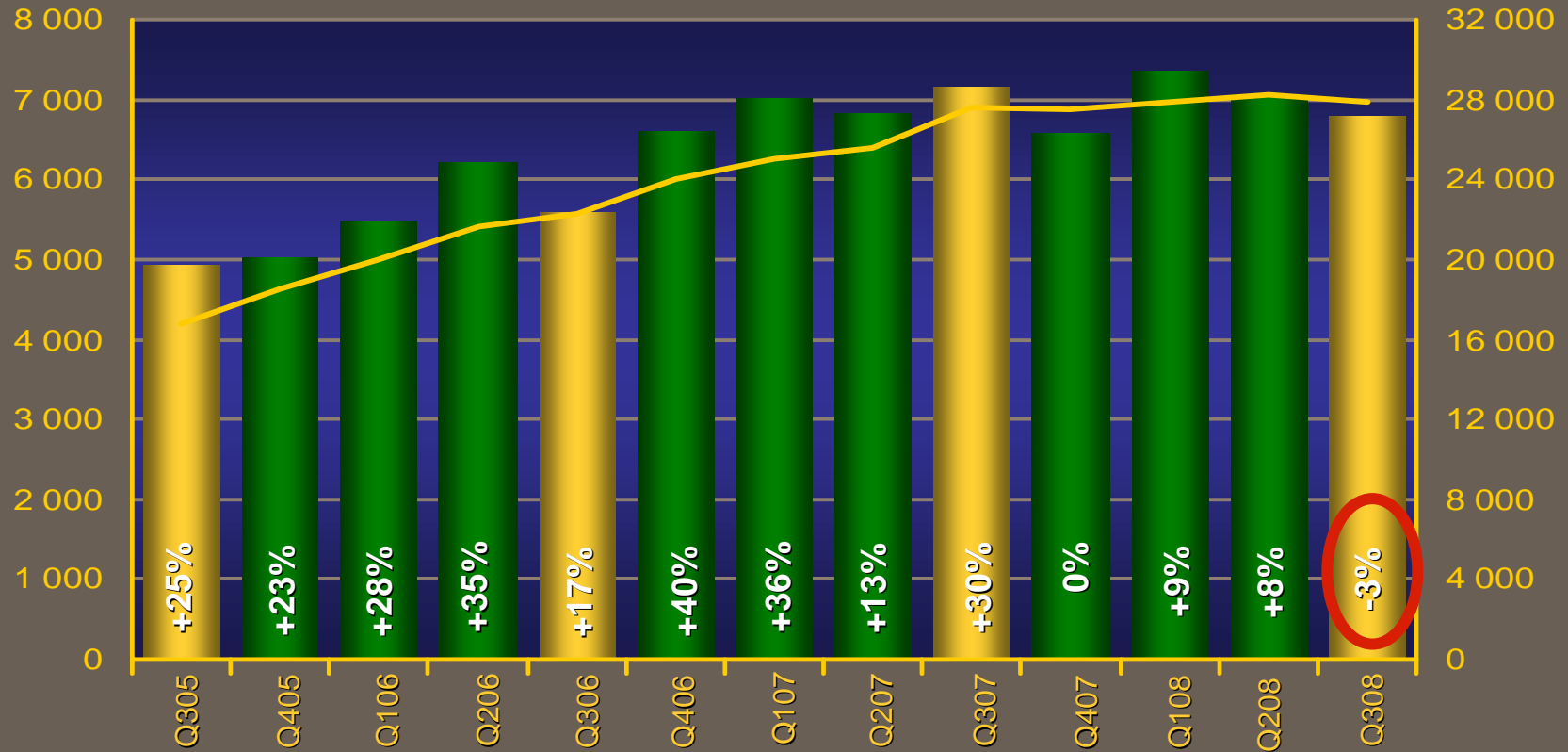
Lars Renström




approx 16.30

Orders received

SEK million

SEK million R 12

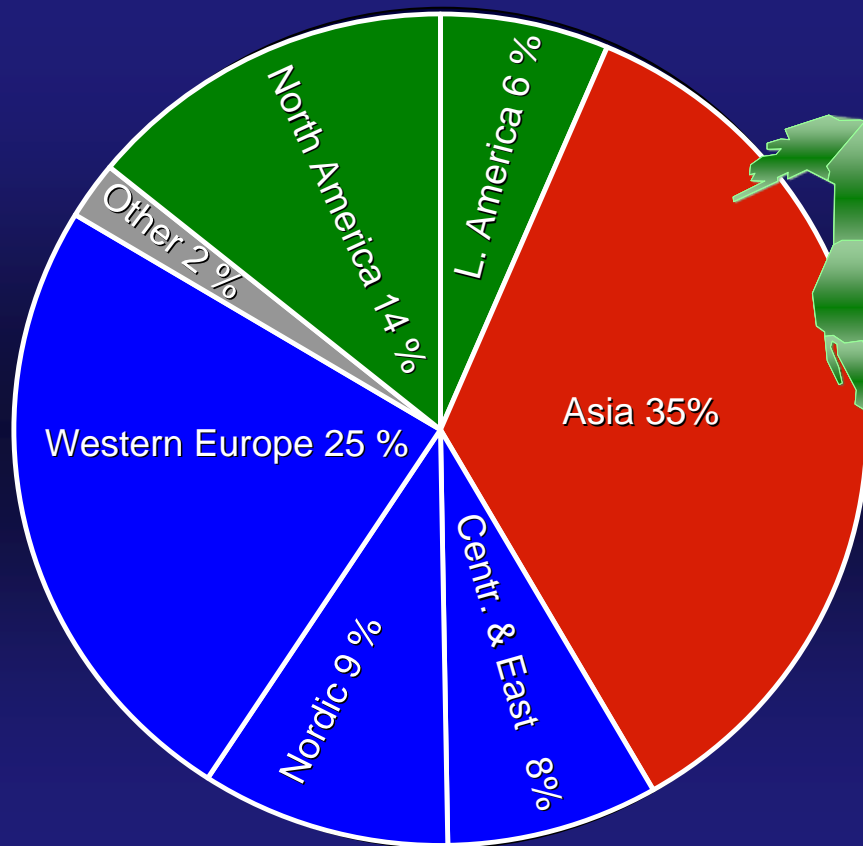


 = rolling twelve months value
  = order intake per quarter

+xx% = % development at constant rates by quarter year on year

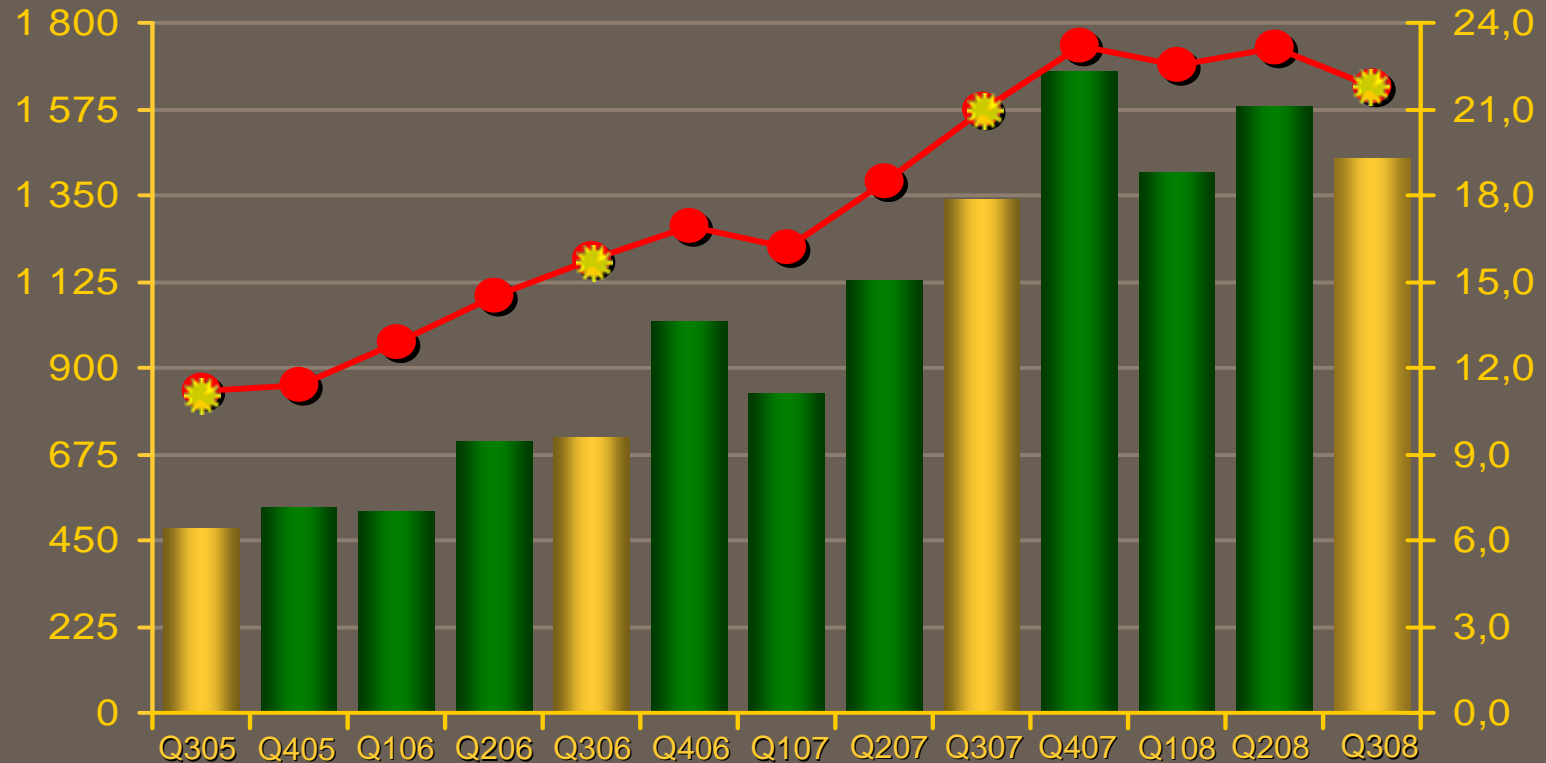
Orders received by Region

January – September 2008, at constant rates



Adjusted EBITA / margin *

SEK millions and in percent of sales



* Adjusted EBITA – "Earnings before interests, taxes, amortization of goodwill and step up values and comparison distortion items."

Alfa Laval resilience in downturns

7 - 8 %

10 - 11 %

- "One company"
- Focused scope of supply
- 850 MSEK cost reduction

x %

1. Macro trends – structural growth
 - Energy and environment incl. CO²
 - Emerging markets share of global economy
2. Industrial trends
3. Alfa Laval activities
 - Improved pricing skills
 - Increased R&D investments/TTM
 - Consolidation through multibrand

1990's

2000-2005

Present

year

Business types and pricing



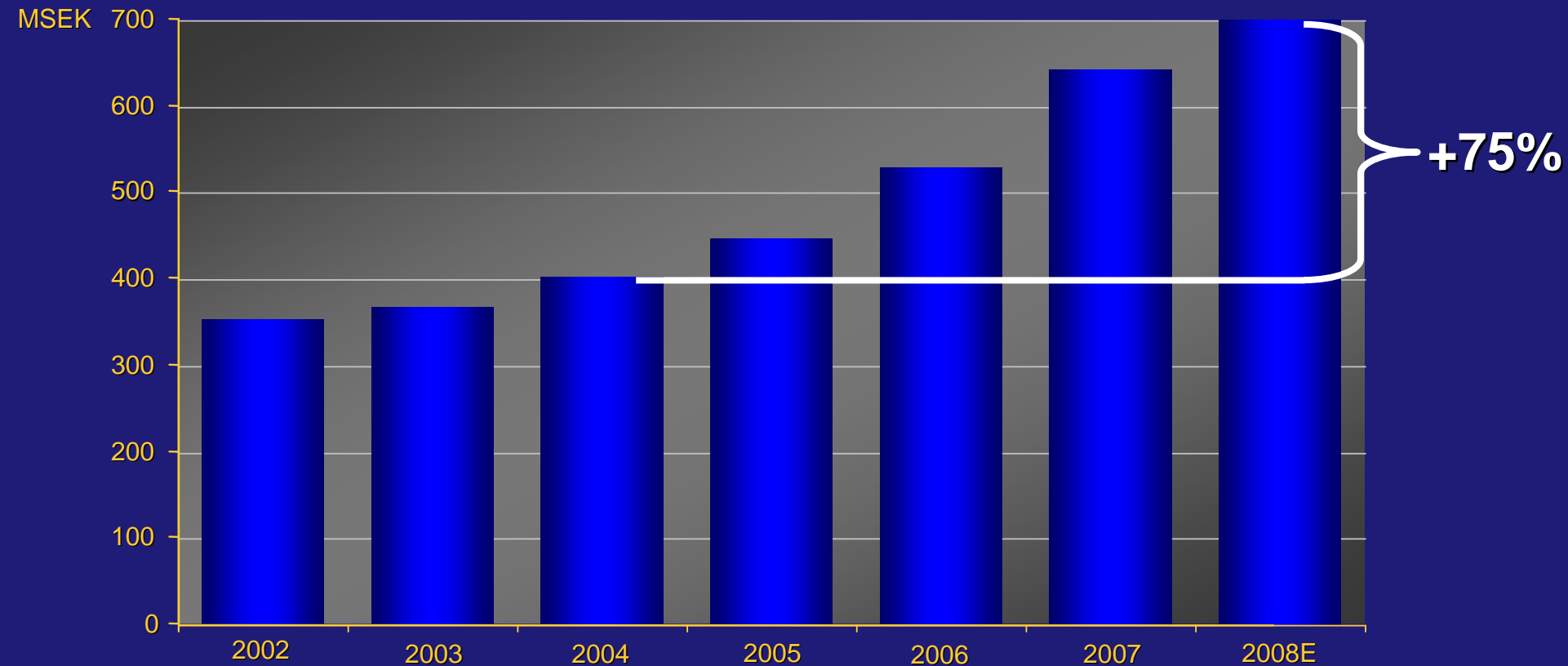
Transactional Pricing

Value Pricing

"List price business"

"Project pricing"

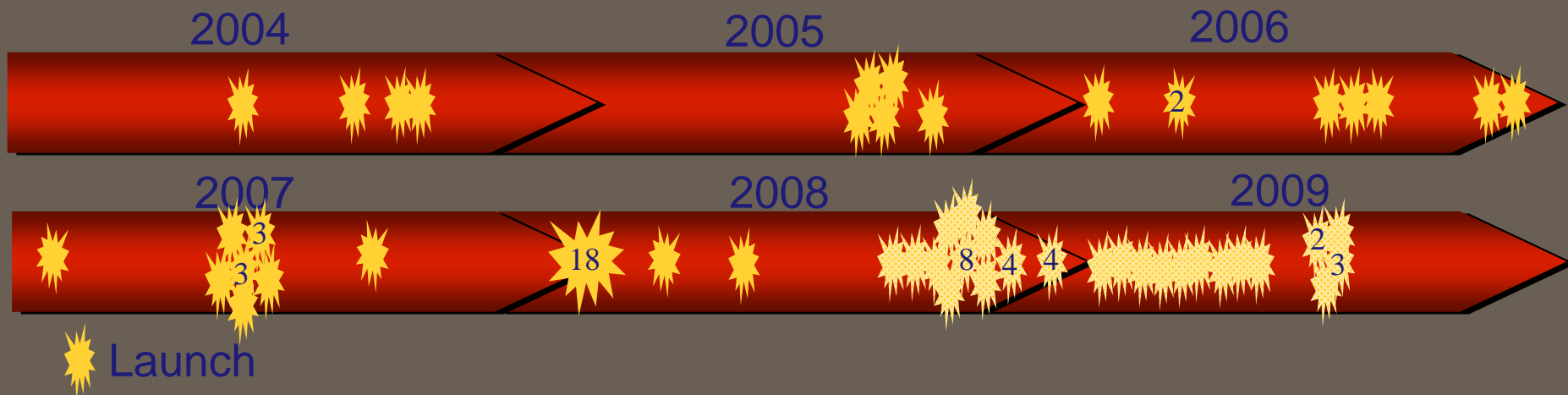
Increased investments in R&D



Time to Market

High Speed Separator portfolio

Launch of new products

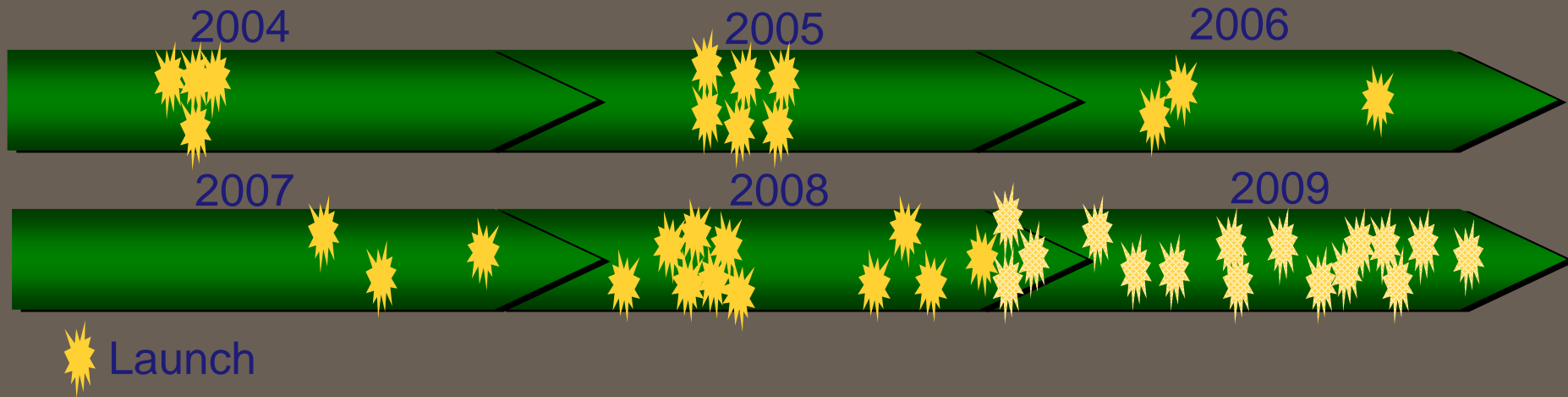


	2005	2006	2007	2008	2009
No of Launches (Products)	5	8	12	45	16

Time to Market

Decanter portfolio

Launch of new products



	2005	2006	2007	2008	2009
No of Launches (Products or Full Range of Products)	6	3	5	14	13

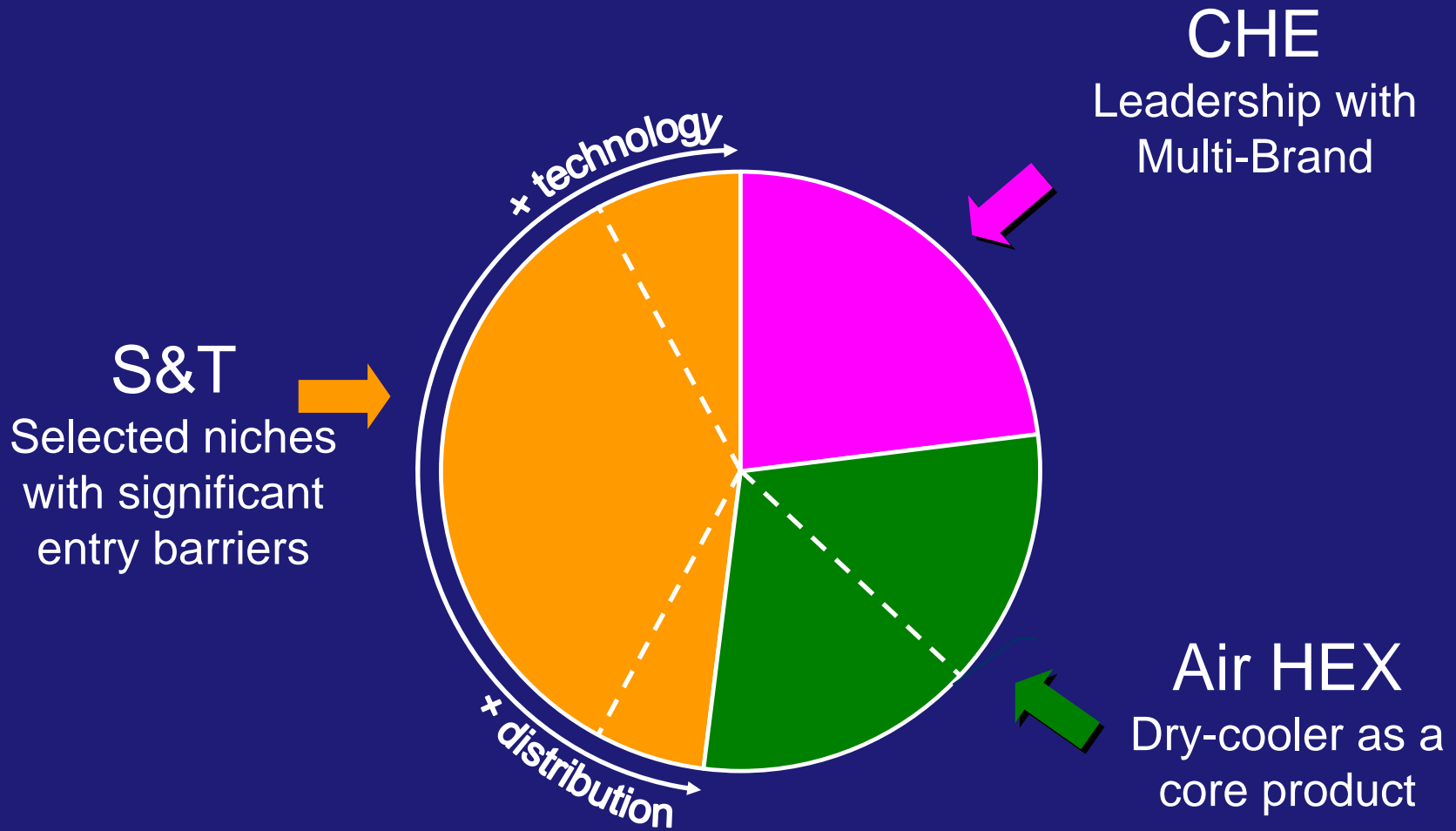
Acquisitions 2008

	<u>Annual Sales, MSEK</u>	<u>Dimension</u>
* Std Refrigeration	220	P/G
* Ageratec	80	P
* Hoyer Promix	20	P
* Pressko	50	P
* Hutchison Hayes	150	C/G
	520	~ 2% of sales

C= Channel G= Geography P= Product

The heat exchanger market

Global Market = 10 B€



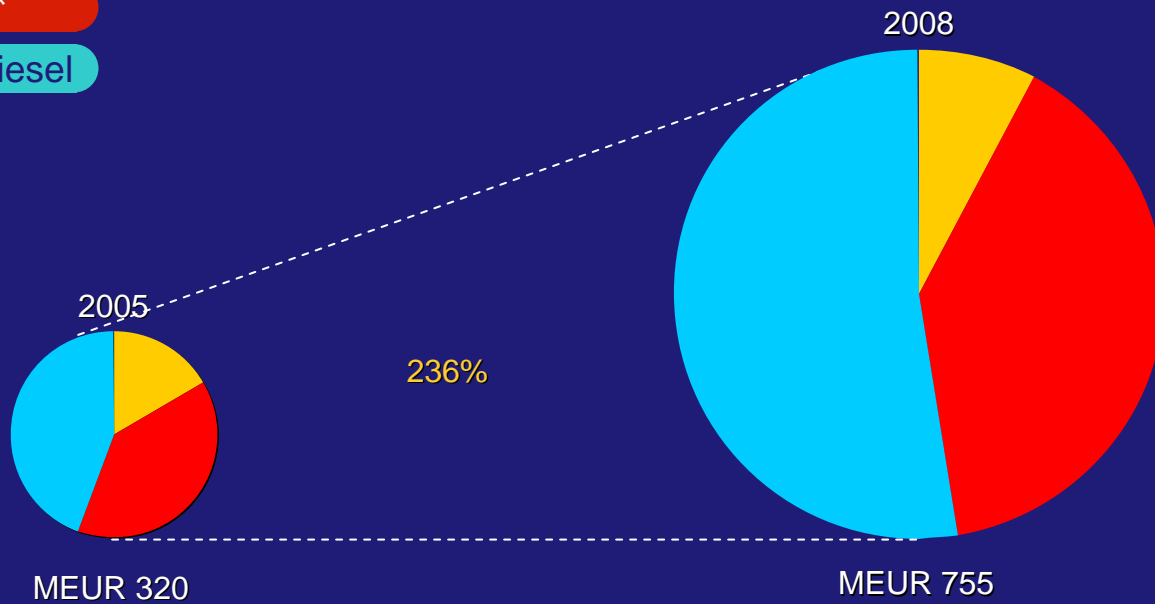
Capital sales development

Parts & Service intensive areas

Environment

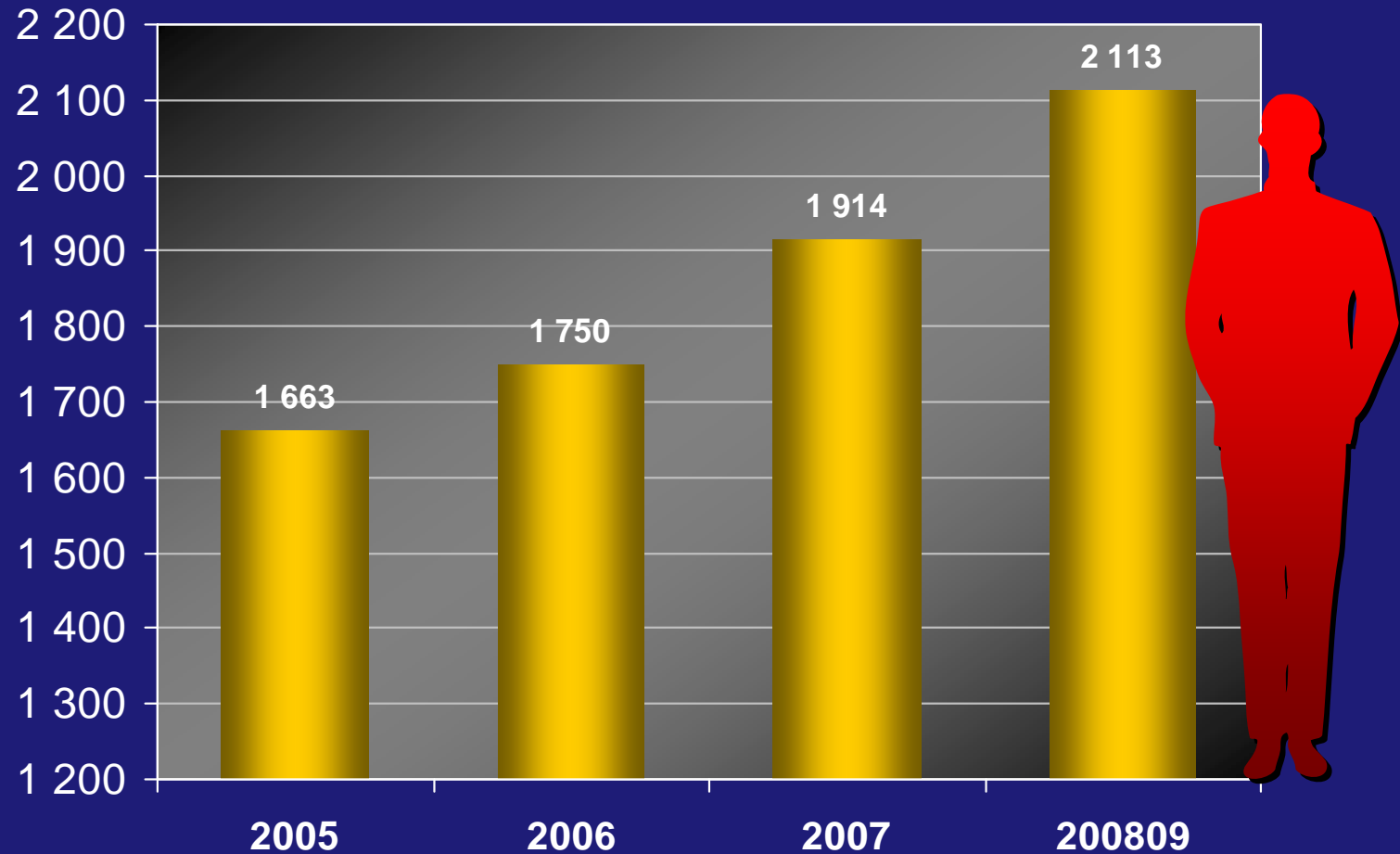
Energy*

Marine & Diesel



*) Note: O&G/Power/Refinery/Petrochemicals, excl Packinox

P&S headcount development



Structural growth



- ✦ Globalization
- ✦ Increased living standard
- ✦ Energy
- ✦ Environment

Resilience of Alfa Laval

Closing remarks

- * Diversified when it comes to customer segments, geographical presence as well as applications.
- * Improved pricing skills.
- * Steady growth of the aftermarket through increased resources and fast growing installed base.
- * Capital Markets Day on Tuesday, the 17th of November 2009.

ALFA
LFA