Alfa Laval and energy efficiency

Evli Bank in Stockholm,
February 14, 2008
A well positioned company

- Energy, Environment, Food.
- 45 – 50 % of sales in emerging markets.
- No 1 globally in all technologies.
Key figures

January – December 2007

- Orders received up 18% to SEK 27,553 million.
- Net sales up 29% to SEK 24,849 million.
- Adjusted EBITA up 65% to SEK 4,980 million.

- Negative currency effect SEK 254 million.
Orders received

SEK million

SEK million R 12

Q404 Q105 Q205 Q305 Q405 Q106 Q206 Q306 Q406 Q107 Q207 Q307 Q407

Orders received = rolling twelve months value
Orders received per quarter = order intake per quarter
+xx% = % development at constant rates by quarter year on year
Orders received

- All Other Orders
- HeatPumps, Ethanol & BioDiesel
- Large Orders > 5 MEUR

2006 12: 2,276 +11%
2007 06: 2,528 +7%
2007 12: 2,715

www.alfalaval.com
Adjusted EBITA / margin *

SEK million and in percent of sales

* Adjusted EBITA – "Earnings before interests, taxes, amortization of goodwill and step up values and comparison distortion items."
Orders received by Segment
January – December 2007, at constant rates
Orders received by Region

January – December 2007, at constant rates

North America: 16%

Asia: 31%

Western Europe: 26%

Centr. & East: 9%

L. America: 6%

Nordic: 10%

Other: 2%

45 – 50% in emerging markets
Outlook for the near future

“Alfa Laval expects the demand to remain on the current high level.”
Clean technologies – by nature

- Heat transfer: 51%
- Separation: 25%
- Fluid handling: 12%

Market share:
- Heat transfer: +30%
- Separation: 30%
- Fluid handling: 10%

Clean technologies – by nature
### Opportunities in many energy areas

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- District heating/district cooling
- HVAC (heating/ventilation/air-conditioning)
- Heat pumps
- Refrigeration
Outstanding offer to refineries
Savings - refineries

> Energy savings – average 30,000 tonnes of CO₂ per installation per year – equals to the annual emissions from 10,500 family cars*

> Investment savings - smaller boiler

And also:

> Installation savings – smaller footprint

> Service savings – less cleaning

*) Source Lund University and Alfa Laval
Savings – general level

- 5,000 Compabloc’s for energy recovery
- 12 M tons of CO₂ reduction per year, which equals the emissions from all family cars (about 4.2 million) in Sweden during a year*
- About 0.04 % of total CO₂ worldwide savings

*) Source Lund University and Alfa Laval
Attractive customer pay-back
- Refinery in Switzerland

- Energy Savings: 32 MSEK/year
- CO₂ Savings: 8.3 MSEK/year
- Payback: 5 months
Huge market potential
Our future welded products

Reduce emissions further through:

- Higher temperatures
- Higher pressures

400 °C

40 barg
Water usage in Industry

- Protect
- Generate
- Re-use
Deck drain water treatment

Decanter centrifuges for removal of solids from deck drains

Separator module for removal of oil and fine solids from deck drains