The new business division

Marine & Diesel Division
To offer standard equipment and systems to support Marine & Diesel customers optimize their processes, save energy and reduce emissions
Products and competence our competitive edge.

Orders received January – September 2011
SEK 5,873 million

*) Pro-forma

Alfa Laval on Marine ships

www.alfalaval.com
Order value opportunity

- The order value opportunity for tankers, gas carriers and containers are between SEK 5 – 25 million.
- For bulkers the order opportunity is between SEK 3-10 million.

Alfa Laval on Diesel Power station

- Sea water filtration
- Central cooling
- Desalination
- Engine exhaust cooling
- Lube oil cooling
- Filtration
- Exhaust gas waste heat recovery
- Alfa Laval on Diesel Power station
**Orders Received**

Products – Marine & Diesel Division – Jan-Sep 2011*

- Separators: 31%
- Boilers: 35%
- Heat Exchangers: 19%
- Other: 15%

*) Pro-forma

**Orders received**

Regions – Marine & Diesel Division – Jan-Sep 2011*

- Total: 53% (Asia), 39% (Europe), 8% (Americas)
- Marine CS: 81% (Asia), 18% (Europe), 1% (Americas)
- Diesel CS: 17% (Asia), 80% (Europe), 3% (Americas)
- Parts & Service: 29% (Asia), 52% (Europe), 19% (Americas)

*) Pro-forma
Volume development
Capital Sales – Marine & Diesel Division, R 12*

Orders
Invoicing

*) Including Aalborg Industries history

Marine & Diesel Division
Key figures, pro-forma 9 months

Orders received 5,873
Order backlog 5,900
Net invoicing 6,007
Operat. income / EBIT* 1,280
- In % of sales 21.3

*) After step-up amortization, but excluding integration cost Aalborg SEK 80 M

www.alfalaval.com
Synergies Aalborg integration

- 100 MSEK equal to 3% of acquired Aalborg invoicing as running rate Q4 2013
- Cost reduction account for 50% mainly in purchasing and manufacturing
- Sales synergies account for 50% mainly with increased presence and better customer penetration

Focus on customer segments

Marine & Diesel Division

- Marine & Offshore Systems offers the Alfa Laval Aalborg capital product range of boilers, inert gas systems, waste heat recovery units and floating production systems to marine and offshore customers.
- Marine & Diesel Equipment offers the Alfa Laval capital product range and the Alfa Laval Aalborg waste heat recovery units to diesel customers.
- Parts & Service offers spare parts, service and repairs.

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Focus on customer segments

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Seaborne trade growing
- Long term market growth

Total seaborne trade, million tonnes

40% growth
Number of contracted ships
- Long term market growth

Environmental legislations
- Trends

More legislation
...and higher demands
Marine legislations

SO\textsubscript{X}  NO\textsubscript{X}

Ballast water treatment  Oily waste treatment

Big Potential! Retrofit & new builds!

Focus on customer segments

Orders received January – September 2011
SEK 5,873 million*

*) Pro-forma
Parts & Service vs. world trade

Source: www.cpb.nl

Focus on customer segments

Marine & Diesel Division

- Broad assortment of products with strong market positions.
- Net invoicing and result less volatile than order intake over a business cycle.
- Growth of seaborne trade and environmental applications forms a solid base for future growth opportunities.

Orders received January – September 2011
SEK 5,873 million*

*) Pro-forma