Alfa Laval’s position

No. 1 in all its product areas

An unparalleled global presence

3-4% acquired growth p.a.
We have three key technologies
- with leading, global positions

More than 30% of the world market
25-30% of the world market
10-12% of the world market

We serve most industries

- Biofuels
- Biotech and pharmaceutical
- Chemicals
- Engine and transport
- Fluid power
- Food and beverages
- HVAC
- Industrial fermentation
- Latex
- Machinery
- Marine and diesel
- Metal working
- Mining and mineral processing
- Oil and gas
- Oil refinery
- Power
- Pulp and paper
- Refrigeration and air-conditioning
- Semiconductor systems
- Steel and coke oven gas
- Sugar
- Wastewater treatment

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A global exposure

Q1 order intake

Fast-growing regions = 49%

Customer-oriented organization

Equipment
- Sanitary
- OEM
- Industrial Equipment
- Parts & Service

Marine & Diesel
- Marine & Diesel Equipment
- Marine & Offshore Systems
- Parts & Service

Process Technology
- Energy & Environment
- Food Technology
- Process Industry
- Parts & Service

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Long-term focus areas

R&D

Investments in BRIC

Structural changes

- Development of new products as well as improvements to existing
- 35-40 products launched/year
- More than 400 patents
- The key to profitable growth
- Last year we invested SEK 648 mln in R&D (2.3% of sales)
Long-term focus areas
Investments in BRIC

- China
- India
- Brazil
- Russia

Long-term focus areas
Structural changes

- Energy
- Environment
- Improved living standards
- Globalization
Financial targets

- Average annual growth of at least 8% over an economic cycle
  - Goal fulfillment in 2011: 23.7%
- Operating margin of 15% over an economic cycle
  - Goal fulfillment in 2011: 18.5%
- ROCE of at least 25%
  - Goal fulfillment in 2011: 31.3%

Latest numbers
Key figures

January – March 2012

- Orders received rose 22% to SEK 7,895 million.
- Net sales increased 16% to SEK 6,831 million.
- Adjusted EBITA declined 1% to SEK 1,128 million.
- Adjusted EBITA margin 16.5% vs 19.2%
  - Negative currency effect SEK 25 million.

Orders received

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Order intake per quarter</th>
<th>Order intake per quarter “large”</th>
<th>Rolling twelve months value</th>
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<tr>
<td>Q108</td>
<td>49%</td>
<td>46%</td>
<td>99%</td>
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<td>Q208</td>
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<td>Q308</td>
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<td>6%</td>
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<tr>
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<tr>
<td>Q112</td>
<td>+21%</td>
<td>+21%</td>
<td>+9%</td>
</tr>
</tbody>
</table>

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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.”

Orders received by customer segment

January – March 2012, at constant rates and like for like

* New customer segment, no corresponding period last year exists.
Orders received by Region

January – March 2012, development at constant rates

- Asia 34%
- Latin America 7%
- North America 21%
- Western Europe 19%
- Nordic 9%
- Central and Eastern Europe 6%
- Other 2%

Year-on-year comparison

Order backlog as per March 31

SEK millions

- For delivery during the same year
- For delivery next year or later

Book to bill

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Outlook for the second quarter

“We expect that demand during the second quarter 2012 will be on about the same level as in the first quarter, excluding large orders.”