



ALFA  
ROMEO

The image features the Alfa Romeo logo in a stylized, white, blocky font on a dark blue background. The logo is composed of two lines of text: "ALFA" on top and "ROMEO" on the bottom. The letters are thick and have a slightly irregular, hand-drawn appearance. A thin white horizontal line runs through the middle of the logo, passing behind the letters. The background is a solid dark blue.

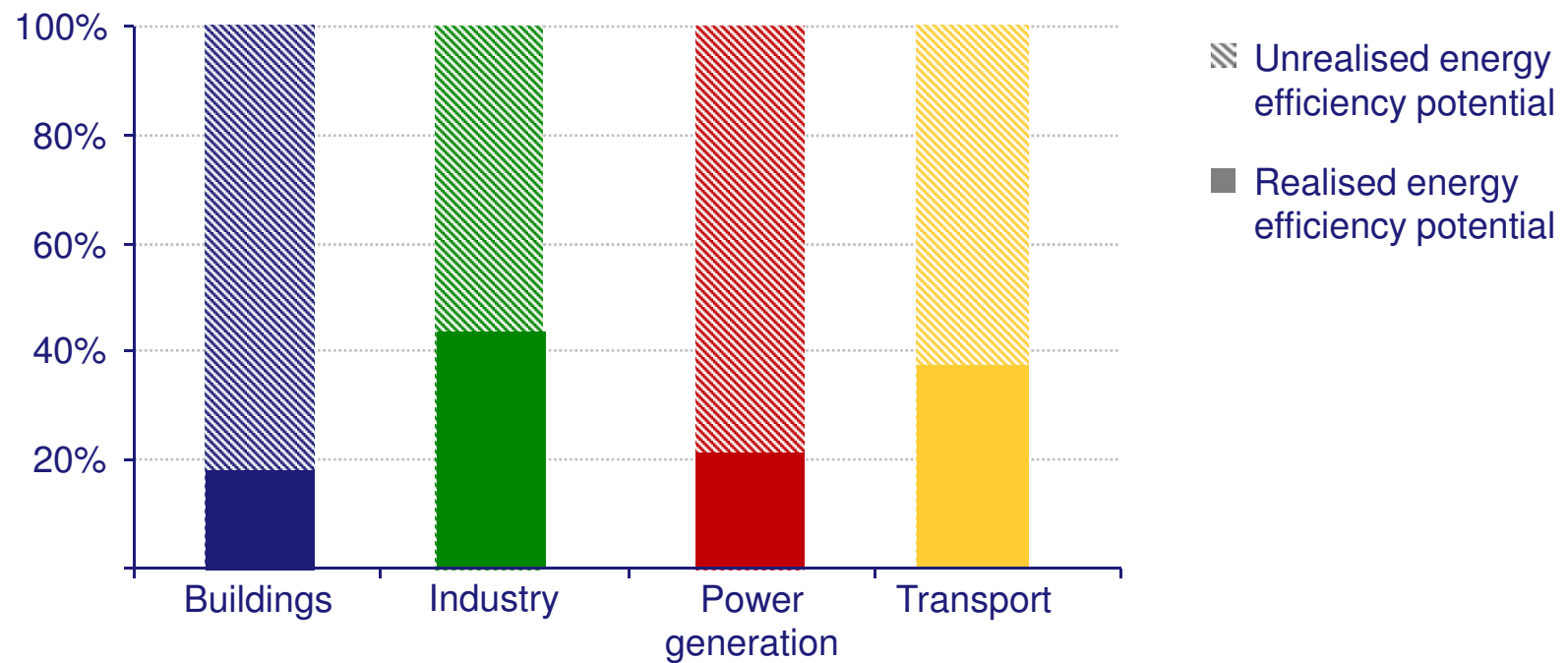


# Heat recovery within process industry

Mats Skogman  
Segment Manager  
Process Industry

# Industry

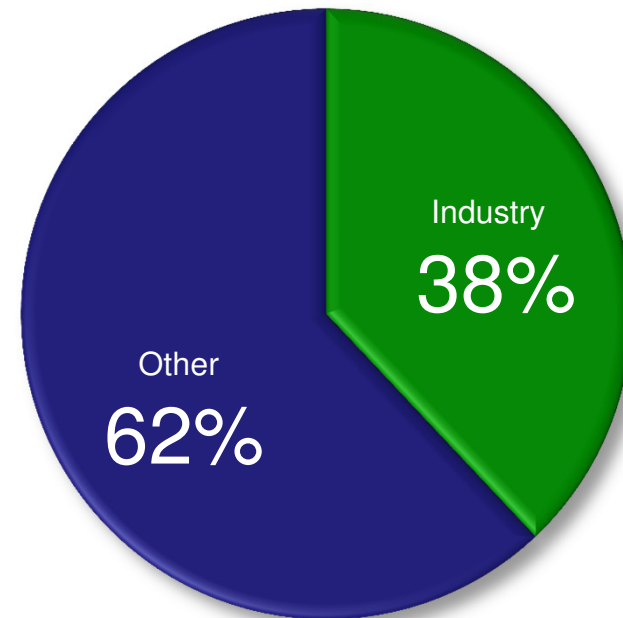
– Huge potential for energy efficiency



Source: IEA. Possible scenario in 2035 if we act on both implemented and announced policies.

# Industry

– Consumes almost 40% of global energy

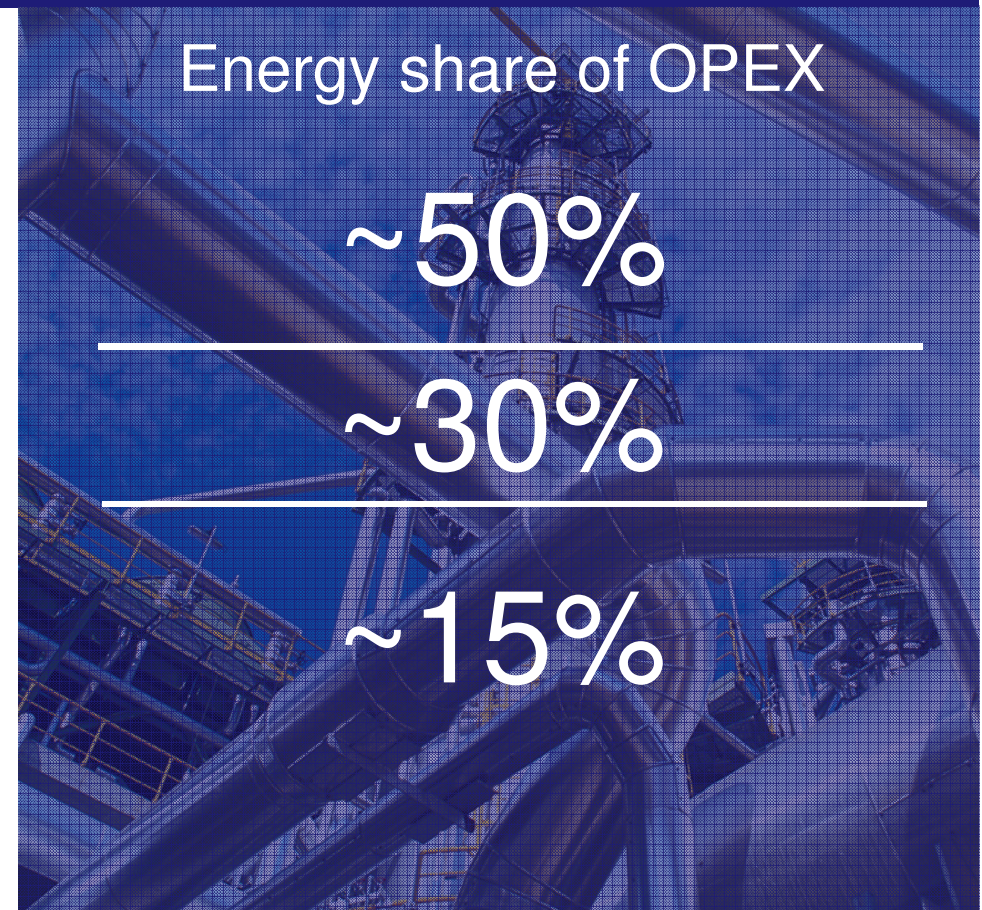


Source: IEA, International energy outlook 2013

# Industry

– Energy-intensive sectors with much to gain

- \* Oil refining
- \* Petrochemicals
- \* Steel
- \* Mineral processing
- \* Pulp & Paper





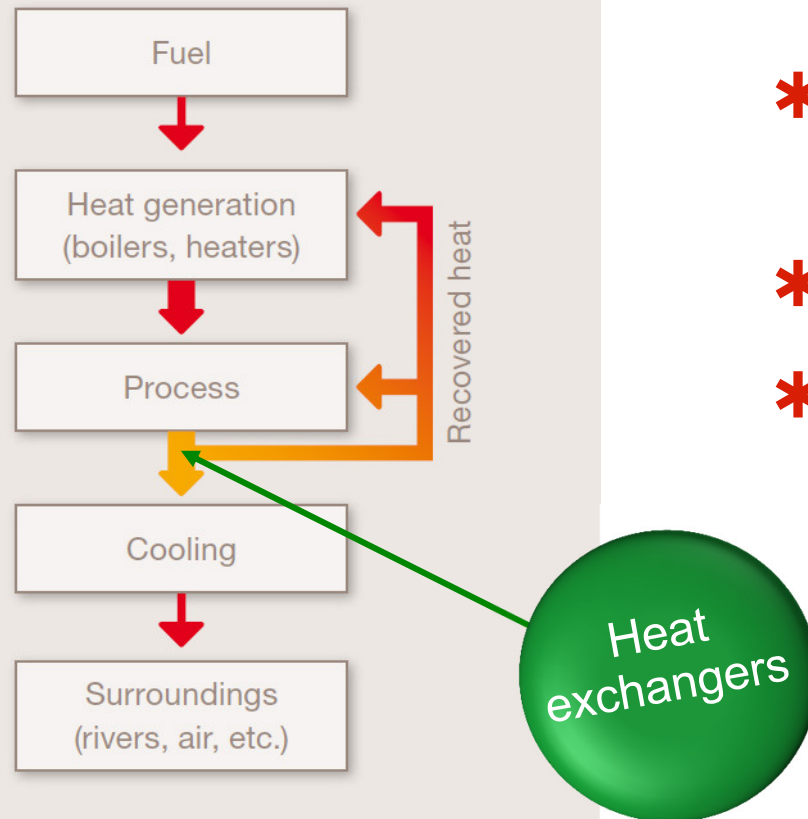
# Drivers for energy efficiency

- \* Bottom line
- \* Competitiveness
- \* Legislation
- \* Sustainability



# Heat recovery

– Our focus in energy efficiency for the industry



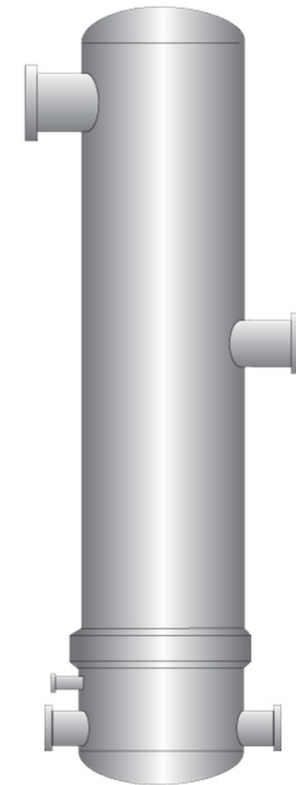
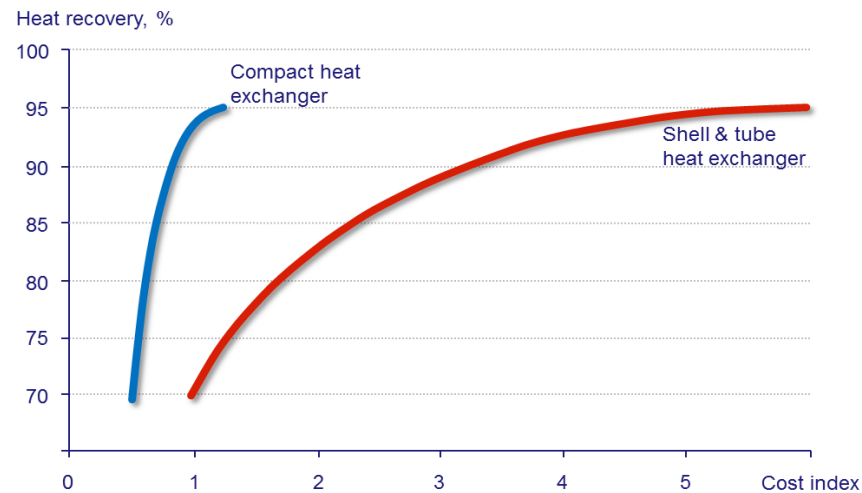
- \* A direct way to increase energy efficiency
- \* High returns on investment
- \* Reduced CO<sub>2</sub> emissions

# Heat recovery

– High efficiency in compact heat exchangers



Alfa Laval plate heat exchangers

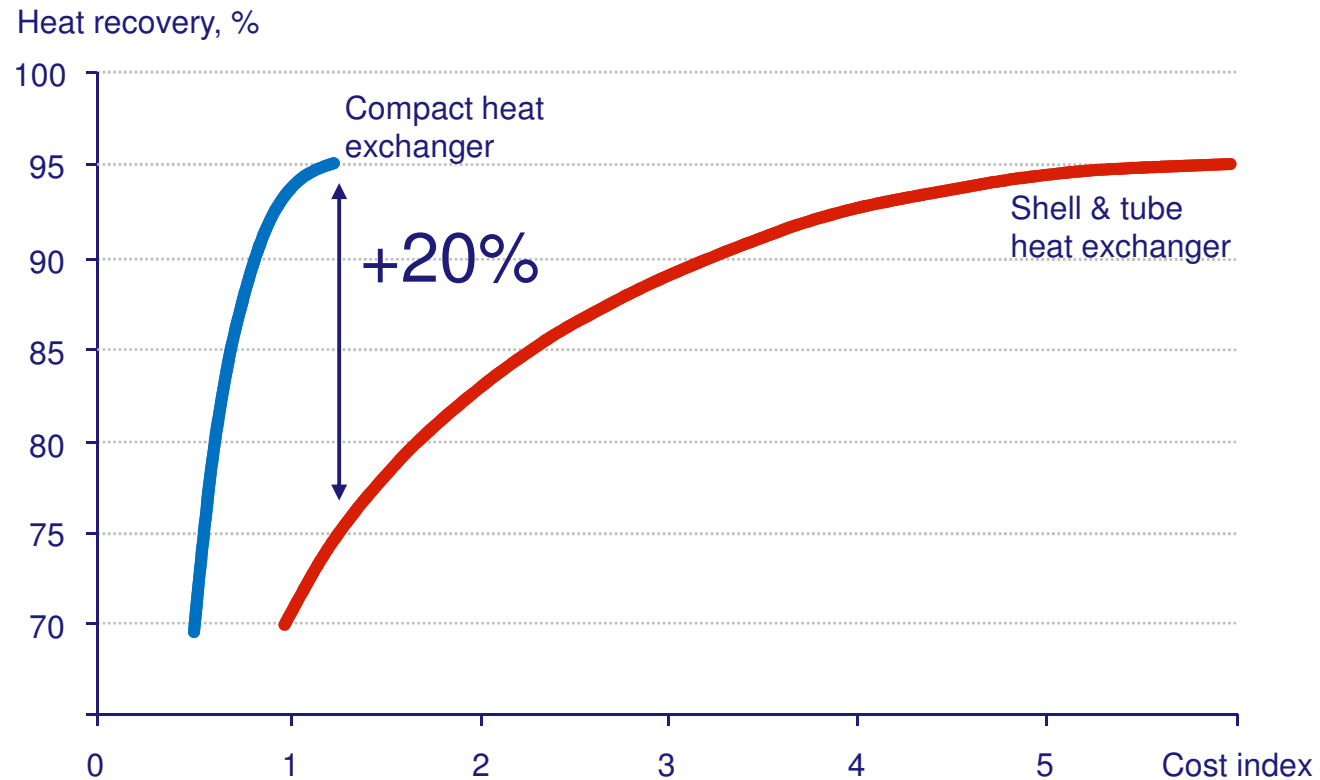


Traditional shell & tube heat exchanger



# Heat recovery

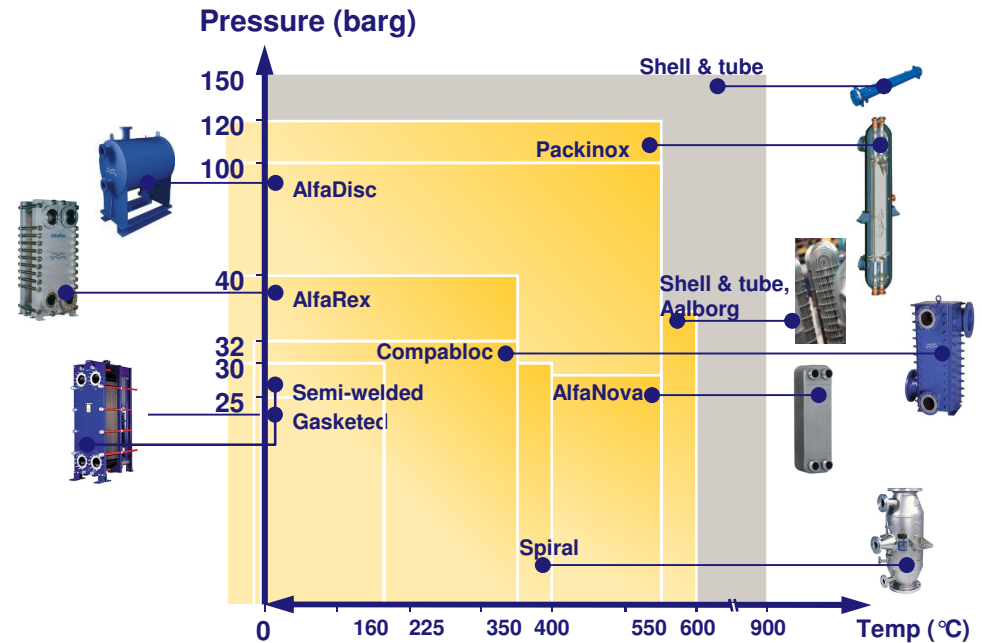
– High efficiency in compact heat exchangers



# Heat recovery

– Reasons to choose Alfa Laval

- \* Process know-how
- \* References



# Petrochemical case, Japan

- \* Capacity increase
- \* More heat recovery

Planned solution **Not possible**

~~\* 5,000 m<sup>2</sup> = 4 × Shell & Tube~~

Alfa Laval solution

\* 1,000 m<sup>2</sup> = 3 × Compabloc



# Petrochemical case, Japan

\* Fuel savings 2,000 t/y

\* CO<sub>2</sub> reduction 5,000 t/y



\* Bottom-line +1.1 MEUR/y



# Heat recovery market

- \* Continued growth seen in the global industrial heat transfer market from today's estimated 8 BEUR
- \* Heat recovery will grow even faster and we estimate that it today makes up approximately 30% of the total





# Summary

- \* Cost focus, competitiveness and legislation all push the industry
- \* The demand for heat recovery solutions is growing in a growing market
- \* Alfa Laval has a unique position through a combination of product range, know-how and references



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