Marine Division
Marine Division by numbers
- Order intake (OI) based on LTM September 30, 2017,

**Order intake:**
SEK Bn 10.1 (+15%*)

**Sales:**
SEK Bn 10.8 (−12%*)

*) Compared with WY 2016, fixed rates

Increase
Decrease
Unchanged (+/- 3 %)
Alfa Laval on board
- Product, system & application leadership, 17 product groups

- Inert gas systems
- Exhaust gas cleaning
- Filtration
- Ballast water treatment
- Tank cleaning
- Oily waste treatment
- Oil treatment
- Crankcase gas cleaning
- Cooling and heating
- Thermal fluid heating
- Steam and heat generation
- Waste heat recovery
- Scrubber water cleaning
- Exhaust gas cleaning
- Oily waste treatment
- Fuel conditioning
- Desalination
- Gas combustion
- Cargo pumping
- Tank cleaning
Yard contracting
- 1st November 2017, including all ships above 2,000 Dwt/Gt

Source: Clarkson Research Services Limited
Scrubbers
- Expected market development, (MEUR)

![Graph showing expected market development for scrubbers from 2017 to 2026. The graph indicates a peak in 2019 followed by a decrease in subsequent years. The market potential is €5B.](image-url)
Ballast water treatment

- Expected market development (MEUR)

€ 7B
market potential

M€

1 200
1 000
800
600
400
200
0


Retrofit

New build
Connectivity
In conclusion...
- Marine Division

- Yard contracting is forecasted to continue to recover in 2018 and the coming years
- Sales of Ballast water equipment and Scrubbers are developing according to expectations
- Innovation of our product and systems assortment is high and will have an increased focus the coming years