Connectivity in Marine
Capital Markets Day
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Marine and connectivity
- Technology on board ships has consistently evolved over time.
- Industry is taking its first steps into a digitally connected future.
- Development driven by technology, legislation, sustainability.
Marine and connectivity
- Macro drivers

**TECHNOLOGY**
Data to intelligence cost

**LEGISLATION**
Exhaust gas cleaning, ballast water treatment

**SUSTAINABILITY**
Greener brand

Alfa Laval on board
- Products, systems, applications and... connectivity

Alfa Laval and connectivity on board
- Matching customer focus areas and needs

- Compliance
- OPEX
- Uptime
Why connectivity makes sense
− Customer benefits – compliance, PureSOx

**COMPLIANCE**
Regional ID and documentation

**OPTIMIZATION**
Efficiency and cost

**SERVICE SUPPORT**
24/7 help

Why connectivity makes sense
− Customer benefits – opex, boilers

**OPEX**
Digital steam audit

**AVAILABILITY**
The connected crew

Why connectivity makes sense
− Alfa Laval benefits

🌟 Improved customer experience
🌟 Design optimization
🌟 Added services
Why Alfa Laval?

- **BRAND**
  - Track-record of quality and reliability

- **OEM**
  - Design knowledge

- **INSTALLED BASE**
  - Scale and scope advantage

Summary

- Front-runner in an emerging technology area
- Clear customer value
- A differentiator for Alfa Laval