





Connectivity in Marine

Capital Markets Day

Sameer Kalra
President, Business Unit
Pumping Systems

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.

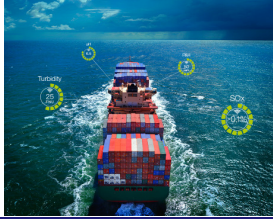


www.alfalaval.com

Marine and connectivity

– Macro drivers

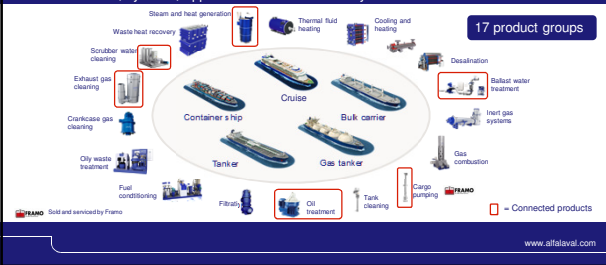
- * **TECHNOLOGY**
Data to intelligence cost
- * **LEGISLATION**
Exhaust gas cleaning,
ballast water treatment
- * **SUSTAINABILITY**
Greener brand



www.alfalaval.com

Alfa Laval on board

– Products, systems, applications and...connectivity



www.alfalaval.com

Alfa Laval and connectivity on board

– Matching customer focus areas and needs

- * Compliance
- * OPEX
- * Uptime



www.alfalaval.com

Why connectivity makes sense

– Customer benefits – compliance, PureSOx

- + **COMPLIANCE**
Regional ID and documentation
- + **OPTIMIZATION**
Efficiency and cost
- + **SERVICE SUPPORT**
24/7 help

www.alfalaval.com

Why connectivity makes sense

– Customer benefits – opex, boilers

- + **OPEX**
Digital steam audit
- + **AVAILABILITY**
The connected crew

www.alfalaval.com

Why connectivity makes sense

– Alfa Laval benefits

- * Improved customer experience
- * Design optimization
- * Added services

www.alfalaval.com

Why Alfa Laval?



BRAND
Track-record of quality
and reliability



OEM
Design knowledge



INSTALLED BASE
Scale and scope
advantage

www.alfalaval.com

Summary

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



www.alfalaval.com