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## Energy and the new GPHE platform

Capital Markets Day

Julien Gennetier  
President BU Gasketed Plate Heat Exchangers

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## Energy demand is growing

– putting strains on supply and the environment



- \* Sending a 1MB e-mail requires the same amount of energy as a light bulb being lit for one hour.  
**10 billion e-mails are sent every hour!**
- \* Two 3<sup>rd</sup>s of the world population live in areas that need cooling. Without changes, **the number of individual AC-units will rise to 5.6 billion by 2050**, up from 1.6 billion today!

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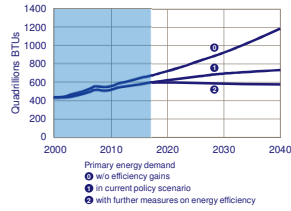
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## Energy efficiency – a sustainable way forward

- \* Meeting both new energy demand and Paris agreement targets limits the number of sustainable options.
- \* Energy efficiency is expected to be the #1 contributor.
- \* Energy efficiency investments today, of USD 250 billion, needs to:
  - double by 2025
  - and double again by 2040.



Source: Exxon Mobile, 2017 outlook for Energy, IEA, 2017 Energy Efficiency Market Report.

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## And we already contribute



of new energy savings capacity installed by Alfa Laval every year

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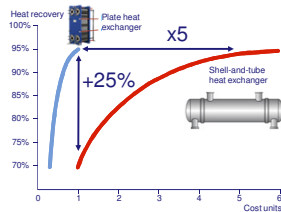
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## Energy efficiency is our business

- Plate heat exchangers
- \* Up to five times more efficient than alternative technology.
  - \* Versatile and a small footprint.
  - \* Enable waste-heat recovery.



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## New GPHE product platform

- We do what we do best and we do it even better

- \* Stepwise release of the complete range.
- \* Unique features increasing efficiency, reliability and serviceability.
- \* Will benefit virtually all applications of GPHE: Heavy and light industries, HVAC, refrigeration, marine, food industries...

Industrial range by port size

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## New GPHE product platform

- setting new standards

Nanjing Jinling World Tower

This 300m tall building will use the new generation GPHE, benefiting from:

- OmegaPort™** Reduced pressure drop and improved thermal efficiency.
- CurveFlow™** Improved media flow and minimized risk of fouling.
- PowerArc™** Improved plate rigidity for longer life-time.

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## Developing more than a product

- win/win situation

- \* Patented features
- \* Modular design
- \* Scalability
- \* Design for service

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## Alfa Laval as #1 Choice

- \* Market and technology leader with the broadest portfolio of plate heat exchangers in the industry.
- \* Supported by the largest service network striving for the best online and in-real-life interaction.
- \* #1 partner of our customers for existing and new applications where energy efficiency matters.



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## Summary

- \* Energy efficiency is expected to be the #1 solution to meeting both increasing energy demand and climate change targets.
- \* Being 5 times more efficient than traditional technology, plate heat exchangers will significantly benefit from this trend.
- \* The new GPHE platform enables faster product releases that will benefit our customers and further enhance our leadership.

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