Food & hygienic fluid handling
Capital Markets Day

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President Business Unit Hygienic Fluid Handling

Macro drivers

<table>
<thead>
<tr>
<th>Population growth</th>
<th>Increasing living standards</th>
<th>Share of women at work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacity expansion</td>
<td>Change in eating and drinking habits</td>
<td>Less time for home-made food</td>
</tr>
<tr>
<td>Continued investments</td>
<td>Continued investments</td>
<td>Continued investments</td>
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</tbody>
</table>
### Industrial drivers

<table>
<thead>
<tr>
<th>Competitiveness</th>
<th>Flexibility</th>
<th>Food chain &amp; safety</th>
<th>Sustainability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large scale plants \ Efficient processes</td>
<td>Adaptable production facilities</td>
<td>Hygienic processes</td>
<td>Less water \ Less electricity \ Less chemicals</td>
</tr>
<tr>
<td>Continued investments</td>
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</tbody>
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### Sustainable targets

- Global leading companies

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### Sustainability – a need & a must ...

- and a good investment

- **Environment**
  - Energy efficiency
  - Carbon footprint
  - Water efficiency

- **Drivers**
  - Brand reputation
  - Customer demand

- **Economy**
  - Product cost
  - Utility cost

- **Drivers**
  - Production efficiency
  - Total cost of ownership
Case study, UK Dairy industry

Optimization audit
Equipment and Process

Recommendation and Pay-back

Process change
3rd party validation

Savings...
- 10.5 million liters of water/year
- Heating
- Chemicals = 107k EUR/year

Market leader
- Technology and first mover

- Tank cleaning Burst 30% water reduction
Q1-2018

- Think Top 79% water reduction
Q4-2018

- Self Priming Pump 30% energy reduction
Q1-2019

Reducing water, electricity and chemicals
If you could talk to our products ...  
- Plant managers on control units

- Simplify installation time and cost
- Alert! ... if anything doesn’t run as expected
- Enable faster and easier maintenance

A healthy recipe – that pays off

- Healthy macro drivers + industry challenges
- Widest offering in the world
- Focus on sustainability and competitiveness
- Driving technology leadership