





Food & hygienic fluid handling

Capital Markets Day

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Macro drivers

Population growth	Increasing living standards	Share of women at work
Capacity expansion	Change in eating and drinking habits	Less time for home-made food
↓	↓	↓
Continued investments	Continued investments	Continued investments

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Industrial drivers

Competitiveness	Flexibility	Food chain & safety	Sustainability
Large scale plants Efficient processes	Adaptable production facilities	Hygienic processes	Less water Less electricity Less chemicals
↓	↓	↓	↓
Continued investments	Continued investments	Continued investments	Continued investments

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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

Economy

- Product cost
- Utility cost

Drivers

- Brand reputation
- Legal requirements
- Customer demand

"Sweetspot"



Drivers

- Production efficiency
- Operational cost
- Total cost of ownership

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Case story, UK Dairy industry



Optimization audit
Equipment and Process

Recommendation
and Pay-back

Process change
3rd party validation



"Sweetspot"

Savings..
* 10.9 million liters
of water/year
* Heating
* Chemicals
= 107k EUR/year

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Market leader

- Technology and first mover



Tank cleaning Burst
30% water reduction

Q1-2018



Think Top
70% water reduction

Q4-2018



Self Priming Pump
30% energy reduction

Q1-2019

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Reducing water, electricity and chemicals



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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

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A healthy recipe – that pays off

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



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