Energy Division
Energy Division by numbers

- Order intake (OI) based on LTM September 30, 2018,

Order intake:
SEK Bn 12.3 ( +7%*)

Sales:
SEK Bn 12.4 ( +10%*)

*) Compared with WY 2017, fixed rates
From XXS to XXXL

15 17

Product launches LTM  Product launches NTM

Brazed Heat Exchangers  Gasketed Plate Heat exchangers  Welded Heat Exchangers

Separation equipment
From cooling, heating and separating

Reduced x 4

Energy consumption + Emissions + Waste + Water consumption
Macro trends of importance

Figure 6.6: Installed power generation capacity by type in the New Policies Scenario

- Historical
- Projections
- Gas
- Coal
- Solar PV
- Hydro
- Wind
- Nuclear
- Other renewables
- Oil

The New Policies Scenario reshuffles the leaders in power generation capacity; by 2030, gas surpasses coal while wind and solar PV gain ground.

In addition: Digitalization
The digital refinery

- Alfa Laval cooperation with Honeywell/UOP
- A customer specific digital refinery
- Online total performance optimization
- Honeywell Digital Control System infrastructure
- UOP process knowledge
- Alfa Laval HEX process knowledge embedded as plug-in software
The connected oil field

- Total Oilfield, Canada
- Online connected drilling decanters
- Predictive maintenance and optimization of performance
Conserving water in Solar application

- Two modular Wet Surface Air Coolers (WSAC®) cooling the auxiliary water for generators and lube oil coolers.
- Make-up water source for the WSAC® units is 100% reclaimed drain water and plant rejection water available from other plant processes.
- No additional fresh water source is needed to operate the units and provide required cooling.
Safe removal of mercury off-shore

- A US major oil company with operations in Asian mercury rich fields
- Mercury reduced from ~10000 ppb to less than 800 ppb in our High Speed Separators, and safely returned down to well without any human contact
Starting with CB410 The largest brazed heat exchanger optimized for HVAC single-phase applications

A common concept for a number of product launches during 2018-2019 promoting “You get more with Alfa Laval Brazed Heat Exchangers”

https://www.alfalaval.com/microsites/heating-and-cooling-hub/
Enhanced presence in the U.S.

Online and IRL

Engineered in Sweden
Delivered from our U.S. factory

- Shorter lead times
- Greater flexibility
- Reduced CO$_2$ emissions

U.S. Web shop

- Based on our successful and intuitive Product Selection Guide
- Goes live on January 1$^{st}$ 2019 with Brazed heat exchangers
- More products to be added continually during 2019
The 300m tall Nanjing Jinying World Tower will use the new generation GPHE, benefiting from:

- **OmegaPort™**
  Enhances media flow and thermal efficiency

- **CurveFlow™**
  Improves media flow and minimizes risk of fouling

- **PowerArc™**
  Improves plate rigidity for longer lifetime

Setting new standards in China

New GPHE product platform
In summary...
- Energy Division

- Positive outlook remains
- Energy efficiency and sustainability driving market demand
- Connected products and digital solutions to improve customer experience