

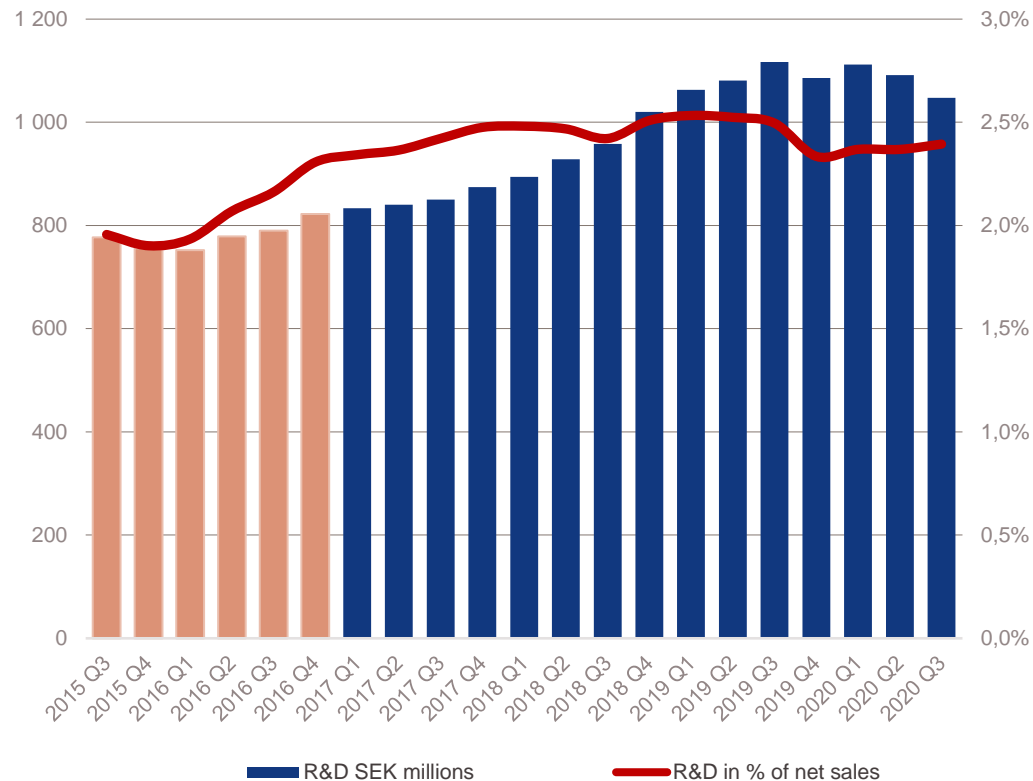
The next steps...

Tom Erixon
President and CEO

Technology leadership

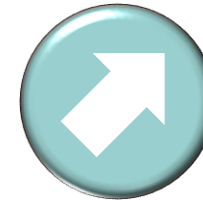


R&D development (MSEK R12)



R&D expenses expected to remain at 2.5% of sales

Newness trend 2022:



**Product launches
2019-2021:**

60-80 / Y

Key improvements:

- Energy efficiency
- Serviceability / connectivity
- Range expansion

Technology leadership: Heat transfer solutions



Brazed & Fusion Bonded HEX

- 8 new product launches and 8 product updates in 2020, with common sustainability aspects:
 - Compliant with new high energy efficiency standards, through asymmetry
 - Optimized for new environmentally friendly refrigerants
 - New AlfaNovaTW, tap water range



OmegaPort™



CurveFlow™



PowerArc™

Gasketed Plate HEX

- 3 new product launches in 2020:
 - Energy Efficiency
 - Serviceability
 - Reliability

Technology leadership: Separation solutions



Decaners

- 12 new launches in 2020:
 - VecFlow for water applications
 - Lower energy consumption
 - Polymer saving
 - Reduced waste disposal



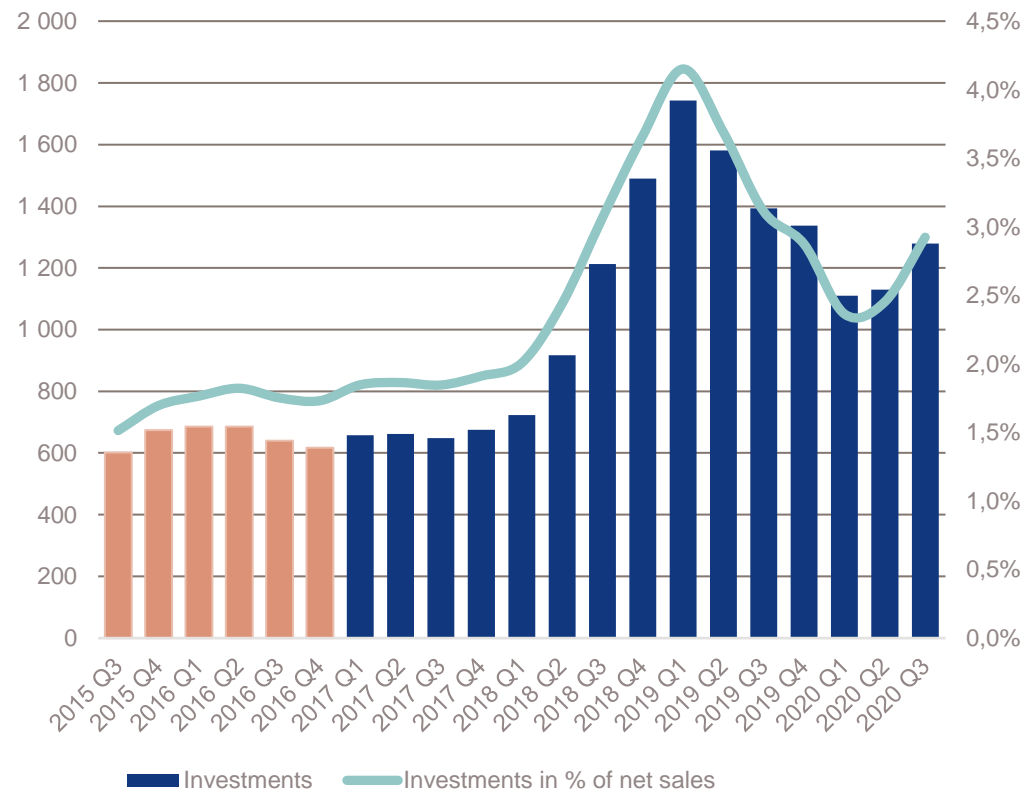
**High speed
separators**

- 30 new launches in 2020:
 - Lower energy consumption
 - Increased hygienic standard
 - Increased yield in customer processes

Significant development of the supply chain



Capex development (MSEK R12)



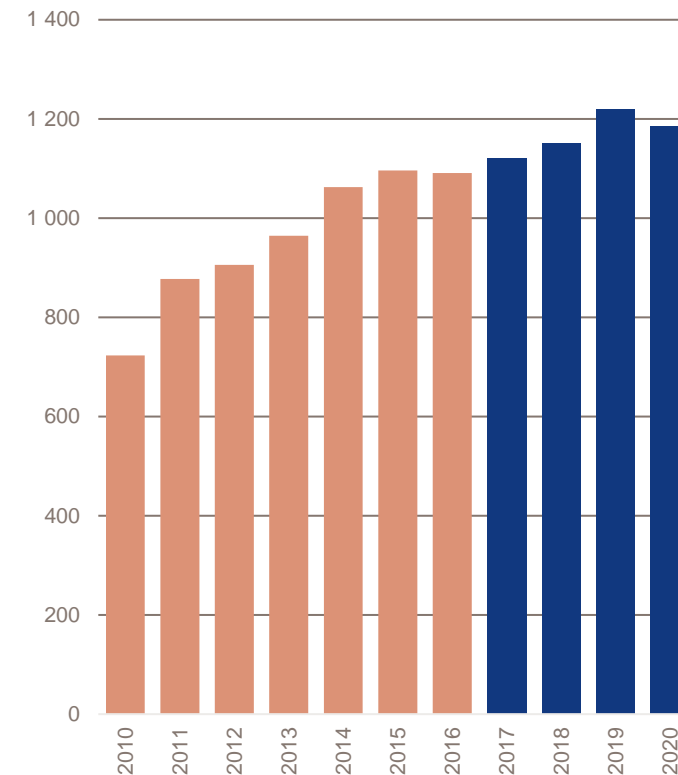
Qingdao, China

Building a service driven company



Alfa Laval Remote Guidance, + 9,750 hours of remote guidance compared with prior Covid-19

Service development* (M€, fixed rate)



*) Year 2020 = LTM September 2020

Digital service transformation



Connected assets
1,072 machines
(+289%)

Remote guidance
+ 9,750 hours
(zero in 2019)

AI troubleshooting
876 sessions
(+456%)

Data driven sales – IB Dashboard usage
627 users (+84%)
25,000 sessions (+125%)

People drive change



Implementation of
delegated business
responsibility



A diverse team

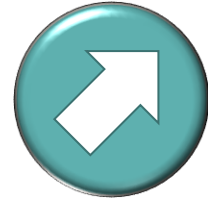


A new connectivity team
A new center for 3D printing
A stronger e-commerce team

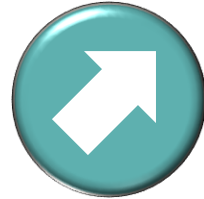
A stronger competitive position



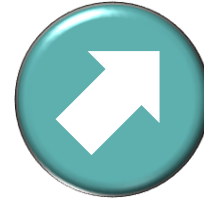
Energy Division



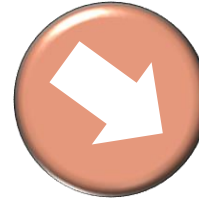
Gasketed Plate HEX



Welded HEX

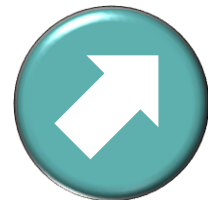


Brazed & Fusion
Bonded HEX

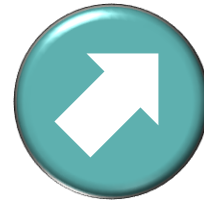


Energy Separation

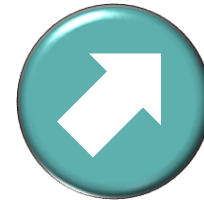
Food & Water Division



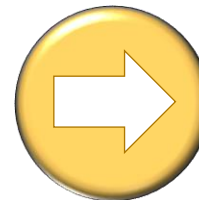
Decanters



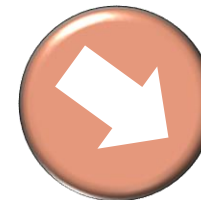
Hygienic Fluid
Handling



High Speed
Separators

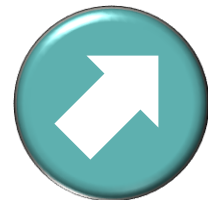


Food Heat Transfer

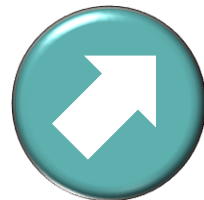


Food Systems

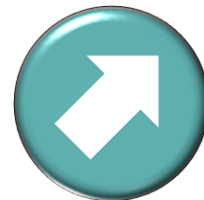
Marine Division



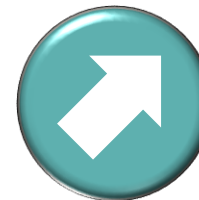
Pumping Systems



Gas Systems



Separation &
Heat Transfer Equip.



Boiler Systems

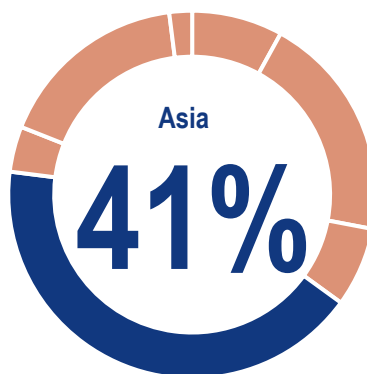
The importance of Asia



Blue Sky Action Plan

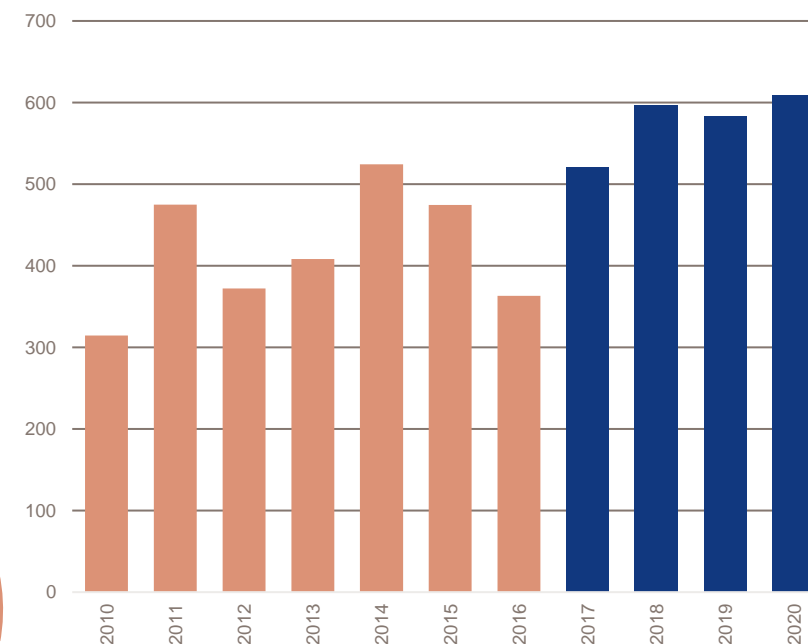


Beijing, China



Order received Jan-Sep 2020

China, orders received* (M€, fixed rate)

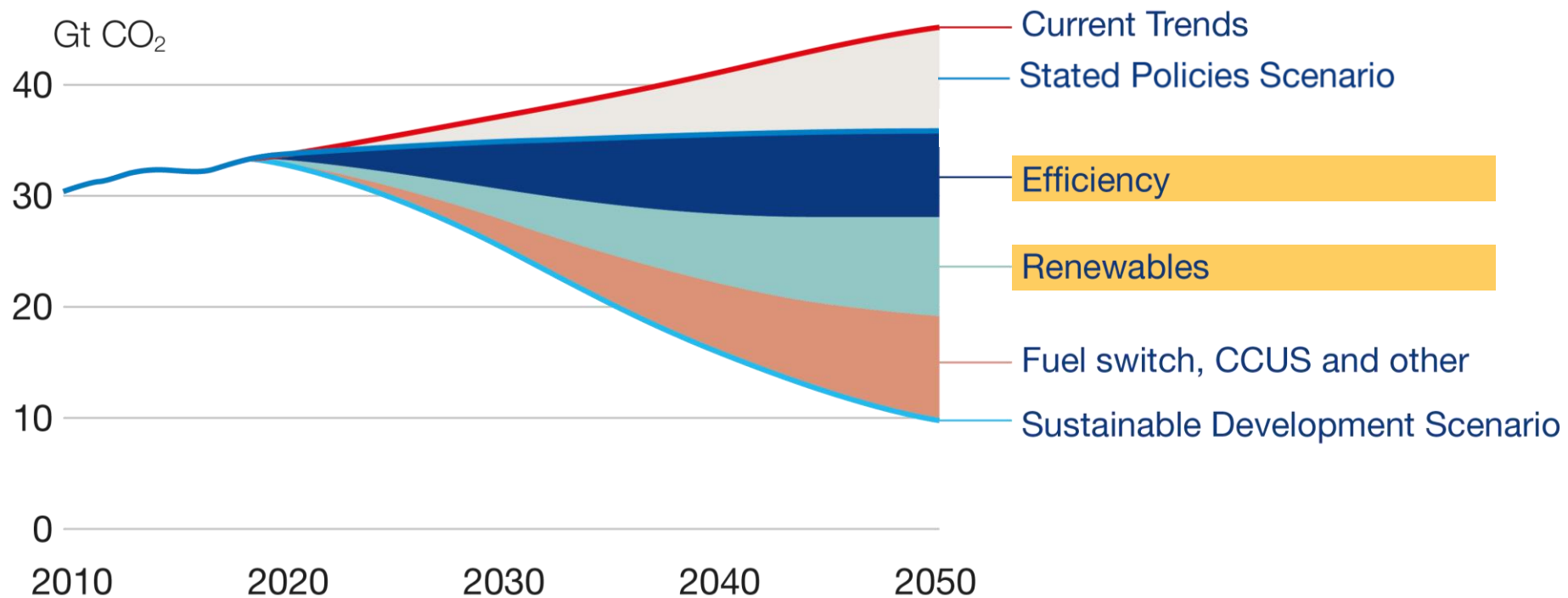


*) Year 2020 = LTM September 2020

Enable lower carbon emissions



Global CO₂ emissions, 2010-2050



Source: IEA Energy Outlook 2019

Energy efficiency applications in practice



Waste heat recovery; Process industry



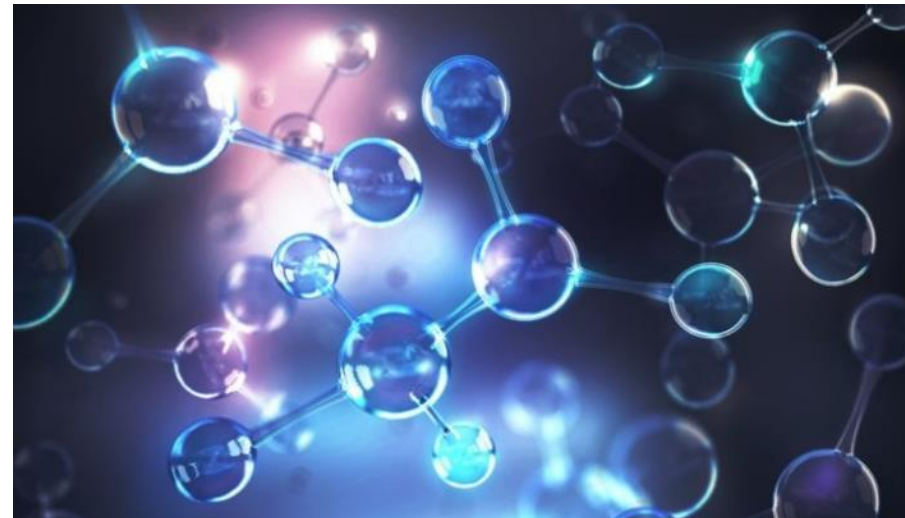
Waste heat recovery; Data center



Biofuels and Green Hydrogen core applications



By 2024, global renewable diesel capacity will triple to more than 20 million tons



The hydrogen market is expected to be 24% of the world's energy demand by 2050

Source: Bloomberg New Energy Finance.

Biotech becoming more important



Alfa Laval CultureOne



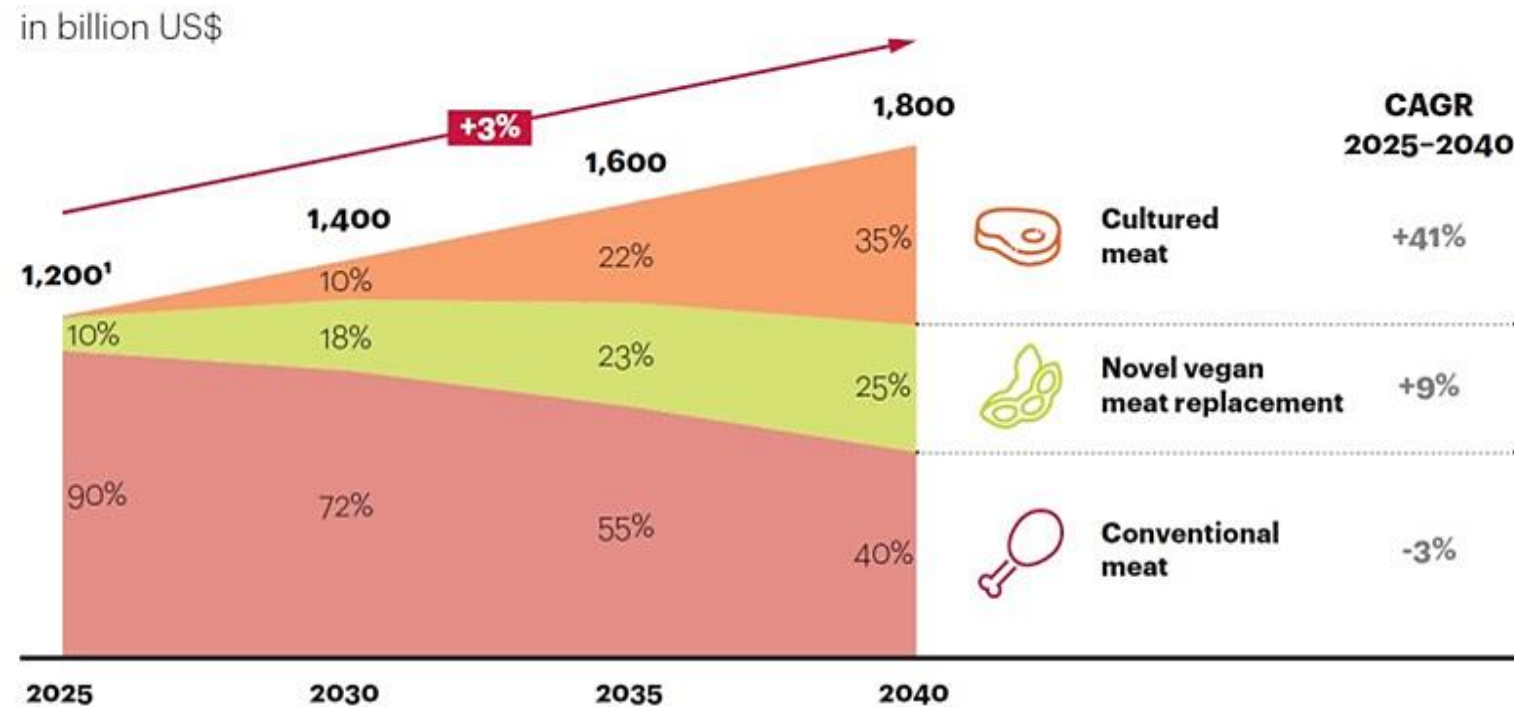
Alfa Laval Culturefuge



Alfa Laval MBPX



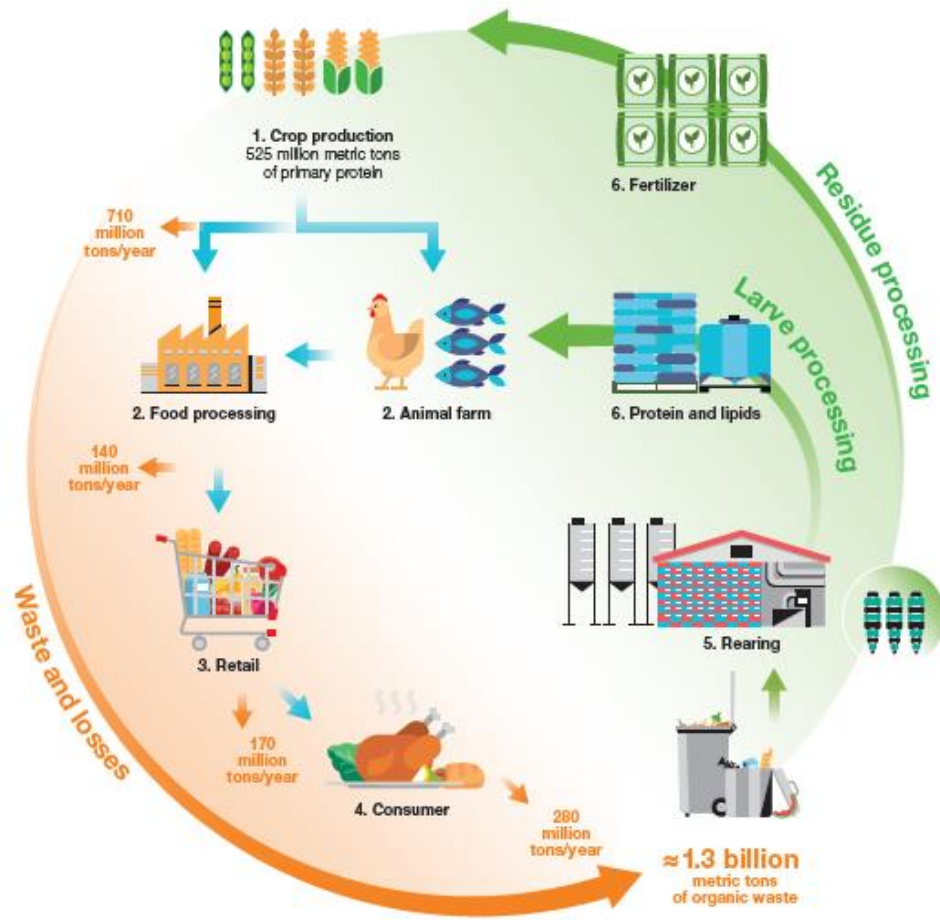
Enabling the change of protein sources



¹ Numbers are rounded to hundred billions.

Sources: United Nations, World Bank, Expert interviews; A.T. Kearney analysis

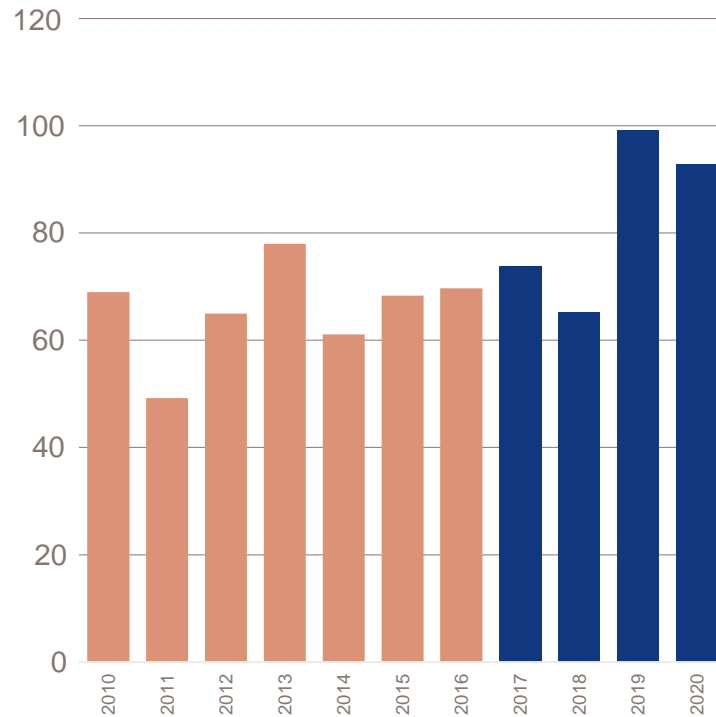
Multiple protein developments under way



Water scarcity driving many applications



Wastewater, capital sales OI L10Y* (M€, fixed rate)



Alfa Laval ThinkTop



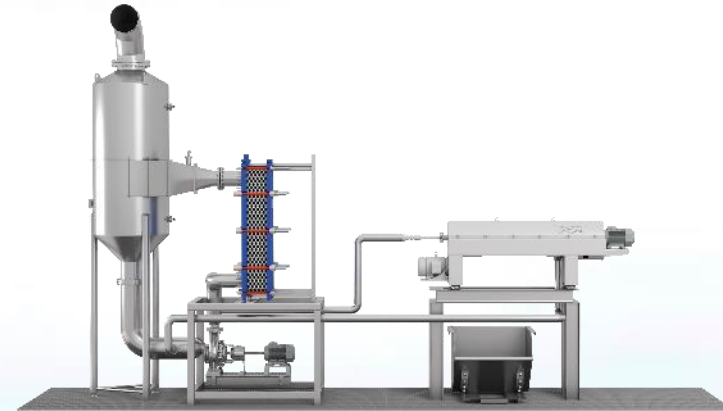
*) Year 2020 = LTM September 2020

Water purification technologies growing in importance



Alfa Laval PureBallast

- 1500 m³/h larger UV reactor
- Global 24/7 service to support compliance



Industrial wastewater evaporation

Designed for

- Wastewater reduction
- Water recovery
- Product recovery

Alfa Laval G3 VecFlow™

- 10% less polymers
- 20% lower energy consumption



Test and Training Centre in Aalborg



LNG as fuel



PureCool



Dual fuel boilers



Heat exchangers



Gas Combustion



Inert gas system



Alfa Laval PureCool for methane slip



PureCool system



Reduction of energy consumption in gas mode by 3%



Reduction of methane slip up to 50%

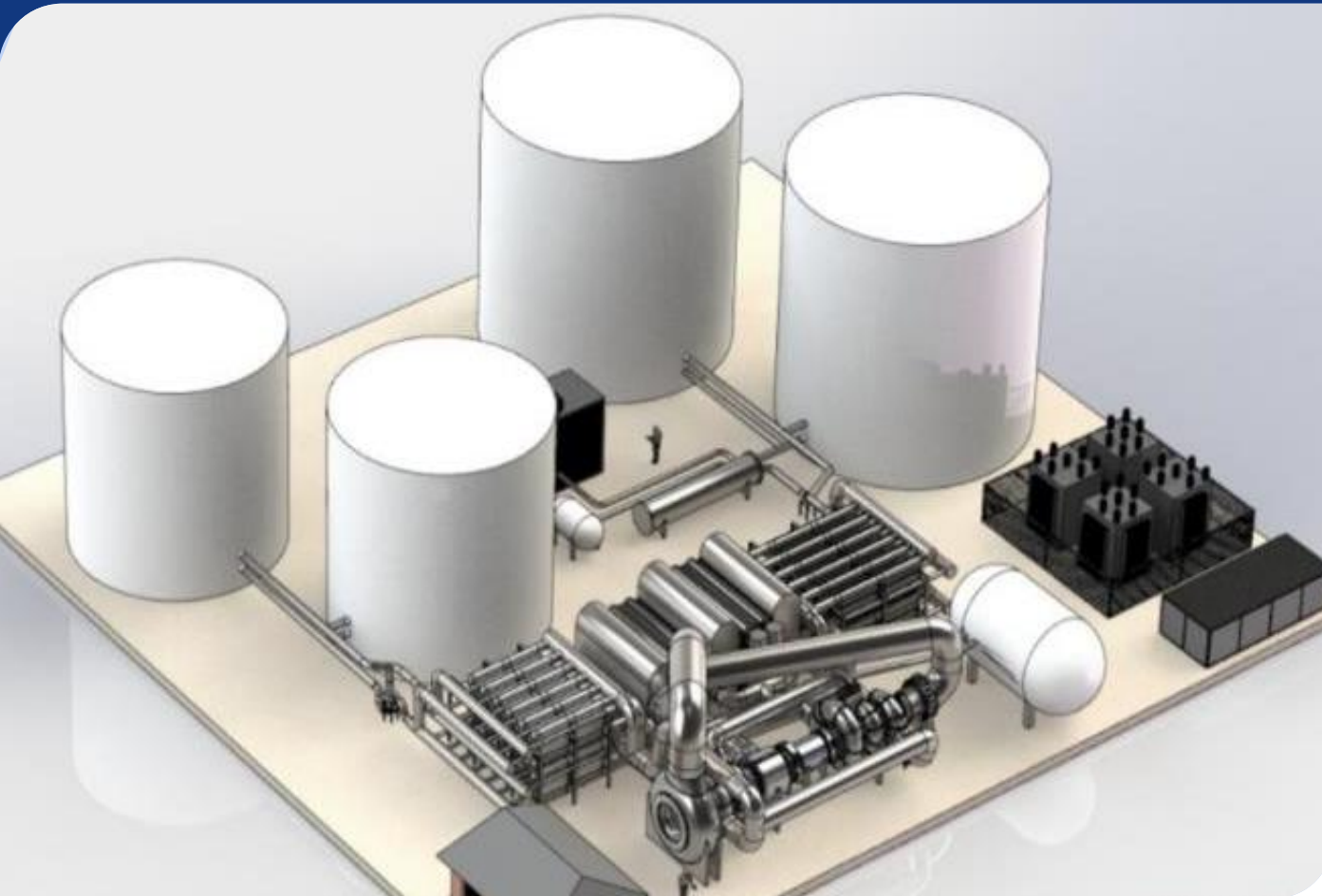


Reduction of fuel consumption in diesel mode by up to 5%



Increase of on-board steam production

Energy storage key for volatile renewables



High level of activity

– EU Hydrogen strategy, Germany, Netherlands, France and Denmark as part of recovery plans



Brussels, 8.7.2020
COM(2020) 301 final

COMMUNICATION FROM THE COMMISSION TO THE EUROPEAN
PARLIAMENT, THE COUNCIL, THE EUROPEAN ECONOMIC AND SOCIAL
COMMITTEE AND THE COMMITTEE OF THE REGIONS

A hydrogen strategy for a climate-neutral Europe

Leading Danish companies join forces on an ambitious sustainable fuel project

26.05.2020 07:00



Copenhagen Airports, A.P. Møller - Mærsk, DSV Panalpina, DFDS, SAS and Ørsted have formed the first partnership of its kind to develop an industrial-scale production facility to produce sustainable fuels for road, maritime and air transport in the Copenhagen area. The partnership brings together the demand and supply side of sustainable fuels with a vision to realise what could become one of the world's largest electrolyser and sustainable fuel production facilities. The project can spearhead the maturation of sustainable fuels while creating jobs and new value chains to reinforce Denmark's role as a green energy leader.

JOINING FORCES FOR HYDROGEN-POWERED CO₂-NEUTRAL TRANSPORTATION

DAIMLER

Daimler Truck

VOLVO

VOLVO GROUP

France backs green hydrogen as part of €30bn green energy package

By Jules Scully | Sep 07, 2020 11:16 AM BST | 0

Share    

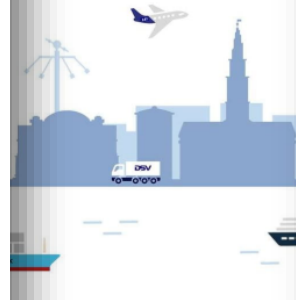


ABB moves step closer to megawatt-scale fuel cells for ships

APRIL 13, 2020 · 0 COMMENTS · 3 MINUTE READ · JOSHUA S. HILL



Sustainable fish farming



Acquisitions will play a part in future growth



19/11/2020 | © Alfa Laval

29 | www.alfalaval.com



19/11/2020 | © Alfa Laval

28 | www.alfalaval.com

