



### Interim Report Q1 2005

- Orders received and margins
- Highlights
- Development per segment
- Geographical development
- Financials
- Outlook

Mr. Lars Renström President and CEO Alfa Laval Group

### Key figures

#### January – March 2005

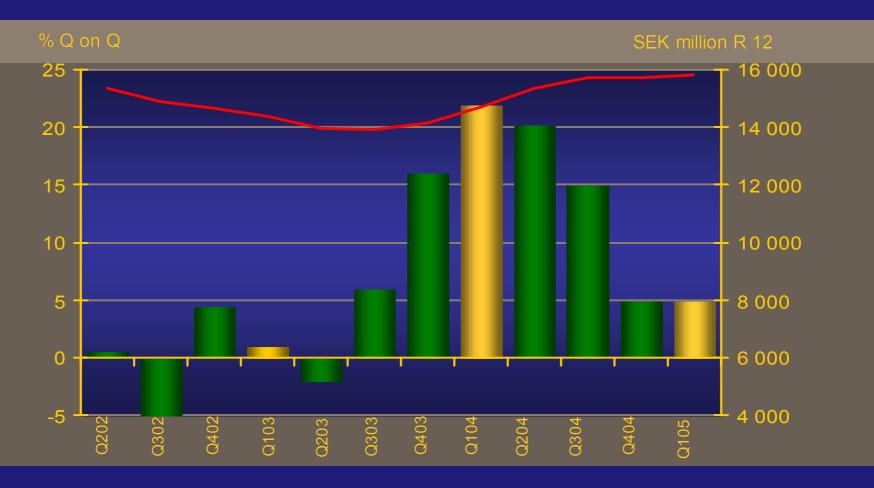
Orders received: up 5.1% to SEK 4,004 million

Net sales: up 5.6% to SEK 3,268 million

Adjusted EBITA: SEK 330 million (383)

- Negative currency effect SEK 42 million

### Orders received

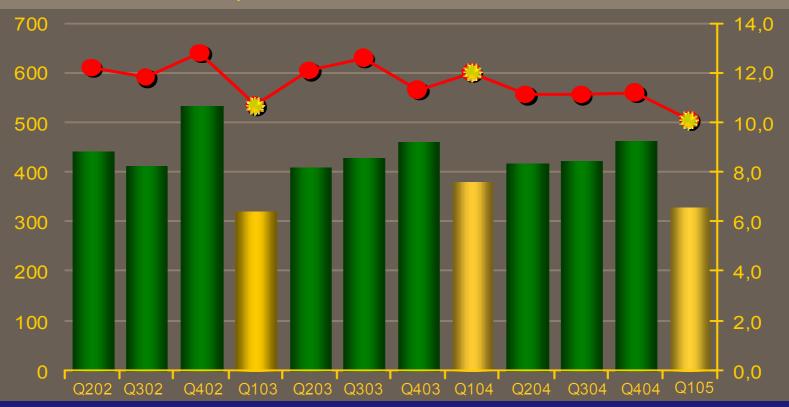


# Order analysis

SEK million	Jan – Mar 05
2004	3,929
Structural change, %	+ 1
Currency,%	- 3
Organic development, %	+ 4
Total, %	+ 2
2005	4,004

### Adjusted EBITA / margin \*

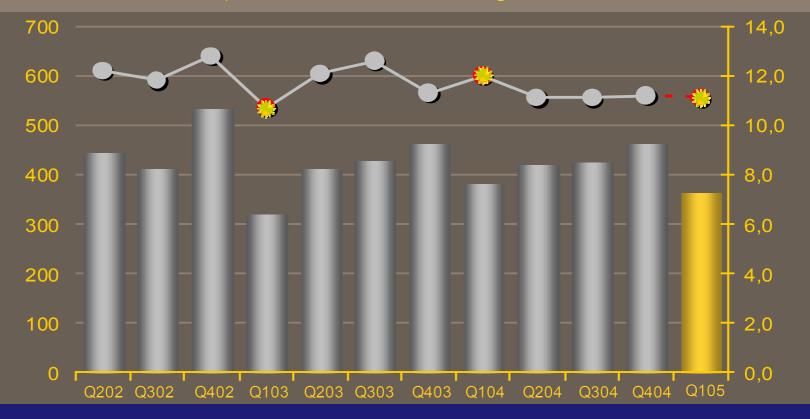
#### SEK million and in percent of sales



<sup>\*</sup> Adjusted EBITA – "Earnings before interests, taxes, amortization of goodwill and step up values and comparison distortion items."

### Adjusted EBITA / margin \*

SEK million and in percent of sales, excluding FX-transaction effects Q105



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### Highlights

January – March 2005

Acquisition of the French company Packinox

### **Packinox**

#### In a nutshell

World leader in large welded plate heat exchangers for the hydrocarbon industry.

**Customer segments:** 

Annual sales (est 2005):

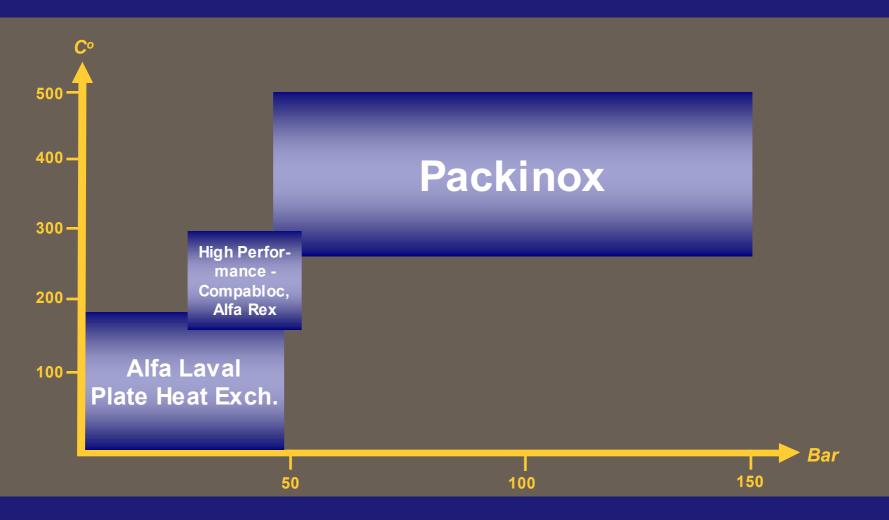
**Employees:** 

Refineries and Petrochemicals

**MSEK 450** 

145 (R&D, manufacturing, sales)

### The strategic fit



### Highlights

January – March 2005

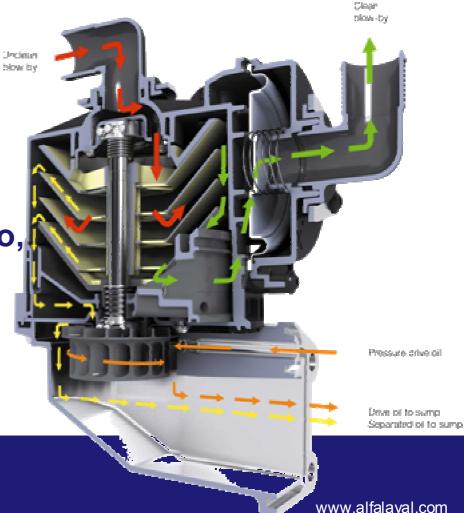
- Acquisition of the French company Packinox
- Alfdex-order from Volvo

### Alfdex-order from Volvo

Value: SEK 400 million blow by over five years

 Serial deliveries from end of 2005

 All Volvo-brands; Volvo, Renault and Merck



### Highlights

January – March 2005

- Acquisition of the French company Packinox
- Alfdex-order from Volvo
- Environmentally friendly solutions to Fincantieri

### Highlights

#### January – March 2005

- Acquisition of the French company Packinox
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- Environmentally friendly solutions to Fincantieri
- Further optimization of the global manufacturing structure

# Further optimization of the global manufacturing structure

- Closure of units in Spain and Canada
- Savings: first 12 months: SEK 50 million after that further savings
- Total cost SEK 125 million (non-recurring item in first quarter 2005)



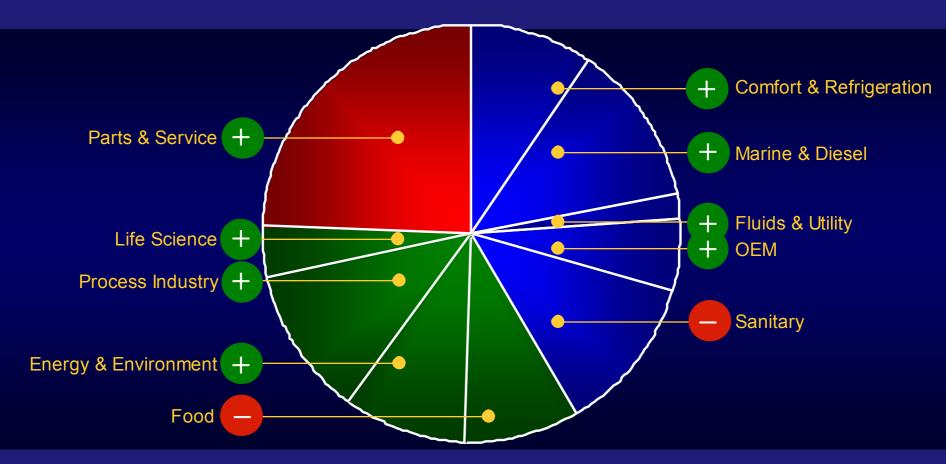
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### Orders received by Segment

January – March 2005, at constant rates



### Environmental applications create growth

Example: Applications for the Marine industry





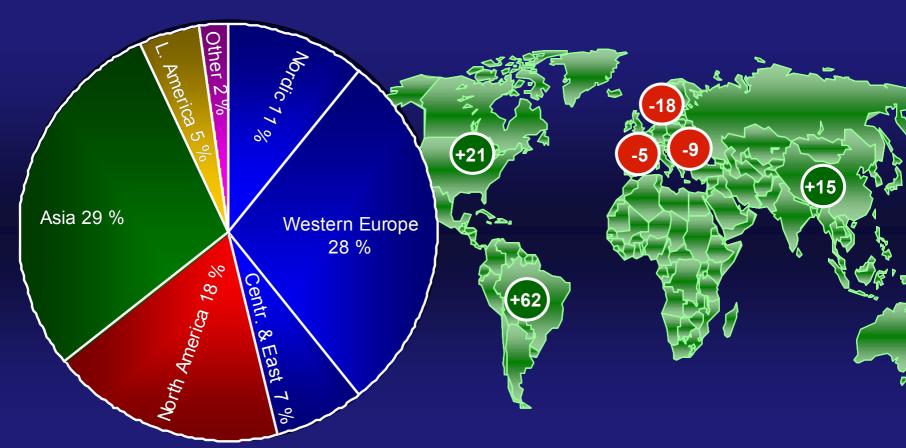
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### Orders received by Region

January – March 2005, at constant rates



### Highlights Americas

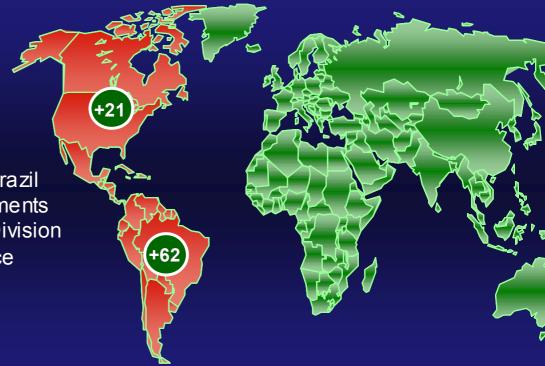
January – March 2005, at constant rates

#### **North America**

- Strong growth
- All segments above 2004 except Sanitary

#### **Latin America**

- Continued strong growth in Brazil
- Increased demand in all segments within Process Technology Division
- High growth in Parts & Service



### Highlights Europe

January – March 2005, at constant rates

#### Western Europe incl. Nordic

 MidEurope, Adriatic and Iberia above 2004

Nordic, Benelux and France below:

#### **Central and Eastern Europe**

- Turkey and Ukraine strong
- Lower project activity in Russia
- Very good growth for Parts & Service

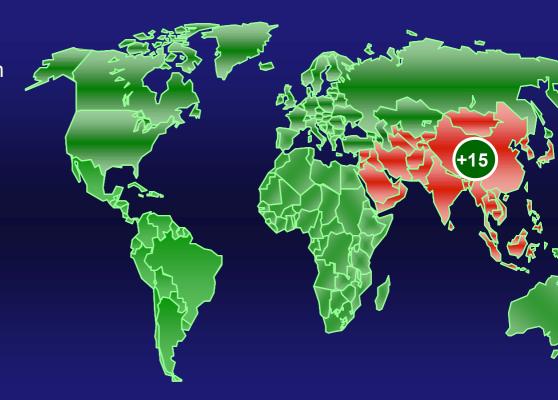


### Highlights Asia

January – March 2005, at constant rates

#### **Asia**

- Very strong growth in Japan
- Moderate growth in China and India
- Continued strong growth in Parts & Service





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Mr. Thomas Thuresson CFO Alfa Laval Group

# Highlights

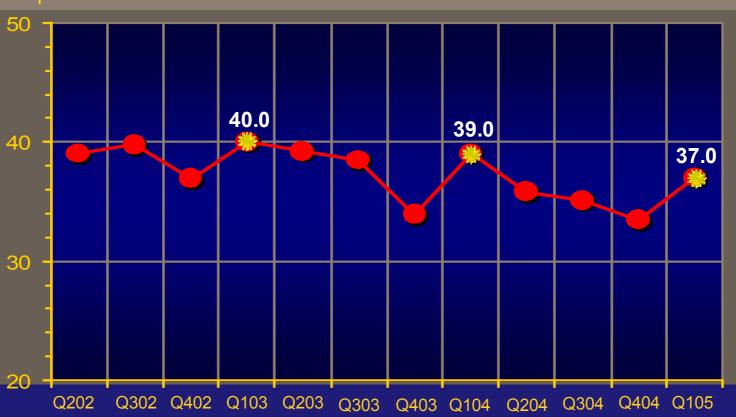
SEK million	Jan – Mar 05
Order intake	4,004
Net sales	3,268
Adjusted EBITA	330
Adjusted EBITA-margin	10.1%

# Adjusted EBITA

SEK million	Jan – Mar 05
2004	383
2005	330
Deviation	-53
FX. translation	9
FX. transaction	33
Deviation excl FX	-11

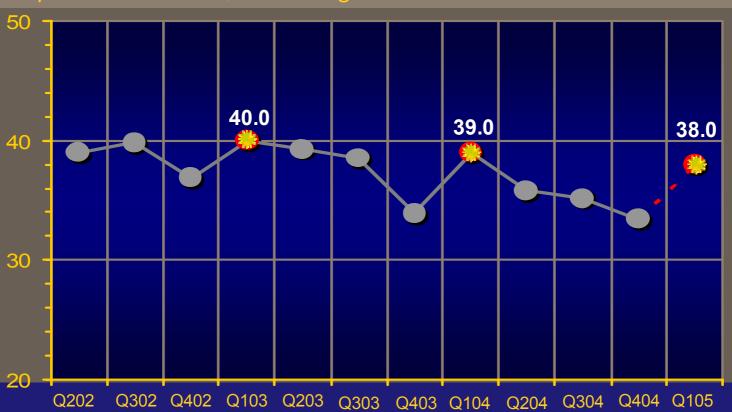
### Gross profit margin

#### In percent of sales



### Gross profit margin

In percent of sales, excluding FX-transaction effects Q105



# Highlights

SEK million	Jan – Mar 05
Order intake	4,004
Net sales	3,268
	3,200
Adjusted EBITA	
Adjusted EBITA-margin	10.1%
Profit before tax	76

### Earnings per share

	Q1 2005	<i>IFRS</i> Q1 2004	
Earnings	0.49*	1.38	
Earnings excluding goodwill and step-up	0.93*	1.83	

<sup>\*</sup> Excluding restructuring charge of SEK 125 million an additional 0.75 SEK per share

# Highlights

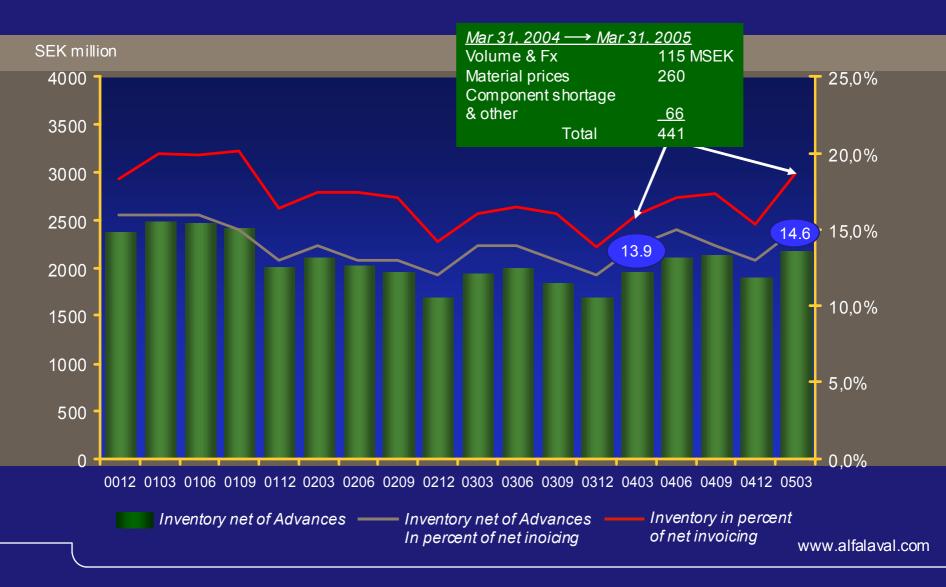
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Adjusted EBITA	330
Adjusted EBITA-margin	10.1%
Profit before tax	76
Cash flow from operating activities	17
ROCE	21.0%
Excl. step-up and goodwill approx. 55%	

### Cash-flow statement

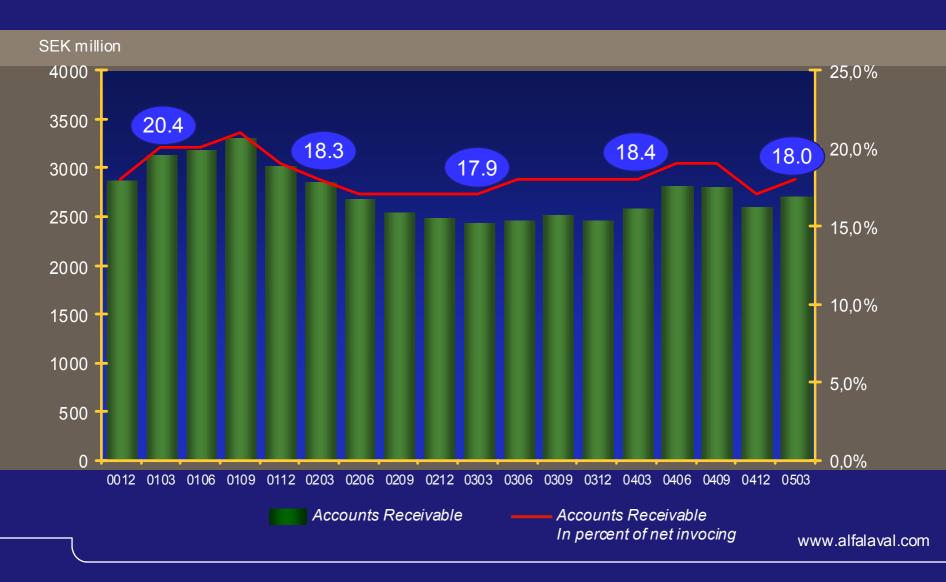
MSEK	Q1 2005	Q1 2004
Cash flows from		
- operating activities	17	293
- investing activities	- 483	- 38
Financial net paid	2	- 44
Dividends	-	_
 Total	- 464	210
Pro Forma Free-cash-flow*	- 40	214

<sup>\*</sup>Incl. operating activities, capital expenditure (excl. product rights), provisions and financial net paid.

### Inventory and Advances



### Accounts Receivable



### Foreign exchange

#### Estimated impact on adjusted EBITA from Fx. fluctuations

SEK million	Q1 2005	WY 05*
Translation effect	- 9	- 35
Transaction effect	- 33	- 165
Total	- 42	- 200

\*Based on EUR/USD 1.30 and EUR/SEK 9.10



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### Outlook for the near future

Alfa Laval is expecting ...

- ...a continued demand on the present high level.
- ...that the current high price level for some raw materials will remain, at least short term.

