ALFA LAVAL

Q3 Earnings Conference Call
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Lars Renström:

Thank you very much. Good morning and most welcome to our presentation.

I will start by highlighting three matters. Firstly, both sales and operating result reached new record levels for a third quarter. Continued strong cash flow has taken down the ratio net debt to EBITDA to less than 1.8. Secondly, order intake reached SEK8.7 billion, a sequential decline of 5 percent. This was somewhat lower than we expected, since large orders were delayed. Finally, the order intake of the Process Technology division increased somewhat, thanks to segment food and life science. The demand from the hydrocarbon industry increased for the Process Technology division, since there was a strong recovery in process and transportation as well as petrochemicals.

Let's move to the key figures that I have basically covered for the quarter, and further down on the slide you see that this is the best nine months ever in absolute terms. Orders received were up 6 percent at SEK27.7 billion, net sales up 19 percent to SEK28.9 billion, adjusted EBITA was plus 28 percent to SEK5.1 billion and adjusted EBITA margin reached 17.5 percent.

Now we move over to orders received and margins. Orders received on a rolling 12 months reached SEK38.2 billion, and in the quarter we saw a decline of 15 percent at constant exchange rates. You see that the level of large order is the lowest since the first quarter 2014, since some were pushed into Q4.

Next slide. From the order analysis, you find that year on year we declined with 15 percent organically. Currency effects were 4 percent, giving a total of minus 10.5 percent. Sequentially, the organic development was minus 3.7 percent and currency effects were minus 1.5 percent, giving a total of minus 5 percent.

Next slide. The operating margin reached 17.3 percent, and the operating result of SEK1.7 billion was the best third quarter ever.

Moving over to highlights in the quarter, in Process Technology we booked two large orders in segment Food and one order for a petrochemical customer. In Marine & Diesel, we booked a large order for boilers aboard an FPSO.

During 2016, we have seen that the ballast water treatment retrofit market has opened up, and we signed a frame agreement with an Asian ship owner to supply ballast water treatment systems at a value of SEK70 million. The lower fuel price has hampered the order intake for exhaust gas cleaning systems, and year to date we are at 50 percent of last year with 17 systems booked.

Moving on to development per segment, we have 15 percent negative organic growth year on year in the quarter. The segments Food & Life Science and OEM have grown, and Food & Life Science is in a positive trend. Service has been stable both in Equipment and Marine & Diesel divisions, whereas in Process Technology it has declined, impacted by the lower oil and gas prices.

Let's take a look at the development per division, and now all comments are sequential. We start with Equipment hat declined 11 percent. Industrial Equipment was affected by a non-repeat large order. Sanitary saw lower volumes in food, while pharma and personal care did very well. OEM was down due to pre-ordering in the second quarter ahead of the vacation. Service remains stable on a high level.

Let's move over to Marine & Diesel that declined 6 percent. Equipment and the Marine & Offshore segments were affected by lower ship contracting earlier in the year. Underlying orders in marine and offshore pumping was down, as growth in Marine Pumping didn't compensate for a large non-repeat offshore order. Service had good growth, thanks to parts and pumping systems.

Let's move to Process Technology that grew 5 percent. Energy & Process was unchanged and we were pleased to see a somewhat higher demand from the hydrocarbon industry, while petrochemicals and transport & process had a strong recovery. Food & Life Science was boosted by brewery and vegetable oil investments in emerging markets. In service, we saw a recovery of demand from the hydrocarbon industry.

Next slide. Year to date, the decline is 9.5 percent when we exclude Frank Mohn that was acquired in May 2014. Only water and waste has grown and five segments are unchanged.

Let's take a look at the regions, and now all comments are sequential. In Asia, both Process Technology and Marine & Diesel division grew. In Process, food related demand was the main driver and in Marine & Diesel from pumping systems that benefited from a favorable ship contracting mix. We were pleased to see that China continued to grow, both as a result of a positive onshore development and also due to an increase in marine and diesel. India, Japan and parts of South East Asia also did well.

Moving over to Europe, in Europe Nordic was down due to a non-repeat offshore order. In Western Europe there was a mixed picture, but the net outcome was a decline of 9 percent. Central and Eastern Europe grew, driven by Russia and Turkey. Russia seems to have stabilized on a new level after the sanctions were imposed.

Moving over to Americas, in North America both base business and large orders declined. In the US, the decline came mainly from larger orders that didn't repeat in water and waste, as well as exhaust gas cleaning systems. The demand from the hydrocarbon industry was unchanged.

After a soft second quarter in Latin America, both equipment and process technology divisions had a generally good development despite the slow business climate in Brazil. We had growth thanks to larger orders in food and process related areas.

Moving on to the next slide, year to date we've had very good growth in Nordic thanks to the acquisition of Frank Mohn. That applies also partly for Asia. The decline in Central and Eastern Europe reflects the Russian development. In Latin America, the drop reflects lower commodity prices and Brazil's decline. North America's drop is a result of the sharp reduction in oil and gas prices.

And now I hand over to Thomas for the financials.

Thomas Thuresson:

Good morning, all of you. Let's get into the details of the P&L and the cash flow, so let's move on to the next slide and start off with sales.

After quarter two, I commented that we believe it's reasonable to expect a slightly lower level of sales in quarter three compared to quarter two, the reasons being the limited reduction in orders received over the last few quarters and the vacation period in quarter three in many geographies. We realized sales of SEK9.7 billion in quarter three. In comparison with quarter two, sales were down approximately 4 percent at constant rates. Compared to quarter three of last year, we came out flat. I think it is fair to say that we were correct in our expectation after quarter two.

Moving on to service, service activities represented 26.1 percent compared with 26.4 percent a year ago and 25.8 percent in quarter two. That is to say, this has caused a slight adverse effect year on year and a slight positive mix effect sequentially.

With that, let me then deliver the first forward-looking statement. We believe it's reasonable to expect a higher level of sales in quarter four compared to quarter three. However, the sequential decline in orders during 2015 is expected to result in lower in-for-out orders in quarter four compared to last year. In addition, I would also like to mention that the likelihood of delays in deliveries initiated by customers we believe is somewhat greater this year compared to a year ago.

Let's then get on to gross profit margin on the next slide. Gross profit margin for the quarter was 35.2 percent. This means almost the same level as in quarter three of 2014 and a decline of 1 percent sequentially. With the quarter-two report, I said in the near term we do not expect any material changes to gross profit margin compared to the outcome in quarter two. The risk of adverse impact from load we believe can be compensated by lower metal prices and FX transaction effects.

In comparison with this prediction after the Q2 report, we delivered a somewhat lower gross profit margin, explained by two items. Let's move to the next slide for some further details.

As I just said, the actual for quarter three came out somewhat lower than expected, due to two main reasons. Sequentially, gross profit margin was negatively influenced by a sizable adverse FX effect coming from revaluation of foreign currency denominated items in working capital in local balance sheets. The background is, of course, the strengthening of the US dollar compared to mainly the Norwegian krone, but also to the euro and the Danish krone. An example, to give you a sense of how this comes about. A customer advance in US dollars in a Danish based company will give rise to an unrealized adverse FX effect, that is to say a translation effect, with the strengthening of the US dollar. As the order is increasing in value as well, there will be a realized benefit upon revenue recognition. Again, it's important to note that this effect, everything else the same, will come back as positive realized transaction FX effects over the coming several quarters.

In addition, we also experienced a worse than anticipated productivity development in the PTD engineering activities and overspend in some customer projects in the process technology division. This is reflected in the slide as load/volume. Now let me deliver the second forward-looking statement. In the near term, we expect adverse effects from mix due to higher capital sales and from somewhat lower load in some factories. We expect positive FX effects and lower metal price to provide some compensation.

Let's look at the overhead costs. For R&D, we ended at SEK180 million in the quarter, a reduction year on year like-for-like of 1 percent. The explanation for this reduction is, of course, the efficiency program that we initiated last fall. In percent of sales, R&D represented 2.3 percent. Sales and admin ended at SEK1.43 billion in the quarter, representing an increase like-for-like year on year of 1.1 percent. Sequentially, we report a reduction of 5.1 percent. Let me repeat from last quarter; the savings program continues to deliver the promised results on sales and admin.

Other costs and income came out somewhat lower than in quarter three 2014, that is to say delivering a positive variation. Excluding the savings program charge last year, there are no specific really material items to comment upon.

Profit before tax was SEK1.34 billion. Year on year that is of course a substantial increase, but of course this is mainly explained by the SEK260 million one-time charge that we had for the savings program last year. Before leaving the P&L, taxes ended with a charge of SEK350 million. This is clearly below our guidance for taxes, but still well within a range of normal variations. We maintain 28 percent of profit before tax as our guidance.

Finally, on the P&L, EPS was up 42 percent year on year, of course very much explained by the non-recurring charge in last year quarter three. For return on capital employed and return on equity, we consider the levels achieved very competitive in the engineering arena. They both ended at 21.8 percent.

Let's then move on to divisional performance. Note that, my comments, they will relate to operating margin. The comments on the slide relate to profit in absolute terms, that is to say you get it both ways. Equipment, to start with, came out higher than last year as well as quarter two. The sequential improvement in margin is thanks to a combination of the factors listed on the slide, that is to say volume, FX and cost reduction.

For process technology, operating margin came out lower than both last year and quarter two. This is partly due to lower volume and partly due to a deterioration in engineering productivity combined with an overspend in delivering certain customer contracts. This situation in the engineering and supply activities in process technology has, of course, been addressed.

Finally, marine. They came in lower sequentially in terms of operating margin at 20.3 percent. This came mainly from negative FX, relating back to the revaluation of FX denominated items in local balance sheet that I mentioned before.

With that, let's get on to the cash flow statement and, in summary, cash flow from operations amounted to almost SEK1.4 billion, a reduction of 18 percent compared to a year ago. The explanation is entirely the small increase in working capital compared to a large reduction a year ago. The increase in EBITDA could not fully compensate. Regular Capex, then, is somewhat over last year's level; however, having no impact on the expected full-year level.

Financial net paid was a negative SEK191 million against a negative SEK262 a year ago; this improvement entirely explained by less of negative realized exchange differences this year. In summary, free cash flow was just over SEK1 billion, compared to almost SEK1.3 billion a year ago, where of course the variation in working capital is the explanatory factor. Let me here again stress that we have already arrived at 1.79 debt to EBITDA. We were at 1.96 at June 30, a fast de-leveraging after the Frank Mohn acquisition.

Then, a few words about FX. FX effects in EBITA in the quarter, they were positive with SEK40 million, and outcome for quarter three worse than expected. The reason for this is attributed to non-realized revaluation effect, everything else the same. These effects will come back in the P&L as positive effects in the coming several quarters. The ordinary, so to speak, translation and transaction effects were as expected.

The forecast for the full year 2015 is, following the events in quarter three, adjusted to a full-year effect of SEK500 million, and in that a share of the quarter-three revaluation effect is coming back as a positive effect in quarter four to the tune of SEK20 million. The estimation of possible transaction effect in 2016 has been updated to reflect a realization of the remainder of this revaluation effect in quarter three, and giving a total positive of SEK555 million next year.

Then, our order backlog as per end of September, it amounted to SEK22.1 billion, representing approximately 6.9 months of LTM sales. For shipments before the end of this year, we had a backlog amounting to SEK8 billion as per end of September.

Having said that, let's move on to the sales bridge for full-year sales 2015 and look at the known and unknown parameters. If we start with the year-to-date sales of SEK28.9 billion, we can add two known parameters: the backlog for shipments before the end of the year of SEK8 billion that we just talked about, and added to that last year's level of orders in quarter four of SEK3.4 billion that was actually delivered and invoiced before the end of 2014. This adds up to a subtotal of SEK40.3 billion. Looking at this number, SEK40.3 billion, it's very important to remember that order intake has declined gradually during the year and was some 20 percent lower in quarter three than in quarter four of last year on a like-for-like basis. I would also like to mention that the likelihood of delays in deliveries initiated by customers we believe is somewhat greater this year compared to a year ago. With regard to prices, as we've said earlier in the year, we've only made small adjustments to prices for standard products at the beginning of this year.

With that, I give the word back to Lars for the outlook and the closing remarks.

Lars Renström:

The outlook is as follows. We expect that demand during the fourth quarter will be in line with or somewhat higher than in the third quarter. And for each division our demand expectation is as follows. Process technology, somewhat higher thanks to expected large orders, while underlying demand is unchanged. Equipment division, unchanged. Marine and diesel division, somewhat higher thanks to expected large orders.

And that completes our presentation, and now we hand over to the operator for the Q&A session.

Q: Hi. Good morning. Just the first question from me would be on the process margins. If you look at the absolute EBIT, it's down about SEK170 million year on year. I think the operational leverage within that or the negative volume should be about SEK100 million of that. Just trying to understand how much of the rest of it is accounted for by these higher costs, the cost overruns on projects, and how much of it is from other factors. That's my first question.

A: Well, the effects of the lower productivity and the cost overruns on these customer projects represents the balance of the shortfall, to put it simple. Of course, there are smaller variations in costs and in FX effects, but the main element is, of course, what I just mentioned.

Q: OK. Thank you. And just the second question would be on marine and diesel margins into next year. Obviously this year, as process revenues have come down, margins have followed to a fairly significant amount. In terms of marine and diesel into next year, revenues are likely going to be coming down, based on orders falling in the second half of this year. Can you give us confidence on how defendable margins should be in that division into next year and what you're doing to prepare the business as orders start turning negative, as they did this quarter?

A: Well, if we look at it in -- if we look at the marine business in three elements, so to speak, as far as the traditional Alfa Laval products are concerned, remember that we have supply chains common with the other two selling divisions, so the combined demand is what will have an impact on load. For the boiler product range, remember that one of the biggest elements of the savings program was the relocation of burner production from Denmark to China, and that, of course, the effects of that, we will only have the full annual effect of that initiative during 2016. As far as the Frank Mohn range of products is concerned, remember that already at the beginning of this year we confirmed to you that the backlog for Frank Mohn products is keeping sales on the same level until mid of 2016, and of course since then we have landed quite a number of orders for marine pumping systems. So, as far as the marine -- the Frank Mohn product range is concerned, we have a good level of deliveries throughout most of 2016.

Q: OK. Thank you. Maybe just one follow-up on pricing. When you give your sales bridge, obviously the other element in there is pricing. Could you talk a bit about firstly what your expectations are for the full year versus last year and in Q4, and also how pricing is trending on orders and particularly in oil and gas orders that you're taking currently?

A: Well, as I commented just before, we have made small changes on standard items. If we look at certain segments, particularly OEM, of course we have arrangements, agreements with the major OEM customers, including clauses where we have adjustments for metal prices, if they go up or they go down. So there we will have an effect of declining metal prices. For the rest, there is nothing to report as far as pricing is concerned. I think we'd like to remind you here that the leading position in the three technologies means a responsibility when it comes to price levels, and we stick to that.

Q: That's great. Thank you very much.

Q: Hi. Good morning, Lars. Good morning, Thomas. A (technical difficulties) my side, if I could. Just on the demand outlook into Q4, I wonder whether -- you did talk obviously about the delays on large orders. I wonder what sort of visibility you have, generally speaking, in terms of closing those.

And then, Lars, if I just could on marine and diesel, the chemical and product tanker market has held up comparatively well. I wonder whether you can give us your assessment of how regulatory changes here have supported demand reasonably in 2014 and 2015 and what the outlook for this segment is as you go into 2016.

A: Well, if we take the chemical tankers and the product tankers to start with, they are benefiting from the regulatory demand of NOx that will be implemented. Keels must be laid before yearend to -- let's say to avoid the new regulations. So that of course has helped to keep up demand during the third quarter, and we also envisage good demand up to the end of the year.

And when it comes to our visibility on the large orders, some of them we expected to receive already in the third quarter, and of course -- and since we state that in our outlook we have a good visibility and we expect to book them in the fourth quarter. In several cases we have signed the contracts and we are waiting for the down payment, since we only book when we have received the money.

Q: On that tanker segment, can I just ask what your thoughts are on 2016? I know it's a couple of quarters away, but do you expect that segment to be underperforming other business segments, based on, shall we say, demand pull forward ahead of the implementation?

A: We don't give an outlook on that for 2016. We refer to the general data that you can -- that is readily available for everybody.

Q: That's understood. And Thomas, if I just could, a quick one on Group costs. You've done well since late 2013. We're now at SEK55 million for the quarter. What's the normalized level here and how should we think about modeling it out for the next few quarters?

A: What item was that? Sorry. I thought you said Group costs. What do you actually mean?

Q: Yes. So the Group items within your P&L, so the SEK55 million that falls out of your divisional costs.

A: Yes. Well, we're not providing any specific forecast for individual items on the P&L. I think you know that. If you look at that specific item, you have certain variations between quarters because of individual initiatives that are taken on a Group level, so there is no forecast for 2016.

Q: Thanks.

Q: Yes. Good morning. Hi, Thomas. Hi, Lars. Can you talk a bit more about the costs in process technology division related to certain customer projects? I wonder, how many projects are part of this? Are they still ongoing and should we expect higher costs from certain customer projects also going forward in Q4 and into 2016? And what would the margin in process technology have been if you exclude these projects?

A: Well, to start with, it's a number of projects which is more than 10. And some of them they've been completed, but some are still ongoing. And of course, the closing as per end of September is a reflection of the best estimate of the final outcome to extend the projects that have not been completed by September 30.

Q: And if you exclude them, what would the margin have been in process technology division?

A: We have seen adverse effects to the tune of, say, SEK50 million or so because of this in the quarter.

Q: OK. Perfect. Thanks. And then, on marine and diesel division, on the outlook, you expect demand to be somewhat higher thanks to large orders, but you didn't mention what you expect for the underlying demand in marine and diesel division, so if you can do that, please. And also, do you think that underlying demand in marine and diesel division now reflects the contracting level that we have seen during the past six months?

A: We have not seen the full effect of the decline in contracting at the yards.

Q: So on an underlying basis, you expect it to be somewhat down?

A: Yes, we do.

Q: OK. And then, on the M&O pumping that rose due to backlog revaluation, what kind of impact did the revaluation have on backlog?

A: We mention in the commentary to the order bridge that we're looking at an effect to the tune of 2 percent, and that is, as stated as well, mostly due to the appreciation of the dollar against the NOK (multiple speakers).

Q: OK. Great. Thank you very much.

A: Thank you.

Q: Yes. Good morning. My questions are focused on the equipment division. I guess there you had the most notable deviation to your original guidance. You expected demand to be flat in equipment and it was down 10 percent on orders, which I guess is a bit of an unusual development for the division. I guess the lower big tickets was something that you expected.

So I was just wondering if you could give us some more color of what's been happening in the food segment. You said demand was lower. Does it mean it was down 10 percent sequentially or more? Maybe you can give us some more color, and more specifically what's been going on in the dairy segment and the other food segments within equipment. And do you think that this has now reached a bottom level here that you would expect to be flat into Q4? Thank you.

A: Well, let's start off by establishing that the large order that we got in China in quarter two is truly rare as far as equipment division is concerned, and that represents 4 percent alone. If we then look at the remainder, we have seen a lower level, particularly during July and August. And our read on that is really that many of our channels they were early out to stock up in front of the vacation period, so we had a decline larger than anticipated in the summer months.

As far as the sanitary segment is concerned, we had a decline in the food area and we had a strengthening in the personal care and pharma area. As far as the food decline is concerned, it is a broad decline. We are looking at agri as well as -- sorry, we're looking at the dairy as well as other applications. I think it's important to note here that Tetra Pak, they were slightly up, in fact. So it was other channels to the market that declined.

Q: And when you say decline, does it mean more than 5 percent or would you otherwise say declined slightly, just to get the (multiple speakers) quantification for that?

A: Well, there is -- out of the 10 percent that you mentioned to begin with, 4 percent is the large order, so across we have an average decline of 6 percent for the rest. So it's in that neighborhood, right?

Q: Yes. Again, I just was a bit surprised, given that you guided the segment flat. And the big ticket was something that was expected, so there must be some unforeseen things in the other areas.

A: Well, again, we had a lower level of orders from several channels during the first two months of the quarter, and our take of that is that they had done a great deal of their purchases for the summer months already during the back end of quarter two.

Q: And the other food outside of dairy, is that really broad food, everything in food, or any focus there?

A: It's a large variety of applications, yes.

Q: And should we assume that your stable outlook for equipment also holds true for sanitary, or do you not want to provide more color on that?

A: We speak to the divisional level for qualifying our outlook.

Q: OK. Thank you, Thomas.

Q: Thank you. Morning. Morning, Lars. Morning, Thomas. Firstly, if we can just come back to your commentary around potential delays in deliveries in Q4, maybe a bit more color on which segments you see that risk in and how significant they are in terms of scope and duration. Thank you.

A: Well, the risk for delays, that is our assessment. Of course, we're looking at where we were and the situation a year ago and the sense we have now is that the risk is greater. And I would say there is an increased risk of delays particularly when it comes to the hydrocarbon supply chain.

Q: But are we talking large projects, significant revenue impact on Q4, or it's fairly modest?

A: Well, we only know that when we closed the books a few months ago -- I'm sorry. This is our best assessment from, well, interaction with customers, the general sense in the markets that we serve. And if there is an impact and the tune of that impact, that remains to be seen. It's not a fact yet, because then of course it would have been reflected in the numbers we present, but we would just like to highlight that there is a sense or we sense a risk of somewhat more of delays (multiple speakers) customers.

Q: Got it. Thanks. And then a clarification on the demand outlook. So you are saying that demand will be flat or slightly up. Is that versus the SEK8.7 billion of orders you booked? I think that was helped by a small currency revaluation. Or is it against, say, SEK8.5 billion ex the revaluation?

A: It's versus the SEK8.7 billion.

Q: OK. Thank you. And then finally, just on working capital, customer advances are coming down now, I think, as you're winning less large orders. If we continue to see a soft environment for these big tickets, would you expect to see further outflows of working capital? Thank you.

A: Well, if we, for the sake of your question, Ben, assume that there is a continuing decline in activity levels, that normally should lead to a decline or a reduction in working capital. Because it's not only the advances that disappear; of course, it's the buildup of work in progress that reduces as well.

Q: Got it. Thank you.

Q: Good morning, Lars and Thomas. A couple of questions. First, on the ballast water treatment market, you have booked orders for that, for the retrofit market (divide for lost asset) have done that in their report also for the retrofit market. Could you give us just some details on how awakening this interest is? It still feels like more of a one-off, or is it more broader interest from this type of equipment for the current fleet?

A: Yes. Well, it -- we see an increased interest and we see that some ship owners take -- are preparing to take decisions to retrofit significant parts of their fleet. And it takes some time to retrofit the fleet, so therefore they sign frame agreements. It's like the one I talked about, the SEK70 million for an Asian ship owner. Half of it comes in the second half of 2015 and the other part comes early 2016, and then it will be retrofitted over a period of time. And we see an increased interest, and so we can see that ship owners regard that this will be a reality within soon.

Q: Thank you. And then a question on the, as you mentioned, the delays in some projects. Is that the delays of the end phases of the older products -- projects, or is that fresh projects that have been delaying the starting phase of these fresh projects?

A: Well, we are really assuming that we will be looking at delays in final deliveries of the individual contracts. Suspensions of contracts that were recently landed as orders, if we have significant suspensions or suspensions that are pushed far out into the future, then we would likely reflect that as a negative orders received. So it's really to reflect a delay of taking delivery of the final stages of contracts.

Q: Thank you. And just the last question, for the process technology division and the margin there, you mentioned that some of that was because of the lower load and the efficiency and so on. How -- and you said that you will address that. How long time do you believe you would need to address that? Are we talking about one quarter? Are we talking about three, four quarters?

A: Well, as far as productivity is concerned, it has been addressed and it is being addressed. And I think it's important to know that as far as our E&S activity in PTD is concerned, we have a great deal of flexibility as we have a substantial amount of contract engineering resources involved in realizing costumer contracts.

Q: Thank you very much for taking my questions.

A: Thank you.

Q: Yes. Hello. Good morning. I think most of my questions have been asked, but you write in terms of the oil and gas exposure that midstream and downstream compensated for the decline that you've seen and are seeing in upstream. Can you give us some more details on that? There's been other anecdotal evidence in the market that downstream is about to look a bit better, whether that's been coming on stream. What do you think about that?

A: Well, we had a strong recovery in petrochemicals, and that we also expected since they are benefiting from lower feedstock prices and lower energy prices. And when it -- the other portion that was -- that we had a good development, that was in processing and transportation. People are still preparing -- in the US they are still preparing to export LNG, for instance. And if you look -- so for the total process technology division, the whole hydrocarbon chain sequentially they were up 20 percent, because the processing and transport and petrochemicals had a very strong recovery. But of course, for drilling and exploration it is a subdued market, naturally.

Q: OK. Of course. Could you then try to update us, if you look at your orders right now, what is the mix? I think you basically said at the CMD in November last year that you had around 19 percent of Group sales in oil and gas, of which I think 9 percent was in midstream and 4 percent or 5 percent in downstream. If you look at the orders right now, how has that changed since November last year?

A: Well, it's interesting you bring up this subject. The total order intake for the Group, for the hydrocarbon chain, amounted to 15.7 percent of Group total. And out of those 15.7 percent, 2.8 percent was in drilling and exploration, 6.6 percent came from processing and transportation, 2 percentage units came from refinery and 4.4 percent came from petrochemicals. So there you see the mix as it looked in the third quarter this year. It's an interesting reflection one can make. The grand total for the Group of the hydrocarbon chain is 15.7 percent. Just to give you a perspective that food, beverage and pharma made up around 30 percent of the Group's total order intake, to give you a perspective on the magnitude of the numbers.

Q: Thank you, Lars. That's very helpful and that's all for me. Thank you.

A: Thank you.

Q: Hi, Lars. It's just a follow-up question from me. You were so kind and gave us the exposure for food and oil and gas and hydrocarbon. Could you do the same for marine, if possible, to understand the exposure to tankers?

A: Yes. Well, it's -- what we can give you is -- it's not specifically on tankers. It's more, if you take that the total LTM after the third quarter, we have that the parts and service stands for 29 percent of total marine and diesel, and you have that environmental products stands for 11 percent, offshore oil and gas 11 percent. And then you can say traditional marine business at the shipyards stands for 46 percent.

And out of those 46 percent, we don't give a breakup on ship types, but we can say that in the third quarter we have been benefiting from a favorable ship contracting mix. We had good quantities for all types of tankers, crude, chemical, product tankers, as well as LNG carriers and container ships.

Q: Thank you.

A: Thank you.

Q: Hi. Thank you. Just two questions to follow up. Firstly, there is a lot of discussion over what overall Clarkson's data has done. Obviously you've mentioned in the past you're more exposed to tankers. Could you give us an idea of what you think new orders -- new ship orders relevant to your business mix have done over the past 12 months, or in 2013 and 2014? That's the first question.

A: Well, I don't quite get your question, but I think, as Lars said just before, we've enjoyed a favorable ship contracting mix during this year, with strength in tankers, in containers and in crudes. The bulk carriers, they have taken the biggest hit in this decline of some 30 percent to 40 percent so far this year. And this is favorable in that our opportunity, our value opportunity, is much bigger in the segments that have been strong during this year.

And as far as the past few years are concerned, I think the actuals, the actual statistics, they are available through the Clarkson's data for everyone to see. I don't think that I can, or anyone of us can provide, from the top of our heads, the history of contracting over the last few years just like that. I'm sorry.

Q: I guess I was just more asking of your -- you gave a figure, I think within your marine and diesel division marine OE is 46 percent. Just another way of asking how much of that is tankers, how much is bulkers and how much is offshore.

A: Offshore is separate. It's 11 percentage units that is offshore.

Q: OK.

A: But you can say that bulkers is a small portion, because in value it is not important to Alfa Laval. It's tankers and containers that represent high values.

Q: So if I thought two-thirds/one-third, is that fair?

A: Let's say like this. If we look at the last 12 months of orders received, the Frank Mohn range has represented about 30 percent, just to give you a sense of, say, the pumping systems weight in marine and diesel. But for the rest, I don't think we want to get into guessing and get it wrong.

Q: OK. Thank you. And just one final question is just on acquisitions. You've said still target, I think, 5 percent or 4 percent or 5 percent from M&A per year on average. Just how do you see your pipeline at the moment? Are there any areas where you see interesting opportunities, and whether there's, I don't know, an average size of acquisition targets in your pipeline?

A: Out of 8 percent growth target, we have said that 3 percent to 4 percent should be bolt-on acquisitions. And of course, we are continuously developing our pipeline. We're talking to a number of companies. We are in various stages of different processes. That's really what there is to say about M&A at this juncture. You should not expect a press release tomorrow or the day after tomorrow on a new acquisition, but we're certainly working on it.

Q: Is there a certain leverage when you'll -- net debt or EBITDA level where you feel more comfortable stepping up these deals or…

A: We are comfortable in making acquisitions with the balance sheet we have today.

Q: Great. Thank you very much.

Lars Renström: Thank you. And that completes the Q&A session. So thank you very much for your attention, and looking forward to speaking to you in a quarter. Thank you and goodbye.

END