



First results from strategic review

Telephone conference, August 30, 2016

Tom Erixon President and CEO Alfa Laval Group

My reflections...

Things to keep

- * Competence & culture
- * Market presence
- * Technology platforms
- * Aftermarket
- * M&A and integration

Topics to consider

- * Organic growth
- * Technology transformation
- * Resource allocation
- * Complexity

First results from strategy review

* Strategic direction

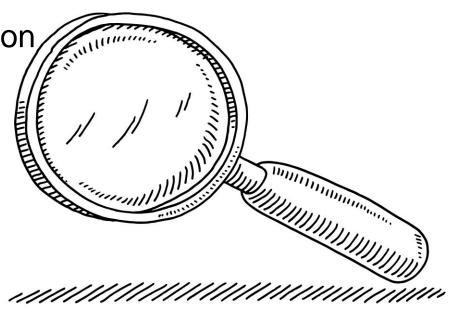
* Structure and organization

* Group Management

* Details on strategy

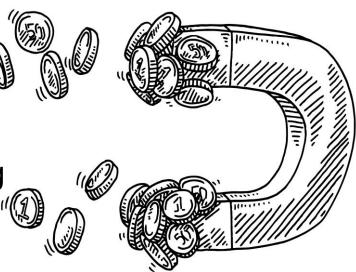
* Impact of initiatives

***** Group financial goals

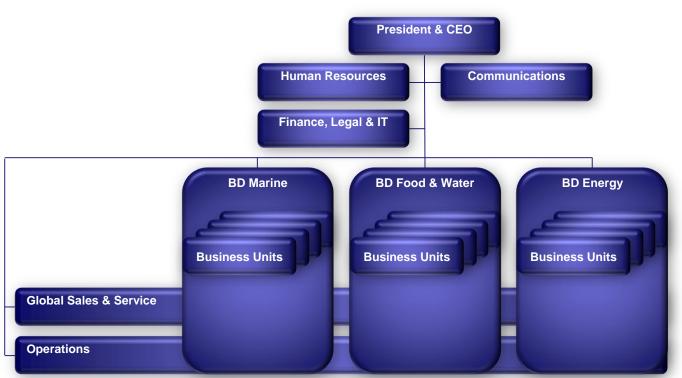


"Building strengths to succeed in a slow market"

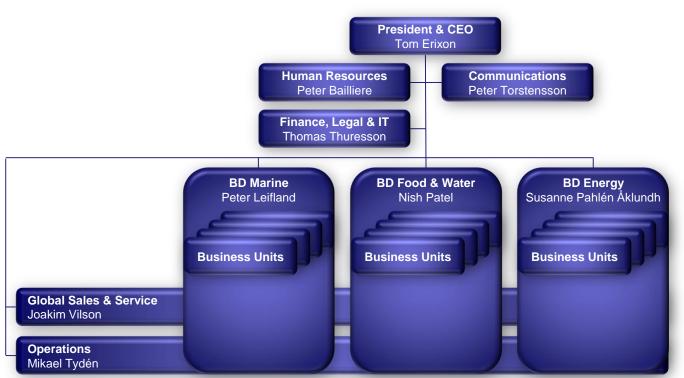
- * Improve customer interaction
- * Build on our technological strengths
- * Further grow the service offering



Structure & main organization



Structure & main organization

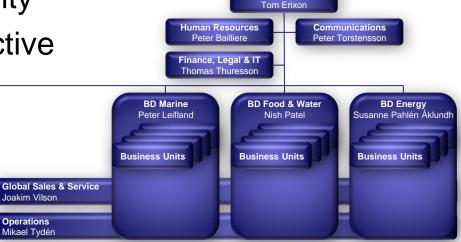


Structure & main organization

* Speed in customer interaction

* Clarity and accountability

★ Focus – by being selective



President & CEO

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