Energy Division
From XXS to XXXL

- Alfa Laval Brazed heat exchanger (0.2 m)
- Alfa Laval Compabloc (3.6 m)
- Alfa Laval Packinox (25 m)
Energy Division DNA...
- Based on LTM September 30, 2016

Orders received:
SEK Bn  9.4

Sales:
SEK Bn 10.7
Energy efficiency

- Essential part of delivering energy goals
- Central in climate change responses
- Global investment in energy efficiency increased by 6% from 2014 to USD 221 billion
- Main driver; strong governmental policies
- About 30% of global energy consumption is covered by standards and regulation (compared to 11% in year 2000)

Investments by sector – 2015

Energy efficiency
– BASF, Ludwigshafen

- Production of acetylene and naphthalene
- In 1993: first Alfa Laval welded heat exchanger
- Alfa Laval welded heat exchangers are 20-50% more energy efficient than traditional solutions
- Savings in energy and maintenance costs between 300-400 KEUR / year
- Today more than 25 units installed
Energy efficiency
– Lakhta center, St Petersburg

🌟 Europe’s tallest building: 462 m, 87 floors
🌟 Part of Russia’s plan to reduce power consumption ➔ energy efficiency
🌟 Energy savings up to 40% during operation
🌟 International Environmental LEED GOLD certificate
🌟 29 Alfa Laval gasketed plate heat exchangers for air conditioning and heating applications
New platform for gasketed plate heat exchangers
Digitalization and e-business

- Focus on transactions and on-line presence
- Best segments and countries; between 65 and 80% of all orders are e-orders
- In the future; online presence for all customer groups to make their buying process convenient
In conclusion...
- Energy Division

- Heat exchangers the largest product group, and energy efficiency a focus area
- Growth of base business and service
- Continued digital transformation