Food & Water Division
Food & Water Division DNA...
- Based on LTM September 30, 2016

Orders received:
SEK Bn 11.2

Sales:
SEK Bn 11.3

Split by type of sales
- Capital sales
- Service

Sales by product group
- High Speed Sep.
- Decanters
- Fluid Handling
- Heat Transfer
- Systems

Sales by industry
- Food
- Beverages
- Pharma
- Water
Macro Trends
- The market trends are favorable for the Food & Water business division

Global middle class
Resourceful planet
Keep healthy
Urbanization
Macro Trends
- The market trends are favorable for the Food & Water business division

Market drivers and trends
- Safety & quality
- Healthy & affordable
- Changing consumer behaviors
- Environmental & resource efficiency

Food and beverage market

Source: Euromonitor (2016)
Food and beverage

- Market opportunities in the strategic period, 2015 to 2020

Source: Euromonitor (2016)
Alfa Laval on the plate
- 15 product groups

- Decanters
- Valves
- High Speed Separators
- Membranes
- Systems
- Gasketed Heat Exchangers
- Welded Heat Exchangers
- Brazed Heat Exchangers
- Fusion Bonded Heat Exchangers
- Scraped Surface Heat Exchangers
- Spiral Heat Exchangers
- Pumps
- Tank Equipment
- Installations material
- Automation solutions
New high speed separator platforms
Water and Waste treatment industry

Market drivers and trends
- Water Scarcity
- Environmental Legislation
- Ageing infrastructure
- Urbanization

Water and waste treatment equipment market

Source: Frost & Sullivan

Water and waste treatment equipment market

Billion Euro, 2015

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CAGR %, 2015-2020

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In conclusion...
- Food & Water Division

- New organization will improve speed in our customer interactions
- Product focus
- Selective approach to forecasted opportunities
- Technology leadership
- Drive to develop the Service business