Marine Division
Alfa Laval on board
- Product, system & application leadership, 17 product groups

- Inert gas systems
- Exhaust gas cleaning
- Filtration
- Ballast water treatment
- Tank cleaning
- Oily waste treatment
- Oil treatment
- Crankcase gas cleaning
- Cooling and heating
- Steam and heat generation
- Thermal fluid heating
- Waste heat recovery
- Scrubber water cleaning
- Exhaust gas cleaning
- Crankcase gas cleaning
- Oily waste treatment
- Fuel conditioning
- Desalination
- Ballast water treatment
- Inert gas systems
- Gas combustion
- Cargo pumping
- Tank cleaning
- Oil treatment
- Container ship
- Bulk carrier
- Tanker
- Gas tanker
Orders received:
SEK Bn 10.5
Sales:
SEK Bn 12.9
Long-term trade trends & scenarios
- World seaborne trade, in million tonnes

Source: Clarkson Research Services Limited
Yard contracting and deliveries
- 1st November 2016, including all ships above 2,000 Dwt/Gt

Source: Clarkson Research Services Limited
Shipmix

- 2014 vs. estimated 2017, number of vessels

2014 = 2,190 vessels
E 2017 = 790 vessels

Alfa Laval “sweet spot and order value opportunity in M€:

- Product & chemical tankers 1.5 – 6.0
- Cruise 1.0 – 5.0
- Crude tankers 0.9 – 2.2
- Gas carriers 0.5 – 3.0
- Container vessels 0.5 – 2.0

*) Other vessels: General cargo & MPP, Reefer, Ro-ro & vehicle carriers, Offshore and miscellaneous

Source: Clarkson, 1st October 2016
World seaborne oil products trade

CAGR Trade Tonne-Miles
1985-15 3.31% 3.17%
1995-15 4.26% 3.96%
2005-15 3.68% 3.46%

Source: Clarkson Research Services Limited
Market potential scrubbers
- Expected market development, (MEUR)

Market potential ballast water treatment
- Expected market development after IMO ratification in September, 2016, (MEUR)

2017-2025: 35,000 vessels with a total market value of about 7 Bn€
In conclusion...
- Marine Division

* Leading position as the product and application specialist with a broad and unique assortment
* Marine transportation trends are positive, especially in our stronghold sub-segments
* New environmental regulations entering into force, creates substantial opportunities the next coming years