The company

Alfa Laval is a leading global provider of specialized products and engineered solutions.
A global company

• 27 Production units*
• 70 Service centres
• Sales companies in 55 countries
• Other sales representation in 45 countries

* Plus a number of minor production and assembling units
Strong Global Food Processing competence with a strong local presence

- **Denmark**
  - HQ Food Technology
  - 241 people
  - Europe, North America

- **Belgium**
  - Food Technology Center
  - 32 people (Beer)

- **Italy**
  - Regional Food Center
  - 52 people (Olive Oil, Fruit & Wine)

- **India**
  - Regional Food Center
  - 172 people

- **China**
  - Regional Food Center
  - 23 people

- **Malaysia**
  - Food Technology Center
  - 32 people (Veg. Oil + Latex)

- **USA**
  - Regional Food center
  - North America
  - 22 people

- **Brazil**
  - Regional Food center
  - Latin America
  - 29 people

Global access to all competence and acquired experience through an integrated network
Presence in India
Activities

We help customers to heat, cool, separate and transport products such as oil, water, chemicals, beverages, foodstuff, starch and pharmaceuticals.
We serve most industries

<table>
<thead>
<tr>
<th>Wine &amp; Beverage</th>
<th>Oil and gas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brewery</td>
<td>Pharmaceutical</td>
</tr>
<tr>
<td>Chemical</td>
<td>Power generation</td>
</tr>
<tr>
<td>Engineering</td>
<td>Process</td>
</tr>
<tr>
<td>Fish and meat processing</td>
<td>Starch</td>
</tr>
<tr>
<td>Food processing</td>
<td>Distillery</td>
</tr>
<tr>
<td>Refrigeration</td>
<td>Vegetable oil</td>
</tr>
<tr>
<td>Marine</td>
<td>Water and waste water treatment</td>
</tr>
<tr>
<td>Mining</td>
<td></td>
</tr>
</tbody>
</table>
Competitive strengths

- Global presence
- Presence in India since 1937
- Systems following Quality Standard
- Group manufacturing unit
- Project Engineering competence
Key technologies

Heat Transfer

Energy saving solutions for heating, cooling, ventilation, evaporation and condensation

Products

• Plate heat exchangers
• Air heat exchangers
• Tubular heat exchangers
• Scraped-surface heat exchangers
• Purpose built systems
Key technologies

Separation
Efficient separation of liquids from liquids, of particles from liquids and of fluids and solids from gases

Centrifugal separation products
- Disc stack centrifuges
- Decanter centrifuges

Filtration products
- Membranes
- Filters and strainers
Key technologies

Fluid handling

Safe transport and control of fluids

Products

• Pumps
• Valves
• Tank equipment
• Installation material
Key technologies

Our key technologies are adapted to each customer segment and offered separately or combined into optimized solutions.
Key Technology

• Constant improvements of existing products
• New capacities, materials and functions
• New products and technologies
• Cooperation with customers and partners

The Unique SSV valve with innovative features

Foodec decanters dedicated for Food applications

The new WideGap 350 has impressive heat transfer characteristics
Top 20 Countries of Coconut Production in 2009

<table>
<thead>
<tr>
<th>Rank</th>
<th>Commodity</th>
<th>Production (MT)</th>
<th>Footnote</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Indonesia</td>
<td>21,565,700</td>
<td>F</td>
</tr>
<tr>
<td>2</td>
<td>Philippines</td>
<td>15,667,600</td>
<td>F</td>
</tr>
<tr>
<td>3</td>
<td>India</td>
<td>10,148,000</td>
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<tr>
<td>4</td>
<td>Brazil</td>
<td>3,033,830</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Sri Lanka</td>
<td>2,099,000</td>
<td>F</td>
</tr>
<tr>
<td>6</td>
<td>Thailand</td>
<td>1,500,000</td>
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<tr>
<td>7</td>
<td>Mexico</td>
<td>1,128,000</td>
<td>F</td>
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<tr>
<td>8</td>
<td>Viet Nam</td>
<td>1,004,000</td>
<td>F</td>
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<tr>
<td>9</td>
<td>Malaysia</td>
<td>710,000</td>
<td>F</td>
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<tr>
<td>10</td>
<td>Papua New Guinea</td>
<td>650,000</td>
<td>F</td>
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<tr>
<td>11</td>
<td>Tanzania</td>
<td>370,000</td>
<td>F</td>
</tr>
<tr>
<td>12</td>
<td>Myanmar</td>
<td>350,000</td>
<td>F</td>
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<tr>
<td>13</td>
<td>Vanuatu</td>
<td>315,000</td>
<td>F</td>
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<tr>
<td>14</td>
<td>Ghana</td>
<td>315,000</td>
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</tr>
<tr>
<td>15</td>
<td>China</td>
<td>297,500</td>
<td>F</td>
</tr>
<tr>
<td>16</td>
<td>Solomon Islands</td>
<td>276,000</td>
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<tr>
<td>17</td>
<td>Mozambique</td>
<td>265,000</td>
<td>F</td>
</tr>
<tr>
<td>18</td>
<td>Côte d'Ivoire.</td>
<td>240,000</td>
<td>F</td>
</tr>
<tr>
<td>19</td>
<td>Dominican Republic.</td>
<td>180,000</td>
<td>F</td>
</tr>
<tr>
<td>20</td>
<td>Jamaica.</td>
<td>170,000</td>
<td>F</td>
</tr>
</tbody>
</table>
Fresh consumption is probably the most nutritional form in which coconuts can be consumed and is also the highest in value terms. Those who live under coconut palms can never go hungry. Fresh consumption accounts for an estimated 30% of total coconut consumption.
Products We Supply

Separation Equipment

Decanter Centrifuges
High Speed Centrifuges
Membrane Filtration /RO concentration Units
Strainers

Thermal Equipment

Plate Heat Exchanger
ViscoLine Tublar Heat Exchanger
Contherm Scraped Surface HE
AlfaVap Cassette Evaporator
AlfaCond Cassette Condenser
ConVap Scraped Surface Evaporator
Aseptic Fillers
Global Market Trends

Why Is Every Celebrity Drinking Coconut Water?
Tue., Mar. 23, 2010 8:00 AM PDT by LESLIE GORNSTEIN
What AL do with Coconut?

Apart from a thousand of products from coconut, we focus on: **RTU** products

- Coconut Water Processing
- Coconut Cream
- Coconut milk
Coconut Processing- AL Scope of supply

✓ Coconut Water Processing
✓ Coconut Cream
✓ Coconut milk

• [Coconut Water Processing Flow Chart Peter Paul.pdf](#)
• [Complete plant.pdf](#)
• Process and [products.xl](#)
Projects we have got so far:

✓ Celebes, Philippines: 6,000Lph CW, CM, CR- UHT-DSI, Aseptic Tank, Aseptic Filler FDA level, Distribution Flow-plates, etc.

✓ ANI Green Field: 10,000Lph CW, Pasteurizer, Distribution Flow-plates, tanks etc.

✓ Peter Paul Coconut: 8,000Lph CWC. Cooler, RO system, AlfaVap, UHT-DSI, Aseptic Filler, Filters, etc.

01. Deshelling.avi

02. Paring

03. Celebes Philippines Virtual visit Coconut Factory

04. Aseptic sterilizer and filler

05. Aseptic sterilizer and filler
Our corporate mission

To optimize the performance of our customers’ processes. Time and time again.