



Alfa Laval Adriatic

***Workshop - Soluzioni sostenibili per flotte aziendali***

# Alfa Laval in the world...

- Established 1845 in Sweden
- 39 production units – 103 service centres
- Sales companies in 55 countries
- Invoicing 2018 – 3.965M€
- EBITA 16,5% - ROCE 22,4%
- Avg No. of employees 2018 – 16.800

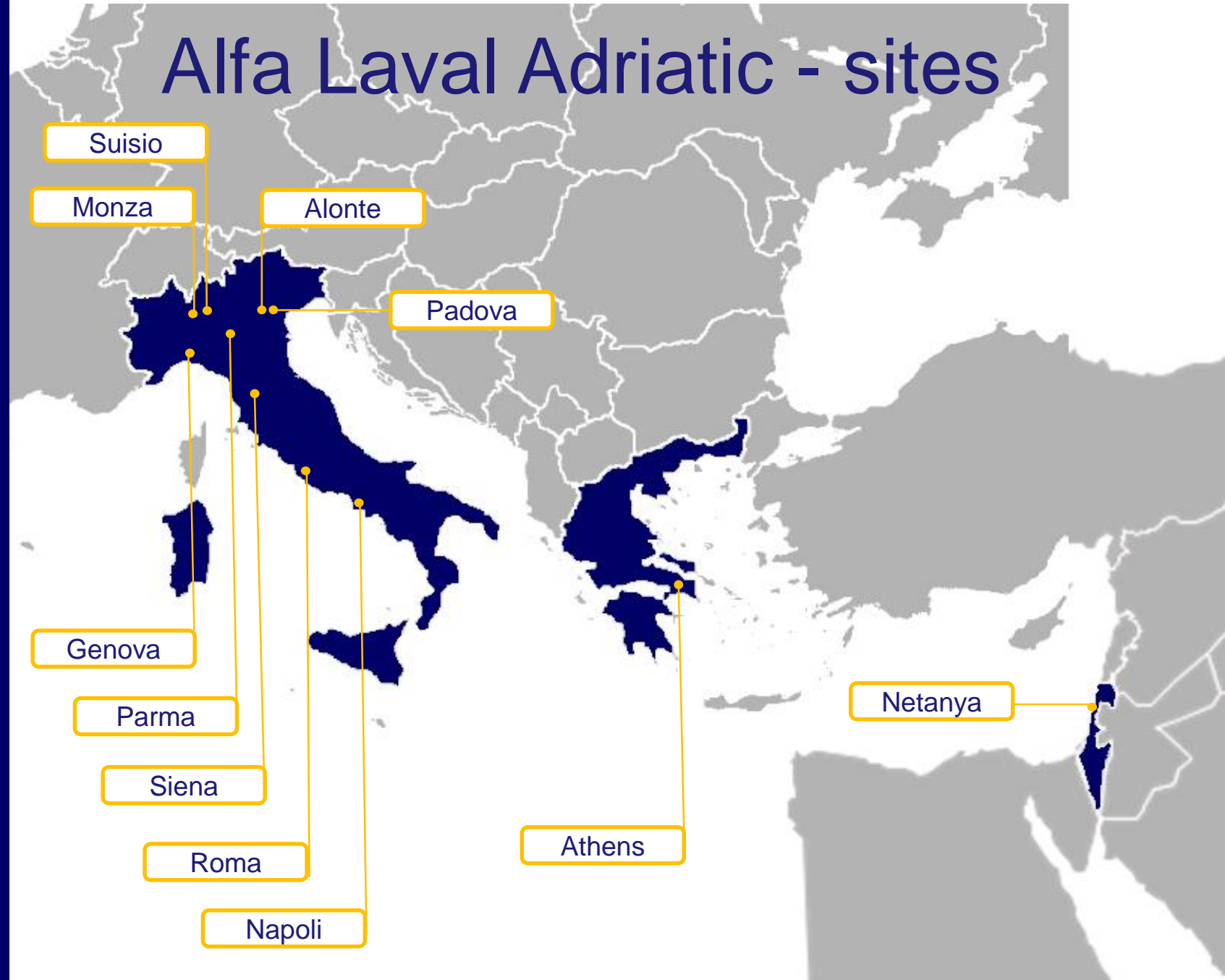
# Alfa Laval Adriatic - sites

✓ 880 employees

✓ 11 Sites: Monza, Genoa, Siena, Alonte, Parma, Suisio, Padova, Roma, Napoli, Athens e Netanya

✓ 3 Manufacturing Sites (Alonte, Suisio, Parma)

✓ 1 Research & Development Center



# Three business divisions



## Energy

This area covers a wide range of industries such as HVAC, oil & gas, chemicals, biofuels – with a special focus on energy efficiency.



## Food & Water

Offers products, solutions and systems in the areas of food processing and water treatment.



## Marine

The company has supplied the marine industry since 1917 and has today a broad offering incl. environmental marine products.

# Key technologies

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

## HEAT TRANSFER

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### ENERGY DIVISION

- Brazed & Fusion bonded heat exchangers
- Gasketed plate heat exchangers
- Welded heat exchangers

### FOOD & WATER DIVISION

- Food heat transfer
- Food systems

### MARINE DIVISION

- Marine separation & Heat transfer equipment
- Boilers & Gas systems

## SEPARATION

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### ENERGY DIVISION

- Energy separation

### FOOD & WATER DIVISION

- High speed separators
- Decanters
- Food systems

### MARINE DIVISION

- Marine separation & Heat transfer equipment

## FLUID HANDLING

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### FOOD & WATER DIVISION

- Food systems
- Hygienic fluid handling

### MARINE DIVISION

- Pumping systems

# Business Principle – Environment

Alfa Laval works to optimize the use of natural resources in both **our own** and our customers' operations. The environmental strategy for our own operations towards 2020 covers reducing the energy and water consumption, reducing the carbon emissions, chemical compliance with the Black & Grey list and improving our waste management process.

Environmental targets 2020 with baseline 2015



Reduce carbon emissions by 15%



Reduce energy consumption by 10%



Reduce water consumption by 10%



No banned chemicals



Recycling 85% of waste

# ROAD MAP

2015

Introduzione **AUTO IBRIDE**

2016

«**Raccomandazione**» scelta auto Ibride per colleghi Sales Company.

**Analisi costi/benefici** auto Ibride

	<b>DATI ANALIZZATI</b>	<b>VARIAZIONE</b>
<b>2016</b>  SIMULAZIONE CON INSERIMENTO AUTO IBRIDE VS. FLOTTA IN ESSERE (100% DIESEL)	COSTI NOLEGGIO	=
	CO2 EMISSION	▼
	COSTI CARBURANTE	▲
	% AUTO IBRIDE IN FLOTTA	<b>0%</b>
	N. MODELLI AUTO IBRIDE DISPONIBILI IN FLOTTA	<b>6</b>

# ROAD MAP

## INNOVATIVI

- Anticipare i cambiamenti e non subirli
- Essere di esempio

## RISCHIARE

- Pagare lo scotto del «nuovo»
- Decisioni impopolari

## INVESTIRE

- Accettare costi superiori
- Agevolare l'evoluzione delle nuove tecnologie



2019

## Status attuale flotta

2019

FLOTTA 2019  
VS.  
FLOTTA 2016

### DATI RACCOLTI

COSTI NOLEGGIO

2016

2019



CO2 EMISSION



COSTI CARBURANTE



% AUTO IBRIDE IN FLOTTA

0%

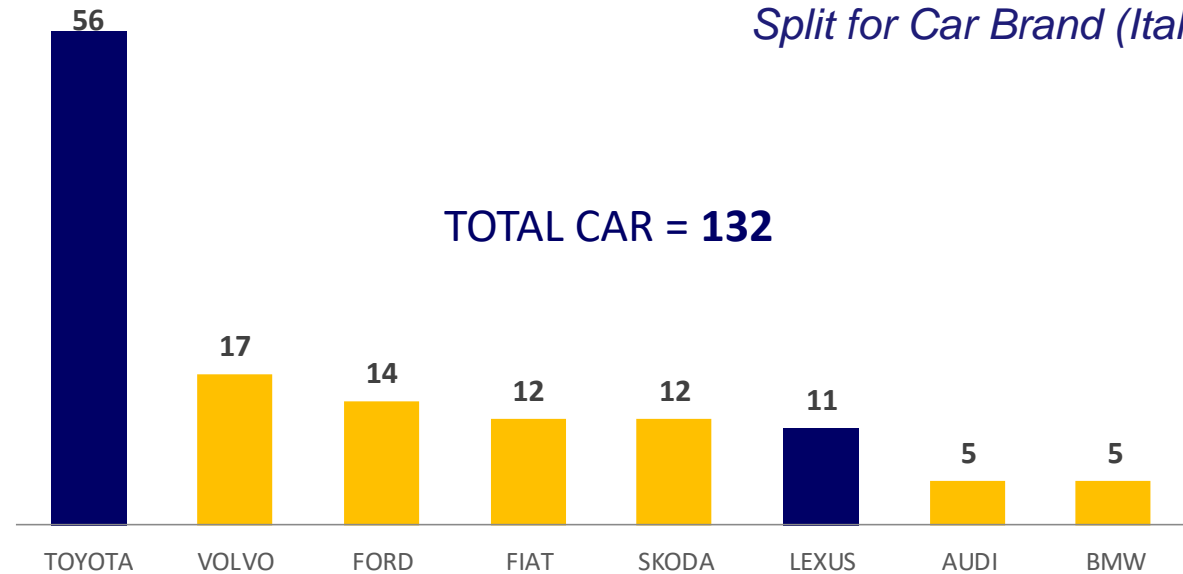
51%

N. MODELLI AUTO IBRIDE DISPONIBILI IN FLOTTA

6

13

*Split for Car Brand (Italy)*



Flotta Attuale



# Next step: 100% Elettrico

## OBBIETTIVO:

Collegare le sedi nel Nord Italia  
«100% ELETTRICO»

**DISTANZA MASSIMA = 200 Km** da  
MONZA a ALONTE (VI)

Con i modelli attualmente disponibili  
(small/medium size) l'autonomia  
dell'auto elettrica **non è sufficiente** a  
coprire un solo viaggio di andata da  
**Monza a Alonte.**





## Next step: Auto Plug-In

Auto Plug-in per colleghi  
«residenziali»



# Questions & Answers

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