

ALFA  
LAW

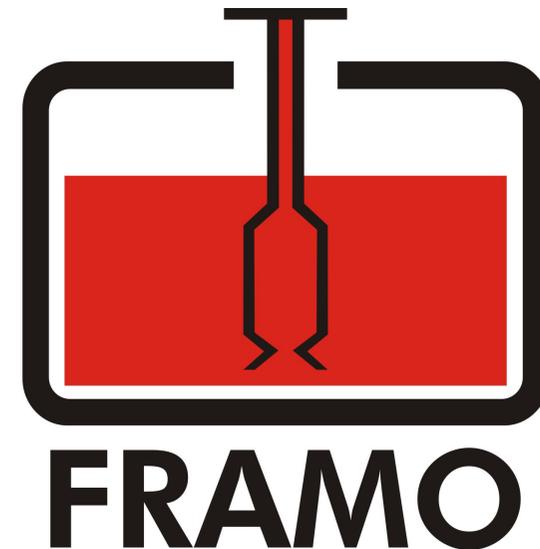


# The Framo product range, offering and markets

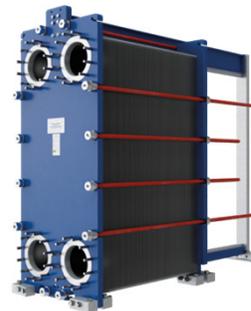
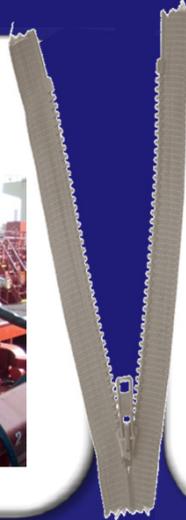
Magne Sangolt  
Alex Syed  
Alfa Laval Group

# What is Frank Mohn?

“A leading manufacturer of submerged pumping systems for the shipping and offshore industry.”



# Attractiveness to Alfa Laval



To optimise the performance of our customers' processes.  
Time and time again.

# Attractiveness to Alfa Laval

– Excellent fit



Sanitary Industrial Eqt. OEM Marine & Diesel Eqt. Marine & Offshore Sys. Life Science Food & Water & Waste Energy & Process Service



Alfa Laval  
Key  
Technologies

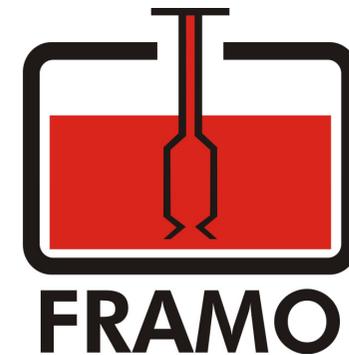
Fluid  
Handling



Alfa Laval further strengthens its offer in fluid handling!

# History

- \* Founded by Frank Mohn in 1938
- \* 1960s - first company applying hydraulic drive to marine pumps
- \* 1970s - entered the North Sea offshore market
- \* Headquarters and 4 other facilities, in Bergen area, Norway. 1,200 employees
- \* Sales support and service in Rotterdam, Houston, Singapore, Shanghai, Busan, Tokyo, Dubai, Rio de Janeiro and Mexico City
- \* Acquired by Alfa Laval in 2014

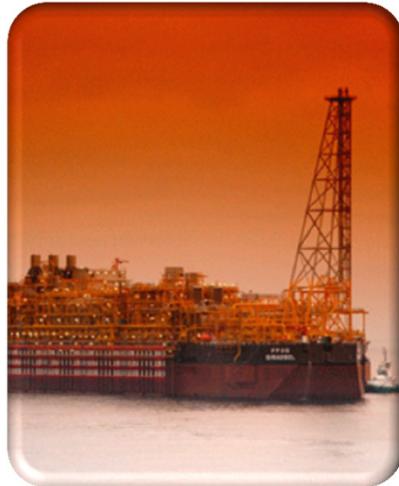


# Key areas



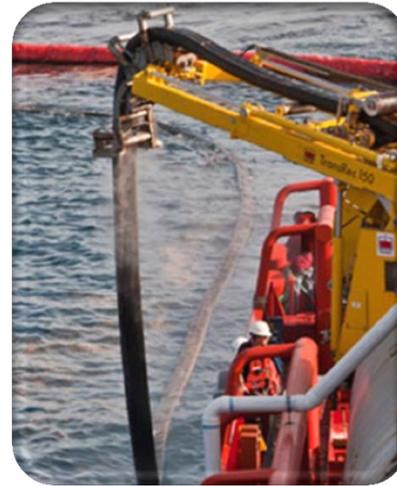
Marine  
pumping

50%\*



Offshore  
pumping

23%\*



Oil  
recovery

6%\*



Service

21%\*

\*) Sales 2013

# Marine

– Cargo pumping offering

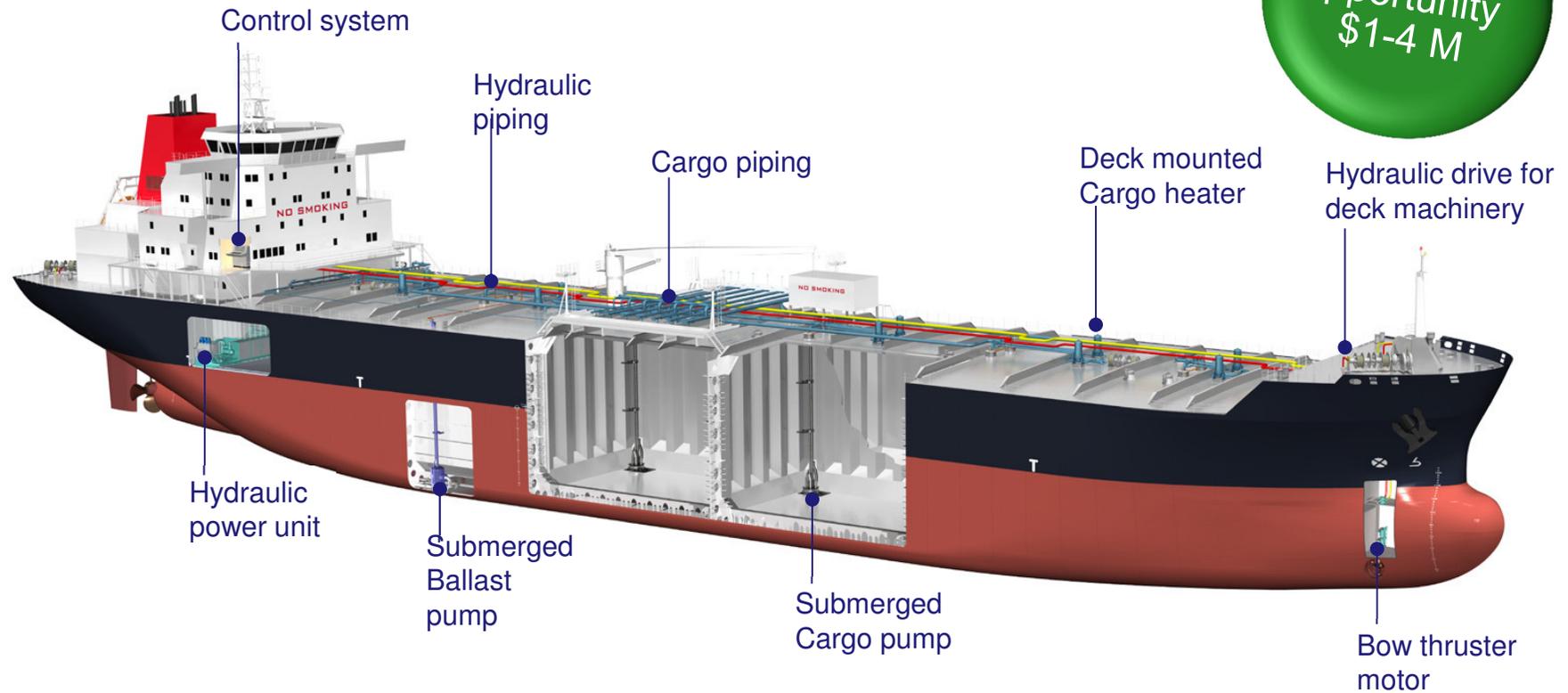


Submerged  
cargo pumping  
systems

For:  
Chemical tankers  
Products tankers  
Shuttle tankers  
FPSOs

# Marine pumping system

Value  
opportunity  
\$1-4 M



# Marine cargo pumping system

– Key features and customer benefits

## \* High vessel utilization

- Load any type of cargo
- Efficiently shift between different cargos
- Spend less time on cargo operations  
>> More tonne miles
- Efficient and flexible cargo handling



## \* Better for business and better for the environment

Σ Direct impact on the bottom-line

# Marine

– Key growth drivers – industry and customer demand

Global trends... → ...affecting shipping...

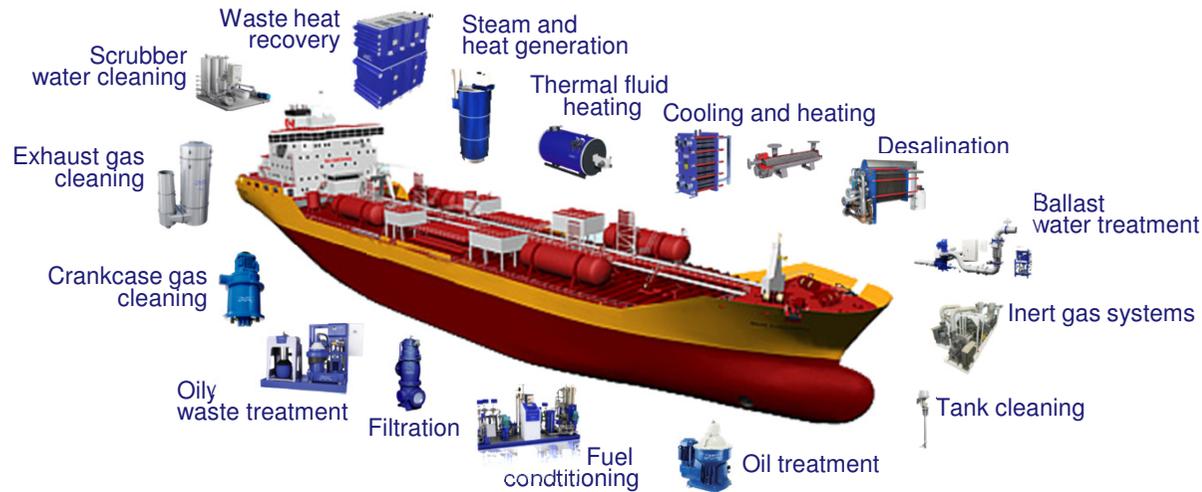
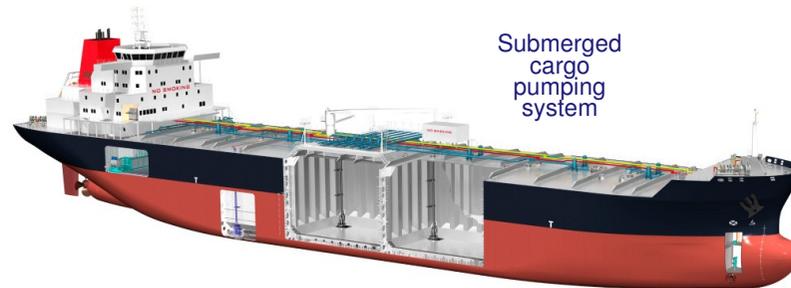
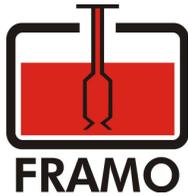
- \* Global transportation demand
- \* Energy demand
- \* Plastics demand



- \* Refineries closer to oil & gas source – less crude oil carriers, more refined product tankers
- \* Shale gas in North America – less imported crude oil and more exported refined products – product tankers
- \* Fossil fuel continues to be dominant energy source with liquids the largest part
- \* High demand for petrochemicals for plastics production especially in Asia – chemical tankers



# A wider marine offering



# Offshore

– Pumping systems offering

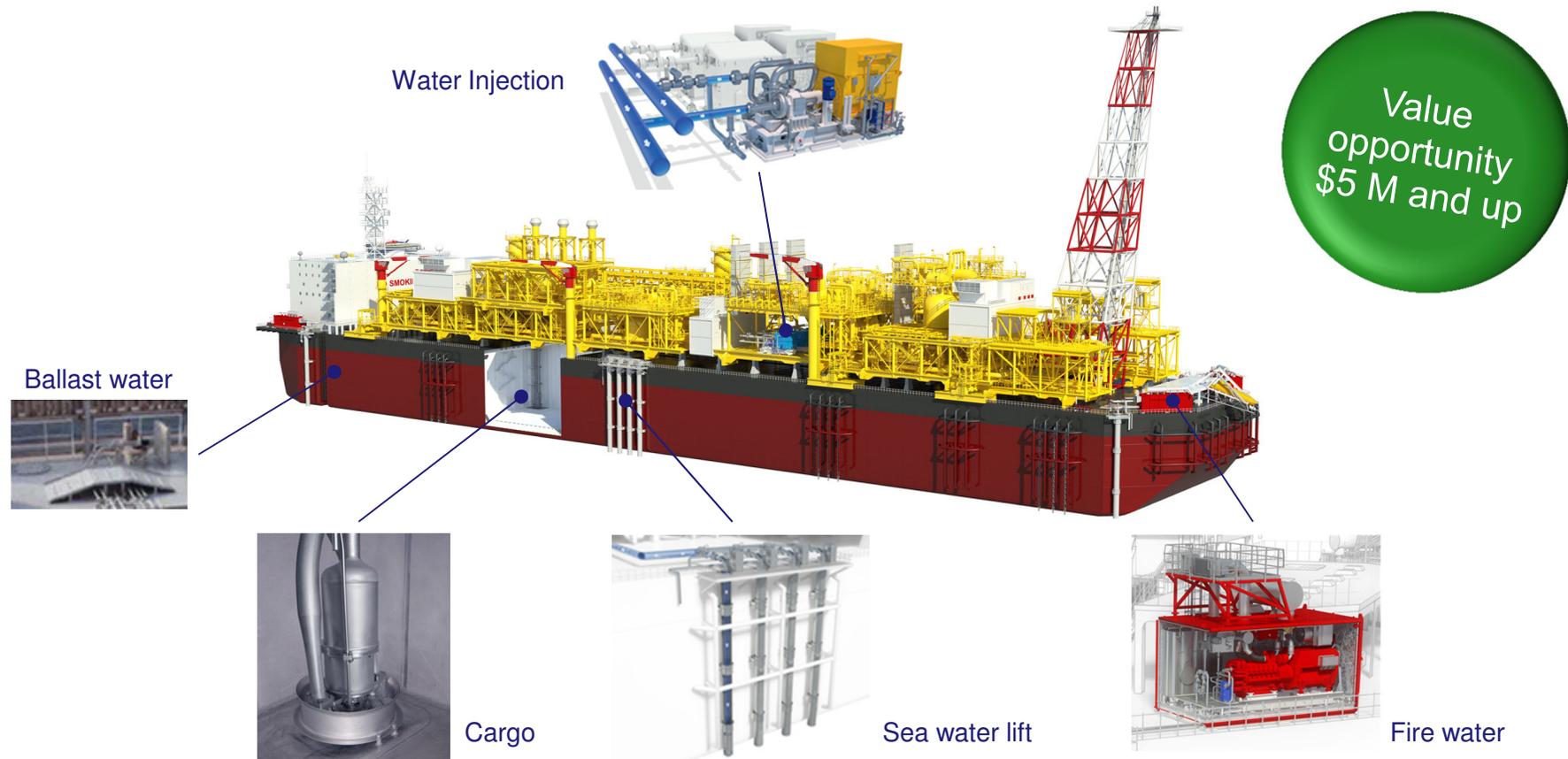


Pumping  
systems

For:  
Fixed platforms  
FPSO  
FLNG

# Offshore pumping systems offering

– Key benefits



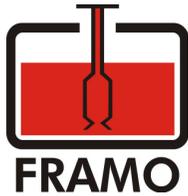
# Offshore

– Key growth drivers – industry and customer demands

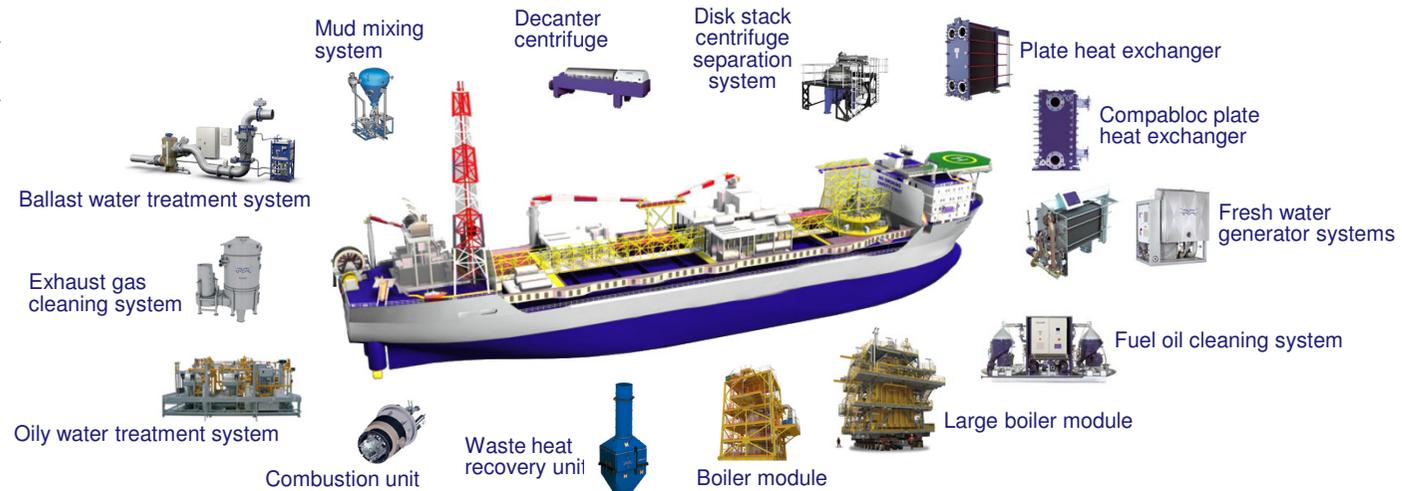
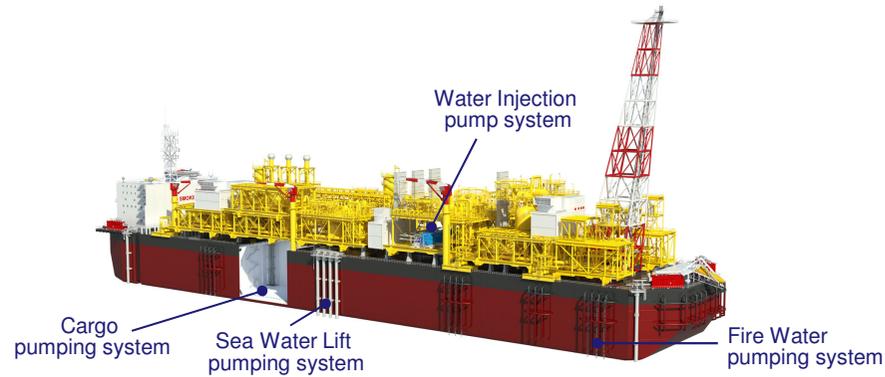


- \* Increased focus on uptime and reliability
- \* Increased focus on EOR (enhanced oil recovery)
- \* Oil/Gas demand

# A wider offshore offering



Pro forma  
exposure 2013  
EUR 365M



# Environment

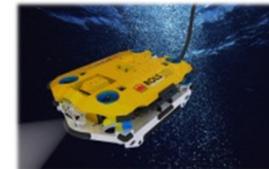
– Oil recovery systems



Emergency  
offloading

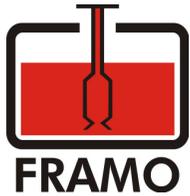


The Transrec  
system



Remote  
offloading

# A wider environmental offering



Oil recovery



Waste recovery/treatment



Waste heat recovery



Water treatment



Exhaust gas cleaning



Dust recovery



# Service

– Customer support 24/7



The offer includes

- \* Commissioning
- \* Training
- \* Service bulletins
- \* Service and repairs
- \* Spare parts

# Service offering

– Customer focus



Excellent service = excellent reputation in the market



# Wider service offering

– Even better service capabilities



280 marine field-service engineers

[www.alfalaval.com](http://www.alfalaval.com)

# Together, an even stronger player

Same industries, same customers, same business

Ship building



Offshore



Environment & Energy, Marine



Diesel power



Service



# Summary

- \* Framo offers unique pumping systems to the marine and offshore markets and has an exceptional service focus.
- \* We serve the same industries, the same customers and pumps are familiar to us.
- \* Combined, we have a broad and strong offering, particularly in the growing markets for product & chemical tankers and FPSOs.

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