



## NEWS RELEASE

Lund, Sweden – June 8, 2004

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### Alfa Laval - New regional structure leading to changes in Group Management.

**Swedish multi-national engineering group Alfa Laval – a world leader in centrifugal separation, heat transfer and fluid handling – announces today a new regional structure and two new members of the Alfa Laval Group Management.**

Commenting on the new regional structure, Sigge Haraldsson, President and CEO of the Alfa Laval Group, says: "Today's regional structure has been in place for about five years and has been an important tool to drive the increase of our profitability, i.e. the operating margin from 6.5% to 12%. However, with our focus on growth, profitable growth, we can see opportunities with a new structure. We are aiming at a structure that combines markets in similar situations, needs and opportunities."

The new regional structure from September 1:

- **Western Europe and North America, 60% of the total order intake**  
From a growth perspective the two regions have many things in common - they are established markets, still with a significant growth potential.
- **Central & Eastern Europe and Latin America, 13% of the total order intake**  
The common nominator between Central & Eastern Europe and Latin America is the level of market penetration.
- **Asia & Oceania, 27% of the total order intake**  
It is a region already today and Alfa Laval have had a good and profitable growth during a number of years and we will keep this region intact.

Alfa Laval's Group Management increases from September 1 from 10 to 11 members. Peter Leifland, Executive Vice President and already a member of Group Management, will take up the regional responsibility for Western Europe and North America. Lars Henriksson, today MD of Alfa Laval's Sales Company in Canada has been appointed Executive Vice President and will become head of Central & Eastern Europe and Latin America. Ray Field, MD of Alfa Laval's Sales Company in China has been appointed Executive Vice President and will become head of Asia & Oceania.

Sigge Haraldsson continues: "Our new non-traditional structure looks very promising and addresses exactly the issues that we have to solve. Moreover, knowing the persons who will take responsibility for the respective regions, it will be extremely interesting to follow the development."

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**Editors note:**

**Alfa Laval** is a leading global provider of specialized products and engineering solutions based on its key technologies of heat transfer, separation and fluid handling.

The company's equipment, systems and services are dedicated to assisting customers in optimizing the performance of their processes. The solutions help them to heat, cool, separate and transport products in industries that produce foods and beverages, chemicals and petrochemicals, pharmaceuticals, starch, sugar and ethanol. Alfa Laval's products are also used in power plants, aboard ships, in the mechanical engineering industry, in the mining industry and for wastewater treatment, as well as for comfort climate and refrigeration applications.

Alfa Laval's worldwide organization works closely with customers in nearly 100 countries to help them stay ahead in the global arena.

Alfa Laval is listed on the Stockholm Exchange and, in 2003, posted annual sales of about SEK 14 billion (approx. 1.5 billion euros). The company has some 9,400 employees.

For further information, please visit the Alfa Laval website at [www.alfalaval.com](http://www.alfalaval.com)

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