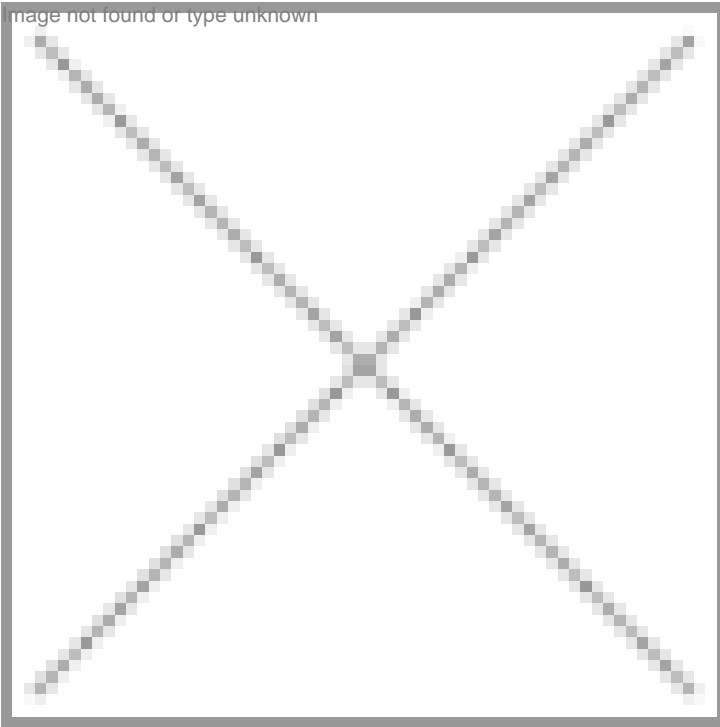


## Flow Tech Leader

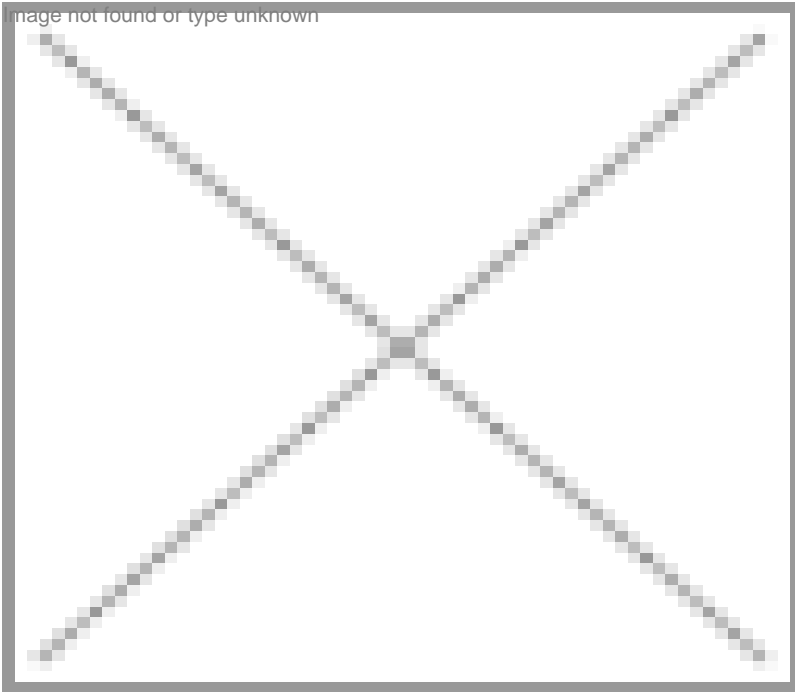
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### **Flow Tech Leader**

*Alpha Laval manufactures and supplies a wide range of key components and systems in separation, heat transfer and flow technology.*



CEO: Nish Patel (MD)

Revenue: Rs 30 crore

Start-up Year: 1937

Address: Mumbai Pune Road, Dapodi, Pune â€” 411 012

Tel.: 91- 20- 24116100, 27107100

Fax: 91-20-7147711

Website: [www.alfalaval.co.in](http://www.alfalaval.co.in)

Alfa Laval India is a supplier of plate and spiral exchangers, centrifugal separators and decanters, flow equipment and complete projects and systems. There has been no change in the sales turnover of Alfa Laval from its life sciences division during 2006-07 as it remained Rs 30 crore. In 2005-06, its sales from life sciences division dropped to Rs 30 crore over the previous year's turnover of Rs 42 crore. In 2004-05, it got a major order from Biocon that increased its life sciences sales turnover to Rs 46 crore. Its total sales turnover stood at Rs 593.48 crore (year ending December 2006). The company officials feel that the rapid increase in capacity additions witnessed in the past in biotechnology will not continue for sometime though the business in biotechnology is expected to grow at a lower rate.

Alfa Laval India was awarded GMU (Group Manufacturing Unit) status by Alfa Laval, Sweden, to manufacture centrifugal separators and decanter centrifuges for exports to Alfa Laval Sweden, Japan, Spain and Denmark. Alfa Laval India received ISO 900:2000 certification from Lloyds Register Quality Assurance - LRQA (UK) for its manufacturing units and after-sales services. Alfa Laval offers customized and comprehensive process systems /solutions such as cell culture reactors, clean in place, formulation, separation and filtration, high purity water, media and buffer prep and waste in activation to the biotech industry.

During 2006, Alfa Laval India had an order intake of SEK 900 million and approximately 1,000 employees. In the recent years, Alfa Laval also has established a wholly owned engineering company in India that supports the Group. In May 2007, Alfa Laval AB increased its share of ownership in the Indian company from approximately 64 percent to approximately 77 percent. The financial investors hold the remaining total shares.

Alfa Laval India is the first company to bring in single fermenter technology to India in the late 1980s. It has entered into a tie-up with US-based Katzen International to bring vapor phase molecular sieve technology. Its fuel ethanol program has been gaining prominence in Asia and South East Asia. Including India, it had installations in Vietnam, Thailand and Indonesia.