

SPXFLOW

FOOD + BEVERAGE



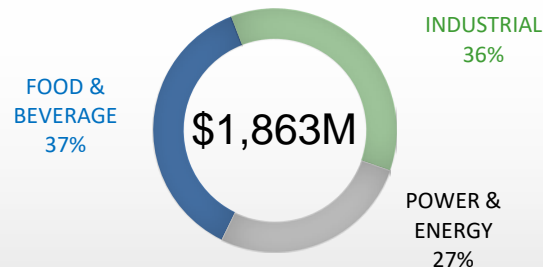
Strengths

- Experienced Board of Directors and executive management
- Strong brands and high quality products
- Serve multi-national, regional and local customers
- Large installed base
- Scaleable aftermarket and service business

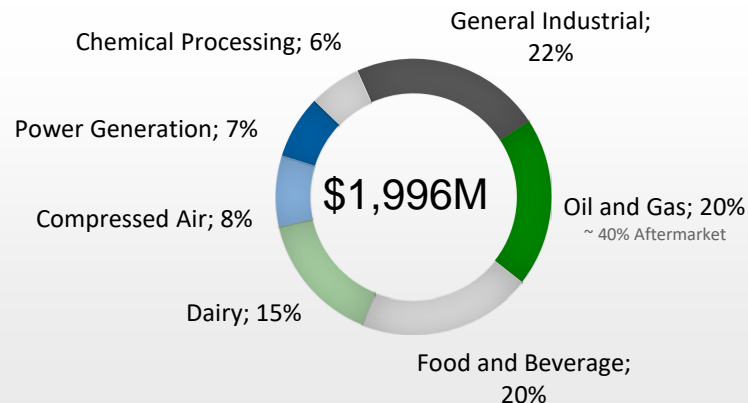
Key Brands

- | | |
|---------------------------------------|-------------------------|
| ➤ APV® | ➤ Lightnin® |
| ➤ Waukesha
Cherry-Burrell® | ➤ Hankison® |
| ➤ Anhydro® | ➤ Power Team® |
| ➤ Gerstenberg
Schröder® | ➤ Copes-Vulcan® |
| ➤ ClydeUnion Pumps | ➤ M&J Valve® |

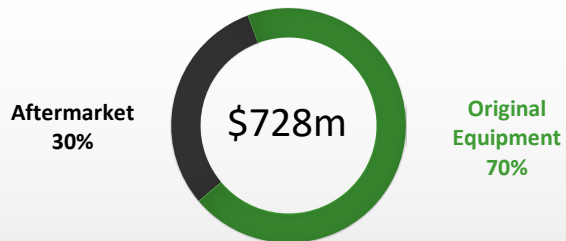
2017E Revenue by Segment



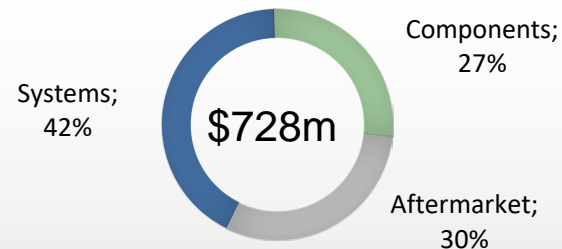
2016 Revenue by End Market



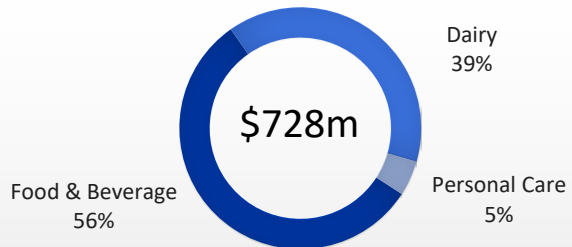
2016 Revenue by OE / AM



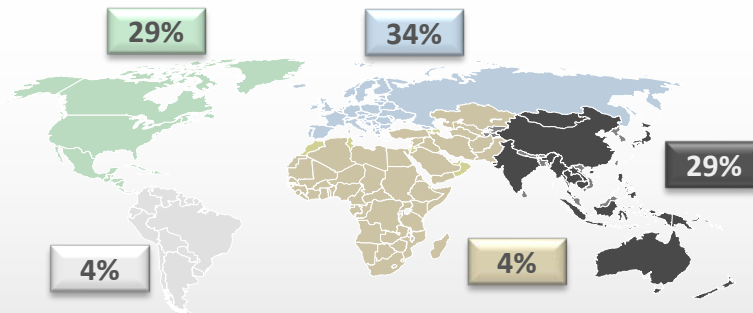
2016 Revenue by Product



2016 Revenue by End Market



2016 Revenue by Geography



MECHANICAL COMPONENTS

Separation & Clarification



Dispersion



Mixing



Pumps



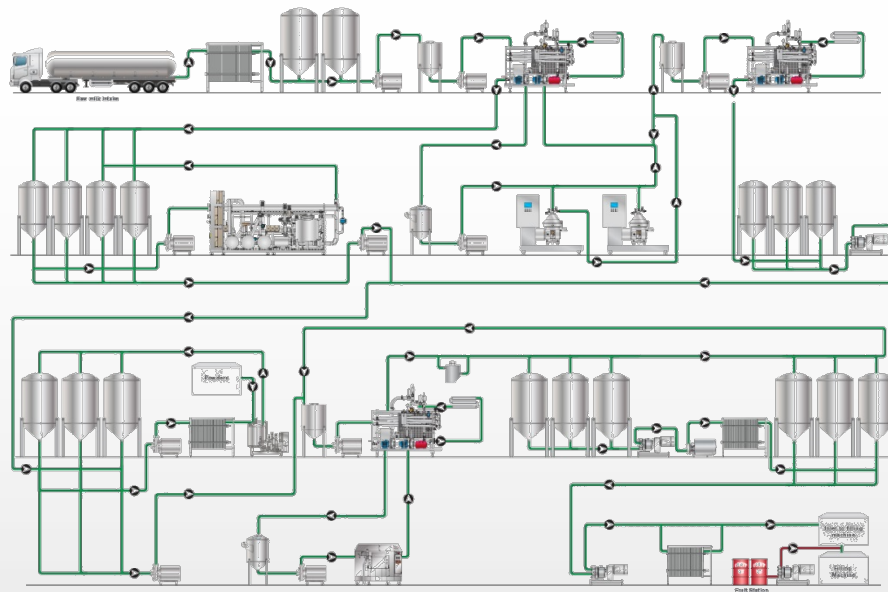
Valves



Heat Exchangers



PROCESS TECHNOLOGY



Full Line of Components, Turn-Key Systems and Related Aftermarket Parts and Services

CUSTOMER EXAMPLES



DAIRY

- Infant Formula
- Milk & Whey Powders
- Dairy Ingredients
- Recombined Milk Products
- Butter & Spreads
- Yoghurt & Fermented Products
- Fresh & UHT Milk
- Pressed Cheese

FOODS

- Vegetable Fats
- Margarines
- Baby Food
- Ingredients & Flavorings
- Yeast extract
- Condiments
- Bakery & Confectionery
- Proteins

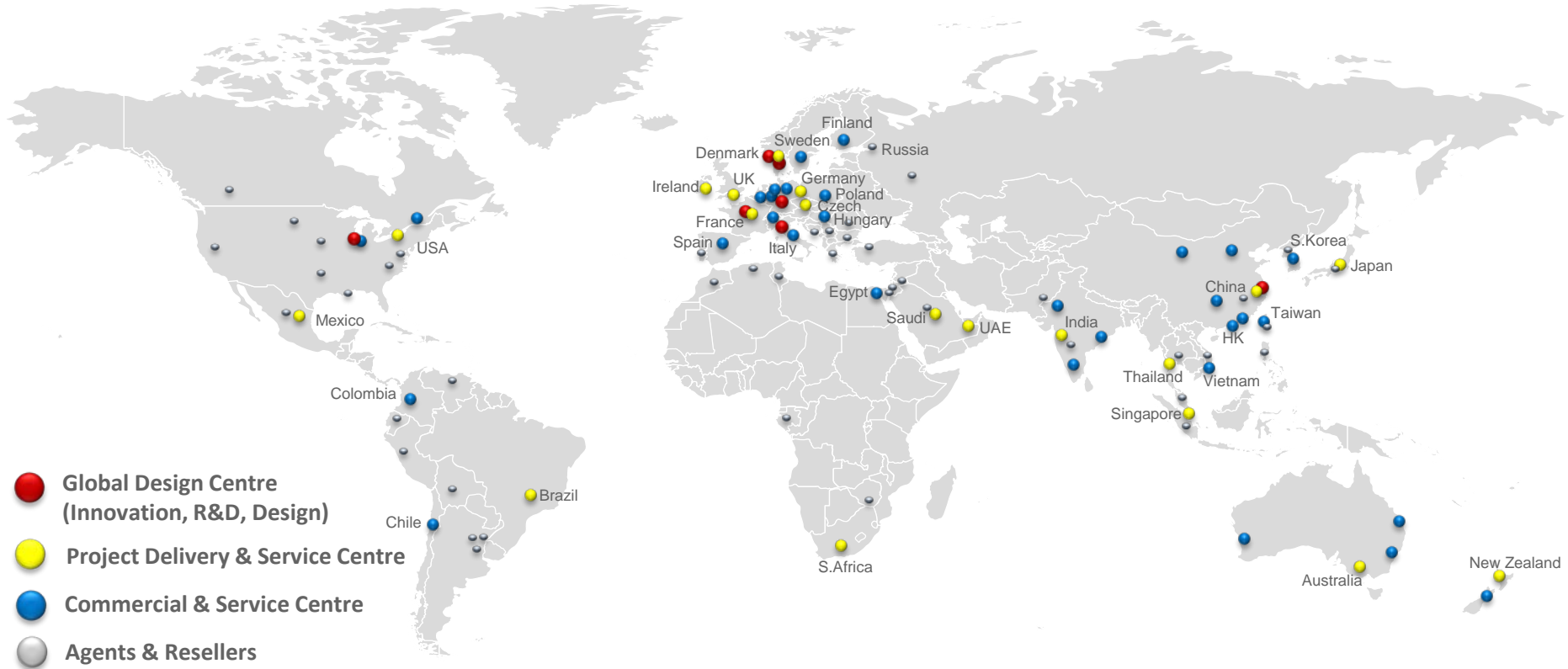
BEVERAGES

- Tea & Coffee Drinks
- Instant Coffee
- Nutritional & Soy Drinks
- Soft Drinks
- Fruit Juices
- Flavored Water
- Beer
- Wine
- Spirits

PERSONAL CARE/OTHER

- Silica & Industrial powders
- Extraction, Recovery of Organic Substances
- Cosmetics
- Healthcare
- Detergents
- Solvent Recovery
- Biofuel, Concentration of Glycerol, Methanol

Global Customer Base with Process Solutions Across a Number of Applications



Global Capabilities with Local Presence
~2,500 Staff with over 400 Engineers Supporting Installations in 70+ Countries

Core Brands – Food & Beverage

SPXFLOW

> Anhydro



Core Offerings

- Evaporators
- Spray Dryers
- Spin Flash Dryers
- Fluid Bed Technologies
- Small Scale Plants
- Bag Filters

Primary Applications

- Powder agglomeration
- Permeate processing
- API processing for spray drying
- Spray encapsulation, agglomeration and cooling
- Concentration of milk and whey
- Drying milk and whey concentrates
- Lactose processing
- Dry food processing
- Extraction and freeze drying
- Coffee and tee processing

> APV



- Process Systems
- Heat Exchangers
- Fluid Handling Components
- Homogenizers
- Automated Solutions

- Pumping thin or viscous fluids Flow control and diversion
- Heating and cooling
- Particle size and viscosity control (homogenization)

- Membrane filtration processing
- Yoghurt, dessert and fermented milk processing
- Fresh milk and UHT processing
- Juice and beverage processing
- Process food processing
- Process engineering and design

> Gerstenberg Schröder



- Heat Exchangers
- Emulsifying Equipment
- Butter Systems
- Pilot Plants

- Edible fats and oils production
- Margarine processing
- Jams and jellies
- Peanut butter processing

- Ice cream production
- Butter processing
- Filling cream
- Dressing and Ketchup processing

> Waukesha

- Pumps

- Pumping thin or

- Heating and cooling applications

Innovation Center Information

- Located Denmark, France and Shanghai (2016)
- > 80% utilization by our customers
- Pilot plant trials of customer recipes
- High level of customer satisfaction - 4.4 on a 5pt scale

*with the purpose of creating **something new** to provide **value to customers***



The Denmark Innovation Centers are Two of Our
Most Comprehensive R&D Facilities and Critical to Our Success

Liquid Dairy Experts

- Global UHT, Membrane & Mixing Design Centre, Silkeborg DK
 - ❑ More than 60 years experience with world leading dairy brands
 - ❑ Innovation centre, customer focused technology development
 - ❑ Installed base in over 60 countries
 - ❑ Experts in thermal processing, mixing and separation for liquid dairy, liquid food and beverage application
- A market leading supplier of Liquid Dairy process:
 - ❑ Multi Nationals: Arla, Danone, Fonterra, Lactalis, Nestle....
 - ❑ Regionals: Almarai, Alpro, Morinaga, Nadec, Tine, Valio....
 - ❑ Locals: Colun, Lion, Soeul Dairy, Vinamilk, Woodlands....



A Market Leading Process Equipment Supplier to Global Dairy Industry

Liquid Dairy Experts

- Global Fresh & Fermented Dairy Design Centre, Evreux FR
 - ❑ More than 40 years experience with world leading dairy brands
 - ❑ Partnership with French school, fresh dairy recipe development
 - ❑ Installed base in over 30 countries
 - ❑ Experts with fresh fermented & ambient liquid dairy application
- A market leading supplier of Fermented Dairy process:
 - ❑ Multi Nationals: Danone, Lactalis, Yoplait, Nestle, Yakult....
 - ❑ Regionals: Almarai, Lala, Senoble, Morinaga, Valio....
 - ❑ Locals: Bright Dairy, Colun, Mengniu, Panagro, Sutas, Yili....
 - ❑ China: A leading Fresh Dairy supplier to Chinese Dairy industry



A Market Leading Process Equipment Supplier to Global Dairy Industry

Margarine, Shortening and Butter Experts

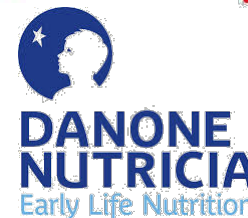
- Global Fats & Oils Design Centre, Soeborg/Silkeborg Denmark
 - ❑ More than 100 years experience with world leading fats & oils and butter brands
 - ❑ Innovation centre, customer focused technology development
 - ❑ Installed base in over 50 countries
 - ❑ Experts in traditional churn and continuous crystallation processes for butters, spreadables, margarine and shortenings
- A market leading supplier of Butter & Shortening processes:
 - ❑ Multi Nationals: Arla, Bunge, Cargill, Fonterra, Unilever, Wilmar....
 - ❑ Regionals: Glanbia, Graincorp, Tine....
 - ❑ Locals: Dairy Crest, Namchow, Nuttex, Ornuu....



A Market Leading Process Equipment Supplier to Global Edible Oil Industry

Dairy and Nutritional Powder Experts

- Global Spray Drying Design Centre, Soeborg Denmark
 - ❑ More than 60 years experience with world leading dairy brands
 - ❑ Innovation centre, customer focused technology development
 - ❑ Installed base, more than 5,000 driers in over 40 countries
 - ❑ Experts in evaporation and spray drying for dairy, food and industrial applications
- A market leading supplier spray drying process:
 - ❑ Multi Nationals: Abbott, Arla, Biospringer, Danone, Givaudan....
 - ❑ Regionals: Bongrain, Euroserum, Kerry, Gloria, Tine....
 - ❑ Locals: Biokom, Embare, Panagro, Synutra, Watts....



A Market Leading Process Equipment Supplier to Global Dairy and Food Ingredients Industry

Our Extraction, Evaporation and Drying Portfolio

- Extraction: for recovery and processing of plant and organic substances at a very high quality
- Evaporators: for reduction in liquid prior to a liquid-to-power drying process resulting in a more efficient drying process.
- Spray Dryers: for drying of heat-sensitive liquids such as milk and whey while retaining valuable nutrients, aromas and flavors
- Spin Flash Dryers: for continuous drying of cohesive and non-cohesive pastes, filter cakes and high-viscosity liquids with high drying efficiency and for safe drying of flammable products
- Fluid Bed Dryers: for drying, cooling of powder and powder treatment such as mixing, agglomeration, dust binding and instantizing resulting in superior powder quality and drying economy
- Vacuum Belt Dryers: for continuous and gentle charging of liquid and solid products while retaining the aroma, color and bulk density of the products

Customer Benefits

- Food Safety
- Product Consistency and Quality
- Plant Safety
- Sustainable Environment
- Reduced Operating Costs
- CAPEX Optimized

Enabling Customer Performance

Typical positions held by dairy engineers and food technology Msc

- Sales managers
- Innovation centres
- Technology support
- Process RD

Competencies

- Technology
- Process/product interactions
- Project management

Managers for innovation center in Silkeborg and in Søborg

NPD responsible – Innovation center

Process specialists – evaporators and membranes

Project manager

Process manager

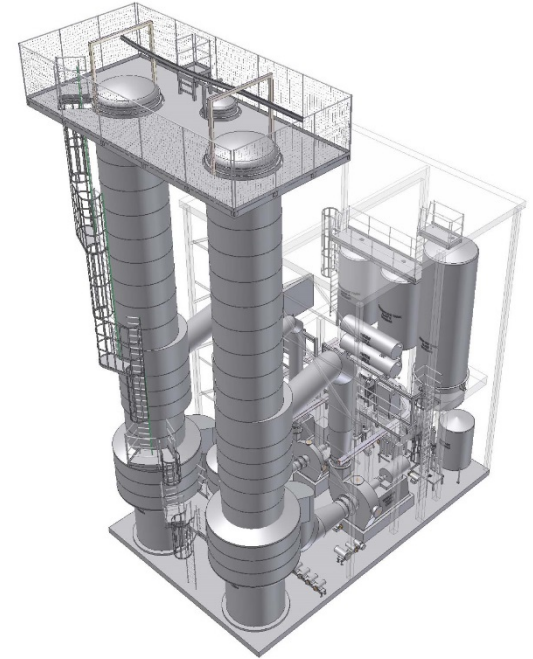
Product category sales manager

Technology manager

Senior technologist

Gloabl design centre Søborg – evaporation

- Design of evaporation processes
 - Thermal design,
product/process impact considerations
- Evaluation of process performance
 - Duties, consumption data and performance
- General technical support
 - Product physical properties



Thank you, contact info



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