



**SPX FLOW**

**CAREER EVENT 15 MAY 2019**

**ONE** WORLD  
FINGERPRINT

**SPXFLOW**

# Introduction



## **Academics:**

- Dairy Engineer (1999-2003)
- MBA Sales and Marketing (2010)
- ++
- Innovation management (2018)

## **Experience:**

- 16 years experience in dairy companies ( Amul, Nestle, Gea and SPX Flow )
- Started as : Technical officer in 2003
- Current position : Global director – Process Category, Fresh dairy



Global supplier of  
high value,  
engineered solutions

~7,000 employees

Operations in  
> 30 countries

Sales into  
>150 countries

## Content

- Who are we ?
- Where are we ?
- What do we do
- Why are we in Denmark ?
- Where are we in Denmark
- Career possibilities

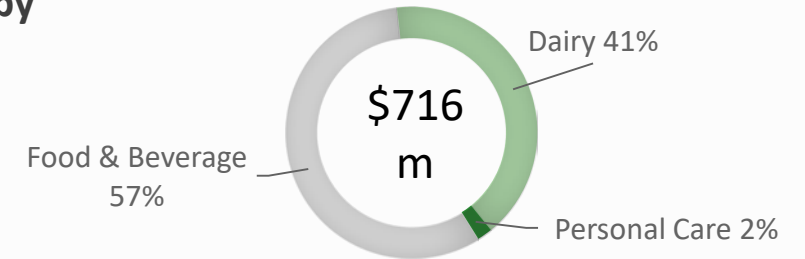


# Where are we Market Overview

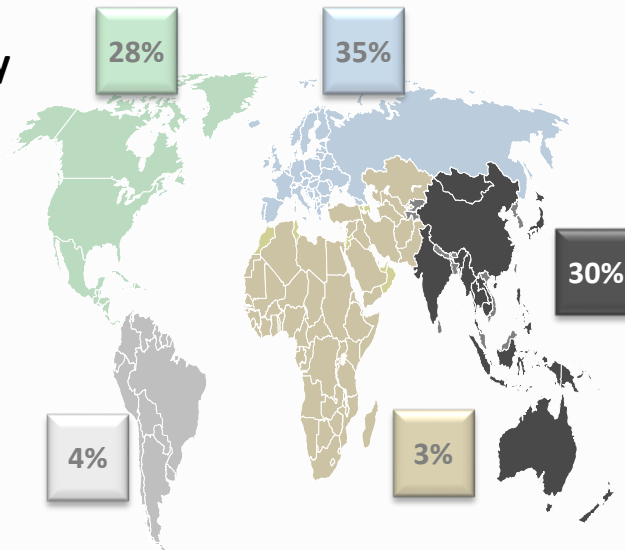
Large global market, highly regulated with steady, consistent growth

- ~\$24b global market expected to grow ~3% per year
- Highly regulated market
- Key demand drivers:
  - Asia Pacific (China) growth
  - Consumer evolving diets (i.e. plant-based diet)
  - Sustainability and production efficiency
  - Food safety

## 2017 Revenue by Market



## 2017 Revenue by Region



## APPLICATIONS

FOODS	BEVERAGES	DAIRY	PERSONAL CARE
Vegetable fats	Nutritional drinks	Infant formula	Silica powders
Margarines	Plant-based drinks (i.e. almond, soy)	Milk/Whey powders	Industrial powders
Baby food	Beer	Dairy ingredients	Extraction/recovery of organic substances
Ingredients	Flavored water	Recombined milk products	Cosmetics
Flavorings	Soft drinks	Butter & spreads	Healthcare
Yeast extract	Fruit juices	Yoghurt	Detergents
Condiments	Wine & spirits	Fermented products	Solvent recovery
Confectionery	Tea & coffee drinks	Fresh & UHT milk	Biofuel
Proteins		Pressed cheese	Methanol



Clarity on our  
purpose and  
vision

# What do we do?



Be the supplier of choice to leading global and regional customers with innovative process solutions that deliver safe, nutritious products in the most sustainable and efficient manner possible, through:

- Customer intimacy
- Process and automation expertise
- Market driven innovation

In these **core** segments:

- Fresh Dairy
- Beverage
- Processed foods
- Ingredients

We will win by building a high-performance, customer-centric culture.

# What do we do reference Dairy Liquid

## UK – Fresh Milk



### Fresh Dairy 1.8M Milk Intake

Supermarkets “green” demand driving best in class KPI’s .  
 Lowest water consumed/litre of milk in the world. SPX MF Technology for ESL milk 39 day shelf-life.  
 UK led, support from Czech, France, and Denmark

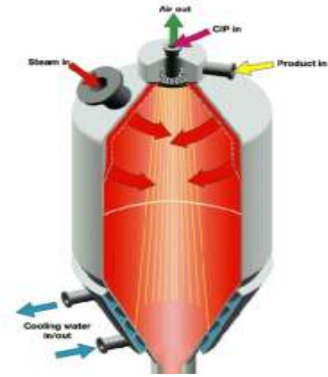
## Chile – Yogurt & UHT Milk



### Fresh Dairy & UHT 1.0M Milk Intake

Greenfield Plant, Best in Class set & stirred yogurt. UHT and flavoured milks produced with SPX energy efficient enhanced tubular heat exchange technology  
 France led , support from Chile , Denmark and Czech

## USA – UHT Milk



### Nutritional Beverages

High volume UHT Beverage Plant, Six off 32,000 LPH UHT lines, Fully Automated solution. SPX Direct Infusion technology selected following extensive Taste Test panel  
 USE led, support from Denmark and Canada

## Spain – Yogurt



### Greenfield Yogurt Plant 1.1M Milk Intake

Greenfield Plant, duplicate of factory SPX completed in 2000. Fully flexible and production optimised set and stirred yogurts, drinking yogurts and dairy desserts  
 Spanish led, support from France and Czech

## Japan – Ice Cream



### Greenfield Ice Cream Plants

Best in Class, highly efficient mixing and blending, thermal treatment and storage up to freezers. Fully Automated MRP driven solution  
 Japan led, support from China and Denmark

## China – Yogurt & UHT Milk



### Large Greenfield Plant 2.1M Milk Intake

Food Safety as high priority. Best in Class “European” type yogurt and probiotic, Pasteurized Fresh Milk using MF Membrane systems, standard UHT Milk.  
 China led, support from France and Denmark

■ Higher Volumes Using Modern Efficient Process Solutions

# What do we do reference - Dairy Powders

## France – Infant Formula

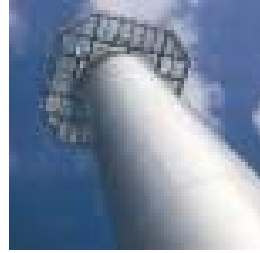


### Infant Formula and Whey Powders

Turnkey delivery of two dairy driers. Energy Efficient, state of art, integrated design, optimized energy recovery, liquid processing, evaporation, Triple-A dryer.

France led , support from Denmark, Czech and Poland

## Germany – Milk Powders



### MPC Whole/Skim Milk Powder 8 TPH

Energy Efficient €8.8M savings over 5 yrs, integrated design with optimized energy recovery.. 96% heat recovery of milk, 93% on cream, almost zero water use  
German led , support from Denmark and Czech

## Germany – Whey Processing



### 85% Yield - Lactose Powder 4TPH

Turnkey delivery, liquid processing, membrane systems, evaporation and dryer with fluid bed. Pioneering, high yield Lactose process providing €10M benefit/annum  
Denmark led, support from Czech

## New Zealand – Infant Formula



### Infant Formula Powders 4 TPH

Turnkey delivery; structure, utilities, mixing, liquid processing, separation, evaporation, Triple-A spray dryer  
13 Month On-Time Delivery

N.Zealand led , support from Denmark, China and Czech

## China – Infant Formula



### Infant Formula Powders

Energy Efficient, state of art, integrated design, optimized energy recovery, liquid processing, evaporation, Triple-A dryer. Duplicate projects China / India

China led, teams from Denmark and Czech

## Germany – Infant Formula



### Infant Formula Powders

Energy Efficient, state of art, integrated design, optimized energy recovery, liquid processing, evaporation, Triple-A dryer

German led, teams from Denmark, Czech and UK

- **Integrated Energy Efficient State Of Art Solutions**

# What do we do reference Liquid Foods, Integrated Technologies

## Turkey – Multi Product



### Multi-product Dairy 1.8M Milk Intake

Turnkey Process for Milk, Juices, Cheese, Yogurt, Butter, Milk Powders including technologies from APV, GS & Anhydro. Modern Solution for a Developing region France led , support from Turkey and Denmark

## Norway – Butter & Spreads



### Butter, Spreadable Butter, Margarine 4 TPH

Design, manufacture and supply of Butter line, continuous margarine/spreads line, including APV, BDS, GS, B&L and WCB equipment Denmark led , support from Germany

## USA – Baby Food



### Nutritional Beverages & Liquid Baby Food

Partnering; design & supply new global Standard for Liquid Nutritional Food, Turnkey, from materials intake storage through ingredient mixing and blending to thermal processing, storage and input to fillers US led, support from Denmark and Czech

## UK– Butter & Spreads



### Butter & Spreadable Butter Plant 7 TPH

Turnkey supply, cream handling, mix plant, CIP, utilities, installation for butter machine and butter distribution systems, includes APV, BDS, GS, B&L and WCB equipment UK led, support from Denmark, Ireland and Germany

## UK – Butter & Spreads



### Butter & Spreadable Butter Plant 8 TPH

Turnkey supply, cream handling, mix plant, CIP, utilities, installation for butter machine and butter distribution systems, including APV, BDS, GS, B&L and WCB equipment UK led, support from Denmark and Germany

## Australia – Margarine



### Complete Margarine Process Lines 21 TPH

Design, manufacture and installation of two complete margarine production lines, tanker reception, emulsion preparation, crystallisation and feed to fillers Australian led , support from Denmark, Germany and Czech

▪ Optimized Designs To Meet Demanding KPI's

## Why are we in Denmark ? People Make the Difference



The people  
behind your  
performance

( APV 2007)

**ONE** WORLD  
FINGERPRINT

### OUR MISSION




A global project business that produces consistent, repeatable performances related to time, cost & quality, resulting in sustained growth and profitability for our customers and shareholders.

**ONE** WORLD  
FINGERPRINT

**SPXFLOW**  
FOOD + BEVERAGE

### OUR VALUES



- Safely execute 100% of our projects
- Absolute professionalism and integrity in all that we do
- Thrive through personal and company growth
- Own what you do: support what your colleagues do
- Continuously improve and excel in our execution
- Be personally responsible with pride in the work we deliver

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**SPXFLOW**  
FOOD + BEVERAGE

## Process Systems and Solutions - Dairy, and Food & Beverage

- Engineering & Technology Centre
- Innovation Centre liquid processing
- Process R&D, Customer Test & Pilot Plant Service
- Nordic Sales & Global System Sales Support
- Mechanical & Process Engineering
- Automation Systems & Engineering
- Supply Chain
- Assembling
- Project Management & Commissioning
- Aftermarket &



- Employees: approx. 200
- Site area: 2,213,465 square feet
- Factory Size = 186,324 square feet

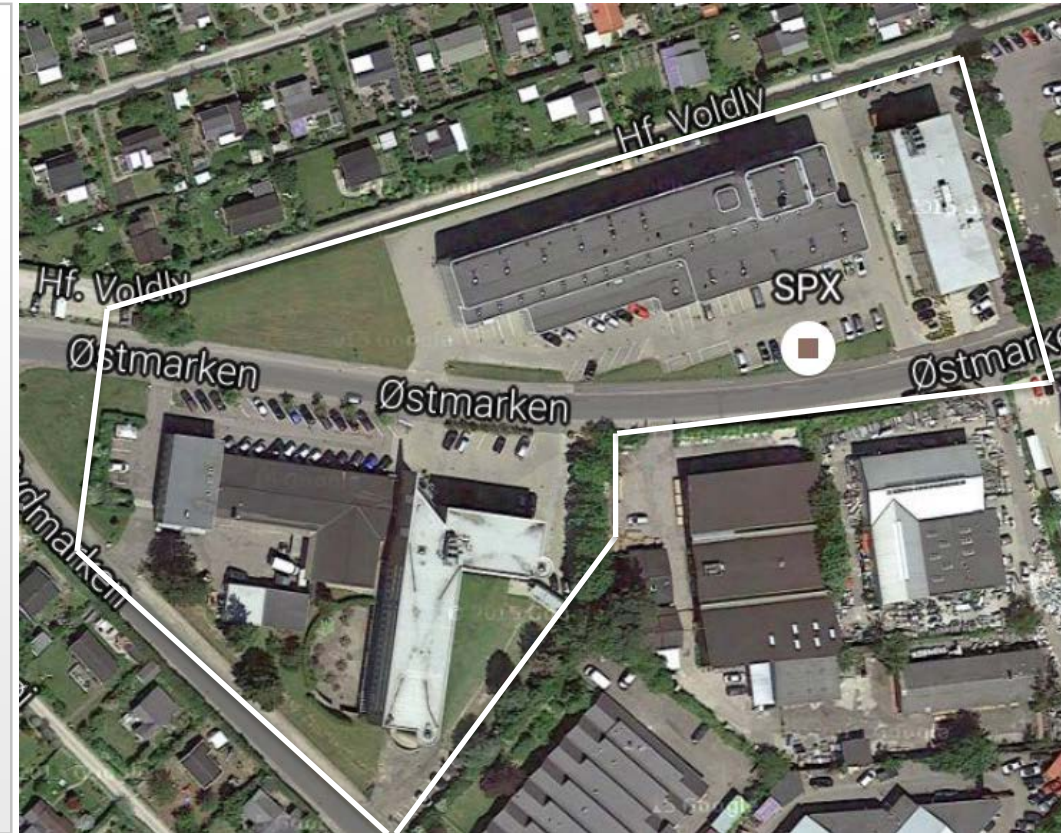




Image of Silkeborg site - 2019

## SPXFLOW Technology, Soeborg

- Location; Soeborg Denmark (180 employees)
  - Anhydro (130 employees)
  - Fats & Oils (30 employees)
  - APV (20 employees)
- Site offices and Innovation centre; 4 buildings and storage in total 9,500ft<sup>2</sup> on a 16,500ft<sup>2</sup> area
- Main Activities; Process Category Sales, Proposal Management, Global Design & Innovation Centre, Engineering, Project Management, Supply Chain, EHS & QA, Finance and HR



# Innovation Centers

**Innovation =  
Insight + Execution**

*...with the purpose of creating **something new**  
to provide  
**value to customers** and generate **value for**  
**SPX shareholders***



Most comprehensive  
R&D facilities and  
critical to success

# Career possibilities



## SPECIALIST

- Technology
  - Innovation
  - Sales
- Process Engineer
  - Execution
  - Design

## MANAGER

- Team Lead
- Department Manager
- Director
- CEO

## PROJECT MANAGER

- Size
- Complexity

Questions?

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