



CRYO AB.
The company.

THE LINDE GROUP

Linde

CRYO AB Location



Infrastructural advantages –
next door to Gothenburg harbour, main harbour in northern Europe
gives low oversea freightcosts.

CRYO AB
Location – 15 000 m²

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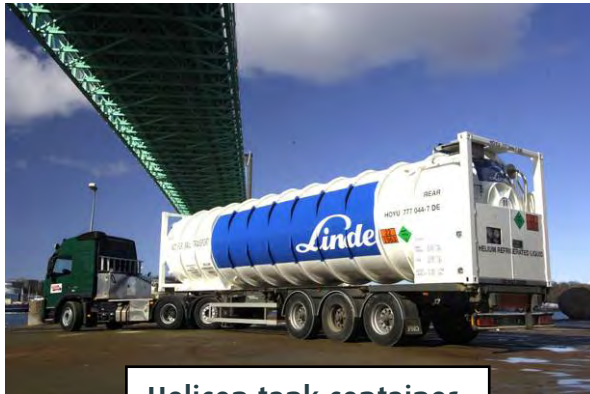
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CRYO AB Products

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Helicon tank container



Gungner Container



LNG storage tank for
Kollsnes, Norway



Gungner Semitrailer



Bergensfjord



LOX systems for
submarines



M/S Viking Energy
LNG tank



LNG tank for M/S Viking Energy



LNG back-up for a biogas plant,
Linköping, Sweden

Background

- Founded as an acetylene company in 1908
- First cryogenic tank built 1956
- Member of the AGA-Group in 1966
- Independent company within AGA 1971
- Member of the Linde-Group 2000



Achievements

- 1960 The first vacuum insulated tank
- 1965 The first vacuum insulated semi trailer
- 1982 The first 20 ft IMO 7 tank container
- 1997 The GUNGNER semitrailer
- 2000 The first LNG marine fuel system
- 2005 The first Helium container
- 2009 The first LNG receiving terminal project

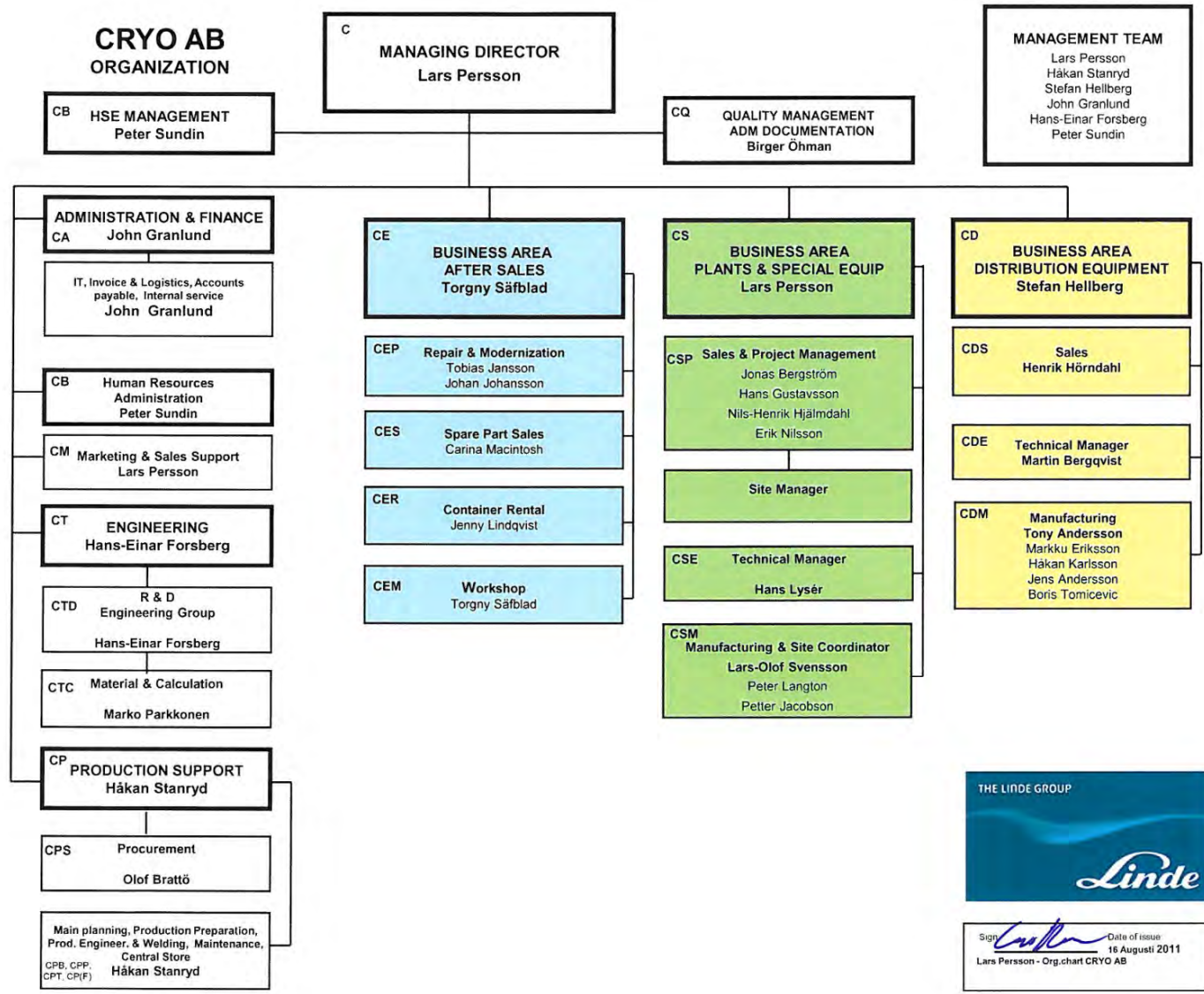


Customers

- Multinational and national gas companies
- Transport companies
- Chemical industries
- Oil companies
- Shipyards
- Biogas producers
- Engineering companies
- Research institutes



CRYO AB Business Areas



Three Business Areas

- Plants and Engineered equipment
- Cryogenic distribution equipment
- After sales



Plants and special equipment

- LNG
 - Storage tanks & receiving terminals
 - Systems for testing of gas turbines
 - Fuel systems for ship propulsion
- Backup systems
 - Air gases
 - Biogas plants
- LOX systems for military submarines
- Pallet tanks
- Large tanks
 - Flat bottom
 - Hydrogen
 - Air gases



Cryogenic distribution equipment

- Stationary Customer Tanks
 - Helium storage tanks
 - Engineered tanks
 - Pump station tanks
 - CO₂, carbon steel inner vessel tanks
 - Vaporizers
- Transport equipment
 - Semi-trailers for air gases and LNG
 - 20 feet IM07 tank container acc ISO standard
 - 40 feet liquid Helium tank containers
 - Rigid tanks



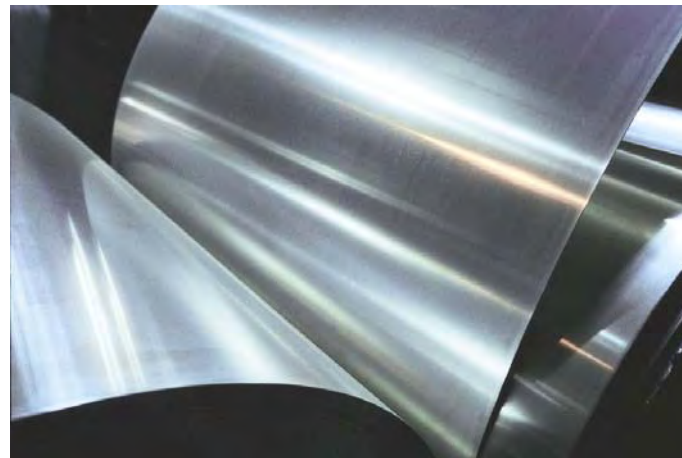
After sales

- Modernisation and repair of customer tanks & transport equipment
- Preventive maintenance
- Installation of tanks and equipment
- Mobile service workshop
- Training of customers
- Spare parts



Procurement responsibilities

- Managing the supplier base
- Driving cost reduction activities
- Phase in/out suppliers
- Driving supplier delivery precision improvements
- Purchase of direct and indirect material
- Supplier auditing
- Claims handling



Goals and Activities

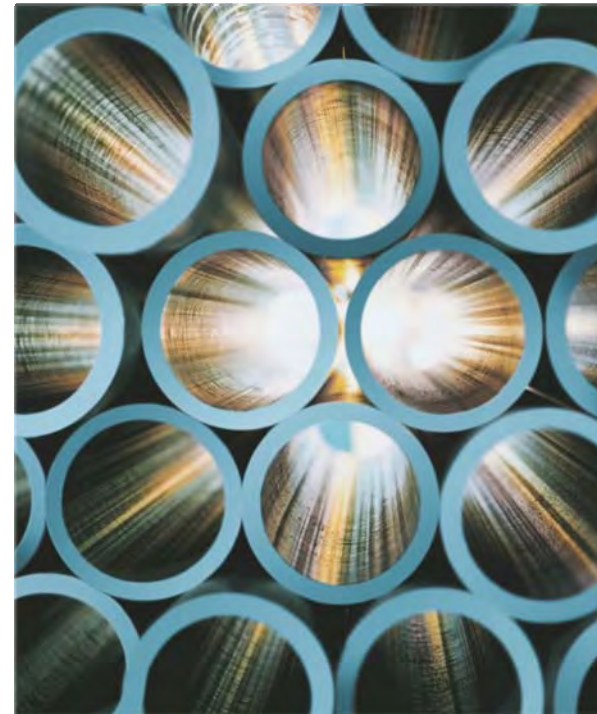
- Delivery precision 95%
- Monthly Report
- Delivery control
- Supplier meetings

Distribution for 15561 deliveries



Goals and Activities

- Cost reduction 7 MSEK 2011
 - Co-ordinate procurement with Linde Group
 - Supplier phase out/in
 - Introducing new products internally
 - Having right Order Quantities
 - Optimizing Stock level



Characteristics of Cryo Top Suppliers (CTP)

- Working actively with improving delivery precision towards 95%
- Has excellent control over cost structure
- Communicates extensively
- Is innovative for Cryo by introducing new materials and new technical solutions
- Is proud to be a Cryo supplier



CRYO AB
Member of Linde Engineering Division

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Thanks for your attention.

**CRYO AB
Gothenburg**