

SANDEN facts:

70 years old Japanese company // 15 000 employees // 2b.€ TO // 25% market share in automotive A/C compressors // Global leader for vending machines // Retail // Household // 85+% TO with HFCs // Provider of CO₂ solutions (parts and systems for low heating/cooling capacity)



Back to the basics

- Main driver: the ENVIRONMENT!!! Lots of HFC lobbyists and politicians forget about it...
- ‘Wide focus’ is necessary: life cycle analysis approach
>> refrigerant choice + energy efficiency
- Competitiveness is not a rude word!
- Great opportunity for local jobs (design / development / manufacturing / distr. channels)
- Don’t kill the F-Gas Regulation by too many exemptions and weak targets!
- Friendly reminder to industry representatives: we live in a World of communication, where what is said in year Y will be reminded a few years later...
 - > France, 2009: “not realistic to promote DHW HP”
 - > France, 2013: “more than 60k DHW HP this year (40 + products), 100k forecast by 2 years”
 - > Europe, 2013: “nat. refs. quickly on the market is not feasible”
 - > Europe, 2014... 2015...: ??

NO REQUEST TO BE AMBITIOUS... JUST TO ACCEPT THE CHANGE BY OPENING YOUR EYES