

State of the Industry Challenges & Growth

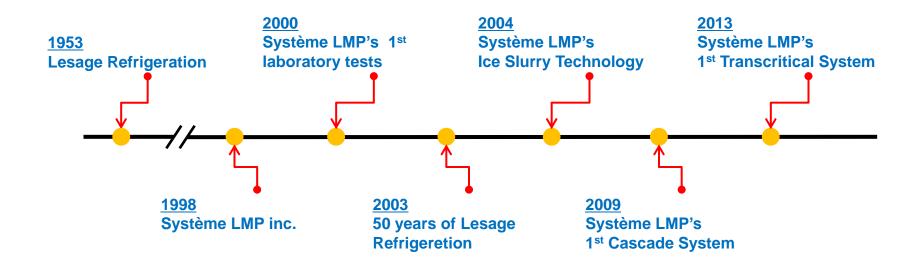
 CO_2 – a world of evolution







CO₂ – a world of evolution LMP's Timeline









2013
1st Platinum Certification
(Leader in Platinum Certifications (May 2014))





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Introduction

Systèmes LMP is setting the trend in R-744 (CO₂) refrigerantion.

Systèmes LMP systems are developed with 4 objectives in mind:

- Mechanical reliability
- Quality of perishable and frozen products
- Superior energy efficiency
- System simplicity











43 CO₂ – a world of evolution

State of the Market – A world in evolution

MARKET CHALLENGES & OPPERTUNITIES

- Environmental Laws & Goals
 - Montreal Protocol (Refrigerant phase out 2020)
- Climatic conditions
 - Pressure & energy efficiency challenges in warm climates
- Provincial and State regulations
 - Power & refrigeration plants regulations and supervision
- Financial incentives
 - Loans and grants for energy & lowering of GHG
 - Carbon credits
- Energy costs
 - Const increase of energy from traditional sources





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evolution State of the Industry in 2014 –

North Ap

Opportunities

Low Competition

Government incentives

Climate Policies

Phase-out of CFC & HCFC's

Rising energy costs

Strengths

Ready for serial production **Environmentally friendly** No phase-outs

Stable R-744 price

 CO_2 Implementation

Threats

Lack of training Lack of standards **Design Conditions**

Weaknesses

Limited Suppliers

Limited experienced installers

Public Perception





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More than refrigeration







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MAP OF CO2 TRANSCRITICAL & CO2 CASCADE/SECONDARY STORES WORLDWIDE IN 2013 DATA BY COUNTRY 3 102 **③ 🏢 (*) [** De jage 1 **TOTAL** CO, TC SUPERMARKETS **À TOTAL** CO, CASCADE/ SECONDARY **SUPERMARKETS 1** These figures are based on a 2013 survey of leading system suppliers and commercial end-users. Feel free to contact us to add your data to the map. Send an email to research@shecco.com

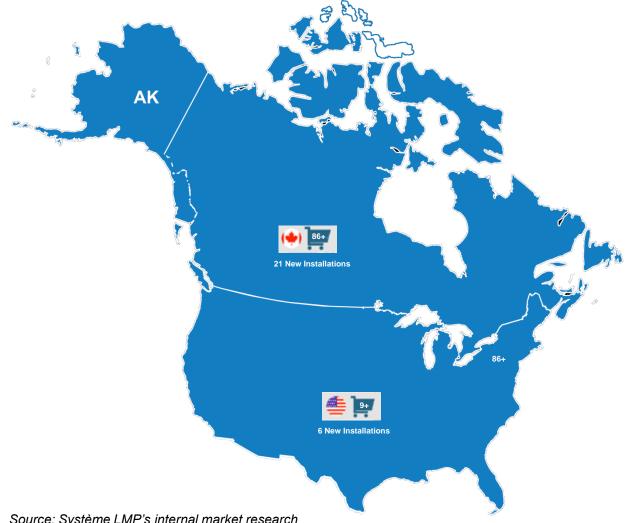
Source: Shecco Publications - Guide 2014: Natural Refrigerants Continued Growth & Innovations in Europe.





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Source: Système LMP's internal market research

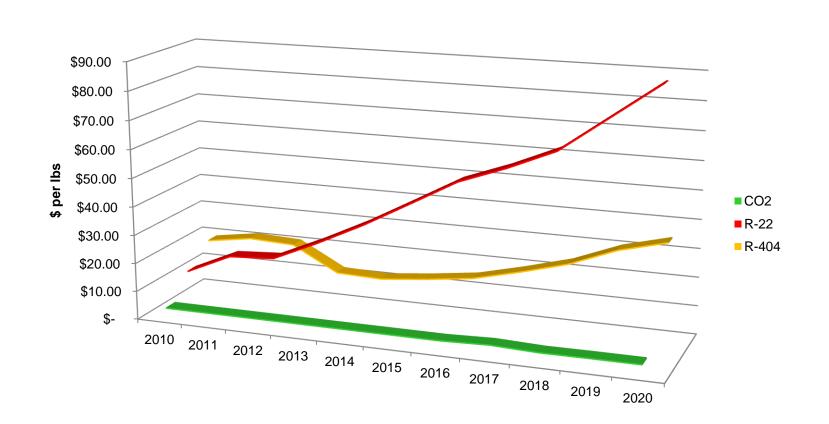




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Cost of refrigerant projection

Price of Refrigerant



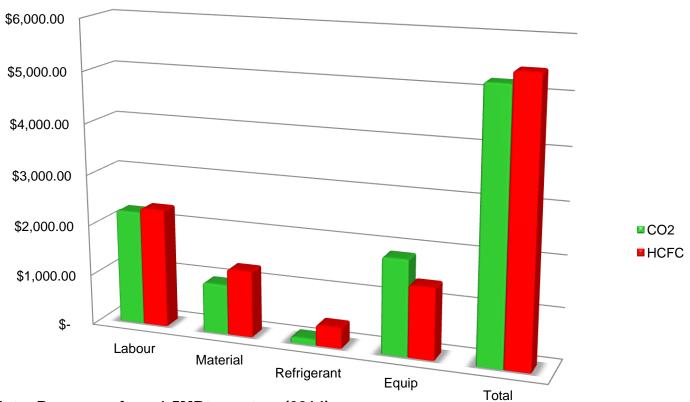






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Installation Costs of a Refrigeration System



Note: Base case for a 1,5MBtu system (2014)

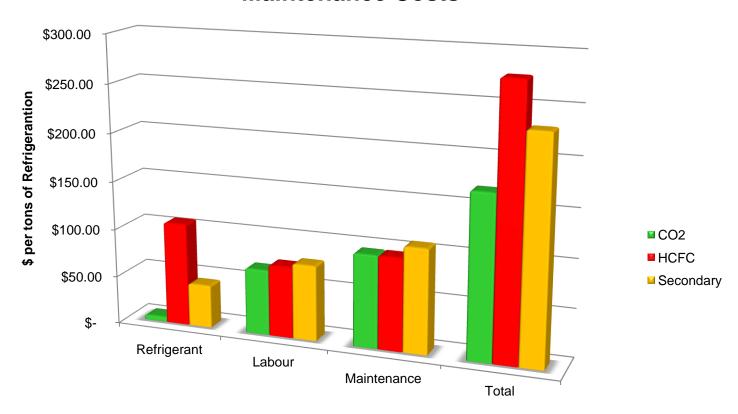
	Labour	Material	Refrigerant	Equip	Total
CO2	\$2,247.91	\$979.82	\$112.80	\$1,880.00	\$5,220.54
HCFC	\$2,336.20	\$1,305.03	\$409.14	\$1,400.00	\$5,450.38





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Maintenance Costs



	Refrigerant	Labour	Maintenance	Total
CO2	\$4.80	\$68.00	\$96.00	\$168.80
HCFC	\$107.04	\$74.00	\$96.00	\$277.04
Secondary	\$44.40	\$78.00	\$108.00	\$230.40

Note: Base case for a 1,5MBtu (125 tons) system (2014)





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Achievements

R744 Operational projects

- 1) Transcritical supermarkets
- 2) Transcritical supermarkets with mechanical subcooling
- 3) Cascade, supermarket using R744
- 4) Ice rink using R744
- 5) Spiral blast pizza freezer -40° F
- 6) Blast cooler for dough





business case

natural refrigerants

June 18-19, 2014 - San Francisco

Thank you very much!