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# Implementing hydrocarbons with customers in Asia Pacific

- 6<sup>th</sup> September 2017 Bangkok

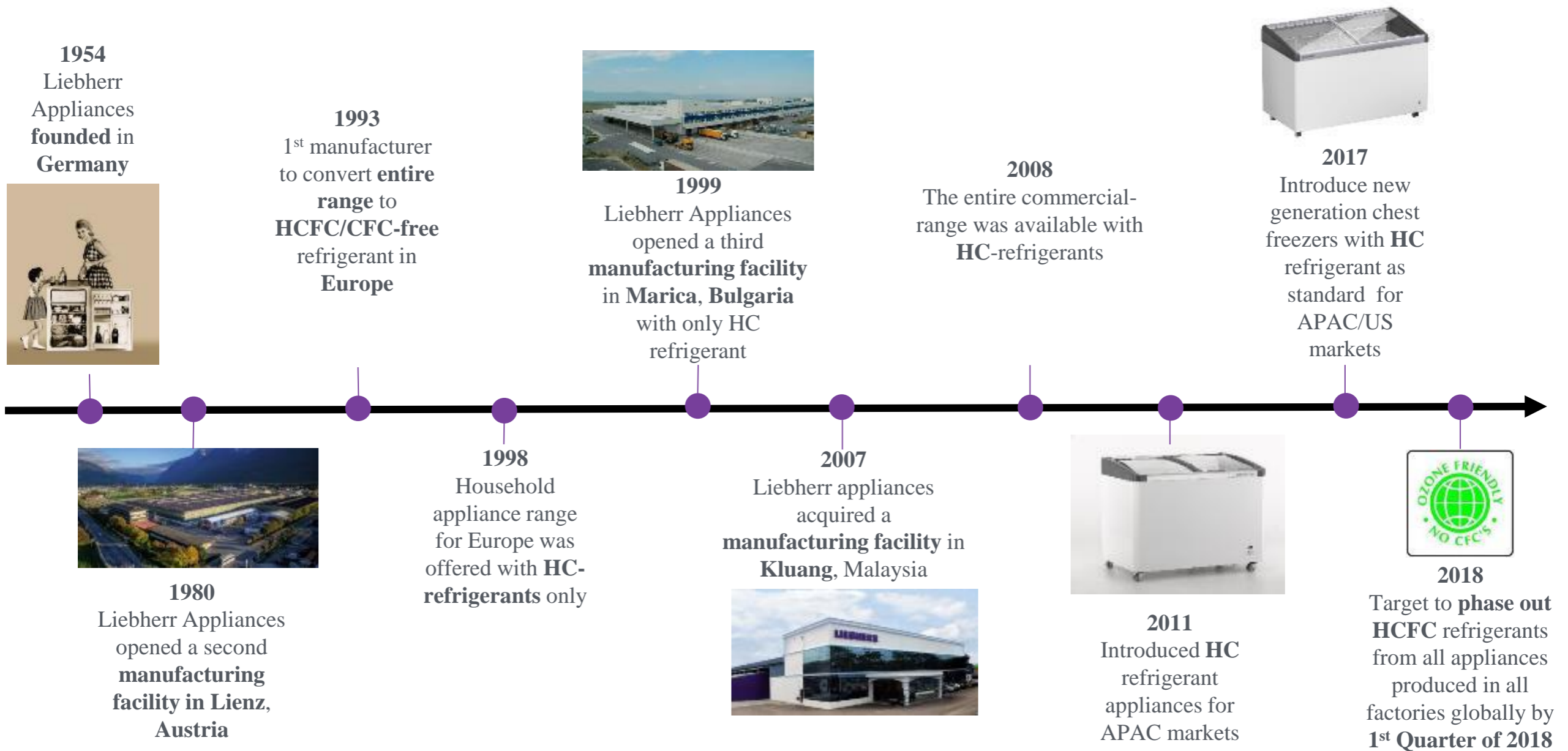
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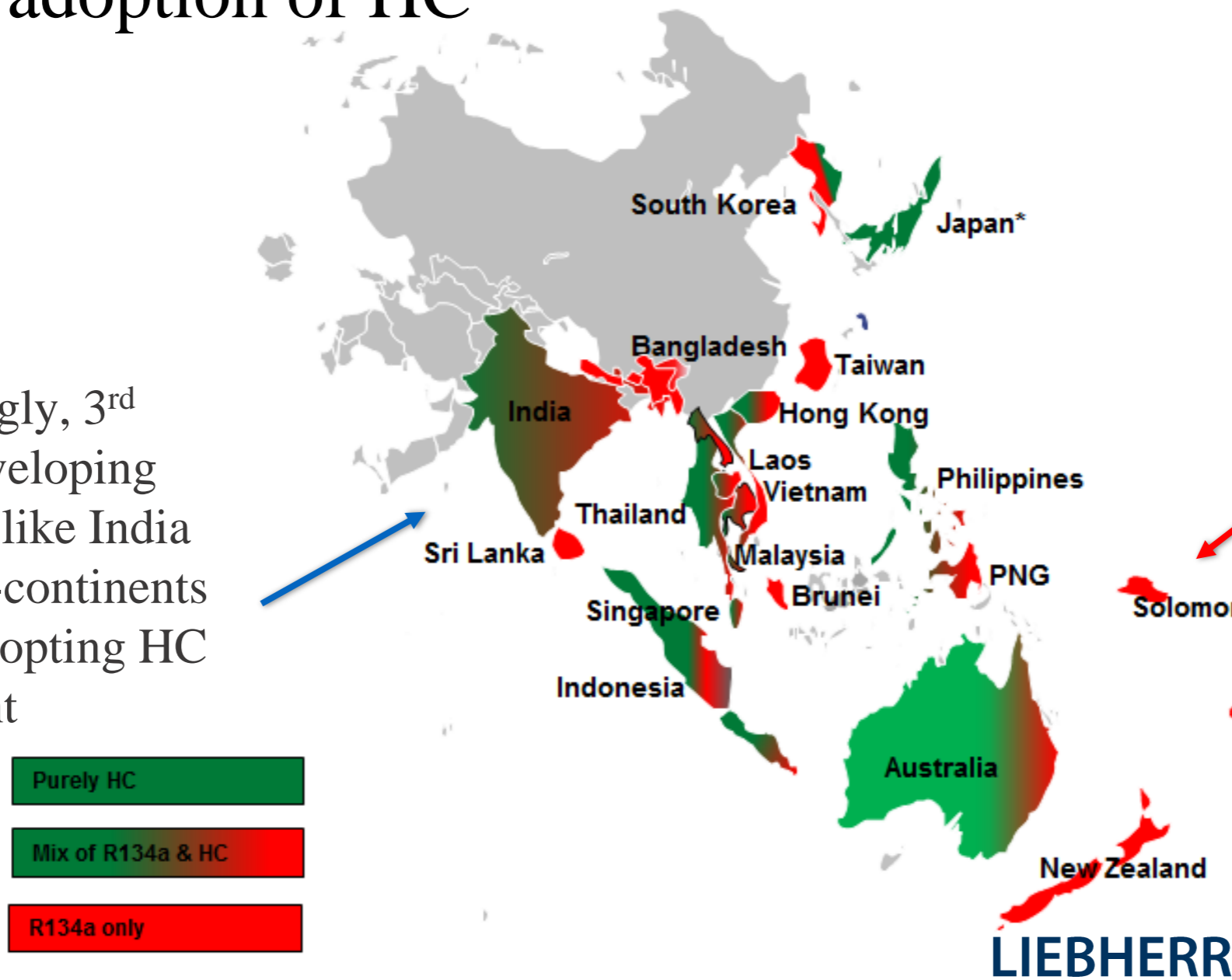
# Liebherr Appliances Milestones



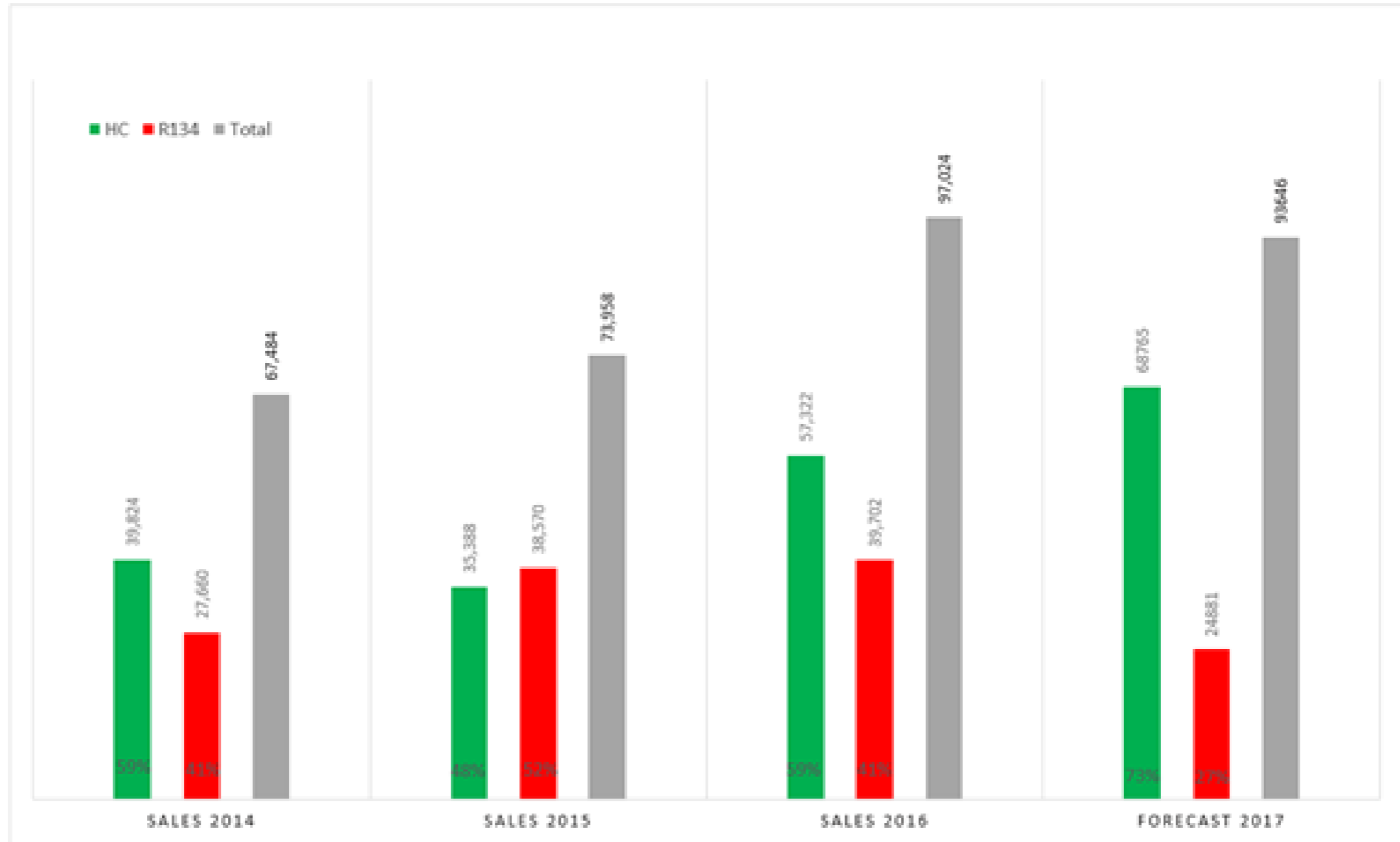
# Market adoption of HC

Interestingly, 3<sup>rd</sup> world developing countries like India & its sub-continent started adopting HC refrigerant

While countries like New Zealand & the Pacific islands are not ready for full adoption of HC refrigerant



# Cabinets sold in APAC last 3 years – ~330,000 units



## Obstacles on HC refrigerants

- Importation regulations of propane gas in different countries
- Require certifications for appliances equipped with HC refrigerant (e.g Vietnam, Indonesia)
- Market perception of HC refrigerants as hazardous due to flammable nature
- Concerns on availability of HC refrigerants in developing countries e.g Laos, Cambodia, Vietnam, Indonesia, etc
- Technicians lack of technical knowledge on safely handling HC refrigerant appliances

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## Support on HC transition

- Comply on importation rules of countries on HC refrigerant
- Attain certifications with local representatives
- Provide information and training on handling HC refrigerants
- Ready to provide cylinders of R290 refrigerant to service-partners in markets with limited supply
- Provide local training and workshops to customers, service providers and dealers



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Thank you very much!

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