



11-12/04/2018 – Beijing

Hydrocarbon compressors trend on light commercial refrigeration

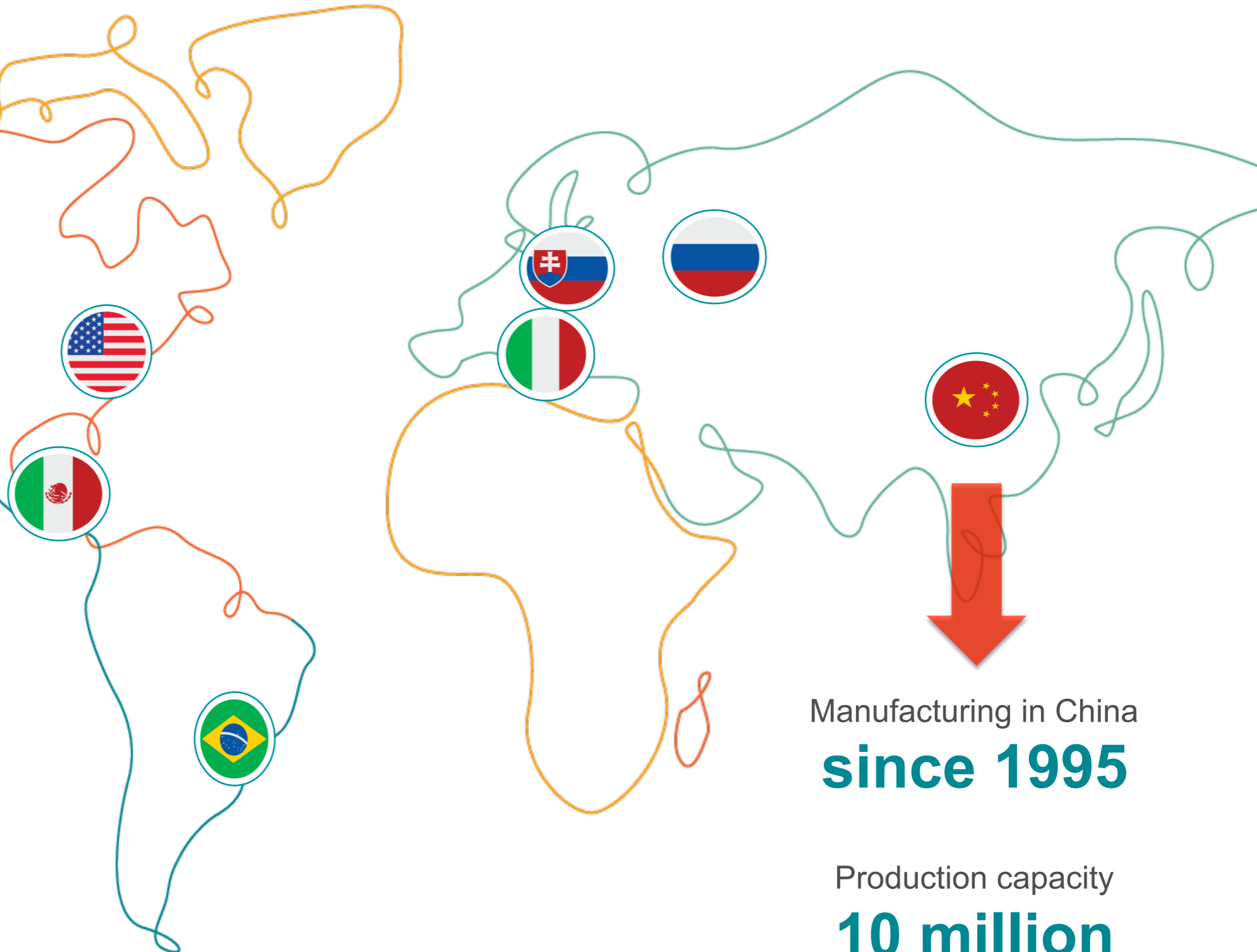
André Paz Rosa
Embraco China R&D

Present in
80 countries

More than
11,000
employees

7 business units

Production capacity:
40 million
compressors/year



Manufacturing in China
since 1995

Production capacity
10 million

A complete range of products designed for natural refrigerants (Hydrocarbons)



128 W

CAPACITY

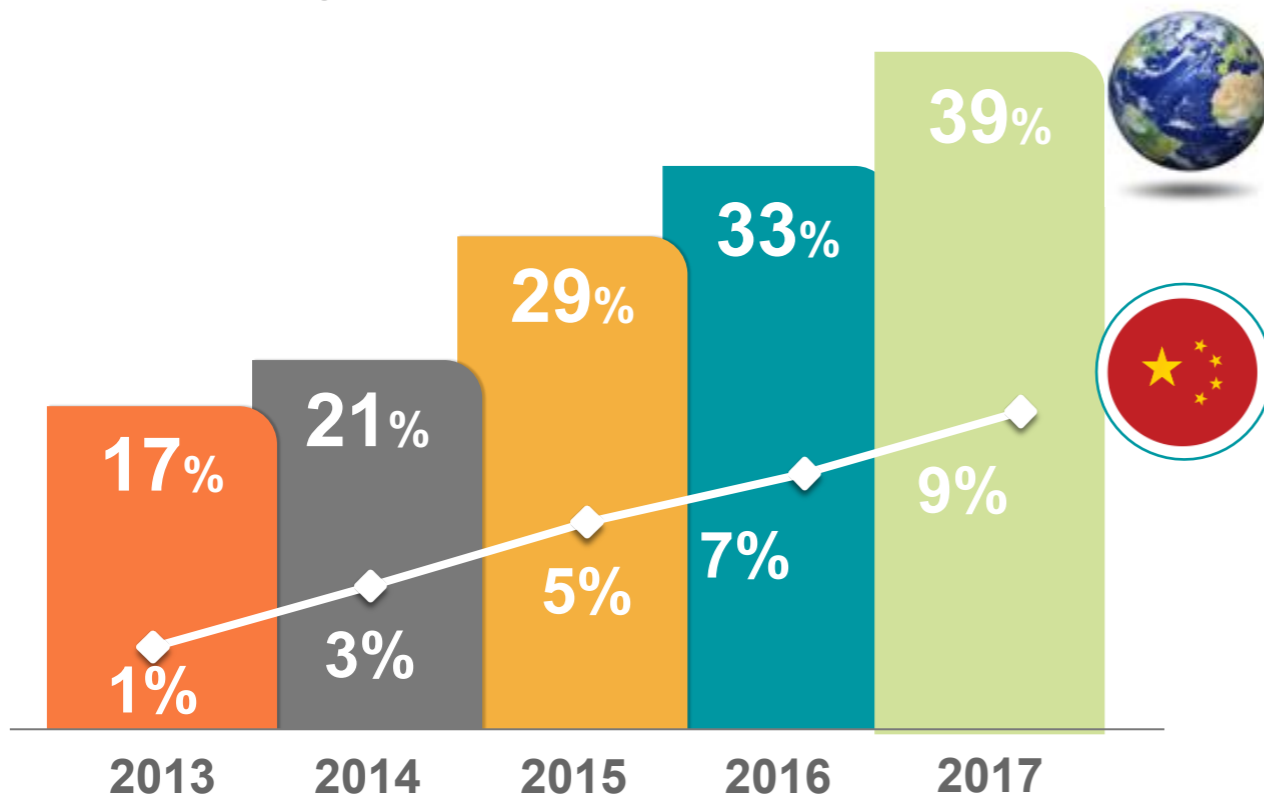
3620 W



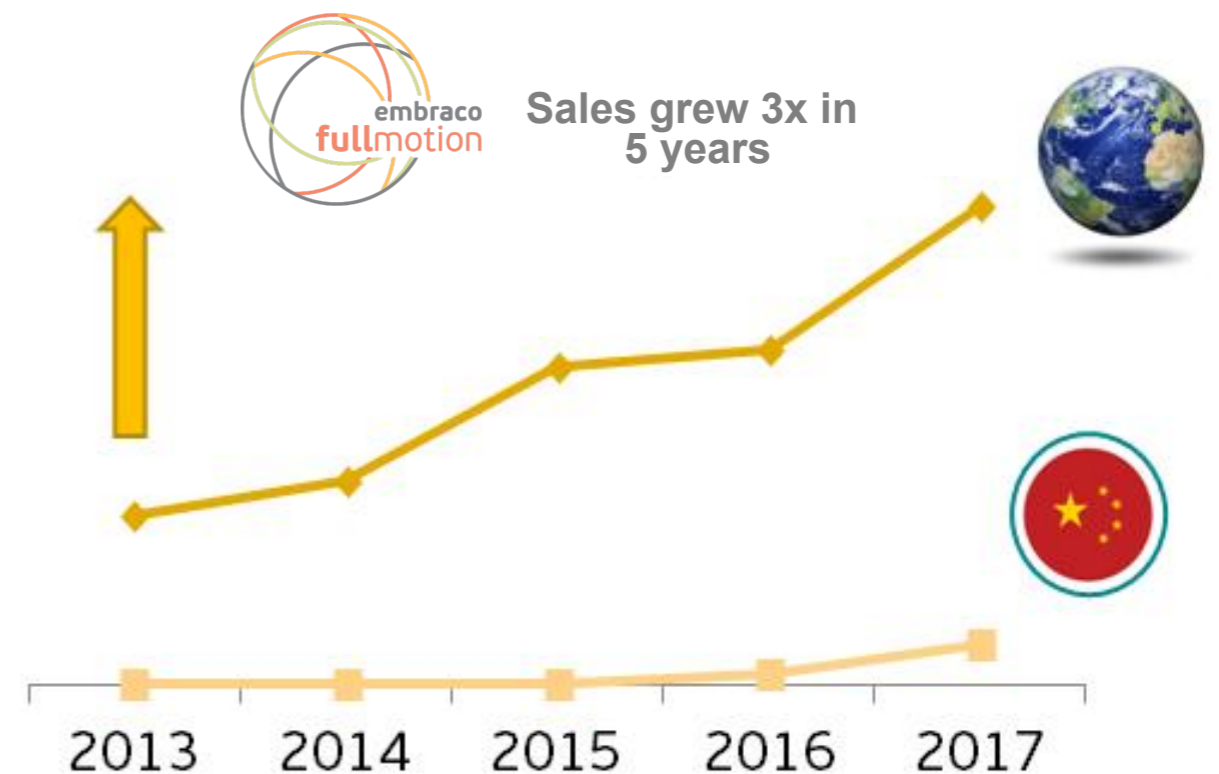
Business evolution – Global and China trends

Natural refrigerants

% of Embraco Global Light Commercial Sales (single speed and inverter compressors)



Inverter compressor trend



Embraco already sold more than 2M HC compressors for Light Commercial market in China.

Hydrocarbons challenges and opportunities in China

CHALLENGES

Concerns on safety
(service, end user)

Light commercial
manufacturers knowledge

HFC phase out not yet in
place for China

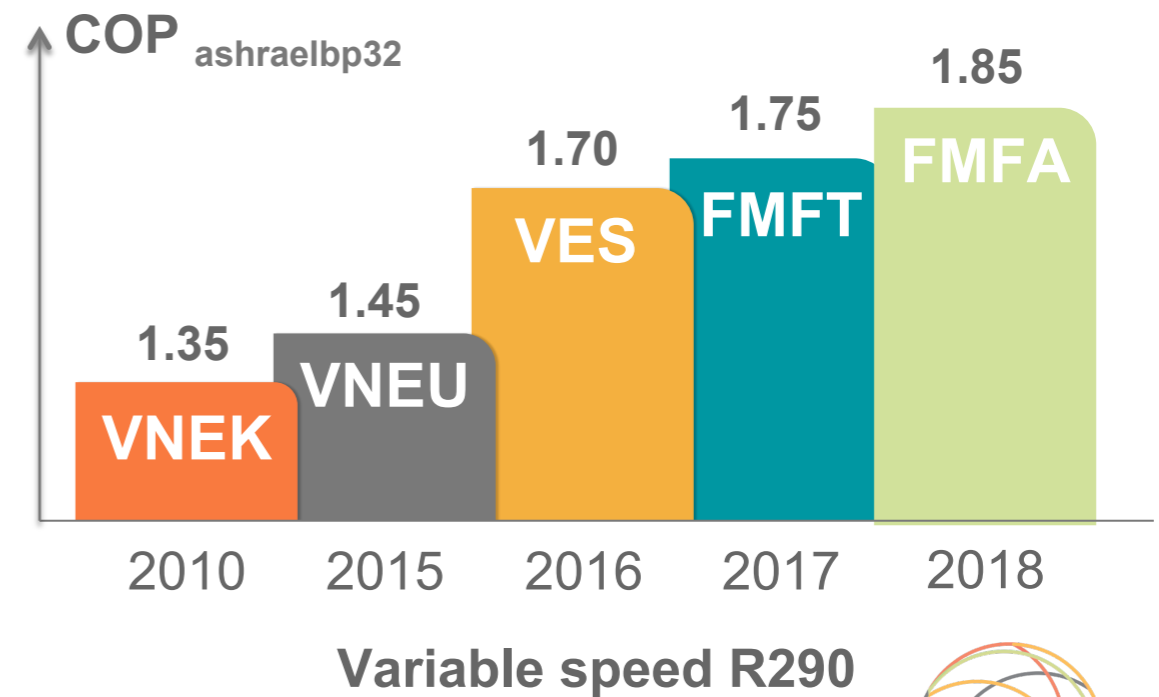
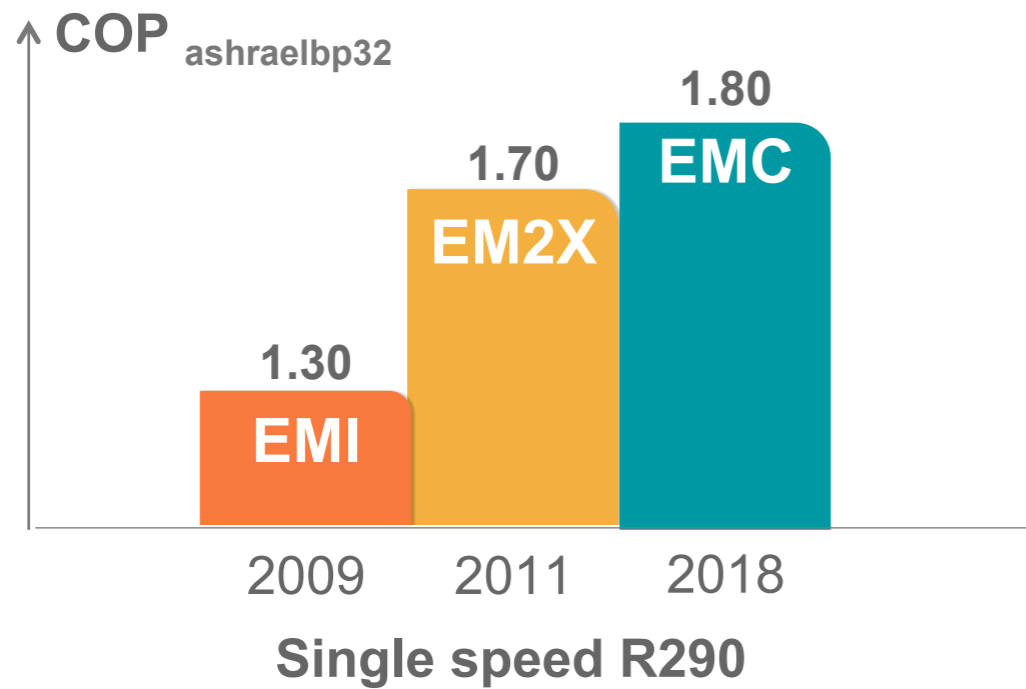
OPPORTUNITIES

Household refrigerators experience
in China and worldwide

Several Chinese players already
produce HC self contained cabinets
for local and export market

HC performance advantages
perceived by end users (energy
saving, cooling speed)

Future products



Hydrocarbons (mainly R290) trend gets stronger every year.

Next step is variable speed technology.



Business Case for
Natural Refrigerants

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Thank you very much!

