



Business Case for
Natural Refrigerants

11-12/04/2018 – Beijing



NATURAL REFRIGERANTS MARKET IN CHINA

中国天然制冷剂市场

by **Pedro Olalla – Sales Director of Huayi Compressor Barcelona**

Pedro Olalla – 华意压缩机巴塞罗那销售总监

HUAYI COMPRESSOR CO. LTD 华意压缩机股份有限公司

Largest compressor manufacturer in the world. The company is held by Sichuan Changhong Electric Co. Ltd and operates in the household and commercial refrigeration sectors with its three trademarks:

全球最大的压缩机制造商。公司由四川长虹控股，通过三个品牌活跃于家用和商用制冷市场：

- **Huayi 华意**
- **Jiaxipera 加西贝拉**
- **Cubigel Compressors 酷冰**

Produced in **the 7 facilities** of the group worldwide. 在全球7个子公司生产。



Annual sales of **45 Million** compressors



Capacity of **46,5 Million** compressors



7,200 employees



7 factories worldwide
772.000 m²



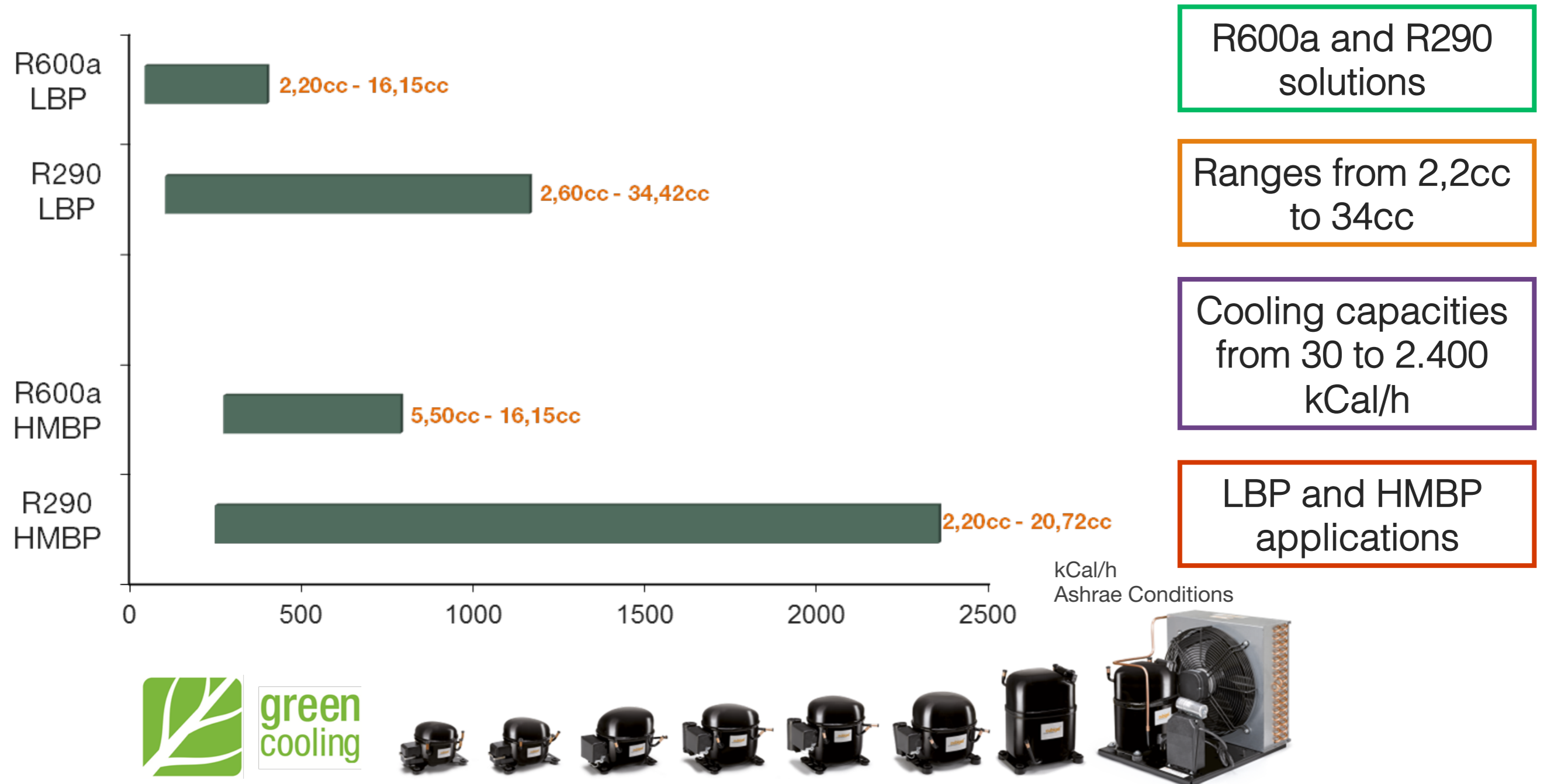
More than
400 R&D Engineers



R&D investments
> 3% net sales

OVERVIEW OF NATURAL REFRIGERANT-BASED SOLUTIONS

基于天然制冷剂的解决方案概述





BUSINESS IN CHINA

中国业务



We are the largest R600a compressor manufacturer worldwide for both Household and Commercial refrigeration

我们是全球最大的家用和商用R600a压缩机制造商



More than **500.000 R290 compressors** sold in 2017 in China

年在中国销售超过**50万台R290压缩机**



Collaboration with all **main manufacturers**

和所有**主要制冷厂家**合作



Collaboration with all main beverage, breweries and ice cream **brands**

与所有**主要饮料，啤酒厂和冰淇淋品牌**合作



90% of our new developments are based with use of **natural refrigerants**

我们**90%的新品研发使用天然制冷剂**

OPPORTUNITIES AND CHALLENGES IN CHINA

中国的机遇和挑战



Challenges 挑战

- The main challenge at this moment to extend the use of natural refrigerants in the charge limitation of 150gr
目前主要的挑战是在150gr的限制范围内扩大使用天然制冷剂
- Difficulty of finding R290 in the after sales market
售后市场难以找到R290产品
- Training
培训



Opportunities 机遇

- New standard enlarging the refrigerant charge up to 500g
新标准将制冷剂充注量增加至500g
- Energy Efficiency standards
能效标准
- HFC phase out regulations
氢氟烃淘汰标准

FUTURE PLANS & NEXT STEPS

未来计划和下一步工作

- We see **natural refrigerants**, **R600a** and **R290**, as the definitive solution for the light commercial refrigeration market.

我们将**天然制冷剂**，**R600a**和**R290**视为轻型商用制冷市场的最终解决方案。

- We will keep combining the **use of natural refrigerants** with **energy efficient solutions** by developing more efficient products like variable speed compressors.

通过开发更高效的产品，如变频压缩机，我们将继续将**天然制冷剂的使用**与**节能解决方案**相结合。

- Keep enlarging our **product range for R290** covering up to 1,5-2 hp compressors.

继续扩大我们的**R290产品范围**，涵盖高达1,5-2马力的压缩机。



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Thank you very much!

