



Business Case for Natural Refrigerants

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One Team, A Great Future



NIDEC GLOBAL APPLIANCE

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Introduction

Nidec Group 集团简介

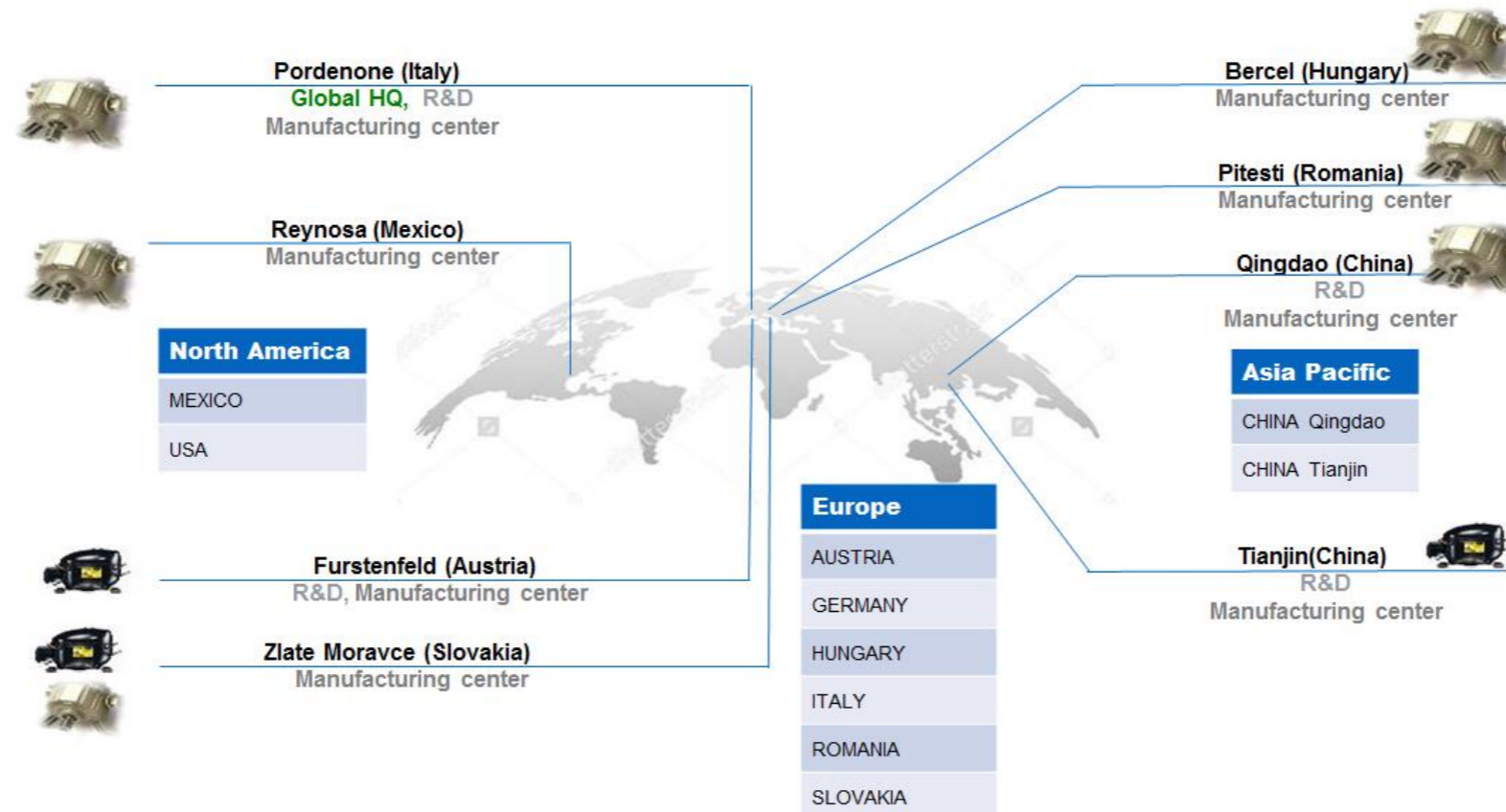
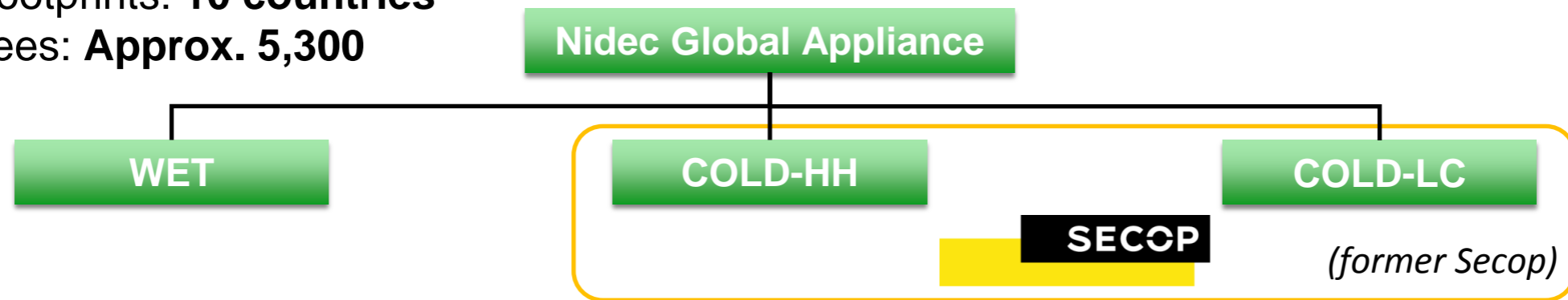


- Founded: **July 1973**
- Head office: **Kyoto, Japan**
- Sales: **USD 14B**
- Employees: **Approx. 130,000**
- Group companies: **300+ in 40 countries**
- Publicly traded: **Tokyo SE since 1988**
- Business: **World of “Spinning & Moving”**

Introduction

Nidec Global Appliance 尼得科全球电器事业部

- Head Office: **Pordenone, Italy**
- Business: **Development, manufacturing and sales of motors, controls and compressors**
- Growth strategy: **1+ Billion US\$ company in Y2020**
- Global footprints: **10 countries**
- Employees: **Approx. 5,300**



Natural Refrigerants Solution

天然制冷剂解决方案

Household | 家用



Light Commercial | 轻型商用



Battery Powered | 电池驱动



Fix speed/定频产品



PL ■

TL ■ ■

Delta ■

DL ■ ■

Kappa ■

NL ■ ■

SC ■

Variable speed/变频产品



BDm ■

BD ■

XV ■

DLV ■

NLV ■

SLV ■

■ R600a
■ R290

大中华区业务发展

R290 Sales Development in China

— Annual growth >50% in the last 3 years

Expect >50% of the existing HFC market will convert to Natural Refrigerants in the coming 3-5 years globally



Year	Sales Development
2012	Low
2013	Low
2014	Low
2015	Medium
2016	High
2017	Very High
B2018	Very High

Opportunities and Challenges

机遇与挑战



Opportunities

- Global GWP regulations and local energy standard lead the trend for natural refrigerants solution
- Leading End-user and OEMs take initiatives
- Remarkable price increase of the non-natural refrigerants

Challenges

- General awareness and implementation in local market
- High investment to upgrade Manufacturing Lines and Laboratories

发展计划



- Continuously upgrade product portfolio, design for natural refrigerants and variable speed
- Continue roadshow to promote the growth of natural refrigerants adoption in China & Asia Pacific
- Strengthen our local presence in China & Asia Pacific, expanding both installed production capacity and sales network
- Explore synergies with other product lines of Nidec group to deliver highest value and full package solutions

Thank you very much!

