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Fact sheet *Solar Chiller (10 kW)* **CONFIDENTIAL**

East-in-West herein presents a company looking for an investor financing 4.1m€ over the next three years in order to produce and introduce to market a solar absorption chiller. This machine has been developed over the last few years, and some prototypes are running in Berlin and other cities. However, in order to get mass production started, more R&D is needed, and some market entry costs have to be borne.

Selected technical details

- The ideal place for this machine is small-scale air conditioning. Flats, houses, offices, hotel rooms, restaurants etc. of some 150-200 sqm can be cooled in an environmentally sound way, using existing sources of *any* renewable energy. CO₂ reduces dramatically compared to conventional technologies.
- The 10kW chiller is part of a planned product family consisting of 50kW and 160kW machines, too. The driving temperature for the 10kW unit described here has been reduced from 95°C to 75°C, which can be produced efficiently by solar thermal heat sources. The CoP (coefficient of performance) is > 0.78
- Technologically, the company is two years ahead of competition. The basic innovation has been patented in Germany.

Markets

- Air conditioning is a huge world-wide market. As our client has a strong solar thermal collector and PV sales unit in **Spain**, entering the Spanish market would be the first natural step. Apart from that, other *Southern European* countries are potential markets because of climatic conditions.
- Furthermore, our client just started to evaluate the **U.S.** on the base of data from Miami, Florida. East-in-West itself has a strong foothold in **China** and **Taiwan** (see: <http://www.east-in-west.net>) which is also a top market given the target of China's government to push the share of renewable energy from 1 to 10% until 2020.

Financial targets

Over the next three years, financing is needed

- c. €2,100,000 to make some R&D, together with partners (university, manufacturer (LoI with a big supplier in place), to optimize the machine, to reduce weight, and, ultimately, to reduce costs for mass production
- c. €2,000,000 to prepare market entry and build up sales forces in potential markets.

Partners

There are some big and well-known companies willing and being able to enter into mass production. For the bigger 50kW chiller, a huge Scandinavian company is co-operation partner of our client.

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Best Regards

Dr. Reiner Osbild