



Climate Solution for Green Environment

VRF Business Proposal
Midea Commercial Air Conditioning



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Midea Group Information

Midea Group General Introduction



- Revenue exceeded USD 9.8 Billion In 2007
- Overseas revenue totaled 2.5 Billion USD in 2007
- Sales from Air Conditioning products accounted for almost 30% of sales volume in 2006
- Brand Value of RMB of 31.2 Billion in 2006
- 7th most valuable brand name in China
- Products sold in over 130 different countries and regions
- Total employees: Approximately 80,000
- Customers include: GE, Siemens Bosch, Electrolux, Carrier, York, Fisher & Paykel and more

History of Midea Group

1968 Establishment 1970

1981 Started Fan Production

1985 Established Residential AC Division

1993 IPO in Shenzhen Stock Exchange

1999 Formed GMCC for Toshiba Brand Compressors

2004 J.V. with Toshiba-Carrier Midea AC& Refrigeration Group acquired Hualing, Royalstar. Acquired Chiller manufacturer ChongQing General

1980



Chairman of the Board of Directors in Midea group

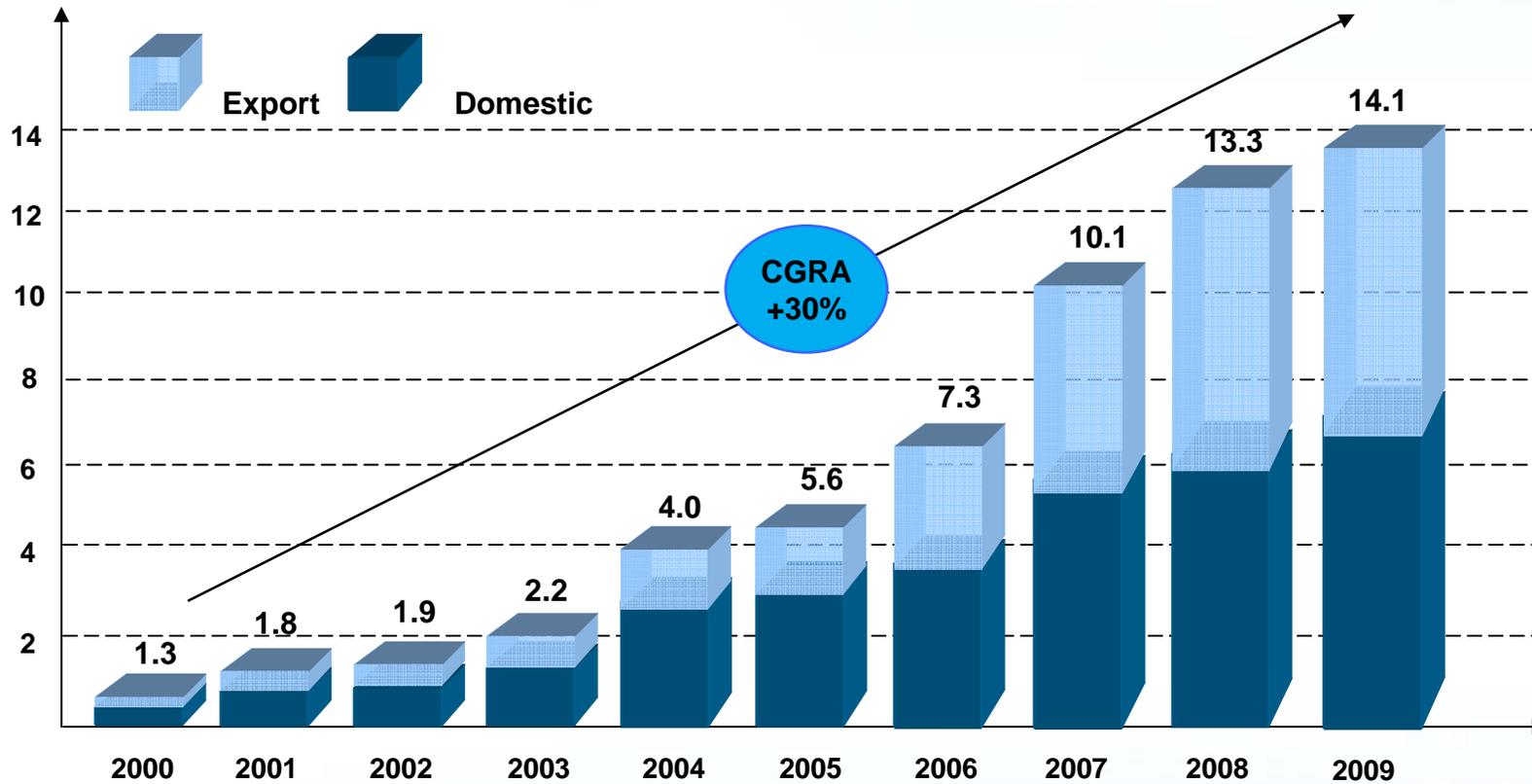
1990

2000

Outstanding performance for Midea Group (Sales Chart)

(Billion in USD)

Average Growth Rate: 30%



30% of total revenue from overseas business

(Estimated)

Midea CAC Information

History of Midea CAC

- 
- 1999** Establishment
 - 2000** Develop the first multi inverter central AC system in domestic market
 - 2001** Enters into the central AC field with water-cooled screw chiller and air-cool chiller
 - 2002** Develop the first digital scroll system in domestic market
 - 2006 Aug** Establish independent global sales operation division for commercial A/C
 - 2006 Nov** Develop the first inverter centrifugal chiller in domestic market
 - 2007 Sep** Won the first bid for Centrifugal Chiller Systems for export under the Midea brand

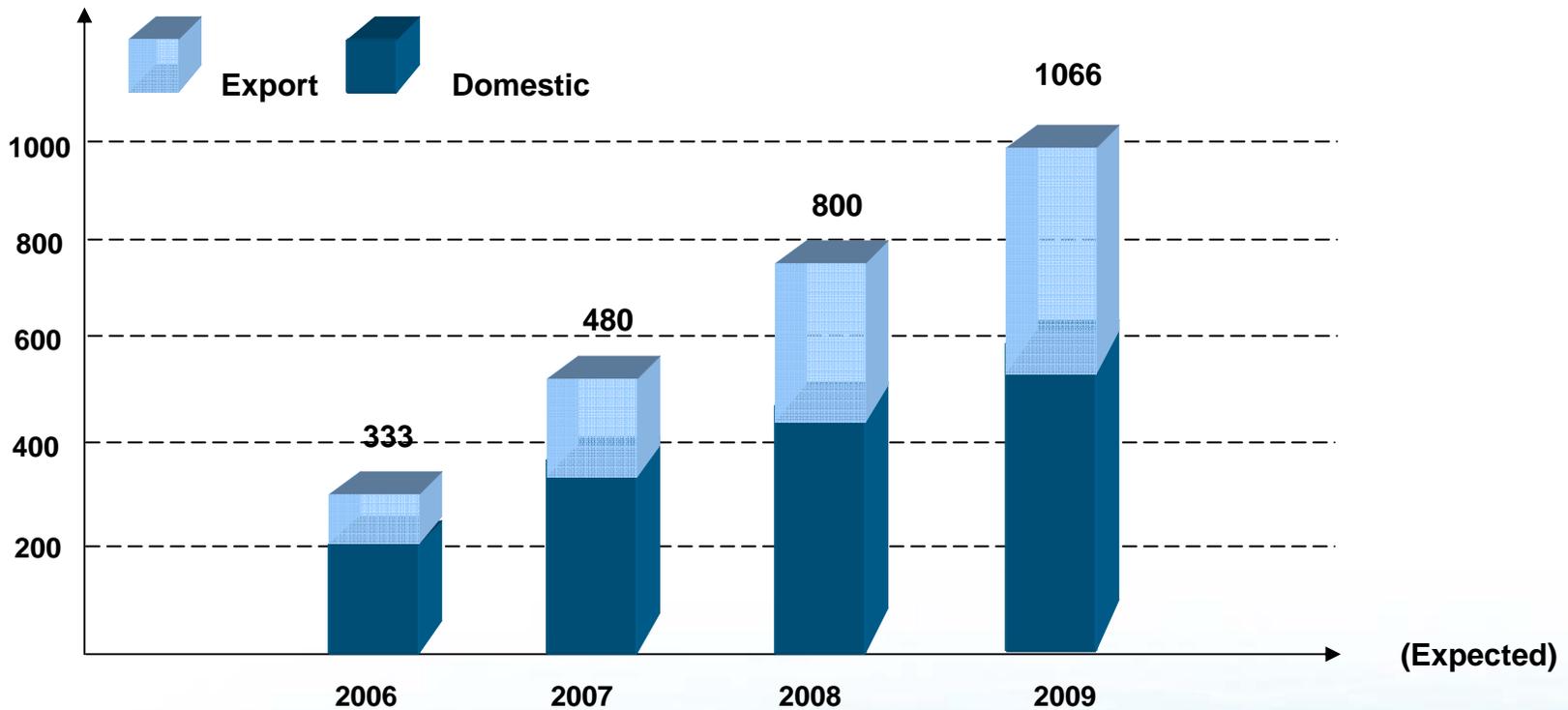
General Information of MCAC



- Assets in Jan 2008 = 220 million USD
- Sales Revenue in 2007 = 560 million USD
- Number of Employees = 3,973
- Number of R&D Engineers = over 300
- Over 40 testing centers and 29 R&D labs
- Products sold in over 126 countries and regions
- Work with over 300 top expert and professional distributors worldwide.

Sales Chart

(Million USD)



Product Range of MCAC



- With over 1000 different models
- Products can be customized to the field
- Cover full range of CAC products from 1 ton(1.5HP) up to 2000 tons(2500HP)



- World-Class Professional HR
- *6 Engineering PhDs head a centre with over 300 professional Engineers*
- *State Council Experts on Staff*
- *Japanese HVAC Expert on Staff*

- Worldwide Technical Co-operation
- *Toshiba-Carrier on Multi Inverter Project*
- *Copeland US on Digital Scroll Central A/C Project*
- *NEC, Mitsubishi, and Texas Instruments on A/C Controller*



Profile of MCAC Production System

Production base



Midea Chongqing
1300 Centrifugal units(/year
Factory Grounds - 2,000 Hectares
3 separate factory workshops
Almost 40,000 m2 of factory floor
9 production lines
Yearly production of 1300 units

Shunde (HQ)
700,000units/year
7 Different factory workshops
Over 100 thousand m2 of factory floor
29 State of the art production lines
Yearly production of 2.5 million AC sets

Profile of MCAC Quality Control System

- 1% inspection tolerance
- 50 labs and testing facilities: 60HP VRF system testing lab, 200HP reliability testing lab, Components reliability lab and etc.
- Test center passed worldwide certification standard



Profile of MCAC Sales Service

- Midea provides customers with complete technical details for all commercial A/C products.
- Midea offers in house global training seminars to customers
- Midea regularly sends engineers and salesmen to different counties for individual on site training.
- Midea stocks all spare parts in factory in order to assure immediate response to customers needs .
- Midea sales department offers top notch after sales service



Successful Project of MCAC



Midea CAC won the bid for Terminal 3 of the Beijing Capital International Airport. Hilton Hotel (A 5 stars hotel)



East Building



West Building



6 700RT Centrifugals

Beijing Capital International Airport

Other auxiliary projects in Terminal 3 of the Beijing Capital International Airport



- Total area covered : 370,000 sq. meters
- Main Buildings at T3: Catering Building 、 5 Stars Hotel、 Comprehensive Office Building



- FOUR 1000RT Centrifugal Chillers
- SIX 700RT Centrifugal Chillers
- TWO 500RT Centrifugal Chillers



- ONE 350RT Screw Chiller



KPIT 2 PHASE

Project: **Kpit 2 Phase**

Country: **India**

Model: **MDV-D840W/BSx50**
MDV-D560W/BSx20
MDV-D280W/BSx8
MDV-D140W/Sx14

Capacity: **2050HP**



SACOMBANK HCM

Project: **Sacombank HCM**
Country: **Vietnam**
Model: **MDV-D**
Capacity: **1130HP**

Other excellent project

NO.	Name of projects	Country	Capacity of Midea units	Models used
1	Treasure island	India	1500HP	Screw Chiller
			375HP	Water cooled package
			486HP	FCU and AHU
2	Grand Indonesia	Indonesia	1954HP	MDVD
3	Pandanus	Australia	1500HP	MDVD
4	Glomax shopping mall	India	1356HP	AHU,FCU
5	Mumbai Little world Mall	India	1271HP	LSBLG
6	K/S Thauì Baùo, Qui Nhôn	Viet Nam	1200HP	MDVD
7	Aquarela	Uruguay	1020HP	MDVD
8	Villagio	Ghana	1000HP	MDVD
9	Sierra Grand	Australia	750HP	MDVD
10	RECAIOGLU HOTEL (Five star)	North Cyprus	700HP	MDVD

VRF Business Proposal



Product

As a professional manufacturer of VRF product, Midea always put Product in the first position , by now , we could provide :

- 1. DC Inverter VRF in R410a with modular function , 25, 28, 33 ,40 and 45 KW.**
- 2. Digital Scroll VRF in R410a with modular function , 25, 28, 33 ,40 and 45 KW.**
- 3. Universal Indoor unit for both DC Inverter VRF and Digital Scroll VRF , including Hi Wall , Duct , Console , Ceiling&Floor ,Cassette and so on.**
- 4. Heat Recovery (3 Pipe) DC Inverter VRF in R410a , 25 and 28 KW, non-modularize**
- 5. Heat Recovery (3 Pipe) Digital Scroll VRF in R410a , 25 and 28 KW, could be modularized to 56 and 84 KW.**



VRF Sales Record

In 2008 , Midea CAC sold out about 40 million USD VRF to Europe , here is detail :

1. Germany 4 million , UK 5 million , Greece 3 million , Spain & Portugal 3 million and France 1 million.
2. We are also very shine in Italy , Russia , Turkey and East European Market.
3. Comparing to the market capacity and leader companies , we are very potential.

What does Midea offer ?

Our understanding about the VRF business tells us that following issue are absolutely necessary in order to have a serious VRF business.

1. Full Product range

Our VRF (DC Inverter and Digital Scroll) and Air Modular Chiller + Fan coil unit product range could support any design idea from Building owner and consultancy.

2. Technical backup

We have two technical backup office in UK and Greece.

The engineer there could offer you Installation instruction and after service .

3. Training & Seminar

Every year we organize several times Training and Seminar to your client , Installer and Consultant , some in China and the rest in Europe.

4. Logistic

Currently, we have three warehouses in Greece , thus we could provide you more than 3,000 pcs VRF ready for delivery and more than 4,000 pcs Chillers too.

Our spare parts warehouse is in UK , which focus on VRF after service.



What we believe

Taking the worldwide financial crisis as the background , the building owner and the end user are expecting a better product with a wonderful service but in a very good price.

Obviously your network and professional knowledge in VRF business PLUS our product will be a very promising combination in 2009 season.

Thank you for your time !