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How Does China Capture over 80% of World Solar Water Heating Market?

SunEnergyNet

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Presentation Outline

- SWH Market Trends in China
- SWH Market Drives in China
- SWH Implementation in China
- SWH Output from China
- SWH Basics

SWH Market Trends in China

Year	Sq Meters Installed (million)	Market Value (billion in USD)	Market Growth	# of Persons per Sq Meter
2009	145	29		8
2010	190	38	31%	5
2015	380	76	100%	3
2020	650	130	71%	2

SWH Market Drives in China

- Rapidly improved living standards
- Increased sanitation awareness
- Strict government environmental protection policies
- Costly fossil fuel driven energy alternatives (including delivering to rural areas)

SWH Implementation in China

- Low cost solar water heaters (< 3 yrs payback)
- Low cost installation (< 10%)
- Efficient distribution system (little middlemen)
- Convenient government solar incentives
- High performance vacuum solar collectors

Why SWH not selling in the U.S.!

SWH Output from China

- Output of 50 million sq meters in 2010
- Output of 60 million sq meters in 2011

China accounting for
over 80% world SWH market share

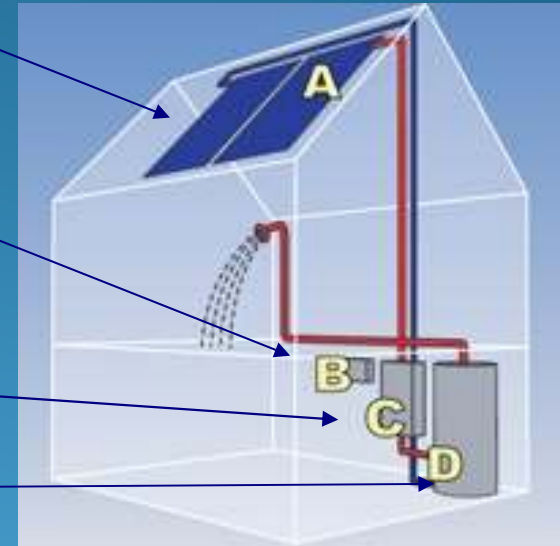
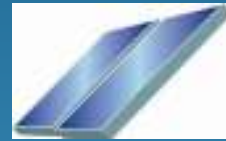
SWH Basics

A. Solar collector

B. Sensors, Controller

C. Pump (active systems)

D. Storage tank





Thank You!

Inquiries about

- **Products (e.g. solar water heating, thermal applications)**
- **Markets (China, Caribbean)**
- **R&D**

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