

Markets for Solar Combi Plus Systems

What is a Solar Combi Plus System?

 = **solar combisystem** + **solar cooling**

A combined system for solar thermal domestic hot water heating, space heating and space cooling with a cooling capacity of < 20 kW.

Market Situation

Very high growth rates of air conditioning market in Europe due to:

- extremely hot summers in recent years
- increased living standards
- higher comfort expectations.

For small cooling demands such as in the **trade and residential sector and small office buildings** room air-conditioning units or multi-split systems are used.

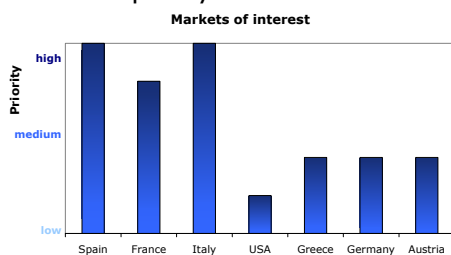


Figure 1

These smaller buildings are seen as the **most promising target market** for solar combi plus systems, which offer a central chiller system powered by solar heat.

Survey among the industrial participants of the SolarCombi+ project: Most interesting markets for solar combi plus systems are in **Spain, Italy and France** (see figure 1).

Solar Thermal Markets in Europe

In recent years **collector sales** in southern European countries have **increased dramatically** (especially in Spain and France), figure 2. Solar combi plus systems have a large potential here because systems can be used year around for domestic hot water, pool heating, space heating and last but not least cooling.

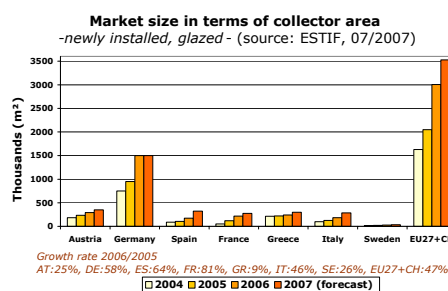


Figure 2

Survey Among Air Conditioning System Retailers

Attitude of consumers towards energy efficient products: **Energy efficiency is a major topic** (see figure 3). The majority of consumers pay attention to energy label and efficiency data. 40% of them are even **willing to pay more** for a product if it is energy efficient.

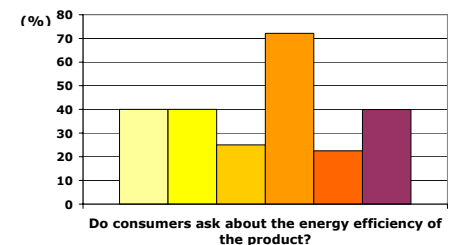


Figure 3

This survey shows that solar combi plus systems can have a significant market if they are as **reliable and convenient** as conventional air conditioning systems even if they are somewhat more expensive.

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