



# ThermalCentric

## ThermalCentric

**Company Overview:** ThermalCentric produces corrosion free heat exchangers for waste heat recovery in highly corrosive industrial environments. Our products utilize proprietary designs with advanced carbon materials. Initial customer targets are energy producers and energy intensive industries.

**Customer Problem:** Energy producers and energy intensive industries are pressured to improve energy efficiency and to reduce emissions. Reusing waste heat, valued at \$1 trillion annually, is the most economical means of achieving both goals but no commercially viable means of capturing this energy exists in highly corrosive environments.

**Solution:** Our heat exchanger captures waste heat from highly corrosive waste streams, which can be converted into electricity. It also condenses harmful greenhouse gases, thus allowing for their easy removal.

**Business Model:** ThermalCentric designs and manufactures heat exchangers based on patent pending materials and technology. They will be sold through established distributors and direct sales. Customer discussions are well underway with Detroit Edison and Dow Chemical, industry leaders representing our target markets. Profitability is forecasted in Year 3 of commercial operations.

**Market Opportunity:** Based on an independent study of corrosive environment heat exchangers and direct customer feedback, Year 5 revenues will be over \$250 million. Our two potential customers represent only 300 of 15,500 potential U.S. sites identified in the study. The current U.S. market for corrosion-resistant heat exchangers is valued in excess of \$7 billion.

**Competitive Advantage:** The competition in the corrosive industrial plant market is scarce due to material and cost inefficiencies. Our unique carbon materials are over 10 times more efficient than metal heat exchangers and can withstand highly corrosive waste streams. We have pending Oak Ridge National Laboratory licenses and our own pending patent applications covering materials and technology.

### Management Team:

Dan Bariault, CEO and president, has 35 years of broad global business and legal experience, including 20 years of technology startups. Dr. Brian E. Thompson is an expert in convective heat transfer and design of ceramic heat exchangers and thermal management devices. Dr. Ching-Long Ong is an expert in material science, specifically in carbon composites. Paul Redman has significant manufacturing experience in automation and mass production.

**Funding Request:** ThermalCentric seeks \$8 million to quickly establish manufacturing and sales operations.



**DAN BARIAULT**

**Investors:** Current management team  
**Year Founded:** 2005  
**Employees:** 4

ThermalCentric  
4616 25th Ave. N.E.,  
PNB 553  
Seattle, WA 98105  
dbariault@thermalcentric.com  
206-612-1197  
www.thermalcentric.com

**In Attendance:**  
Dan Bariault, CEO

**Revenue Forecast:**

2011:	\$	.56M
2012:	\$	4.3M
2013:	\$	49.7M
2014:	\$	146.7M
2015:	\$	254.9M