



Press release

Dresden-based cloud specialist Cloud&Heat Technologies expands to Asia

Dresden / Tokyo – March 8, 2018. Cloud&Heat Technologies establishes a commercial partnership with Inabata & Co. Ltd. from Japan. Thus, the Dresden-based company is launching the distribution of its data center and cloud products in Asia and at the same time opening a new chapter in Saxon-Asian trade relations. Inabata was the first customer to place an order in Asia.

After several meetings in Dresden, Nicolas Röhrs, CEO, and Dr. Marius Feldmann, COO, of Cloud&Heat Technologies and the international trading group Inabata & Co. Ltd. successfully sealed their trade negotiations with a concession agreement. In this context, the Japanese company has also ordered a fully equipped container with GPU computing power from the German company to show the products to local Japanese and regional customers. The expected arrival date of the container in Japan is in mid-April.. Afterwards, the container will be connected to a regional solar farm as renewable energy source north of Tokyo.

“This is an important milestone in the evolution of Cloud&Heat from a former start-up to a globally operating company. We are very pleased to see that the interest in our sustainable data center solutions and individual cloud infrastructures is steadily growing in other parts of the world”, says Röhrs. The concession agreement with Inabata initially provides for distribution in Japan. In cooperation with Inabata, sales are to be expanded to the entire Asian region in the future. There are already initial discussions with potential customers in Taiwan or South Korea.

“Cloud&Heat offers exactly what the Asian market needs: scalable computing power in the form of cloud services on the one hand, and an energy-efficient and, thus, more environmentally friendly alternative to conventional data centers on the other. As the Cloud&Heat portfolio includes the construction of data centers in containers, among other things, it offers flexible solutions even for long transport distances. This is an enormous competitive advantage compared to large, stationary data centers. We see great potential here with regard to growing computing needs and an increased awareness of sustainability”, explains Toshihiro Matsuo, manager at Inabata’s Information & Electronics Division III, the reason for the great interest in the Dresden-based company

Expansion of Saxon-Asian trade relations

Particularly the IT sector in Saxony has been maintaining intensive relations with partners from Asia for many years. Major investors such as Samsung from Korea, whose organic electronics subsidiary Novald is currently building its new headquarters in Dresden for around 20 million euros, as well as intensive cooperations in related industries such as the strategic orientation of freight traffic between Asia and Europe via Halle/Leipzig Airport are shaping the economic development of the location. Japanese companies and organizations with more than 40 invests and 10 branches in Saxony are one of the focal points.

The new partnership between Cloud&Heat and Inabata now opens up an additional economic sector that stands for Saxony's innovative strength. "In Japan, the Fukushima disaster has made the need for sustainable and safe solutions for energy use, production and clean technologies more important. For this purpose we can offer tried and tested solutions at the interface of IT, security and energy

turnaround, for which the demand is highly increasing. We are convinced that particularly our new location in Frankfurt will attract a lot of interest as a best practice example", says Nicolas Röhrs.

About Cloud&Heat Technologies

Cloud&Heat is a provider of OpenStack-based public and private cloud solutions. With secure, easy-to-use, sustainable and scalable solutions, the company offers IT infrastructures that meet the key requirements of the cloud future. Since 2012, the company has been running its own distributed cloud infrastructure, on which classic cloud computing (IaaS) is offered. With the conception, commissioning and maintenance of tailor-made cloud solutions for companies, Cloud & Heat completes its portfolio with the Datacenter in a Box, responding to the rapidly growing demand for in-house cloud infrastructures. Its extensive know-how over many years in dealing with "OpenStack" is passed on by the company in the form of classical consulting, tailor-made courses or the implementation of individual OpenStack projects. The trick: the server waste heat is taken up directly from the thermal hotspots, such as CPU or RAM, discharged and can be used for heating real estate and for hot water treatment. The energy- and cost-efficient concept has been awarded multiple times, e.g. by the German Datacenter Prize in 2015 & 2016.

More information at www.cloudandheat.com

About Inabata Group

The Inabata Group provides innovative solutions and services for information and electronics, chemicals, life industry, plastics, housing & eco materials businesses worldwide. For more than a century, Inabata's specialized functions have satisfied a vast range of client requirements through business planning, marketing, manufacturing and logistics. In information & electronics, Inabata specializes in business related to flat panel displays, materials for inkjets, and clean energy. Information & Electronics Division III focuses on production, storage, and conservation of energy. Utilizing the most advanced information and communication technology (ICT) and internet of things (IoT) platforms, Inabata envisions to energize local and regional economies through proliferation and use of distributed computing.

More information at www.inabata.co.jp