



Shaping Tomorrow's
Built Environment Today

DAIKIN



Daikin McQuay Middle East



Ashrae Qatar Oryx Chapter – February 18th 2012





Shaping Tomorrow's
Built Environment Today



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ASHRAE REBRANDING



As the role of HVAC&R has progressed to incorporate facets of building design, construction and operation, ASHRAE has changed as well. ASHRAE announces a brand evolution to reflect those changes. Elements of

the repositioning include a refreshed logo, a new tagline and a change to using only its acronym.

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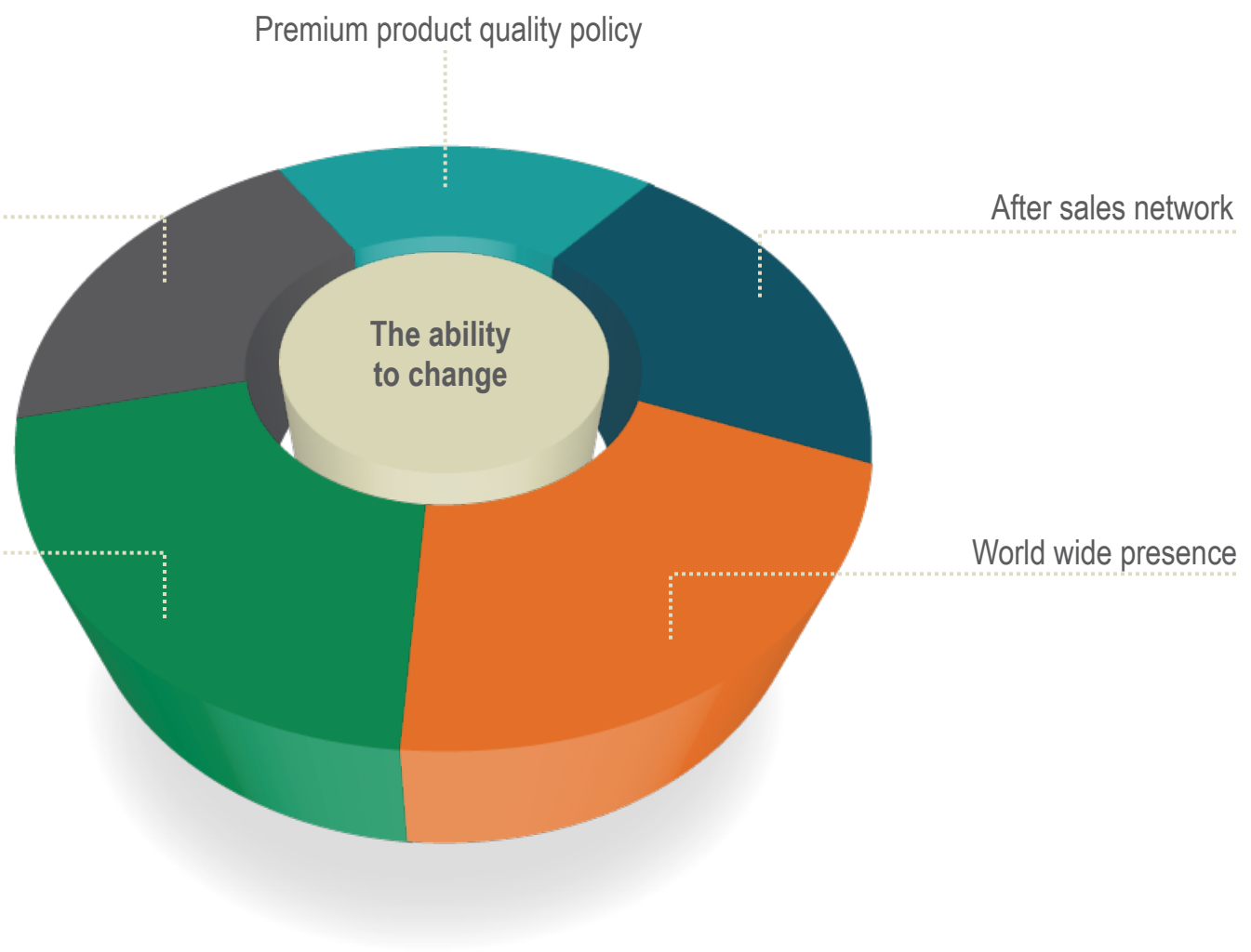


Upcoming Events



Group Strength

CUSTOMER FOCUS



Daikin's History

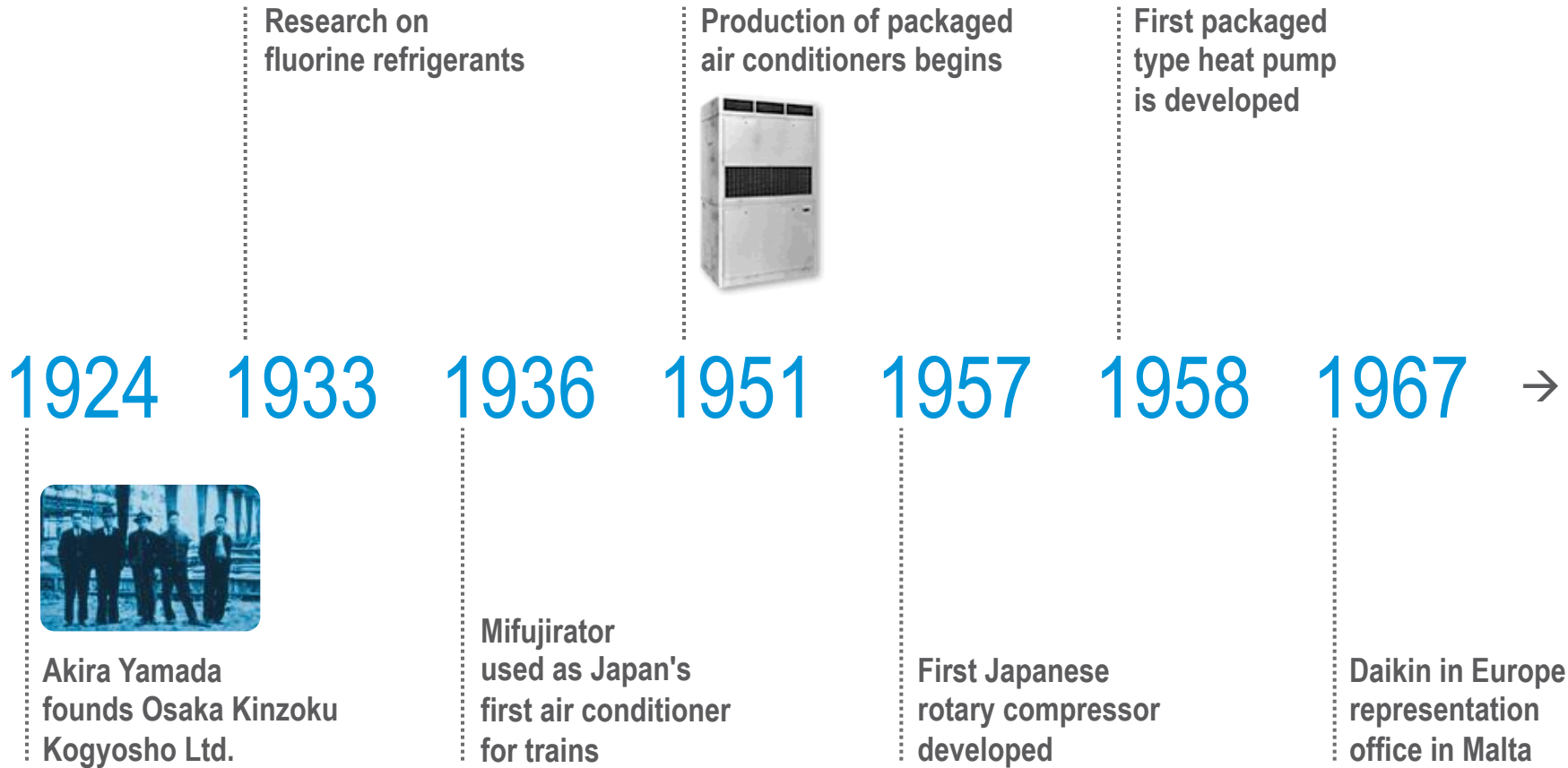
Milestones





Milestones of Daikin's History

(1924-1967)





Milestones of Daikin's History

(1969 TO DATE)

Daikin Europe (DENV)
Ostend, Belgium



Daikin Industries Czech Rep.
(DICZ) opens. VRV II released



Daikin & 5 European research
centres set up joint venture
for net zero energy building
test office



1969

1973

1982

2003

2006

2010

The future ...

First Multi-Split
is developed



Japan's first VRV system
is developed

DAIKIN McQUAY

Daikin Device Czech Rep.
(DCCZ) Compressor Factory
OYL Acquisition

VRV III launched

VRV III



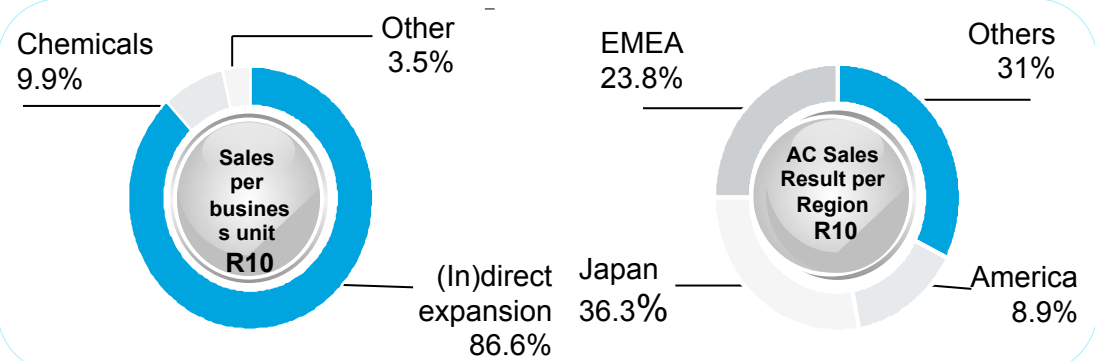
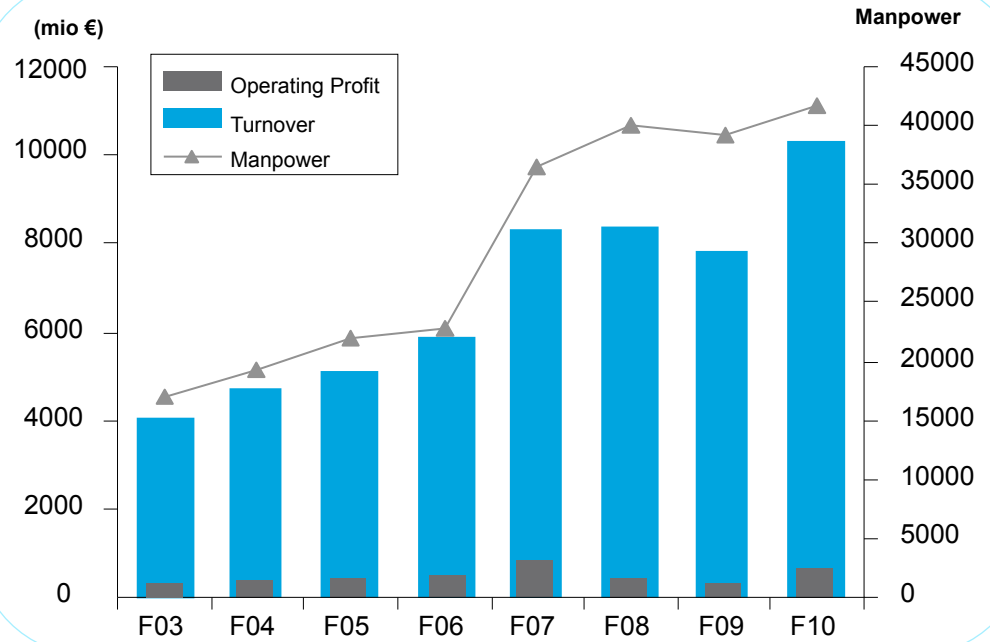
Launch of VRV IV
(planned 2012)

Historical Evolution – Daikin

CORPORATE PROFILE

(as of March 31, 2011)

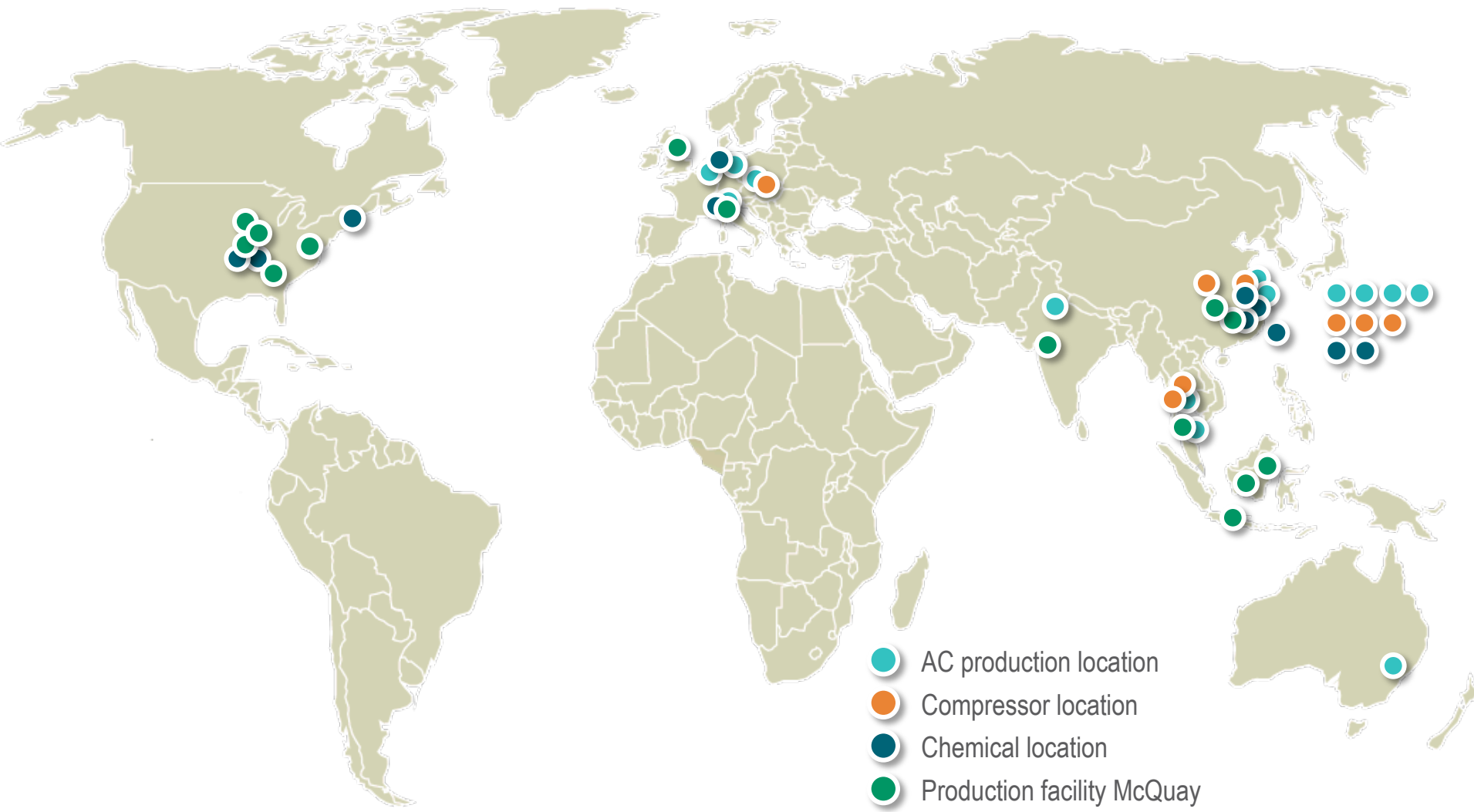
Company name	Daikin Industries, Ltd.
Head office	Osaka (Japan)
Chairman & CEO	Mr. Inoue
Incorporated	February 11, 1934
Cons. turnover	10,268 Mio € FY2010
Cons. operating profit	668 Mio € FY2010
# Employees	> 41,000





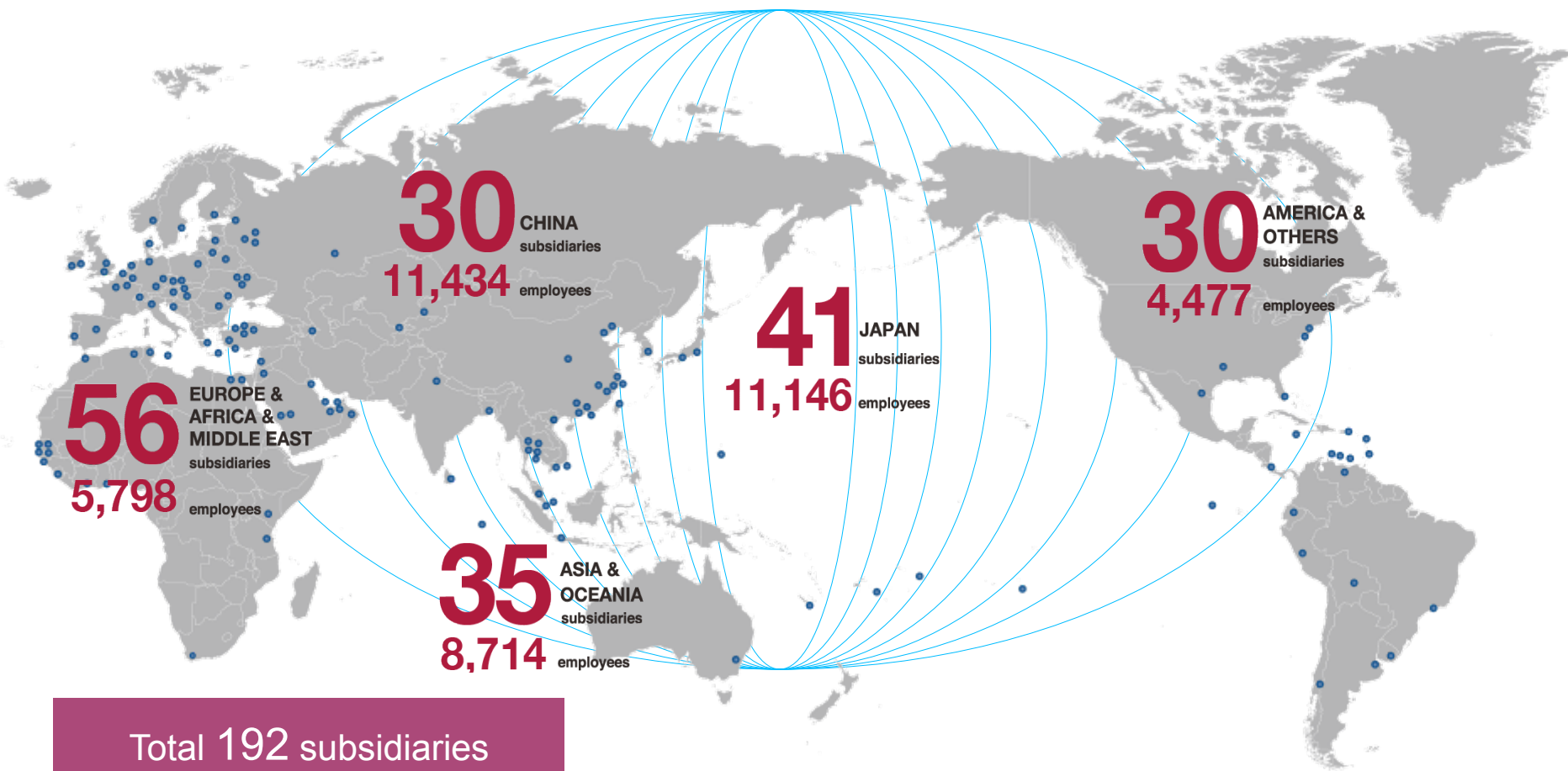
Daikin McQuay's Worldwide Presence

PRODUCTION FACILITIES





Group Global Operation Bases

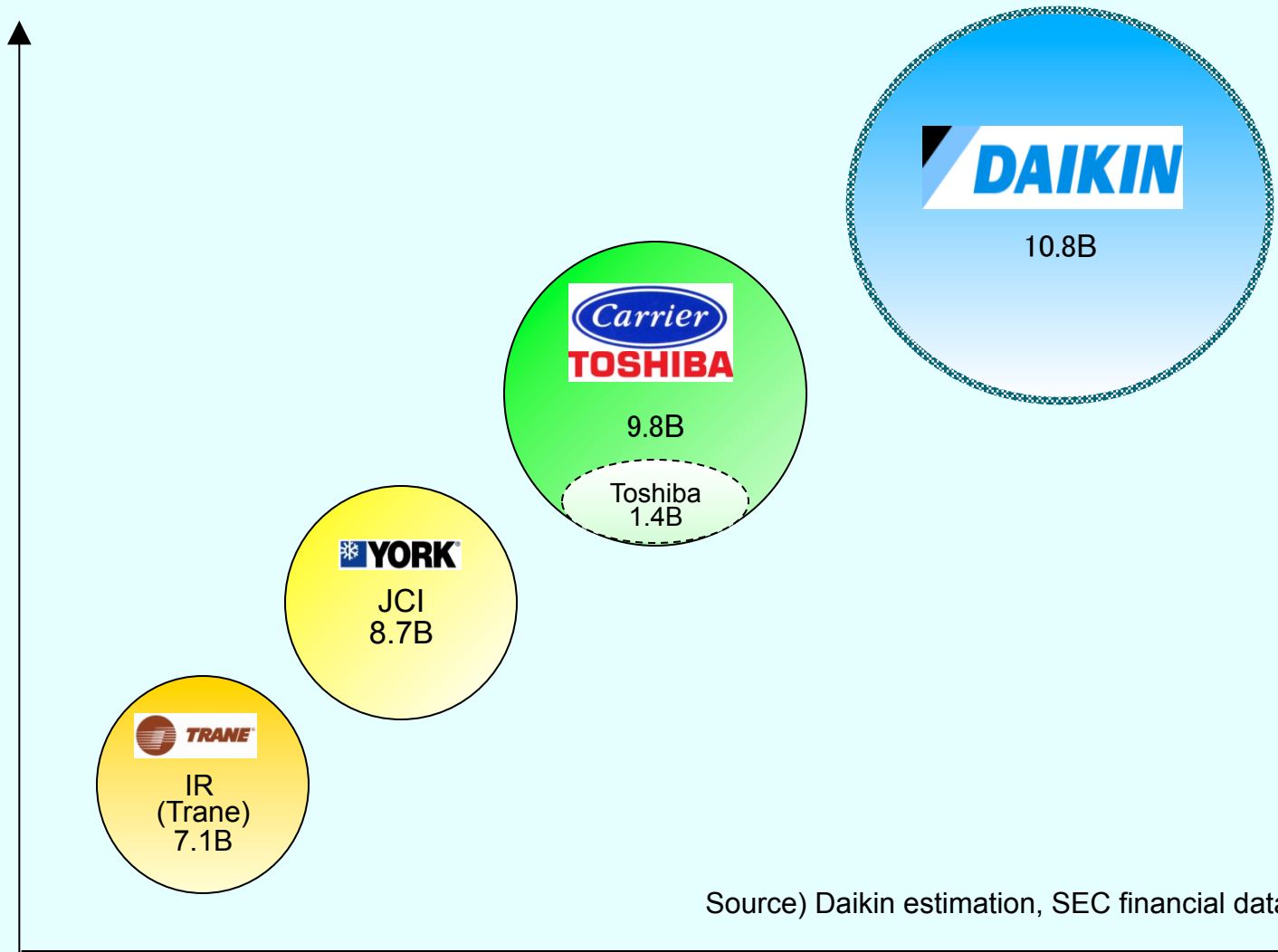


Total 192 subsidiaries
Total 41,569 employees



HVAC Business Global Position

Turnover (amount)



Source) Daikin estimation, SEC financial data(2010)



Daikin Europe N.V. At a Glance

CORPORATE PROFILE

(as of March 31, 2011)

Company name Daikin Europe N.V.

Head office Ostend (Belgium)

President Mr. Minaka

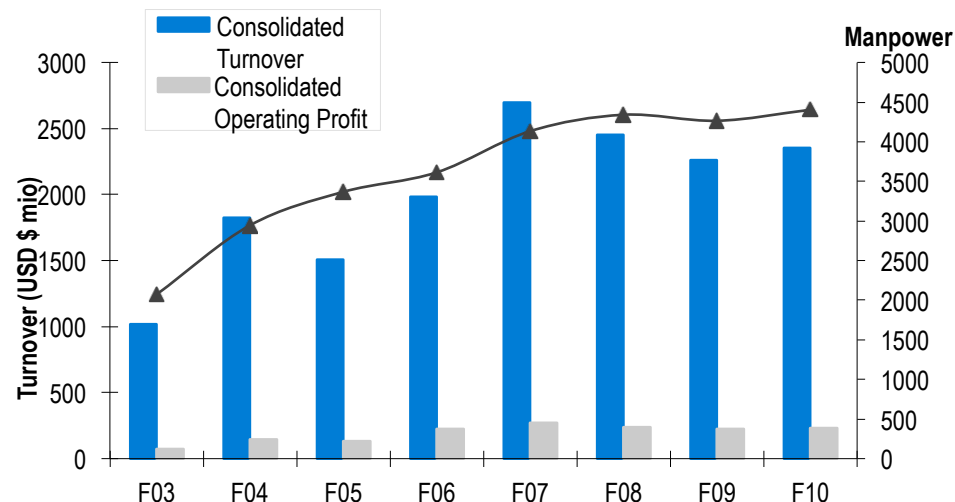
Incorporated 1973

Cons. turnover 2351.96 Mio USD\$
FY2010

Cons. operating profit 233.61 Mio USD\$
FY2010

Employees > 4,400

- > 100% subsidiary of Daikin Industries Ltd.
- > Core activities: sales and manufacturing of air conditioning, refrigeration and heat pump equipment
- > Europe's number 1 player on the air conditioning market
- Powerful sales network in more than 50 countries, throughout Europe, Africa and Middle East
- Production plants in Belgium and Czech Republic, Germany
Other European factories: McQuay Italy and McQuay UK
- Continues prominent growth figures during the last years. Compared to the beginning of the millennium, the sales amount tripled.





Manufacturing in Europe

DAIKIN EUROPE NV (Sky Air / VRV / Chillers / Altherma)



FACTS & FIGURES (F07)

Production start	1973
Number of employees	1,547 (excl. temp)
Factory surface	26,000 m ²
Total site area	135,000 m ²
Production qty indoor units	385,016 pcs
Production qty outdoor units	256,984 pcs



- > **Innovate** the product portfolio & anticipate market requirements through new product developments
- > **High added value** production

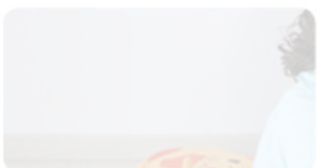




DAIKIN



Introduction to
Daikin Industries LTD



Introduction to
Daikin Europe N.V.



Introduction to
Daikin McQuay Middle East





Daikin McQuay Middle East At a Glance

CORPORATE PROFILE

(as of March 31, 2011)

Company name Daikin McQuay Middle East

Head office Dubai (UAE)

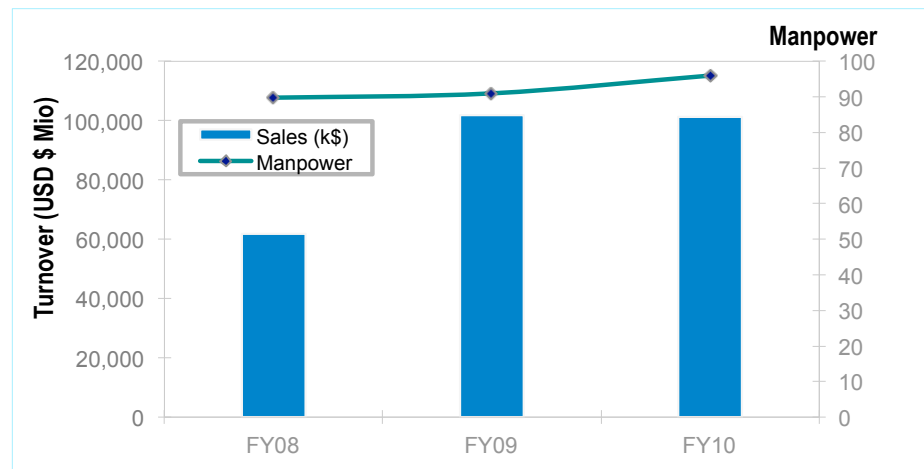
President Mr. Boueri

Incorporated 2008

Cons. T/O FY10 101,352 Mio \$ FY2010

Employees ± 100

- > 100% subsidiary of Daikin Europe NV
- > Core activities: sales & service of air conditioning and heat pump equipment
- > Sales network throughout the Middle and Near East (UAE, Saudi, Qatar, Kuwait, Oman, Bahrain, Egypt, Iran, Iraq, Lebanon, Jordan, Syria, Sudan, ...)
- > Continues prominent growth figures during the last years.





Distribution





Product Range

APPLIED

- > McQuay chillers:
 - Air cooled chillers
 - Water cooled chillers

- > McQuay Airside:
 - Fan coil units
 - Air handling units

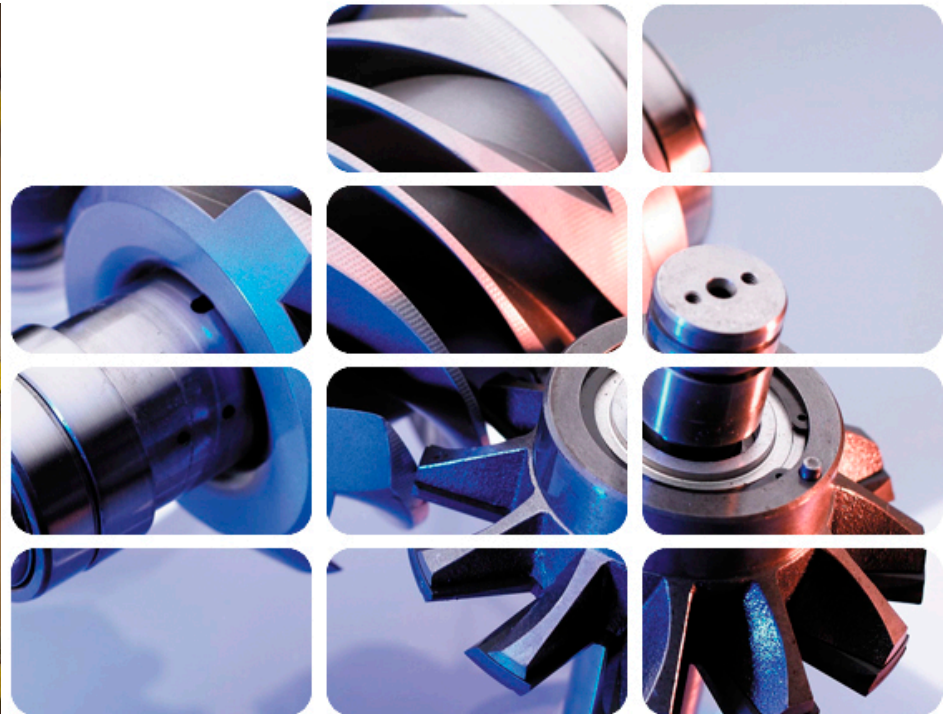
UNITARY

- > Daikin VRV
- > Daikin DX
- > McQuay DX



Regional Spare Parts Support

- **\$ 2 million USD Stock Inventory of Daikin and McQuay Spare Parts**
- **Located in Jebel Ali Free Zone, Dubai**
- **24X7 back up Support for Emergency Spares**





Training Center

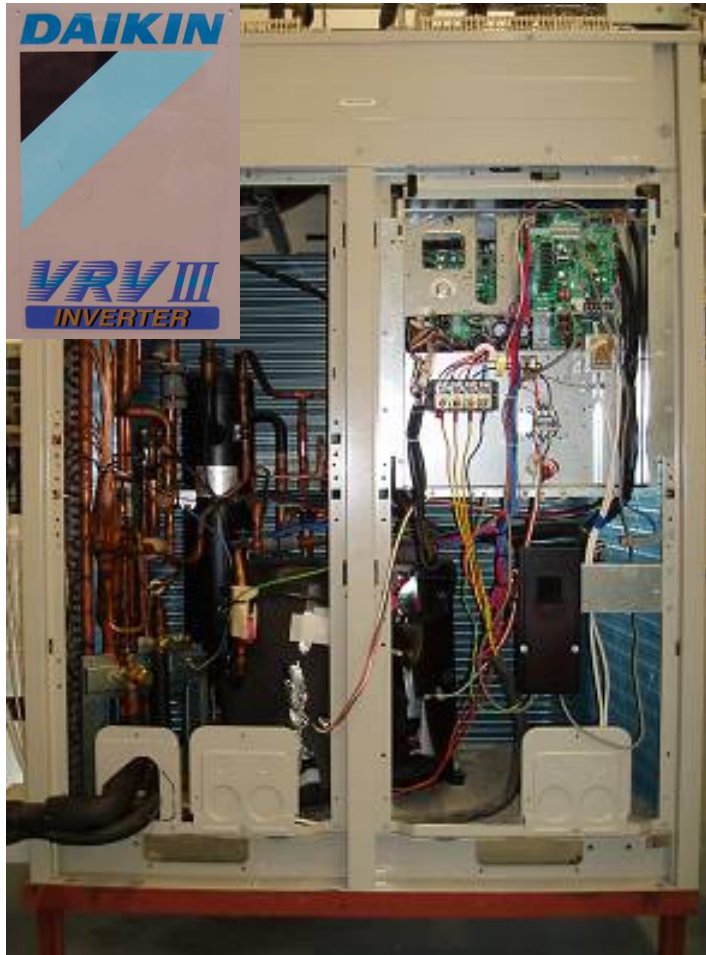
PEOPLE OUR DRIVING FORCE

- > The cumulative growth of all group members services as the foundation of the Group's development (Daikin Group Philosophy)
- > Stimulate a continuous learning environment

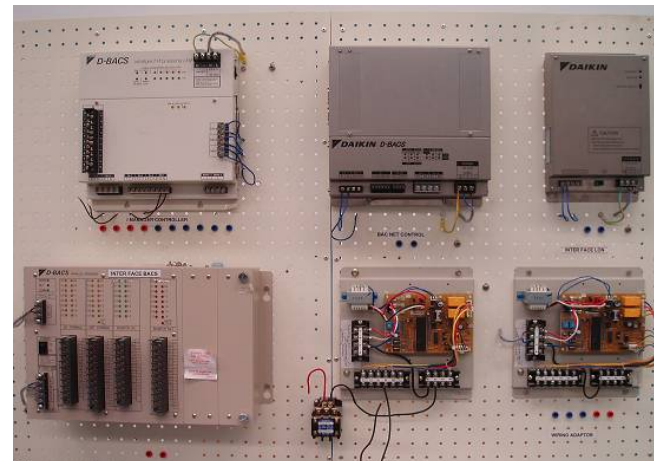




VRV Service Expertise



- VRV Installation support
- Manufacturer Commissioning
- Emergency Repairs
- Factory Warranty Support
- Training for Maintenance Staffs
- Central Control System Expertise Support
- Maintenance Contracts

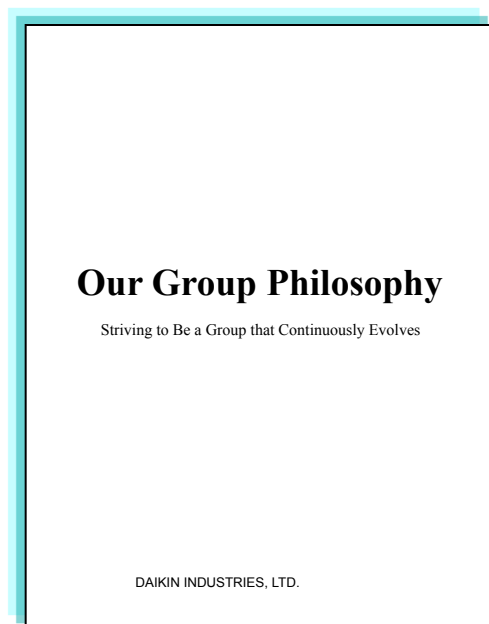




Environment: our Philosophy

Group Philosophy

Issue: August 2002



6 Be a Company that Leads in Applying Environmentally Conscious Practices

As we continue developing our business operations in various fields, it is our mission to proactively develop initiatives to respond to environmental issues. Incorporating environmental initiatives throughout our management must be a priority for us.

In all aspects of our business operations, including product development, manufacturing and sales, we need to formulate initiatives that sustain and improve the environment. Meanwhile, we need to promote the development of new products and the innovation of technologies that will lead to a more environmentally healthy world.

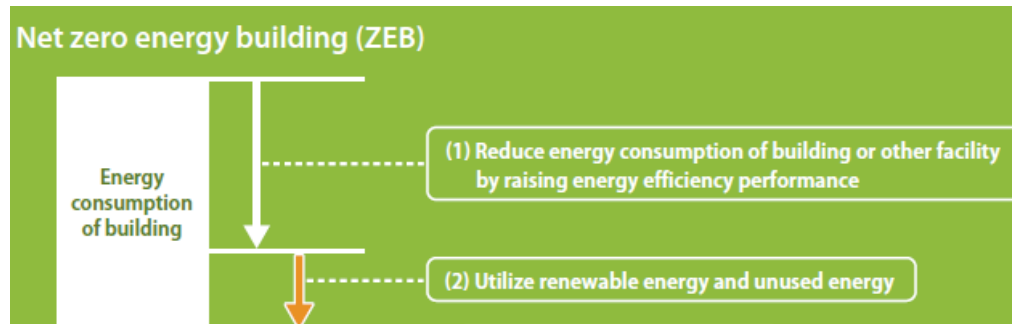
Under the precept "environmental response is an important management resource," we must integrate environmental initiatives into our corporate management since they can lead to business expansion, improved business performance, and further enhancement of our credibility with outside parties. We intend to continue being a leading company in the practice of "environmental management," thus contributing to a healthier global environment as a good citizen of the earth.

7

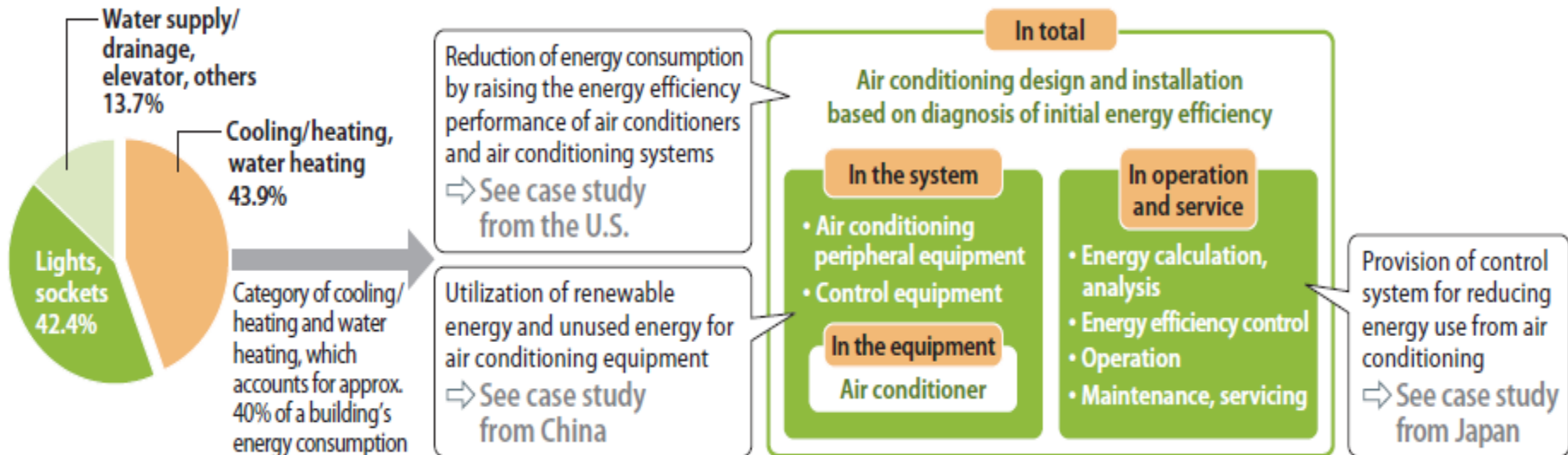




Japan Target to Net Zero Energy Buildings in 2030



Daikin's Solution





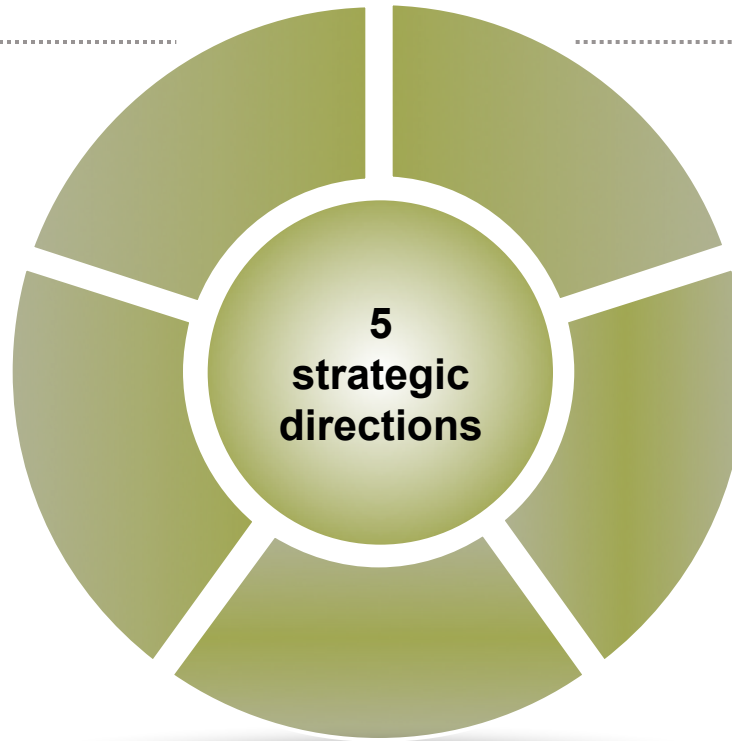
Environment: Our Vision

Turn the environmental developments into OPPORTUNITIES

Contribute to CO₂ reduction by promoting heat pumps



Reduce Environmental Burden from Business Activities



To be No.1 in high efficient product range



No.1 as HVAC-R energy solution consultant



Reduce impact of refrigerant emissions

environment



Daikin Innovations



World's first inverter driven multi system for large commercial applications



Daikin's entry in the residential heating market



World's first residential air conditioner including humidification and fresh air



World's first refrigeration unit combining air conditioning and air curtains



Light commercial applications

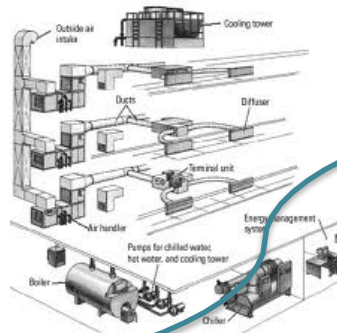


Quest to Sustainability and Comfortable Systems

R & D

- Energy Efficiency
- Unused Energy
- Renewable Energy
- Low GWP refrigerants
- Minimize losses
- Part load efficiency
- Production vs demand
- Temperature Control
- Humidity Control
- Occupancy sensors
- Noise control
- Indoor Air Quality

Sustainability

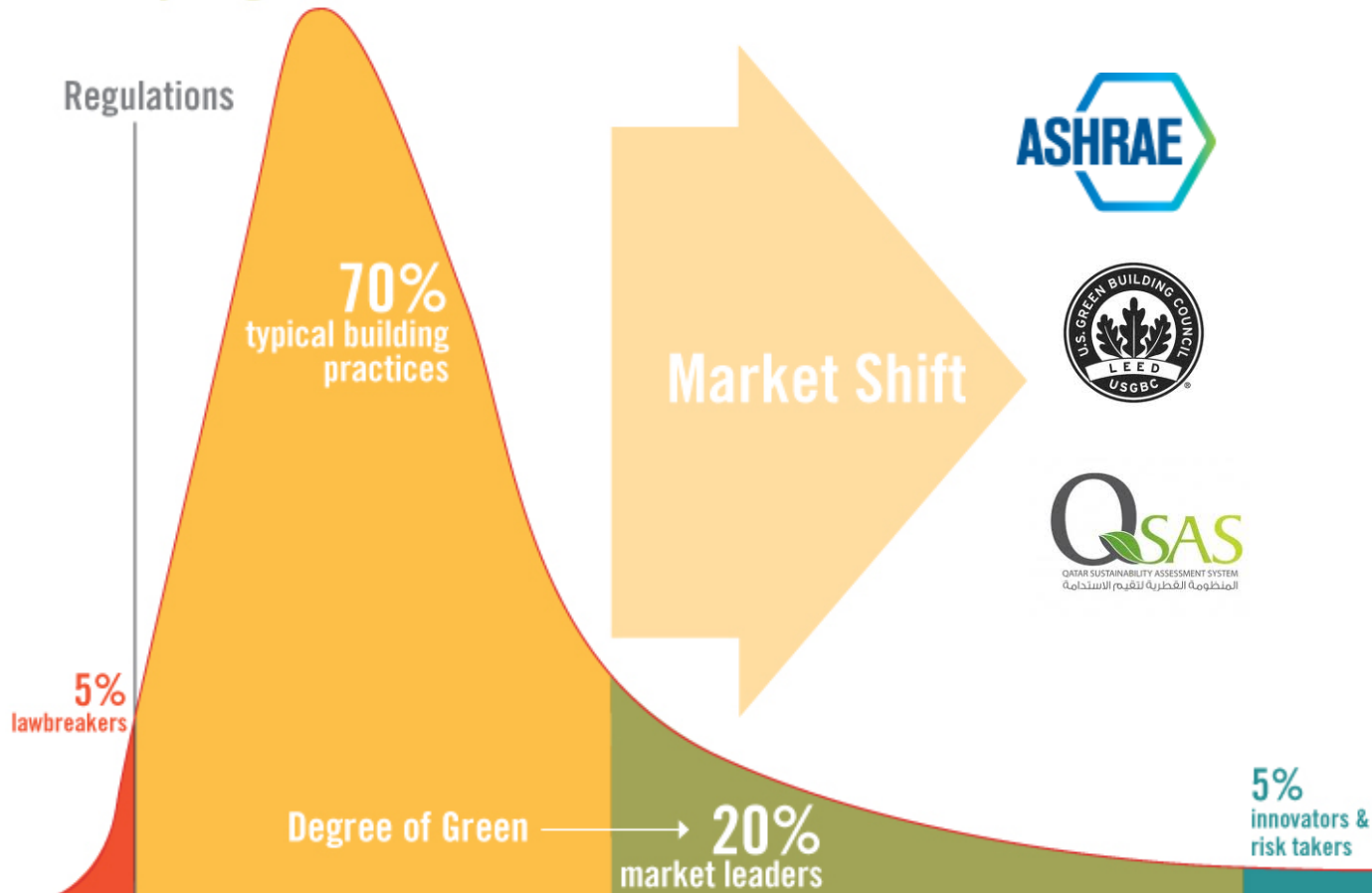


Comfort



Move towards Greener Buildings

Varying Performance Levels



DAIKIN



THANK YOU



McQuay[®]
Air Conditioning

