



PURE

Corporate Solutions

PURE

Pure Results

Daikin UK Corporate Solutions offer an integrated approach to energy management and climate control that optimises efficiency, performance, comfort and value whilst minimising cost, emissions, downtime and waste.

MAXIMISE

TAX EFFICIENCY
ENERGY SAVING
CUSTOMER COMFORT
ENVIRONMENTAL PERFORMANCE
SYSTEM RELIABILITY
LEGISLATION COMPLIANCE
RETURN ON INVESTMENT

PURE BENEFITS

CAPITAL EXPENDITURE
OPERATIONAL OVERHEADS
REVENUE LOSS
CARBON EMISSIONS
BREAKDOWN RISKS
CARBON REDUCTION
COMMITMENT PENALTIES

MINIMISE

We understand that our clients face different pressures. Different demands. So we tailor each solution to provide the best possible return on your investment and the lowest total cost of ownership, while creating the perfect environment for your employees, customers or tenants. Add to that our sector specialists – bringing dedicated experience in retail, food & drink, hotels, finance and the commercial markets – and you can see why our Corporate Solutions team delivers energy management and climate control systems that make pure business sense.

Pure Partnership

Whatever the sector, whatever the challenge, we'll work together to find the answer

At Daikin, we're purely focused on climate control and energy management, so you can be sure of our single-minded dedication to delivering the best heating, ventilation, air conditioning and refrigeration (HVACR) solution. And when you partner with us, you'll experience a refreshingly new approach.

We'll take the time to understand your business drivers, analyse your energy performance and collaborate with all involved to develop a strategy that's right for you. Only then will we recommend the most appropriate solution for your specific needs.

Our dedicated Corporate Solutions team, backed by a network of highly trained and approved installers, means you can be sure that even the most complex installations are expertly managed, whilst minimising any disruption. With us, you have the ideal low carbon partner to commission, maintain and monitor your systems.

What's more, we stay with you throughout the entire lifecycle of the product, helping you remain in touch with new developments and supporting you with any upgrades or modifications you may need in the future.



360° EFFICIENCY



GLOBAL RECOGNITION

Named in the Forbes
TOP 100
MOST INNOVATIVE
companies in
the world



Pure Specialists

Understanding your business, improving your future

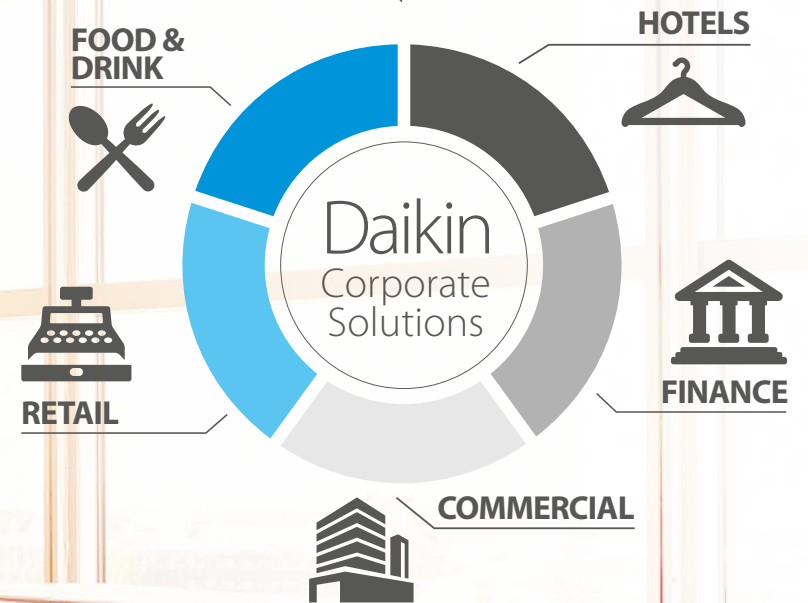
No two businesses are the same. In retail, interior climate control focuses on increasing customer footfall and dwell time, driving up sales while driving down costs and waste. Hoteliers are seeking the best possible customer comfort to score those influential review site ratings and maximise room occupancy. In the commercial and finance sectors, rapid ROI and total cost of ownership are just as important as sound environmental and asset management.

That's why we have specialist teams for food & drink, hotels, finance, commercial and retail, giving years of experience in delivering the right systems for the unique demands of each market.

We drive improvements in each of our core markets:

- We reduced a Grade 2 listed hotel's energy bills by more than 23%, completing installation with minimum disruption while the business remained open
- We generated potential lifetime savings of up to £55,000 replacing an ageing R22 system at a commercial site
- We advised a client on selecting Enhanced Capital Allowance (ECA) compliant equipment for a planned spend of £2 million on heating, ventilation and air conditioning, saving around £420,000 in total: 21% of the expected investment

5 KEY MARKETS



- A bookmakers undertook a 12 month trial of self-cleaning indoor units, saving £272 per ceiling unit and cutting energy consumption by up to 50%
- A global leader in serving science achieved 26% energy savings when replacing an old R22 air conditioning system. Over the expected lifetime of the system – 15 to 30 years – savings are anticipated to be £24,000 to £55,000.

RAPID RESPONSE

**€26 MILLION
OF SPARES**
held in Europe
for next day
delivery

LOCAL MANUFACTURE

80%
of Daikin UK
production is
based in Europe

Pure Sustainability

Future proofing your business to meet energy legislation and carbon targets

For us, staying ahead of each new wave of legislation isn't just an obligation; it's part of our philosophy. Developing technologies that reduce emissions goes hand in hand with saving energy and improving environmental performance: something that makes sense for every business.

Of course meeting those objectives requires a different approach for every situation – whether new build, upgrade or refit – and you need a partner that has the breadth of experience and resources to rise to that challenge.

We have a deep understanding of the changing regulatory landscape and can help you negotiate the best path towards a compliant, low carbon, efficient and future-proof result.

Our solutions address challenges such as:

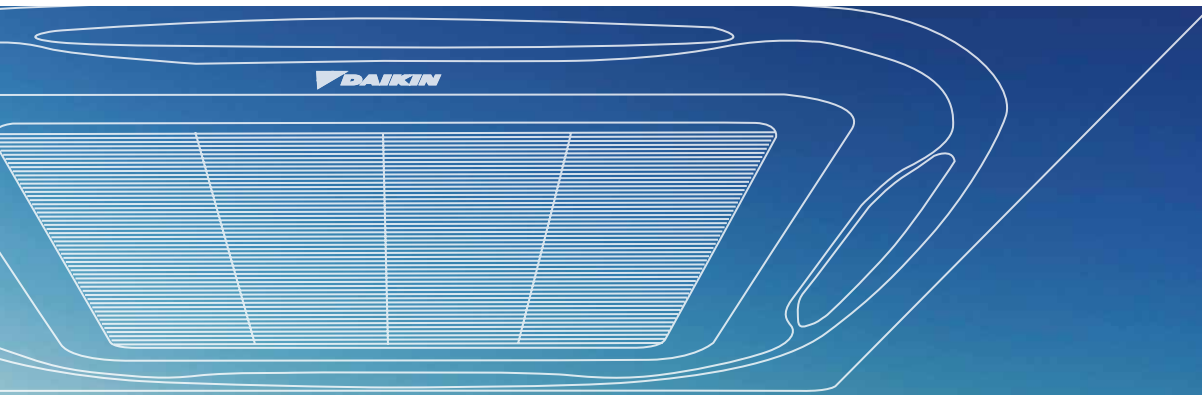
- Meeting eco-design requirements of the ERP Directive
- Upgrading to refrigerants with lower impact on global warming
- Reducing carbon emissions in line with Building Regulations Part L 2013
- Achieving higher BREEAM ratings for in-use, refurbishment and fit out
- Minimising CRC Energy Efficiency Scheme allowance costs

Daikin aims to lead the way in environmental management

We design our products and processes to minimise the use of energy and resources, maximising recycling and carefully controlling packaging waste. Daikin UK also operates a green car fleet policy, which achieves an impressive fleet average of just 122g/km CO₂.

Our carbon offsetting project with The Carbon Managers Ltd will see one tree planted for every tonne of carbon that Daikin UK emits. The trees will be planted on the Alladale Reserve in Scotland to help restore the Ancient Caledonian Forest and, in turn, help to re-establish endangered wildlife in the area.





REDUCING IMPACT

Daikin UK is
**CARBON TRUST
ACCREDITED
SUPPLIER**
for Controls and
HVACR solutions

GREEN

Daikin UK is offsetting
its carbon emissions by
**PLANTING
3,500 TREES**

LEADING SUPPORT

90,000
help desk calls and
2,200
site visits in one year



Pure Performance

Optimising energy management has a direct impact on your bottom line

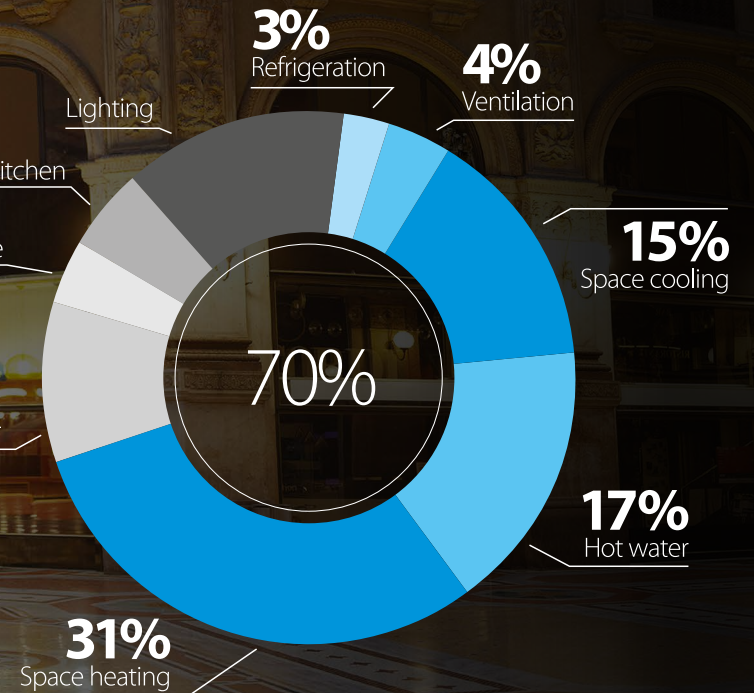
Heating, ventilation, air conditioning and refrigeration can make up 70% of a building's energy consumption, wasting money that could be invested elsewhere.

Our team, led by a dedicated sector specialist, will review the patterns of use within your estate and propose innovative technologies to dramatically cut waste and lower carbon emissions.

We will lead the way in identifying ways to reduce the lifecycle cost of building services – from intelligent controls and remote monitoring to self-cleaning air conditioning indoor units and energy-efficient outdoor units. Our expert installers can also support you with system health checks to ensure your solution continues to provide optimum levels of performance.

By giving you a single point of contact to manage the entire process, from design through installation and long-term support, we offer you the confidence and security of an integrated solution from a global organisation that can deliver 97% of critical spare parts the next day.

ENERGY CONSUMPTION IN YOUR BUILDING



CARBONTRUST

20% CUT
in energy costs has same
bottom line benefit as
5% INCREASE
IN SALES

RAPID RESPONSE

97%
of critical spares
available on next
day delivery

Pure Economy

Sustainable solutions that are good for your balance sheet

Every project must inevitably strike a balance between environmental sustainability and the pressures on your budget. We will guide you through the most effective options in terms of finance, grants and tax benefits that may impact your decisions.

And we always consider the entire lifecycle of the system, looking at the initial investment, along with ongoing operational costs, ensuring that any solution meets your commercial objectives as well as delivering on your KPIs.

We will then give you a variety of operational and capital expenditure scenarios to inform your decision making process, guiding you through budget planning and offering transparent pricing structures, agreed commercial terms, lease options and extend warranties where appropriate.

Daikin manufactures the widest range of Enhanced Capital Allowance (ECA) compliant products available in the market today, delivering enhanced tax relief for investments in energy compliant equipment, meaning you can claim up to 100% first year capital allowance on investments in energy saving equipment.





Pure Daikin

SETTING STANDARDS

**WIDEST
RANGE**

of ECA compliant
products in the market

Pure Innovation

Technology that translates into real savings every year

Our continuous programme of investment in research and development has made us one of the world's leading innovators in energy efficiency, carbon reduction and advanced monitoring and control systems. This has enabled us to create systems and controls that are making a significant contribution to the environment and improving the balance sheets of corporate and public sector organisations across the world.

Pioneered by Daikin over 30 years ago, **Variable Refrigerant Volume (VRV) systems** revolutionised heating and cooling. Today VRV heat recovery systems minimise energy consumption while operating different climate control settings simultaneously throughout a building, typically cutting running costs by more than half.

We followed this with our **Variable Refrigerant Temperature (VRT)** control operation of air conditioning, which could save UK businesses £2.8 billion over their lifetime and eliminate 10 million tonnes of CO₂ emissions.

VRT optimises efficiency and comfort settings for each building, delivering 30% higher efficiency than any previous systems.

R22 replacement systems, known as VRVQ, offer a fast and cost-effective way to upgrade ageing systems, which can no longer be repaired as they use the now banned refrigerant R22. VRVQ improves heating efficiency by 40% and cooling efficiency by 25%. At the Palace of Westminster, VRVQ systems have delivered more than 35% energy savings and six tonnes CO₂ reduction per year.

Seasonally efficient Sky Air outdoor units offer 20% better performance than solutions not optimised for seasonal efficiency, exceeding the efficiency requirements demanded by the 20/20/20 EU action plan.

Our self-cleaning indoor units could cut maintenance and save up to 50% on annual running costs.

Heat recovery air curtains deliver energy savings of up to 72% compared with electric air curtains, creating separation between the outdoor and indoor climate of 85% to reduce heat loss. For open door trading environments, this can save £1,500 and six tonnes of CO₂ per year.

Intelligent controls optimise performance during trading and out-of-hours, with flexible phasing and zoning of system operation.

I-touch manager provides smart building energy management for all systems by monitoring planned energy use and detecting where systems are being used inefficiently.



3 CORE TECHNOLOGIES

Daikin leads the market with cutting-edge core technologies

HEAT PUMP

Extracts and uses latent heat from the air – around 300% efficient

INVERTER

Adjusts power to suit the requirement – 30% more efficient



REFRIGERANT CONTROL

Adapts capacity to meet the usage patterns

EFFICIENT UPGRADES

R22 replacement solutions can **DELIVER 35% ENERGY SAVINGS**

SETTING STANDARDS

Latest VRV solutions deliver **30% HIGHER EFFICIENCY**

ENERGY / COST SAVINGS

OUR SELF-CLEANING INDOOR UNITS CUT **ENERGY CONSUMPTION BY UP TO 50%**
SAVING £272 PER UNIT IN A RECENT TRIAL



Pure Service

A national network dedicated to support

We are committed to supporting our customers with outstanding installations as well as pre- and post-sales service, which is why our own engineers train approximately 1,900 engineers from 600 installation companies at our five regional training centres every year, creating the largest service organisation in the UK. This gives you the peace of mind that you have a partner with all the resources you need, regardless of the size of your business.

The Daikin D1 network

Many of the engineers who undergo training at our state-of-the-art centres belong to our approved installer network, the D1 approved installers.

These professionals are accredited to deliver the very highest standards of skilled installation, servicing and maintenance for our corporate clients.

Daikin also has a team of expert service engineers operating throughout the country, including over 55 of our own Field Quality Service engineers and 45 service partners. So if you require on-site support or advice, you can rely on a fast, local response from a highly trained and qualified engineer.



DEDICATED SUPPORT

WE TRAINED
600 COMPANIES
AND 1,900
ENGINEERS
LAST YEAR

LEADING WARRANTIES

3 YEAR
standard and
5 YEAR
extended warranties*

* Depending on the product



Pure Certainty

One company for all your needs

Service is at the heart of our business, which is built on a foundation of technological excellence, a focus on quality and a respect for people and planet.

We develop and deliver integrated solutions that:

- Drive down costs
- Reduce emissions
- Improve efficiency
- Enhance performance.

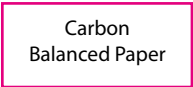
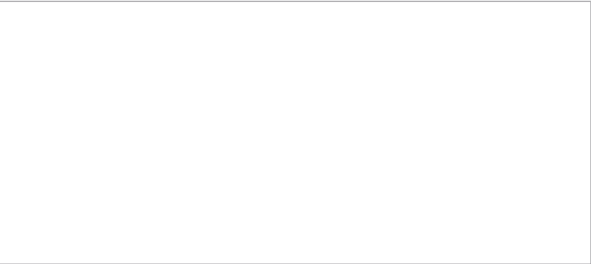
By understanding the individual needs of your business, employees and customers, we are able to provide a bespoke solution for managing your energy performance and business climate, giving you a long-term strategy aligned with your financial and sustainability objectives.

To discuss your business needs with our Corporate Solutions team, email corporateclients@daikin.co.uk or call 0845 641 9000





Daikin products qualify for ECA, please see our website for further details www.daikin.co.uk/eca



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