



INNOVATING FOR THE FUTURE

In the pursuit of indomitable leadership, companies in the dynamic Indian HVAC market like Daikin have been at the forefront of technology and innovation, literally keeping it cool - just like their air conditioners. With investments and research practices in advanced cooling and cryogenic technologies outnumbering their competitors, Daikin sets a hallmark in the HVAC industry with its production capabilities across air conditioners, refrigerants and compressors.

Providing impetus to the phenomenal double digit growth that Daikin has seen over the last five years, has been its two state of the art factories at Neemrana. Entrusted by the Indian & the Japanese Government, the factory also bears the responsibility of creating employable workforce under the aegis of Japan Institute of Manufacturing Excellence.

“Strategically located at Neemrana, Rajasthan on NH-8, in a sprawling area of 160,000 sq metres with a total investment of more than Rs. 2000 crores, the two factories combined have the capacity to manufacture 15 lakh Room ACs, 50,000 VRV units, 1 lakh Cassette units, 20,000 Ductable units and 1000 Chillers.”

says an elated **KANWALJEET JAWA,**
MD and CEO, Daikin India.

Mr. Toshio Nakano, Chairman Daikin Industries (Thailand) said, "We at Daikin strongly believe in constant innovation and this R&D centre will help us to put channelized effort in conceptualization of products that are technologically advanced and sustainable. India is a critical market for us and the rationale behind setting up this R&D centre is to invest in technologies that suit Indian conditions and build products in line with the requirement of Indian consumers."

Citing rising penetration of ACs (3-4% currently vs. 30% global average), higher disposable income, growing urbanization and year round usage of AC's, Kanwaljeet explains that the HVAC industry is likely to experience 15% CAGR in the near future. Also the shift towards five-star and inverter ACs that comprise 20% and 10%, respectively, of the overall industry volumes will also be a significant driver of growth, he opines. In addition to that, he explains how new technology that allows for further customization of HVAC solutions, thereby delivering more value to customers has been a key area of focus at Daikin.

VRV X - a multi-split type air-conditioner for commercial buildings that uses variable refrigerant flow control developed by Daikin to provide customers with the ability to maintain individual zone control in each room and floor of a building and improve the overall energy efficiency has been one of Daikin's latest technological development. Daikin's variable refrigerant flow control technology circulates only the minimum amount of refrigerant needed at any one time and enables individual climate control of air conditioning zones. VRV X features VRT technology in both IDU & ODU and now comes with outdoor units available from 6 HP onwards to 60 HP. With this technology, running costs are reduced. Power savings are achieved through Next Generation compressor & VRT Smart Control. Auto Refrigerant charge functions contribute to optimized operation efficiency, higher quality and easier installation.

In this segment, Daikin already has a large market share in Asia (~60% share), China (44% share) and India (~60% share) and given its product /engineering superiority and service advantages, competitors will have a hard time to replicate Daikin's success. Some prestigious VRV projects include installations at the international airports at Hyderabad and Mangalore, the Delhi, Jaipur and Mumbai Metro Depots, quite a few IIT's and the BJP headquarters.



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