

Remote Support for Energy-Efficient Operation

Making office buildings energy efficient is crucial to reducing CO₂ emissions. And air conditioners—which account for a full 40% of the energy consumed by office buildings in Japan—hold the key to this CO₂ reduction.

Energy efficiency varies dramatically depending on how air conditioners are used. That's why we also assist customers in how to use them more efficiently through after-sales support. Daikin offers its Air Conditioning Network Service System II, a solution for ensuring that no energy gets wasted in commercial air conditioners. Besides a maintenance control function, which monitors the operational status, offers appropriate maintenance suggestions, and automatically detects potential problems, this system now has "remote energy-saving tuning," which keeps air conditioners at maximum energy savings. Customers will maximize room comfort and minimize energy costs.

Precision Control Cuts Energy Costs up to 20% Annually

The remote energy-saving tuning function is a service in which the Daikin remote monitoring center automatically maintains optimum energy efficiency of a building air conditioner by using information such

as the type of installation, how it is used, and local weather conditions. High efficiency is achieved in three ways: (1) by keeping electricity consumption below the set peak electricity demand, (2) by preventing excessive cooling or heating of rooms, and (3) by automatically controlling air conditioning based on factors specific to the building, such as how the building is used and how many people work there. Buildings at Kyoto University's Katsura campus have saved on average 23% of building energy use (during summer). The university has been especially pleased that it does not require any extra equipment such as sensors.

In March 2009, we added a new function called "energy saving improvement support." This helps customers save even more energy by giving them a dedicated website showing daily operational data by room as well as helpful information such as reminders that equipment has been left on.

This service is also available to customers outside Japan. It was inaugurated in November 2008 in Europe and China after field tests in these regions showed energy reductions of approximately 20%. We are currently conducting field tests in North America and Asia. Our goal is to offer customers around the world services that make the most out of the advanced performance of air conditioners to help our customers save energy.

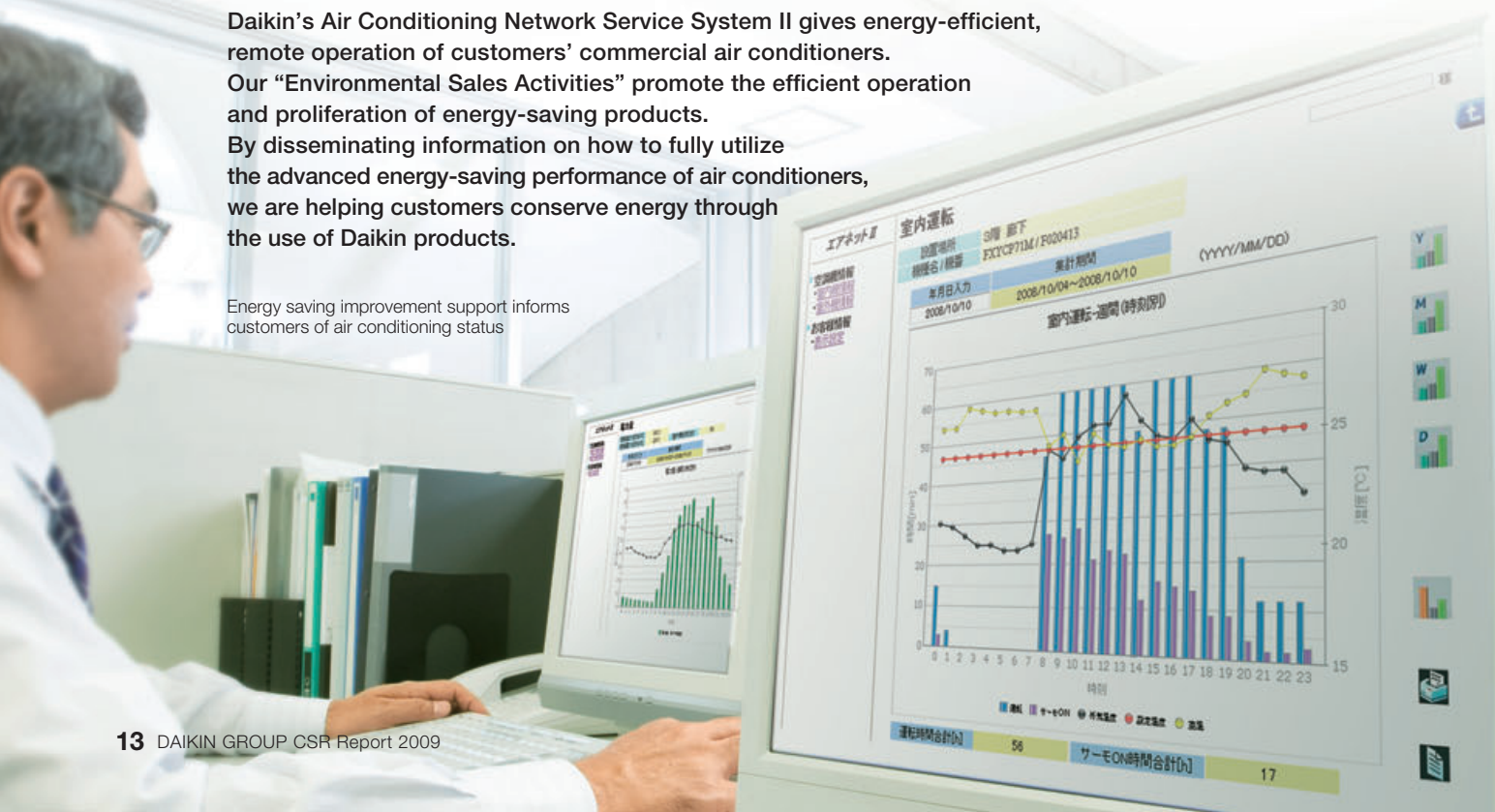
Running Products Efficiently — Air Conditioning Network Service System II Helps Customers Reduce CO₂ Emissions

Daikin's Air Conditioning Network Service System II gives energy-efficient, remote operation of customers' commercial air conditioners.

Our "Environmental Sales Activities" promote the efficient operation and proliferation of energy-saving products.

By disseminating information on how to fully utilize the advanced energy-saving performance of air conditioners, we are helping customers conserve energy through the use of Daikin products.

Energy saving improvement support informs customers of air conditioning status



Environmental Sales Activities Help Proliferate Energy-Efficient Products and Services

In addition to Daikin's Network Service System, we are also helping customers reduce their CO₂ emissions by making our sales staff environmental experts. Daikin sales people are constantly improving their ability to offer customers useful energy-saving advice that covers topics like the Energy Conservation Law and other regulations, green procurement, measurement of CO₂ emissions, and subsidy programs. They are also strengthening their consulting know-how so that our customers gain a better understanding of our products and services.

Our sales people strive to explain environmental issues in their own words. In 2007, the Air Conditioning Sales Group in Japan started its Environmental Sales Activities. We require all sales people to pass the Certification Test for Environmental Specialists (Eco Test) in order to expand their knowledge of the environment and strengthen their consulting ability. We also have environmental solution training courses where sales people can boost their selling capabilities through practical lessons in offering customers solutions. We help everyone get better at presenting customers with solutions that fit their peculiar needs.



Workshop for sales people

Impressions from Our Customers

Entrusting Temperature Control to the Network Service System

Sumiyoshi Ward Office, Osaka



The city of Osaka has set a goal of reducing 2010 greenhouse gas emissions from all its business activities by 7% compared to 2004. We recently installed the Air Conditioning Network Service System II throughout the entire ward office and in the local library, and we expect that it will save much more energy than if we had to adjust air conditioning temperatures manually.

We are extremely satisfied with the system. Besides energy savings, it provides outstanding operational support and maintenance; this includes providing helpful information on improving our air conditioning operation and its advanced usability.

5th Eco-Products Award

In recognition of its contribution to outstanding energy efficiency and CO₂ emission reductions, Daikin Industries' remote energy-saving tuning system for commercial facility air conditioning systems received the Minister's Prize, Ministry of the Environment, in the Eco-Services Category of the 5th Eco-Products Awards in 2008.



Air Conditioning Network Service System II Expands Worldwide



In offices:

With revisions to Japan's Energy Conservation Law, it is more important than ever for small- and medium-sized enterprises to make their offices and stores more energy efficient.

In schools:

With many local municipalities working to make their schools more energy efficient, school facilities need to be environmentally conscious.

Air Conditioning Network Service System II: Operation

