

COMFORT SOLUTIONS FOR HOTELS



ENERGY-INTELLIGENT™ HEATING AND COOLING SYSTEMS

11.14



COMPREHENSIVE
COMFORT SOLUTIONS
— FOR THE —
HOSPITALITY
INDUSTRY



 **FOUNDED**
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OPERATING IN HOTELS IN OVER
140 COUNTRIES

RESEARCH & DEVELOPMENT
OVER \$300 MILLION

#1 RANKING IN
GLOBAL AIR
CONDITIONING SALES

 **DAIKIN**

Why Hotels Choose Daikin

A History of Indoor Comfort Solutions For Hotels

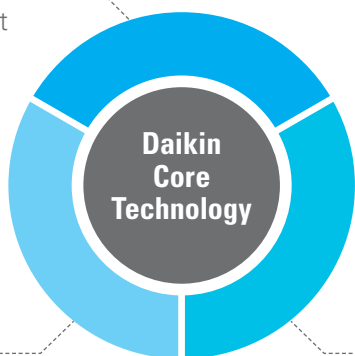
Becoming a global leader in any industry takes more than just time. For over 90 years Daikin has shown that it takes industry-leading product innovation and a commitment to excellence in order to climb to the top. This commitment led Daikin to develop the first Variable Refrigerant Volume (VRV) system in 1982 and to become a pioneer in the hotel industry with our Variable Refrigerant Volume systems since 1987.

Daikin's 3 Core Technologies

Daikin is an industry-leading HVAC technology company. We develop state-of-the-art technology that provides indoor comfort solutions for our customers. We do this by focusing on 3 core technologies. Our refrigerant control technology provides an efficient and effective way to transport heat. Daikin inverter technology allows us to maximize energy efficiency and heat pump technology provides an effective method for moving refrigerant.

Refrigerant Control

Efficient heat transport



Inverter

Contributes to greater energy savings and comfort

Heat Pump

Absorbs or removes heat from the air

The Total Solution

Daikin's products and controls are designed to provide a flexible, scalable, total solution for hotel HVAC. We are committed to supporting our customers at every phase of the project to ensure that the highest quality and most cost effective solution is the one that is provided. From project conception throughout the life of an HVAC system, Daikin provides world class products and support. A single source and total solution for your HVAC requirements.



Research & Development



Manufacturing



Sales



After Sales Service

Total Hotel Solutions



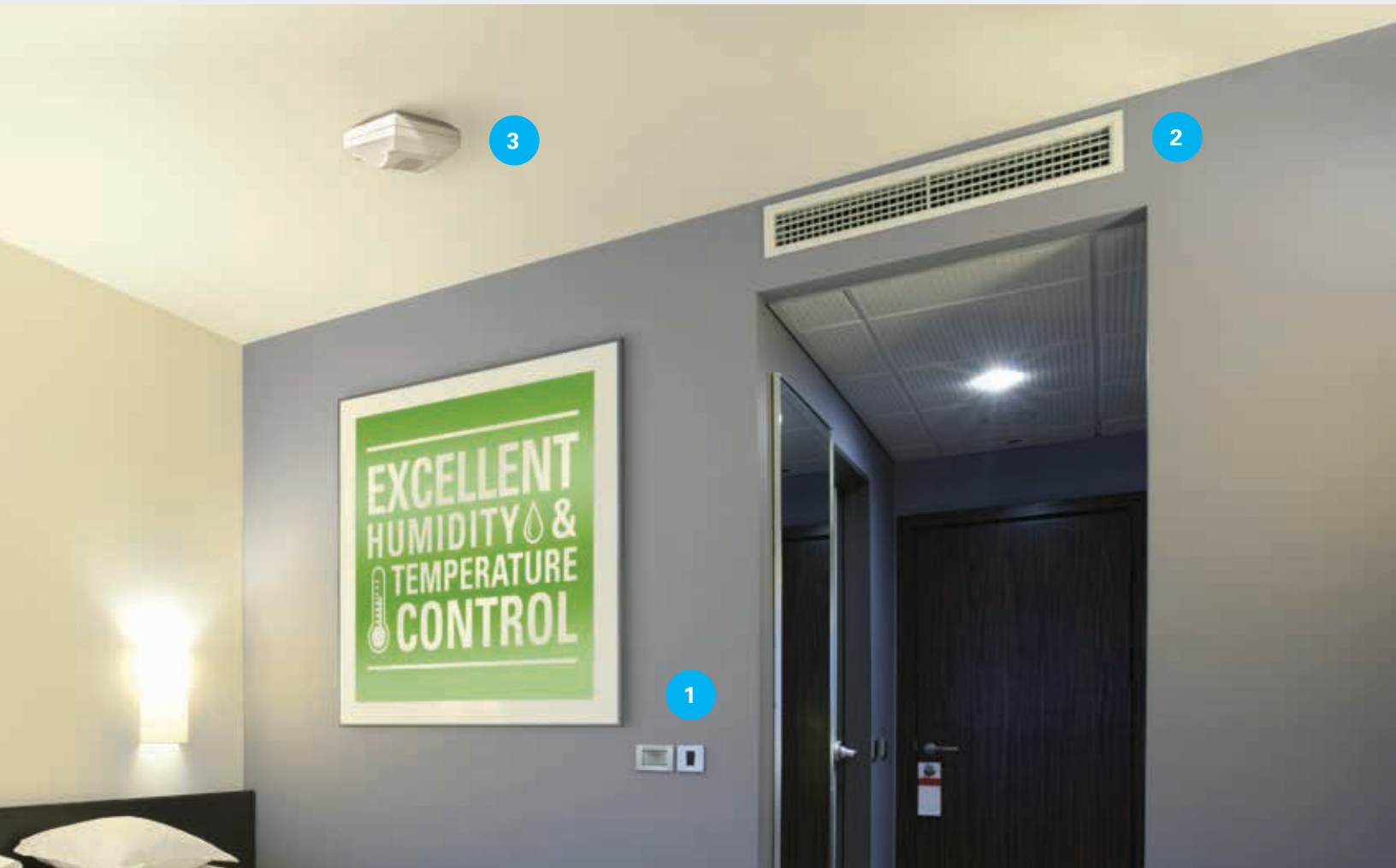
Experience, Knowledge & Innovation

At Daikin we are committed to creating an unrivaled customer experience. We have listened closely to owners, franchisees, engineers, architects, and hotel guests to discover exactly what the elements are that create the ideal customer experience. Our goal is to continue to provide the perfect guest experience and a complete solution for hotel owners and operators by continually improving our products, processes, and relationships within the hotel industry.

Guest comfort is the hallmark of excellent hotels and excellent hotels worldwide turn to Daikin to provide comfort. Daikin delivers this comfort with a 'total solution' that integrates heating, cooling, and ventilation for quiet, draft-free operation that results in a comfortable night's rest for guests and a quiet, clean environment throughout the hotel.

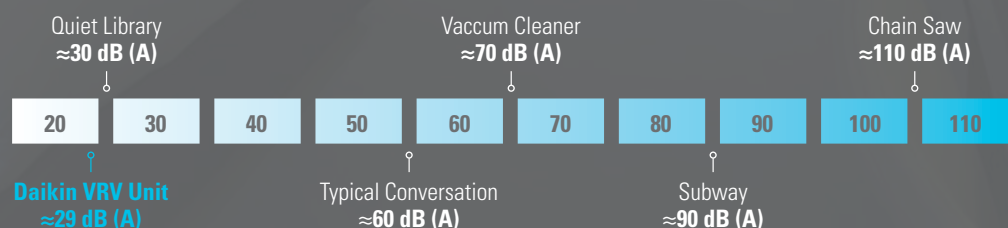
Daikin VRV solutions cover more than just guest rooms. Our round-flow ceiling cassette is discrete and quiet making it a perfect solution for common areas and conference rooms. Options for this versatile unit include a self-cleaning filter system which helps to reduce maintenance costs and the MERV13 filter that can greatly improve indoor air quality.

Solutions for the Guest Experience



Daikin systems help ensure that your guests experience the highest possible levels of indoor comfort.

- 1.** Simple, intuitive controls.
- 2.** Discrete and quiet ducted indoor unit has sound levels as low as ≈ 29 dB(A), lower than the average noise level in a library.
- 3.** Occupancy sensors along with variable setback capabilities ensure enhanced levels of comfort and energy efficient operation.





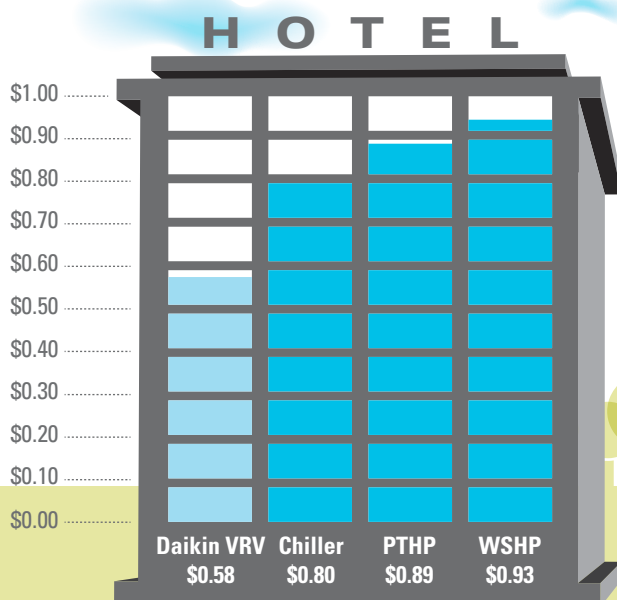
Solutions for Hotel Owners

Maximum Energy Efficiency

Daikin Variable Refrigerant Volume (VRV) HVAC systems are designed to deliver energy-efficient performance. Our VRV systems have the ability to vary capacity and to simultaneously heat and cool. Daikin's highest VRV system efficiency ratings can be as much as 45% higher than the minimum AHRI-rated Packaged Terminal Air Conditioners (PTACs).

Daikin understands that there is more to consider when choosing an HVAC system than installation costs. VRV systems can offer a more cost-effective alternative throughout the life-cycle of the equipment. In addition to energy savings, the opportunity for lower maintenance cost and longer standard periods between remodels combine to significantly lower the overall total cost of ownership.

Average Annual Cost to Operate per/sq.ft



Industry-Leading Warranty

At Daikin we have chosen to show our commitment to our customers and confidence in our equipment by offering a 10 Year Parts Limited Warranty* on all VRV equipment.



*Complete warranty details available from your local Daikin manufacturer's representative or distributor or online at www.daikincomfort.com.



An increase in comfort is a luxury that many guests are willing to pay a premium for.

Daikin VRV systems can be a significant advantage when LEED points and energy-saving initiatives are a design concern. A recent study indicated that LEED certified hotels demonstrate a clear advantage in revenue per available room (RevPAR) over non-LEED certified hotels. Another study suggested that many guests would be willing to pay more to support a hotel's sustainability initiatives.

Controls and Monitoring Solutions

Controls

Simple and Efficient Room Control

Daikin provides scalable options for room control. The Nav Controller can be customized to provide the level of user control that best fits your needs while optimizing energy efficient performance. Daikin's room control solutions can also be fully integrated with occupancy sensors, key card controllers and even centrally controlled to coincide with booked or un-booked status. Daikin VRV systems will also integrate seamlessly with Inncom thermostats and control solutions.



Comprehensive Building Control

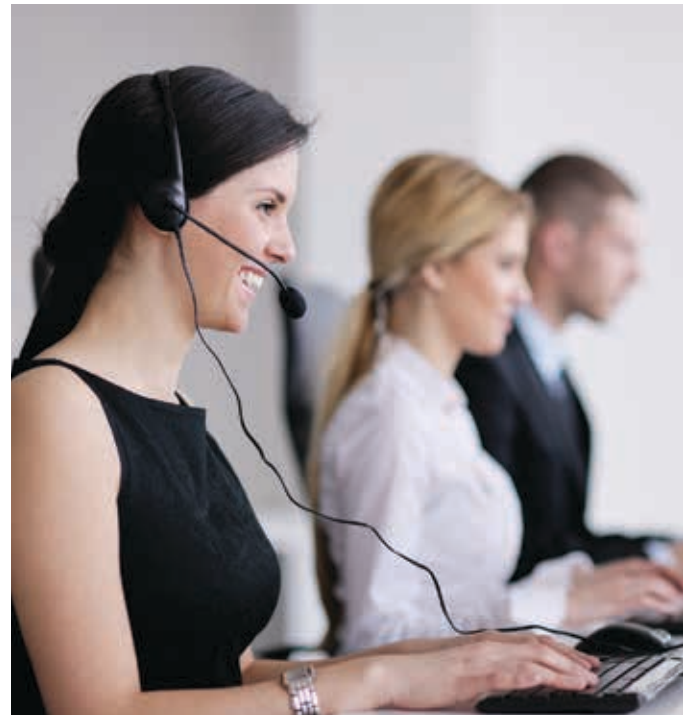


The iTouch Manager provides owners and facilities managers a central control platform with a simple display, easy programming, and Internet capable accessibility. With four different screen views, including a floor plan layout, the iTM controller gives you quick access to information.

Remote Monitoring

Peace-of-Mind Monitoring

Performance monitoring with D-Net provides a 24/7/365 remote monitoring service that optimizes system performance. D-Net uses system and weather data to ensure that your VRV system is operating efficiently and will anticipate and warn of potential system problems reducing down time and saving money.



Total Control Solutions

The Daikin control system provides a flexible solution at every level of user interface. From the guest experience to the seamless integration with the Hotel Energy Management System, Daikin provides a scalable solution that is simple and optimized for efficiency.

- Fully integrates with **INNCOM™**
- Fully integrates with BACnet™ and LonWorks™
- Fully functional as a stand-alone system
- Internet access
- Web monitoring services

Solutions for Design & Construction

Modular Design Modular Installation

Flexibility is a hallmark of a Daikin VRV system. The modular design gives you the ability to build a complete HVAC solution that best fits your needs while a modular installation means you can remodel one floor at a time or stage construction activities with little or no impact to revenue generating activities. Installation of a Daikin VRV system can be less intrusive, less disruptive and require less time than the installation of other types of HVAC systems. The Daikin VRV solution can save time and reduce construction costs.

Designed to Reduce Construction Costs

Installation of a Daikin VRV system can have a positive impact on design and construction related factors. VRV outdoor units have a smaller footprint and lower structural load requirements than do conventional systems. Additionally, Daikin VRV systems require less electrical service than traditional PTAC units and less space for both indoor and outdoor units than many other types of systems.

Construction Advantages

- Easy to install
- Flexible applications
- Smaller space requirements
- Reduced electrical requirements
- Customizable
- Scalable



Knowledge Through Training



Online Training



Classroom Training



Hands-On Training

Daikin University



Daikin understands that highly trained and qualified installers and technicians are a critical component of the VRV lifecycle. That is why we have developed a comprehensive training program that addresses every stage of the VRV lifecycle. We provide online, classroom and hands on training to ensure that our systems are installed and maintained correctly so that every Daikin system can work as designed for years to come.

Support from World Class Experts

Every project has its own unique set of challenges that must be addressed. In order to ensure that you have the highest level of support throughout the entire process, we have a team of highly trained application engineers and manufacturer's representatives that are ready to assist with expert advice.

Daikin City

Learn more about Daikin's products and technology and gain access to a vast variety of information, tools and resources with the Daikin City portal at www.daikincity.com.





Guest Rooms

Hotel Guests

- Simple to Control
- Comfortable
- Quiet

Owners

- Cost Effective
- Efficient
- Reliable



Common Areas



Conference Rooms

Construction and Renovation

- Flexible
- Modular
- Saves Time and Money

Comprehensive Comfort Solutions for Hotels

Energy Efficient

VRV IV HEAT RECOVERY



Conference Room Solutions

CEILING CASSETTE



ROUND FLOW



Guest Room Solutions

SLIM-LINE CONCEALED DUCTED UNIT



Lobby and Common Area Solutions

MEDIUM STATIC CONCEALED DUCTED UNIT



Daikin: The Premium Brand industry leader



Daikin Industries, Ltd. (DIL) is a global Fortune 1,000 company which celebrated its 90th anniversary in May 2014. The company is recognized as the largest HVAC (Heating, Ventilating, Air Conditioning) manufacturer in the world. DIL is primarily engaged in developing indoor comfort products, systems and refrigeration products for residential, commercial and industrial applications. Its consistent success is derived, in part, from a focus on innovative, energy-efficient and premium quality indoor climate and comfort management solutions.

Before purchasing this appliance, read important information about its estimated annual energy consumption, yearly operating cost, or energy efficiency rating that is available from your retailer.

**Contact your local Daikin
manufacturers representative or
distributor for more information.**