



**Daikin Ductless Systems:
The Future of HVAC**

Participant Guide

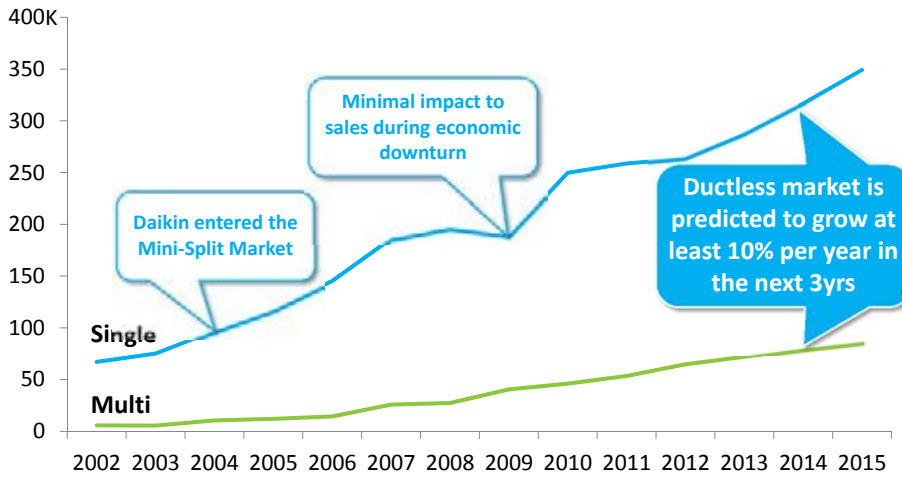


Daikin Ductless Systems: The Future of HVAC

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Ductless Market Growth

The 2 fastest growing product segments in North America

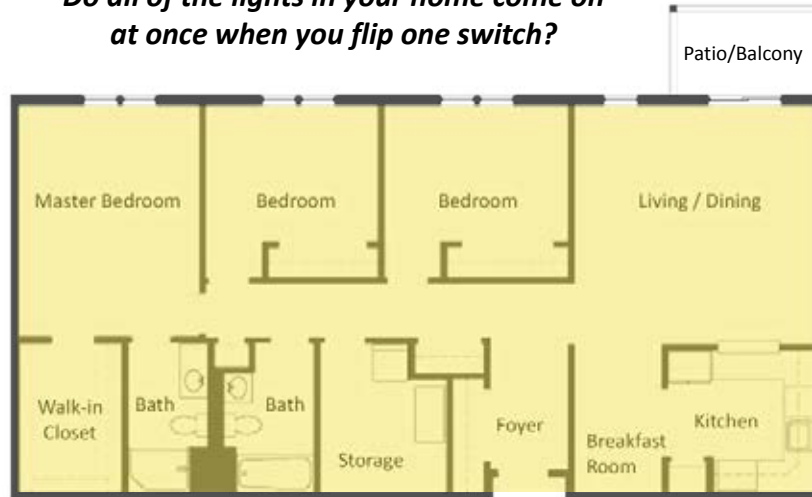


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Selling Ductless

Do all of the lights in your home come on at once when you flip one switch?

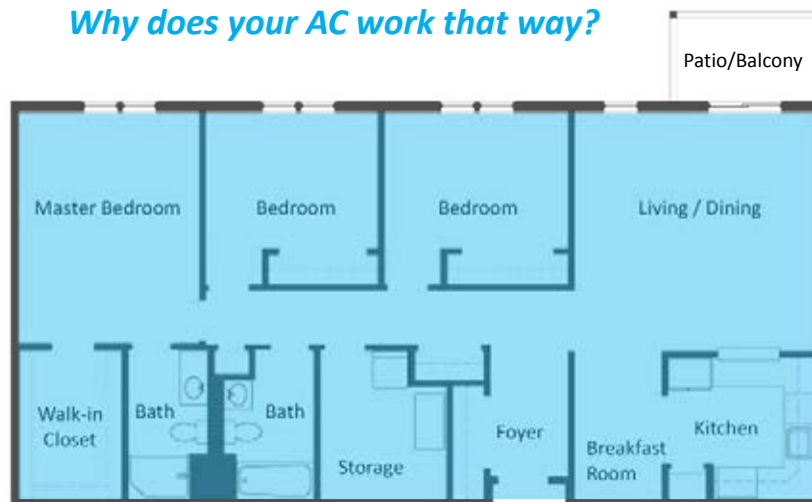


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Selling Ductless

Why does your AC work that way?

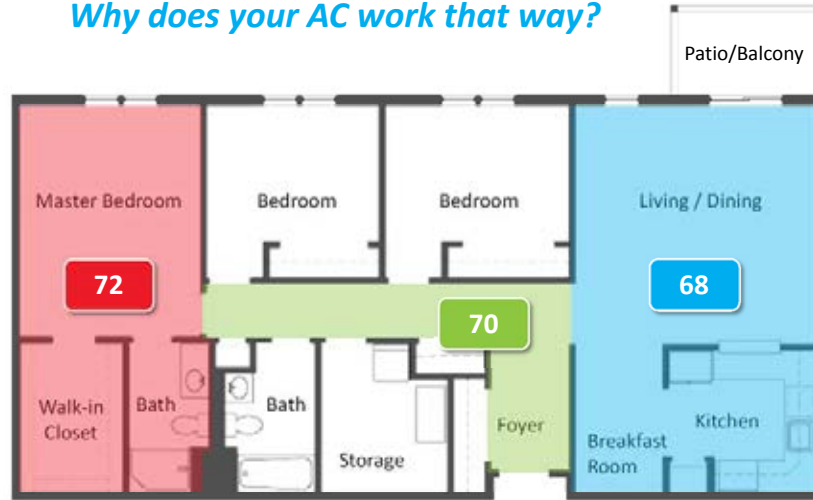


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Selling Ductless

Why does your AC work that way?



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What is the BEST application for ductless products?



Where families spend the most time!

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Daikin Applications

Single Zone Systems

- Hot or cold rooms
- Master bedrooms
- Game/media rooms
- Renovations
- Basements
- Offices
- Garages
- Two story homes with only one system...



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Daikin Applications

Multi-Split Systems

- Multiple zones
- Basements and attics
- Entire floors
- New construction



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Features



- Residential and light commercial
- Complete product lines
 - Inverter driven compressors
 - Single and multi-zone options
 - 9,000 – 48,000 Btu/h
 - Up to 26.1 SEER and 12.5 HSPF
 - Heat pump and cooling only
 - Slim duct and wall mounted indoor units

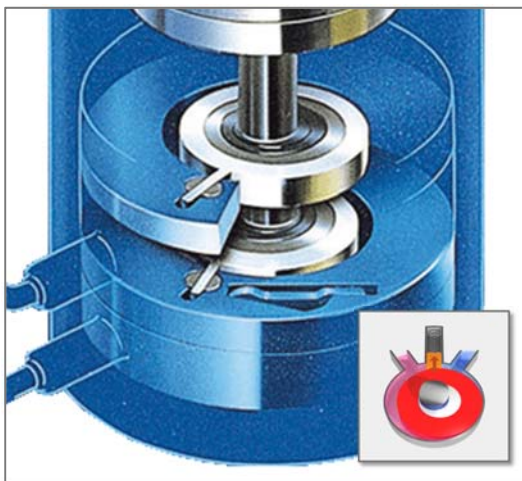
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Features

Daikin Swing Compressor

- Ramp up and down in response to desired temperature.
- Max comfort with minimum temp fluctuation.
- Cools room quickly using full power.
- Reduced noise



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Single Zone

KE Series

- 9, 12, 15, 18, 22k Btu/h
- Up to 18 SEER and 8.5 HSPF
- Whisper quiet operation, as low as 22dB(A)
- Improved indoor air quality
- Compatible with Daikin ENVI thermostat



DAIKIN
ENVI



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Single Zone

LV Series

- 3-D Airflow wall mount unit :
9, 12, 15, 18, 24k Btu/h
- Slim duct indoor unit:
9, 12k Btu/h
- Up to 24.5 SEER and 12.5 HSPF
- Intelligent eye occupancy sensor
- Improved indoor air quality
- Compatible with Daikin ENVI thermostat



DAIKIN
ENVI



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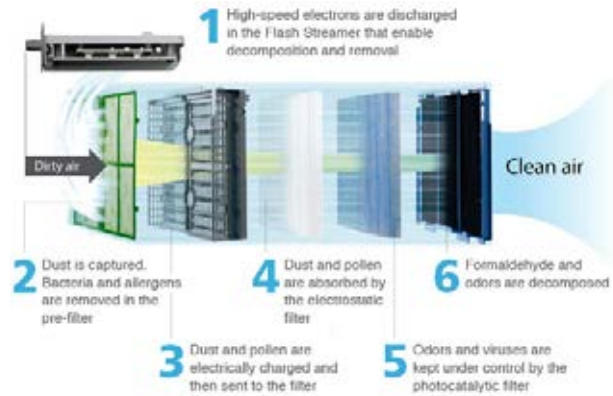
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Single Zone

Quaternity

- 9, 12, 15k Btu/h
- Up to 26.1 SEER and 15.8 EER
- Humidity control to a relative set point
- Advanced filtration: allergens, odors and bacteria
- Low ambient operation to -4° F

Flash Streamer Technology

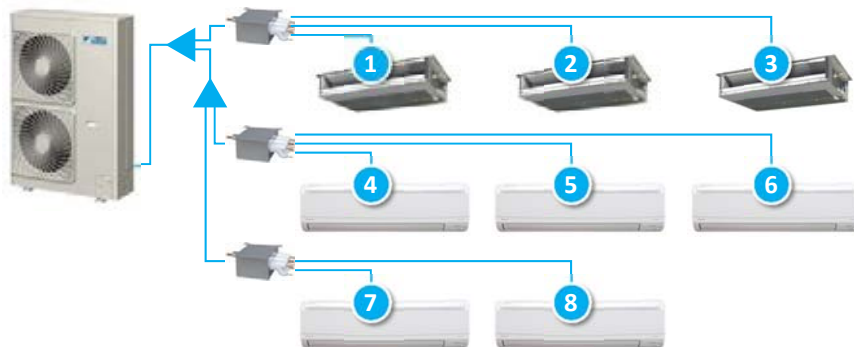


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MXS Series

- 2, 3, 4, and 8-Zone multi-split systems
- Up to 19.5 SEER, 12.6 EER, 9.2 HSPF
- Multiple styles- wall mounted, slim duct, and ceiling cassette
- Max comfort and control

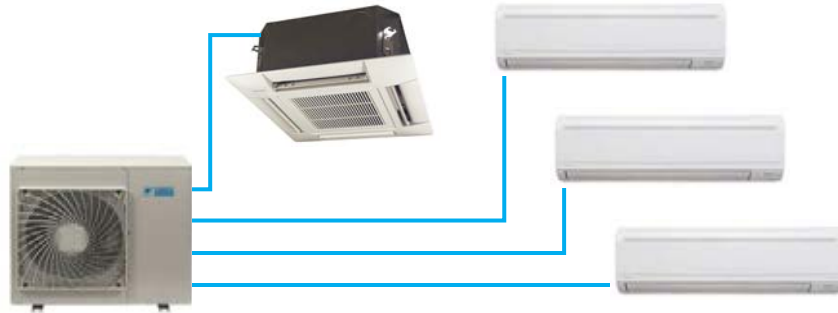


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MXS Series

- 18, 24, 32, 48 Btu/h
- Ideal for installations where outdoor space is limited
- Compact/ lightweight design
- Flexible piping and minimal wiring



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MXS Series

2 Zone	3 Zone	4 Zone	8 Zone
2MXS 18,000	3MXS 24,000	4MXS 32,000	8MXS 48,000

Compatible with:



		Indoor Capacity Range (Btu/h)					
Model		7,000	9,000	12,000	15,000	18,000	24,000
	CTXS Wall Mount	•	•	•			
	FTXS Wall Mount				•	•	•
	CDXS Slim Duct				•	•	•
	FDXS Slim Duct		•	•			
	FFQ 2'x2' Ceiling Cassette		•	•	•	•	

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“ENVi” Intelligent Thermostat

- WIFI controlled, and wired to system power supply (no batteries to replace)
- Smart Grid Capable
- Backlit LCD display
- Accessible via PC, Smart Phone, Tablet
- Secondary heat control



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Tools and Apps

eQuip Mobile App

Daikin University

Reference Guide

A collage of three items: a tablet displaying the DAIKIN AC mobile app interface with 'Technical Information' and 'Document Library' buttons; a smartphone displaying the Daikin University website with a 'WELCOME TO DAIKIN UNIVERSITY TRAINING' section; and a printed 'DUCTLESS PRODUCTS REFERENCE GUIDE' featuring a couple looking at a tablet and a floor plan.

Visit www.DaikinUniversity.com for training calendars and information

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Selling Ductless

1 Look for ductless opportunities **every** day

2 Discover homeowner problems and needs

Ask questions and have customers fill out a comfort survey.



Lifestyle

- Age of home
- Family members
- Main living areas



Comfort

- Hot or cold rooms
- Airflow issues
- Allergies



Energy

- Average bills
- Energy trends
- Home improvements

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Selling Ductless

3 Look for additional comfort and energy savings opportunities throughout the home



Heavy or Low Sunlight



Empty or Non-Used Rooms



Sunrooms, Porches, Attics, Basements, Additions



Portable Heating, AC or Filtration Devices

4 Introduce Daikin systems and benefits

Next generation heating and cooling

Maximum energy efficiency

Heat and cool only the rooms you use

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Selling Ductless

- 5 Include ductless system options with your proposal and **differentiate** from the competition

Scenario:
Late 50's couple with kids out of the home



- A. 14 SEER heat pump system on 1st floor
- B. 16 SEER system
- C. 14 SEER system + Daikin ductless in master bedroom *Recommended*
- D. 16 SEER system + Daikin 2 zone system for master BR and living rooms
- E. 18 SEER system

Ductless AND Unitary vs Ductless OR Unitary

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Daikin Future

Mix and match of world wide product

Cold climate performance

Expanded multi-zone products

Improved appearance

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Q&A

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