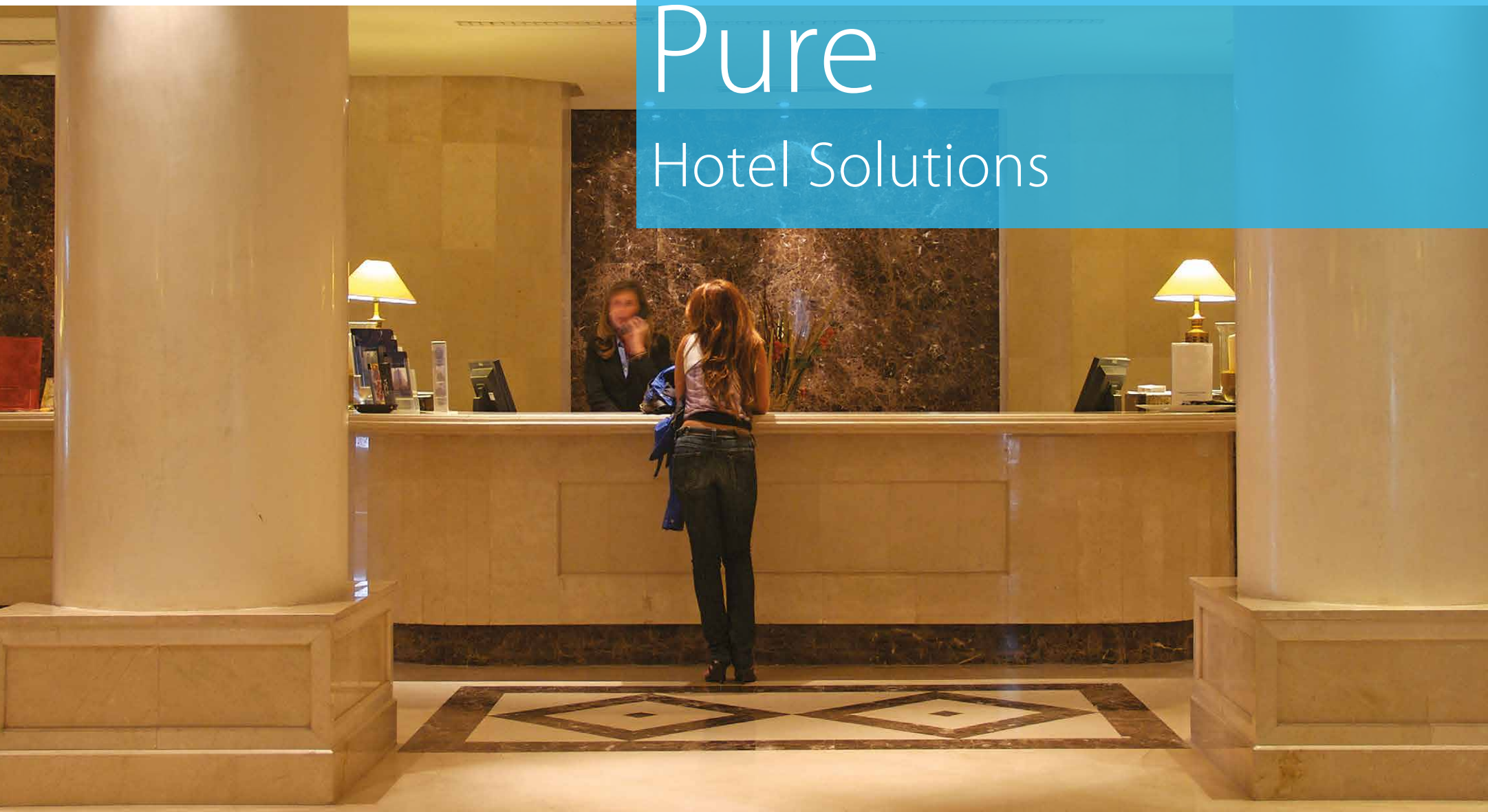




# Pure Hotel Solutions



PURE

# Pure Expertise

We provide flexible options for the complete control of your hospitality environment, lowering the total cost of ownership whilst driving up customer satisfaction and enhancing your brand reputation.

Few businesses are more sensitive to the comfort of their customers than in the hotel industry. Maintaining the ideal environment throughout different areas, at different times, is a delicate balance between creating a welcoming atmosphere whilst meeting the pressures to manage costs and improve sustainability.

We will work with you to optimise your climate and energy management systems, reducing the disruption caused by any work and minimising maintenance requirements. We'll address the particular requirements of your different spaces – guest rooms, dining areas, spas, gyms, public zones, conference and meeting rooms – to create an integrated approach that ensures your customers enjoy the best possible comfort in the most cost effective way.

**That's pure business sense.**

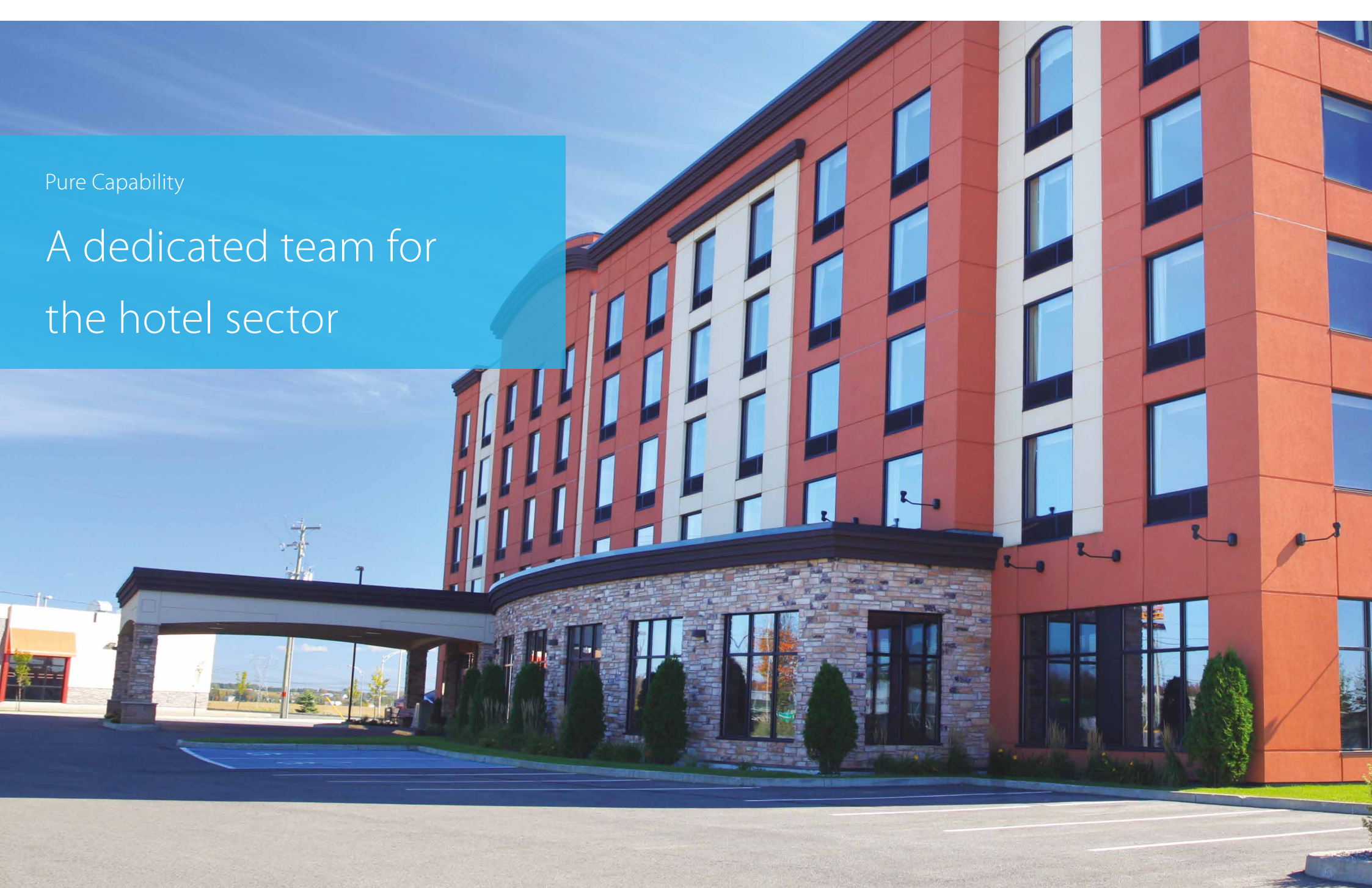
NUMBER #1

Daikin is the  
**GLOBAL  
NO.1**  
Air Conditioning  
Company



Pure Capability

A dedicated team for  
the hotel sector





Hotel businesses face a number of challenges when it comes to having cooling, heating, ventilation and refrigeration systems installed, replaced or upgraded. It's of paramount importance to provide a high level of individual control in guest rooms and other areas, while ensuring that any maintenance has the lowest possible impact on income and, of course, minimising running costs per room.

We can help you find the right solutions for your property, combining superior performance with elegant design, giving you systems that blend with the appearance and enhance the interior climate of your building.

By improving the quality and control that your customers have over their environment, you may improve your star rating and scores on review sites, potentially enabling you to charge more per room, encourage repeat business and attract more discerning customers.

Our dedicated hotels sector specialist will help to identify the right refrigeration, heating, cooling and ventilation solution for your needs, including heat recovery options, energy-saving innovations, intelligent controls and remote monitoring that deliver proven value to your business.

As part of your Corporate Support package, you can depend on the support of a financially strong business focused purely on energy management and climate control.

Along with market-leading innovations and technologies, you'll benefit from high levels of service based on transparent pricing from your dedicated sector specialist.

And all this is supported by a national network of fully trained and accredited contractors to fulfil your extended warranty terms.

#### KEY FACT

Daikin UK is a wholly owned subsidiary of  
**DAIKIN EUROPE NV GROUP,**  
EMEA HQ of Daikin Industries



Pure Vision

# Solutions built around the needs of your guests and your business

Working with you as a Corporate Partner we aim to gain a clear view of your goals, starting with an assessment of your needs and an evaluation of your existing systems, so we can match our recommendations to your facilities, services and guest profile.

Our goal is to optimise your energy efficiency and sustainability, while meeting or exceeding legislative requirements. We'll also pay close attention to the impact of our systems on the total environment in order to minimise space requirements, noise levels and any potential disruption to guests.

We can assist with lease financing options to balance capital expenditure as well as maximising your Enhanced Capital Allowance (ECA) tax benefits, to provide the best possible return on your investment.

In fact, Daikin has the largest range of ECA compliant products in the market, making it easy for you to secure enhanced tax relief on investments in energy efficient equipment.

If required, we can also create an installation and service package, with work scheduled to minimise disruption to your customers and staff. Renowned for being highly reliable, our systems are designed for low maintenance and are backed up by extended warranties from our suppliers. Remote monitoring capabilities enhance the lifespan of your assets and ensure your systems are maintained to optimum efficiency.



## 360° EFFICIENCY



## GLOBAL RECOGNITION

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





Pure Efficiency

# Simplify your systems management whilst maximising returns

With such high demands for guest hot water, refrigeration and ventilation in kitchen and restaurant areas, plus all the usual heating and cooling demands of a busy building, energy efficiency is crucial for profitability. The key to optimising energy efficiency is heat recovery: a solution that balances the heating and cooling demands of a hotel and saves up to 60% on energy costs.

Heat recovery systems reclaim any waste heat expelled from cooling and refrigeration units and put it to good use in other areas of the hotel to create 'free' heat for hot water and ventilation systems.

Maximising room occupancy also means that systems must be easy to install, in a phased approach, protecting the availability of public areas and guest rooms. Daikin systems are modular, so outdoor units can be replaced without interrupting your business. Once installed, intelligent controls and remote monitoring offer preventative maintenance, so that rooms are out of action as little as possible.

Now is the ideal time to upgrade to more energy efficient systems, because the recent ban on R22 refrigerant means that many ageing air conditioning systems will urgently need to be refurbished or replaced, as they can no longer be maintained. Drop-in replacement refrigerants have no warranties, so the impact of breakdown is significant.



## 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

Daikin offers an energy saving solution for upgrading R22 systems without replacing existing pipework, so that disruption to a busy hotel can be minimised while improving system performance and meeting the latest legislation requirements.

#### CARBON TRUST

Heating accounts for  
**29% OF ENERGY USE**  
in non-domestic buildings

#### HEAT RECOVERY

Provides  
**'FREE' HOT WATER**  
up to 80°C

#### EFFICIENT UPGRADES

Over 10,000 R22 systems are still installed in UK.  
**DAIKIN CAN REUSE PIPEWORK FOR LOWER INSTALLATION COST**

Pure Design

# Understated designs deliver impressive performance

Whether for a modular refurbishment or new build project, aesthetics are key to creating the perfect hospitality environment. Yet design isn't just about the way something looks. It's about bringing together form, function and technology to create something that delivers on every level.

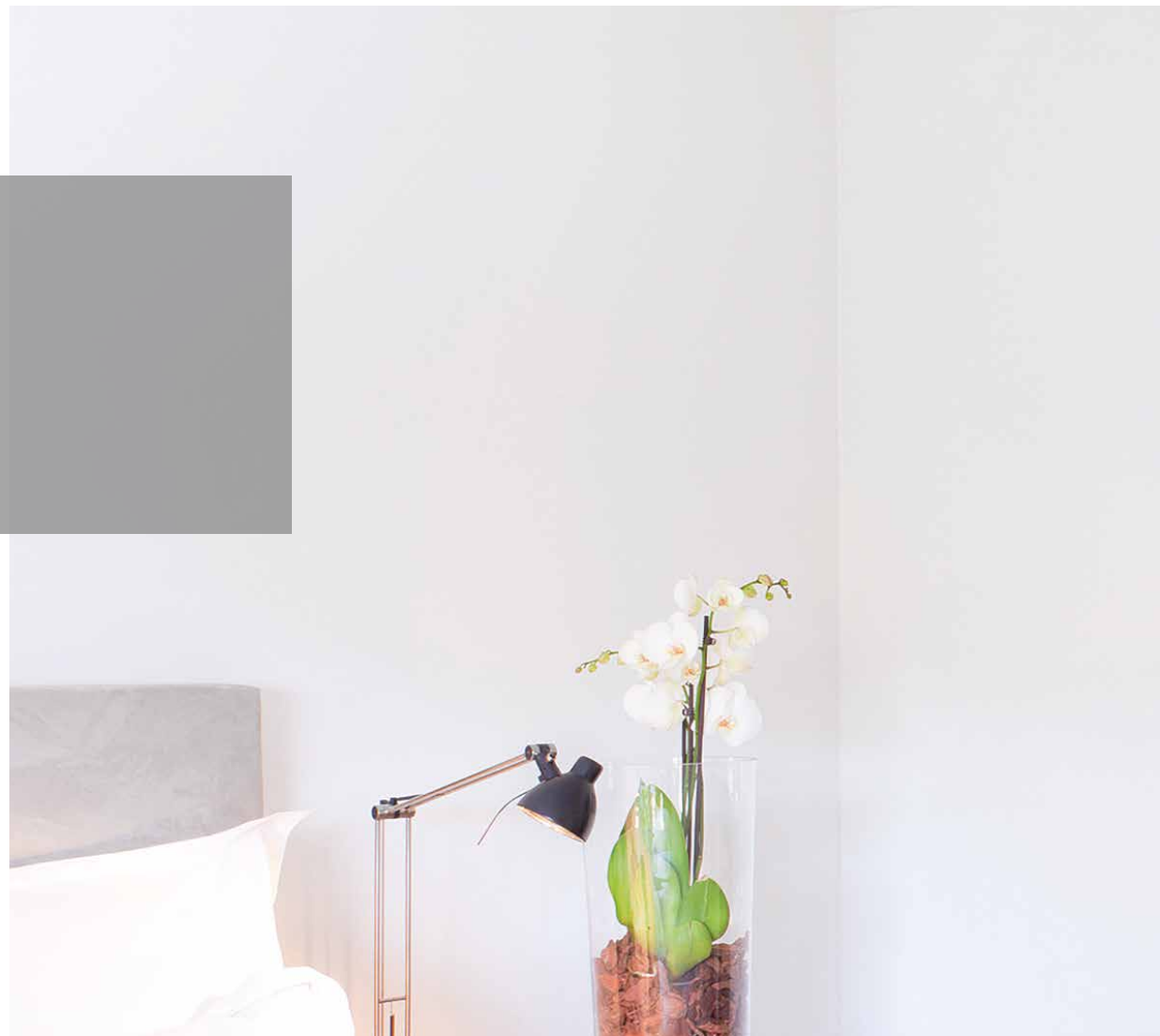
Slim fit units and stylish designs matched to your décor meet both aesthetic and energy needs whilst supporting your brand values of quality, performance and environmental responsibility.

Our slim ducted and concealed units merge almost unseen into your space. We can even craft bespoke solutions to complement your interior and fit sensitively within heritage environments.

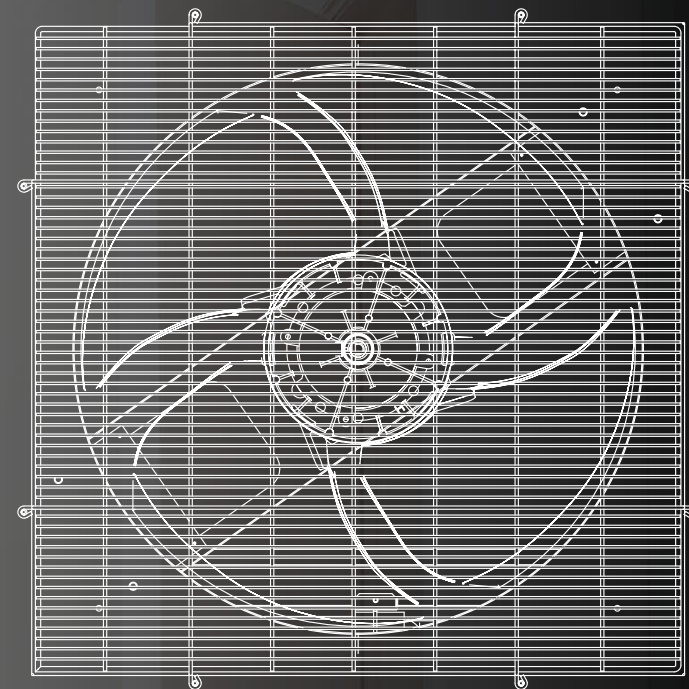
We're not just aware of our impact on the global environment, designing technologies that reduce carbon emissions, we're also acutely aware of our immediate environment.

So we make our systems as quiet and draft free as possible, removing unnecessary noise from the surroundings to create an atmosphere that's perfectly relaxing for your guests.

And when it comes to protecting your reputation, our ultra-quiet exterior units will help you maintain good relations with neighbours and overcome planning issues by avoiding external noise pollution too. Small footprint units can even be installed inside, when there simply isn't the space to do so outside. In fact, you can rely on us to find a solution for every location.







#### SELF-CLEANING CEILING UNITS

Cut maintenance and  
**SAVE UP  
TO 50%**  
on running costs

#### HEAT RECOVERY

Air curtains use  
**72% LESS  
ENERGY**  
than electric models



Pure Control

# Create the ultimate guest environment and lower your running costs

Now you can give your guests the luxury of controlling their own climate, without losing control of your energy bills.

Localised control via key card allows guests to adjust the comfort settings in their own room, within certain pre-agreed limits. Intelligent sensors can also adapt the settings when the room is empty, a window is opened or the guest is sleeping, to save energy while maintaining comfort levels.

Our control solutions can integrate with your building management systems, putting energy and environmental management at your fingertips. With an intuitive user interface, accessible via your desktop PC, you can access layouts and floor plans to monitor, schedule and adjust your company-wide climate control systems to adapt to different events or periods of activity.

By gaining a clear view of where energy is being used – and possibly wasted – you can tailor heating and cooling schedules by area and time to optimise performance. You can also use the data to record individual unit or room consumption.

We can also offer remote monitoring (the Daikin Network Service System) to warn of potential failures or maintenance requirements, reducing unexpected downtime and enabling you to schedule work away from busy periods to maximise occupancy.





These control options give you confidence that your heating and cooling systems are always working as efficiently as possible, while ensuring guest comfort at all times.

#### LOWER RUNNING COSTS

Client monitoring of a new VRV project shows  
**39% LOWER RUNNING COSTS** than any previous systems

#### COST SAVINGS

Variable Refrigerant Temperature control of AC could  
**SAVE UK BUSINESS £2.8 BILLION** over the systems' lifetime





Pure Proof

# How we can enhance your operating profits

**At a Grade 2 listed hotel in London**, a phased refurbishment programme replaced the original R22 system, while minimising room closures. An independent report verified overall energy use was reduced by 23.5% year-on-year and by up to 26% in some months.

**At a renowned gym chain**, we produced savings of over 45% by using self-cleaning units and energy saving controllers, while enabling energy control to within 0.1°C.

**At London's 'Icebar'**, Zeas refrigeration condensing units increased energy efficiency by 24% while maintaining an ambience of -5°C. An integrated heat recovery solution for the whole venue – including comfort cooling in the restaurant, ventilation, a door air curtain and hot water – is predicted to deliver savings of over 50%.

CARBON TRUST

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

Pure Service

# A national network dedicated to support

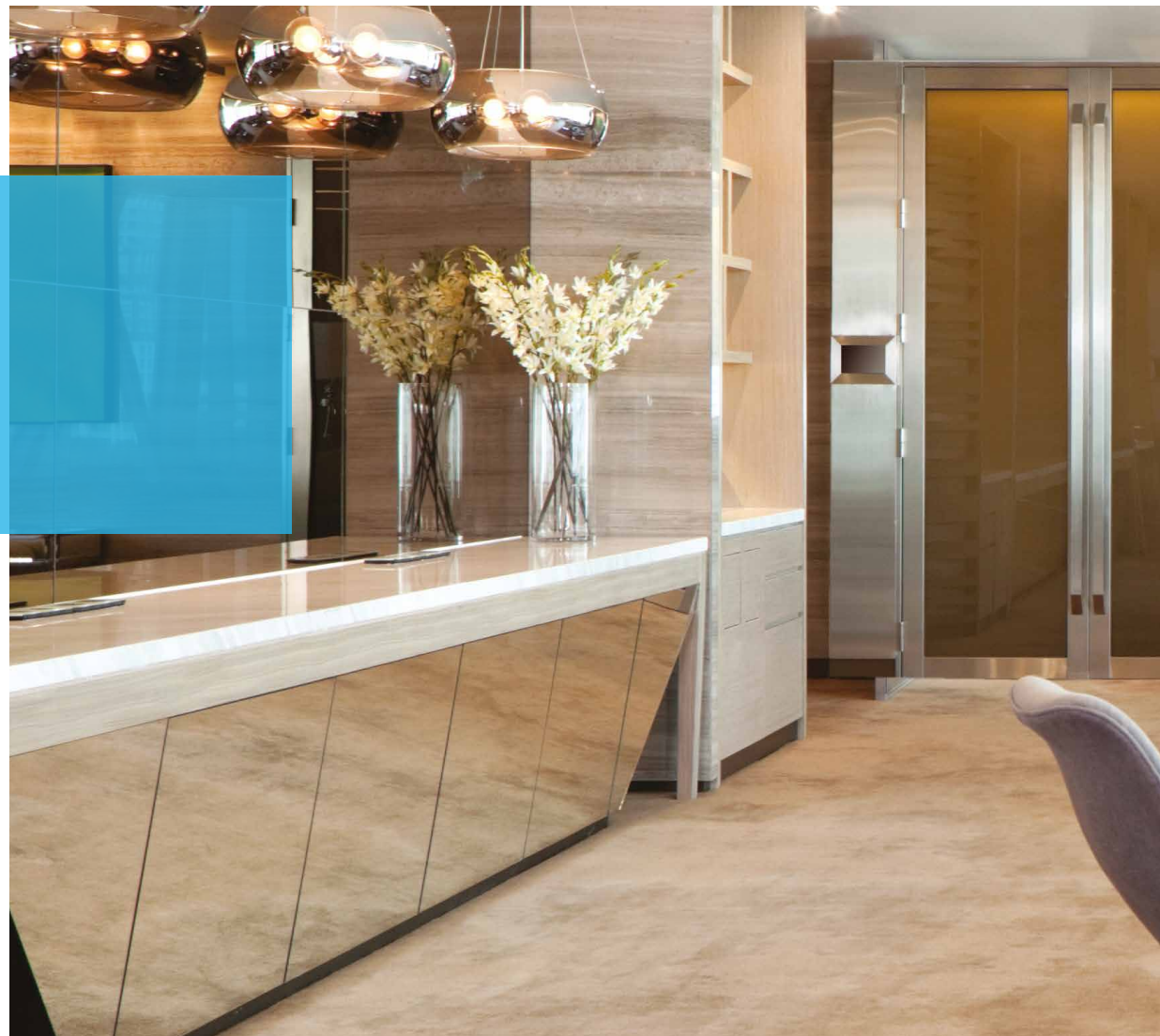
We are committed to supporting our customers with high standards of installation as well as pre- and post-sales service, which is why our own engineers train approximately 1,900 engineers from 600 installation companies at our five regional training centres every year, creating the largest service organisation 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.







RAPID RESPONSE

**97%**  
of critical spares  
available on next  
day delivery

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.

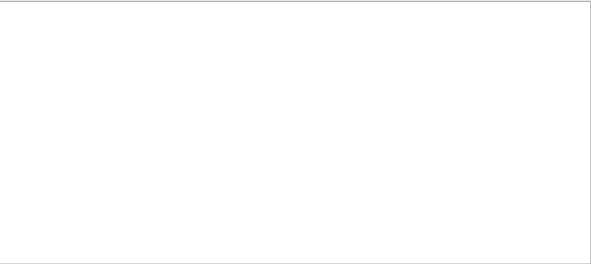
**To discuss your business needs with our Corporate Solutions team, email [corporateclients@daikin.co.uk](mailto:corporateclients@daikin.co.uk) or call 0845 641 9000**







Daikin products qualify for ECA, please see our website for further details [www.daikin.co.uk/eca](http://www.daikin.co.uk/eca)



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