



Subtitle

HITACHI VRF PROJECTS

May 7th, 2018



New air for the world

HITACHI
Air conditioning solutions

Projects in Europe

3

5

12

26

37

Austria
Eastern Europe
France
Italy
Spain
Turkey
UK & Ireland

Note: This is not a detailed list of projects, just some of them.



HITACHI
Air conditioning solutions

Austria

JCH Europe Ops Review- *November 2018*

Business update –*Central*

Project Name	WEG_Therme Blumau
Where	Graz (Austria)
Description	Air conditioning for 40 apartments
Key selling points	Good relation price/quality.
Partners involved	
Total kW HVAC installed	38 HP
Products-IU (number, range)	-44 IU Duct
Products-OU (number, range)	-2RAS-12FSXN1E,1 RAS-14FSXN1E Sigma range
Controls	<ul style="list-style-type: none"> • CS NET MANAGER



Picture not real

JCH Europe Ops Review- *October 2018*

Business update –*Central*

Project Name	Opel HQ building Wien
Where	Vienna (Austria)
Description	Head office OPEL Wien GmbH
Key selling points	Good relation price/quality. Availability (delivery dates)
Partners involved	
Total kW HVAC installed	50 HP
Products-IU (number, range)	-40 IU Duct
Products-OU (number, range)	-2RAS-16FSXNSE,1 RAS-10FSXNSE,1 RAS-8FSXNS Sigma range
Controls	<ul style="list-style-type: none"> CS NET MANAGER



JCH Europe Ops Review- *July* Business update –***CENTRAL***

Project Name	Tunstall
Where	Barendrecht, The Netherlands
Description	Renovation office
Value	
Key Selling Points	HCOP value TAX incentives Flexible system CHAP Multi Box CS Net Manager
Products	<ul style="list-style-type: none">- 2 x Sigma HCOP 50kW outdoor unit- 28 x RPI indoor unit- CS Net Manager



JCH Europe Ops Review- Business update –

Project Name	DB Schenker
Where	Windschuh (Austria)
Description	Headquarters of DB Schenker. A complete building with two floors, and a server room & controls.
Key Selling Points	Price; Availability; Design & installation provided by customer (one contact); WEB based controlling / Servicing
Products	<ul style="list-style-type: none"> • 6 RAS-FSXN (10, 12 and 14)) • 50 HP installed • 43 IU cassettes and 2 splits • 1 CS NET WEB v.4 + PC ARF





Johnson
Controls



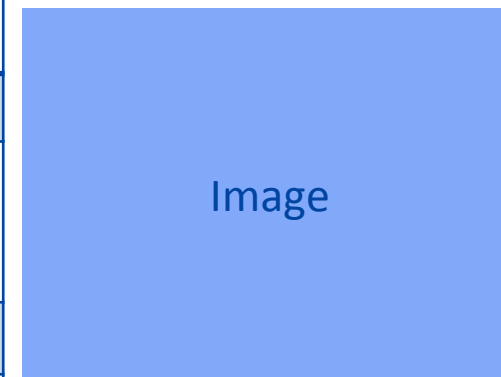
HITACHI
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Eastern Europe

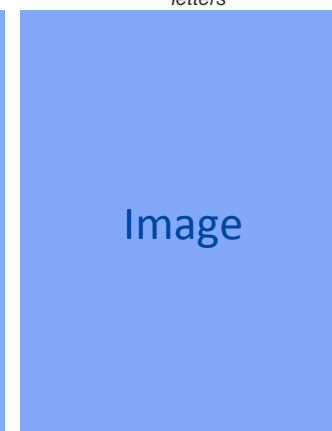
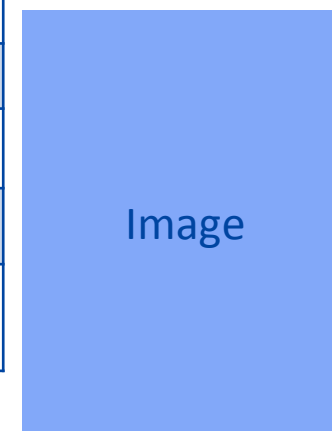
January Monthly Report Czech Republic

Top wins 

Project Name	Rail headquarters building
Where	Ústí nad Labem
Description	Reconstruction of national rail company office building, public contract
Key selling points	Relationship with customer, better solution then the competition due to CS-NET Lite
Partners involved	GreMi Klima
Competitors beaten	Daikin, LG, Samsung
Products-IU (number, range)	40x RPK
Products-OU (number, range)	5x Set free mini
Controls	CS-NET Lite , wall controllers



Please, try to relate why we won with one of the RISE letters



<Jan> Monthly Report <Poland>

Top wins 

Project Name	Aparthotel Król
Where	Jaroslavec, Poland (sea-side)
Description	Hotel / apartments near Polish sea-side. New building
Key selling points	Relationships with customer and his believe in hitachi brand
Partners involved	Tempcold, System-Free
Competitors beaten	Mitsubishi; Daikin; Midea
Total kW HVAC installed	1 M W
Products-IU (number, range)	Ducts x 220; hi-wall x 60; hydrofree
Products-OU (number, range)	21 x 18HP; Hi COP
Controls	Remote controllers



Please, try to relate why we won with one of the RISE letters

<Month> Monthly Report

<Country>

Top wins 

Project Name	
Where	Poland, Warsaw
Description	Offices, Apartments, Restaurants. Piece of history adopted by XXI century design.
Key selling points	Complex solution
Partners involved	Quertech – Warsaw
Competitors beaten	Fujitsu
Total kW HVAC installed	550 kW
Products-IU (number, range)	Mainly cassetts, to be done as it is S&C, first deliveries of CDUs' for July
Products-OU (number, range)	1x 38HP 1x 42HP 6x 24HP ++ IVX to AHU
Controls	CSNET T10





Johnson
Controls



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France

< January > Monthly Report

<France>

Top wins



Project Name	SERFIM VENISSIEUX
Where	Venissieux (near Lyon, 69, France)
Description	Construction of 2 office buildings for headquarters of SERFIM group. Each building measures 2000 m2.
Key selling points	Initial proposition was heating solution but after exchanges with installer, they offered a more technical solution : chiller Samurai. The technicity of the solution convinced the client.
Partners involved	Klyméo (installe/client) SCI Blanc-Manteau Iliade ingenierie
Competitor/s beat	CARRIER (AQUASNAP range)
Total kW HVAC installed	110 kW
Products-IU (number, range)	175 Ducted (RPI-FSN5E)
Products-OU (number, range)	7 DRV SET FREE SIGMA
Controls	CS NET MANAGER New generation (1 per building)



Please, try to relate why we won with one of the RISE letters

JCH Europe Ops Review- *November 2018*

Business update –*France*

Project Name	ORY 4 (AMAZON)
Where	Bretigny sur Orge
Description	Customer searched a DX solution for 2 annex buildings (comfort application for employees and offices) with BREEAM label. We used the multi concept combination of our HITACHI SET FREE range with 3 pipes system and single CH box.
Key selling points	Hitachi was able to supply a complete solution with DX range. Technical and commercial escort with HITACHI Paris office for each step of the project.
Partners involved	Engineering office / Installer : Tunzini (VINCI group)
Total kW HVAC installed	6 x FSXN1E – 3P (around 293kW of nominal cooling capacity)
Products-IU (number, range)	2xRAS12 FSXN1E ; 1xRAS20 FSXN1E ; 1xRAS16 FSXN1E ; 1xRAS14 FSXN1E; 1xRAS30 FSXN1E (all in 3 pipes system).
Products-OU (number, range)	80 x cassettes RCIM (0.8-1.5-2.0) ; 14 x RCI 1.5 FSN4 ; 60 x CH6.0N2
Controls	2 x PSCA160WEB



JCH Europe Ops Review- *October 2018*

Business update –*France*

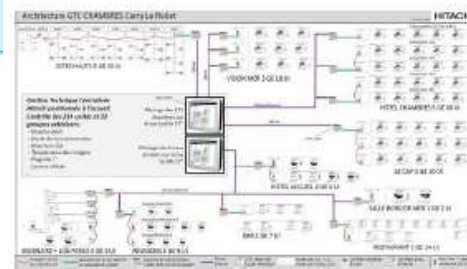
Project Name	LABORATORIES HOPITAL DE LYON VINATIER (Neuro Campus)
Where	BRON
Description	<p>Customer was looking for a safe and efficient solution. We used the multi concept combination of our Samurai L line-up ton convince him (independent chillers, high performance, meeting Eco Design 2021).</p> <p>DX units delivered in addition : Sigma + IVX Premium and Comfort to cool data center.</p>
Key selling points	Hitachi was able to supply a complete solution with chillers and DX line-up.
Partners involved	Engineering office: CET Ingénierie / Installer: Eiffage
Total kW HVAC installed	12 HP and 2 HP
Products-IU (number, range)	
Products-OU (number, range)	-1 SIGMA (20HP) + 2 IVX Premium -4 RCME-60HP
Controls	2 Modbus



JCH Europe Ops Review- June

Business update –*FRANCE*

Project	VACANCIEL
Localisation	CARRY LE ROUET (13)
Partners	<p>Program: Heavy restructuring of the hotel + Renovation of the Lodgings, the rooms, meeting rooms and versatile Rehabilitation of the surrounding + Demolition of a building and reconstruction of its equivalent Area project: 7234m² - Room Hotel: 69 - Cap Room: 40 - Vision Sea Room 18 Cottages 5 gites 4 persons and 10 gites 6 persons 520 beds Cost of work: 11,000,000.00 € excl. VAT</p> <p>Equipments: fitness space, restaurant, large Multi-Purpose room, bar, 5 meeting rooms of different sizes, seminar room</p> <p>Activities: 1 Outdoor Pool, MultiSport field: Tennis volley, Beach Volleyball, Accrobranche, Archery Children games Floor</p>
Order Amount	
Why was the HITACHI solution chosen?	<ul style="list-style-type: none"> • Project in prescription with the master of work • The mastery of work and the project management was satisfied with Hitachi on the 1st step of the project, realized between OCT 2016 and April 2017 (VACANCIEL CARQUEIRANNE) • Very high responsiveness for the supply of material (200 RPIM under 3-4 weeks) • Low capacity in refrigerant of DRV compared to competition (en 378) • M1 Insulation of RPI ducts • Technology specificities of the CS-NET MANAGER which was able to answer the problem of a very big site
Equipment	34 outdoor units + 224 indoor units (ducts and cassettes) + 2 CS-NET MANAGER



JCH Europe Ops Review- Business update –

Project Name	1st AUCHAN shopping center in Corsica
Where	Ajaccio in Corsica
Description	<p>- Shopping center air-conditioning</p> <p>The Auchan brand will open a hypermarket at the gates of Ajaccio in the heart of the future commercial area of the Atrium : a 38-hectare project in the town of Sarrola Carcopino.</p>
Key Selling Points	- Client relationship
Products	<ul style="list-style-type: none"> • 12 VRF from Confort to Standard pipes units • 115,5 HP installed • 51 IU cassette and duct type • 7 RAC units



● / CORSE VASTELLA / CORSE DU-SUD

Auchan s'installe en Corse avec un premier hypermarché à Ajaccio



JCH Europe Ops Review - Business update –

Project Name	Elipsys
Where	TOULOUSE center (Street 36-Ponts)
Description	<p>Elipsys is a new office complex of 905 m². Spread over 2 buildings, this project was developed in co-promotion with VIAE and by the architecture agency TAILLANDIER Architecture Associés.</p> <p>The technical engineering office (OTEIS BEFS), trusted us from the design phase. The program has also been certified NF-HQETM commercial building, supported by a BBC label.</p>
Key Selling Points	<ul style="list-style-type: none"> • Good control of the company Quercy Confort, historical partner of the agency Toulouse • Performances of external groups and indoor units (important for the BBC-HQE label).
Products	<ul style="list-style-type: none"> • Range FSXN1E (10(x2)-14(x2)-16-18-20-22-24-26-28 CV) 2 pipes • 456 RPI + CS-Net Web • 454 PC-ARH



JCH Europe Ops Review - Business update –

Project Name	Aéropole
Where	BLAGNAC (31)
Description	Aéropole is a complex of 5 buildings dating back to the 1990s. The operation consisted in the renovation of 3 buildings of 5: the old chiller system replaced by VRF 2 pipes system. The engineering officer (Technisphere) gave us confidence at the stage design.
Key Selling Points	<ul style="list-style-type: none"> • Project followed upstream from the preliminary draft • Good command of Quercy comfort, a long-term partner of Toulouse Agency • Large floor using the right-of-way of the old floors of the early 1990s • Availability of equipment: capital point for sites under renovation • Technicians in Agency (responsiveness and service)
Products	<ul style="list-style-type: none"> • Range FSXN1E (8(x3)-10(x5)-12(x5)-14(x17) HP) in 2 pipes • 487 floors RPF + 487 PC-ARH • 487 PC-AMTB (multitenant cards)



JCH Europe Ops Review - Business update –

Project Name	Saint Ex Office
Where	TOULOUSE (31)
Description	Saint ex Office is a building of 3850 m ² spread over 6 levels. It is realized by Bouygues Immobilier, belonging to BNP La Francaise real estate managers and rented entirely to the Toulouse group Insitu. It is approved HQE. The engineering office Charlotte from Toulouse challenged us from the design phase.
Key Selling Points	<ul style="list-style-type: none"> • Project prescribed But Spie had taken the site by varying with Toshiba • We were able to regain preference thanks to our agency structure (competitive advantage versus Toshiba that does not have one). We have valued our active contribution to a LEAN step in the realization of the work. • This must contribute for our client to a more economical, faster and better quality job, while working more serenely.
Products	<ul style="list-style-type: none"> • Range FSXN1E (8(x1)-10(x1)-12(x1)-20(x2) CV) -22 (x1) – 24 (x1) in 3 pipes • 219 ducts RPI + 101 CH-Box 3 pipes CH6 • 2 PSC-A160



JCH Europe Ops Review

Business update –

Project	Bordeaux Metropolis Arena
Localisation	BORDEAUX
Partners	<p>The Bordeaux Metropolis arena is a music venue and theater. Its maximum capacity is 11,000.</p> <p>It was built by Bouygues (DV Construction) and will be run by Lagardère group for Bordeaux Metropolis.</p> <p>IG Concept engineering and Bouygues trusted us to take care of the thermal comfort of all the lounges and lodges of the Arena.</p>
Why was the HITACHI solution chosen?	<ul style="list-style-type: none"> • Project quoted by HITACHI and validated by Bouygues. The main interest was the low noise level of 600x600 and 800x800 cassettes. • The outdoor units are located in a technical area which imposes a vertical blowing. • Consulting and preventive support of Hitachi from the design to the commissioning, perceived very positively by Bouygues.
Equipment	<ul style="list-style-type: none"> • FSXNHE (2 pipes) : 5CV (x2) - 6CV (x1) • FSXN1E (2 pipes) : 8CV (x1) – 14CV (x2) – 24CV (x1) • 66 indoor units: RCI – RCIM – RPI – RPIM • 4 monosplits XRAK-35PEC • 1 PSC-A160 central controller wired on the BMS.



JCH Europe Ops Review- Business update –

Project	Hotel LAVOREL OL Park
Localisation	LYON
Partners	<p>Construction of an hotel adjoining the OL Park for the LAVOREL group in partnership with EM2C.</p> <p>Collaborative work with Hervé Thermique.</p> <p>Hotel with 7 floors on 2 buildings equipped with high Performance VRF, air handling units connected on VRF with DX-KIT, production of SHW via 6 Yutaki S 80 in Cascade + Storage tank (ACV brand).</p> <p>Future business: 2 office buildings (step 2).</p>
Why was the HITACHI solution chosen?	<ul style="list-style-type: none"> • Project specified by HITACHI • Low refrigerant charge of SET FREE compared to competition (EN 378) • Project handled by HITACHI with all stakeholders (Promoter/Installer/sub-contractor) • Technical meetings to explain and show our controls (demonstration in our training center) • Trust Relationship with installer
Equipment	<ul style="list-style-type: none"> • Range FSXNH (8(x1)-12(x3)-14(x2)-22(x1)- 28 (x1) CV) in 2 pipes • 140 Ducts RPIM + 36 Ducts RPI • Range XHNPE (8CV x 4 with 4 DX-KIT) • Yutaki S 80 6CV x 5



Johnson
Controls



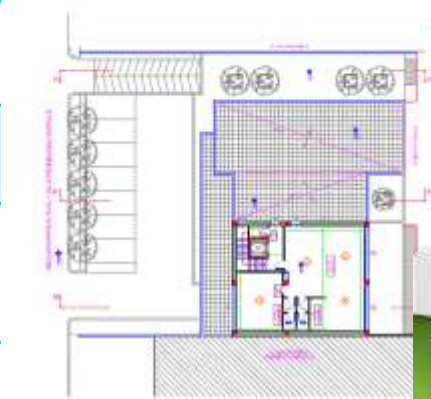
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Italy

JCH Europe Ops Review- *October 2018*

Business update –*Italy*

Project Name	Dental studio Pirozzi
Where	Erchie - Brindisi
Description	The main purpose is to have a quality air speeds using 4 heat exchangers - 3000mc3 all served between cassettes and ducs 20 rooms, on 2 floors. The owner required the CSNET manager since there is the project to open another clinic in Brindisi and he wants to remotely control both structures
Key selling points	ESP external static pressure 80Pa of the fan CS net manager with Building layout
Partners involved	ITS Cavalera installer
Total kW HVAC installed	50kW
Products-IU (number, range)	23 pcs; cassette RCIM e ducted RPI – 4 heat exchange
Products-OU (number, range)	1 pc Sigma standard
Controls	21 pcs ARFPE 1 pc CS net manager LP



JCH Europe Ops Review- July

Business update –ITALY

Project Name	The Mall - luxury outlet
Where	Sanremo - Italy
Description	Shops , open space and restaurants into 2 buildings closed each others in a wonderful contest, the Armea valley hust over Sanremo city.
Key Selling Points	High efficiency also in Standard type of set Free Sigma (maximum efficiency with low cost). COP/ EER e.g. RAS-8FSXNSE cop 4,75 / EER 4,15
Products	59 OU Set free SIGMA (3 Premium, 55 Standard and 1 Utopia) for total 692HP 175 IU (of whom 62 heating recovery)



JCH Europe Ops Review- July

Business update –ITALY

Project Name	Stradivarious shop
Where	Lecce –South Italy
Description	Local distribution in the offices with small Ducts and wall units
Key Selling Points	Thanks to the big size of the ducts (only HITACHI has 16_20HP high pressure ducts), we could create only one air channel of distribution
Products	Set Free Sigma 8_14_18

Images not availables



JCH Europe Ops Review- *June* Business update –*ITALY*

Project Name	Zignago Vetro
Where	Empoli (FI)
Description	Air conditioning in summer and winter with centralised management system and web supervision Cs Net Manager
Key Selling Points	<ul style="list-style-type: none"> • Seasonal efficiencies • High performance in power modulation
Products	Set free SIGMA



JCH Europe Ops Review- June

Business update –ITALY

Project Name	Hotel Luxury
Where	Roma
Description	Nr 4 OU 72HP Sigma, Nr 72 IU RPI / RPF, Nr 3 Yutaki-S
Key Selling Points	<ul style="list-style-type: none"> • Pre & post sales support very important • Solution MultiCH box with 8 outputs with great advantages of installation against MultiCH box LG with only 4 outputs
Products	Set free SIGMA



JCH Europe Ops Review- Business update –

Project Name	Ex Rossi sud Latina
Where	Latina
Description	
Key Selling Points	<ul style="list-style-type: none">• Technical and commercial support provided to the installer (Smirt), attending meetings and visits with commissioning, work direction and designer.• Energy efficiency of external units SetFee from 20 HP.
Products	<ul style="list-style-type: none">• Set free



JCH Europe Ops Review- Business update –

Project Name	Palazzo Uffici
Where	Rome
Description	
Key Selling Points	<ul style="list-style-type: none"> • Precious Pre-sales & service support from the agency.
Products	<ul style="list-style-type: none"> • Set free



JCH Europe Ops Review- Business update –

Project Name	Brico store
Where	Termoli
Description	POS of the famous chain BRICO. The project was born and ended with Hitachi, despite the actions of disturbance of Panasonic, MHI, Haier.
Key Selling Points	<ul style="list-style-type: none">• Installer (SICE) greatly appreciates Hitachi support .
Products	<ul style="list-style-type: none">• Set free



JCH Europe Ops Review- Business update –

Project Name	SIPA offices
Where	Campobasso
Description	The offices are closed to the production site. The project was born and ended with Hitachi, despite the actions of disturbance of Panasonic, MHI, Haier.
Key Selling Points	<ul style="list-style-type: none"> • Installer (SICE) greatly appreciates Hitachi support .
Products	<ul style="list-style-type: none"> • Set free

SCHEDA AZIENDA

SIPA INTERNATIONAL SRL

RECAPITI

Indirizzo	VIA FERRARI 72, 86100
Città	CAMPOBASSO (CB) - IT
Telefono	0874785392
Fax	0874775286
Email	emartino.sipa@gmail.com

JCH Europe Ops Review- Business update –

Project Name	Agenzie delle dogane
Where	Torino – C.so Sebastopoli
Description	
Key Selling Points	<p>Technical features, performance, 4 years of warranty.</p> <p>The good relation between the agency the wholesaler and installer</p>
Products	<ul style="list-style-type: none"> • Set free



JCH Europe Ops Review- Business update –

Project Name	Music & Light
Where	Latina
Description	
Key Selling Points	The agency D'Alessandro gave precious technical support making the systems and suggesting solutions
Products	<ul style="list-style-type: none">• Set free



JCH Europe Ops Review- Business update –

Project Name	Hotel HIVE
Where	Rome
Description	Hitachi team together with the service agent in Rome provided a great technical support to the installer and to the designer (refrigerating distribution agreement as a savings in piping installation) with respect to UNI-EN 378
Key Selling Points	<ul style="list-style-type: none"> • CS NET Manager and his optional functions • RPIM back refrigerant piping connection
Products	<ul style="list-style-type: none"> • Set free



JCH Europe Ops Review- Business update –

Project Name	Offices PLAST PAC
Where	Florence
Description	SetFree system heat recovery for summer and winter air conditioning at service of offices and warehouse.
Key Selling Points	<ul style="list-style-type: none">• Energy-efficient and strong relation between Hitachi/Installer/Consultant and Agency
Products	<ul style="list-style-type: none">• Set free



JCH Europe Ops Review- Business update –

Project Name	Euronics Viareggio
Where	Viareggio (LU)
Description	System Vrf heat recovery for summer and winter air conditioning with centralization system CS Net Manager
Key Selling Points	Energy efficiency Economic offer Good relationship customer/installer
Products	SetFree



JCH Europe Ops Review- Business update –

Project Name	Liceo Ginnasio Virgilio
Where	Roma
Description	The system has been conceived in order to respect the rules of energy efficiency and the fiscal incentives.
Key Selling Points	excellent relations with the Agency speed to develop the project
Products	99 pcs IU - SetFree



JCH Europe Ops Review

Business update –

Project Name	ABB-PowerOne
Where	Firenze
Description	System with variable flow rate for heating in winter and summer cooling with centralized management thanks to the system CS NET WEB + production ACS in heat pump
Key Selling Points	Efficiency SetFree OU Management flessibility of Utopia systems
Products	Mix SF, Utopia e HS



JCH Europe Ops Review- Business update –

Project Name	FM Elettronica
Where	Guidizzolo MN
Description	Heating & cooling solution for new offices and production site
Key Selling Points	New Sigma, and its new technology and performance
Products	VRF



JCH Europe Ops Review- Business update –

Project Name	Palazzo Novecento
Where	Torino
Description	Heating & cooling solution for luxury apartments – 9 floors
Key Selling Points	The combination between heating & VRF
Products	VRF + Heating





Johnson
Controls



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Air conditioning solutions

Spain

JCH Europe Ops Review- Business update –

Project Name	Hotel Los Lances Beach
Where	Tarifa (Cádiz)
Description	100 Rooms 4 Stars Hotel with Heat Pump VRF System DHWS by Yutaki S80 Indoor swimming pool by Yutaki S Size of the project 135K USD
Key Selling Points	Our main competitor was DK and the key points were SEER in VRF and Scopnet in Yutaki S80 and Yutaki S
Products	Product: SETFREE, SYSTEM FREE, YUTAKI S80 & YUTAKI S. Total: 170 hp of Ous.



JCH Europe Ops Review- Business update –

Sede de la Agencia Tributaria

Jaén (Andalusia-Spain)

Government office building

- Top seasonal efficiency of VRF FSXNH outdoor units (best in the market).
- High level off support during project development.

Set Free FSXNH OUs (up to 140 hp)
RAS-XHNPE OUs + DX-KITs
Yutaki S



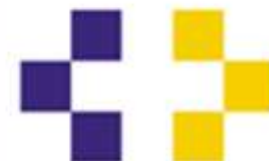
JCH Europe Ops Review- Business update –

Project Name	Office and process plant, Louis Vuitton
Where	<u>Polinyá (Barcelone)</u>
Description	New leather processing facilities for the world known clothing and leather company
Value	
Key Selling Points	<ul style="list-style-type: none">• Best technical solution• Technical support• Factory visit with key contacts
Products	SET FREE FSXN1E, SYSTEM FREE <u>Ius</u> , EXVs



JCH Europe Ops Review- Business update –

Project Name	Centro de <u>Salud</u> Laguna-Mercedes
Where	La Laguna (Tenerife-Spain)
Description	Clinic for the Canary Islands regional government' Healthcare Service
Value	
Key Selling Points	<ul style="list-style-type: none"> • Certified performances and ESEER2 against competitor D • <u>Leadtime</u> in Canary Islands
Products	2x RAS-32FSXN1E Set Free outdoor units 57xRCI-FSN4 cassette IUs 8xRPI-FSN4E ducted IUs



Servicio
Canario de la Salud

JCH Europe Ops Review- Business update –

Project Name	Zara <u>Uomo</u> shop (phase I)
Where	Corso Vittorio <u>Emmanuele</u> II, Milano, Italy
Description	Retail flagship store
Value	
Key Selling Points	<ul style="list-style-type: none">• 10 <u>hp</u> DX-KIT (best in the market).• High level off support during project development.
Products	Set Free FSXN1E OUs System Free IUs + DX KITS



ZARA

INDITEX

JCH Europe Ops Review

Business update –

Project Name	<u>Edificio Colonial</u> Madrid
Where	<u>Calle Principe de Vergara</u> , Madrid
Description	Office Building, 11300 sqm
Value	
Key Selling Points	<ul style="list-style-type: none"> • New Set Free Sigma characteristics. • Combined offer of Hitachi HVAC systems, JCI BMS and TYCO building security.
Products	Set Free FSXNSE OUs System Free IUs + DX KITS



JCH Europe Ops Review- Business update –

Project Name	Sala "Equis"
Where	<u>Calle</u> Duque de Alba, Madrid
Description	Culture Centre, 2.000 <u>sqm</u>
Value	
Key Selling Points	<ul style="list-style-type: none">Set Free, Utopia Premium combination more competitive than competitors.
Products	Set Free FSXN1E an Utopia Premium OUs System Free IUs



JCH Europe Ops Review- Business update –

Project Name	Zara Shop in <u>Parque Nascente</u> Shopping Centre
Where	Gondomar (Portugal)
Description	Clothing shop
Value	
Key Selling Points	<ul style="list-style-type: none">• High reliability of chillers.• High level off support during project development.
Products	Samurai RHME-140AH2 Set Free FSXN1E + System Free IUs + + DX-KITs



JCH Europe Ops Review- Business update –

Project Name	<u>Asepeyo Meridiana</u>
Where	<u>Barcelone</u>
Description	Health insurance office and clinic
Value	
Key Selling Points	<ul style="list-style-type: none">• Three pipe advantages explained.• Anti-cold draft.• Factory in <u>Barcelone</u>.
Products	Set Free FSXN1E 3p + SET FREE FSNM + System Free IUs +



JCH Europe Ops Review- Business update –

Project Name	VIPS/GINOS ALICANTE
Where	Alicante
Description	Restaurant
Value	
Key Selling Points	<ul style="list-style-type: none">• Work with owner company.• Good relationship with consultant.• Centrifugal VRF advantages.
Products	RASC-10/RASC-8/RASC-6 + RPI





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Air conditioning solutions

Turkey

< Q1 FY20 > Monthly Report

<TURKEY>

Top wins

Project Name	HABUR BORDER GATE
Where	SIRNAK/TURKEY (Border Gate Between Turkey & Iraq)
Description	New Border Gate Building. Main Hall, Administrative Offices, Shopping areas and other spaces will be conditioned by Hitachi VRF Equipments.
Key selling points	-High Quality Brand Recognition -Wide Working Range in Cooling mode (up to 52C) (Habur (Sirnak) is a hot region which of its summer conditions could reach up to 50C degrees)
Partners involved	Directly Sold to Main Contractor – May Construction
Total kW HVAC installed	1091 KW VRF + 32 RAC Units (172 KW)
Products-IU (number, range)	RCIM-1.0FSN4E – 71 pcs RCIM-1.5FSN4E – 31 pcs RCIM-2.0FSN4E – 5 pcs DXF-20.0A – 4 pcs DXF-30.0A – 4 pcs 5KW Entry PAC (PED/WED Series) – 20 pcs 6KW Entry PAC (PED/WED Series) – 12 pcs
Products-OU (number, range)	RAS-4.0HNBRKQ – 1 pcs RAS-8HNBCMQR – 5 pcs RAS-10HNBCMQR – 7 pcs RAS-12HNBCMQR – 6 pcs RAS-14HNBCMQR – 3 pcs RAS-16HNBCMQR – 9 pcs
Controls	PC-ARQ + PSC-A64GT



< Q1 FY20 > Monthly Report

<TURKEY>

Top wins

Project Name	ISROTEL KEDMA
Where	SDE BOKER / ISRAEL
Description	163 Luxury Hotel Rooms, Restaurants, Lounge Bars, The Spa, Chillout Corners, Playzone and other spaces will be conditioned by Hitachi VRF Equipments.
Key selling points	-High Quality Brand Recognition -High Energy Efficiency Ratio -FSNS Japan Series
Partners involved	Unique
Total kW HVAC installed	1282 KW
Products-IU (number, range)	RCIM-...FSN4E Series – 12 pcs RPIZ-...HNATNQ Series – 131 pcs RPIM(H)-...HNAUNQ Series – 77 pcs RPK-...FSNM3 Series – 11 pcs DXF-...A Series – 8 pcs
Products-OU (number, range)	RAS-20HNBCM-Q – 5 pcs RAS-22HNBCM-Q – 1 pcs RAS-24HNBCM-Q – 14 pcs
Controls	HCWA10NEGQ + PSC-A64S



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Top wins

Project Name	XPERIA KANDELOR OTEL
Where	ANTALYA/TURKEY
Description	85 Luxury Hotel rooms will be conditioned by Hitachi RAC splits.
Key selling points	-High Quality Brand Recognition -Reseller network
Partners involved	Alaiye Klima
Total kW HVAC installed	212,5 KW
Products-IU (number, range)	RAC-25PEC - 85 pcs.
Products-OU (number, range)	RAC-25WEC – 85 pcs.
Controls	





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Uk & Ireland

JCH Europe Ops Review- *November 2018*

Business update – *UK & IRE*

Project Name	Erskine House
Where	Belfast-UK
Description	Erskine House is a proposed eight storey building comprising ground floor retail units and office accommodation above. The site is bound by 7–9 Arthur Place, 28–36 Arthur Street, 20–36 Chichester Street it is the HQ for HMRC.
Key selling points	The selling points are the performance of the Sigma VRF, Static Pressure: Low noise operation down -14db(A): Installation flexibility with indoor units up 150% capacity of outdoors and the changeover boxes which provides 13% fewer connections: No drain required and smallest footprint
Partners involved	Consultant: Caldwell Consultants Contractors: Graham Construction and Crystal Air for Aircon
Total kW HVAC installed	1232kw
Products-IU (number, range)	RPI's 2,2.5, 3, and 5 (166 units)
Products-OU (number, range)	RAS 10 and 12 (60 units)
Controls	CS Net



JCH Europe Ops Review

Business update –

Project Name	EWM-Peacocks Group Retail Store outlets
Where	Edinburg
Description	These are New and refurbished stores in the UK. They are a Retail outlet with growth forecast double digit on the high street in UK.
Key Selling Points	<ul style="list-style-type: none"> • Hitachi was selected for its complete system solutions • Won by Energy cost saving solutions • Intensive dedication of Hitachi sales people
Products	211 units outdoor and 283 units indoor installed – Hitachi RAS 5HNC1E & RCI 5 IVX comfort & premium–VRF products.



JCH Europe Ops Review- Business update –

Project Name	Cherry Garden School
Where	South Bermondsey, London SE16
Description	This is a special school for disable children, one of the top schools for disable children in London. The school required an HVAC with temperature controlled requirements for the Children.(no Cold Draft).
Key Selling Points	<ul style="list-style-type: none"> • The Hitachi set Free product with CS Web control manager was selected by the Lonre Steward Design and Build contractors base on the technical performance of the product. • Six system were installed with the controller, the technical performance of the products won Hitachi the Project over the competition.
Products	<ul style="list-style-type: none"> • VRF range Set Free with CS Net web



JCH Europe Ops Review

Business update –

Project Name	Holiday Inn Hotel
Where	Belfast
Description	It's the refurbishment of the installations in the hotel. The product was specified Hitachi and based on 2/3 pipe system. This is Phase one of the project
Key Selling Points	Less volume of refrigerant in our system.
Products	VRF 2/3 pipes with Cassettes



JCH Europe Ops Review- Business update –

Project Name	Ibis Queens Quarter Hotel
Where	University Street, Belfast (Ireland)
Description	<p>Air Conditioning for all bedrooms in hotel refurbishment. Comfortable room temperatures throughout hotel with precise control and monitoring through CS Net Manager. Initial project start; 01/2018 Delivery date ; 02/2018 Further hotel projects from this same hotel owner</p>
Key selling points	<ul style="list-style-type: none"> • Multi boxes smaller and lighter than competitors to allow us to install in small ceiling space • Efficiency figures higher to allow lower running costs to end user • Profile of wall mounted indoor unit is perfectly suited to room location
Products	<ul style="list-style-type: none"> • VRF Sigma using wall mounted indoor units and 4 way changeover boxes • 44 x RPK-1.0FSN3M • 4 x RPK-1.0FSN3M • 4 x RAS-10FSXNPE • 12 x CH-AP04MSSX • 1 x CS Net Manager



JCH Europe Ops Review- Business update –

Project Name	Lincoln Building
Where	27-45 Great Victoria Street, Belfast (Ireland)
Description	Lincoln Building presents fully refurbished Grade a office accommodation over seven floors with a new entrance and extensive frontage to Great Victoria Street. The office accommodation ranges from ground floor to a feature glazed executive Level on the 6 th . Hitachi has been chosen as the brand to climate the building.
Key selling points	Flexible installation and high efficiency scores.
Products	<ul style="list-style-type: none"> • VRF Sigma range



JCH Europe Ops Review- Business update –

Project Name	West Lodge Hotel Bantry
Where	Bantry (Ireland)
Description	<p>The Westlodge Hotel and Leisure Centre is situated in the market town of Bantry, overlooking the eternally beautiful Bantry Bay. There is a refurbished in the hotel to improve the air conditioning system in the building.</p>
Key selling points	Flexible installation and high efficiency scores.
Products	<ul style="list-style-type: none"> • VRF Sigma range



JCH Europe Ops Review- Business update –

Project Name	Galmont Hotel
Where	Galway (Ireland)
Description	The Galmont (formerly the Radisson Blu Hotel & Spa, Galway) stands in the heart of the city, it is one of the Ireland's finest 4 star hotels.
Key selling points	Flexible installation and high efficiency scores.
Products	<ul style="list-style-type: none"> • VRF Sigma range





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