



Shop

Hotel

Restaurant

Petrol station

International

Key Account Team

Supporting  
you, every  
step along  
the way



# Supporting you, every step along the way

Nobody is really looking for complexity in business. Because complexity often leads to mistakes, delays or losses. Unfortunately, the world all of us are doing business in, is sometimes quite complex. Looking for further business development, we all expand our international operations. And that doesn't make things easy.

- › As a multinational company, you deserve the **best partners**. Partners that can take away the headaches and make you feel comfortable again. With Daikin, you have found such a partner. Because Daikin would like things to be easy ... for you.
- › And we can help you with that. That's why we have developed our International **Partnership Program**. A program that will include all the items that will make your life easier, personalised to your situation and needs.
- › And that's why we also have a dedicated group of people, our international **key account team**, experts in their business and real organisers. They can rely on a **worldwide network** of colleagues and partners in all segments and aspects of our business. Always available to help you out.

Let's see what they and Daikin can do for you ...  
... to make things easier.

## YOUR benefits

- Ensuring your customers comfort at all times
- Guaranteeing business continuity
- Ensuring your delivery times are met to deliver your challenging deadlines

## YOUR benefits

- Easy budgeting/Procurement benefits
- Increase your profitability and/or complete more projects with same capital expenditure

## EFFICIENCY

- Short & simple communication throughout the project cycle from design to delivery, valid in all international markets
- Guidance on the latest local regulations & government schemes

## UNIFORMITY

- Pre-agreed purchase flows for your international markets
- Rely on the most extensive support and after-sales network for all your international needs
- Rely on an International warranty package with uniform procedures

1 international point of contact located in the Netherlands

- Your international project manager/simplifier/organiser
- Unique technical expertise
- Ensuring fast, simple and smart communication
- Creating your competitive advantage

## TRANSPARENCY

- Cost of Equipment & Services throughout the project cycle
- Supporting you to optimize the project cycle

...ation routes throughout  
...sign to installation,  
...markets  
...cal regulations

...national  
...tact centrally  
...Brussels (BE)

...onal  
...nizer/coordinator  
...cal know-how & expertise  
...mple  
...munication  
...ompetitive

...rough out your international purchases  
... Life Cycle Cost of your HVAC installation

## FLEXIBILITY

- Rely on our international network of Daikin certified installers OR use your own trusted partners
- Best value purchase plans including volume recognition

## YOUR benefits

- Helping you to secure more project completions, saving time and money
- Assisting you in meeting your legal compliance

## YOUR benefits

- Enjoy freedom in our partnership
- Best value for money



## DID YOU KNOW

... investing in energy efficient HVAC & proper maintenance can save you € 15.000 per shop per year while reducing CO<sub>2</sub>-emission by 10 tons per shop per year.

... you can have free heating when looking at your building in a whole.

# Daikin 1 international point of contact

## Daikin Europe N.V.: The company

In 1973, Daikin Industries Ltd. established Daikin Europe N.V. to tailor the Daikin products to the specific needs and requirements of Europe, Middle East, Russia and Africa (EMEA). With the help of our extended network of over 5,400 employees in 50 EMEA countries, we can provide local support to our customers, wherever they may be. Daikin produces a highly energy efficient and comprehensive range of quality indoor climate control products and systems for commercial, industrial and residential applications.

Our product portfolio consists of heating, ventilation, air conditioning, control systems, applied systems and refrigeration products.

## Daikin leads the way

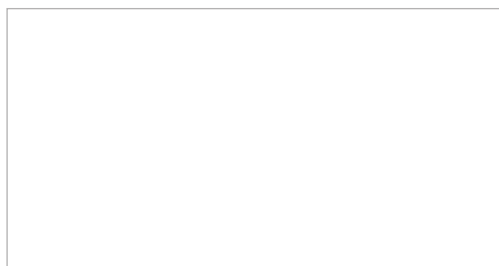
We consider environmental sustainability as one of our key values and this is reflected in everything we do. It led us to be in the frontline of new refrigerant development, pioneering in zero energy buildings and to be one of the biggest contributors in innovation and development of market leading technologies. We consider the long run, what about you?

You can find more corporate information on our website [www.daikin.eu](http://www.daikin.eu)



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Daikin Europe N.V. participates in the Eurovent Certification programme for Liquid Chilling Packages (LCP), Air handling units (AHU), Fan coil units (FCU) and variable refrigerant flow systems (VRF) Check ongoing validity of certificate online: [www.eurovent-certification.com](http://www.eurovent-certification.com) or using: [www.certiflash.com](http://www.certiflash.com)

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