

# TECHNICAL REVIEW

النشرة التقنية - الشرق الأوسط

MIDDLE EAST

USA: \$16.50, United Kingdom: £10

Annual Power Review 2020

ANNUAL POWER REVIEW 2020

## Analysis

Robust GCC policy response  
to COVID-19 crisis

## Crucial role

HVACR sector assists  
life-critical infrastructure

# SURVIVING THE SHOCK

THE POWER SECTOR IS SWITCHED ON

## INSIDE

Cables  
UPS  
Logistics  
Brand View

ELECTRICAL EQUIPMENT AND  
MATERIALS BUYERS' GUIDE 2020

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36 Years

1984 - 2020

Serving Middle East  
Business

# Developing climate-friendly solutions

Daikin MEA's Paolo Nascetti, vice-president-applied and Paras Adhvaryu, general manager-applied talk to Technical Review Middle East about impact of COVID-19 on the HVACR sector, technology trends and market developments.

## Technical Review Middle East (TRME): Can you give an overview of current trends, and developments shaping the Middle East HVACR System market in the COVID-19 era?

**Paolo Nascetti (PN):** The COVID-19 pandemic has not only created a global health crisis but posed a big challenge to the global economy. The HVAC sector is already playing a major role in fighting against the pandemic by supporting the healthcare sector in deploying cooling and air treatment solutions in upcoming new facilities.

The pandemic has brought intense focus on Indoor Air Quality (IAQ) not only in healthcare applications industry, but in hospitality and service sectors. The industry will see stringent implementation of IAQ standards as well as introductions of innovative technologies beside the traditional filter technology. We strongly believe that new HVAC construction technologies such as modular and offsite manufacturing (OSM) will become more popular and will bring in speed, quality, and cost competitiveness.

However, retrofit and replacement markets will see their share increase in the total HVAC market. Until now the focus on HVAC energy savings from ESCO projects was mainly on chillers. This focus will expand to include energy efficiency targets on air side systems while enhancing IAQ.

## TRME: Can you elaborate on Daikin's new innovative technologies in development?

**Paras Adhvaryu (PA):** Daikin has been always pushing boundaries in terms of innovations in Chilled Water HVAC technologies with special focus on designing products for Middle East's specific climate conditions and market needs.

In 2017, we introduced the first and only Premium Efficiency Air-Cooled Screw Chiller with Refrigerant Cooled Inverter + Variable Volume Ratio (VVR), designed specifically for Middle East's high ambient conditions. While Inverter + VVR



*Paolo Nascetti, vice-president – applied, Daikin MEA*

technology gave the highest efficiency, refrigerant cooled design ensured reliability of the Inverter, even while operating in high ambient temperatures up to 55°C and extremely sandy environments. Recently, we have introduced the High Ambient Scroll Chiller and Heat Pumps with low GWP R-32 refrigerant along with Daikin's inhouse manufactured refrigerant-cooled Inverters for Water-Cooled Centrifugal range.

## TRME: How is Daikin planning to maintain itself as the regional market leader with regards to introducing climate-friendly refrigerants?

**PA:** Daikin has remained true to its commitment to reduce the environmental impact of cooling, heating, and refrigeration systems. In support of this, we are now providing free access to the patents covering HVAC equipment using the low GWP R-32 refrigerant. On a regional level, we have been supporting the UN program to help



*Paras Adhvaryu, general manager – applied, Daikin MEA*

regional manufacturers in their evaluation of low GWP alternative refrigerants.

As Middle East countries had signed on the Montreal Protocol, we continue to follow this while making our offerings of premium efficiency chillers.

## TRME: What makes the company unique in comparison to regional and international competitors?

**PN:** Daikin manufactures a diverse portfolio of HVACR products, from the smallest 1-tonne split system to the largest 3000-tonne chiller series, including other solutions such as controls, refrigerants, compressors, and off-site modular solutions.

We continue to increase presence in the region as part of our Fusion 20 management plan. These efforts have been quite successful, with key affiliates in Saudi, Egypt, Nigeria and Qatar, which had prompted further our sales expansion, strengthened our visibility, and ensured our competitive advantage. ■

Photo Credit: Daikin