

Panasonic

Ventilation Products

QUALITY AIR FOR LIFE

AGENDA



PANASONIC



CURRENT PRODUCTS



FUTURE PRODUCTS

Panasonic

100

A CENTURY OF
RELIABILITY



BUSINESS SEGMENTS

Panasonic FY19 Sales: JPY 7,490 Billion (Approx. AUD 100 Billion)

INDUSTRIAL SOLUTIONS

A vertical line of icons representing various industrial solutions: a microchip, a pair of glasses, a battery, a circuit board, and a gear. Below the icons is a photograph of a technician in a white lab coat holding a tablet.



A vertical line of icons representing various automotive solutions: a car with a magnifying glass, a GPS icon, a battery, a car with a signal wave, and a hand pointing at a screen.

AUTOMOTIVE

A vertical line of icons representing various appliances: a Wi-Fi router, a microwave, a monitor, a smartphone, and a washing machine.

APPLIANCES

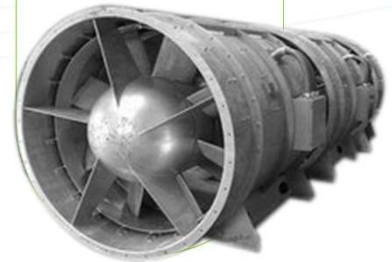


CONNECTED SOLUTIONS



A vertical line of icons representing various life solutions: a lightbulb, a battery with a lightning bolt, a plug, and a power outlet.

LIFE SOLUTIONS





DC Energy Recovery Ventilation



Floor type ERV



VRF & Mini VRF Systems



Gas Heat Pump System



Nanoe X Bathroom dryer



Nanoe X Air Purifier



Air-e Nanoe X Module



Residential AC Systems



Ziaino - High Performance Air Purifier & Sterilization Equipment



Pedestal & Ceiling Fans



Electrostatic Precipitator - Tunnel Ventilation



Absorption Chillers



Panasonic

A Total Air Solution Provider

QUALITY AIR FOR LIFE

VENTILATION BUSINESS OVERVIEW

MILESTON



MILESTONES



1956

"KDK" merged with Panasonic



1993

Ventilation business started in Japan & China



2016

Global Sales exceeded 1 Million Units

MARKET



MARKET SHARE



25% (2M Year)

Japan



22% (1.7M Year)

North America



8.8%

Global



SALE



SALES



8M Units

Annual



AUD \$1.6B

Global in FY19

Panasonic

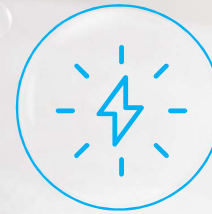
VENTILATION – LEADING INNOVATION

QUALITY AIR FOR LIFE

Whisper
VENTILATION & FAN



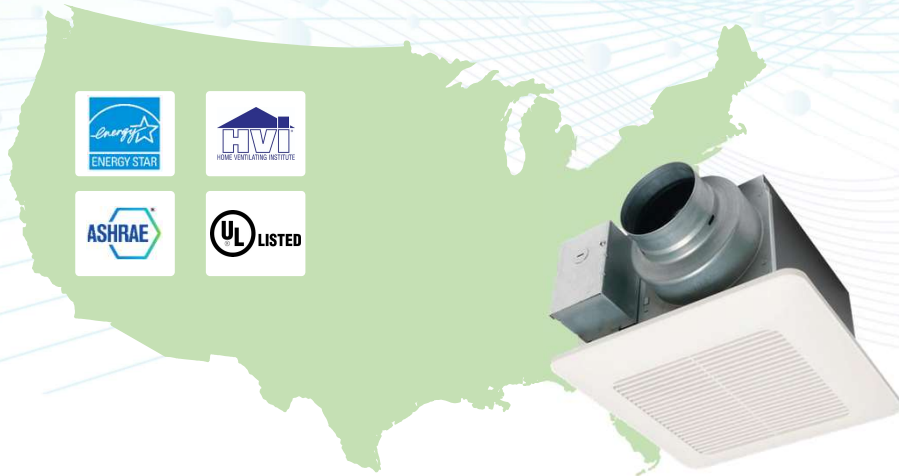
Silent
Operation



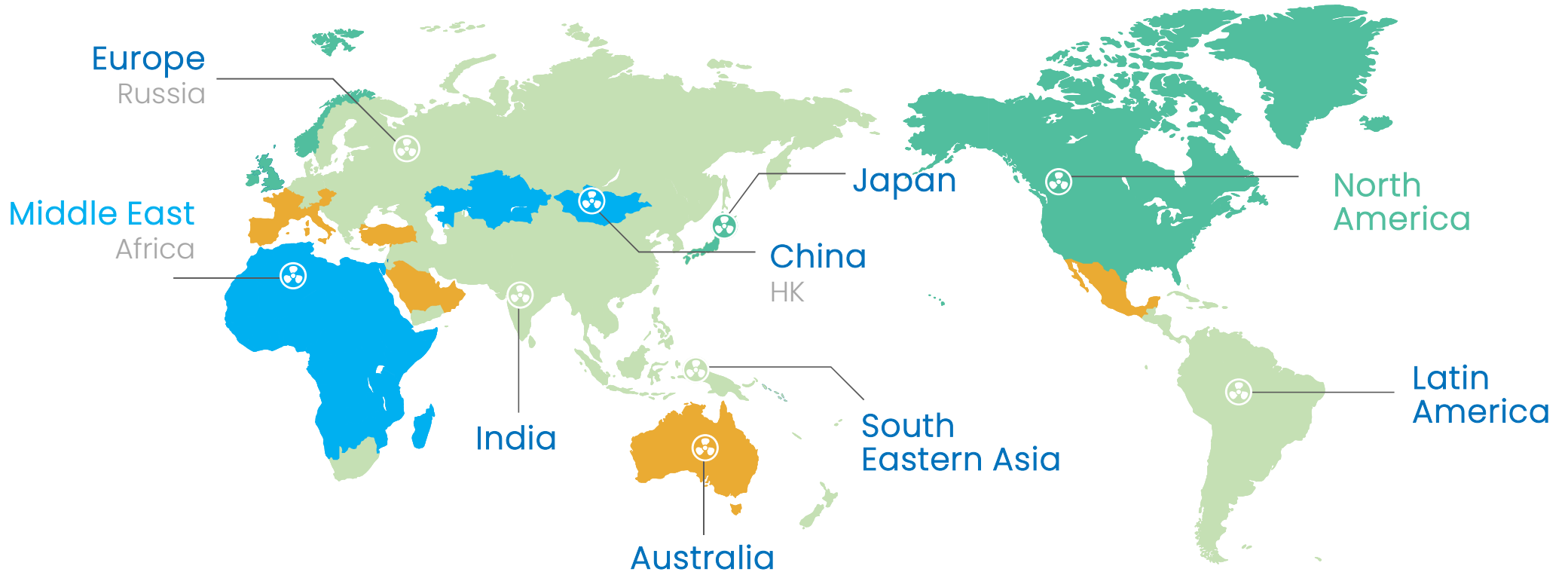
Energy
Efficient



Reliable



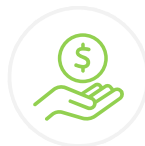
VENTILATION - SOPHISTICATION LEVEL



PARTNERING WITH PANASONIC AUSTRALIA



Branding activities
for channel partners



Channel Partner
Factory /
Incentive Trips



Product
Training Nights



Sales Person
Incentives

DC CEILING MOUNT VENTILATION FAN



220-240 V

Voltage



50 Hz

Frequency



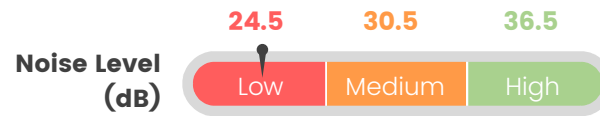
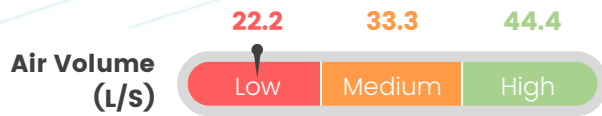
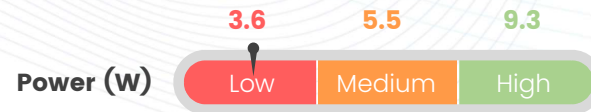
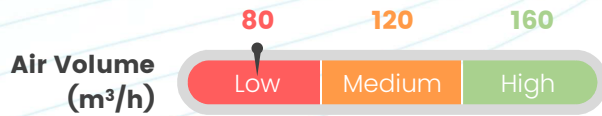
240X240 mm

Installation Size



100 mm

Duct Diameter



UNIQUE FEATURES



24 HOUR VENTILATION

User selectable continuous 'trickle' of air exhausted

Avoid mould and dampness issues
For a clean and healthy home



INTELLIGENT MOTION SENSOR

Fans can detect human activity & switch on automatically

Airflow is not reliant on any human input, preventing any build-up of stale air



BUILT-IN RUN-ON TIMER

15m Run on timer conveniently integrated into the fan

Continue exhausting high air volume after leaving the room



DOUBLE CHAMBER DESIGN

Minimizes noise transmission

Super quiet with noise level only 36.5 dB(A) @ 1m on highest fan speed



Product Advantage



User Benefit

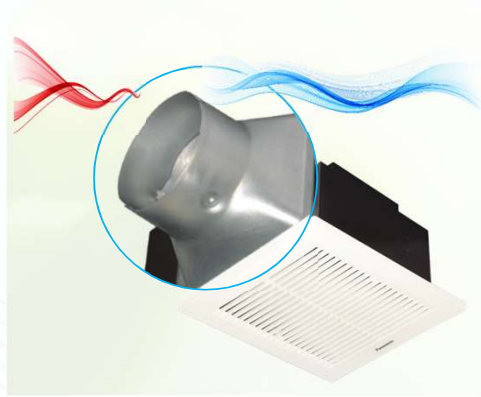
UNIQUE FEATURES



DC MOTOR

Variable air volume & long operation life

Super quiet and energy efficient



BACKDRAFT DAMPER

Integrated damper prevents polluted outside air / insects entering inside

Fresh & Healthy indoors



3 YEARS PARTS & LABOUR WARRANTY

Product is built to the highest quality with extremely low failure rate (0.02% in Last 5 Years!)

Reliability and Peace of mind
















Product Advantage



User Benefit

PRODUCT COMPARISON – 24 HOUR PERIOD

	Clipsal Airflow CEF40	IXL Luminate Ceiling Vent Module	Fantech ULT29 150RDW	Panasonic JR3
 Airflow l/s @ 70 Pa	53	111*	70	44
 Air extracted at Max Airflow	954,000	1,998,000	1,260,000	792,000
 Air extracted in "24 hr Vent. feature"	-	-	-	1,504,800
 Total air exhausted in 24 hrs (L)	954,000	1,998,000	1,260,000	2,296,800
 Power consumed at Max Air Volume (W)	35	75	60	9.3
 Power consumed during "24 hr	0	0	0	3.6
 KWh/day	0.2	0.4	0.3	0.1
 KWh consumed in a month	5.3	11.4	9.1	3.5
 Purchase Price of Fan	\$235	\$359	\$250	\$289
 Cost of Run on Timer	\$70	\$70	\$70	included
 Purchase Price of Fan with Run on timer	\$305	\$429	\$320	\$289
 Noise Level at Max Air Volume	44 dB	?	37 dB	36.5 dB
 Noise Level at "24 hr Ventilation feature"	NA	NA	NA	24.5 dB

MAX
A  R
EXTRACTION

LEAST 
ELECTRICITY
CONSUMPTION

LOW
INITIAL
COST

 **QUIETEST**
FAN

Assumptions:
The bathroom is used 10 times a day with each usage of 15 minutes + 15 Mins run on timer

* IXL's Airflow is at 0 Pa, Fan curve not available

MAX
AIR
EXTRACTION

LEAST
ELECTRICITY
CONSUMPTION

LOW
INITIAL
COST

QUIETEST
FAN



SmartBuy 

CUSTOMER REVIEWS



Michael Wallis (Verified Owner) October 20, 2017 This is a wonderful **well-built product - quiet and efficient.**



Leanne S. (Verified Buyer)
Very fast delivery

This exhaust fan is fantastic, so very quiet the sensor is great. **Strong suction, no steam on the mirror after showering.** We have just renovated our second bathroom and trialed this in our first bathroom so it was easy decision to go with this exhaust fan in our second bathroom. Great product



Ray (Verified Buyer)
So quiet

Having gone through specs for numerous fans to find one that was quiet and that I could run 24hrs a day. I finally chose the Panasonic. A great choice - **quieter than I imagined** (you keep checking to see if it is actually working) on the slow setting and offers the ability (with sensor model) to automatically increase and decrease fan speed. Installation was relatively simple and it looks good

SUPPLY AIR



ERV (Energy Recovery Ventilator)

Up to 277L/s

Up to 105Pa



Inline Fan

Up to 68L/s

Up to 280Pa



EXHAUST AIR



Inline Fan

Up to 138L/s

Up to 190Pa



Inline Fan (5 in 1)

Up to 138L/s

Up to 190Pa



Ceiling Mounted Bathroom Dryer

Up to 47L/s



Ceiling Mounted Air-e Generator

Up to 4.1L/s

•nanoeX





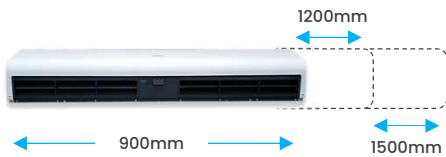
AIR CURTAIN

Model	Width (mm)	Depth (mm)	Height (mm)	Input Power		Outlet Velocity		Air Volume L/s		Noise [dB(A) @1.5 m]		Net weight
				High	Low	High	Low	High	Low	High	Low	
FY-3009U118	900	212	231.5	86	80	10.5	90.0	319.0	266.0	50.5	47.5	12.0
FY-4009U118	900	212	231.5	122	100	12.5	10.5	377.0	333.0	56.5	53.5	12.5
FY-3012U118	1200	212	231.5	107	95	10.0	8.5	416.0	366.0	50.5	47.0	14.0
FY-4012U118	1200	212	231.5	139	110	12.5	10.5	500.0	438.0	54.5	51.0	15.5
FY-3015U118	1500	212	231.5	145	115	11.0	10.0	583.0	513.0	53.5	50.5	18.0
FY-4015U118	1500	212	231.5	190	160	13.5	10.5	694.0	569.0	58.0	54.5	18.0

240V, 1 Phase, 50 Hz



UNIQUE FEATURES



WIDE RANGE

900mm, 1200mm, 1500mm; standard & high velocity

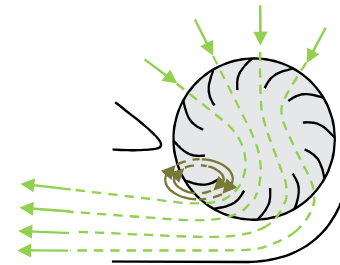
Flexible for every application



MODERN & STYLISH DESIGN

Aesthetically pleasing

Blends seamlessly into building architecture



CROSSFLOW FAN

Designed to prevent dust build-up in Impeller and deliver Higher Air Velocity

Reliable performance & less maintenance required



AIRSTREAM WIDTH

Very wide airstream generated to withstand external influences

Reliable performance



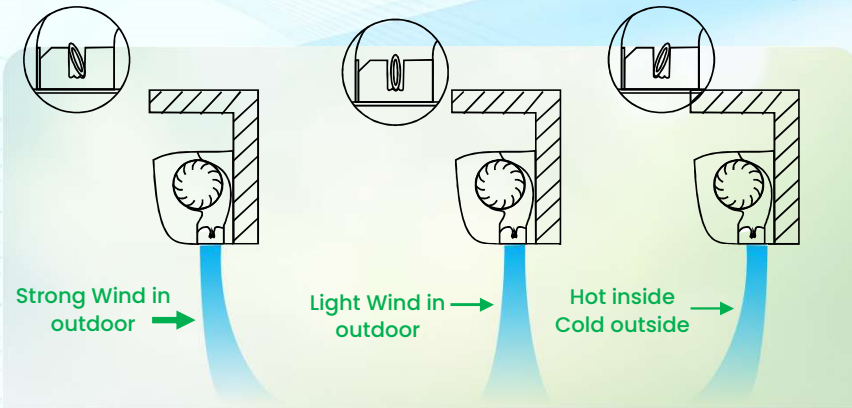
Product Advantage



User Benefit



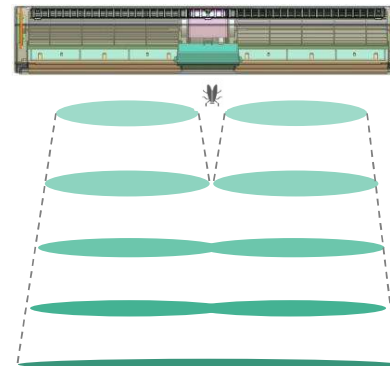
UNIQUE FEATURES



AIR DEFLECTION VENT

Customisable to suit each installation application

Reliable performance



SMALLER GAP BETWEEN AIRSTREAMS

Wide & Seamless Airflow

Minimal foreign matter intrusion



SUPER QUIET

47 dB @ 1.5 Meter away on low speed

Comfortable



Product Advantage



User Benefit



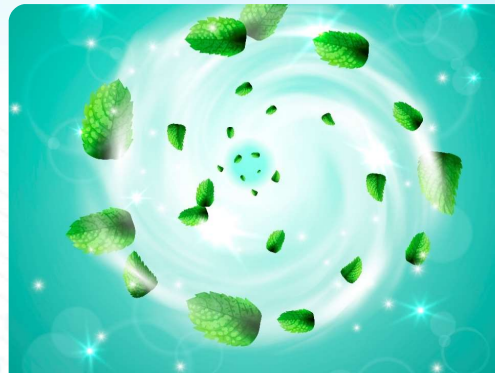
UNIQUE FEATURES



ABS RESIN CASING

High resistance to corrosion

Long Life



DUAL SPEED

Can run on High / Low setting

Flexible operation



5 YEARS PARTS & LABOUR WARRANTY

Product is built to the highest quality with extremely low failure rate (0.69% in Last 5 Years!)

Reliability and Peace of mind



Product Advantage




User Benefit

PRODUCT COMPARISON

Brand ->	AGREE	Panasonic
900 mm - Standard		
Model	FM-125-09	FY-3009U118
Air Velocity	8 m/sec	9 m/sec - 10.5 m/sec
Power	95 W	80 W - 86 W
Air Volume	1150 m³/h	957 m³/h - 1184 m³/h
Noise	60 dB	47.5 dB - 50.5 dB

HIGHER
A  R
Velocity

HIGHER
A  R
Volume

LOW 
ELECTRICITY
CONSUMPTION


LOW
SOUND 
LEVELS

Brand ->	AGREE	Panasonic
1200 mm - Standard		
Model	FM-125-12	FY-3012U118
Air Velocity	8 m/sec	8.5 m/sec - 10 m/sec
Power	135 W	95 W - 107 W
Air Volume	1640 m³/h	1317 m³/h - 1498 m³/h
Noise	60 dB	47 dB - 50.5 dB

Brand ->	AGREE	Panasonic
900 mm - Medium		
Model	AG-25-09B	FY-4009U118
Air Velocity	10.5 m/sec	10.5 m/sec - 12.5 m/sec
Power	130 W	100 W - 122 W
Air Volume	1152 m³/h	1199 m³/h - 1357 m³/h
Noise	47 dB	53.5 dB - 56.5 dB

HIGHER
A  R
Velocity

HIGHER
A  R
Volume

LOW 
ELECTRICITY
CONSUMPTION

LOW
SOUND 
LEVELS

Brand ->	AGREE	Panasonic
1200 mm - Medium		
Model	AG-25-12B	FY-4012U118
Air Velocity	10.5 m/sec	10.5 m/sec - 12.5 m/sec
Power	165 W	110 W - 139 W
Air Volume	1638 m³/h	1577 m³/h - 1800 m³/h
Noise	55 dB	51 dB - 54.5 dB

HIGHER
A  R
Velocity

LOW 
ELECTRICITY
CONSUMPTION

HIGHER
A  R
Volume

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Panasonic

QUALITY AIR FOR LIFE

Thank You