

**Fujitsu General to Run a Booth at AHR Expo 2023, an International Trade Show on Air Conditioning**

Introducing the AIRSTAGE brand to the U.S. to promote coexistence with nature and a sustainable society

Fujitsu General is set to run a booth at AHR Expo 2023, the world's leading trade show on heating, ventilation, air conditioning, and refrigeration, to be held in Atlanta, Georgia, from February 6 to 8 (local time). Starting with this trade show, Fujitsu General will further accelerate the roll-out of its AIRSTAGE brand of air conditioners to international markets, to promote coexistence with the earth through innovative technologies.

Fujitsu General is committed to "Sustainability Management," which contributes to solving social issues such as reducing greenhouse gas emissions through its business activities. In the United States, in particular, environmental awareness is increasing as the government has tightened environmental regulations. However, heating equipment based on fossil fuels is still widely used. In response to this issue, Fujitsu General will help people achieve a sustainable society by encouraging the replacement of air conditioners with new ones, mainly in cold regions.

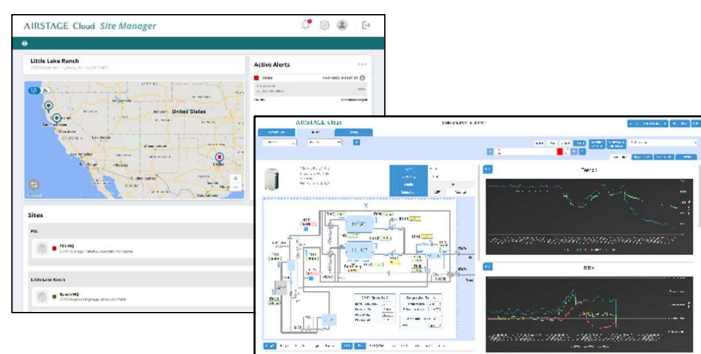
**Fujitsu General's booth and examples of products displayed**

AHR Expo 2023 will be the first time that the new AIRSTAGE logo is presented at a trade show held in the United States. The new logo is designed with wind and greenery in mind, embodying the company's brand concept: the coexistence of technology and nature.

The booth, designed using green and wood grain tones, expresses AIRSTAGE's worldview of pursuing symbiosis with the earth. The booth will also provide a space for customers to communicate while operating the wall-mounted air conditioner controller and AIRSTAGE Cloud. The space will further enhance Fujitsu General's brand value by offering the experience of comfort and excitement that can be felt through its products and services.



**Fujitsu General's booth, designed based on the brand concept of AIRSTAGE (illustration)**



**AIRSTAGE Cloud**

Cloud-based service for remote control, management, maintenance, and inspection of commercial air conditioners. The image shows the application operation screens.



**AIRSTAGE VU-V (v-u-five)**

Multi-split air conditioner for large buildings that boasts powerful operation with a 16-ton capacity in a single module under low outdoor temperature conditions (-26°C). The image shows the outdoor unit.

**Trade show information**

- Trade show name: AHR Expo 2023
- Duration: February 6 to 8, 2023 (local time)
- Estimated visitors: Approx. 50,000 (30,000 in 2022)
- Number of participating companies: Approx. 1,600
- Venue: Georgia World Congress Center (Atlanta, Georgia)
- Official website: <https://www.ahrexpo.com/about>

**Contact details**

For media inquiries, please fill in the form provided at <https://www.fujitsu-general.com/global/contact/press.html>

## Details of products and services

### AIRSTAGE Cloud and AIRSTAGE Edge Controller offered for the U.S. market

#### - Features of AIRSTAGE Cloud

##### 1. Centralized control for multiple air conditioning units from anywhere

AIRSTAGE Cloud provides a cloud platform that allows for the centralized control of air conditioning units in multiple properties scattered in remote areas using a dedicated terminal. This enables customers to turn air conditioners on/off, adjust temperatures, and check the operational status from anywhere, significantly reducing the time and effort required to manage the air conditioning systems installed at customers' properties. In addition, as AIRSTAGE Cloud facilitates monitoring and frequent adjustment of the operational status, energy consumption can be reduced, resulting in energy-efficient operation.

##### 2. Support for smooth operation by visualization of data

The Refrigerant Cycle Monitor function visualizes the flow of refrigerants between the outdoor and indoor units based on past and latest data. This helps maintenance personnel quickly identify the cause of a malfunction and reduces the time and effort required for repair by enabling the details of the malfunction to be understood prior to a repair visit. The data can also be printed out for use when creating periodic inspection reports.

AIRSTAGE Cloud will continue adding new features, such as remote monitoring of power and operational status, to provide even more customer-friendly services.

#### - Features of AIRSTAGE Edge Controller

AIRSTAGE Edge Controller is equipped with various interfaces including Modbus\*<sup>1</sup>, wired LAN, and wireless LAN, enabling connection to external devices such as ventilation equipment. Fujitsu General will continue to expand the range of devices that can be connected, further extending the scope of management and control supported by AIRSTAGE Cloud.

\*<sup>1</sup> A network protocol for PLCs (controllers used to control equipment mainly in the manufacturing industry) developed by the Modicon brand in the United States.

### AIRSTAGE VU-V

The capacity of a single outdoor unit has been increased to 16 tons from the 10 tons of our conventional model. This reduces the footprint of the outdoor unit by 26%, enabling air conditioning design with a large capacity even in urban areas with strict space requirements. By connecting outdoor units, the power can be increased up to 36 tons (when three units are connected).

In addition, all models in the portfolio are now equipped with an anti-freeze heater as a standard feature. The system can operate from a minimum outdoor temperature of -26°C to a maximum outdoor temperature of 52°C, making it suitable for various climatic conditions.

Furthermore, as many as 64 indoor units can be connected with a minimum connection capacity of 25%, achieving top-notch performance.\*<sup>2</sup> This product is suited for properties with many rooms, such as office buildings and hotels. It is also flexible enough to meet the different needs of property managers, such as partial use of their properties and incremental system expansion.

Other features include an industry-leading level\*<sup>3</sup> of energy efficiency, such as an EER (Energy Efficiency Ratio) of 14.4 in 12-ton class products, which will also contribute to reducing electricity costs.

\*<sup>2</sup> Within the capacity range of 24 tons and above. As of February 1, 2023. Based on research by Fujitsu General.

\*<sup>3</sup> During cooling operation. By the American standard of AHRI 1230 (including ceiling cassette type products), as of February 1, 2023. Based on research by Fujitsu General.



**Conventional approach**  
6-ton and 10-ton models were combined.



**AIRSTAGE VU-V**  
Up to 16 tons can be handled with a single model,  
reducing the footprint of the outdoor unit by 26%.