

Heating

ecodan®
Renewable Heating Technology



Product Update Meeting (PUM) Residential Heating FY21 Q4

Product Update Meeting

Presented by

Product Marketing Department



Audio

Attendees will be in listen only mode to ensure the best experience for all



Questions

We welcome these & ask that your questions be submitted for the Q&A session



Recording

We are recording this session to enable access at your convenience

Your presenters today



Robert Taylor
Product Manager,
Residential Heating & Ventilation Systems



Laurent Widloecher
Product Manager,
Residential Heating & Ventilation Systems

Product Update Meeting

Agenda

- Introduction & Context
- Product Range Extension
- Product Sales Support & Tools
- Product In The Marketplace
- Product Collateral
- Q&A



heating@meuk.mee.com

Heating

ecodan[®]
Renewable Heating Technology



Introduction & Context

Presented by

Robert Taylor & Laurent Widloecher

Introduction & Context

Decarbonisation Roadmap

- Electrification is key to decarbonisation & heat pumps to be the dominant low carbon heat technology
- Heat pump to be default low carbon heat technology within Building Regs 2025
- Target to install 600,000 heat pumps every year by 2028
- Target to install 1,000,000 heat pumps every year by 2030
- Scotland Net Zero Carbon 2045 and England & Wales Net Zero Carbon 2050



Introduction & Context

Trade Associations & Bodies



Russell Dean
SEA Vice-President
Mitsubishi Electric



Max Halliwell
HPA Vice-Chair
Mitsubishi Electric

Introduction & Context

Trade Associations & Bodies

ofgem



Ministry of Housing,
Communities &
Local Government

CATAPULT
Energy Systems

beama

bre



FETA

HHiC
HEATING & HOTWATER
INDUSTRY COUNCIL

NHBC

Raising Standards. Protecting Homeowners

HPA
HEAT PUMP ASSOCIATION

BSRIA

UK
GBC

SUSTAINABLE
ENERGY ASSOCIATION

ASHRAE

energy
saving
trust

DELTA-EE



Department for
Business, Energy
& Industrial Strategy

CIPHE

Heating

ecodan[®]
Renewable Heating Technology



Product Range Extension

Presented by

Robert Taylor & Laurent Widloecher

Product Range Extension

Product Range Overview - Monobloc Heat Pumps

4.0kW	5.0kW	6.0kW	8.5kW	11.2kW	14.0kW
					
R744 (CO2)	R32	R32	R32	R32	R32
1 Phase	1 Phase	1 Phase	1 Phase	1 Phase	1 Phase 3 Phase

Product Range Extension




New Monobloc Heat Pump Product Launch – Three Phase Models

- 8.5kW & 11.2kW three phase product launch
- Lower running currents than their equivalent single phase models
- Launched to support the uptake of heat pumps in an electrified & decarbonised future economy



Product Range Extension

Product Range Overview - Packaged & Pre-Plumbed DHW Cylinders

Thermal Store	Packaged	Slimline	Standard	Solar
				
1 model	1 model	2 models	5 models	3 models
R744 (only)	R32	R32	R32	R32

Product Range Extension

Future Pre-Plumbed Cylinder Product Launch – Updated & Improved Models

- Improved product specification and performance
- Enable the simple plug & play installation of Ecodan heat pumps
- Support the mass market uptake of heat pumps



Market feedback and learnings
have provided scope for product
development

Product Range Extension

New Product Launch - Mechanical Ventilation Heat Recovery

- 69l/s (250m³/h) & 97l/s (350m³/h) whole house continuous ventilation product launch
- 138l/s (500m³/h) equivalent product coming soon
- Create an environment of constant clean and healthy air at home



Product Range Extension

Poll Question

- How easy is the process to connect a heat pump to the electrical grid?

Heating

ecodan[®]
Renewable Heating Technology



Product Sales Support & Tools

Presented by

Robert Taylor & Laurent Widloecher

Product Sales Support & Tools

Mass Market Requirements – Efficiency

- A+++ high efficiency heat pump products
- Market-leading system specification
- Ultra-low running costs



Product Sales Support & Tools

Mass Market Requirements – Capacity

- Maintain full heating capacity at low ambient temperatures
- Market-leading system specification
- Confident and quick product selection

5.0kW	6.0kW	8.5kW	11.2kW	14.0kW
-7°C	-10°C	-10°C	-7°C	-10°C

*Water outlet temperature 45°C. Nominal compressor frequency.

Product Sales Support & Tools

Mass Market Requirements – Connectivity

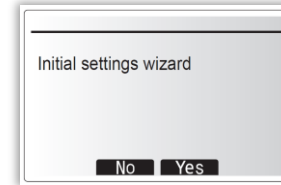
- Wi-Fi adaptor provided as standard with every Ecodan sales BOM
- End-users can remote control & monitor their Ecodan
- Guest access can be provided to an installer if help is required



Product Sales Support & Tools

Mass Market Requirements – New Control Features

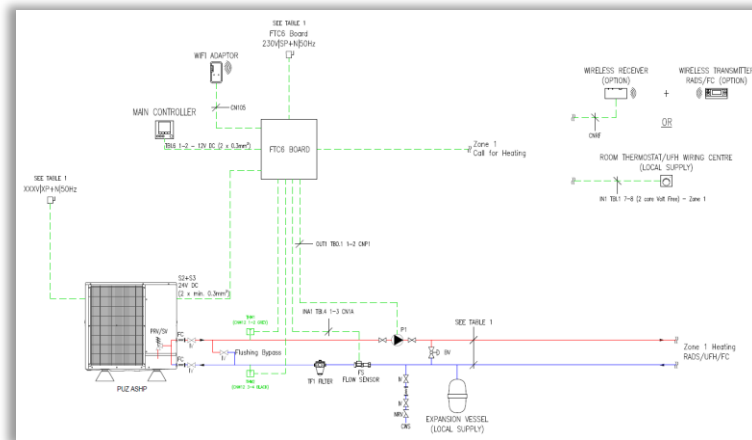
- Initial set up wizard to simplify system set up & commissioning
- Quiet Mode optional setting to further reduce low noise levels during critical times
- Advanced Smart Grid control to integrate third party products



Product Sales Support & Tools

Mass Market Requirements – Updated Product Resources

- Ecodan Selection Tool
- 30 M&E schematics
- FTC6 Cascade Technical Submission Document
- R32 & FTC6 Tender Specification Document
- Product Information Sheets (refer Document Library)
- MELCloud Video



Product Sales Support & Tools

Mass Market Requirements - Product Database Listings & Certifications

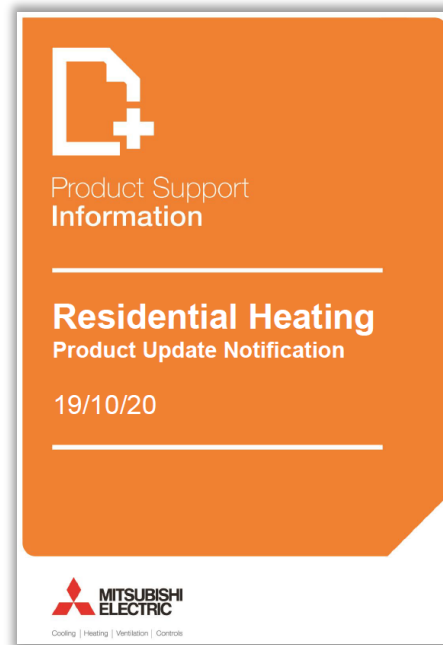
- ENA Database
- PCDB (formerly SEDBUK)
- MCS &/or Keymark Certified

Heat Pump Type Register Number	Make	Model	Model Reference	Phases	Voltage (V)	Connect & Notify?	Apply to Connect?
HP_0606	Mitsubishi	Ecodan	QUHZ-W40VA + EHPT20Q	1	230	Yes	No
HP_0607	Mitsubishi	Ecodan	PUZ-WM50VHA	1	230	Yes	No
HP_0609	Mitsubishi	Ecodan	PUZ-WM60VAA	1	230	Yes	No
HP_0610	Mitsubishi	Ecodan	PUZ-WM85VAA	1	230	Yes	No
HP_0611	Mitsubishi	Ecodan	PUZ-WM112VAA	1	230	Yes	No
HP_0612	Mitsubishi	Ecodan	PUZ-HWM140VHA	1	230	No	Yes
HP_0613	Mitsubishi	Ecodan	PUZ-HWM140YHA	3	400	Yes	No
HP_0614	Mitsubishi	Ecodan	PUZ-WM85YAA	3	400	Yes	No
HP_0615	Mitsubishi	Ecodan	PUZ-WM112YAA	3	400	Yes	No

Product Sales Support & Tools

Approved Product Combinations - Sales

- R744 outdoor unit + R744 indoor unit
- R32 outdoor units + FTC6 indoor units
- R410a outdoor units + FTC5 indoor units
- R410a outdoor units + FTC6 indoor units



Heating

ecodan[®]
Renewable Heating Technology



Product In The Marketplace

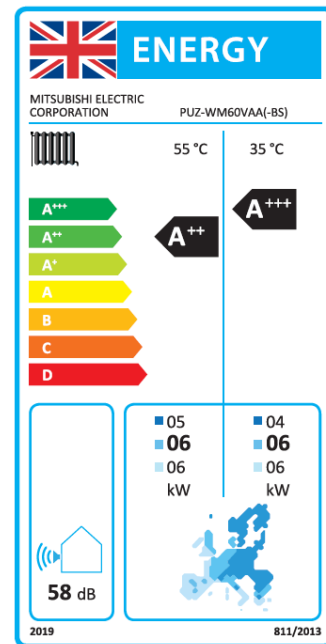
Presented by

Robert Taylor & Laurent Widloecher

Product in the Marketplace

Brexit - UK Product Labels

- UK Energy Labels required for products from 1st Jan 2021
- Inclusion of a UK flag and English wording only
- Applicable products will contain these labels within their physical box and they are also available as digital PDFs



<http://uk.erp.mitsubishielectric.eu/>

Product in the Marketplace

UK Heat Pump Manufacturing

- Continuing our recovery from the turbulence of Brexit & Covid-19
- Government policy & signalling is improving manufacturer confidence
- Optimised production efficiency for range manufactured in the UK
- Increased production capacity for range manufactured for the UK
- Growth plans in place in line with market projections



Heating

ecodan[®]
Renewable Heating Technology



Product Collateral

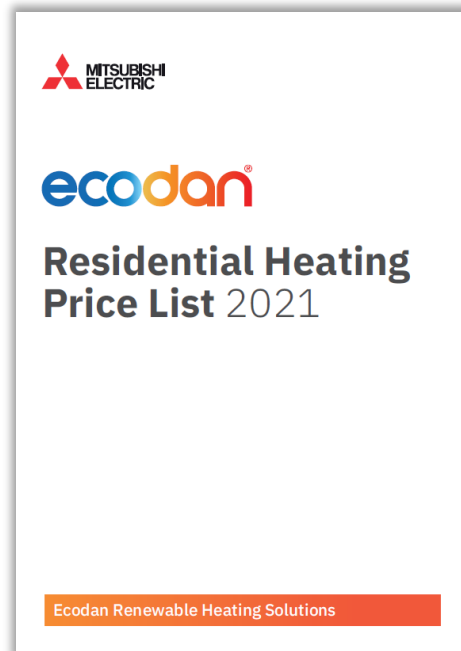
Presented by

Robert Taylor & Laurent Widloecher

Product Collateral

Pricelist

- Ecodan three phase product addition
- Lossnay MVHR product addition
- ENA Heat Pump Database details addition
- Removal of phased out Lossnay VL-220 product



Product Collateral

Product Catalogue

- Ecodan three phase product addition
- Lossnay MVHR product addition
- Further product details added
- Removal of R410a & FTC5 Ecodan products
- Removal of phased out Lossnay VL-220 product



Product Collateral

Document Library



<http://library.mitsubishielectric.co.uk/pdf/directory/heating>

Q&A



Presented by

Robert Taylor & Laurent Widloecher

Future Webinar

Poll Question

- What would you like the next Product Update Meeting (PUM) to focus on?

Final Thoughts

Some key takeaways form our session today

- We invest significant time & resource into promoting pathways for the electrification & decarbonisation of heat
- Ecodan is ready for mass market adoption with an extended product range
- Ecodan has market leading specification, additional built-in control features and major industry approvals
- Investments have been made to recover stock levels and investment will continue to be made to facilitate long-term residential heat pump mass market uptake
- Extensive product collateral is available to promote and support Ecodan heat pumps & Lossnay MVHR

Residential Heating

ecodan[®]
Renewable Heating Technology



Thank You

T: 01707 278 666

E: heating@meuk.mee.com

W: ecodan.co.uk

Presented by

Robert Taylor & Laurent Widloecher