





EEA Skills & Training Conference November 2024





Daikin UK: part of the global family of Daikin Industries

- A wholly owned subsidiary of Daikin Europe NV & part of Daikin Industries, headquartered in Japan
- **Daikin Group just had 100 year anniversary.** 1st packaged type heat pump developed in 1951. **Selling in UK for 20 years**
- Manufacturing facilities in Belgium, Czech Republic, Germany, Italy & Turkey. **New heating only factory in Poland from this year**
- European HQ in Belgium and UK HQ in Weybridge ensures we meet European technical and legislative market demands
- Europe's number one player in the HVAC market



- A UK nationwide organisation
- Trusted Partner for low carbon heating and cooling solutions
- NEW Sustainable Home Centres - 30+ across UK

Woking: National Training Centre

Weybridge: HQ

Bristol: Office + Training Centre

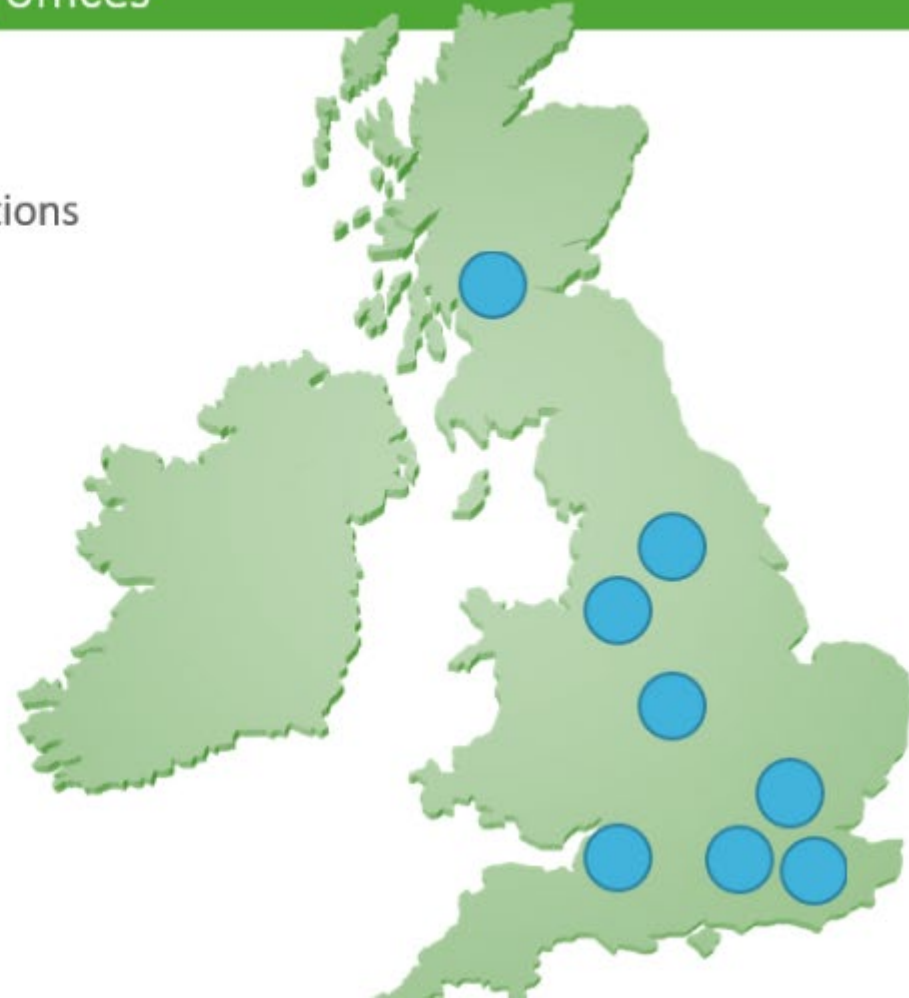
Bristol: Workshop

Birmingham: Office + Training Centre

Manchester: Office + Training Centre

Leeds: Office + Training Centre

Glasgow: Office + Training Centre



[1] Showroom



[2] Training Centres



[3] Trade Counters [Stock]

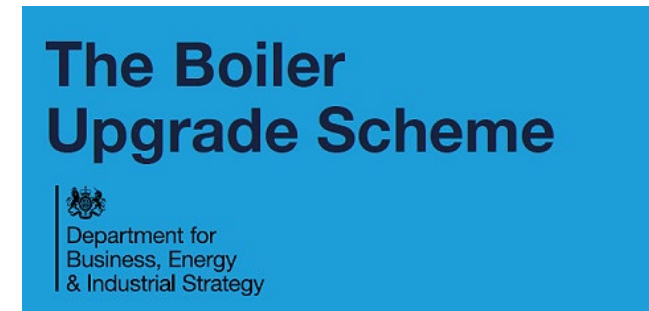


- To help improve access, remove barriers and dispel myths – we've set up new **Sustainable Homes Centre's**
- These are local centres, with a showroom where consumers, LAs, HAs and new installers can come along and touch, feel and play with working heat pumps
- They have training centres, in order to train and educate local installers that want to transition into renewables/heat pump business
- They will hold local stock, making it easier to order and have heat pumps delivered quickly and efficiently
- They will be local hubs of technical advice, with visitors able to chat and discuss heat pumps, products and installation with experts

- Very successful in the UK market
- Work across various sectors:
 - New Build
 - Social Housing
 - ECO4
 - Private rented sector
 - Able to pay – one-off
- Large installer network – supporting regional supply chains
- BUT we're also looking to grow installer network to meet UK demand
- AND support Local Authorities and Housing Associations in house teams



- DESNZ Heat Pump target (as set out in Heat in Building Strategy)
 - 600,000 heat pumps installed every year by 2028
 - Over 1 million annual installs from 2030
- UK Heat Pump Market in 2023 – around 60,000
- Significant growth this year – 2024 should see 100,000+ installs
- Huge levels of UK funding
 - Boiler Upgrade Scheme - £7,500 per install
 - Home Upgrade Grant
 - Local Authority Delivery scheme
 - NEW Warm Homes: Social Housing Fund – over £1 billion
 - NEW Warm Homes: Local Grant – expected to be around £0.5 billion



What does this all mean?

- Huge opportunities for existing trades – ie gas boiler installers
- Huge opportunities for installers to retrain/upskill
- Huge opportunities for college leavers/traditional trade entrants to consider renewables as a career

- Huge opportunities for in-house teams – within LA's and HA's
 - Target gas service/maintenance teams
 - Support transition from gas boilers to low carbon heating solutions
 - Protect jobs, keep work in-house
 - Opportunities to both service/maintain and install heat pumps internally
 - Opportunity for Retrofit teams to upskill

How can Daikin help?

- Daikin provide a dedicated training programme for all levels:
 - High level Heat Pump Awareness – for all Housing staff
 - Introduction to heat pumps
 - Level 1 Product Training
 - Level 2 Advanced Installation and Commissioning
 - Level 3 Service and Maintenance training
- Design support – Daikin Stand By Me software tool
- Commissioning support- on site during first 3 installs
- Funded training courses and 3rd party course we can recommend also

Free Training

Altherma 3 LT Monobloc (R32) Standard Installation Level 1 (DUK-H11)

Date: 11-12-2023

Start Time: 09:00AM

Venue: Manchester

Price: £0.00

Duration: 1.00 Day

Objectives:

1. Product overview.
2. Daikin manuals overview.
3. Correctly mounting and positioning unit.
4. Piping unit.
5. Wiring unit.
6. Identify and develop best installation practice.
7. Set the unit to work (Basic controller settings).

Description:

If you are new to heat pump installation we recommend completing the **Daikin Altherma Product Introduction (DUK-H1) E-Learning** course before attending this course.

This standard installation course will enable you to install and set to work a Daikin Altherma 3 Monobloc heatpump. If you are only involved in installations then this is the course for you.

Lunch will be provided.

[Book Course](#)



Daikin Support – Partnership Approach

- Daikin have developed a Strategic Partnership model for Combined Authorities, Regional Net Zero Hubs, Local Authorities, Housing Associations and key Delivery Partners.
- The purpose is to support organisations on their Net Zero journeys, providing advice, assistance, training and support to all stakeholders. We can offer Partnerships regionally, or with individual organisations.
- Current Agreements signed with Greater Manchester Combined Authority (GMCA), and recently we've been appointed Strategic Partner of West Yorkshire Combined Authority to support WYCA on their net zero and low carbon journey, working closely with the Mayors objectives.
- Benefits include, technical support, training, education programmes, in-house upskilling opportunities, supporting the wider supply chain, customer supporting, working with colleges, developing apprenticeship schemes, and maximising innovation and funding opportunities



Design & Specification – Preparing funding bids

- Carry out stock analysis/feasibility studies, setting out which properties are suitable for heat pumps, and then linking the best funding for them
- Apply fabric first principals – supporting insulation first
- Assist with targeting, helping assess EPC, Deprivation, Fuel Poverty data
- Working across tenures, including social and private sector
- Support with accessing funding and project planning – including bid writing/compliance
- Heatloss tools and training support for installers and surveyors
- Work with partners to help secure match ECO funding where required

New Build Support

- New build Heating design service- (NC designs)
- Extensive partnerships with housebuilders
- Section 106 Agreements support



Thank you

