

[PRESS RELEASE]  
 (Air conditioning system for overseas)

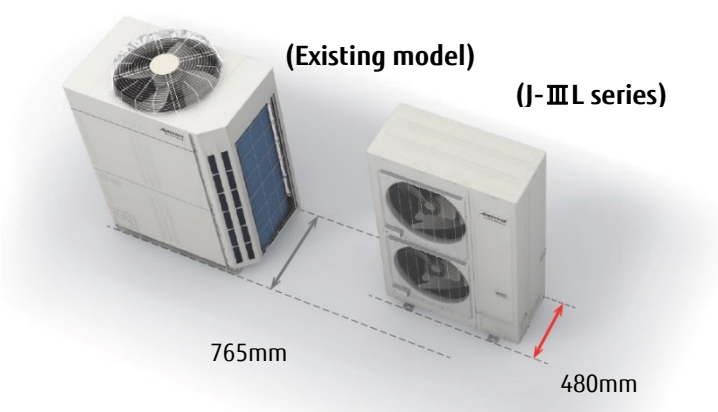
**Fujitsu General Releases the AIRSTAGE® J-III L Series of Multi Air Conditioners for Shops and Offices in North America**

Fujitsu General will release the AIRSTAGE® J-III L series of multi air conditioners for shops and offices from April to expand our air conditioner business in the North American market – one of the most important markets. By expanding the J-III L lineup this time, Fujitsu General is aiming to enlarge our overseas commercial business introduced in our mid-term management plan.

Duct-type whole building air conditioning\*<sup>2</sup> is the mainstream in the air conditioner market in North America. However, in recent years, the degree of recognition of ductless type individual air conditioning\*<sup>3</sup> with its advanced energy-saving performance and great ease of construction has been increasing for both home and business use. This has also led to demand growing year by year.

Fujitsu General has realized the industry’s smallest compact outdoor unit with the AIRSTAGE J-III L Series by reviewing the chassis structure. At the same time, we have also reduced the product weight by 30% compared to the existing model. This has made it easier to transport and install. It has also reduced the constraints on construction. In addition, we have reviewed the fan shape to achieve a low noise of 54 dB at the top class of the industry.

Fujitsu General has responded to various needs – from small buildings to large buildings and from home use to business use (e.g., in buildings) – with each series in the AIRSTAGE range. We will now work on further spreading and expanding ductless type air conditioners in North America with the introduction of this J-III L.



**Industry’s smallest compact outdoor unit: AIRSTAGE J-III L series (Photo: Right)**

**Main Features**

1. Industry’s smallest\*<sup>1</sup> compact outdoor unit (10-ton (35.2 kW) class)
2. Achieves a low noise of 54 dB (6-ton (21.1 kW) class) at the top class of the industry
3. Up to 30 indoor units can be operated with one outdoor unit (10-ton (35.2 kW class))

\*1: As of April 23, 2019. According to our research. In the 10-ton (35.2 kW) class. Dimensions: 1,638 mm (H) × 1,080 mm (W) × 480 mm (D).

\*2: In this air conditioning system, cool/warm air blows to all rooms through ducts installed in the building from one outdoor unit.

\*3: In this system, indoor units are in individual rooms and cool/warm air is circulated in each room. Operation and temperature adjustment can be performed only for the rooms needed. Therefore, it is highly efficient and has excellent energy saving properties.

\*AIRSTAGE is a registered trademark of Fujitsu General Limited.

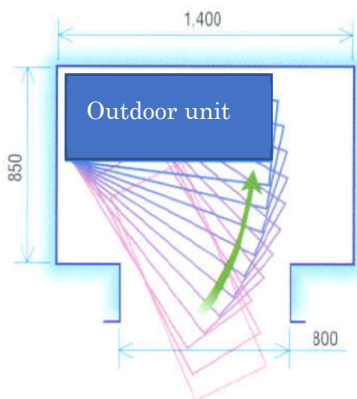
## Contact details

Public & Investor Relations Division <https://www.fujitsu-general.com/global/contact/press.html>

## Main Features of the AIRSTAGE J-III L (6/8/10 Tons)

### 1) Industry's smallest\*<sup>1</sup> compact outdoor unit (10-ton (35.2 kW) class)

In addition to changing the outdoor unit heat vent from a vertical blowing type to a horizontal blowing two-fan type, we have optimized the components such as our unique high density heat exchangers. Through this, we have kept the depth of the outdoor unit to 480 mm and also reduced the product weight by approximately 30% compared to the existing model. This has allowed us to achieve the industry's smallest\*<sup>1</sup> compact outdoor unit in the 10-ton class. Reducing the size and weight of the outdoor unit has also made it easier to transport and install. For example, it can be carried in on regular office elevators and has also reduced restraints on construction. In addition, we have decreased the installation area by approximately 45%. Therefore, this has made it easier to install in places that do not directly catch attention, such as between buildings, in narrow spaces (e.g. balconies) and in places covered by external louvers. Furthermore, these models can also be installed in places with external louvers to support blowing resistance up to 60 Pa for the static pressure. With these efforts, we have expanded the choices of installation layout for shops and offices and increased the degree of freedom in terms of facility design.



【Outdoor unit weight】

	Existing Model	J-III L
6 tons	256 kg	213 kg
8 tons	256 kg	213 kg
10 tons	277 kg	213 kg

These models can be transported in regular office elevators  
(Fig: Six-person Elevator)

\*1: As of April 23, 2019. According to our research. In the 10-ton class. Dimensions: 1,638 mm (H) × 1,080 mm (W) × 480 mm (D).

## 2) Achieves a low noise of 54dB at the top class of the industry (6-ton (21.1kW) class)

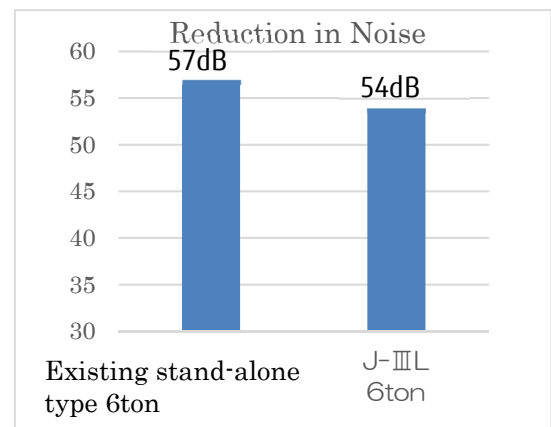
In addition to using a unique propeller-shaped outdoor unit fan and increasing the size to a diameter of 570 mm, we have equipped a large capacity scroll compressor to achieve a low noise of 54 dB at the top class of the industry. Furthermore, if there is a need to suppress noise (e.g. at night), a low noise mode can be set to operate at a maximum of 50dB.

Propeller-shaped Outdoor Unit Fan

←  $\phi 570\text{mm}$  →



Scroll Compressor



## 3) Up to 30 indoor units can be operated with one outdoor unit (10-ton (35.2 kW class))

In the case of the 10-ton model, up to 30 indoor units can be operated with one outdoor unit. This has improved the degree of freedom in terms of design according to the form of use to respond to various indoor unit installation variations to suit the arrangements of hotels, shops and restaurants..



These models support various indoor unit installation variations to suit the arrangements of small rooms in hotels, shops and restaurants.

## Main Specifications, Release Date and Number of Production Units

### ■ AIRSTAGE J-III L Series Outdoor Units

Product	「AIRSTAGE」 J-III L		
Model	AOU72RLAVL	AOU96RLAVL	AOU120RLAVL
Number of tons	6 (21.1kW)	8 (28.2kW)	10 (35.2kW)
Power source	3-phase / 230V / 60Hz		
Cooling capacity (BTU/h)	72,000	96,000	120,000
Cooling EER* <sup>4</sup> (BTU/h /W)	12.1	11.6	11.6
Cooling IEER* <sup>5</sup>	23.9	23.1	24.2
Heating capacity (BTU/h)	81,000	108,000	135,000
Heating COP* <sup>4</sup> (BTU/h /W)	4.19	3.87	3.77
Noise value (dB)	54	59	62
Dimensions (H × W × D) (mm)	1,638×1,080×480		
Weight (kg)	213		
Maximum number of connected indoor units	18	24	30
Release date	April 2019		
Number of production units	2,000 systems		

\*4: The energy efficiency (EER and COP) values are the figures when a cassette type is combined with indoor units.

\*5: Integrated Energy Efficiency Ratio