



EUROVENT MIDDLE EAST ANNUAL REPORT 2019

HIGHLIGHTS OF OUR THIRD YEAR AS A MANUFACTURERS'
ASSOCIATION IN THE MIDDLE EAST



1 | EDITORIAL



Letter by the Chairman of Eurovent Middle East, Mr Brian Suggitt:

Dear friends and colleagues,

As we rapidly approach the end of another year, we are reflecting on the last 3 years of Eurovent Middle East's service and activities. As it is said, hindsight is the easiest way to look at anything. In the short existence of Eurovent Middle East, what gives me greatest satisfaction, looking back, is the consistent growth and recognition we have seen as a group and the strength we have garnered as an Association.

The Middle East, without any doubt is one of the most complex, dynamic and challenging environments for business. All market indicators point towards greater challenges for us to overcome in the year ahead. Expo 2020 has evolved over the years and is now almost upon us, a highly-anticipated and long-awaited event. A vast construction project providing great benefit to our industry. Prior to its commencement everyone is already looking to the future with concerns about what will happen to the economy after the Expo. We are all competing for financial momentum from this project and to build for the future

Eurovent Middle East can be the catalyst to help strengthen our industry and the position of our members within that industry. To be at the forefront of decision-making processes and to help determine a positive path forward. The voluntary efforts undertaken by Eurovent Middle East may seem to some external parties almost luxurious, insignificant or even unimportant.

They are none of the above but a proven, critical, positive, and contributing factor to our HVACR industry.

Past experiences have categorically proven that the networking opportunities provided through the events and meetings of Eurovent Middle East have enabled a multitude of interesting and promising business leads. The exchanges with peers, with system integrators or suppliers of

components offer various business opportunities to us all. Having a greater understanding of the demands and requirements of consultants, government bodies and developers alike, can only be beneficial for our whole industry sector.

Co-creation is the order of the day!

In difficult times, standing together may seem contradictory, yet it can provide us with the necessary support and strength to weather the storms ahead. In the past year, the introduction of our Working Groups has demonstrated how important this co-creation can be to the benefit of everyone. The exchange on regulatory issues, the joint approach towards authorities to streamline regulations in place or dispute inconsistencies is simply without any alternative offered elsewhere or by other bodies

Only together can we show the strength necessary as a unified body representing the whole of our industry to convince regulators to listen to our joint positions.

If we look beyond the current regulatory state of affairs, with a recessive building industry, retrofits of existing build stock will be even more significant to us. With the Position Paper on building inspections, Eurovent Middle East has already made a first step to address this issue. As a group, we will move retrofits more into focus in 2020, starting with a dedicated event in March and a larger one in September.

Looking further ahead, in the coming year, we will see further workshops on cold chain and data centre cooling, and we will put Saudi Arabia more into focus. We will organise a central industry event reaching out to regulatory bodies in the region, inviting notified bodies and other industry organisations, consultants and building owners, contractors and other players

to join us in this event in a move which shall put us ahead as opinion leader.

Your active contributions, your input, thoughts and suggestions are vitally important to help us achieve the results we know we can achieve for the benefit of us all. I can only encourage you to maximise the potential of the opportunities our Association has to offer to every single member. We are not an association without you, our members. You are the ones that guide us in the direction you want to see our industry develop and improve to the benefit of us all.

With that support, drive and initiative, we will continue to grow and develop.

Annual Meeting

As the elected terms of the Board and the Chairmen come to an end, we call on each of you to step forward and hand in your nominations for this executive panel and to actively participate at the upcoming **Annual Meeting on 9 February 2020**.

Your presence, support and involvement are the most important factors to build on the success we have already achieved. Please save the date in your schedule now.

Attend, speak out, initiate ideas! Be an active part of an active Association!

I look forward to meeting all of you in February.


Brian Suggitt
Chairman

2 | HIGHLIGHTS

2nd Annual Meeting | 3 February 2019

The Annual Meeting 2019 saw the introduction of three additional Working Groups: EME-AIR (Air Handling, Movement and Treatment), EME-COOL (Air Conditioners, VRF Systems and Chillers), and EME-REF (Refrigeration, Cold Storage and Food Safety). With EME-CT, our Working Group for evaporative cooling, this means we have four dedicated groups in place. By streamlining key issues specific to each group, Working Group discussions became considerably more relevant, engaging members to participate in in-depth discussions on issues that directly impact their industry sector, particularly in the context of critical regulatory matters and concerns.



EME-AIR Working Group 'Air Handling, Movement and Treatment'

On 30 January 2019, the Abu Dhabi Quality and Conformity Council (AD QCC) and Eurovent Middle East announced the formation of a Joint Working Group to develop Conformity Assessment Schemes for Air Handling Units and Fan Coil Units.

The Joint Working Group provided the platform for technical discussions between Eurovent Middle East members and AD QCC, working towards streamlined stake holding during the regulatory process. With a total of six periodic meetings, the Working Group was successful in providing recommendations on amendments to the existing Air Handling Units Conformity Assessment Scheme and the drafting of the prospective Fan Coil Units Conformity Assessment Scheme.

EME-COOL Working Group 'Air Conditioners, VRF Systems and Chillers'

2019 proved to be an industrious yet challenging year for manufacturers of air conditioning products, with the advent of regulations from authorities such as the Emirates Authority for Standardisation and Metrology (ESMA), Saudi Standards, Metrology and Quality Organisation (SASO), Oman Ministry of Commerce and Industry and the GCC Standardization Organisation (GSO).

With a total of six meetings throughout the year, the group worked diligently to provide comments and feedback on the ESMA draft regulations UAE.S 5010-1 and UAE.S 5010-5, particularly in the context of VRF systems as the updated regulation will see the introduction of Seasonal Efficiency for the first time in the region based on the ISO 16358:2013/Amd 1:2019 standard. Furthermore, Eurovent Middle East was active in pursuing clarifications on the recently implemented Oman EER Regulation based on GSO 2530:2013. The Managing Director and Director Technical and Regulatory Affairs were invited to the Eurovent Certita Certification (ECC) LCP Technical Subcommittee meeting in Paris to gain insight into the activities of ECC concerning the development of high ambient certification programmes.

Further technical discussions and activities included drafting of the Position Paper on Seasonal Efficiency for the Gulf based on the ISO methodology and contribution to the update of the GSO Guidance Document for G-Mark Certified products.



EME-REF Working Group 'Refrigeration, Cold Storage and Food Safety'

Our HVACR Leadership Workshop titled 'Reducing the Energy Bill: Cold Storage' was a resounding success, with the introduction of the Working Group focused on industry actions for cold storage, refrigeration and food safety soon thereafter. The Working Group, while small in size, discussed the development of industry recommendations and a prospective 'Cold Chain Assessment and Consulting' business proposal, which will be further explored with the support of government institutions.

Thanks to contributions of Mr Bobby Krishna from Dubai Municipality and Mr Bjorn Ostbye from Lulu Group, the discussions have provided real insight into food safety conditions and government programmes within the UAE.

EME-CT Working Group 'Cooling Towers'

EME-CT Working Group continues work on the Cooling Tower Guidebook

The EME-CT Working Group has convened four meetings in which its participants progressed with their work on a comprehensive cooling tower guidebook. A last revision will be done until end of the year and the group expects to finalise the document by early next year.



HVACR Leadership Workshops 2019

Growing demand for HVACR Leadership Workshops

Since the launch of the HVACR Leadership Workshop series in Year 2017, the Workshops have shown a significant increase in registrations and attendances, proving their viability as an educational as well as networking platform within the industry. This upward trend continued with the two Workshops organised in 2019, namely 'Reducing the Energy Bill: Cold Storage' held on 28 January, and 'Variable Speed Drives' held on 11 September. Both events were well-attended and highly commended by attendees and Workshop Partners.



Strengthening our Infrastructure

Following a rather lengthy struggle to obtain a bank account, Eurovent Middle East by the end of March was finally able to start its own accounting and payment activities. The increased administrative requirements along with increased activities made additions to our Team necessary. In September, Eurovent Middle East was pleased to introduce Ms Ana Liza Valino as Head of Operations.

The Dubai Association Centre has moved its offices to new premises at One Central within the Dubai World Trade Centre precinct. Eurovent Middle East has leased a small office space to provide a regular working environment for the Team.



Strategic Activities

Eurovent Middle East further reinforced its reputation as the industry representative in the GCC region through dedicated and proactive communications with key government agencies and regulatory bodies. These pivotal meetings include:



Meeting with the GSO TC in Muscat, 26 December 2018

GSO Technical Committee

The Managing Director presented at the GSO Technical Committee meeting which took place in Muscat, Oman to discuss the prospective GSO draft regulation on large capacity air conditioners based on the existing SASO 2874 regulation and motivate for the inclusion of ISO and EN standards as normative references in the prospective regulation.



Meeting with Bahrain Standardisation Directorate, 25 February 2019

Bahrain Ministry of Industry, Commerce and Tourism

Exchange and updates on regulatory developments in Bahrain and within the GSO with the Bahrain Directorate for Standardisation were the key achievements of our meeting in Manama. The Ministry expressed interest to host one of our HVACR Leadership Workshops in Bahrain, which hopefully will materialise in 2020.

Ras Al Khaimah Municipality

Members of the EME-COOL Working Group exchanged with the Ras Al Khaimah Municipality on a possible incentivised energy efficiency and retrofit programme, focusing on air conditioners for the Emirate as part of the Energy Efficiency & Renewables Strategy 2040.



Meeting between Ras Al Khaimah Municipality and Air-Conditioning Manufacturers, 12 June 2019

Emirates Authority for Standardisation and Metrology (ESMA)

Following the notification of the revised regulations for household and commercial air conditioners, Eurovent Middle East met with ESMA on two occasions to clarify on the requirements in the regulation, specifically in the context of the MEPS for VRF systems and the thermostat test procedures. An emergency meeting took place between Eurovent Middle East and ESMA on 24 October 2019 to further reiterate the concerns of the industry that the VRF MEPS based on CSPF were not achievable, which resulted in ESMA providing an extended deadline for submission of VRF CSPF data for their consideration to revise the MEPS baseline.



Meeting with ESMA, 19 June 2019

UAE Ministry of Energy and Industry

Following the publication of the Position Paper on Building Inspections and Market Surveillance, Eurovent Middle East met with the UAE Ministry of Energy and Industry to present on the ideas of the Position Paper and discuss further opportunities of cooperation.



Meeting with the UAE Ministry of Energy and Industry, 20 June 2019

GSO GCTS Workshop

Director Technical and Regulatory Affairs, Ms Nerissa Deoraj and Mr Srinivasan Rangan of Rheem MEA attended the GSO GCTS Workshop at the Istanbul Chamber of Commerce to gain further insight into the current practices related to the G-Mark certification and the situation regarding the Oman energy efficiency labelling scheme. This meeting resulted in the active contribution by Eurovent Middle East towards the revised scope of the G-Mark regulation, through cooperation with the GSO NB LV Working Group.



GSO GCTS Workshop in Istanbul, 19 September 2019

3 | ACTIVITIES BEYOND

Our activities reach out beyond the standard scope

We have been active on many other fronts.

Eurovent Middle East was a supporting association and/or presenter at:

- Middle East Cold Chain Food Safety Conference by CPI Industry, January 2019
- RAK Green Building Regulations Launch Event, January 2019
- Refrigerants Review by CPI Industry, March 2019
- Philippine Society of Mechanical Engineers General Meeting, April 2019
- RetrofitTech MENA Summit by ACM Events, April 2019
- ABB Motion Business HVAC Event, April 2019
- ASHRAE Falcon Chapter 15th Anniversary Celebration, April 2019
- DC Dialogue by CPI Industry, September 2019
- Client, Consultant, Contractor Conference by CPI Industry, September 2019
- MEP Middle East Awards by ITP Publishing, November 2019
- Green Building, Retrofitting and District Cooling Seminar 4.0 by Royal Danish Consulate, Dubai, November 2019
- HVACR Pioneers' Summit, Big 5 Dubai by dmg events, November 2019
- Climate Control Awards by CPI Industry, November 2019



Middle East Cold Chain Food Safety Conference by CPI Industry, January 2019



Philippine Society of Mechanical Engineers General Meeting, April 2019



ASHRAE Falcon Chapter 15th Anniversary Celebration, April 2019



Refrigerants Review by CPI Industry, March 2019



MEP Middle East Awards by ITP Publishing, November 2019



HVACR Pioneers' Summit by dmg events, Big 5 Dubai, November 2019

4 | MEMBERSHIP

Our recognition throughout the Middle East is constantly increasing:

30 October 2016 **15** members

30 October 2017 **33** members

30 October 2018 **44** members

30 October 2019 **46** members



5 | SOCIAL MEDIA

Launch of the new EME website and Flickr Page on 6 September 2019.



Our LinkedIn Followership doubled within the last year to now more than 2,800 followers. Our posts reach up to 7,000 impressions and have very high engagement rates.



The most successful post with 92 likes, 3 comments and several shares has been about our Variable Speed Drive Workshop on 11 September.



6 | THANK YOU

The success of Eurovent Middle East would have not been possible without the support of our highly valued friends and partners. We would like to express our specific gratitude to:



And most importantly, to you, our members!

7 | OUTLOOK

Remarks by the Managing Director of Eurovent Middle East, Mr Markus Lattner:



Dear colleagues,

Time is passing fast, which shows not only in the writing of the third Annual Review, but also by a look into the mirror and counting more and more grey hairs.

This year has seen considerable adjustments and improvements to our structure and work. The implementation of Working Groups to enable more in-depth technical discussions, the addition of another staff member and the move to our own office space have been vital for a more professional environment.

The work of an association is mostly invisible, involving countless meetings and talks behind the scene. Yet, our visible part has been quite active as well, with around 25 organised and protocolled meetings and events throughout the year. Yet, I see room for more tangible outputs from these meetings, be it in form of technical industry recommendations, position papers, or guidebooks.

Likewise, the recognition of our Workshops lays the foundation for more investments into industry-backed event activities beyond our evening Workshops itself. In our next Annual Meeting, we would like to propose several specific activities to our members reflecting those demands. More focus on the existing build stock rather than new projects, and of course reaching out to markets beyond the UAE are on our priority list for 2020.

I would like to thank you, our members, for your contributions and cooperation in our many group meetings, for supporting our joint efforts and for the many direct talks providing insights and inputs to our work. I would like to thank the Chairmen and the Board for their guidance and active involvement, many times donating their free time to our activities. And I would like to thank my Team, Nerissa and Ana, for their great work, their outstanding commitment and devotion to the common ideals and goals. It is a privilege to work with all of you!

A handwritten signature in black ink, appearing to be 'M. Lattner', written in a cursive style.

Markus Lattner
Managing Director

8 | ABOUT EUROVENT MIDDLE EAST

Eurovent Middle East is the region's industry association for Energy Efficiency, Indoor Air Quality and Cold Chain Solutions. Its participants constitute leading manufacturers of Indoor Climate (HVAC), Process Cooling, Food Cold Chain, and Industrial Ventilation Technologies, as well as sector associations and national industry initiatives active in this field. By thinking 'Beyond HVACR', contributing manufacturers fulfil highest requirements in terms of product quality and sustainability. They are united in their aim to work towards a lower energy demand, an improved food safety, and a better indoor air quality in the Middle East. Together, they employ thousands of people locally, supporting a more diversified economy throughout countries in the region.





CONNECT WITH US

If you have any questions or remarks, please do not hesitate to contact the Secretariat of Eurovent Middle East.

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