

**Australian Air Conditioner Maintenance Company,
Precise Air Group (Holdings) Pty Ltd. (Precise Air Group) becomes a subsidiary of
Fujitsu General Limited**

First expansion into the "service maintenance" business in Australia

Today Fujitsu General Limited has completed the acquisition of Precise Air Group (Holdings) Pty Limited (hereafter PAG). PAG is one of Australia's leading national providers of HVAC, fire and bundled MFEP (mechanical, fire, electrical and plumbing) maintenance services. Through an expanding National Contracts portfolio, Precise Air Group services a diverse range of Australia's largest companies, government entities, property owners and property managers. PAG is now a 100 per cent subsidiary of Fujitsu General Limited.

The overall market size of the Australian air conditioner sales and installations market is estimated to be 300 billion yen, and servicing and maintenance are estimated to be 250 billion yen.

Fujitsu General's main business in Australia is in air conditioner sales, and we currently hold the top market share for home air conditioners through the Retail channel. Furthermore, we are aiming to expand sales for commercial air conditioners for small and medium size buildings and actively pursuing the expansion of an air conditioner specialty store channel.

We consider the "expansion of our foreign commercial business" and "the promotion of business alliance" as a part of our five key strategies toward achieving our mid-term management plan. The PAG business covers the design, installation, and servicing and maintenance of air conditioner equipment, and is particularly strong in the small and medium size building maintenance business that we are pursuing. This acquisition allows us to enter a new business area of "service and maintenance" in Australia, particularly in Commercial. Moreover, a synergy in air conditioner sales is expected through supplying our products to PAG's customers for their replacement demands, enabling us to quickly expand our air conditioner business in Australia.

Overview of PAG

Name of company:	Precise Air Group (Holdings) Pty Limited
Office location:	Homebush, New South Wales
Capital:	5 million Australian dollars (400 million yen)
Type of Business:	Design, installation, servicing and maintenance, etc., of air conditioning equipment
No. of employees:	372 (as of December 2018)
Branches:	6 (ACT, SA, Brisbane, Gold Coast, Melbourne, Perth)
Sales:	92.5 million Australian dollars (7.4 billion yen) (Fiscal Year ending June 2018)
Representative:	Nadeem Tayar
Established:	2002

Australian dollar = 80 yen

Contact details

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