

[PRESS RELEASE]

(Air conditioning system for overseas)

June 10, 2019  
Fujitsu General Limited  
(No. 19-Y03-10)

**Fujitsu General (Aust.) Pty Ltd. Wins TRUSTED BRAND for the Second Consecutive Year in Australia**

Fujitsu General's Brand Earns High Praise with Gathering Consumer Support

Fujitsu General (Aust.) Pty Ltd. (hereinafter "FG (Aust.)"), our Australian sales subsidiary, has been selected a WINNER in the air conditioner category of TRUSTED BRANDS AUSTRALIA 2019 (hereinafter "TRUSTED BRAND"). The award ceremony was held in Sydney on May 1st. This is the second consecutive year – and the second time – that FG (Aust.) has won this award.

TRUSTED BRAND is an award sponsored by the Australian edition of the *Reader's Digest* magazine that is published in countries around the world. Various brands from products and services purchased and used by consumers are evaluated. One company each in more than 70 categories is then selected as a WINNER. The products and services are evaluated in terms of their attractiveness, quality and price based on comments from approximately 3,000 Australian consumers collected through an internet survey. FG (Aust.) won this award when the air conditioner category was added in 2018. The award-winning companies are allowed to use the TRUSTED BRAND WINNER logo in their sales promotions and advertising activities throughout the year, making this a highly meaningful award for the company's brand strategy.

FG (Aust.) is focusing its efforts on providing a high quality after-sales service to its customers. It is working to build a structure that allows its customers to use our products with peace of mind. In addition, the company proactively sells products that meet the needs of consumers in Australia where there is a high awareness towards the environment. For example, it was the first company to sell products that adopted the new R32 refrigerant with a low global warming potential\* and excellent energy saving performance in the Australian market. Furthermore, FG (Aust.) established a new office building in Sydney, with a training center for air conditioning engineers in May this year. Together with its efforts to pursue effectiveness in delivery of products and parts, FG (Aust.) is working to improve customer satisfaction and expansion of business in Australia.

\*Global Warming Potential (GWP): This is a value that indicates the degree of the effect of greenhouse gases. The GWP of R32 has been reduced to approximately one third of that compared to the conventional refrigerant (R410A).



**TRUSTED BRAND WINNER Logo:**  
Used for sales promotions and advertising activities as proof of being number one in terms of the level of consumer confidence



**Australia's Main Model:**  
Wall Mounted Air Conditioner Indoor Unit

**Contact details**

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

## **Reference**

Overview Fujitsu General (Aust.)

**Company name:** Fujitsu General (Aust.) Pty Ltd.  
**President:** Philip Perham  
**No. of employees:** 158  
**Address:** 1 Telopea Place, Eastern Creek, NSW 2766, Australia  
**Investors:** Fujitsu General (100%)  
**Sales items:** Room air conditioner and package air conditioner sales and maintenance services  
**Year of establishment:** 1974