

# Saudi Arabia Air Conditioners Market By Type (Splits, VRFs, Chillers, Windows, and Others (Portable, Floor Standing, etc.)), By End Use (Residential, Commercial/Industrial), By Region, By Competition Forecast & Opportunities, 2018-2028F

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## Abstracts

Saudi Arabia Air Conditioners Market has valued at USD 601 million in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 4.93% through 2028. The air conditioning market in Saudi Arabia is a thriving and vital industry that plays a pivotal role in the daily lives of its residents due to the extreme climate conditions. The demand for air conditioners in the Kingdom is driven by scorching summers, where temperatures often soar well above 40 degrees Celsius (104 degrees Fahrenheit), making air conditioning a necessity rather than a luxury. This has resulted in Saudi Arabia having one of the highest air conditioner penetration rates in the world.

Saudi Arabia's climate is characterized by extremely hot summers and relatively mild winters. The demand for cooling solutions far outweighs that for heating, making air conditioners the primary appliance for most households and businesses.

The Kingdom has witnessed significant population growth and urbanization in recent years. This has led to an increase in the construction of residential and commercial buildings, which, in turn, drives the demand for air conditioning systems.

With the rising awareness of environmental issues and the cost of electricity, there is a growing emphasis on energy-efficient air conditioning systems. Manufacturers are continually developing and promoting inverter technology and smart, energy-saving features to meet these demands.

The Saudi Arabian air conditioner market is highly competitive, with both local and international players vying for a share. Prominent global manufacturers like Daikin, LG, Samsung, and Carrier compete alongside regional companies.

The Saudi government has introduced regulations to increase the energy efficiency of appliances, including air conditioners. This has led to the gradual phasing out of less efficient models, promoting the use of energy-efficient systems.

In the air conditioner market, after-sales service and maintenance are crucial due to the extreme weather conditions. Manufacturers and suppliers often provide comprehensive service packages to ensure the longevity and efficiency of their products.

Split and ductless air conditioning systems are gaining popularity in Saudi Arabia due to their efficiency and flexibility in cooling individual rooms or zones.

In conclusion, the Saudi Arabia air conditioner market is a dynamic and growing industry driven by the country's harsh climate, urbanization, energy efficiency concerns, and government regulations. As the demand for cooling solutions continues to rise, both domestic and international manufacturers are expected to invest in innovative technologies and solutions to meet the evolving needs of consumers in the Kingdom.

## Key Market Drivers

### Climatic Conditions and Extreme Heat

Saudi Arabia's climate is characterized by scorching summers with temperatures often exceeding 45°C (113°F) in some regions. This extreme heat creates an essential need for air conditioning systems, making them a fundamental part of everyday life in the country. The prolonged and sweltering summer seasons have led to a consistent demand for cooling solutions, which is a primary driver of the air conditioner market's growth.

To cope with the extreme heat, residential, commercial, and industrial establishments heavily rely on air conditioning systems to maintain comfortable indoor temperatures. This reliance extends across various sectors, including hospitality, healthcare, education, and manufacturing. The need for efficient cooling and climate control systems has resulted in a constant demand for advanced and energy-efficient air conditioners in Saudi Arabia.

In response to these climatic conditions, manufacturers have developed specialized air conditioning technologies, such as inverter-driven systems and high-efficiency models, to provide effective cooling while minimizing energy consumption. As a result, the market has witnessed a shift towards more energy-efficient and environmentally friendly air conditioning solutions.

### Rapid Urbanization and Infrastructure Development

Saudi Arabia is undergoing a period of rapid urbanization and infrastructure development, with the government investing heavily in the construction of cities, transportation networks, and mega-projects like NEOM and the Red Sea Project. This growth has led to an increase in the construction of residential, commercial, and industrial buildings, all of which require efficient cooling solutions.

As cities expand, the demand for air conditioners in residential buildings, office spaces, shopping malls, and hotels has surged. The construction of new airports, hospitals, and manufacturing facilities has also driven the demand for specialized air conditioning systems tailored to the specific needs of these sectors.

Furthermore, the government's focus on sustainable development and energy efficiency has spurred the adoption of green building standards, which often mandate the use of energy-efficient HVAC (Heating, Ventilation, and Air Conditioning) systems. This has led to a growing market for eco-friendly air conditioners, including those using non-ozone-depleting refrigerants and advanced heat pump technologies.

### Government Initiatives and Regulations

The Saudi Arabian government has implemented several initiatives and regulations aimed at promoting energy efficiency and reducing environmental impact. These policies have had a significant influence on the air conditioner market in the country.

One notable initiative is the Saudi Energy Efficiency Program (SEEP), which seeks to improve energy efficiency in various sectors, including buildings and cooling systems. As part of SEEP, mandatory energy efficiency standards and labeling requirements have been introduced for air conditioning products. Manufacturers must comply with these standards, ensuring that their products meet specific energy performance criteria.

Additionally, the government has been encouraging the use of district cooling systems in new developments to reduce energy consumption and greenhouse gas emissions.

District cooling involves centralized cooling plants that supply chilled water to multiple buildings, offering a more efficient and sustainable cooling solution compared to traditional standalone air conditioning units.

## Key Market Challenges

### Extreme Climate and Energy Consumption

Saudi Arabia's climate is characterized by scorching summers with temperatures often exceeding 40°C (104°F). The relentless heat necessitates the widespread use of air conditioners for prolonged periods throughout the year. While this high demand creates a significant market, it also poses challenges, primarily related to energy consumption and sustainability.

The excessive use of air conditioners places a substantial burden on the country's electricity grid. Saudi Arabia relies heavily on fossil fuels for power generation, which not only contributes to greenhouse gas emissions but also strains the domestic energy supply. This demand surge during the summer months leads to increased energy consumption and puts pressure on the government to meet electricity needs efficiently.

To address this challenge, the Saudi government has initiated various programs and policies to encourage energy-efficient appliances, including air conditioners. Manufacturers are now tasked with designing and producing energy-efficient models that can meet the cooling demands of the population while reducing overall electricity consumption.

### Economic Factors and Price Sensitivity

The economic landscape of Saudi Arabia plays a significant role in shaping the air conditioner market. While the country boasts substantial wealth due to its oil reserves, economic factors can influence consumer behavior and purchasing decisions. In recent years, the Saudi economy has faced fluctuations due to oil price volatility and global economic conditions.

These fluctuations can make consumers more price-sensitive, leading them to seek cost-effective air conditioning solutions. Manufacturers in the air conditioner market must balance offering high-quality products with affordability, which can be challenging given the need for advanced technologies and energy-efficient features. Furthermore, the introduction of value-added taxes (VAT) in Saudi Arabia has added an additional

layer of complexity, impacting the overall cost of air conditioners.

Addressing this challenge requires manufacturers to develop strategies that cater to varying consumer segments. This includes offering a range of products that cater to different price points, while also emphasizing the long-term cost savings of energy-efficient models to justify their initial investment.

### Market Competition and Technological Advancements

The Saudi Arabia air conditioners market is highly competitive, with both domestic and international manufacturers vying for market share. Intense competition often leads to innovation, which can be both an opportunity and a challenge.

While technological advancements in air conditioning systems offer benefits such as improved energy efficiency, smart features, and better cooling performance, they also create pressure on manufacturers to keep up with the latest trends. Staying at the forefront of innovation requires significant research and development investments, which can strain smaller players in the market.

Moreover, consumer preferences are shifting towards eco-friendly and smart air conditioning solutions. Manufacturers must adapt to these changing preferences by incorporating sustainable refrigerants and IoT capabilities into their products. This not only adds complexity to product development but also demands adjustments to marketing and distribution strategies.

### Key Market Trends

#### Energy Efficiency and Sustainability

One of the most prominent trends in the Saudi Arabia air conditioner market is the growing emphasis on energy efficiency and sustainability. With the region's scorching summers and the increasing demand for cooling solutions, there is a rising awareness of the environmental impact of energy-intensive air conditioning systems.

In response to this concern, both consumers and regulatory authorities in Saudi Arabia are encouraging the adoption of energy-efficient air conditioning systems. Manufacturers are responding by developing and promoting air conditioners with higher energy efficiency ratings, often labeled with the Saudi Standards, Metrology, and Quality Organization (SASO) certification. These systems are designed to minimize

energy consumption while maintaining optimal cooling performance, thus reducing electricity bills and carbon footprints.

Moreover, there is a notable shift toward the use of eco-friendly refrigerants, such as R-32 and R-410A, which have lower global warming potential (GWP) compared to older refrigerants like R-22. This transition aligns with global efforts to mitigate climate change and is reflected in the growing popularity of inverter-driven air conditioning systems that offer precise temperature control and reduced energy consumption.

### Smart and Connected Air Conditioners

The second trend transforming the Saudi Arabian air conditioner market is the proliferation of smart and connected HVAC systems. As the Kingdom advances technologically, consumers are increasingly seeking intelligent air conditioning solutions that offer convenience, comfort, and energy savings.

Smart air conditioners can be controlled remotely through smartphone apps, allowing users to adjust temperature settings and monitor energy usage from anywhere. Additionally, many of these systems integrate with smart home ecosystems, enabling seamless automation and coordination with other connected devices, such as thermostats, lighting, and security systems.

The demand for voice-activated and AI-powered air conditioners is also on the rise. These systems use natural language processing and machine learning algorithms to understand and respond to user commands, making them user-friendly and efficient. This trend is particularly appealing to tech-savvy consumers in Saudi Arabia who seek innovative and integrated solutions for their homes.

### Growth in Commercial and Industrial Applications

Another significant trend in the Saudi Arabia air conditioner market is the increasing adoption of air conditioning systems in commercial and industrial settings. The rapid growth of the retail, hospitality, and healthcare sectors in the Kingdom has created a substantial demand for air conditioning solutions that can provide comfort and temperature control in large spaces.

In addition to traditional split and window air conditioners, there is a growing preference for centralized HVAC systems in commercial and industrial applications. These systems offer centralized control, zoning capabilities, and energy efficiency, making them

suitable for the demanding requirements of large establishments.

Furthermore, the expansion of the industrial sector, including manufacturing and logistics, has led to a surge in demand for specialized air conditioning solutions, such as precision air conditioners and climate control systems. These systems are essential for maintaining stable environmental conditions in data centers, laboratories, and warehouses, where temperature and humidity control are critical.

## Segmental Insights

### Type Insights

Split air conditioners have established a significant and enduring presence in the Saudi Arabia air conditioner market. The scorching temperatures of the Saudi Arabian climate, especially during the long, hot summers, make air conditioning an essential aspect of daily life. In this context, split ACs have become the preferred choice for residential, commercial, and industrial cooling needs, dominating the market for several compelling reasons.

One of the primary drivers behind the popularity of split ACs in Saudi Arabia is their energy efficiency. As the nation seeks to reduce energy consumption and its carbon footprint, consumers are increasingly opting for split air conditioners that offer impressive energy-saving capabilities. Split ACs are equipped with advanced technologies like inverter compressors and variable speed motors, allowing them to adjust their cooling capacity based on the room's requirements. This not only results in substantial energy savings but also translates into lower electricity bills for users, a crucial consideration in a country where air conditioning is a constant necessity.

Another factor contributing to the dominance of split ACs in Saudi Arabia is their ease of installation and aesthetics. Split systems consist of two units: an indoor unit that is mounted on the wall or ceiling, and an outdoor unit that is placed outside the building. This setup minimizes the need for extensive ductwork, reducing installation time and costs. Additionally, the indoor units are designed to blend seamlessly with interior décor, offering a sleek and unobtrusive appearance that appeals to homeowners and businesses alike.

Split ACs also provide zone-specific cooling, allowing users to control the temperature in individual rooms or zones. This level of flexibility is especially important in a country where temperature preferences can vary widely between different areas of a building.

Users can optimize comfort and energy efficiency by cooling only the spaces in use, further enhancing the appeal of split ACs.

Furthermore, the Saudi Arabian government has been implementing initiatives and regulations to promote energy-efficient appliances, including air conditioners. This has encouraged consumers to invest in split ACs, which are often awarded higher energy efficiency ratings compared to other types of air conditioning systems.

In conclusion, split air conditioners have secured a substantial share in the Saudi Arabia air conditioner market due to their energy efficiency, ease of installation, aesthetics, and zone-specific cooling capabilities. As the country continues to prioritize energy conservation and sustainable practices, the demand for split ACs is likely to grow, reaffirming their position as a dominant and preferred choice for cooling solutions in the Kingdom.

### End Use Insights

Residential air conditioning systems hold a significant share in the Saudi Arabia air conditioners market, driven by a combination of climatic factors, a growing population, and increasing standards of living. In the scorching desert climate of Saudi Arabia, air conditioning is not just a luxury but a necessity for comfortable living, and this has fueled the robust demand for residential cooling solutions.

Saudi Arabia experiences extreme temperatures throughout the year, with blistering heat during the summer months. In some regions, temperatures can soar well above 100 degrees Fahrenheit. This harsh climate necessitates continuous and efficient cooling solutions to maintain indoor comfort. As a result, air conditioning is an essential feature in nearly every Saudi household.

Saudi Arabia has witnessed significant population growth in recent years, with urbanization and a burgeoning expatriate workforce contributing to the demand for housing. As more people migrate to the country for work and residence, the need for residential air conditioning systems has surged. Residential complexes, apartments, and villas are being constructed at a rapid pace, all of which require efficient cooling solutions to meet the cooling demands of occupants.

The rising standards of living in Saudi Arabia have led to increased expectations regarding comfort and convenience. As people's disposable incomes grow, they are inclined to invest in advanced and energy-efficient air conditioning systems that not only



provide relief from the heat but also offer smart features for enhanced convenience. This trend has driven the adoption of modern, technologically advanced residential air conditioning units.

In recent years, there has been a growing awareness of the need for energy efficiency and sustainability in Saudi Arabia. As a result, many consumers are opting for air conditioning systems that are not only effective in cooling but also eco-friendly and energy-efficient. Manufacturers have responded to this demand by introducing inverter technology, smart thermostats, and green refrigerants, which align with the country's sustainability goals.

The Saudi Arabian government has also played a role in promoting the adoption of energy-efficient residential air conditioning systems. Through various initiatives and regulations, including energy labeling and efficiency standards, the government has encouraged consumers to invest in systems that reduce energy consumption and minimize the environmental impact.

In conclusion, residential air conditioning systems hold a substantial share in the Saudi Arabia air conditioners market due to the country's extreme climate, population growth, improving living standards, and a growing emphasis on energy efficiency and sustainability. As the demand for cooling solutions continues to rise, manufacturers and innovators in the air conditioning industry are likely to see continued opportunities for growth and market expansion in the residential sector.

## Regional Insights

Northern and Central regions of Saudi Arabia have emerged as prominent players in the country's air conditioners market, significantly influencing the dynamics of cooling solutions in the Kingdom. This shift can be attributed to several factors, including climate, urbanization, and economic growth.

The climatic conditions in Saudi Arabia, characterized by scorching summers with extremely high temperatures, create a strong and consistent demand for air conditioning solutions. This demand is particularly pronounced in the Northern and Central regions, including cities like Riyadh, Jeddah, and Dammam, where temperatures can soar well above 40 degrees Celsius during the summer months. As a result, the need for effective cooling systems is not just a comfort but a necessity, making air conditioners a vital component of daily life.

Urbanization is rapidly transforming these regions, with an increasing number of people migrating to urban centers in search of better economic opportunities. As more individuals and families settle in cities and towns in the Northern and Central regions, the demand for residential and commercial air conditioning solutions has witnessed a significant upswing. Urban infrastructure development, including residential complexes, commercial spaces, and office buildings, has further fueled the growth of the air conditioner market.

The Northern and Central regions are hubs of economic activity in Saudi Arabia. Riyadh, the capital city, is not only the political center but also a major economic driver in the country. With a thriving business landscape, there is a growing demand for air conditioning in offices, industries, and commercial establishments. Additionally, the rise in disposable income levels among residents has led to increased consumer spending on home comfort, boosting the sales of residential air conditioning units.

In recent years, there has been a notable shift towards energy-efficient and eco-friendly air conditioning systems in Saudi Arabia. As concerns about energy consumption and environmental impact have grown, consumers in the Northern and Central regions are increasingly opting for air conditioners with higher Energy Efficiency Ratios (EER) and eco-friendly refrigerants. This has driven manufacturers to introduce innovative and sustainable cooling solutions, catering to the changing preferences of consumers in these regions.

Government initiatives and regulations have also played a role in shaping the air conditioner market in Saudi Arabia. Efforts to promote energy efficiency, reduce electricity consumption, and address environmental concerns have led to the introduction of energy labeling programs and stricter efficiency standards. These measures have influenced both manufacturers and consumers in the Northern and Central regions to adopt more energy-efficient air conditioning solutions.

In conclusion, the Northern and Central regions of Saudi Arabia have become pivotal in driving the growth of the air conditioners market within the country. The combination of scorching temperatures, urbanization, economic prosperity, a focus on energy efficiency, and government initiatives has created a robust and dynamic market for cooling solutions in these regions. As the Kingdom continues to evolve and diversify its economy, the demand for advanced and sustainable air conditioning technologies is expected to remain a significant aspect of its development.

## Key Market Players

LG Electronics Saudi Arabia LLC

Gree Electric Appliances Inc. of Zhuhai

Zamil Air Conditioners

Al Salem Johnson Controls

Samsung Electronics Saudi Arabia Ltd.

Fujitsu General (Middle East) FZE

S.K.M. Air Conditioning LLC

Daikin Air Conditioning Saudi Arabia LLC

Carrier - Saudi Arabia

Midea Gulf

Report Scope:

In this report, the Saudi Arabia air conditioners market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

#### Saudi Arabia Air Conditioners Market, By Type:

Splits

VRFs

Chillers

Windows

Others

### Saudi Arabia Air Conditioners Market, By End Use:

Residential

Commercial/Industrial

### Saudi Arabia Air Conditioners Market, By Region:

Northern & Central

Western

Southern

Eastern

### Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Saudi Arabia air conditioners market.

### Available Customizations:

Saudi Arabia Air Conditioners Market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

### Company Information

Detailed analysis and profiling of additional market players (up to five).

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