

# **South Africa 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**

South Africa Air Conditioners Market has valued at USD 84.45 million in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 5.21% through 2028. The air conditioning market in South Africa has experienced significant growth and transformation in recent years, driven by a combination of factors, including climate conditions, economic development, urbanization, and changing consumer preferences.

The South Africa air conditioners market has steadily expanded, fueled by a growing need for cooling solutions in both residential and commercial sectors. The country's diverse climate, characterized by hot summers and varying temperature fluctuations, has made air conditioning a vital comfort and productivity-enhancing tool. The market has witnessed consistent growth, with both established and emerging players vying for a share of the lucrative market.

The market encompasses a range of air conditioning solutions catering to different consumer needs and preferences. Notable segments include:

**Split Air Conditioners:** Split AC units, including wall-mounted and ductless systems, are popular choices for residential and commercial applications. They offer efficient cooling and can be installed in various room sizes.

**Window Air Conditioners:** Window AC units are compact and cost-effective solutions

primarily used in smaller spaces, such as bedrooms and small offices.

**Central Air Conditioning:** Central air conditioning systems are commonly found in larger commercial and industrial facilities, providing efficient cooling and climate control across multiple areas.

**Portable Air Conditioners:** Portable AC units offer flexibility, allowing users to move them to different rooms as needed. They are particularly popular in residential settings where permanent installations are not practical.

South Africa's climate, characterized by hot summers and occasional heatwaves, has created a strong demand for air conditioning solutions, especially during the summer months. Additionally, rapid urbanization has led to an increase in the construction of residential and commercial buildings, driving the need for cooling systems in densely populated urban areas. Furthermore, as South Africa continues to develop economically, more households and businesses can afford air conditioning systems, contributing to market growth. The emphasis on energy-efficient air conditioning systems has grown, with consumers and businesses looking for eco-friendly and cost-effective options.

Air conditioners are known for their significant energy consumption, which can result in high electricity bills. This is a concern both for consumers and environmental sustainability. Additionally, high-quality air conditioners can be expensive, limiting access for some segments of the population. Furthermore, ensuring proper installation and maintenance can be challenging in some regions, affecting the efficiency and longevity of air conditioning systems.

The South Africa air conditioners market is expected to continue its growth trajectory, driven by factors like urbanization, increasing disposable income, and a growing awareness of energy-efficient technologies. Innovations in cooling technology, such as inverter-based systems and smart air conditioners, are likely to gain prominence. Additionally, efforts to improve energy efficiency and reduce the environmental impact of air conditioning systems will shape the market's future.

In conclusion, the South Africa air conditioners market reflects the country's changing lifestyle, climate conditions, and economic development. As the market matures, there will be an increasing emphasis on sustainability, energy efficiency, and affordability to meet the diverse needs of consumers and businesses across the nation.

## Key Market Drivers

### Climate and Temperature Conditions

One of the primary drivers of the South Africa Air Conditioners Market is the region's climate and temperature conditions. South Africa experiences a wide range of climatic conditions, from hot and arid regions in the northwest to more temperate coastal areas along the southern and eastern coasts. Summers in many parts of the country can be extremely hot, with temperatures soaring well above 30 degrees Celsius (86 degrees Fahrenheit). In contrast, winters can be quite cold, especially in the interior regions.

These climatic variations drive the demand for air conditioning systems throughout the year. During the scorching summer months, air conditioners are essential for maintaining comfortable indoor temperatures, reducing humidity, and ensuring a conducive environment for work and living. In the winter, air conditioning systems equipped with heating capabilities provide warmth and comfort, making them a versatile solution for year-round temperature control.

As climate change continues to lead to rising temperatures and increased heatwaves, the demand for air conditioning in South Africa is expected to grow further. This driver is particularly pronounced in urban areas, where heat islands can lead to even higher temperatures, making air conditioning a necessity for both residential and commercial spaces.

### Urbanization and Infrastructure Development

Another significant driver of the South Africa Air Conditioners Market is the rapid urbanization and infrastructure development occurring across the country. South Africa is experiencing ongoing urbanization as people from rural areas move to cities in search of better economic opportunities and improved living conditions. This demographic shift has led to the construction of new residential and commercial buildings, including apartment complexes, office towers, shopping malls, and industrial facilities.

As urbanization continues, there is a growing need for air conditioning systems in these newly built structures. In urban areas, air conditioners are crucial for maintaining comfortable indoor environments in high-rise buildings, where natural ventilation may be limited. Additionally, commercial and retail establishments rely on air conditioning to attract customers and create pleasant shopping and working conditions.

The construction boom and the expansion of urban centers also provide opportunities for retrofitting older buildings with modern air conditioning systems, further driving the demand for air conditioners. This trend is supported by government initiatives aimed at improving energy efficiency in buildings, which often includes upgrading HVAC (Heating, Ventilation, and Air Conditioning) systems.

### Economic Growth and Rising Middle-Class Population

Economic growth and the expansion of the middle-class population in South Africa are key drivers of the air conditioning market. As the economy grows, household incomes increase, enabling more people to afford air conditioning systems for their homes. The middle class, in particular, seeks to enhance their quality of life, and air conditioning is viewed as a symbol of improved living standards.

This upward economic mobility is not limited to residential applications. Businesses and industries also benefit from economic growth, leading to greater investments in commercial and industrial air conditioning solutions. For instance, shopping centers, hotels, restaurants, data centers, and manufacturing facilities all require efficient air conditioning systems to create comfortable environments and support their operations.

Moreover, the increasing adoption of air conditioning in South African homes and offices has led to greater awareness of the benefits of indoor air quality and temperature control. Consumers are increasingly considering factors such as energy efficiency, environmental impact, and smart technology integration when choosing air conditioning systems, leading to innovations and advancements in the market.

### Key Market Challenges

#### Energy Efficiency and Environmental Sustainability

One of the primary challenges facing the South Africa Air Conditioners Market is the need for energy-efficient and environmentally sustainable cooling solutions. South Africa, like many other regions globally, is increasingly concerned about the environmental impact of air conditioning systems, particularly in terms of energy consumption and refrigerant usage.

**Energy Consumption:** Air conditioners are known to be energy-intensive appliances, and inefficient models can significantly contribute to electricity consumption. In South Africa, where electricity supply can be unstable and expensive, energy-efficient cooling

solutions are crucial to reducing energy bills and minimizing the strain on the power grid.

**Refrigerants and Climate Change:** The use of certain refrigerants in air conditioning systems contributes to greenhouse gas emissions, which are a major driver of climate change. South Africa, as a signatory to international environmental agreements, is under pressure to phase out the use of high Global Warming Potential (GWP) refrigerants like hydrofluorocarbons (HFCs). The transition to more environmentally friendly refrigerants and the responsible management of refrigerant leaks pose technical and regulatory challenges to the industry.

Addressing these challenges involves the development and adoption of energy-efficient air conditioning technologies, the promotion of inverter technology, and the transition to low-GWP refrigerants. Additionally, consumer education and government incentives for energy-efficient appliances are essential to drive the adoption of sustainable cooling solutions.

### Economic Factors and Affordability

Economic factors play a significant role in the South Africa Air Conditioners Market, impacting both consumer purchasing power and the cost of manufacturing and distribution.

**Affordability:** Air conditioning systems can be costly to purchase and install, making them less accessible to lower-income households. The challenge lies in making cooling solutions more affordable while maintaining quality and energy efficiency standards. Initiatives such as subsidies, financing options, and affordable cooling alternatives are essential to address this challenge.

**Economic Uncertainty:** Economic fluctuations, currency devaluation, and other economic uncertainties can impact the pricing and availability of air conditioners and related components. A stable economic environment is crucial for the industry to plan investments, maintain price competitiveness, and ensure consistent product supply.

### Climate Variability and Extreme Conditions

South Africa experiences a wide range of climate conditions, from hot and arid regions to temperate coastal areas and even high-altitude areas with colder climates. These diverse climatic conditions pose specific challenges for the South Africa Air Conditioners

Market.

**Temperature Extremes:** Air conditioners must be capable of efficiently cooling spaces in extremely hot conditions, especially in inland areas like Gauteng and the Northern Cape. Conversely, in the Western Cape, there may be a need for heating capabilities due to colder winters. Developing air conditioning systems that can adapt to these varying climate conditions is a technical challenge.

**Load on the Power Grid:** As air conditioning usage increases during heatwaves, there is a risk of overloading the electrical grid, leading to power outages. The industry and government authorities must work together to implement demand-side management strategies and develop cooling solutions that reduce peak electricity demand.

**Maintenance and Durability:** In areas with harsh climatic conditions, air conditioners may be exposed to extreme temperatures, dust, and other environmental factors that can impact their durability and performance. Ensuring that air conditioning systems are designed to withstand these conditions and are easy to maintain is crucial.

## Key Market Trends

### Energy Efficiency and Sustainability

One of the most significant trends in the South Africa air conditioners market is the increasing emphasis on energy efficiency and sustainability. This trend aligns with global efforts to reduce energy consumption, lower greenhouse gas emissions, and combat climate change. Several factors contribute to this trend:

**Government Regulations:** The South African government has implemented energy efficiency regulations and standards for air conditioners. Manufacturers and suppliers must adhere to these regulations by producing and marketing energy-efficient cooling solutions. Energy labeling and certification programs have been introduced to help consumers make informed choices when purchasing air conditioners.

**Consumer Awareness:** South African consumers are becoming more conscious of the environmental impact of their appliances. They are increasingly looking for air conditioning systems that not only provide comfort but also minimize energy consumption. Energy-efficient air conditioners are seen as a long-term cost-saving investment.



**Innovations in Technology:** Manufacturers are developing and marketing air conditioning systems with advanced technologies that prioritize energy efficiency. This includes variable-speed compressors, smart thermostats, and sensors that optimize cooling performance while reducing energy consumption. Inverter technology, in particular, has gained popularity for its ability to adjust cooling capacity based on the room's requirements.

**Sustainable Refrigerants:** Another aspect of sustainability in the air conditioning industry is the transition to environmentally friendly refrigerants. Many manufacturers are phasing out the use of hydrochlorofluorocarbons (HCFCs) and hydrofluorocarbons (HFCs) in favor of low-global-warming-potential (GWP) refrigerants like R-32 and R-410A. These refrigerants have lower carbon footprints and are less harmful to the environment.

## Growth in the Residential Sector

The residential sector is witnessing a surge in demand for air conditioning systems, primarily driven by urbanization, rising incomes, and changing lifestyles. This trend has several key drivers:

**Urbanization:** South Africa is experiencing ongoing urbanization, with a growing percentage of the population residing in cities and urban areas. As urban living spaces become more compact, air conditioning is increasingly seen as a necessity for maintaining comfortable indoor temperatures.

**Income Levels:** The expanding middle-class population in South Africa has greater purchasing power, making air conditioners more accessible to a wider range of consumers. The desire for improved comfort and quality of life is driving air conditioner adoption in homes.

**Climate Change:** Changing weather patterns and an increase in the frequency and intensity of heatwaves have made air conditioning a vital solution for coping with rising temperatures. Consumers are investing in air conditioners to create cool and comfortable indoor environments.

**Home Renovations and New Construction:** As homeowners undertake renovations or invest in new construction, the installation of air conditioning systems is often a priority. This trend extends to both single-family homes and multi-unit residential complexes.

## Smart and Connected Air Conditioners

The integration of smart and connected technologies into air conditioning systems is another noteworthy trend in the South Africa air conditioners market. These technologies enhance user convenience, energy efficiency, and control over indoor comfort:

**Smart Thermostats:** Smart thermostats allow users to remotely control and program their air conditioners using smartphones or other connected devices. They enable precise temperature management, energy scheduling, and the ability to monitor energy consumption.

**Voice Control:** Integration with voice assistants like Amazon Alexa and Google Assistant allows users to control their air conditioners using voice commands. This feature enhances convenience and accessibility.

**IoT Connectivity:** Internet of Things (IoT) connectivity enables air conditioners to communicate with other smart devices in the home. For example, air conditioners can adjust their settings based on outdoor weather conditions or occupancy patterns within the home.

**Energy Management:** Some smart air conditioners offer energy management features that provide insights into energy consumption and offer suggestions for optimizing usage. This supports energy efficiency goals and cost savings.

**Maintenance Alerts:** Smart air conditioners can detect and diagnose issues, sending maintenance alerts to users and service providers. This proactive approach helps prevent breakdowns and extends the lifespan of the equipment.

## Segmental Insights

### Type Insights

Splits, a popular type of air conditioning system, have secured a significant share in the South Africa Air Conditioners Market. This dominance can be attributed to several key factors that make split air conditioners a preferred choice for cooling in both residential and commercial settings across the country.

**Efficient Cooling in Diverse Climates:** South Africa's climate is diverse, ranging from hot



and arid regions to temperate coastal areas. Split air conditioners are well-suited to provide efficient cooling in this varied climate. Their ability to cool specific zones within a building makes them adaptable to different temperature needs.

**Space Efficiency:** Split air conditioners are known for their space-efficient design. They consist of two main components – an indoor unit and an outdoor compressor. The indoor unit can be mounted on a wall or suspended from a ceiling, saving valuable floor space, which is especially important in smaller rooms.

**Ease of Installation:** Installation of split air conditioners is relatively straightforward, and they are less intrusive compared to other types of air conditioning systems. This makes them a popular choice for both new installations and retrofits.

**Energy Efficiency:** Energy efficiency is a critical consideration for consumers in South Africa, given rising electricity costs and a focus on sustainability. Many split air conditioner models available in the market come equipped with energy-efficient features and inverter technology, which reduces power consumption while maintaining optimal cooling.

**Quiet Operation:** Split air conditioners are known for their quiet operation. The noisy compressor unit is located outside the building, ensuring that indoor spaces remain peaceful and comfortable.

**Zoned Cooling:** One of the standout features of split air conditioners is their ability to provide zoned cooling. Multiple indoor units can be connected to a single outdoor compressor, allowing users to independently control the temperature in different rooms or areas. This zoned cooling capability is particularly useful in homes and businesses with varying cooling needs.

**Aesthetic Appeal:** Split air conditioners often come with sleek and modern designs, enhancing the aesthetic appeal of indoor spaces. They can blend seamlessly with interior decor, making them a preferred choice for homeowners and businesses alike.

**Brand Variety:** The South Africa Air Conditioners Market offers a wide variety of split air conditioner brands, models, and price ranges, catering to a broad spectrum of consumers. This diversity allows customers to choose products that align with their specific cooling requirements and budget constraints.

**Reliable Performance:** Split air conditioners are known for their reliability and durability,

provided they are well-maintained. South African consumers value products that can withstand the country's diverse climate conditions and provide consistent cooling performance.

In conclusion, split air conditioners have captured a substantial share in the South Africa Air Conditioners Market due to their efficiency, space-saving design, ease of installation, energy efficiency, quiet operation, zoned cooling capabilities, aesthetic appeal, and reliability. As South Africa continues to experience a growing demand for cooling solutions, split air conditioners are expected to maintain their dominance and evolve with technological advancements, offering consumers even more efficient and sustainable cooling options in the future.

## End Use Insights

Residential applications hold a significant share in the South Africa Air Conditioners Market, reflecting the essential role that air conditioning plays in the daily lives of many South African households. This prominence is driven by several key factors that underscore the importance of air conditioning in residential settings:

**Climate Diversity:** South Africa is known for its climatic diversity, with regions experiencing varying temperature extremes throughout the year. In many parts of the country, summers can be scorching hot, with temperatures often exceeding 30°C (86°F), while winters can be chilly, especially in higher-altitude areas. As a result, air conditioning has become a vital tool for maintaining indoor comfort, both during the sweltering heat of summer and the cold of winter.

**Urbanization:** South Africa has a steadily urbanizing population, with an increasing number of people living in cities and metropolitan areas. Urban areas tend to have higher population densities, more buildings, and less natural ventilation, making air conditioning a necessity for maintaining a comfortable living environment in crowded residential spaces.

**Rising Income Levels:** With a growing middle class and increased disposable income, many South African households now have the means to invest in air conditioning systems. As air conditioners have become more affordable and energy-efficient over the years, they have become a feasible addition to residential properties.

**Health and Well-Being:** Air conditioning not only provides comfort but also contributes to the health and well-being of residents. It helps reduce heat-related illnesses during hot

summers and provides relief for individuals with respiratory conditions like asthma, as it filters out allergens and pollutants from the air.

**Energy Efficiency:** The South African government has implemented energy efficiency regulations and incentives to encourage the use of energy-efficient appliances, including air conditioners. This has led to the adoption of energy-efficient models in residential spaces, reducing both electricity consumption and operating costs for homeowners.

**Home and Property Values:** The presence of air conditioning systems can enhance the value of residential properties. Prospective buyers often consider air conditioning as a desirable feature when evaluating homes, making it an attractive investment for homeowners looking to increase their property's resale value.

**Smart and Inverter Technology:** Advancements in technology have introduced smart and inverter-driven air conditioners to the market. These systems offer energy savings and enhanced convenience, making them appealing to residential consumers looking for efficient cooling and heating solutions.

## Regional Insights

The Gauteng region in South Africa has established itself as a key player in the country's thriving air conditioning market, wielding significant influence and contributing substantially to the industry's growth. This region, which encompasses major cities like Johannesburg and Pretoria, has become synonymous with economic development and urbanization. Several factors contribute to Gauteng's prominence in the South Africa air conditioners market:

**Economic Hub:** Gauteng is the economic heart of South Africa, home to a substantial portion of the country's economic activity. As a hub for finance, manufacturing, and services, it has a thriving business environment with a high concentration of commercial and industrial facilities. The need for efficient climate control solutions in offices, factories, and retail spaces has driven a considerable demand for air conditioners in the region.

**Population Density:** Gauteng is also the most densely populated province in South Africa, with a growing urban population. Urbanization has led to increased construction of residential complexes and commercial buildings, all of which require effective cooling and heating solutions. As the population continues to rise, so does the demand for air

conditioning systems.

**Extreme Weather Conditions:** The Gauteng region experiences extreme weather conditions, with hot summers and chilly winters. This climatic variation makes air conditioners a necessity for maintaining comfortable indoor environments year-round. As residents seek relief from scorching heat and cold spells, the demand for air conditioning systems remains consistently high.

**Commercial and Industrial Needs:** The bustling industrial and commercial sectors in Gauteng have a constant demand for air conditioning systems. From shopping malls and corporate offices to manufacturing facilities and data centers, businesses rely on air conditioners to provide comfort, protect equipment, and maintain productivity.

**Infrastructure Development:** Gauteng is known for its continuous infrastructure development, including the construction of shopping centers, hotels, hospitals, and residential complexes. These projects often incorporate state-of-the-art air conditioning systems to ensure comfortable and controlled indoor environments, further boosting the demand.

**Technological Advancements:** Gauteng, as a center of innovation and technology, has been at the forefront of adopting advanced and energy-efficient air conditioning technologies. Consumers in this region are keen to invest in modern systems that offer improved performance and energy savings.

**Awareness of Energy Efficiency:** With increasing environmental awareness, Gauteng residents and businesses are cognizant of the importance of energy-efficient solutions. This has led to a preference for energy-efficient air conditioners that not only reduce electricity bills but also have a lower carbon footprint.

**Competitive Market:** The presence of numerous air conditioner manufacturers, distributors, and service providers in Gauteng has created a competitive market environment. This competition often results in a wide range of product choices and competitive pricing, benefiting consumers.

## Key Market Players

Airconditioning & Heating International Carrier Fzc

Daikin Middle East and Africa FZE

Samsung Electronics Co. Ltd.

LG Electronics

Midea Middle East

Sharp Middle East Fze

Haier Electronics Group Co., Ltd.

Dunham-Bush International (Africa) (PTY) Ltd

Trane Inc.

Gree Electric Appliances, Inc. Of Zhuhai

Report Scope:

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

South Africa Air Conditioners Market, By Type:

Splits

VRFs

Chillers

Windows

Others

South Africa Air Conditioners Market, By End Use:

Residential

Commercial/Industrial

South Africa Air Conditioners Market, By Region:

Gauteng

Kwazulu-Natal

Western Cape

Eastern Cape

Rest of South Africa

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the South Africa air conditioners market.

Available Customizations:

South Africa 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).



## Contents

### 1. INTRODUCTION

- 1.1. Product Overview
- 1.2. Key Highlights of the Report
- 1.3. Market Coverage
- 1.4. Market Segments Covered
- 1.5. Research Tenure Considered

### 2. RESEARCH METHODOLOGY

- 2.1. Objective of the Study
- 2.2. Baseline Methodology
- 2.3. Key Industry Partners
- 2.4. Major Association and Secondary Sources
- 2.5. Forecasting Methodology
- 2.6. Data Triangulation & Validation
- 2.7. Assumptions and Limitations

### 3. EXECUTIVE SUMMARY

- 3.1. Market Overview
- 3.2. Market Forecast
- 3.3. Key Regions
- 3.4. Key Segments

### 4. VOICE OF CUSTOMER

- 4.1. Factors Influencing Purchase Decision
- 4.2. Challenges Faced Post Purchase
- 4.3. Brand Awareness

### 5. SOUTH AFRICA AIR CONDITIONERS MARKET OUTLOOK

- 5.1. Market Size & Forecast
  - 5.1.1. By Value & Volume
- 5.2. Market Share & Forecast
  - 5.2.1. By Type Market Share Analysis (Splits, VRFs, Chillers, Windows, and Others

(Portable, Floor Standing, etc.))

5.2.2. By End Use Market Share Analysis (Residential, Commercial/Industrial)

5.2.3. By Regional Market Share Analysis

5.2.3.1. Gauteng Market Share Analysis

5.2.3.2. Kwazulu-Natal Market Share Analysis

5.2.3.3. Western Cape Market Share Analysis

5.2.3.4. Eastern Cape Market Share Analysis

5.2.3.5. Rest of South Africa Market Share Analysis

5.2.4. By Top 5 Companies Market Share Analysis, Others (2022)

5.3. South Africa Air Conditioners Market Mapping & Opportunity Assessment

5.3.1. By Type Market Mapping & Opportunity Assessment

5.3.2. By End Use Market Mapping & Opportunity Assessment

5.3.3. By Regional Market Mapping & Opportunity Assessment

## **6. SOUTH AFRICA SPLITS AIR CONDITIONERS MARKET OUTLOOK**

6.1. Market Size & Forecast

6.1.1. By Value & Volume

6.2. Market Share & Forecast

6.2.1. By End Use Market Share Analysis

6.2.2. By Region Market Share Analysis

## **7. SOUTH AFRICA VRFS MARKET OUTLOOK**

7.1. Market Size & Forecast

7.1.1. By Value & Volume

7.2. Market Share & Forecast

7.2.1. By End Use Market Share Analysis

7.2.2. By Region Market Share Analysis

## **8. SOUTH AFRICA CHILLERS MARKET OUTLOOK**

8.1. Market Size & Forecast

8.1.1. By Value & Volume

8.2. Market Share & Forecast

8.2.1. By End Use Market Share Analysis

8.2.2. By Region Market Share Analysis

## **9. SOUTH AFRICA WINDOWS AIR CONDITIONERS MARKET OUTLOOK**

## 9.1. Market Size & Forecast

### 9.1.1. By Value & Volume

## 9.2. Market Share & Forecast

### 9.2.1. By End Use Market Share Analysis

### 9.2.2. By Region Market Share Analysis

## 10. MARKET DYNAMICS

### 10.1. Drivers

### 10.2. Challenges

## 11. IMPACT OF COVID-19 ON SOUTH AFRICA AIR CONDITIONERS MARKET

### 11.1. Impact Assessment Model

#### 11.1.1. Key Segments Impacted

#### 11.1.2. Key Regions Impacted

## 12. MARKET TRENDS & DEVELOPMENTS

## 13. PORTER'S FIVE FORCES MODEL

### 13.1. Competitive Rivalry

### 13.2. Bargaining Power of Buyers

### 13.3. Bargaining Power of Suppliers

### 13.4. Threat of New Entrants

### 13.5. Threat of Substitutes

## 14. SWOT ANALYSIS

### 14.1. Strengths

### 14.2. Weaknesses

### 14.3. Opportunities

### 14.4. Threats

## 15. POLICY AND REGULATORY LANDSCAPE

## 16. SOUTH AFRICA ECONOMIC PROFILE

## 17. COMPETITIVE LANDSCAPE

### 17.1. Company Profiles

#### 17.1.1. Airconditioning & Heating International Carrier Fzc

##### 17.1.1.1. Company Details

##### 17.1.1.2. Product & Services

##### 17.1.1.3. Financials (As Per Availability)

##### 17.1.1.4. Key market Focus & Geographical Presence

##### 17.1.1.5. Recent Developments

##### 17.1.1.6. Key Management Personnel

#### 17.1.2. Daikin Middle East and Africa FZE

##### 17.1.2.1. Company Details

##### 17.1.2.2. Product & Services

##### 17.1.2.3. Financials (As Per Availability)

##### 17.1.2.4. Key market Focus & Geographical Presence

##### 17.1.2.5. Recent Developments

##### 17.1.2.6. Key Management Personnel

#### 17.1.3. Samsung Electronics Co. Ltd.

##### 17.1.3.1. Company Details

##### 17.1.3.2. Product & Services

##### 17.1.3.3. Financials (As Per Availability)

##### 17.1.3.4. Key market Focus & Geographical Presence

##### 17.1.3.5. Recent Developments

##### 17.1.3.6. Key Management Personnel

#### 17.1.4. LG Electronics

##### 17.1.4.1. Company Details

##### 17.1.4.2. Product & Services

##### 17.1.4.3. Financials (As Per Availability)

##### 17.1.4.4. Key market Focus & Geographical Presence

##### 17.1.4.5. Recent Developments

##### 17.1.4.6. Key Management Personnel

#### 17.1.5. Midea Middle East

##### 17.1.5.1. Company Details

##### 17.1.5.2. Product & Services

##### 17.1.5.3. Financials (As Per Availability)

##### 17.1.5.4. Key market Focus & Geographical Presence

- 17.1.5.5. Recent Developments
- 17.1.5.6. Key Management Personnel
- 17.1.6. Sharp Middle East Fze
  - 17.1.6.1. Company Details
  - 17.1.6.2. Product & Services
  - 17.1.6.3. Financials (As Per Availability)
  - 17.1.6.4. Key market Focus & Geographical Presence
  - 17.1.6.5. Recent Developments
  - 17.1.6.6. Key Management Personnel
- 17.1.7. Haier Electronics Group Co., Ltd.
  - 17.1.7.1. Company Details
  - 17.1.7.2. Product & Services
  - 17.1.7.3. Financials (As Per Availability)
  - 17.1.7.4. Key market Focus & Geographical Presence
  - 17.1.7.5. Recent Developments
  - 17.1.7.6. Key Management Personnel
- 17.1.8. Dunham-Bush International (Africa) (PTY) Ltd
  - 17.1.8.1. Company Details
  - 17.1.8.2. Product & Services
  - 17.1.8.3. Financials (As Per Availability)
  - 17.1.8.4. Key market Focus & Geographical Presence
  - 17.1.8.5. Recent Developments
  - 17.1.8.6. Key Management Personnel
- 17.1.9. Trane Inc.
  - 17.1.9.1. Company Details
  - 17.1.9.2. Product & Services
  - 17.1.9.3. Financials (As Per Availability)
  - 17.1.9.4. Key market Focus & Geographical Presence
  - 17.1.9.5. Recent Developments
  - 17.1.9.6. Key Management Personnel
- 17.1.10. Gree Electric Appliances, Inc. Of Zhuhai
  - 17.1.10.1. Company Details
  - 17.1.10.2. Product & Services
  - 17.1.10.3. Financials (As Per Availability)
  - 17.1.10.4. Key market Focus & Geographical Presence
  - 17.1.10.5. Recent Developments
  - 17.1.10.6. Key Management Personnel

## **18. STRATEGIC RECOMMENDATIONS**

18.1. Key Focus Areas

18.2. Target Type

18.3. Target End Use

## **19. ABOUT US & DISCLAIMER**



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