



## **Cooling the Planet:**

# ***Opportunities for Deployment of Super Efficient Air Conditioners***

**April 2013**



# Cooling the Planet: Opportunities for Deployment of Superefficient Room Air Conditioners

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This work was funded by the Bureau of Oceans and International Environmental and Scientific Affairs, U.S. Department of State, and administered by the U.S. Department of Energy in support of the Super-efficient Equipment and Appliance Deployment (SEAD) initiative through the U.S. Department of Energy under Contract No. DE-AC02-05CH11231



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## Executive Summary

This report presents the results of an analysis, commissioned by the U.S. Department of Energy, of Air Conditioner (AC) efficiency in support of the Super-efficient Equipment and Appliance Deployment (SEAD) initiative.<sup>1</sup> The International Energy Studies group at Lawrence Berkeley National Laboratory in collaboration with Navigant Consulting Inc. performed the analysis. SEAD aims to transform the global market by increasing the penetration of highly efficient equipment and appliances.

SEAD partners work together in voluntary activities to: (1) “raise the efficiency ceiling” by pulling super-efficient appliances and equipment into the market through cooperation on measures like incentives, procurement, awards, and research and development (R&D) investments; (2) “raise the efficiency floor” by working together to bolster national or regional policies like minimum efficiency standards; and (3) “strengthen the efficiency foundations” of programs by coordinating technical work to support these activities.<sup>2</sup>

The objective of this analysis is to provide the background technical information necessary to improve the efficiency of ACs and to provide a foundation for the activities of SEAD participating countries. We find that even the best currently available technology offers large efficiency improvement opportunities (35% to 50% reduction in energy consumption from the market average) in most SEAD countries. The cost effective efficiency improvements range from 20% to 30% reduction in energy consumption based on a consumer perspective.

### Objective and Scope

The objective of this analysis is to identify potential Room AC efficiency improvements and their incremental costs, as well as to provide approximate global and country-specific estimates of total energy savings potential. The overarching goal is to provide relevant information to support design of policies and programs that will accelerate the penetration of super-efficient Room ACs.

This report addresses two categories of AC efficiency improvement potential: cost effective and technical. The efficiency improvements studied are those that are technically feasible, practical to manufacture, and feasible using components or technology that is already commercially available, and therefore could be realized in the short to medium term. The relationship between cost and efficiency improvement potential is presented in a consolidated fashion in terms of cost versus efficiency improvement and savings potential curves which can be used to estimate the technical and cost effective potential. Based on the information presented in the cost versus efficiency curve, the cost effective potential can be estimated at different levels of electricity costs which vary across consumer categories.

### Analysis Method and Data Sources

The analysis makes use of the energy efficiency incremental component costs and efficiency improvement options and corresponding energy efficiency data developed under the European Commission’s Ecodesign

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<sup>1</sup> As one of the initiatives in the Global Energy Efficiency Challenge, SEAD seeks to enable high-level global action by informing the Clean Energy Ministerial dialogue. In keeping with its goal of achieving global energy savings through efficiency, SEAD was approved as a task within the International Partnership for Energy Efficiency Cooperation (IPEEC) in January 2010.

<sup>2</sup> As of April 2011, the governments participating in SEAD are: Australia, Brazil, Canada, the European Commission, France, Germany, India, Japan, Korea, Mexico, Russia, South Africa, Sweden, the United Arab Emirates, the United Kingdom, and the United States. More information on SEAD is available from its website at <http://www.superefficient.org/>.



program Lot 10 study. This analysis has up-to-date cost and efficiency data which was derived from extensive engagement with manufacturers and other industrial experts.

The base case is defined as a split fixed-speed room air conditioner model developed for the EU Lot 10 study, which is very typical of fixed speed split systems found around the world but is not the least efficient kind of product one can find on the market. Thus the analysis starts from a mid-market point for much of the world Room AC market<sup>3</sup>.

Once the base case is simulated the cost and energy efficiency of successive design changes are simulated such that all 1728 possible mutually exclusive options have been simulated for each economy. Local labor, supply chain markups, installation and maintenance costs, energy costs and capital costs are all adjusted for the local economy, based on a combination of sources such as literature, estimated factory gate costs, retail prices, expert contacts, and official statistics.

The approach outlined above generates cost versus efficiency curves for each economy, including manufacturer (or factory gate) costs and costs to the end user at each level of efficiency corresponding to a design change. The efficiency levels are calculated using climate specific and local hours of use data, generating different efficiency levels for the same model in different economies.

### Efficiency, Cost Effectiveness, and Energy Savings Metrics

While the efficiency at full load i.e. the energy efficiency ratio (EER) has been the most commonly used metric historically, most air conditioners only operate at full load for a small proportion of the time. The seasonal energy efficiency ratio (SEER) gives a better approximation of the annual average energy efficiency of a room air conditioner as SEER metrics are designed to account for performance during part load conditions occurring from time to time to produce a statistically representative metric of annual average energy efficiency. Currently such metrics are in place in Japan (called the Annual Performance Factor or APF) and the USA/Canada (known as the SEER). For this study we have chosen to use the new European Seasonal Energy Efficiency Ratio (ESEER), because unlike the other two metrics it also takes account of energy consumption in off and idle modes as well as energy used to keep crank cases warm in the heating system for reversible units and hence is likely to be more representative of performance of ACs when they are in use. Accordingly, all results in the report are reported in terms of the ESEER.

The cost-effectiveness metric used in the analysis presented here is the cost of conserved electricity (CCE), which is calculated by dividing the annualized incremental cost of a design change by the incremental energy saved by the design change per year. The design change is considered with respect to a design corresponding to the market average efficiency level in each economy.

Two kinds of costs of conserved electricity (CCE) are calculated as follows: a) CCE to the manufacturer, ( $CCE_m$ ), which considers the incremental cost of the higher efficiency model at the factory gate i.e. to the manufacturer and b) CCE to the consumer, ( $CCE_c$ ), which considers the incremental cost of the higher efficiency model to the

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<sup>3</sup> In this study we consider window and unducted split packaged ACs under the general rubric of “Room ACs”. The global Room AC market is dominated by unducted split-packaged (known in the US as mini-split) air conditioners, with a trend towards these and away from window ACs in all the economies studied. Central air conditioners (US style ducted AC, packaged or split), are described in brief in Chapter 2, but are not the focus of this report. For a more detailed description of the different types of ACs, please see Chapter 2, while the trend toward split-packaged ACs is discussed further in Section 3.1.



consumer or end user. The former metric ( $CCE_m$ ) is lower than the latter ( $CCE_c$ ) as it does not include markups and installation costs.  $CCE_m$  could be used to measure the cost-effectiveness of a market transformation program such as a utility program offering an incentive to the manufacturer, while  $CCE_c$  would be used to measure the cost effectiveness a consumer incentive program or a minimum energy performance standard (MEPS) program.

Efficiency improvement options are cost effective if CCE is lower than the cost of electricity. Given that the cost of electricity varies across different stakeholders (i.e. consumers and utility), the cost effective level of efficiency improvement varies across stakeholders.

Finally, this analysis presents an estimate of the energy savings from Room ACs at various efficiency levels in 2020 from a Room AC market transformation program or policy implemented beginning in 2012, by using the earlier efficiency data and base sales data for each economy from the CLASP mapping report, BSRIA data, and the EU Ecodesign study. These data were extrapolated to 2020 using the model from McNeil et al. (2008). The sales forecast from Letschert (2009) was used for China. The metric used to report energy savings is Rosenfelds. One Rosenfeld is equivalent to annual energy savings of 3 Twh/year, i.e. about the energy generated by one medium-sized power plant.



## Summary of Findings

### Five Economies Constitute a Large Share of the Room AC Market Among Those Studied

Among the countries studied<sup>4</sup>, Room AC/Heat Pump sales are dominated by 5 economies (China, India, Brazil, Japan and the EU), with expected total 2014 sales of about 90% of the total market in the economies studied. Sales in the emerging economies are increasing fast, while sales in Europe and Japan are high and remain steady (Figure E1). The markets in the United States and Canada are dominated by large ducted AC systems, also sometimes referred to as Central ACs in the rest of the world rather than Room ACs.

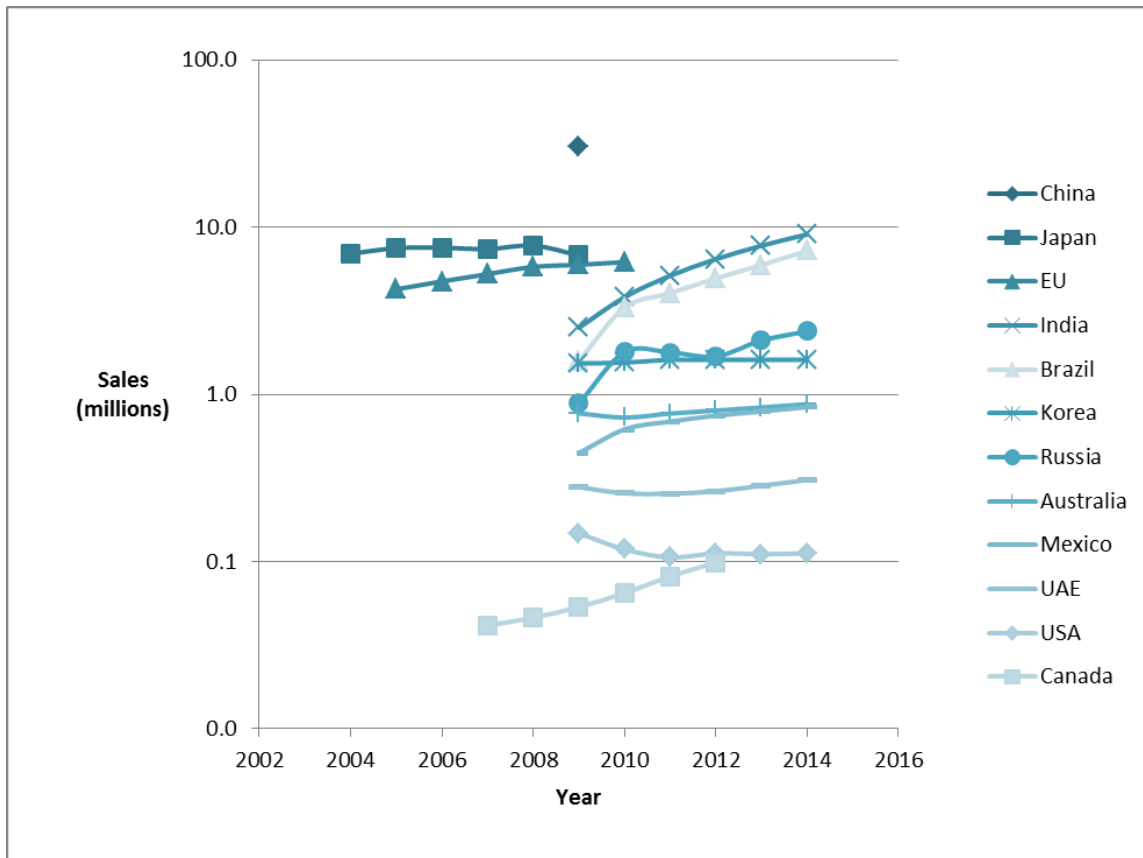


Figure E-1 Current and projected Room AC Sales in various countries (logarithmic scale) Source: BSRIA, and C LASP Mapping Report (Baillargeon, 2011)

### Significant Potential for Efficiency Improvement Exists

The average energy efficiency of unducted split-packaged (known in the US as mini-split) air conditioners ACs/Heat Pumps which form the majority of global residential air conditioners in every country except the United States, varies from an average Energy Efficiency Ratio (EER) of 4.1 in Japan to an average of 2.69 in the UAE as shown in table E-1 below. The Japanese market has the most efficient air conditioners that are commercially available, with a maximum EER of 6.67 W/W, and an average of 4.1. We report efficiencies in

<sup>4</sup> In this report we focus on the SEAD participating governments and China. As of April 2011, the governments participating in SEAD are: Australia, Brazil, Canada, the European Commission, France, Germany, India, Japan, Korea, Mexico, Russia, South Africa, Sweden, the United Arab Emirates, the United Kingdom, and the United States. More information on SEAD is available from its website at <http://www.superefficient.org/>





table E-1 in EER terms even though the rest of the report uses ESEER, since the data available is reported using this metric.

Even though the data presented in Table E-1 are illustrative and cannot be compared directly *across countries* due to lack of availability of overlapping data sets and minor differences in test procedures, these data can be compared *within* each country studied. Table E-1 clearly and unequivocally show that there is a significant gap in efficiency terms between the best available split package AC in each economy and the average AC in that same economy. If the best available technology available globally is considered, it is even more evident that there is significant room for improvement in Room AC efficiency in all the economies, even if only ACs currently available on the market are considered.

**Table E-1 Average EERs of unducted split-packaged ACs in various economies in 2010-2011 (illustrative)<sup>5</sup>**

| Country      | EER (W/W) |      |         |
|--------------|-----------|------|---------|
|              | Min       | Max  | Average |
| Australia    | 2.67      | 4.88 | 3.16    |
| Brazil       | 2.92      | 4.04 | 3.19    |
| Canada       | 2.14      | 4.33 | 3.6     |
| China        | 2.9       | 6.14 | 3.23    |
| EU           | 2.21      | 5.55 | 3.22    |
| India        | 2.35      | 3.6  | 2.8     |
| Japan        | 2.37      | 6.67 | 4.1     |
| Korea        | 3.05      | 5.73 | 3.78    |
| Mexico       | 2.42      | 4.1  | 2.92    |
| Russia       | 2.5       | 3.6  | 2.79    |
| South Africa | 2.28      | 5    | 2.91    |
| UAE          | 2.14      | 3.22 | 2.69    |
| USA          | -         | 4.6  | 3.04    |

Source: Catalog searches, IEA 4E M&B 2010, Baillargeon, 2011

<sup>5</sup> This data should be treated as illustrative as no overlapping datasets were available to cross-check these data points. Data shown in table E-1 are based on a) samples obtained from catalog searches in Brazil, Canada, Mexico, Russia, South Africa and the UAE, b) from the IEA 4E Mapping and Benchmarking Analysis for Australia c) from the CLASP Mapping Report for China, EU, India, Japan and the USA, and d) from the IEA 4E Mapping and Benchmarking Analysis for Korea. (IEA 4E M&B 2010, Baillargeon, 2011)



### Summary of Efficiency Improvement Options

Various options to improve air conditioner efficiency exist, including “classic options” such as increasing heat exchanger size/efficiency, variable speed and efficient compressors, efficient fans, and thermostatic and electronic expansion devices. In Table E-3 below, we summarize some of the more common options, and the corresponding energy savings (%) compared to the base case. The range shown in Table E-2 indicates the range of energy savings possible from a small incremental efficiency improvement (min), or the best technology available (max).

**Table E-2 Classic Efficiency Improvement Options and Corresponding Energy Savings<sup>6</sup>**

| Option                              | Description   | % improvement from base case |            |
|-------------------------------------|---|------------------------------|------------|
|                                     |   | Min                          | Max        |
| Efficient Heat Exchanger            | high efficiency microchannel heat exchangers, larger sized heat exchangers      | 9.1%                         | 28.6%      |
| Efficient Compressors               | two-stage rotary compressors, high efficiency scroll compressors with DC motors | 6.5%                         | 18.7%      |
| Inverter/Variable Speed             | AC, AC/DC or DC inverter driven compressors                                     | 20%                          | 24.8%      |
| Expansion Valve                     | Thermostatic and electronic expansion valves                                    | 5%                           | 8.8%       |
| Crankcase Heating                   | Reduced crankcase heating power and duration                                    | 9.8%                         | 10.7%      |
| Standby load                        | Reduced standby loads   | 2.2%                         | 2.2%       |
| <b>Total/cumulative<sup>7</sup></b> |   | <b>60 %</b>                  | <b>72%</b> |

If all the efficiency improvement options shown in Table E-2 above are employed, then the higher efficiency Room AC could save between 60-72% of energy compared<sup>8</sup> to the base case model in the various economies studied, varying by usage and climate in the various economies studied.

<sup>6</sup> The energy savings figures presented here are representative of conditions in Europe.

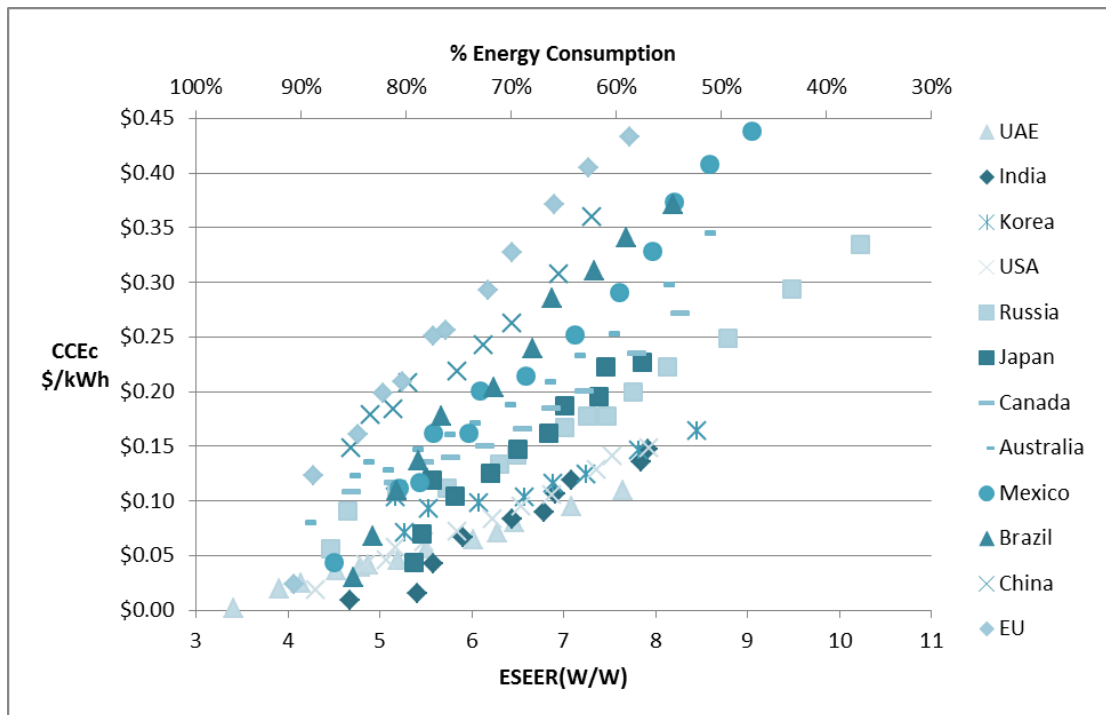
<sup>7</sup> Note: Cumulative efficiency improvement is lower than a simple addition as the options are not mutually exclusive, i.e. improvement using one option reduces the baseline energy consumption to which the next efficiency improvement option is applied. Also, the improvements due to variable speed drives are climate and usage dependent.





### Efficiency Improvement to ESEERs between 4.2- 7.44 W/W is Cost Effective Leading to Savings Potential of over 63 Rosenfelds<sup>9</sup>

Applying the efficiency improvement options discussed earlier to the base case model, and calculating the incremental cost to the consumer of conserved electricity as described in chapter 4 of this report, we present the resulting cost versus efficiency curve in Figure E-2 below.



**Figure E-2 Cost to Consumer of Conserved Electricity (CCEc) vs. Room AC Efficiency for Various Economies**

In economies with a higher cost of capital (i.e. discount/interest rates) such as Brazil, or low hours of use, higher efficiency ACs carry a larger cost of conserved electricity, when compared to India or UAE. For countries such as Japan where ACs are used for both heating and cooling, and India or UAE, where ACs are used for many hours annually, very high ESEERs are attainable at low cost per unit of electricity saved. Significant energy savings are cost effective in most of the economies studied, as further shown in Table E-3 below.

<sup>9</sup> In line with Koomey et al. 2010, we use the unit of Rosenfeld for denoting energy savings. One Rosenfeld=3TWh/year, or approximately one 500MW (i.e. medium power plant).



| A            | B             | C                    | D  | E                                   | F   | G  | H  |
|--------------|---------------|----------------------|--|-------------------------------------|---|--|--|
| Country      | Tariff \$/kWh | Market Average ESEER | Economic Potential ESEER (W/W) @ Tariff = CCEc | Technical Potential Max ESEER (W/W) | 2020 Energy Savings @ Economic Potential (Rosenfelds) | 2020 Energy Savings @ Technical Potential (Rosenfelds) | 2020 CO2 savings @ Technical Potential (tons/year) |
| Australia    | 0.10          | 4.03                 | 4.48   | 8.55                                | 0.35  | 2  | 4  |
| Brazil       | 0.19          | 4.05                 | 5.67   | 8.83                                | 6   | 10   | 3  |
| Canada       | 0.08          | 4.58                 | 4.54   | 8.26                                | 0   | 0.24   | 0.1  |
| China        | 0.19          | 4.11                 | 5.19   | 7.30                                | 16  | 33   | 99   |
| EU           | 0.19          | 4.09                 | 5.00   | 8.33                                | 11  | 30   | 32   |
| India        | 0.08          | 3.56                 | 5.55   | 7.91                                | 19  | 29   | 78   |
| Japan        | 0.22          | 5.21                 | 7.44   | 7.85                                | 8   | 9  | 11   |
| Korea        | 0.07          | 4.80                 | 5.33   | 8.45                                | 1   | 4  | 5  |
| Mexico       | 0.08          | 3.71                 | 4.45   | 9.74                                | 0.15  | 1  | 1  |
| Russia       | 0.05          | 4.20                 | 4.20   | 10.23                               | 0   | 4  | 4  |
| UAE          | 0.07          | 3.46                 | 6.24   | 7.64                                | 2   | 2  | 3  |
| USA          | 0.11          | 3.87                 | 6.80   | 8.00                                | 0.2   | 0.24   | 0.4  |
| <b>Total</b> |               |                      |  |                                     | <b>64</b>   | <b>123</b>   | <b>241</b>   |

**Table E-3 ESEER and Energy Savings at Economic and Technical Potential**

In the above table E-3, we present the following information:

- Column B: representative consumer tariffs for the economies studied.
- Column C: the approximate market average ESEER converted from the EER values reported in chapter 3.
- Column D: the economic or cost effective potential in terms of ESEER i.e. at efficiency levels where cost of conserved electricity equals the tariffs in column B.
- Column E: the total or technical potential in ESEER terms, i.e. the ESEER possible by deploying the best available technology in the climate and seasonal conditions of the respective economies.
- Column F: the 2020 annual energy savings potential from Room AC efficiency improvement in Rosenfelds (3TWh/yr), assuming that the corresponding market transformation program goes into effect at the efficiency level corresponding to column D and transforms 100% of the market. i.e. a standard corresponding to column D.
- Column G: the 2020 annual energy savings potential from Room AC efficiency improvement in Rosenfelds (3TWh/yr), assuming that the corresponding market transformation program goes into effect at the level corresponding to column E and transforms 100% of the market. i.e. the potential available for a labeling or incentive specification corresponding to column E.
- Column H: the 2020 annual CO<sub>2</sub> savings potential from Room AC efficiency improvement assuming that the corresponding market transformation program goes into effect at the level corresponding to



column E and transforms 100% of the market. i.e. the potential available for a labeling or incentive specification corresponding to column E.

The total 2020 energy savings potential from standards that is cost effective from a consumer perspective is about 64 Rosenfelds, i.e. Equivalent to 64 medium sized power plants (or 192 TWh/year), while the total technical potential is about 123 Rosenfelds, i.e. about 123 medium sized power plants(or 369 TWh/year). (Koomey et al. 2010)

If the costs of peak power, backup generation or power outages are included in the consideration of cost-effectiveness, due to the high peak coincidence of Room AC use, the ESEER levels that would be considered to be cost effective would be even higher than those shown in column D, along with correspondingly higher savings to those bearing these costs (i.e.taxpayers, other ratepayers etc.)

### Low Global Warming Potential (GWP)/ Ozone Depletion Potential (ODP) Refrigerants Can Have a Cost and Efficiency Impact

Through the Montreal Protocol and related processes, the Room AC industry is developing lower GWP refrigerants to phase out high GWP, HFC-based refrigerants. This next generation refrigerant development process has many tradeoffs with cost and energy efficiency, thus all three issues (cost, efficiency, and low ODP/GWP) need to be considered when designing market transformation programs.

### Insights for designing market transformation programs

Based on the analysis presented in this report, Room AC energy efficiency improvement offers significant opportunity for cost-effective energy efficiency improvement. We provide an example of how the information presented in the form of a cost curve can be used in designing efficiency market transformation programs such as MEPS and incentives

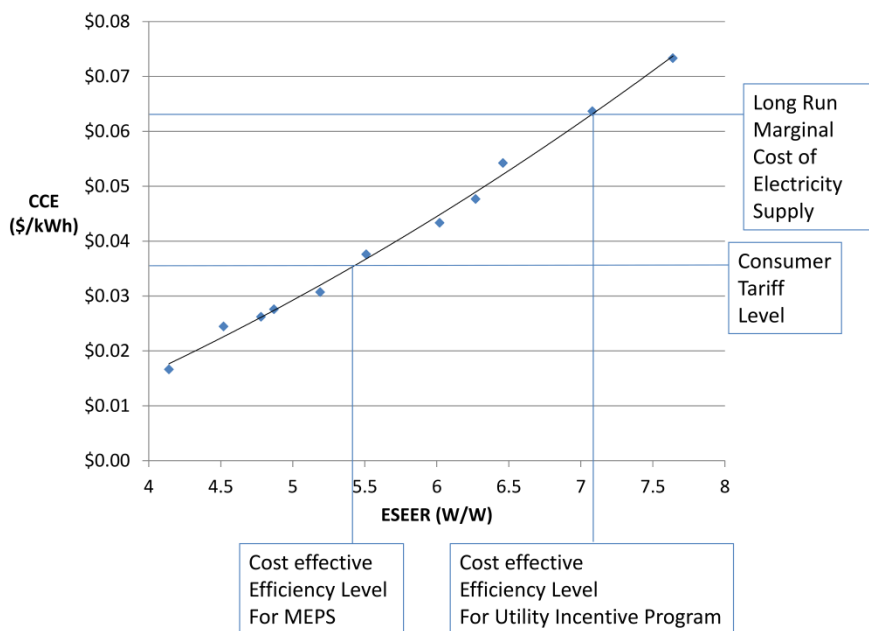


Figure E-3 Cost Curves and Market Transformation Programs



If the criteria for setting minimum energy performance standards (MEPS) are that efficiency improvements targeted should be cost effective from a consumer perspective, then the level of efficiency improvement that can be targeted will be where CCE is less than or equal to the consumer tariff (see Figure E-2).

In several cases, consumer tariff are lower than the cost of supply during the time when ACs are used. In such instances, efficiency levels targeted by financial incentive programs could be where CCE is less than or equal to cost of supply during those times (long run marginal cost of supply at the time when the ACs are used).

Metrics of cost effectiveness that are typically used for designing efficiency programs could be expanded beyond consumer cost-effectiveness perspective in several other ways. For example, such metrics could account for subsidies, the cost of peak power, the costs of backup generation, or the costs of power outages. The cost effectiveness data presented in Chapters 4 and 5 of this report could be used to design programs with such expanded considerations of cost-effectiveness, and therefore correspondingly target higher efficiency levels. While expanded metrics could also be used across multiple product categories, such expanded metrics are particularly relevant for AC use due to the high contribution of ACs to peak loads, power outages, and backup generation.

Note that the analysis presented in this report provides initial estimates of costs for various levels of efficiency improvements and is likely to need further refinement in order to be used for program design purposes.