

19th August 2026

Dear Sam and James,

Mitsubishi Heavy Industries Air-conditioners Australia will be releasing a revised Trade Price List (TPL) which will come into effect on **Monday 21st September 2026**.

Product Range Adjustments:

The updated TPL will feature some exciting range updates across our Residential (RAC) and Commercial offerings:

- Introduction of the new range of RAC Wall Splits - Elouera™ ZTA Series
- Addition of FDUC series of compact ducted indoor models (2.2kW - 7.1kW)
- Addition of KX Micro R410A Outdoor units (11.2-15.5kW)

Pricing Adjustments:

We recognise that any pricing adjustment can impact your business and we have worked hard to minimise this wherever possible. Despite our continued efforts to absorb increases in some material and freight costs, adjustments to selected product pricing are now required. Through negotiations with our manufacturing partners, we have worked to keep the increase to a minimum while continuing to deliver quality, reliability and value.

Price changes will be applied to:

- Avanti Plus® ZSXA Series - increase of 3.5%
- Ciara™ ZTLA Series WFJ Models - weighted increase which varies by capacity
- Select capacities of FDTC Ceiling Cassette, SRR Bulkhead & SRF Floor Outdoor Units – small increase.

As part of this review, we are also please to confirm that some products will reduce in price:

- MH-8ZRM Zone Relay Module
- RC-EXZ3D Wired Controller

We are pleased to confirm that all other pricing in the TPL will remain unchanged. In the coming week a follow-up communication will be sent which will include the revised TPL files and will outline all the pricing revisions so that you can update your systems.

We thank you for your continued support and partnership. If you have any questions or require clarification, please contact your **Sales Account Manager** or call our **National Customer Care Team on 1300 138 007**.

Kind regards,



Graham Hamilton - General Manager Sales
Mitsubishi Heavy Industries Air-conditioners Australia