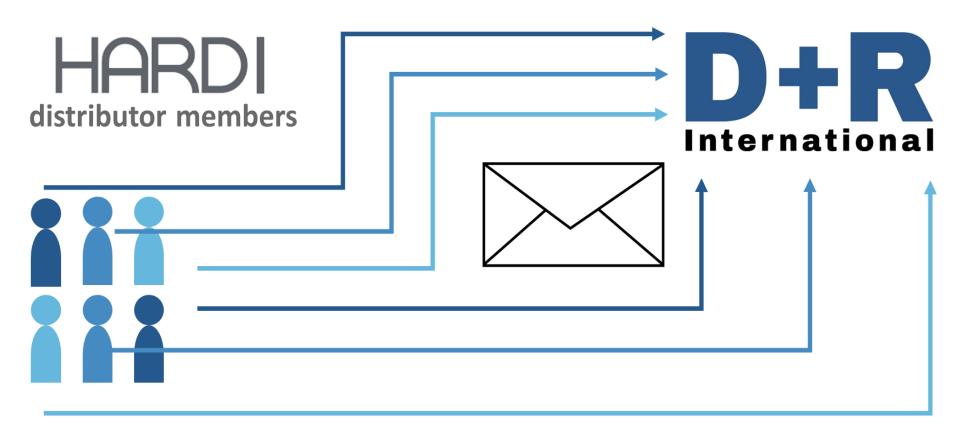


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Data in this presentation comes from

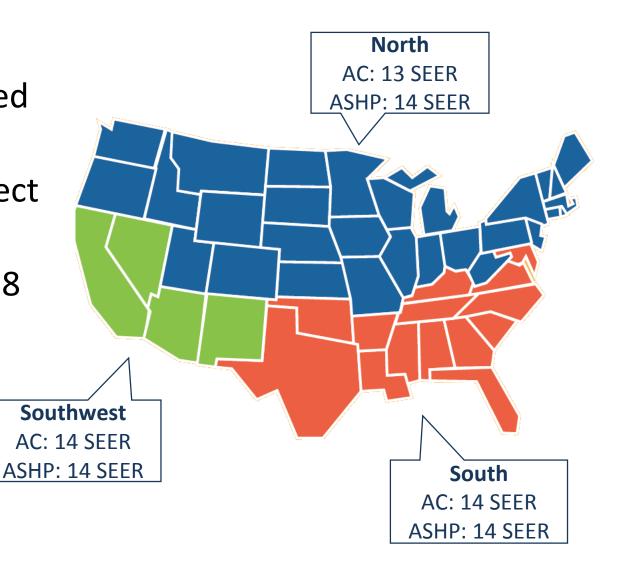




 Settlement reached April 24, 2014

 Standard took effect January 1, 2015

 Distributors had 18 months to sell product through





Biggest efficiency gains from:

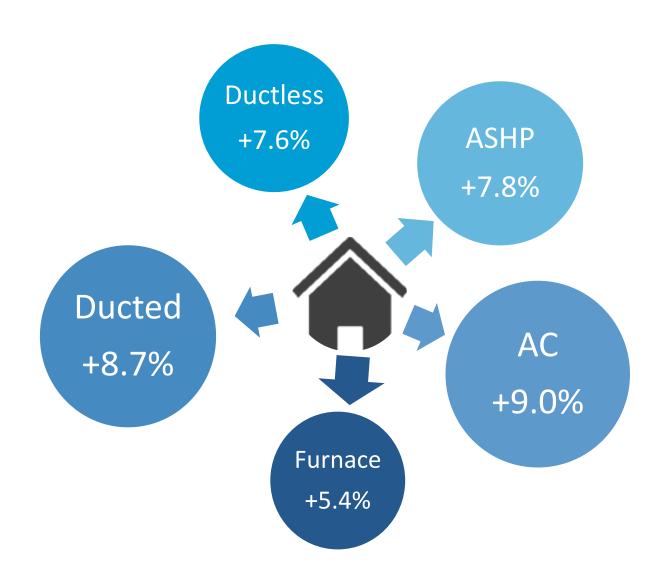
Federal standard update

Growing ductless market

High remaining efficiency potential

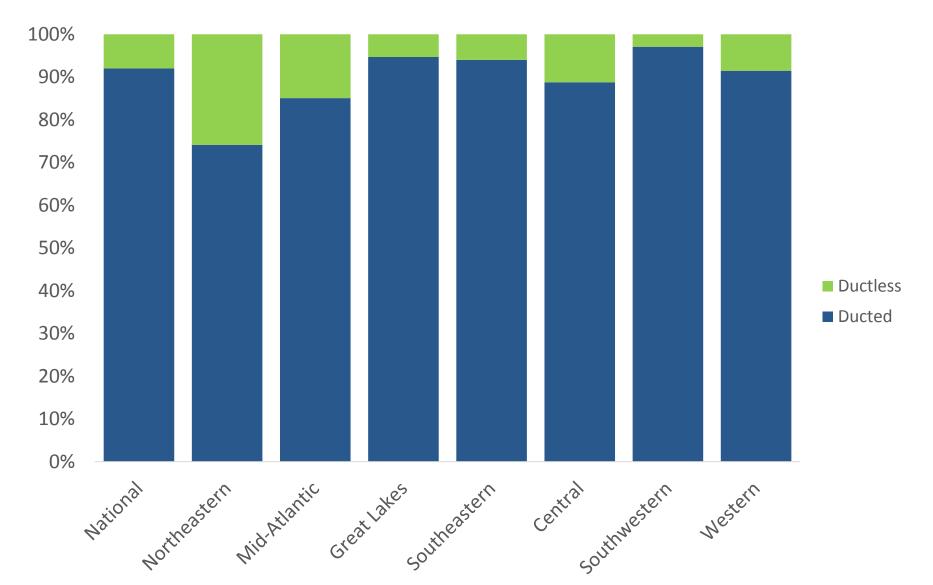


2014 - 2015 National Unitary HVAC Sales Growth

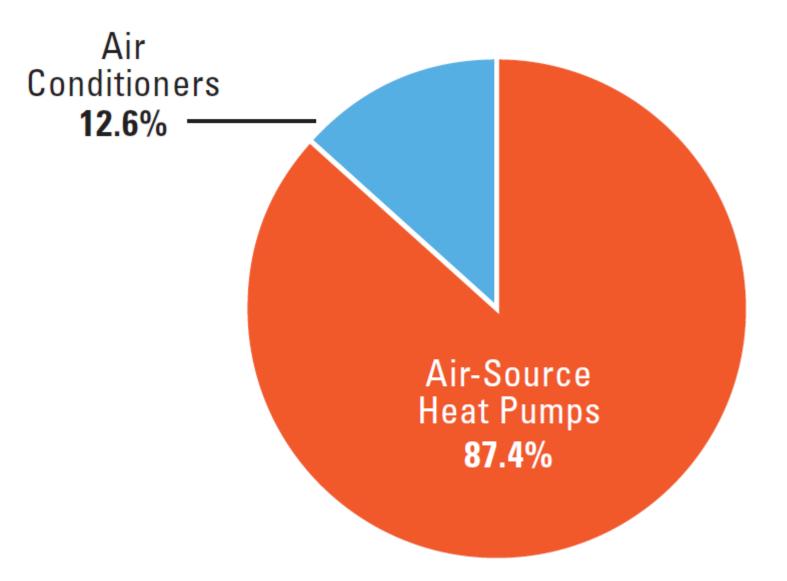






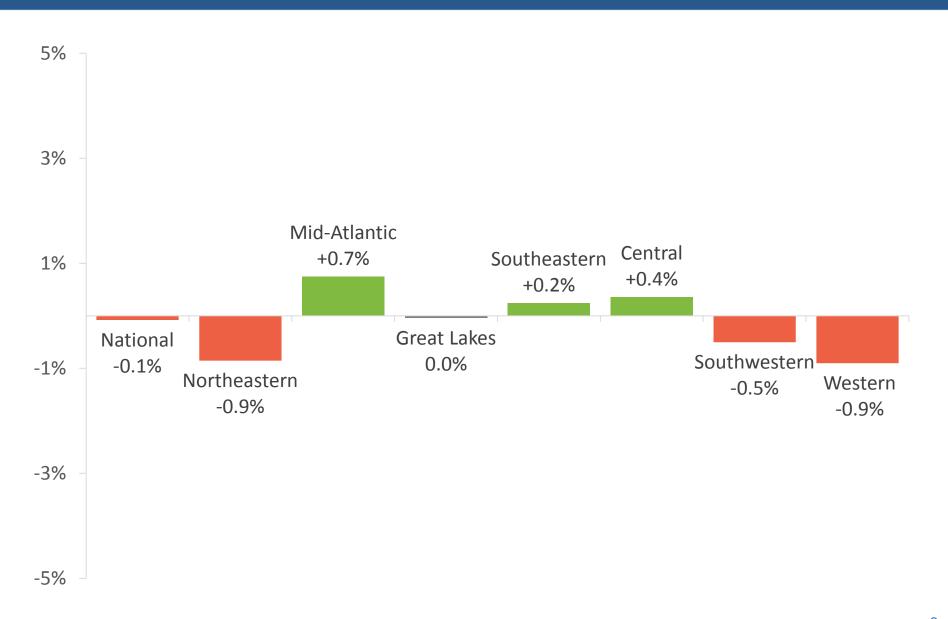






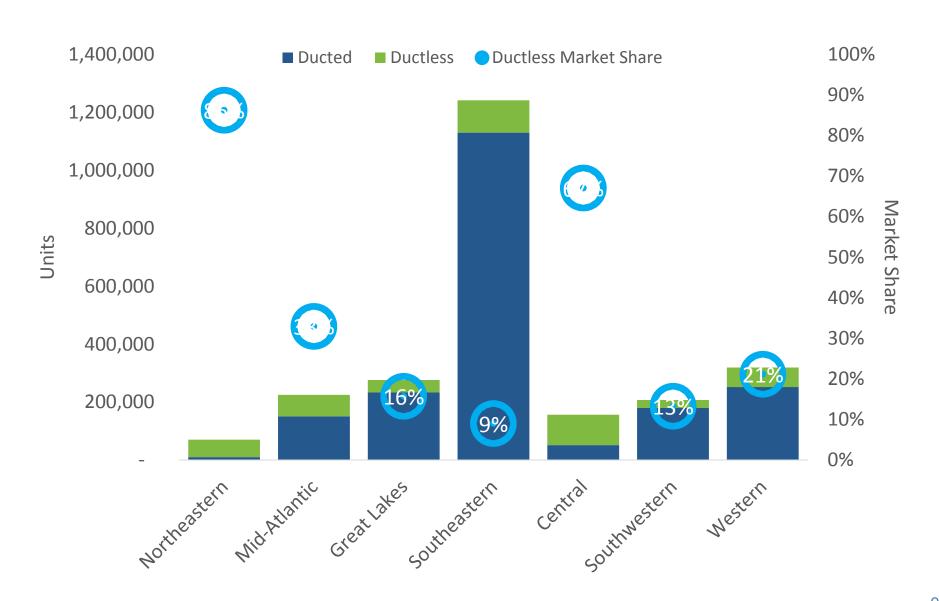


2014 - 2015 Changes in Ductless Market Share



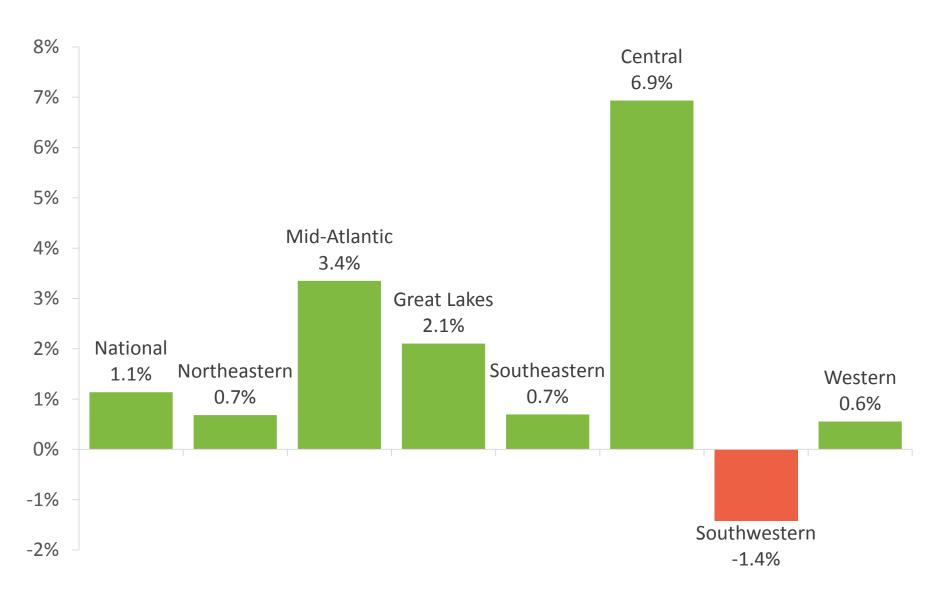


2015 Ducted vs. Ductless ASHP Sales by Region





2014 – 2015 Changes in Ductless ASHP Market Share





Please contact us with questions or comments. For a copy of the information I've just presented:

jvaccaro@drintl.com

John Vaccaro (301) 628-2088