

From JCI Communications Guideline: We are only discussing publicly available figures to the external audience.

What is publicly available figures?

Figures that are publicly announced and made available by Johnson Controls through earnings press releases, SEC filings, annual reports and Johnson Controls home page.

What are the figures JCH can discuss publicly?

Global number of employees (about 15,000) and what's made available at the Johnson Controls-Hitachi Air Conditioning corporate website at: <https://www.jci-hitachi.com/>

Can we discuss by product/country/region growth figures?

- No.
- We may consider describing growth such as “experiencing a strong growth,” “experiencing double-digit growth,” for example. Please consult with Johnson Controls-Hitachi Air Conditioning Corporate Communication on how to describe growth in your country/region.

Can we discuss by factory/country/region number of employees?

- We are not legally obliged to disclose detailed employee figures.
- If there is a specific legal requirement that you face, please consult with Johnson Controls-Hitachi Air Conditioning Corporate Communication.

Can we discuss JCH global revenue, profit, growth?

- No discussion on Johnson Controls-Hitachi Air Conditioning's global revenue, profit, growth figures. If you have a legal requirement or specific business needs, please consult with Johnson Controls-Hitachi Air Conditioning Corporate Communication.

Can we discuss market share based on our internal study?

- No, we consider our internal study confidential.
- If you want to reference market share study done by a trusted research firm, please consult with the Johnson Controls Market Intelligence first.

Can we discuss our factory capacity, number of production lines?

- Those are considered competitive information, and thus, we are not disclosing those figures.

Johnson Controls-Hitachi Air Conditioning and Johnson Controls Internal Use only & not for external distribution

Can we publicize the factory layout map?

- For security reasons, we don't publicize the factory layout map. Also, detailed factory layout map is considered as competitive information, and thus, we are not disclosing it.

For more information, please visit the Johnson Controls Communications Policy at <https://my.jci.com/Documents/JCI%20Communication%20Policy%20final2.pdf>