

Johnson Controls-Hitachi Air Conditioning India Limited

FAMILIARIZATION PROGRAM FOR INDEPENDENT DIRECTORS

Pursuant to the Regulation 25(7) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, company shall familiarise the independent directors with the company, their roles, rights, responsibilities in the company, nature of the industry in which the company operates and business model of the company.

In compliance of the said provisions, following methods are applied by Company to familiarise Independent Directors with the Company:

1. Company has issued Appointment Letters to Independent Directors which covers the Role, Rights and Responsibilities in the Company.
2. Various Presentations are made by Company Executives at the Board Meeting and Committee Meetings to familiarize the Independent Director about the Operating and Capex Budget of the Company, Business Model of the Company, Product wise Performance of the Company, Periodical Financial Results, etc.
3. Independent Directors get an opportunity to interact with the Company's management during Board / Committee meetings, wherein senior company personnels make presentations about the business strategy, business models, performance of the Company, etc.
4. Each Member of the Board, including Independent Directors, have been provided relevant information about the working of the Company.

Following are the details of the Familiarization programs attended by Independent Directors during the year 2018-19:

(In hours)

| Particulars of Program | Date | Mr. Ashok Balwani | Ms. Indira Parikh | Mr. Mukesh Patel |
|---|-------------|--------------------------|--------------------------|-------------------------|
| Review Sales Operations | 23.05.18 | 1½ | 1½ | 1½ |
| Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share | 23.05.18 | 1 | 1 | 1 |
| Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share | 27.07.18 | 1 | 1 | 1 |
| Review of Service Operations | 01.11.18 | 1½ | 1½ | 1½ |
| Annual Operating and Capital Budget | 01.11.18 | 1 | 1 | 1 |
| Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share | 01.11.18 | 1 | 1 | 1 |
| Review of GDC Operations | 01.11.18 | 1 | 1 | 1 |
| CSR Presentation | 29.01.19 | 1 | 1 | 1 |
| Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share | 29.01.19 | 1 | 1 | 1 |
| Review Various policies of the Company under Insider Trading Regulations | 29.01.19 | ½ | ½ | ½ |
| Review of GDC Operations | 29.01.19 | 1 | 1 | 1 |