



Corporate Headquarters

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Customer Announcement - TANZ

We are pleased to announce that we have reached an agreement with Dalkia, a subsidiary of Veolia Environnement, for the sale of the Trane commercial HVAC equipment, systems and services business in Australia and New Zealand ("TANZ"). Veolia Environnement is a French firm with global sales of more than €25 billion, and operations in Australia trading under the names Connex, Collex, and Veolia Water with A\$1.4-billion in revenue and more than 7,000 employees. Its subsidiary, Dalkia, is a A\$10- billion business focused on energy services, including integrated on-site energy management, district cooling, facilities management and services for industry.

Dalkia has displayed a strategy and a vision that is most exciting and will provide a platform to extend the current TANZ offerings, and to provide new service offerings. Dalkia is a global business with extensive resources and they view this purchase as a complimentary long-term strategic investment. It has displayed a strong appreciation for the quality and value that the Trane brand represents and we are very confident that they will be a most worthy and appropriate custodian of the brand in Australia and New Zealand.

During the period from signing to completion we will begin to prepare for transitioning the TANZ business in consultation with the new owner. It is anticipated that the purchase process will be completed by the end of November, and the new owners will commence management of TANZ at the beginning of December.

We are very optimistic about the opportunities this new owner will bring to TANZ as a business, and we look forward to introducing you to the new owner as soon as the deal is completed.

Kind Regards,

A handwritten signature in black ink, appearing to read "Peter Johansson", is written over a long, thin horizontal line that extends across the width of the page.

Peter Johansson

Vice-president, Global Strategy and Business Development
Trane Commercial Systems