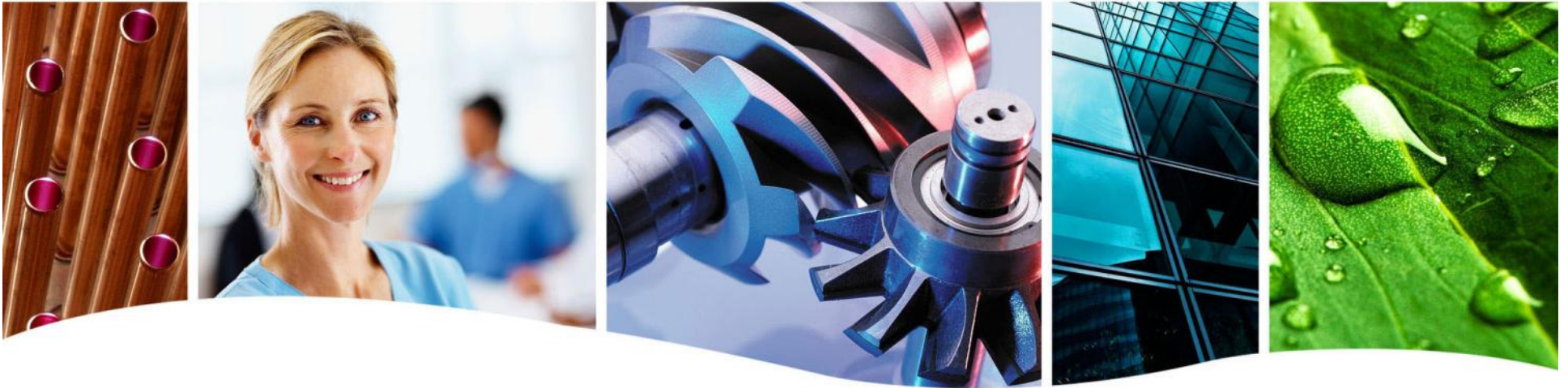


**DAIKIN McQUAY**



## Rebel Product Summary



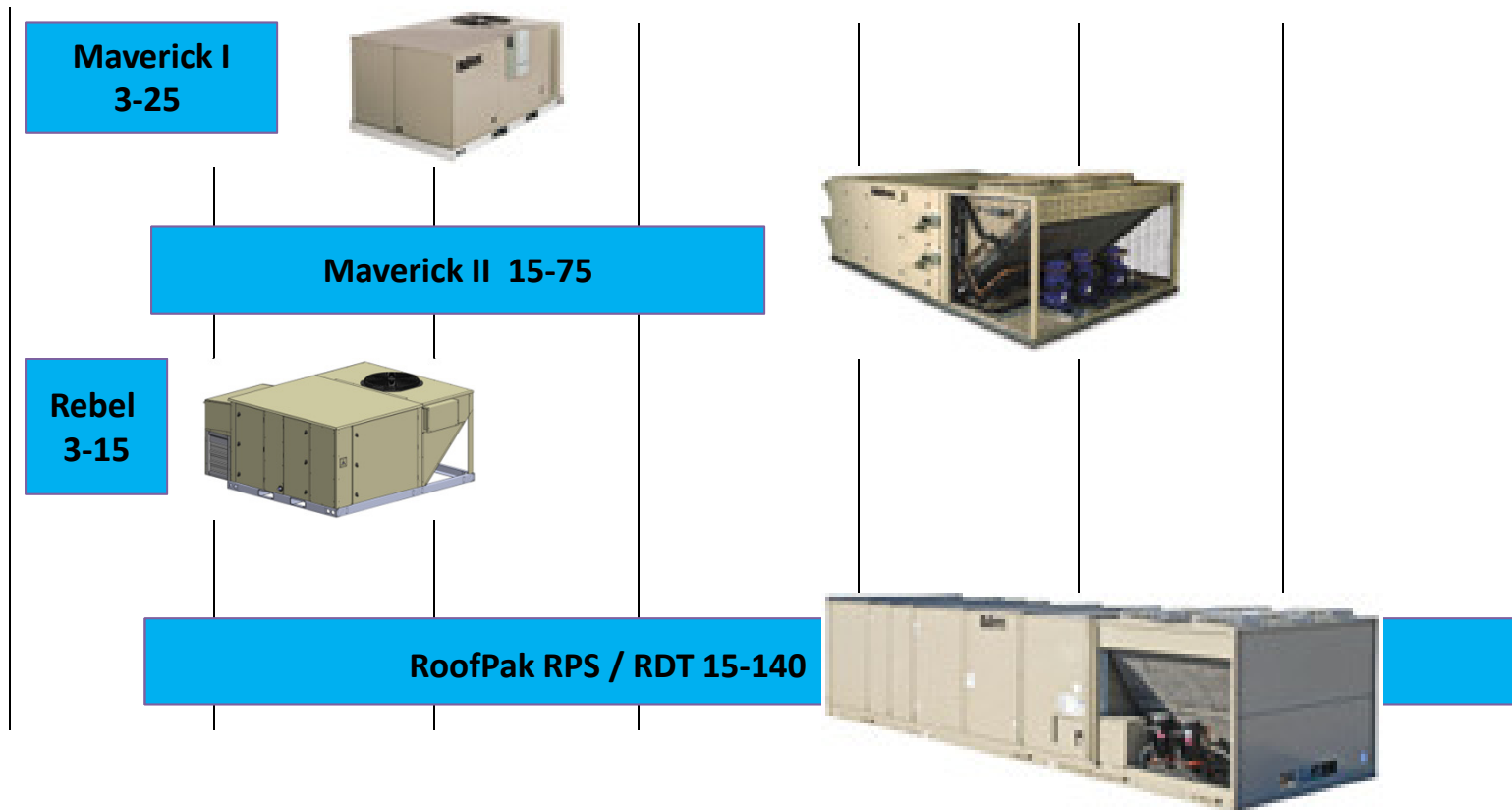
# Rebel Target Customers

- Discerning: Quality, Premium Performance, Sound
- Green / Carbon footprint / Sustainability
- LEED, ASHRAE Standard 189.1
- Customers who pay their utility bills
- Retrofit or new construction
- Commercial building owners and operators – Not residential, speculative construction, or rentals

# Daikin McQuay Rooftop Product Offerings

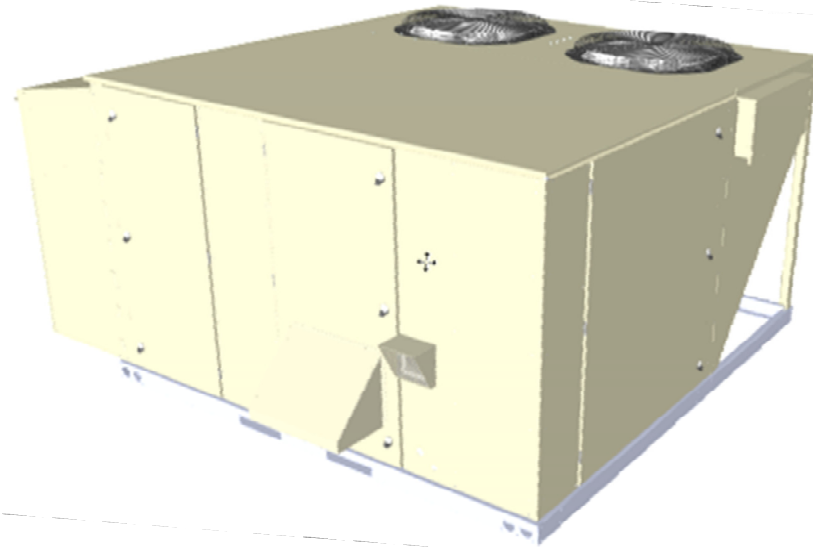
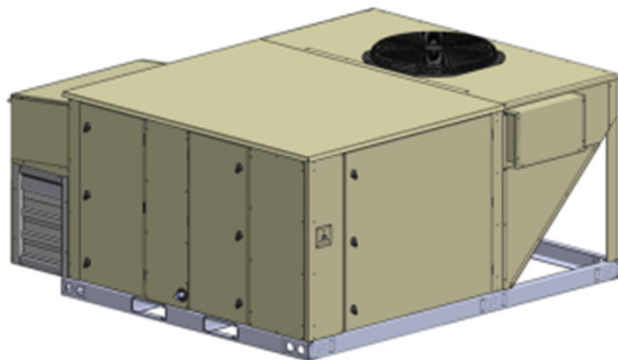
*Tons*

0      20      40      60      80      100      120      140



# Product Offering

- 3 ~ 15 tons
- Small cabinet
  - 3~6 tons
- Large cabinet
  - 7~15 tons



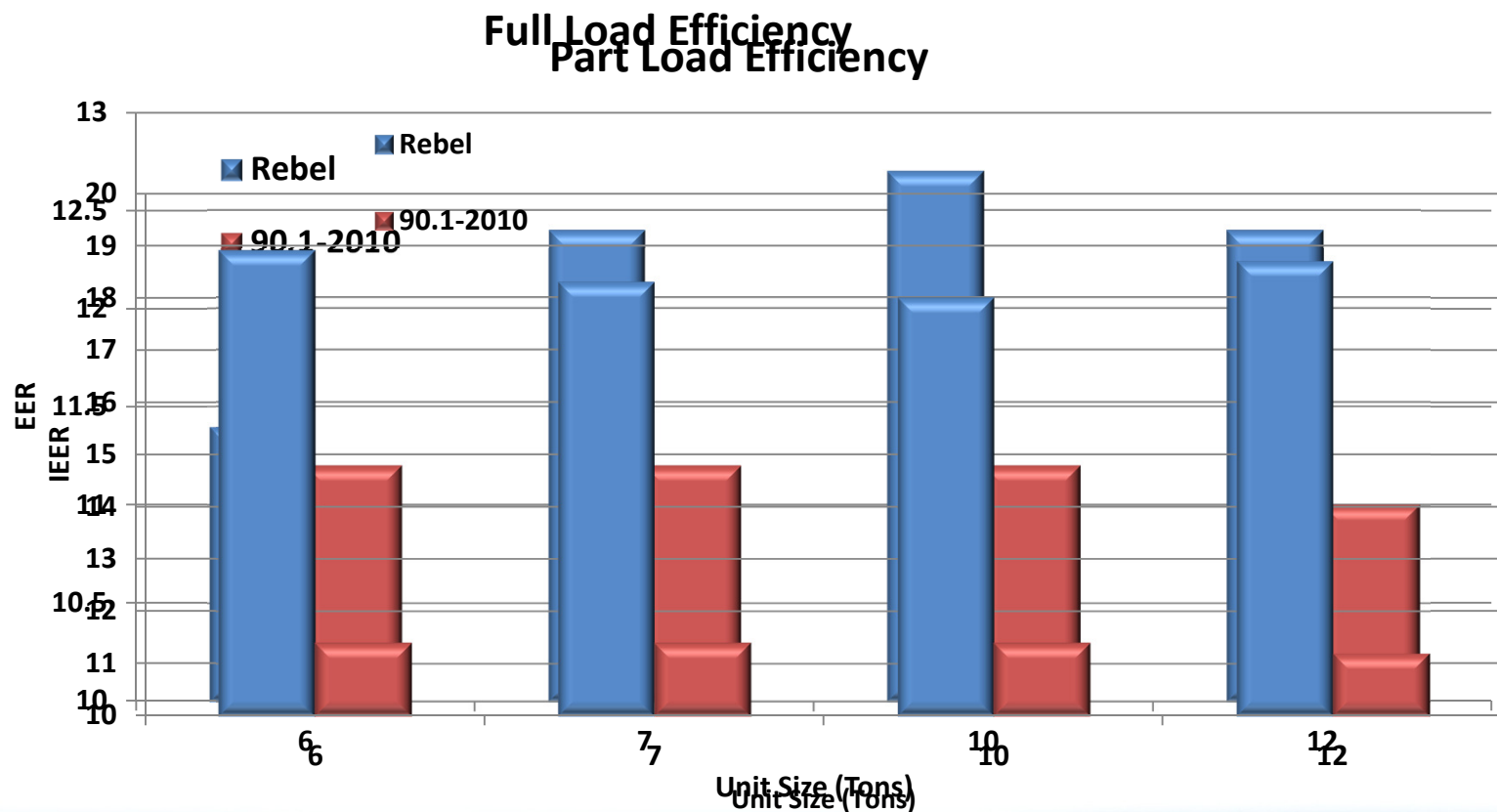
# Application

- 100% Outdoor Air and Standard Rooftops
- CAV or VAV
- Cooling only
- Cooling with heating
  - Nat. gas, electric, hot water
- Heat pump
- Heat pump with auxiliary heating
- 100% Outdoor air
- 208-230/3ph and 460V/3ph
  - 575V/3ph in spec using transformer (delayed for structural reinforcement and cost challenge)
  - 50Hz is not in our product strategy



# Rebel Energy Efficiency 6 to 12 Tons

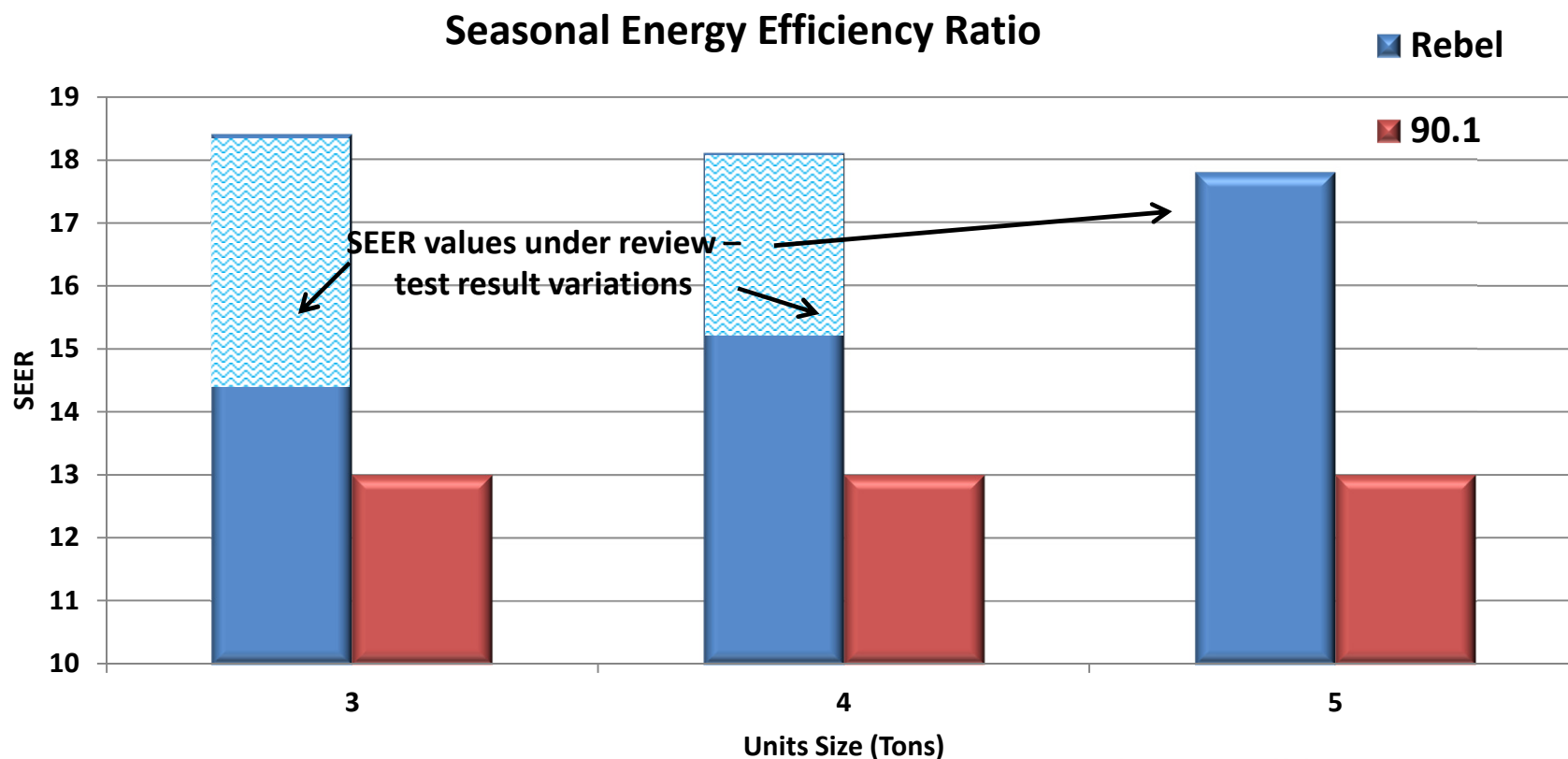
- Full load - Up to 13% better
- Part load - Up to 67% better



ASHRAE 90.1 standards represent performance of most existing competitive products

# Rebel Energy Efficiency 3 to 5 Tons

- SEER - Up to 41% better



ASHRAE 90.1 standards represent performance of most existing competitive products

# Performance Summary – Large Cabinet

Cooling Efficiencies					
Size	Rebel IEER	Aaon IEER	%	90.1 IEER	%
7.5T	18.9	13.9	36.0%	11.2	68.8%
10T	18.0	14.0	28.6%	11.2	60.7%
12.5T	18.5	14.4	28.5%	11.0	68.2%
Heat Pump Efficiencies					
Size	Rebel COP	Aaon COP	%	90.1 COP	%
7.5T	4.31	Not AHRI published		3.3	30.6%
10T	3.84			3.3	16.4%
12.5T	3.60			3.2	12.5%

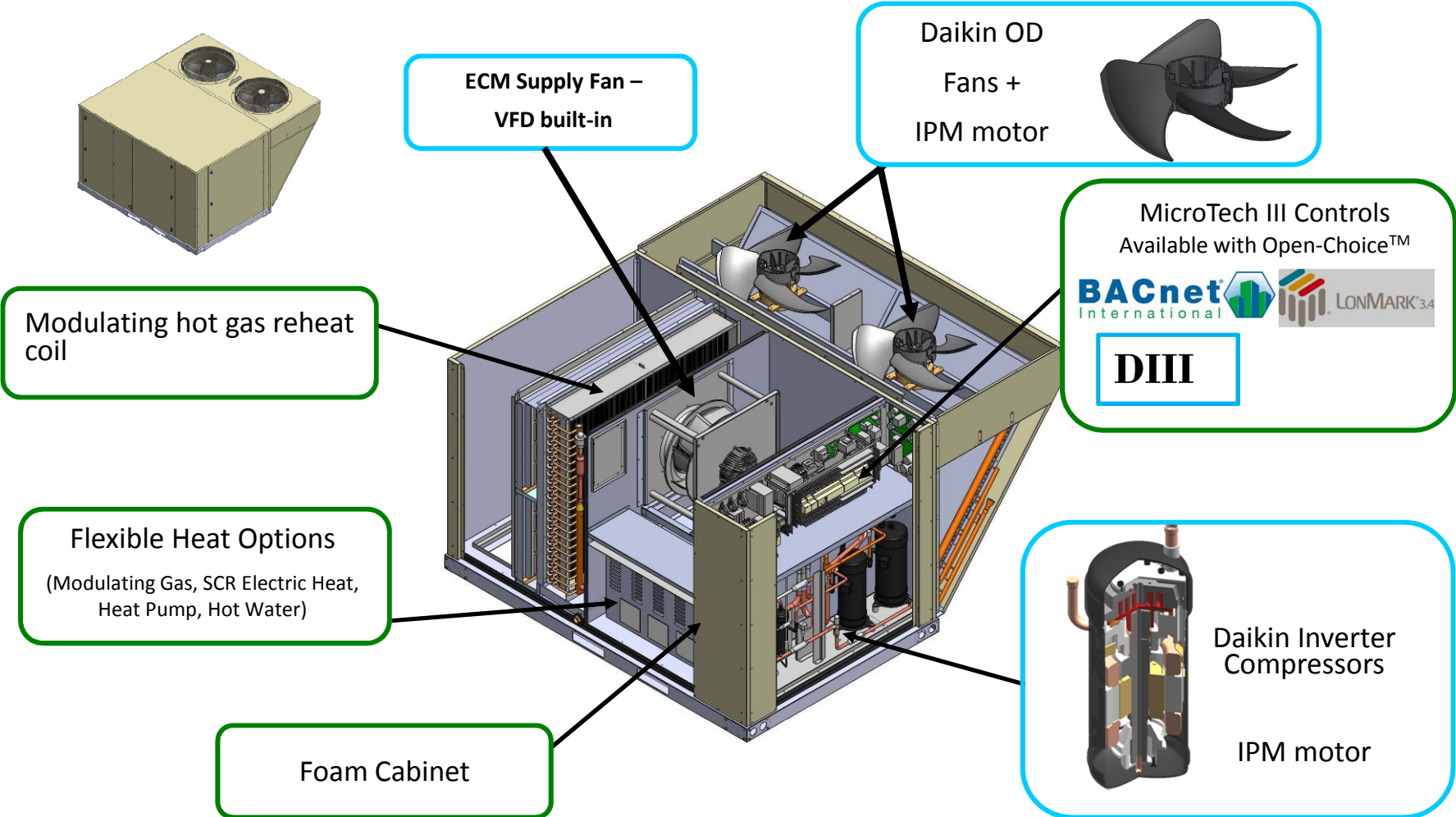


# Performance Summary – Small Cabinet

Cooling Efficiencies					
Size	Rebel SEER	Aaon SEER	%	90.1 SEER	%
3T	14.3	14.3	0.0%	13.0	10.0%
4T	15.0	15.3	-2.0%	13.0	15.4%
5T	17.9	14.3	24.9%	13.0	37.4%
6T*	18.9	14.1	34.0%	11.2	68.8%
	* IEER				
Heat Pump Efficiencies					
Size	Rebel HSPF	Aaon HSPF	%	90.1 HSPF	%
3T	8.0	<b>Not AHRI published</b>		7.7	3.9%
4T	8.5			7.7	10.4%
5T	9.0			7.7	16.9%
6T*	4.1			3.3	24.2%

Aaon Heat Pump – Aaon has not submitted to AHRI. If we find quotes/proposals, they are in violation of AHRI rules. Please inform us

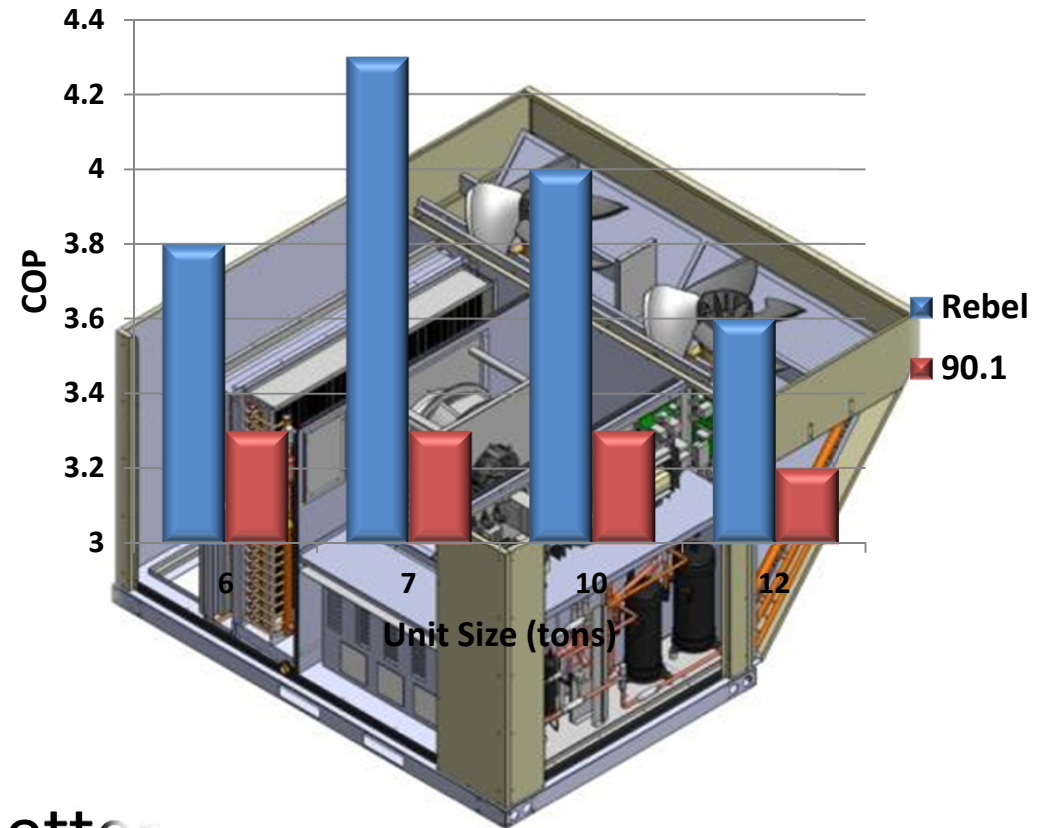
# Rebel Key Features



15 ton, Energy Recovery and 575V Options to Follow

# Heat Pump

- 3 ~ 15 tons
- Auxiliary heating
  - Electric
    - Staged or SCR
- Hybrid heating
  - Natural gas
    - 10:1 Mod



- COP – 12% ~ 30% better

# Why Rebel Heat Pumps

## Heat Pump

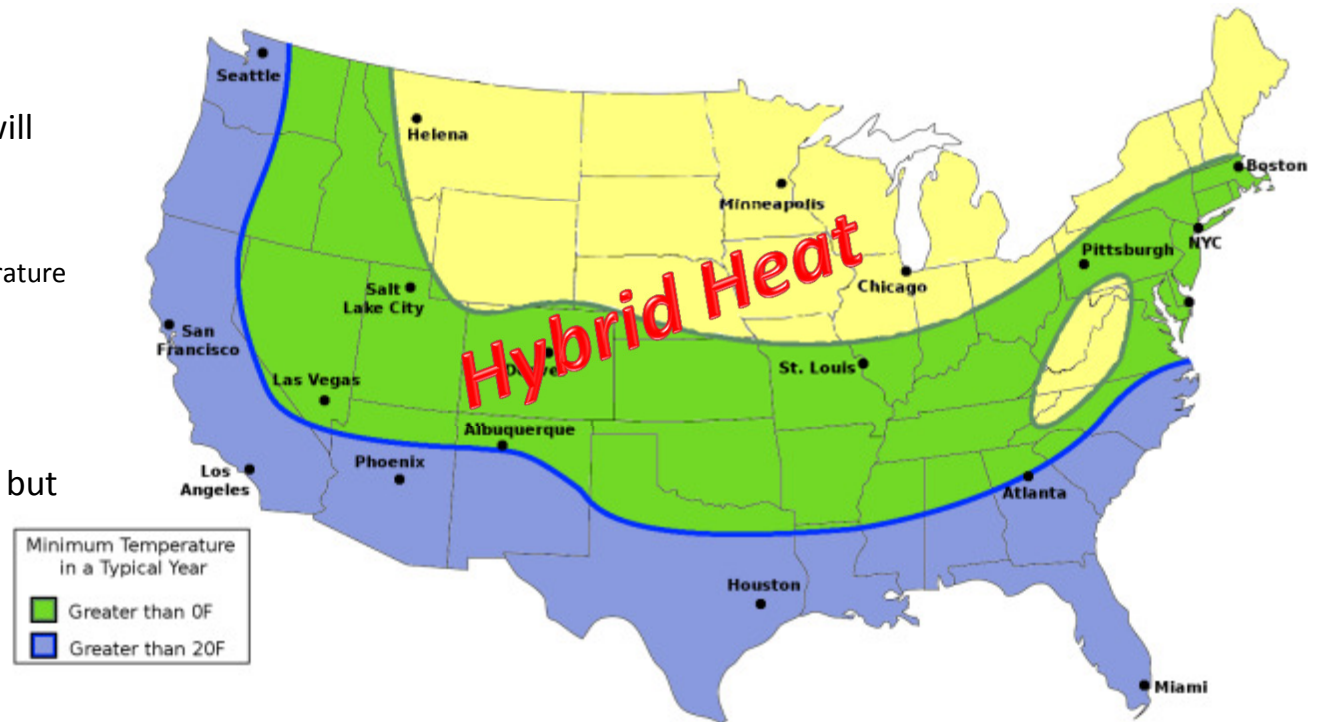
- Rated to 0°F ambient, but will run lower
- Hybrid Heat
  - User sets transition temperature
  - Standard & 100% OA
  - True Gas heat backup

## Cooling

- Rated up to 115°F ambient, but will run higher

## Optimized performance in *both* heating and cooling

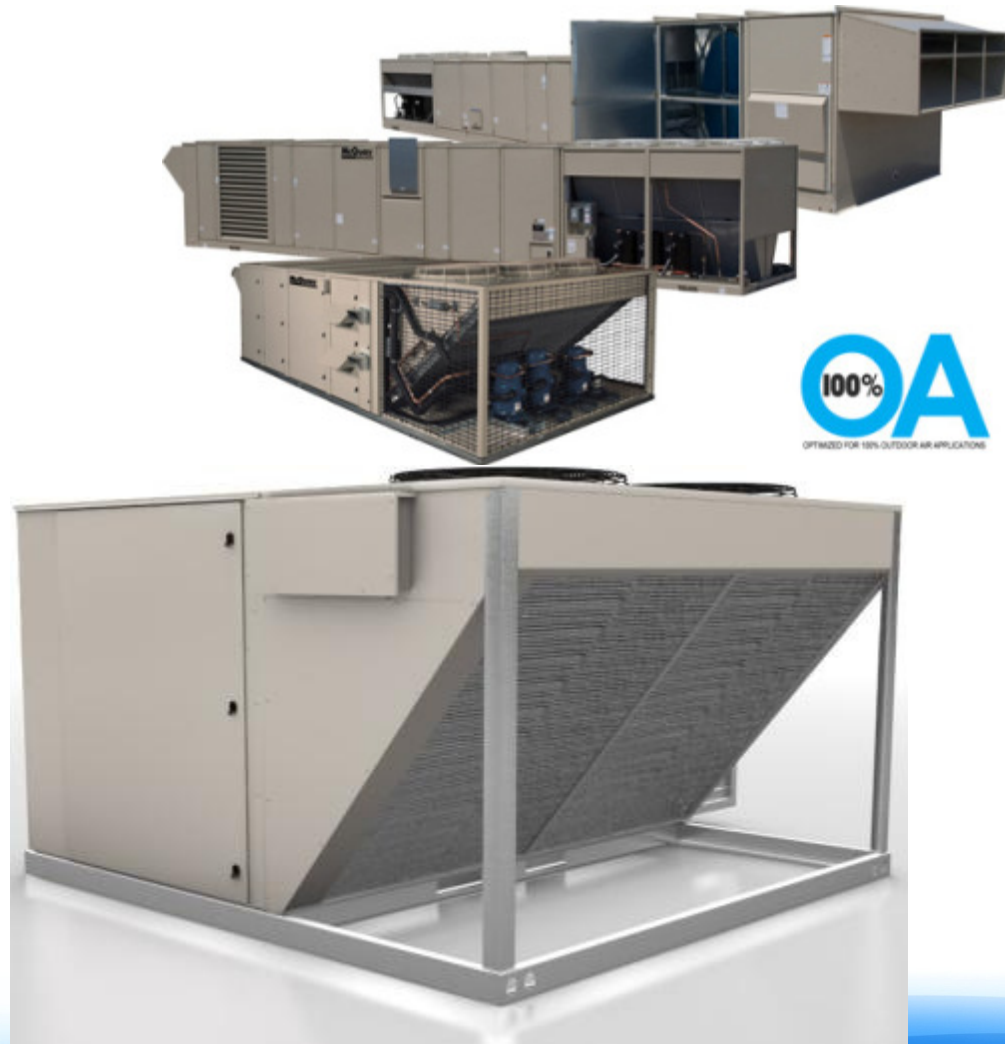
- Controls
- Refrigerant circuit



*Current Heat Pump RTU is primarily residential. Current Commercial HP market size is small – McQuay will need to educate value and develop the commercial market*

# Why 100% Outdoor Air Models?

- ASHRAE 62.1
  - High ventilation rates under extreme conditions
- Drivers
  - LEED
  - Green building design
  - ASHRAE Advanced Energy Design Guides
  - ASHRAE 189.1
  - ASHRAE 90.1 (energy recovery)
  - ASHRAE 62.1 (ventilation)

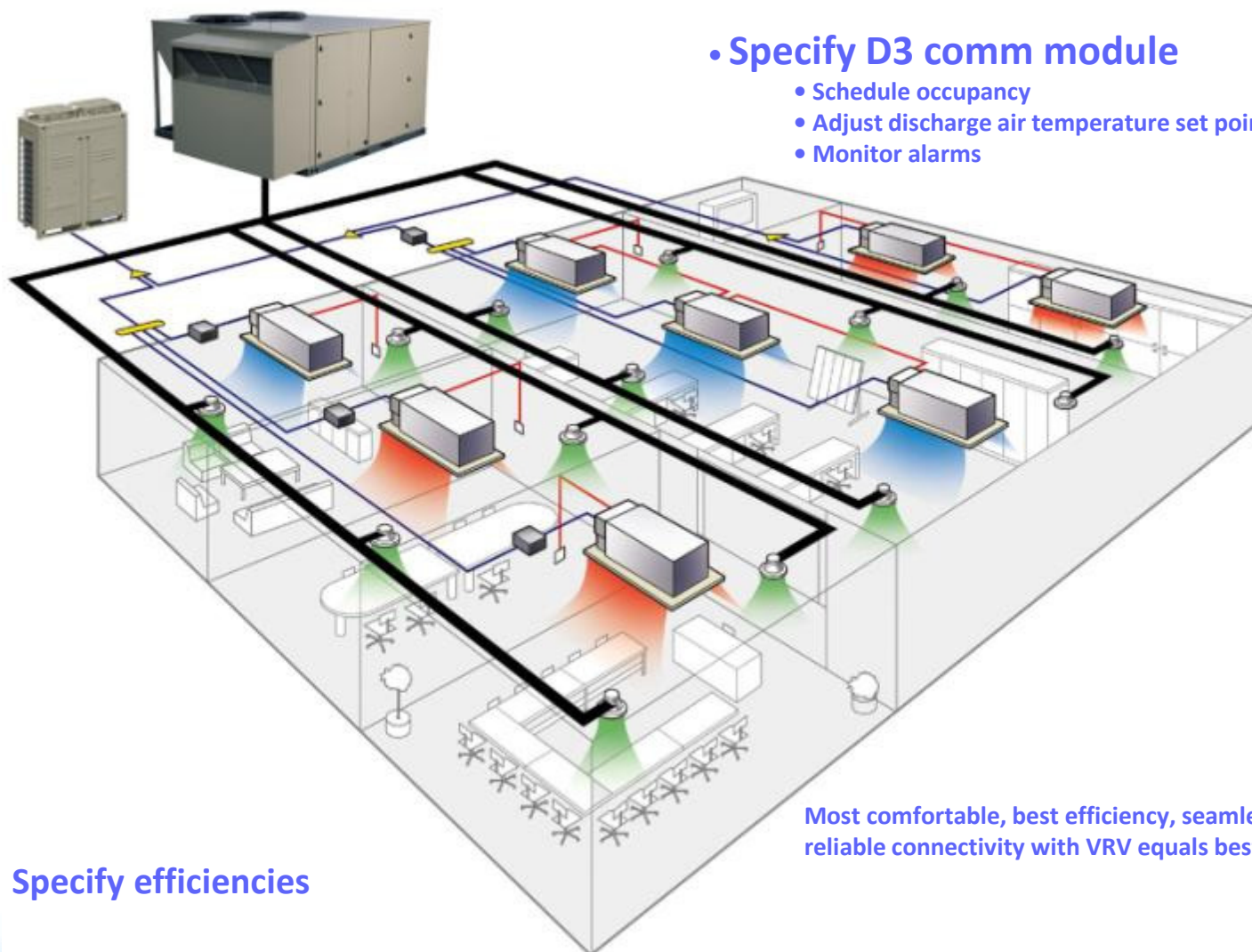


# 100% Outdoor Air Key Features and Benefits

- Inverter Technologies
- Modulating Hot Gas Reheat
- Gas, Electric, Hot Water and Heat Pumps
  - Modulating gas up to 10:1 turndown and 100TR
  - SCR electric
- Higher Latent Capacity Coils + Coatings
- Foam Cabinet
- Energy Recovery Wheels with Modulating Defrost

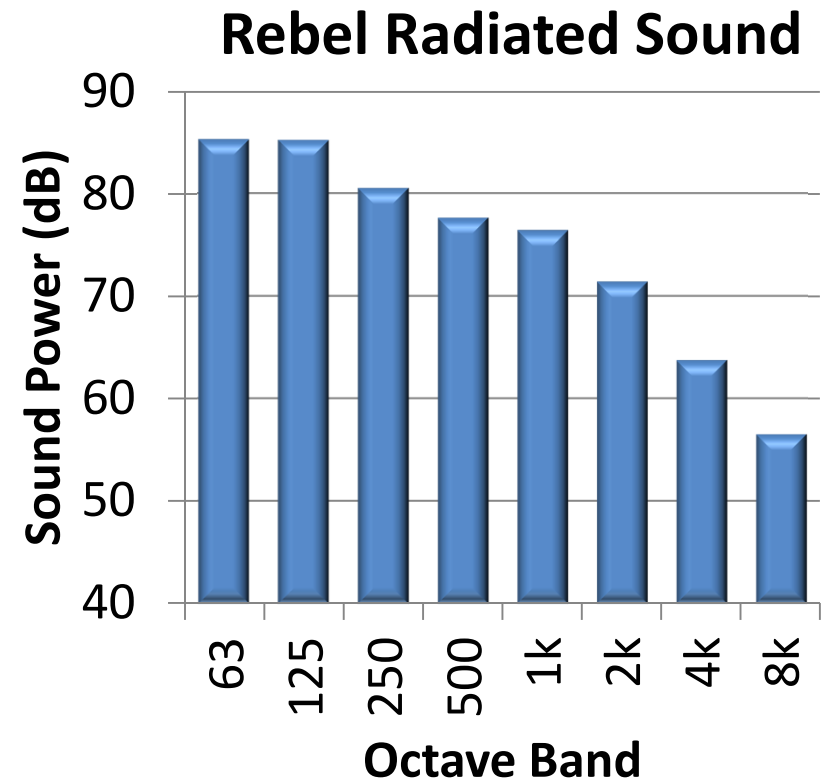
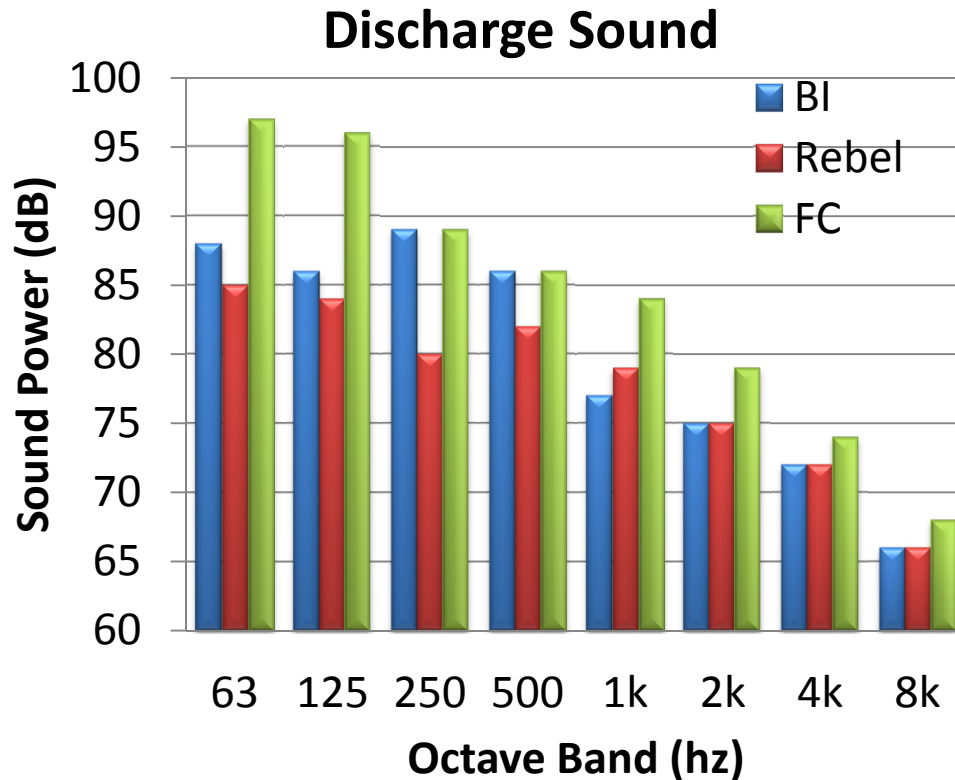
**Unbeatable precision**

# 100% OA Common Applications - VRV



# Reduced Sound Benefits

## Excellent sound quality



Rebel radiated sound level 80 dBA. Most competitors sound level 92 dBA

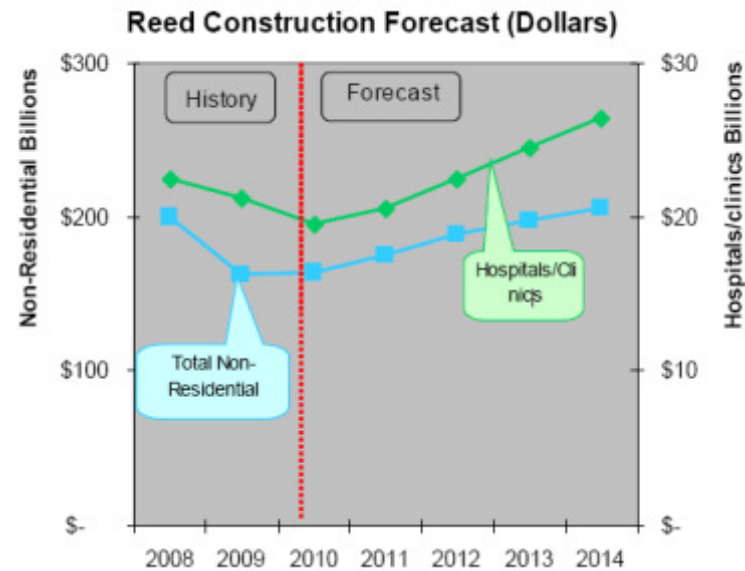


## Key Vertical Markets - Healthcare: MOBs, Clinics, Nursing Homes/Assisted Living

### Healthcare Summit in June, 2011:

**“I’m about to buy 4 Aeon units, but I’d much rather have this Rebel unit.”**

- High air exchange
- Reliability top priority
- Energy efficiency priority
  - 69% of energy consumed by HVACR
  - Retrofit opportunities



**Rebel creates comfortable, safe, controlled environments**  
**Rebel increases staff satisfaction and enhances the patient outcome**  
**Rebel delivers superior care – efficiently, cost-effectively and sustainably**

### Healthcare Markets Executive Brief

*Advanced technologies to create a better healing environment*

# Key Vertical Markets - K12 Schools

## *Sick schools lead to sick kids*

- Healthy student environment and comfort is top priority
  - Temperature
  - Humidity
  - Fresh air (CO<sub>2</sub>, particulates, VOCs)
  - Sound
- Energy efficiency a priority
- Reliability a priority
- 15% of US commercial buildings
  - Retrofit opportunities
  - 70% of utility bill is electricity
  - Outsourced service
  - Rooftops preferred



**Rebel creates comfortable, safe, controlled environments**  
**Rebel increases staff satisfaction and enhances student success rates**

# Other vertical markets

- Retail national accounts - DOE connections
- Any building owner or operator who pays the utility bill
  - Commercial office buildings
  - ESCOs
  - Local, State and Fed Government
  - Churches
  - Fitness Centers
  - Museums
  - Supermarkets

*Rooftops are Everywhere!*