



News Release

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Daikin enters into an equity venture with TMI, its Largest Manufacturer Representative, Covering Missouri, Kansas and Illinois

HOUSTON, November 1, 2018 – Daikin North America LLC [Daikin] has entered into an equity venture with Thermal Mechanics, Inc. [TMI].

The existing TMI leadership team of Dave Rich, President, and Kevin Krimmel, Vice President of Sales, will continue to guide the new company, and the new company will continue doing business under the Thermal Mechanics name at this time.

“Our vision for Daikin is to change the market, develop a long-term sustainable business and become North America’s number one indoor comfort solutions provider,” said Taka Inoue, Executive Vice President and President Daikin Business Unit. “To accomplish this, Daikin will continue to introduce highly differentiated products while utilizing Daikin’s leading technologies, including inverters, heat pumps and refrigerant management.”

“TMI’s long history with Daikin as one of our leading applied manufacturer representatives with a highly technical selling capability will strengthen our position in this Midwest market,” Inoue explained.

The Daikin and TMI equity venture will allow for an expanded presence in the Missouri, Kansas and Illinois markets, providing heating and air conditioning equipment from 1.5 to 3,000 tons for residential, light commercial and large applied commercial markets. The new company will take on additional Daikin product lines – including residential unitary systems, ductless split systems and light commercial rooftop products – while continuing growth of existing sales, support and service for applied products, VRV, controls and parts.

“TMI has been a manufacturer representative for Daikin’s advanced solutions since 2007, enjoying tremendous success with the commercial line of products, including VRV and applied systems,” said Daikin TMI President Dave Rich. “We are excited about all the opportunities that Daikin’s support brings to the new entity. The backing of Daikin, along with our expanded portfolio of residential and rooftop products, creates a huge opportunity for us to increase our presence in our markets.”

For more information about Daikin, visit daikinac.com or daikincomfort.com.

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About Daikin

Daikin Industries, Ltd. (DIL) is a Fortune 1000 company with more than 60,000 employees worldwide, and is the world’s number 1 air conditioning company. Daikin North America LLC (DNA) is a subsidiary of DIL. DNA and its affiliates manufacture heating and cooling systems for residential, commercial and industrial use and are sold via a select group of independent HVAC contractors. DIL manufacturing operations include facilities at Houston, TX and Fayetteville, TN. For additional information, visit www.northamerica-daikin.com.

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