

Johnson Controls-Hitachi Air Conditioning India Limited

FAMILIARIZATION PROGRAM FOR INDEPENDENT DIRECTORS – 2016-17

Pursuant to the Regulation 25(7) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, company shall familiarize 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 familiarize 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 personnel 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 2016-17:

(In hours)

Particulars of Program	Date	Mr. Ashok Balwani	Mr. Devender Nath	Ms. Indira Parikh	Mr. Mukesh Patel	Mr. R S Mani	Mr. Ravindra Jain	Mr. Vinesh Sadekar
Review Sales Operations	30.05.16	1½	1½	-	1½	1½	1½	1½
Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share	30.05.16	1	1	-	1	1	1	1
Review Corporate Governance Report	30.05.16	½	½	-	½	½	½	½
Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share	25.07.16	1	1	1	1	1	1	1
Review of Service Operations	25.07.16	1½	1½	1½	1½	-	1½	1½
Annual Operating and Capital Budget	24.10.16	1	1	1	1	-	1	1
Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share	24.10.16	1	1	1	1	-	1	1
Overview of Manufacturing Facilities at Kadi Location includes Design & Development, Quality Management, Procurement, Production, Logistics	24.10.16	1½	1½	1½	1½	-	1½	1½
Presentation on Business Overview, performance of the Company, Actual Vs Budget, Market Share	23.01.17	1	1	1	1	1	1	1
Review Various policies of the Company	23.01.17	½	½	½	½	-	½	½