

6<sup>th</sup> October 2011

Dear valued customers and consumers,

Mitsubishi Heavy Industries, Ltd. ( MHI ) branded air conditioners marketed in Australia and New Zealand are among the most energy efficient available and MHI will continue to strive to maintain the commitment to energy efficient products into the future.

However, due to the Australian and State government's decision (COAG) to increase MEPS (Minimum Energy Performance Standards) for air conditions in Australia by an average of 10% from **1<sup>st</sup> October, 2011** and the introduction of the AS/NZS 3823.2:2011 updated Australia standard, which requires air conditioners to be assessed against more stringent regulatory levels, some MHI air conditioner models may be affected by this change, and maybe grandfathered (Superseded) as of the above date.

While the stock of currently available efficient models of any superseded models will continue to be available for sale in Australia until sold out, no new stocks of the superseded models will be imported after the above date.

To ensure adequate supply to meet your existing and proposed quotations, please contact the MHIAA office or your local MHIAA representative for stock availability of superseded or replacement models prior to committing delivery to your customers.

Mitsubishi Heavy Industry, Ltd. brand SCM Multi-head and KX series VRF products are not affected by these MEPS changes at this time and will continue to be available through the normal marketing outlets.

These changes do not affect any imports or delivery in New Zealand as the New Zealand government will not introduce these new levels at this time.

Please do not hesitate to contact us for any additional information.

Yours sincerely

Mitsubishi Heavy Industries Air-Conditioners Australia, Pty. Ltd.