



Light Commercial Product Update

February 2021

Agenda

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- 2 Light Commercial Orders

- 3 Medium Foundation Progress Report

- 4 Commercial Leasing Reminder

- 5 Q&A



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Market Notes

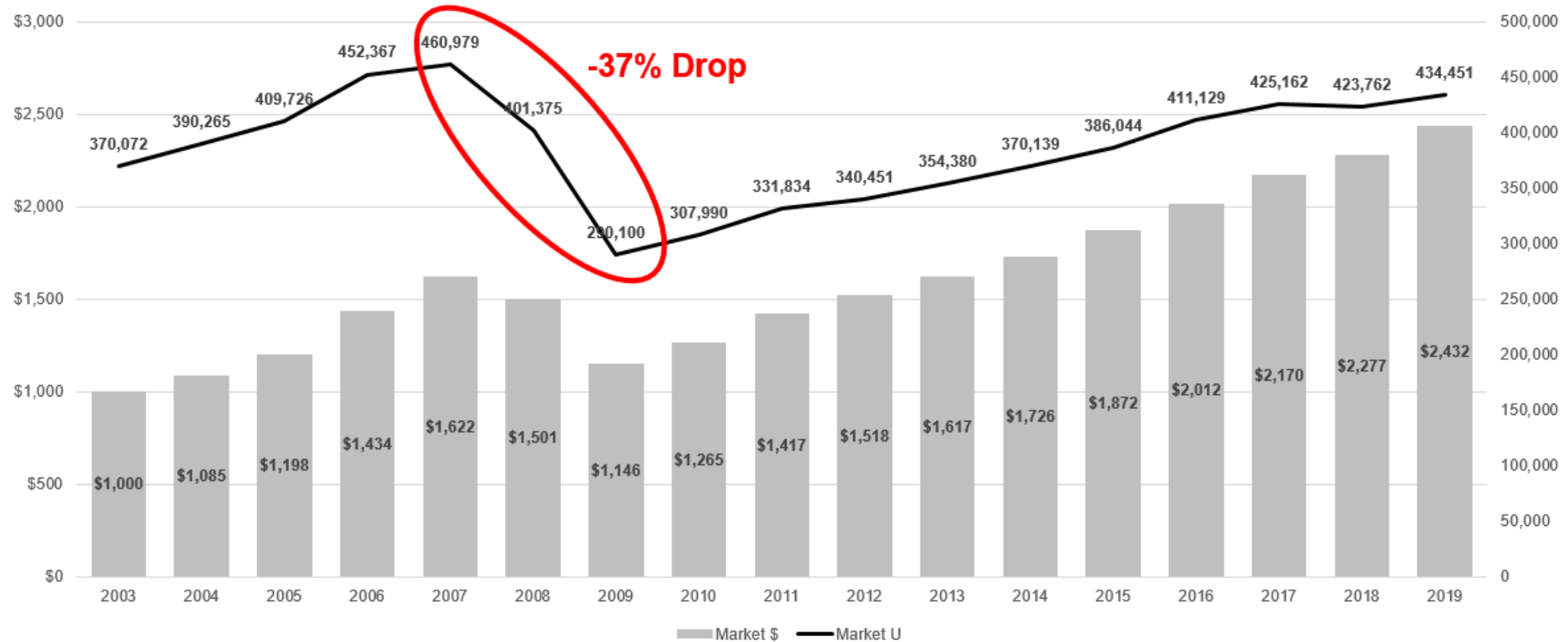
- Expected Growth Rate of +4.3%
- Primarily Driven in Planned Replacement Market
- New construction now flat
- **Competitor's Earnings Call Notes:**
 - They project Commercial 2021 to be mid single digits growth – in the same ballpark as us
 - Commercial revenue down 15% on average
 - Carrier seems to have fared better in Q4
 - By segment - replacement down LSD (emergency up offset by planned) and NC revenue down mid 20s
 - They anticipate NC to continue to be the weakest part – similar to what we've called
 - Strong backlog for start of 2021



Market Notes

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Market Overview



- Market is Replacement Driven
- Avg 15 Year Unit Life
- Recession (Drastic Impact on 2022 and beyond)

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Light Commercial Orders



- Continue to work with Customer Service
- Supplier gaps easing!
- Still working through staffing
- Lead Times may be adjusted
- Working to Pace with New Stronger Demand
- Goal to have OTS back to normal

Medium Foundation Update



Units now set to be orderable in March/April and will be shipped out for sales in April-May
Materials Coming Soon!



Q&A



Thank You for Joining!

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