

Dealer Program Overview US Daikin Retail Salesperson Spiff - Update

High Efficiency Product Retail Salesperson Spiff Program Dates: April 1 – June 30, 2023

Program Overview

The Retail Salesperson Spiff Program will pay Retail Sales Personnel Spiffs on select high efficiency Daikin brand equipment purchased during the Program Dates. The program will be administered by 360insights on our behalf. Program guidelines are outlined on page 2 of this announcement. Qualifying products and Spiff amounts are outlined below.

Qualifying Products and Spiff Amounts

High Efficiency Systems					•		
DX17VSS, DX6VSA \$250 DC97MC \$35 DP16GM \$35 DX20VC, DX5VCA \$125 DM97MC \$35 DX18TC, DX7TCA \$100 DC80SE \$20 DX18TC \$75 DC80SN \$20 DP16HH \$35 DP16HH \$35 DX16TC \$75 DC80SN \$20 DP15CH \$35 DP15C	High Efficiency <u>Systems</u>					Packaged Units	
DX17VSS, DX6VSA \$250 DC97MC \$35 DP16GM \$35 DX20VC, DX5VCA \$125 DM97MC \$35 DX18TC, DX7TCA \$100 DC80SE \$20 DX18TC \$75 DC80SN \$20 DP16HH \$35 DP16HH \$35 DX16TC \$75 DC80SN \$20 DP15CH \$35 DP15C	Air Conditioners	Spiff (USD)	Models	Spiffs (USD)		Models	Spiffs (USD)
DX20VC, DX9VCA							
DX18TC, DX7TCA		\$125	DM97MC	\$35		DP16HH	\$35
DX16TC	· · · · · · · · · · · · · · · · · · ·	\$100	DC80SE	\$20		DP16HM	\$35
DC80VE \$20	DX16TC	\$75	DC80SN	\$20		DP15CH	\$35
DC96SE \$20	DX16SA, DX5SEA	\$50	DC80VC	\$20		DP14DM	\$35
DC96SN \$20			DC80VE	\$20			
DC96TN \$20 DC96VC \$20 DC96VE \$20 DC96VE \$20 DZ17VSA, DZ6VSA \$250 DM80SE \$20 DZ20VC, DZ9VCA \$125 DM80SN \$20 DZ18TC, DZ18VC, DZ7TCA \$100 DM80VE \$20 DZ16TC \$75 DM96SN \$20 DZ16TC \$75 DM96SN \$20 DM96TN \$20 DM96TN \$20 DM96VC \$20 RXSQ+1 CXTQ or FX Q \$200 + \$25 RXSQ+1 CXTQ or FX			DC96SE	\$20			
DC96VC \$20			DC96SN	\$20			
DC96VE \$20			DC96TN	\$20			
Note			DC96VC	\$20			
DZ17VSA, DZ6VSA			DC96VE	\$20			
DM80SN \$20	Heat Pumps	Spiff (USD)	DM80SC	\$20			
DZ20VC, DZ9VCA	DZ17VSA, DZ6VSA	\$250	DM80SE	\$20		VRV LIFE	
DZ18TC, DZ18VC, DZ7TCA \$100 DM80VE \$20 DM96SE \$20 DM96SE \$20 DM96SN \$20 DM96SN \$20 DM96SN \$20 DM96VC \$20 DM			DM80SN	\$20			
DZ18TC, DZ18VC, DZ7TCA \$100 DM80VE \$20 DM96SE \$20 DM96SE \$20 DM96SN \$20 DM96SN \$20 DM96SN \$20 DM96VC \$20 DM	DZ20VC, DZ9VCA	\$125	DM80VC	\$20		Models	Spiffs (USD)
DZ16SA, DZ5SEA \$50 DM96SN \$20 DM96TN \$20 DM96VC \$20 DM96VE \$20 DM96VE \$20 DM96VE \$20 DM96VE \$20 DM96VE \$20 SKYAIR - Residential Use ONLY Models Spiffs (USD) All Daikin FIT Models \$400 All DCS Plans \$00CSACHP-LT \$50 Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff \$100 Sold/activated on same sale to receive the bundle spiff \$100 Ductless Models Spiff (USD) Ductless Models Spiff (USD) Ductless Models Spiff (USD) DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) DSEN-HAQA \$25	DZ18TC, DZ18VC, DZ7TCA	\$100	DM80VE	\$20		RXSQ + 1 CXTQ or FX_Q	\$200
Dikin FIT & Daikin Cloud Services Bundle Models Spiffs (USD) All Daikin FIT & Daikin Cloud Services must be Sold/activated on same sale to receive the bundle spiff Ductless Models Spiffs (USD) Divin Cloud Services (DCS) SKYAIR - Residential Use ONLY Models Spiffs (USD) Models Spiffs (USD) RZR18TAVJU(A) & 24 \$100 RZR230TAVJU(A), 36, 42 & 48 \$200 RZQ18TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 Daikin Cloud Services plans must also include the eligible product model & serial number to qualify Ductless Models Spiffs (USD) DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) DSEN-HAQA \$25	DZ16TC	\$75	DM96SE	\$20		RXSQ + 2 CXTQ or FX_Q	\$200 + \$25 = \$225
DM96TN \$20 DM96VC \$20 DM96VE \$20 Daikin FIT & Daikin Cloud Services Bundle Models Spiffs (USD) All Daikin FIT Models \$400 All DCS Plans Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff Ductless Models Spiff (USD) Ductless Models Spiff (USD) Ductless Models Spiff (USD) Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff Ductless Models Spiff (USD) Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff Daikin Cloud Services (DCS) SKYAIR - Residential Use ONLY RZR18TAVJU(A) & 24 \$100 RZR30TAVJU(A), 36, 42 & 48 \$200 RZQ18TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 DUCTION TO THE CONTROL OF THE	DZ16SA, DZ5SEA	\$50	DM96SN	\$20		DVCQ + # CVTQ + FV Q	\$200 + \$25/Head
Daikin FIT & Daikin Cloud Services Bundle Models Spiffs (USD) All Daikin FIT Models All DCS Plans DocsACHP-1 Doikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff Ductless Models Spiffs (USD) SKYAIR - Residential Use ONLY Models Spiffs (USD) RZR18TAVJU(A) & 24 \$100 RZR18TAVJU(A), 36, 42 & 48 \$200 RZQ18TAVJU(A), 36, 42 & 48 \$200 RZQ18TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 RZQ30			DM96TN	\$20		RXSQ + # CX IQ + FX_Q	(Capped @ \$300 Total)
Daikin FIT & Daikin Cloud Services Bundle Models Spiffs (USD) All Daikin FIT Models All DCS Plans Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff Daikin Cloud Services plans must also include the eligible product model & serial number to qualify Ductless Models Spiffs (USD) RZR18TAVJU(A) & 24 \$100 RZQ18TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48			DM96VC	\$20			
Models Spiffs (USD) All Daikin FIT Models All DCS Plans DOCSACHP-LT DOCSACHP-1 DOCSACHP-1 DOCSACHP-1 DOCSACHP-1 Sold/activated on same sale to receive the bundle spiff Daikin Cloud Services must be eligible product model & serial number to qualify Ductless Models Spiffs (USD) Models RZR18TAVJU(A) & 24 \$100 RZQ18TAVJU(A) & 24 \$100 RZQ30TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) DSEN-HAQA \$25			DM96VE	\$20			
Models Spiffs (USD) All Daikin FIT Models All DCS Plans DOCSACHP-LT DOCSACHP-1 DOCSACHP-1 DOCSACHP-1 DOCSACHP-1 Sold/activated on same sale to receive the bundle spiff Daikin Cloud Services must be eligible product model & serial number to qualify Ductless Models Spiffs (USD) Models RZR18TAVJU(A) & 24 \$100 RZQ18TAVJU(A) & 24 \$100 RZQ30TAVJU(A), 36, 42 & 48 \$200 RZQ30TAVJU(A), 36, 42 & 48 \$200 DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) DSEN-HAQA \$25							
All Daikin FIT Models All DCS Plans DOCSACHP-1 DOCSACHP-1 DOCSACHP-1 DOCSACHP-1 S50 RZR30TAVJU(A), 36, 42 & 48 S200 RZQ18TAVJU(A) & 24 S100 RZQ18TAVJU(A), 36, 42 & 48 S200 RZQ30TAVJU(A), 36, 42 & 48 RZQ30TAVJU(A), 36, 4	Daikin FIT & Daikin Cloud Services Bundle		Daikin Cloud Services (I		DCS)	SKYAIR - Residential Use ONLY	
All DCS Plans DOCSACHP-1 \$50 Daikin FIT & Daikin Cloud Services must be sold/activated on same sale to receive the bundle spiff Daikin Cloud Services plans must also include the eligible product model & serial number to qualify Ductless Models Spiff (USD) DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) 19 Series RXNM/AXVJU \$30 DSEN-HAQA \$25	Models	Spiffs (USD)	F	Plans	Spiffs (USD)	Models	Spiffs (USD)
All DCS Plans Doctor Plans Background Services must also include the eligible product model & serial number to qualify Ductless Models Spiff (USD) Dalkin Home Air Monitor CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) 19 Series RXNM/AXVJU \$30 DSEN-HAQA \$25	All Daikin FIT Models	\$400	DOCS	DOCSACHP-LT		RZR18TAVJU(A) & 24	\$100
Ductless Models Spiff (USD) DAIKIN HOME AIR MONITOR CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) 19 Series RXNM/AXVJU \$30 DSEN-HAQA \$25	All DCS Plans		DOC	SACHP-1	\$50	RZR30TAVJU(A), 36, 42 & 48	\$200
Ductless Models Spiff (USD) DAIKIN HOME AIR MONITOR	Daikin FIT & Daikin Cloud Services must be		DOCS-1FREE			RZQ18TAVJU(A) & 24	\$100
Ductless Models Spiff (USD) DAIKIN HOME AIR MONITOR	sold/activated on same sale to receive the bundle spiff		Daikin Cloud Services plans must als		so include the	R7O30TAVIU(A), 36, 42 & 48	\$200
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CIRRA 2MX18AXVJU \$50 Models Spiffs (USD) 19 Series RXNM/AXVJU \$30 DSEN-HAQA \$25							
19 Series RXNM/AXVJU \$30 DSEN-HAQA \$25			Ductless	Models	Spiff (USD)	DAIKIN HOME AIR MONITOR	
			CIRRA	2MX18AXVJU	\$50	Models	Spiffs (USD)
19 Series RKNM/AXVJU \$30			19 Series	RXNM/AXVJU	\$30	DSEN-HAQA	\$25
		19 Series	RKNM/AXVJU	\$30			

Distributor Opt-In/Opt-Out

Independent Distributors are responsible for funding 25% of the amount of each Retail Salesperson spiff paid under the program. By opting into the program, Independent Distributors understand they will be billed by Daikin Comfort Technologies North America, Inc for 25% of each spiff paid to their enrolled dealer(s) Retail Salesperson under this program.



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Program Guidelines, Qualifications and Disclaimers

Program Guidelines

- Eligible equipment must be sold during the designated program period. Installations, claims and supporting documentation must be received by July 15, 2023.
- Late claims will be paid out at 50% of the Spiff amount per the Qualifying Product Matrix only for a short period after the initial deadline. Any late claims will be paid at Daikin's discretion.
- Only products listed in the Qualifying Product Matrix are eligible for the stated program Spiffs. All offers depend on product availability. No substitutions or exceptions allowed.
- Offer limited to one Spiff per piece of equipment and serial number.
- This promotion applies to residential replacement installations only. Commercial installations, residential new construction installations and self-sales do not apply.
- Equipment must be installed in the continental US only.

Retails Salesperson Enrollment & Claims Payment Process

- Retail Salespersons are required to complete the registration process at www.SalesRewards.cash. At the time of registration, participants will be required to enter select personal information for tracking and tax purposes.
- Retail Salespersons will submit and may check their claim status at any time by visiting www.SalesRewards.cash.
- All claims must be submitted online at www.SalesRewards.cash. No claims will be accepted by mail.
- Claims will be loaded to the debit card sent to the Retail Salesperson. Cards will not be sent to Retail Salesperson until the first claim is submitted.
- 360insights Customer Service can be contacted via email (<u>DaikinRewards@email-360insights.com</u>) or by phone support (1-855-801-5827).
- Daikin Sales Support can be contacted via email at <u>Sales.Support@daikincomfort.com</u>

Qualifications

 Retail Salesperson claiming the Spiff must be employed at the dealership for the full month during which the spiff is claimed.

Terms and Conditions - Disclaimers

- Offer limited to one spiff per piece of equipment and serial number.
- Spiffs are applicable to multiple units on a single-family dwelling in the continental U.S. only.
- This promotion applies to residential replacement installations only. Commercial installations, residential new construction installations, multi-family installations and self-sales do not apply.
- Products sold through a National Retailer program do not qualify for this program.
- US residents are subject to a 1099 miscellaneous income tax for Spiffs totaling \$600 USD or more annually.

Good Luck and Good Selling!