

February 8, 2008

Johnson Controls Inc

Introduction to the Solutions Business



Agenda

- Johnson Controls Overview
- Career Opportunities
- State of the Art Tools

Building Efficiency Solutions

Energy Answers

Did you know?

Johnson Controls Energy Efficiency Indicator is a survey of North American business leaders – most recently done in March 2007

Findings:

- Business leaders expect energy prices to continue to rise
- Businesses are investing in energy efficiency measures to combat rising energy costs
- Over half of the respondents said that **cost savings is entirely or somewhat the driver** for their decision to invest in energy efficiency measures.
- Over 1/3 of the respondents cite both cost savings and environmental responsibility as equal motivators

Consistent Growth, Strong Infrastructure

Johnson Controls is a \$34+ billion company:

- Increasing **sales** - 60 consecutive years
- Increasing **earnings** - 16 consecutive years
- Increasing **dividends** - 31 consecutive years

Ranked 67th in Fortune 500:

- 136,000 employees
- Serving customers in 125 countries
- More than 1,000 locations worldwide to serve you locally
- 3 Major Lines of Business



Our Vision and Values

Our Vision

A more comfortable, safe and sustainable world.

Our Values

- Integrity
- Customer Satisfaction
- Employee Engagement
- Innovation
- Sustainability



Innovation and Sustainability

Energy Efficient Green Buildings: we offer a whole array of tools to improve indoor air quality, lower energy costs and reduce emissions

Performance Contracts: we perform energy savings projects for customers that are entirely funded by the savings the project creates

Building Efficiency Solutions

Services



Building Efficiency – Markets

- Education
- Health Care
- Government
- Private Sector
- Public Housing
- Industrial



Building Efficiency Solutions – Our Impact

Johnson Controls' customers have saved over **\$32 billion** in energy costs since 1990

These energy savings equate to removing the emissions from **4 million mid-sized cars** or the benefit of planting over **29 million acres of trees!**



Source: Leonardo Academy

Building Efficiency – Your Opportunity!!

Leverage your Industrial Assessment Center Training

Innovation, Leadership and Discipline are our strengths

- Minimize energy use and operating costs
- Maximize energy savings and energy supply
- Implement renewable energy technologies
- Improve productivity, comfort, safety and services for residents, tenants, patients and customers
- Reduce external emissions and improve indoor air quality

Building Efficiency – Career Opportunity

■ Project Development Engineering

- Identify energy savings opportunities at client facilities

■ Construction Management

- Installation of energy savings projects

■ Performance Assurance Engineers

- Measure and verify energy savings annually

■ Sales



Solutions Architect - Video

Industry Leading World Class Project Development Toolset



Building Efficiency – Sign me up!!

Our website is the best place to start

www.jci.com

Contact

Domenic Armano

Regional Project Development Manager

Northeast Region

domenic.k.armano@jci.com

Frank Nicosia

Regional Project Development Manager

Mid-Atlantic Region

frank.nicosia@jci.com