

Fact Sheet - Johnson Controls



Updated 24 January 2011

COMPANY DESCRIPTION

Johnson Controls is a global diversified technology and industrial leader serving customers in more than 150 countries. Our 142,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and interior systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful.

OUR VISION

Creating a more comfortable, safe and sustainable world.

MANAGEMENT

Chairman and Chief Executive Officer - Stephen A. Roell
Executive Vice President and Chief Financial Officer - R. Bruce McDonald
President, Automotive Experience - Beda Bolzenius
President, Building Efficiency - C. David Myers
President, Power Solutions - Alex Molinaroli

HEADQUARTERS

5757 N. Green Bay Avenue, P.O. Box 591, Milwaukee, WI 53201, US

WEB

www.johnsoncontrols.com

FINANCIALS

| (in millions, except per share data) | Three Months Ended December 30 | | Year Ended September 30 | |
|--------------------------------------|-----------------------------------|---------|----------------------------|----------|
| | 2010 | 2009 | 2010 | 2009 |
| Net Sales | \$9,537 | \$8,408 | \$34,305 | \$28,497 |
| Net income* | \$375 | \$288 | \$1,356 | \$311 |
| Diluted Earnings per Share* | \$0.55 | \$0.43 | \$1.99 | \$0.52 |

*excluding non-recurring items

2010 sales by Business (in millions)

| | |
|-----------------------|-----------------|
| Automotive Experience | \$16,610 |
| Building Efficiency | \$12,802 |
| Power Solutions | \$ 4,893 |
| | \$34,305 |

Banking Reference: JPMChase, Credit and Confirmation Group, Fax (817) 345-3794, Tel (817) 399-7201

Visit www.johnsoncontrols.com/investors for current reports and filings.

AWARDS & RECOGNITION

SUSTAINABILITY

- FTSE4Good Index Series
- Dow Jones Sustainability World Index
- Dow Jones Sustainability North America Index
- S&P 500 Carbon Performance Leadership Index
- Global 500 Carbon Performance Leadership Index
- S&P 500 Carbon Disclosure Leadership Index
- Global 500 Carbon Disclosure Leadership Index
- Calvert Social Index
- Domini 400 Social Index
- KLD Dividend Achievers Social Index
- KLD Global Climate 100 Index
- KLD Global Sustainability Index
- KLD Large Cap Social Index
- KLD Large-Mid Cap Social Index
- KLD Broad Market Social Index
- KLD North America Sustainability Index
- KLD Catholic Values 400 Index
- KLD Select Social Index
- Maplecroft Climate Innovation Index Benchmark
- Maplecroft Climate Innovations Index Leaders

LEADERSHIP

- One of *Corporate Responsibility* magazine's "100 Best Corporate Citizens"
- One of Ethisphere Institute's "World's Most Ethical Companies"
- Ranked 14th in *Newsweek* magazine's Green Rankings, and placed 2nd in its sector of consumer products and cars
- The number four company in the category of "motor vehicle parts" on *Fortune* magazine's "World's Most Admired Companies" list
- One of *Institutional Investor* magazine's most shareholder-friendly companies in America

DIVERSITY

- 2010 Corporation of the Year by the Wisconsin Supplier Development Council and the Michigan Supplier Development Council
- 2010 & 2009 "Best of the Best Company for Supplier Diversity" by *Black EOE Journal*
- 2009 "Best of the Best Company for Supplier Diversity" by *Hispanic Network Magazine* and *Professional Women's Magazine*

Fortune 500 Ranking – 83

Global Fortune 500 Ranking - 280

BUSINESS UNITS

BUILDING EFFICIENCY

- Delivers products, services and solutions that increase energy efficiency and lower operating costs for more than one million customers.
- Leading provider of equipment, controls and services for heating, ventilating, air-conditioning, refrigeration and security systems for buildings.
- Manages 1.5 billion square feet of corporate real estate for many of the world's largest companies.
- 500 branch offices in more than 150 countries.
- Address - 507 E. Michigan Street, Milwaukee, Wisconsin 53202, US

AUTOMOTIVE EXPERIENCE

- Global leader in automotive seating, overhead systems, door and instrument panels, and interior electronics.
- Supports all major automakers in the differentiation of their vehicles through our products, technologies and advanced manufacturing capabilities.
- Global capabilities to supply more than 30 million cars per year.
- More than 200 plants worldwide.
- Address - 49200 Halyard Drive, P.O. Box 8010, Plymouth, Michigan 48170, US

POWER SOLUTIONS

- The global leader in lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles.
- Supplies more than one third of the world's lead-acid batteries to major automakers and aftermarket retailers.
- Johnson Controls-Saft is the first company in the world to produce lithium-ion batteries for mass production hybrid vehicles.
- Lead acid batteries sold under customer brands as well as our own Varta®, Heliar®, LTH® and Optima® brand names.
- 35 plants worldwide.
- Address - 5757 N. Green Bay Ave., P.O. Box 591, Milwaukee, Wisconsin 53201, US

MEDIA RELATIONS
CONTACTS

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