

# Fact Sheet – Power Solutions



Updated 3 November 2011

## DESCRIPTION

Johnson Controls Power Solutions is the global leader in lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles. Our 35 plants supply more than one third of the world's lead-acid batteries to major automakers and aftermarket retailers. Through our innovations we are building the advanced battery industry for hybrid and electric vehicles. We were the first company in the world to produce lithium-ion batteries for mass-production hybrid vehicles. Our commitment to sustainability is evidenced by our world-class technology, manufacturing and recycling capabilities.

## OFFERINGS

- Lead-acid automotive batteries for virtually every type of passenger car, light truck and utility vehicle.
- Lead-acid batteries sold under private label as well as our own brands.
- Flat plate and spiral wound Absorbent Glass Mat (AGM) batteries for vehicles with high power demands and Start-Stop applications.
- Lithium-ion batteries for:
  - Hybrid
  - Plug-in hybrid electric vehicles
  - Pure electric vehicles
- 35 manufacturing facilities worldwide.
- Major brands: ecosteps, Heliar™, LTH™, Optima®, PowerFrame®, VARTA®.

## LEAD ACID

- Major customers include Walmart, Sam's Club, Advance Auto Parts, AutoZone, Costco, Sears, Interstate Battery System of America, Daimler, BMW, Ford, General Motors, Toyota, Volkswagen, Chery, SAIC
- Market leader for Start-Stop batteries using our unique absorbent glass mat (AGM) lead-acid batteries that provide superior performance for these applications.
- Received Volkswagen 2010 Group Award for our unique new Start-Stop battery that is both high-performance and more resistant to heat. The battery gives car manufacturers more design flexibility and is also suitable for operation in hot countries.
- Our patented PowerFrame™ grid technology improves the quality and performance of automotive batteries and reduces emissions. Implementation of PowerFrame™ earned us the EPA's "Clean Excellence Award."
- Global leader in closed-loop, lead-acid battery recycling, starting operations at the Villa de Garcia, Mexico facility in 2010 and constructing a new facility in Florence, South Carolina to launch in 2012.
- In 2008 launched ecosteps, a lead acid battery recycling initiative to help increase recycling rates of automotive batteries in Europe. Ecosteps is modeled after Johnson Controls' patented closed-loop lead acid battery recycling process used in the United States with best practices implemented in China and Mexico.

## LITHIUM-ION

- Our Johnson Controls-Saft facility in Holland, Michigan is the first U.S. manufacturing facility for lithium-ion cells and complete hybrid battery systems.
- Johnson Controls-Saft opened world's first manufacturing site for lithium-ion hybrid and electric vehicle batteries in Nersac, France in 2008.
- Our 58,000-square-foot Battery Technology Center in Milwaukee, Wisconsin, is the largest and most sophisticated automotive battery research and development, engineering and validation facility in the United States, including cell design, system engineering, manufacturing, prototype assembly, testing and integration.
- Our Systems Integration Center located in Hanover, Germany, is specialized on validation, testing and battery assembly and located in close vicinity to our European customers.

Production Contracts

- Daimler Mild Hybrid: Mercedes S-Class SOP (Start of production) 2009 with Li-ion technology.
- BMW Mild Hybrid: 7-Series Li-ion SOP 2010.
- Chery Mild Hybrid: Small sedan Ni-MH SOP 2009.
- Azure Balance™ Hybrid Electric: Commercial delivery trucks.
- Ford Transit Connect Electric light commercial vehicle Li-ion SOP 2010.

## AWARDS AND RECOGNITION

- 2010 Delivery Excellence Award from Doosan Machinery
- 2010 & 2009 Excellence Award from Honda de Mexico
- 2010 Excellent Supplier Award from HaFei
- 2010 Exceptional Product Support from Subaru
- 2010 Extra Miler Award from AutoZone
- 2010 Group Award for Sustainable Energy Storage System from Volkswagen
- 2010 & 2009 Quality Achievement Award from Tianjin FAW Toyota Motor Company
- 2010 Quality Excellence Award from XiaMen XGMA
- 2010 Quality Excellence Bronze Award from Caterpillar China
- 2010 Safety and Quality Award from YiQi Toyota
- 2010 & 2009 Service Excellence Award from Interstate Battery System of America
- 2009 Delivery Award from Honda
- 2009 Most Preferred Brand by Consumers from National Auto Parts Fair China
- 2009 Quality and Safety Award from Tianjin FAW Toyota Motor Company
- 2009 Remarkable Quality Improvement from Dongfen Honda Engine Co.
- 2009 Supplier of the Year, Automotive from Walmart
- 2009 Supplier of the Year Award from General Motors
- 2009 Vendor of the Year from Advance Auto Parts
- 2009 "What it takes to do the Job Right" Award from AutoZone Mexico
- 2009 Zero Defects Award from Mitsubishi Motors North America

## MANAGEMENT

President - Alex Molinaroli

## HEADQUARTERS

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## WEB

[www.johnsoncontrols.com](http://www.johnsoncontrols.com)

## FINANCIALS

<u>2011 sales by Business (in millions)</u>	
Automotive Experience	\$20,065
Building Efficiency	\$14,893
Power Solutions	<u>\$ 5,875</u>
	\$40,833

Visit [www.johnsoncontrols.com/investors](http://www.johnsoncontrols.com/investors) for current reports and filings.

## MEDIA RELATIONS CONTACT

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