

Johnson Controls Power Solutions Backgrounder

About Power Solutions

Johnson Controls is the leading supplier of lead acid batteries for virtually every type of passenger car, light truck and utility vehicle. Our commitment to world-class technology and manufacturing excellence is reflected in our global brands, including OPTIMA, VARTA, LTH and Heliar, as well as through the private labels and automotive customers we supply.

We are driving environmental excellence through global lead recycling efforts, as well as energy efficiency improvements in manufacturing worldwide. Johnson Controls' innovative, closed loop battery recycling process enables it to be the world's largest recycler of lead acid batteries with return rates frequently exceeding 95 percent in North America.

We are rapidly becoming the leading independent provider of hybrid battery systems that make vehicles more energy efficient. With dedicated research and development centers worldwide, our employees continue to break new ground in the development of advanced battery systems. Power Solutions has 14,000 employees in more than 30 plants around the world.

Power Solutions Financial Information

Johnson Controls is the largest global provider of lead acid batteries and is the leading independent provider of hybrid automotive battery systems with 36 percent market share. Net 2008 sales were \$5.9 billion and earnings were \$541 million with 120 million lead acid batteries produced world-wide. Net sales and segment income for the Power Solutions business increased by 35 percent and 5 percent, respectively, over the previous year. The Americas account for 57 percent of sales, Europe accounts for 40 percent and Asia accounts for 3 percent.

Solutions Expertise and World-Renowned Service

Johnson Controls offers a wide range of technologies to its customers, including lead acid batteries, absorptive glass matt (AGM) applications, nickel-metal hydride capabilities and lithium-ion energy storage solutions for hybrid electric vehicles and plug-in hybrid electric vehicles. In addition, our highly recognized global brands underscore our expertise and include:

- OPTIMA
- VARTA
- LTH
- Heliar
- Private labels

Product differentiation through value-added services highlights the level of importance we place on customer service, including extensive consumer research, category management and unmatched knowledge of automotive applications.

Focus on Sustainability

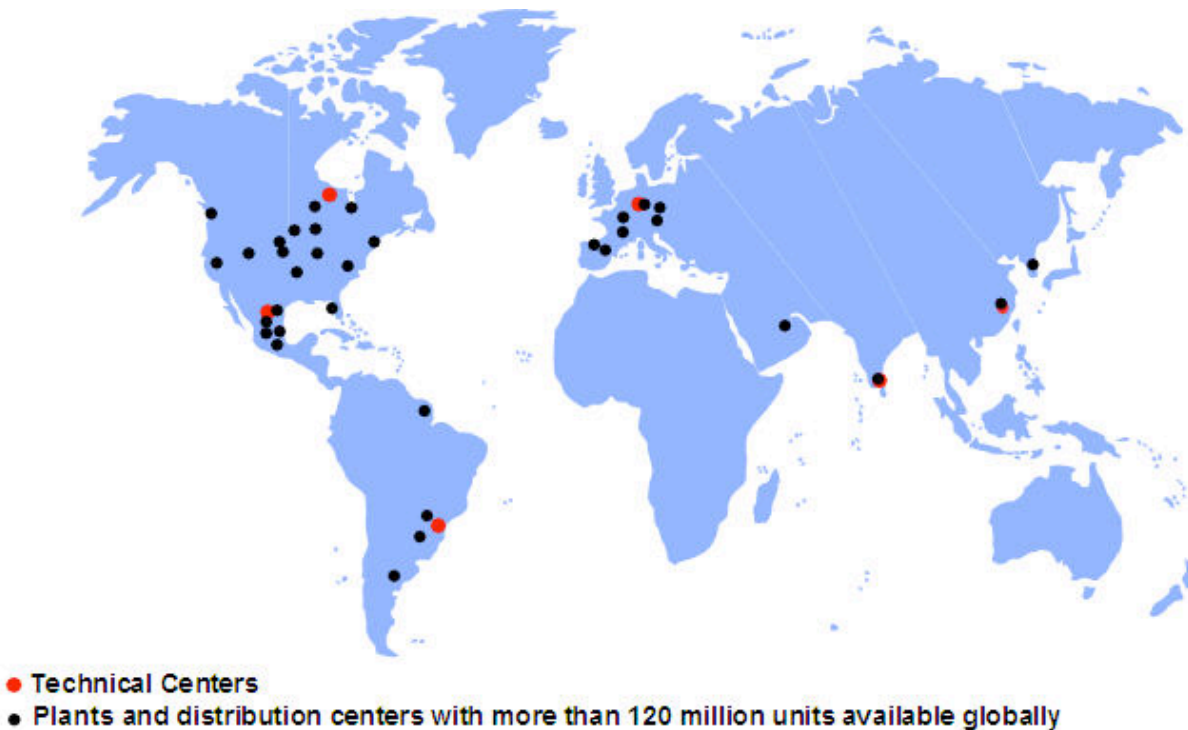
Power Solutions focuses on creating smart environments in the places where people travel through ingenious energy storage solutions:

- Our patented PowerFrame™ grid technology improves the quality and performance of automotive batteries and significantly reduces pollutant emissions.
- We achieve manufacturing excellence through our proprietary waterbath formation. This process is up to 3 percent more energy efficient than our cooled formation, saving us 13,500 tons of CO² annually.

- As a result of Johnson Controls' global leadership and innovative closed-loop process, lead acid batteries are one of the most highly recycled consumer products with return rates exceeding 95 percent.
- We sold 400,000 advanced batteries for start/stop micro hybrid vehicles in Europe in 2007 and 800,000 in 2008, with the expectation of doubling that number again in 2009 to approximately 1.5 million batteries. These vehicles achieve a 5 percent to 8 percent fuel savings compared to conventional gas vehicles.
- Johnson Controls opened the world's first mass-production facility for lithium-ion automotive batteries in Nersac, France and will produce lithium-ion batteries for the Mercedes Benz S-Class and the BMW 7 Series ActiveHybrid, slated for release in 2009 and 2010 respectively.
- We are currently developing lithium-ion technology for plug-in hybrid vehicles (PHEV) and have several demonstration fleets on the road. PHEVs can reduce fuel consumption by 60 percent to 100 percent (see Johnson Controls Market Leadership Fact Sheet for a full list of contracts).

Power Solutions Global Presence

Power Solutions has a global footprint with continued geographic expansion. We provide our customers unparalleled technology and service through engineering, manufacturing and distribution teams with a world-wide reach.



Power Solutions Customers

Johnson Controls serves a world-class customer base.

Major Automotive Customers

BMW	Mitsubishi
Chery	Nissan
Daimler/Chrysler	PSA
FAW	Renault
Ford	SAIC
General Motors	Subaru
Honda	Toyota
Hyundai	USABC
Mazda	Volkswagen

Major Aftermarket Customers

Advance Auto Parts	Les Schwab Tires
AutoZone	Murray's Discount Auto
ATU	Pep Boys
Blain's Farm & Fleet	Sam's Club
Bosch	Sears
Carrefour	Walmart
Costco	Walmart Canada
Feu Vert	
Interstate Battery System of America	