

March 2009

FACT SHEET



ADDRESS

Johnson Controls, Inc.
5757 N. Green Bay Avenue
P.O. Box 591
Milwaukee, WI 53201
(414) 524-1200
www.johnsoncontrols.com

COMPANY DESCRIPTION

Johnson Controls (NYSE: JCI) is the global leader that brings ingenuity to the places where people live, work and travel. By integrating technologies, products and services, we create smart environments that redefine the relationships between people and their surroundings. Our team of 140,000 employees creates a more comfortable, safe and sustainable world through our products and services for more than 200 million vehicles, 12 million homes and one million commercial buildings. Our commitment to sustainability drives our environmental stewardship, good corporate citizenship in our workplaces and communities, and the products and services we provide to customers. For additional information, please visit <http://www.johnsoncontrols.com/>.

FINANCIAL

Fiscal 2008 was the 62nd consecutive year of sales increases, the 18th consecutive year of earnings increases and the 33rd successive year of dividend increases. Dividends have been paid consecutively since 1887.

(in millions, except per share data)	Three Months Ended March 31,		Year Ended September 30,	
	<u>2009</u>	<u>2008</u>	<u>2008</u>	<u>2007</u>
Net Sales	\$6,315	\$9,406	\$38,062	\$34,624
Income from Continuing Operations	(\$395)	\$387	*\$1,402	\$1,295
Diluted Earnings per Share from Continuing Operations	(\$0.33)	\$0.48	*\$2.33	\$2.16

**Excluding 2008 Q4 restructuring*

2008 Sales by Business

Automotive Experience	\$18,091
Building Efficiency	14,121
Power Solutions	5,850
	<u>\$38,062</u>

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

- VISION** Creating a more comfortable, safe and sustainable world.
- EMPLOYEES** Approximately 140,000 worldwide; 2,500 in Milwaukee.
- Stephen A. Roell, Chairman and Chief Executive Officer
R. Bruce McDonald, Executive Vice President and Chief Financial Officer
- HISTORY** Founded in Milwaukee, Wisconsin in 1885 by Warren Seymour Johnson, inventor of the first room thermostat.
- AUTOMOTIVE EXPERIENCE**
- Global market leader in interior systems for light vehicles including passenger cars and light trucks.
 - Systems supplied include seating, overhead, door, instrument panels, storage, electronics.
 - Customers include every major automobile manufacturer globally.
 - All systems are sold to the original equipment automotive market.
 - 250 locations worldwide.

Automotive Experience: Beda Bolzenius, President
49200 Halyard Drive, P.O. Box 8010, Plymouth, Michigan 48170

- POWER SOLUTIONS**
- World's largest manufacturer of lead acid automotive batteries.
 - 80% of batteries sold through the automotive aftermarket. 20% are sold as original equipment.
 - Major customers include Advance Auto, AutoZone, Costco, DaimlerChrysler, Ford, General Motors, Honda, Interstate Battery System of America, John Deere, Mazda, Nissan, Sears, Toyota and Wal-Mart.
 - Developing advanced battery chemistries for hybrid vehicles
 - 27 locations worldwide.

Power Solutions: Alex Molinaroli, President
5757 N. Green Bay Ave., PO Box 591, Milwaukee, Wisconsin 53201

- BUILDING EFFICIENCY**
- Leading full-line service provider of mechanical equipment as well as systems that control heating, ventilating, air conditioning (HVAC), lighting, security and fire management in non-residential buildings. Services include complete mechanical and electrical maintenance. World leader in integrated facility management for Fortune 500 companies, managing more than one billion square feet worldwide.
 - Customers worldwide include education, healthcare, industrial, government and office buildings.
 - 500+ locations worldwide.

Building Efficiency: C. David Myers, President
507 E. Michigan Street, Milwaukee, Wisconsin 53202

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