

# Fact Sheet – Power Solutions



Updated 30 October 2009

## DESCRIPTION

Johnson Controls Power Solutions provides advanced energy storage systems for transportation applications, including traditional lead acid batteries as well as hybrid battery systems.

## OFFERINGS

- World's largest manufacturer of lead acid automotive batteries for virtually every type of passenger car, light truck and utility vehicle.
- Leading independent supplier of hybrid battery systems through joint venture Johnson Controls-Saft.
- More than 30 manufacturing facilities worldwide.

## LEAD ACID

- Lead acid batteries sold under private label brands as well as our own VARTA, Heliar, LTH and OPTIMA® brand names.
- 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
- 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."
- Instrumental in setting up closed-loop battery recycling in the United States. In the U.S market – 97% of lead acid batteries are recycled and 99% of the material in the batteries is reused.
- 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

Through Johnson Controls-Saft joint venture:

- Opened world's first manufacturing site for lithium-ion vehicle batteries in Nersac, France in 2007.
- In April 2009 announced plans to build its first US cell manufacturing facility for lithium-ion hybrid batteries in Michigan, US.
- 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.

### Production Contracts

- Daimler Mild Hybrid: Mercedes S-Class SOP 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 plug-in hybrid electric vehicle (PHEV): Introduced in 2012.

### Development Contracts

- Ford: Partnership with Southern California Edison and Electric Power Research Institute (EPRI) for a fleet of demonstration plug-in hybrid electric vehicles (PHEVs).
- GM: PHEV Saturn Vue using lithium-ion technology.
- SAIC: PHEV fuel cell vehicle demonstration fleet.
- Daimler: PHEV Sprinter delivery van fleet using Li-ion battery systems.
- USABC: The United States Advanced Battery Consortium, with funding from the U.S. Department of Energy, has awarded Johnson Controls-Saft a contract valued at \$8.2 million. The contract will focus on the development of lithium-ion battery systems for plug-in hybrid electric vehicles.

## MANAGEMENT

President - Alex Molinaroli

## HEADQUARTERS

5757 N. Green Bay Ave., PO Box 591, Milwaukee, Wisconsin 53201, US

## WEB

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

## FINANCIALS

### 2009 sales by Business (in millions)

Automotive Experience	\$12,016
Building Efficiency	\$12,493
Power Solutions	\$ 3,988
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	\$28,497

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