CoreNet Global & Johnson Controls Survey Results:

Greenhouse Gas Emissions & Facilities Management

July 15, 2009

Johnson Controls
INGENUITY WELCOME

CoreNet Global
Empowering Corporate Real Estate and Workplace Executives

Presenters

Judd Eisenberg

Research Analyst, Research & Knowledge Services
CoreNet Global

Mike Harris

Vice President, Energy and Sustainability Services
Johnson Controls

Julia Koslow

Program Manager, Global Energy and Sustainability
Johnson Controls

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Johnson Controls: Three world class businesses

Automotive Experience

Delivering world-class technologies that differentiate vehicle interiors and increase consumer demand

Power Solutions

Providing the highest quality, lowest cost automotive batteries to help customers power the vehicles of today and tomorrow

Building Efficiency

Creating quality indoor environments that are energy efficient, comfortable and safe

Meeting our commitment

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The Problem

Companies who own and manage buildings are under intense **pressure** to:

(1) Manage higher energy costs

(2) Reduce the environmental impact of their buildings and operations

(3) Increase their buildings' value and competitiveness

This pressure isn't going away any time soon. In fact, it's **getting worse**.

The Need

As a Fortune 100 company with facilities around the world, **we share these pressures**. And when **we agreed to a 30% reduction** in our own carbon intensity globally, the pressure only went up. We developed a solution to **reduce our energy & emissions going forward.**

The Solution

1. **Energy Efficiency -** Building automation systems, HVAC equipment
2. **Renewable Energy –** Headquarters, branch offices, and third-party sourcing
3. **Fleet –** Hybrid vehicles in field
4. **Product Design –** Automotive interiors, Design for Sustainability in HVAC equipment
5. **Employee Awareness –** Integral part of annual Vision Week

Survey Results

Empowering Corporate Real Estate and Workplace Executives

Reasons for this survey

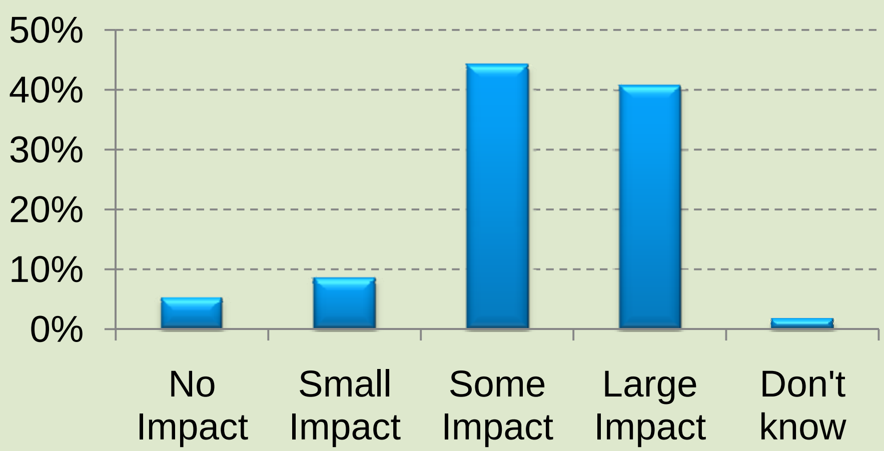
- Understand the importance of greenhouse gases to corporate real estate practitioners
- Gauge current greenhouse gas reduction actions of corporate real estate practitioners
- Discover future greenhouse gas reduction actions planned for facilities
- Understand the drivers behind their greenhouse gas actions

Survey Statistics

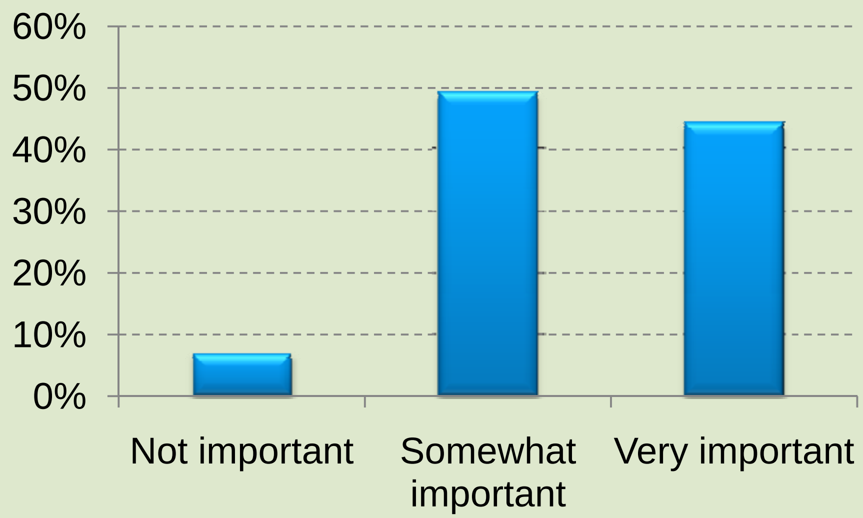
- Launched June 2009
- 90 corporate real estate (CRE) practitioners (across 13 industries) completed the survey
  - 66 review or monitor energy consumption, 59 of whom also have capital and operational budget responsibility or knowledge
  - 45% with 100M+ square feet of facility responsibility
- CRE Organization Size Response
  - 78% from CRE organizations with greater than $1B of revenue
  - 64% with 10,000+ employees
- Global Reach of Facilities
  - 58% in North America
  - 40% in Europe, Middle East, and Africa
  - 38% in Asia Pacific

Climate change is perceived to be a problem for the planet and the industry

What is your view of the significance of climate change on the planet in the next 10 years?



How important is greenhouse gas emissions management to your company/organization?



The majority of respondents have GHG goals

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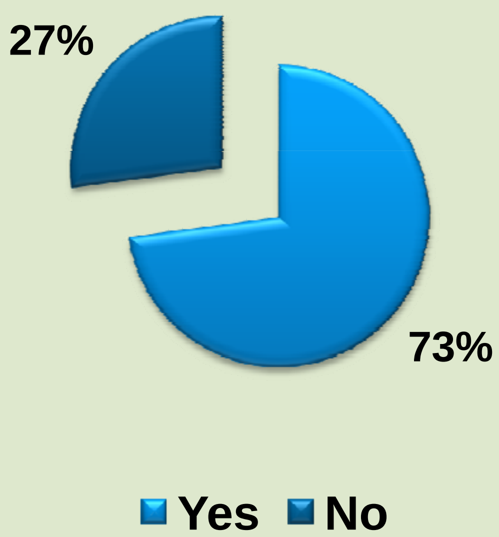
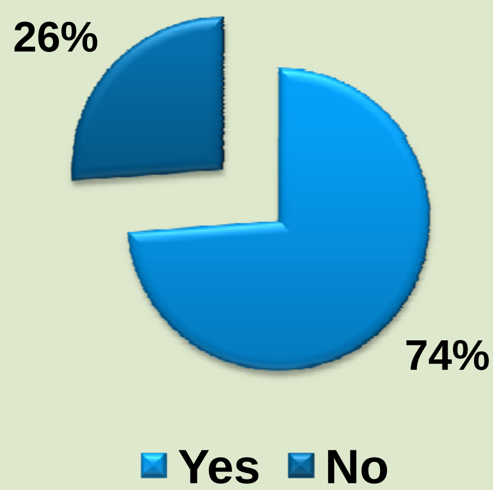
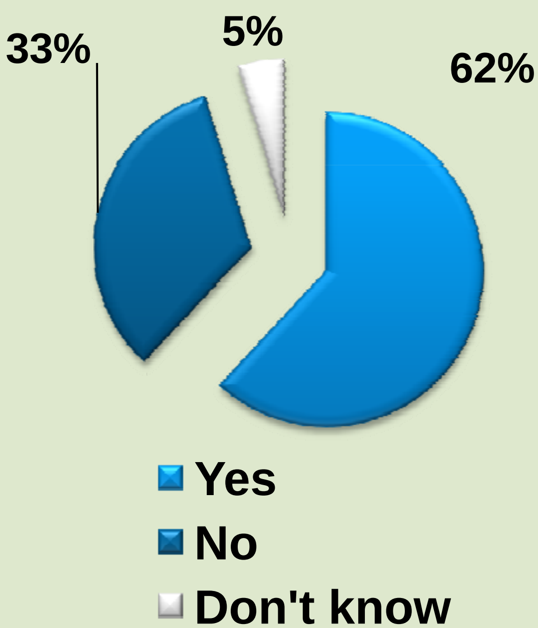
Does your company/organization currently track its greenhouse gas emissions?



Does your company/organization have an internally-stated greenhouse gas reduction goal?

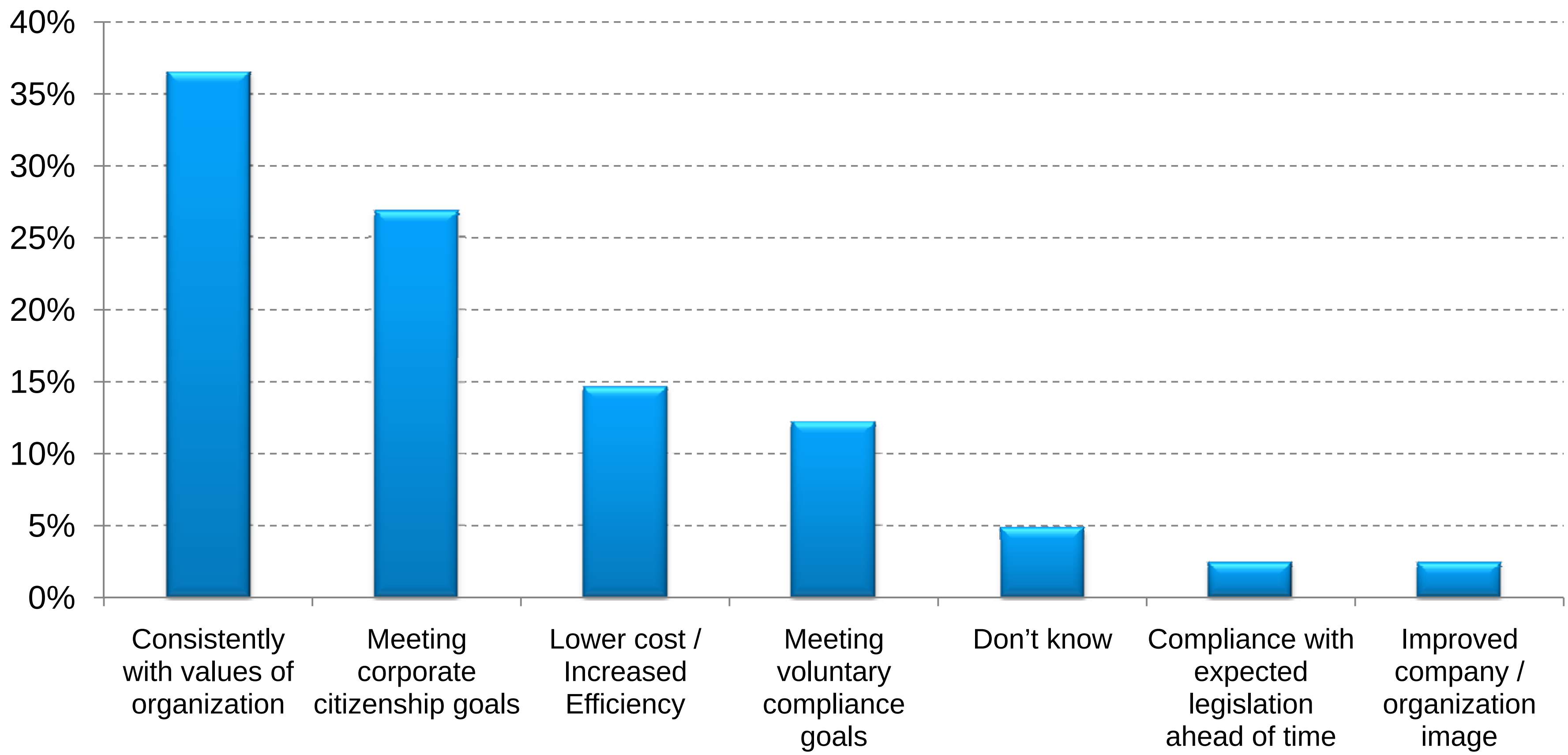


Does your company/organization have a publicly stated greenhouse gas reduction goal?



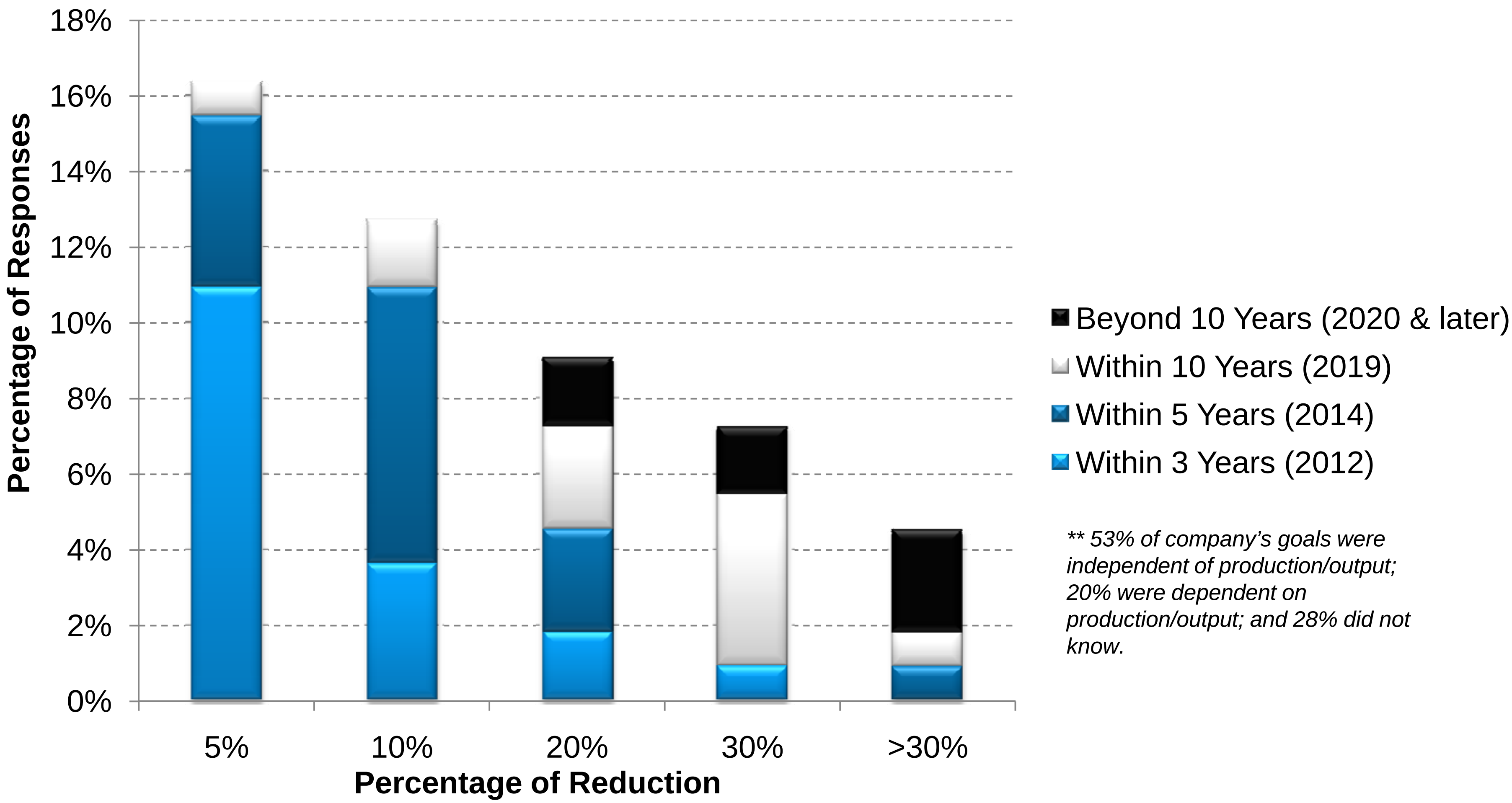
Drivers of GHG Reduction Goal

What was the most important reason for setting your company/organization's greenhouse gas reduction?



Companies are planning to meet GHG reductions in the next 5 years

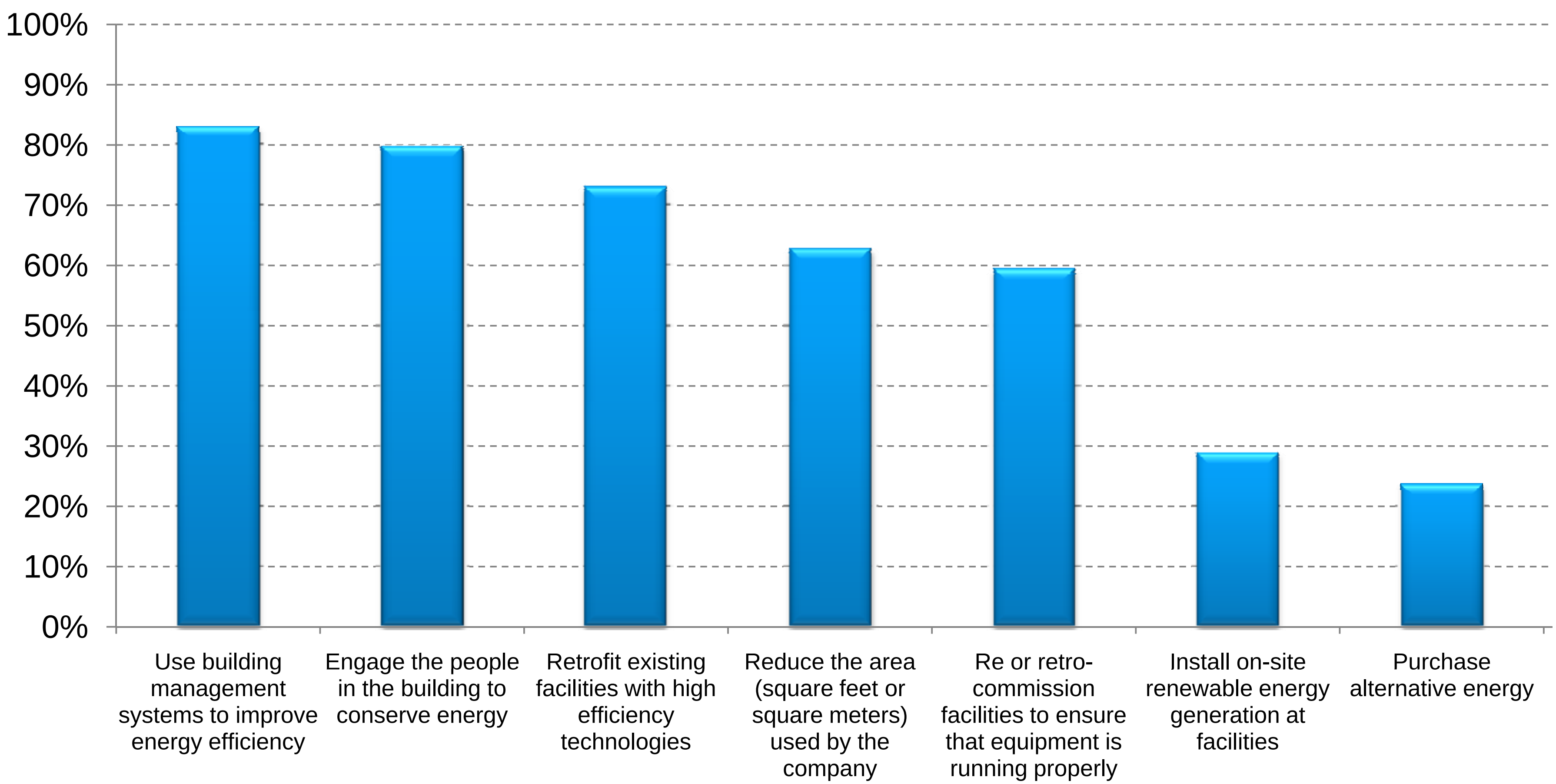
What is the timeline of your company/organization's reduction goal in greenhouse gas emissions?



*** 53% of company's goals were independent of production/output; 20% were dependent on production/output; and 28% did not know.*

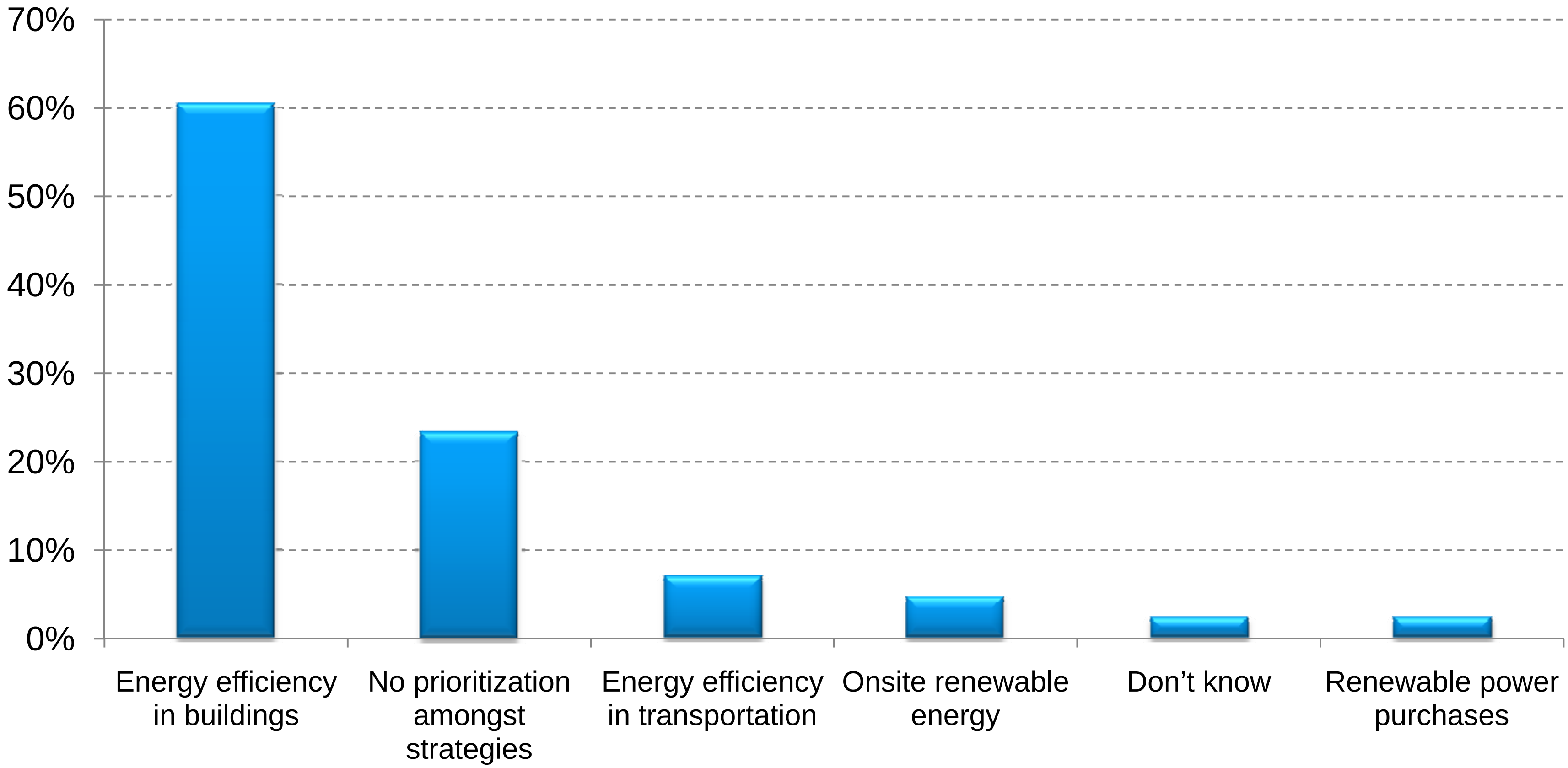
Current actions are focused on both technical and personal strategies

What facilities-related actions to reduce greenhouse gas emissions would be most implementable (or are already planned to be implemented) at your company in the next 3 years?



Energy efficiency is the top future strategy for reducing GHGs

What is your company/organization's top strategy going forward to meet its greenhouse gas reduction goal?



The majority of companies are paying more attention to GHGs

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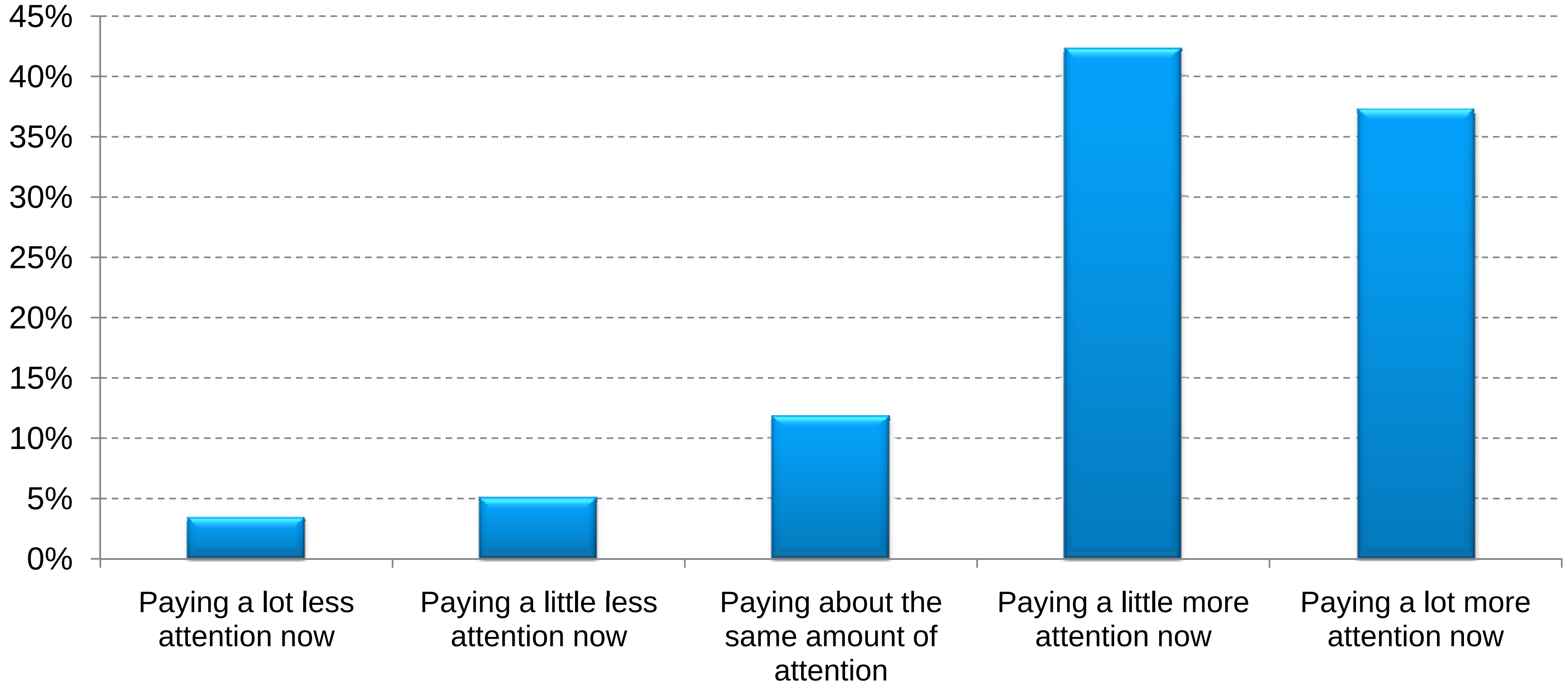
Compared to 12 months ago, how much attention is your company/organization paying to greenhouse gas emissions now?



Drivers for Change in GHG Focus

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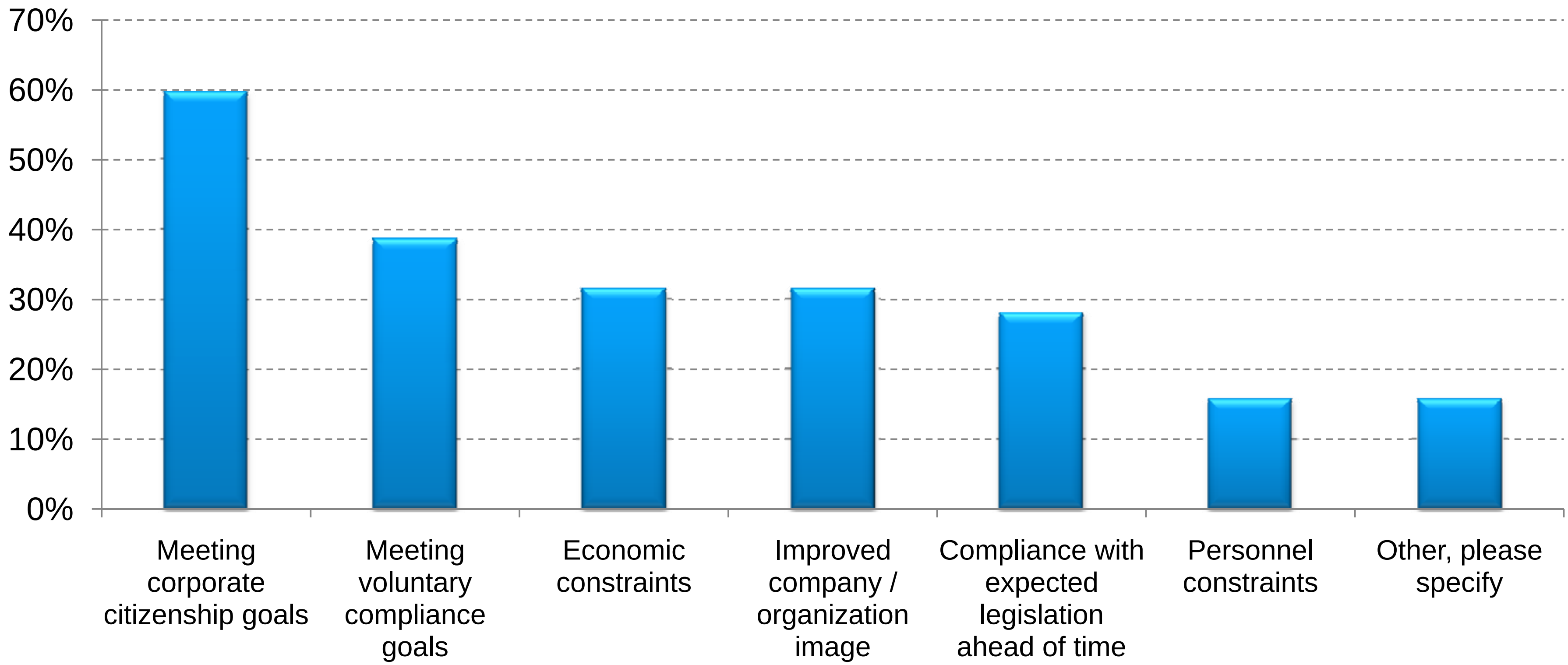
Why do you feel your company/organization has changed how much attention they are paying to greenhouse gas emissions in the past 12 months?



Key Findings and Discussion

- Climate change is perceived to impact the real estate industry
- A comprehensive strategy is needed to make a large impact – through building improvement, internal engagement, and more
- Demand for greenhouse gas management is growing
- Global citizenship and values are driving that growth

CoreNet Global thanks Johnson Controls for its cooperation

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For more information contact:

Judd Eisenberg
Research Analyst, Research & Knowledge Services
CoreNet Global
1.404.589.3244
jeisenberg@corenetglobal.org

Michael Anderson
Manager, Research & Knowledge Services
CoreNet Global
1.404.589.3206
manderson@corenetglobal.org

Tim Venable
Director, Knowledge Services
CoreNet Global
1.404.589.3221
tvenable@corenetglobal.org

Mike Harris
Vice President, Energy and Sustainability Services
Johnson Controls
1.414.524.5450
Michael.Harris@jci.com

Julia Koslow
Energy and Sustainability
Johnson Controls
1.414.524.4258
Julia.M.Koslow@jci.com

Marc Andraca
Director, Energy and Sustainability Marketing and Strategy
Johnson Controls
1.414.524.5776
Marc.D.Andraca@jci.com