



# Quarterly Update FY16 Fourth Quarter

November 8, 2016

Johnson  
Controls



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## Non GAAP Financial Information

This presentation contains financial information regarding adjusted earnings per share, which is a non-GAAP performance measure. The adjusting items include mark-to-market for pension and postretirement plans/settlement losses, transaction/integration/separation costs, restructuring and impairment costs, significant gains or losses on business divestitures, nonrecurring purchase accounting impacts related to the Tyco merger and discrete tax items. Financial information regarding adjusted sales, adjusted segment EBIT and adjusted segment EBIT margin are also presented, which are non-GAAP performance measures. Adjusted segment EBIT excludes special items such as transaction/integration/separation costs, nonrecurring purchase accounting impacts and significant gains or losses on business divestiture because these costs are not considered to be directly related to the operating performance of its business units. Management believes that, when considered together with unadjusted amounts, these non-GAAP measures are useful to investors in understanding period-over-period operating results and business trends of the Company. Management may also use these metrics as guides in forecasting, budgeting and long-term planning processes and for compensation purposes. These metrics should be considered in addition to, and not as replacements for, the most comparable GAAP measure. Reconciliations of non-GAAP performance measures can be found in the tables accompanying the materials furnished to the SEC in connection with the Company's earnings release for the quarter.

# Agenda

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## Introduction

Antonella Franzen, Vice President, Investor Relations

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## FY16 commitments & fourth quarter highlights

Alex Molinaroli, Chairman and Chief Executive Officer

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## Merger and integration update

George Oliver, President and Chief Operating Officer

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## Business results and financial review

Brian Stief, Executive Vice President and Chief Financial Officer

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## Q&A

# Delivering on our FY16 Commitments

- Major portfolio transformation to multi-industrial complete
  - Johnson Controls Hitachi joint venture has exceeded expectations
  - Tyco merger closed September 2<sup>nd</sup> and integration is underway
  - Adient spin-off completed October 31<sup>st</sup>
- Progress on segment EBIT margin expansion
  - FY16 adjusted segment EBIT margin\* +150bps YoY
  - Continued focus on cost reduction initiatives and JCOS savings
- Strong EPS growth\*
  - FY16 EPS of \$3.98 versus \$3.42 in FY15 (+16% YoY)
- Disciplined capital allocation
  - Strategic capex investments in Power Solutions
  - Share repurchases of \$500 million
- Entering FY17 with momentum

\*Non-GAAP, excludes Tyco results as well as transaction / integration / separation costs, year-end pension/postretirement mark-to-market adjustments and other special items. See appendix.

## FY16 Fourth Quarter Diluted EPS from Continuing Operations vs. Guidance

	Q4 FY16	Full Year FY16
FY16 Guidance*	\$1.17 - \$1.20	\$3.95 - \$3.98
<b>Adjusted EPS*</b>	<b>\$1.21</b>	<b>\$3.98</b>
<i>YoY Increase</i>	+16%	+16%

\*Non-GAAP, excludes Tyco results as well as transaction / integration / separation costs, year-end pension/postretirement mark-to-market adjustments and other special items. See appendix.

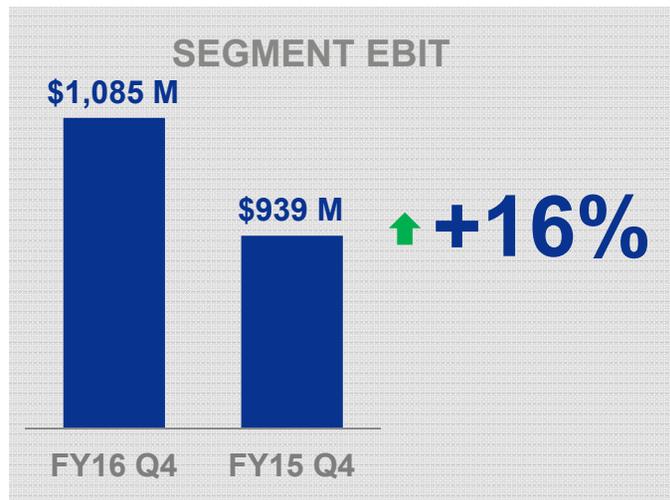
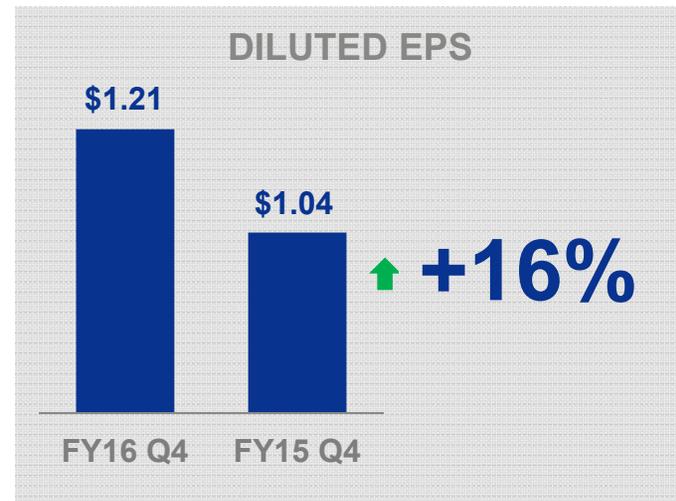
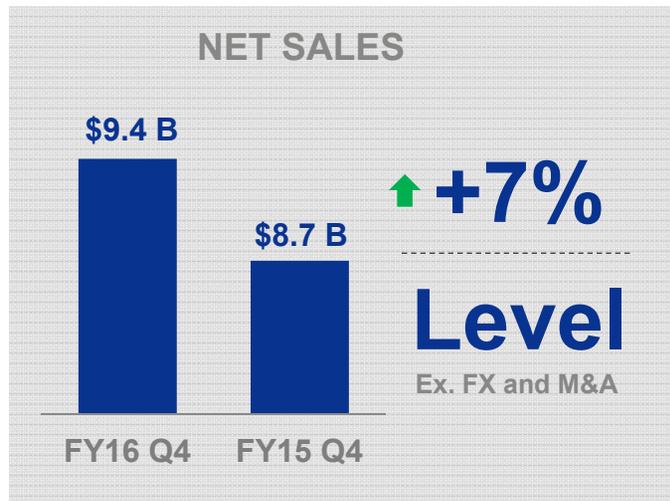
# FY16 Fourth Quarter Highlights\*

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- Organic growth of 4% (ex. Automotive Experience)
  - Building Efficiency sales up 2% (ex. FX and M&A)
  - Power Solutions sales up 8% (ex. FX and Lead)
- Hitachi joint venture profitability and integration continuing to exceed expectations
- Strong order momentum (orders up 6% organically)
  - Growth in Institutional verticals (particularly Education & Healthcare)
  - Quoting pipeline remains strong

\*Non-GAAP, excludes Tyco results as well as transaction / integration / separation costs, year-end pension/postretirement mark-to-market adjustments and other special items. See appendix.

# FY16 Fourth Quarter Earnings from Continuing Operations\*



Segment EBIT margin  
**+90 bps**

\*Non-GAAP, excludes Tyco results as well as transaction / integration / separation costs, year-end pension/postretirement mark-to-market adjustments and other special items. See appendix.

# Integration underway

## Committed to achieving \$1+ billion in cost savings

- Executing our “Day One” plan
- Early signs of traction on cost synergy plans

### Productivity Plus Deal Synergies = \$1B+ Opportunity



# Organized Around 2 Strategic Platforms

## Buildings

FY16 Sales: \$23B

**Building Efficiency**  
~\$13B



**Tyco**  
~\$10B



## Power

FY16 Sales: \$7B

**Conventional Lead-Acid**



**AGM (Start-Stop)**



**Lithium-Ion**

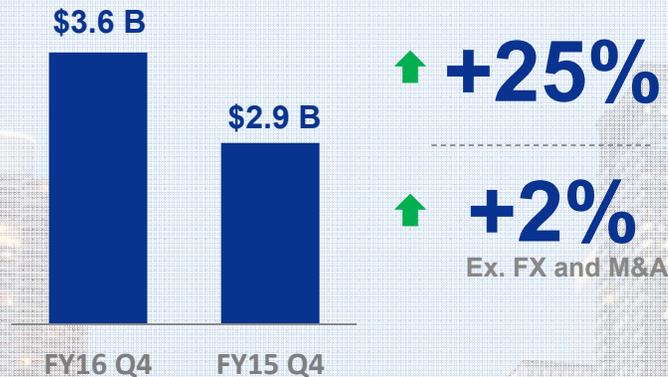


**Energy Storage**



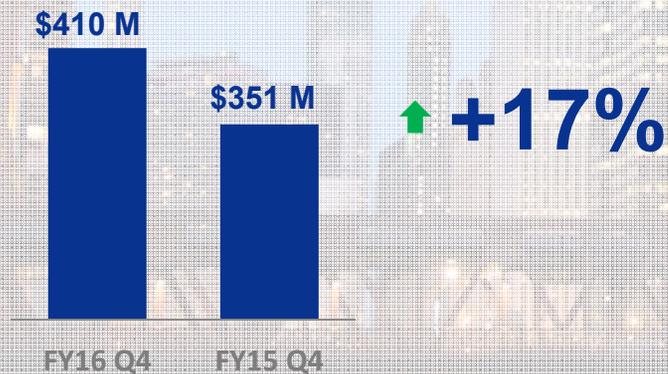
# Building Efficiency\* Continued order momentum

## NET SALES



- Third party sales (ex. FX and M&A)
  - Systems and Service NA level
  - Products NA +3%
  - Asia +8%
- Orders secured +6% (ex. FX and M&A)
  - Systems and Service NA +6%
  - Products NA +7%
  - Asia +7%
- Backlog \$4.8B, +5% (ex. FX and M&A)

## SEGMENT EBIT



- Higher volumes
- Hitachi JV profitability contribution
- Segment EBIT margin **(80) bps**
  - In-line with expectations
  - Mix related to lower margin Hitachi JV
  - Product and sales force investments

\* Non-GAAP excludes transaction / integration / separation costs and other special items. See appendix.

# Tyco\*

NET SALES

**\$828 M**

SEGMENT EBIT

**\$86 M**

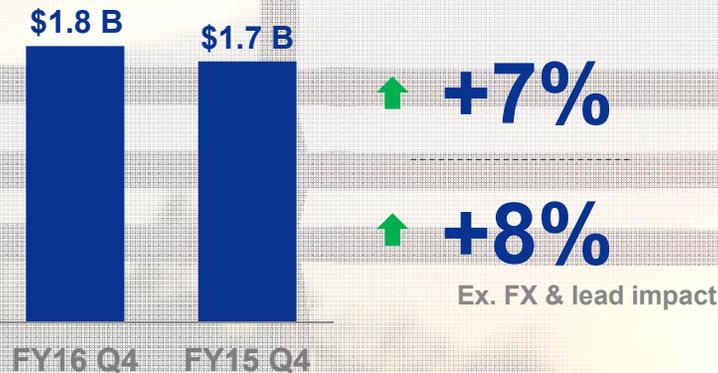
- Represents September results
- Includes \$21M incremental recurring purchase accounting amortization
- Conforms to Johnson Controls accounting policies
- Solid momentum entering FY17

\* Non-GAAP excludes transaction / integration / separation costs and other special items. See appendix.

# Power Solutions\*

## Higher volumes and significant margin expansion

### NET SALES



- Higher volumes in all regions
- Global shipments of start-stop +30%
  - China +136%
  - Americas +87%
  - EMEA +3%
- Growth in OE (+2%) and aftermarket (+9%) shipments

### SEGMENT EBIT



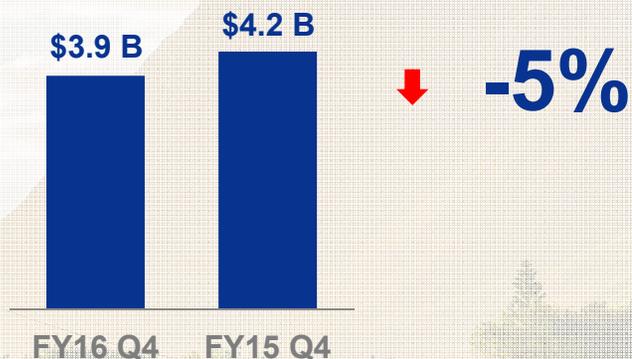
- Segment EBIT margin **+160 bps**
  - Benefit of lower lead price on sales
- Higher volumes
- Favorable product mix
- Cost reduction initiatives

\* Non-GAAP excludes transaction / integration / separation costs and other special items. See appendix.

# Automotive Experience\*

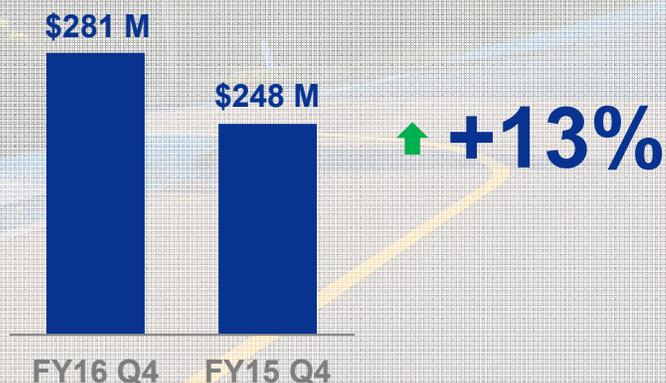
## Strong profitability

### NET SALES



- Growth in Asia offset by lower North America and Europe volumes
- China sales (mostly non-consolidated) +26% to \$2.9 billion (+31% ex. FX)
- FY16 Q4 industry light vehicle production
  - North America +2%
  - Europe -2%
  - China +21%

### SEGMENT EBIT



- Segment EBIT margin **+110 bps**
- Restructuring savings and cost reduction initiatives
- Improved operational efficiencies

\* Non-GAAP excludes transaction / integration / separation costs and other special items. See appendix.

## FY16 Fourth Quarter Financial Highlights (continuing operations)

<i>(in millions)</i>	<b>2016 *</b>	<b>2015 *</b>	<b>% Change</b>	<b>2016 (reported)</b>	<b>2015 (reported)</b>
Sales	\$9,390	\$8,749	+7%	<b>\$10,198</b>	<b>\$8,749</b>
Gross profit	1,927	1,715	+12%	<b>2,065</b>	<b>1,559</b>
<i>% of sales</i>	20.5%	19.6%		<b>20.2%</b>	<b>17.8%</b>
SG&A expenses	992	881	+13%	<b>1,914</b>	<b>1,031</b>
Equity income	150	105	+43%	<b>144</b>	<b>100</b>
EBIT	\$1,085	\$939	+16%	<b>\$295</b>	<b>\$628</b>
	<b>11.6%</b>	<b>10.7%</b>		<b>2.9%</b>	<b>7.2%</b>

**Gross profit margin** +90 bps includes leverage on improved volume and JCOS benefits

**Equity income** Increase due to Interiors JV and non-consolidated Hitachi China JVs

**EBIT** +90 bps reflects strong operational execution and increased equity income

\*Non-GAAP, excludes Tyco results as well as transaction / integration / separation costs, year-end pension/postretirement mark-to-market adjustments and other special items. See appendix.

# FY16 Fourth Quarter Financial Highlights (continuing operations)

(in millions, except earnings per share)

	<b>2016 *</b>	<b>2015 *</b>	<b>2016</b> (reported)	<b>2015</b> (reported)
EBIT	\$1,085	\$939	<b>\$295</b>	<b>\$628</b>
Restructuring and impairment costs	-	-	<b>289</b>	<b>397</b>
Financing charges - net	77	73	<b>103</b>	<b>73</b>
Income (loss) before taxes	1,008	866	<b>(97)</b>	<b>158</b>
Income tax provision	172	162	<b>1,035</b>	<b>135</b>
Net income (loss)	836	704	<b>(1,132)</b>	<b>23</b>
Income attributable to non-controlling interests	60	20	<b>39</b>	<b>20</b>
Net income (loss) attributable to JCI	\$776	\$684	<b>(\$1,171)</b>	<b>\$3</b>
Diluted EPS	\$1.21	\$1.04	<b>(\$1.61)</b>	<b>\$0.00</b>

## Non-controlling interests

Reflects impact of Hitachi JV

## Income tax provision

Tax rate of 17% in 2016 and 19% in 2015

## Diluted EPS

Up 16% vs. the prior year quarter

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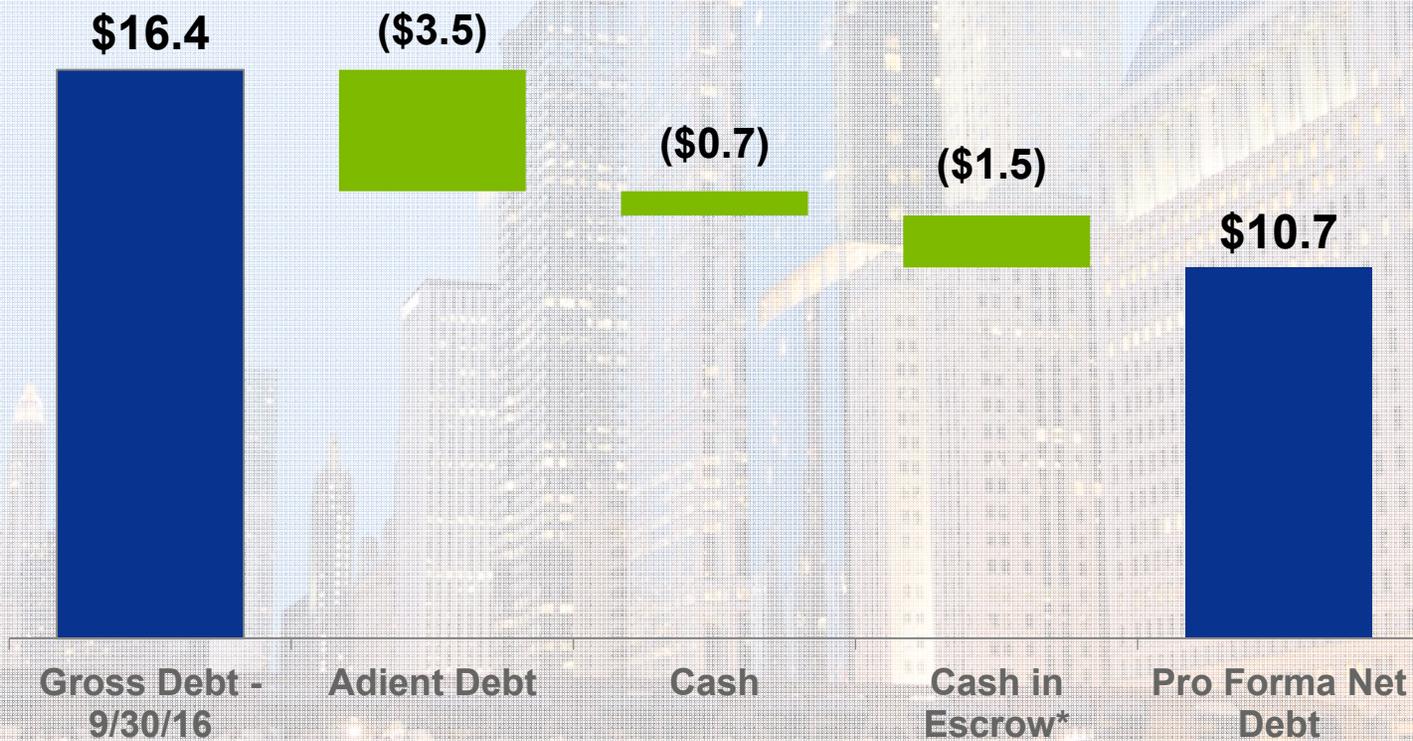
## Balance Sheet and Cash Flow

- Net debt to capitalization of 39.4% at 9/30/16
  - Assumed Tyco debt of \$2.2 billion (weighted average interest rate of 3.7%)
  - Tyco debt issuance of \$4.0 billion (interest rate of 2.3%)
  - Adient debt issuance of \$3.5 billion (weighted-average interest rate of 3.1%)
- Adjusted free cash flow\* of \$0.9 billion in the quarter; exceeded expectations
- Capex\* of \$0.4 billion in the quarter; in-line with expectations

*Note: Net debt = Total debt less cash*

\* Excludes Tyco

# Pro Forma Net Debt



\* \$1.5 billion Adient distribution received in fourth quarter; \$1.5 billion received from escrow in October 2016

## FY17 Matters of Interest

- Adient to be reflected as discontinued operation beginning first quarter FY17
- Buildings reportable segment change
- Corporate reported separately
- Finalize purchase accounting related to Tyco merger
- Special items
  - Restructuring and impairment costs
  - Transaction, integration and separation costs
  - Income taxes
  - Pension/OPEB mark-to-market
- Form 8-K filed today with FY16 quarterly/full year pro forma financial information

	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	FY16
Diluted EPS*	\$0.48	\$0.45	\$0.61	\$0.76	\$2.31

Includes annual amortization expense of \$430M (\$290M after-tax; \$0.31)

\* Non-GAAP excludes transaction / integration / separation costs and other special items; Quarters may not sum due to rounding

# Analyst Day in New York

Mandarin Oriental Hotel

## December 5th



# Appendix



# Fourth Quarter Special Items (Continuing Operations)

In millions, except EPS impact numbers

<b>2016</b>	Pre-tax Income (Expense)	Tax (Expense) Benefit	NCI (Expense) Benefit	After-tax Income (Expense)	EPS Impact
Transaction, Integration & Separation	(\$293)	\$29	\$1	(\$263)	(\$0.36)
Restructuring & Impairment	(296)	54	10	(232)	(0.32)
Pension/OPEB Mark-to-Market and Settlement	(514)	146	11	(357)	(0.49)
Non-Recurring Purchase Accounting	(74)	20		(54)	(0.07)
Tyco Adjusted EBIT	72	(9)	(1)	62	0.08
Discrete Income Tax Items		(1,103)		(1,103)	(1.50)
<b>Total</b>	<b>(\$1,105)</b>	<b>(\$863)</b>	<b>\$21</b>	<b>(\$1,947)</b>	<b>(\$2.65)</b>
Adjusted Diluted Shares Outstanding					(0.17)
<b>Total</b>	<b>(\$1,105)</b>	<b>(\$863)</b>	<b>\$21</b>	<b>(\$1,947)</b>	<b>(\$2.82)</b>

<b>2015</b>	Pre-tax Income (Expense)	Tax (Expense) Benefit	NCI (Expense) Benefit	After-tax Income (Expense)	EPS Impact
Transaction, Integration & Separation	(\$34)	\$6		(\$28)	(\$0.04)
Restructuring & Impairment	(397)	87		(310)	(0.47)
Pension/OPEB Mark-to-Market	(422)	165		(257)	(0.39)
Net Gain/(Loss) on Divestitures	145	(107)		38	0.06
Discrete Income Tax Items		(124)		(124)	(0.19)
<b>Total</b>	<b>(\$708)</b>	<b>\$27</b>	<b>\$0</b>	<b>(\$681)</b>	<b>(\$1.04)</b>

Note: Total may not sum due to rounding

# Free Cash Flow\*

	Q3 YTD		Q4		FISCAL YEAR	
	FY16	FY15	FY16	FY15	FY16	FY15
Cash provided by operating activities	\$ 0.7	\$ 0.9	\$ 1.1	\$ 0.7	\$ 1.8	\$ 1.6
Capital expenditures	(0.8)	(0.8)	(0.4)	(0.3)	(1.2)	(1.1)
Reported free cash flow	(0.1)	-	0.7	0.4	0.6	0.5
Adjustments:						
Tax audit settlements		0.2		0.2		0.4
Transaction tax payments	0.6				0.6	
Transaction/integration/separation costs	0.3	0.1	0.2		0.5	0.1
Other - net				0.4		0.4
Adjusted free cash flow	\$ 0.8	\$ 0.3	\$ 0.9	\$ 1.0	\$ 1.7	\$ 1.4

Note: May not sum due to rounding

\* Excludes Tyco

# Fourth Quarter FY16 Restructuring and Impairment Costs

*In millions*

<b>Business Unit</b>	<b>Q4 Restructuring</b>			<b>Total</b>
	<b>Charge</b>	<b>Cash</b>	<b>Non-cash</b>	
Corporate	\$ 50	\$ 43	\$ 7	\$ 50
Automotive Experience	88	42	46	88
Building Efficiency/Tyco	85	61	24	85
Power Solutions	66	2	64	66
<b>Total</b>	<b>\$ 289</b>	<b>\$ 148</b>	<b>\$ 141</b>	<b>\$ 289</b>

Restructuring and non-cash impairment charges primarily related to workforce reductions and asset impairments

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