

Johnson Controls Global WorkPlace Solutions and Agilent Technologies extend successful relationship for a third time

LONDON, UK – August 21, 2012 – Johnson Controls Global WorkPlace Solutions (GWS), a leading provider of facilities, corporate real estate and energy management to many of the world's largest companies, has signed a new global contract with Agilent Technologies Inc. The third-generation contract, which takes the companies' relationship to 2017, was awarded to Johnson Controls GWS due to its proven ability to meet the changing needs of Agilent Technologies, the world's premier measurement company.

Johnson Controls GWS will provide a range of facilities management services. Among the services provided will be maintenance, repairs, cleaning, advice on energy management, workplace projects and providing real estate transaction management to Agilent Technologies' sites in 29 countries in EMEA, Asia-Pacific and the Americas. These include France, Germany, Italy, Russia, Spain, the United Kingdom, Australia, China, India, Japan, Malaysia, Thailand, Brazil, Canada, Mexico and the United States.

Neil Rees, vice president Workplace Services, Agilent Technologies said, "We employed a consultant to conduct a thorough analysis of the market and were very clear in the financial goals we wanted to achieve. One of the overriding factors was Johnson Controls' proven ability to evolve to meet our needs. Each generation of the relationship has been smarter, clearer, more transparent and more creative than the previous. That creativity will be taken to a higher level in this third-generation."

Johnson Controls GWS began providing facilities management services to Agilent Technologies' sites in the United States in 2003, and rolled out global services the following year. In 2009, under the second-generation agreement, the range of services provided was expanded, a 22 percent cost reduction was delivered in 90 days, and a proprietary web-based service ordering software was piloted and implemented across the portfolio.

Under the new contract, Johnson Controls GWS will improve training and technology, including a simplified online reporting system and streamlined work order management.

Susan Wojciechowski, vice president Technology Market, Johnson Controls GWS said, "The relationship with Agilent Technologies has demanded the very best from Johnson Controls GWS in terms of creativity, technology and expertise. It is a proven relationship that is based on trust and respect and is an excellent example of how a business relationship can become increasingly intertwined over time. Our people have shared values, vision and culture. This third-generation of the relationship will become a benchmark in terms of transparency and innovation."

The companies' relationship was recognized for innovation at the recent European Facilities Management Conference in Copenhagen, where it won EuroFM's Partners Across Borders award 2012.

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About Johnson Controls Global WorkPlace Solutions

Johnson Controls Global WorkPlace Solutions is a leading provider of facilities, commercial real estate and energy management for many of the world's largest companies. We create business advantage for our customers through tailored solutions that optimize their real estate performance and employee productivity while reducing total occupancy costs. Our 21,000 employees have delivered over \$3 billion in savings for our customers over the last 10 years and ensure the business continuity of the 1.8 billion square feet of real estate that we manage in more than 75 countries.

About Johnson Controls

Johnson Controls is a global diversified technology and industrial leader serving customers in over 150 countries. Our 162,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and interior systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful. In 2012, Corporate Responsibility Magazine recognized Johnson Controls as the #5 company in its annual "100 Best Corporate Citizens" list.

For additional information, please visit <http://www.johnsoncontrols.com>.

Contact

John Davies

Johnson Controls Global WorkPlace Solutions

+44 (0)1252 346409

+44 (0)7966 563642

john.p.davies@jci.com