

NEWSRELEASE



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JOHNSON CONTROLS ACQUIRES FULCRUM CORPORATE *Deal strengthens real estate capability across Europe*

Johnson Controls today announced the successful acquisition of Fulcrum Corporate Real Estate Limited, the independent real estate consultancy led by Martin Burkitt. Terms of the acquisition are not being released.

UK based Fulcrum Corporate advises corporate occupiers how to maximise performance and make best use of property assets to meet business goals. Clients include WPP, Remploy, LogicaCMG, Starbucks and TNS.

The acquisition is the latest move by Johnson Controls to enhance its Global WorkPlace Solutions offering and follows the acquisition of USI in the Americas. This deal demonstrates Johnson Controls commitment to meet growing customer demands for end to end, integrated real estate and facilities management services; on-demand, wherever and whenever they want them in the world.

“This acquisition supports our evolution into a truly integrated business support partner. We are responding to the needs of our customers who increasingly see the commercial and operational value that can be gained through integrating facilities management and real estate support,” said Rick Bertasi, Vice President & General Manager, Global WorkPlace Solutions EMEA, Johnson Controls. “The acquisition of Fulcrum Corporate is the result of a thorough search across Europe for a well-respected and highly professional real estate capability to complement our existing offer. In Fulcrum Corporate we found a forward thinking leader in real estate consultancy. The people, skills and services that this acquisition will bring to Johnson Controls will create real opportunities for our business.”

Martin Burkitt will take the role of Vice President, Real Estate, Global WorkPlace Solutions. He said: "The market is changing rapidly and as part of Johnson Controls we will be able to influence and lead the industry to create a truly unique global offer to corporates. We will deliver strategic and tactical expertise that enables organisations to plan, source, configure, construct, operate and renew the workplaces needed to meet their continually changing business needs."

Issued on behalf of Johnson Controls

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Editor's Notes

Johnson Controls

Johnson Controls is the world's largest global real estate and facilities management business. Its Global WorkPlace Solution offering provides a single-source for real estate portfolio management, design and project management, strategic consulting, energy and facilities management services. With more than 11,500 employees, serving real estate portfolios and managing facilities of approximately 1.3 billion square feet, Johnson Controls was recently named one of the Global Outsourcing 100 by the International Association of Outsourcing Professionals (IAOP).

Johnson Controls Inc is a global leader in interior experience, building efficiency and power solutions. The company provides innovative automotive interiors that help make driving more comfortable, safe and enjoyable. For buildings, it offers products and services that optimize energy use and improve comfort and security. Johnson Controls also provides batteries for automobiles and hybrid electric vehicles, along with systems engineering and service expertise. Johnson Controls (NYSE: JCI) has 136,000 employees in more than 1,000 locations serving customers in 125 countries. Founded in 1885, the company is headquartered in Milwaukee, Wisconsin. Its sales for 2006 fiscal year totalled \$32.2 billion. For additional information, please visit www.johnsoncontrols.com.

Fulcrum Corporate Real Estate Limited

The business was created as Summit Property Services, part of the Summit Group. Fulcrum Corporate Real Estate Limited was formed in 1999 following a management buy-out. Services include:

- ◆ Consulting - real estate & change management strategies
- ◆ Asset management
- ◆ Analytical services - financial & strategic modelling & reporting
- ◆ Transaction management - acquisitions, consolidations & re-locations
- ◆ Project & programme management
- ◆ Property management
- ◆ Space program - award winning communication tool for best practice & governance in corporate real estate

For additional information, please visit www.fulcrumcorporate.com

Martin Burkitt - Fulcrum Corporate Real Estate Limited

A graduate of Land Economy at Cambridge University and a chartered surveyor with 25 years experience, Martin has spent the last ten years working exclusively with corporate occupiers.

Martin was formerly a Director of Morgan Grenfell Laurie, heading its Corporate and Finance Advisory sector before becoming a Director of Chesterton. Martin specialises in the development and execution of real estate strategies for UK and International Companies – for the past 12 years he has worked exclusively with corporate occupiers including WPP, Cable & Wireless, RHM, TNS.

Martin is an expert in the field of defining processes for achieving best practice and governance within Corporate Real Estate.