

# Security for the Future

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**President**  
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## Who We Are

- A \$13 billion diversified industrial company
- Over 60,000 employees worldwide
- About 100 manufacturing facilities worldwide
- Operations in every major geographic region
- Strategic brands are #1 or #2 in their markets



# Market-leading Brands

## Comfort and Climate Control Brands



**HUSSMANN**

Retail Display  
Food Markets



**THERMO KING**

Transport  
Refrigeration  
#1 Worldwide



**TRANE**

Commercial HVAC  
Equipment

## Industrial Brands



**Club Car**

#1 Worldwide  
golf cars



**IR** Ingersoll Rand

Air Technology  
and tools

## Security Brand



**SCHLAGE**

#1 North America  
lock and door  
hardware

# Multiple Choice of Offerings

## Safety

Residential security



Food safety



Critical environments



## Comfort

Ergonomic tools



Interior air quality



Transportation



## Efficiency

Thermal storage



Emission-free vehicles



Enhanced productivity



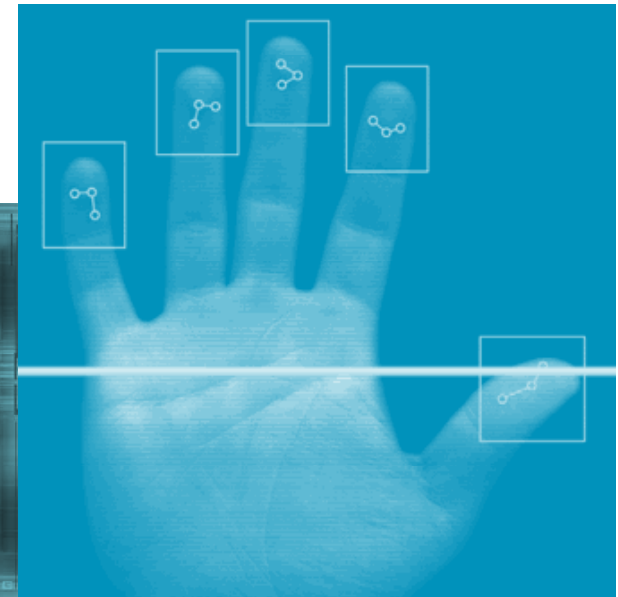
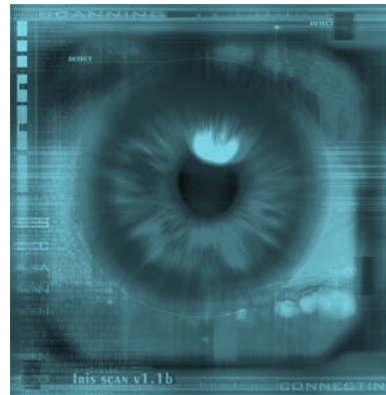
# Market for Advanced Technologies

- India expected to become one of the major civil security markets in the world with expected cumulative spends of about \$10 billion by 2017 (*Frost & Sullivan, 2008*)
- Security industry in India's current growth stands at around 25% pa. Expected to take a quantum leap with growth of nearly 125 per cent by 2012 (*Assocham, 2008*)
- Private Security to be Rs 50,000 crore industry by 2012
- Biggest verticals for security to be: airports, mass transportation and maritime security, and residential
- Rise in demand of security technologies in residential & commercial spaces such as educational institutions, hospitals, shopping malls, business centers and places of worship



# Future Trends

- Greater integration between manufacturers, distributors, system integrators
- One-stop shopping that will bring down system integration costs
- Convergence of IT and physical security systems
- Demand for advanced biometric security technologies
- Intelligent facility management systems with advanced access controls & intrusion detection systems
- Industry certification and accreditation programs



# Security Technologies

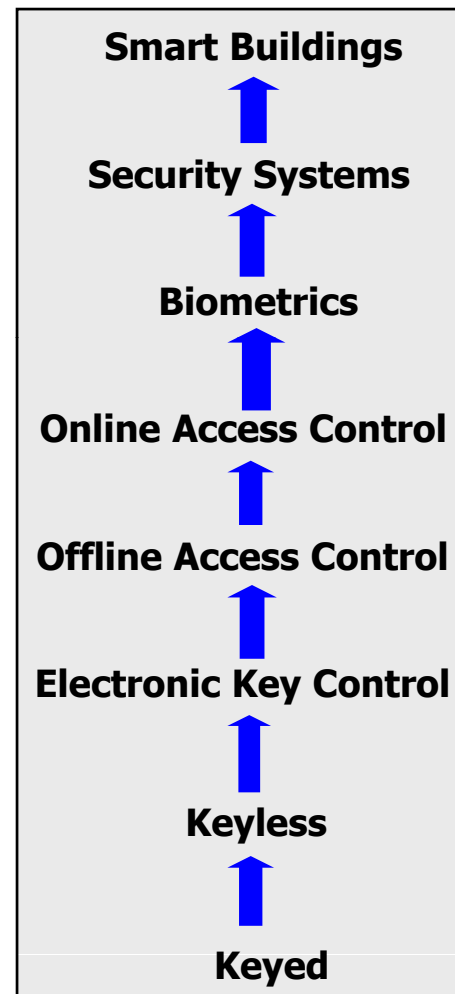
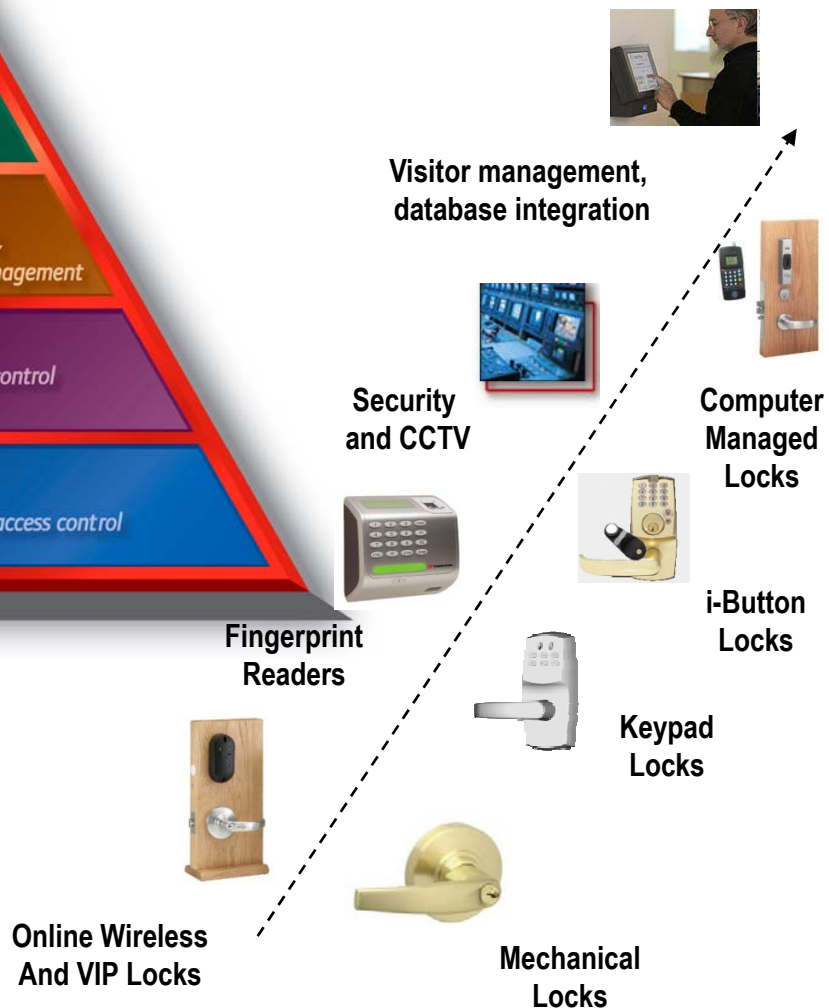
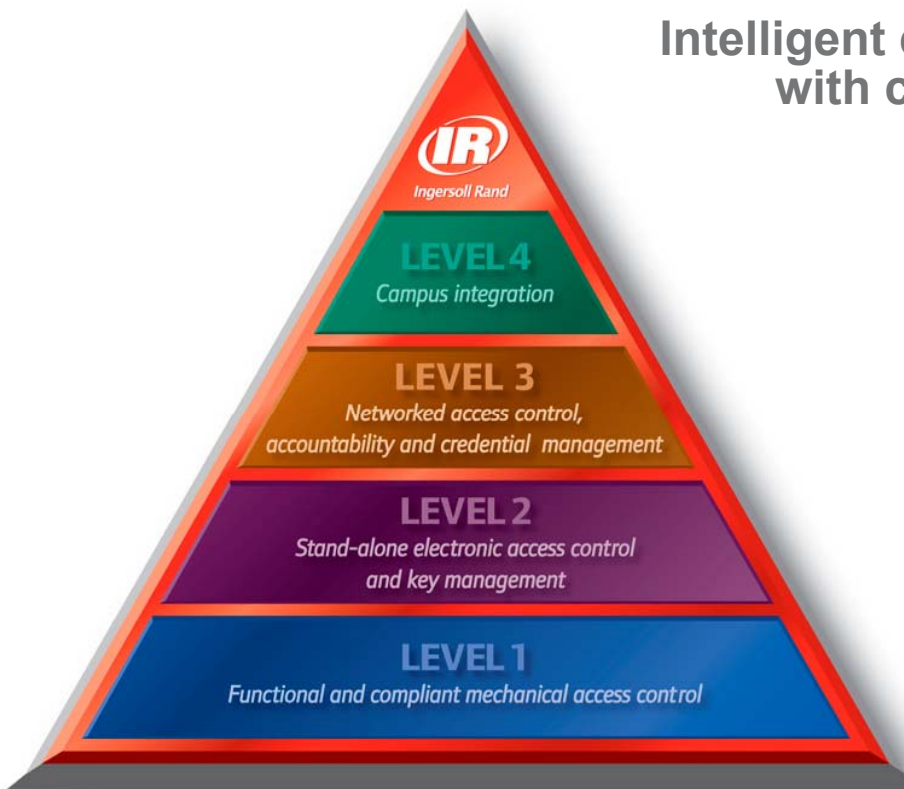
***Technologies to enhance the security and safety of residential, commercial and institutional properties, protect assets and improve workplace productivity***

- Mechanical and electronic locks
- Biometric and access control technologies
- Security and scheduling software
- Security integration and services



# Security Technologies – Solutions & Markets

Intelligent evolution that grows with customer needs





# Residential Electronic Product Evolution

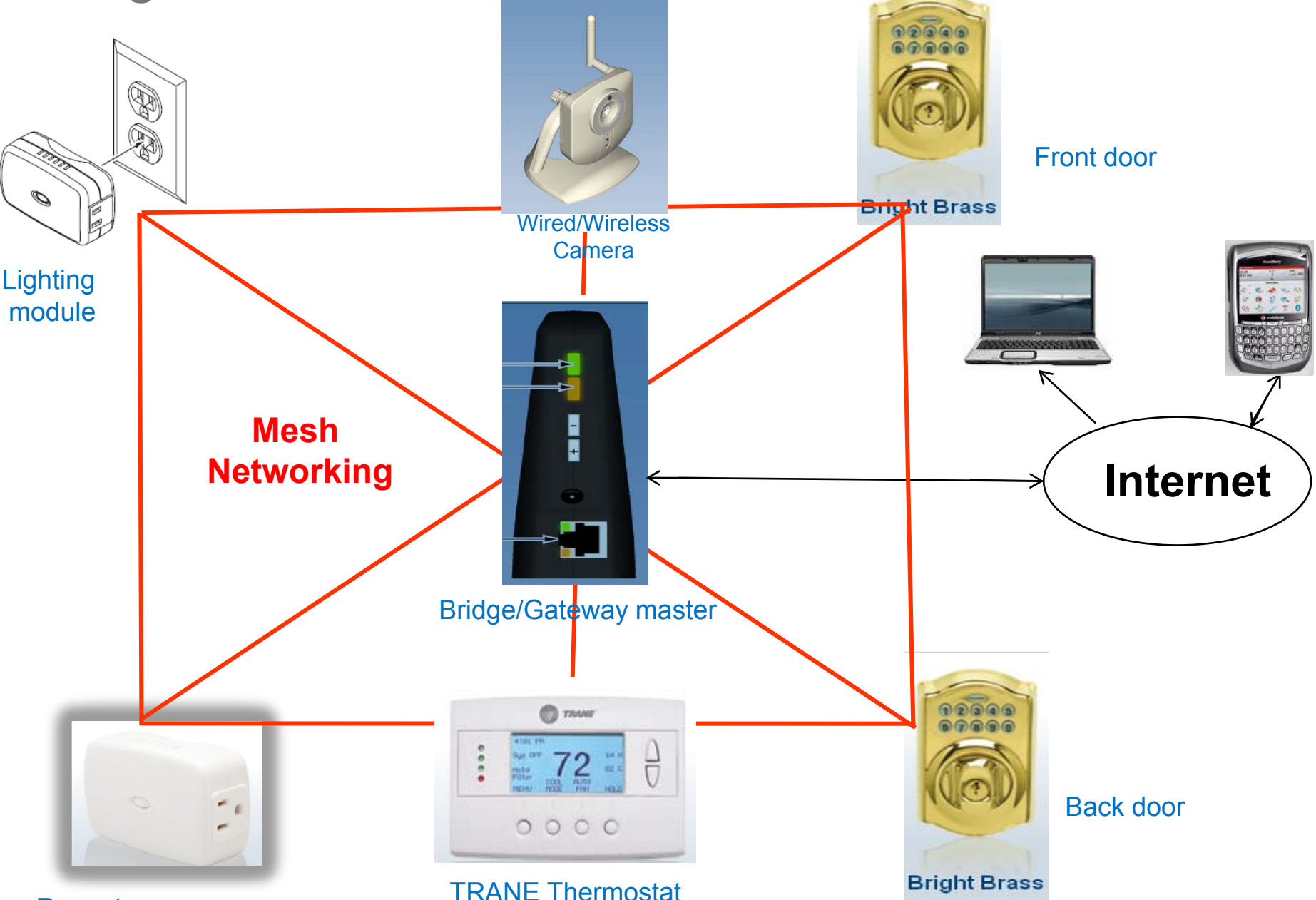
## Schlage LiNK

- Remotely manage access to your home
- Control your home's security from your cell phone or PC
- Sends email / text updates when someone enters home
- Energy management opportunity with Trane
- Launched at 2009 CES
- Recurring revenue



**IR Connected Home**

# Schlage Link Overview



Repeater

TRANE Thermostat

Bright Brass

Back door

Internet

Wired/Wireless Camera

Front door

Bright Brass

Lighting module

**Mesh Networking**

Bridge/Gateway master

# Schlage LiNK Solution – Key Target Markets

## Home Monitoring and Automation



- Monitor your property from anywhere
- Verify children are home and safe
- Receive alerts on entry

## 2<sup>nd</sup> Home / Vacation Home



- Monitor property from around the world
- Provide access remotely
- Receive alerts

## Multi-Family Homes



- Re-keying doors becomes obsolete
- Provide new codes for each tenant at move in
- Temperature control & Energy Management

## Small Business



- Provide access remotely
- Energy Management
- Monitor employee activity

**Consumer Research Validated**  
**LiNK Delivers Simplicity, Convenience, Control and Peace of Mind**

**Thank You**

