



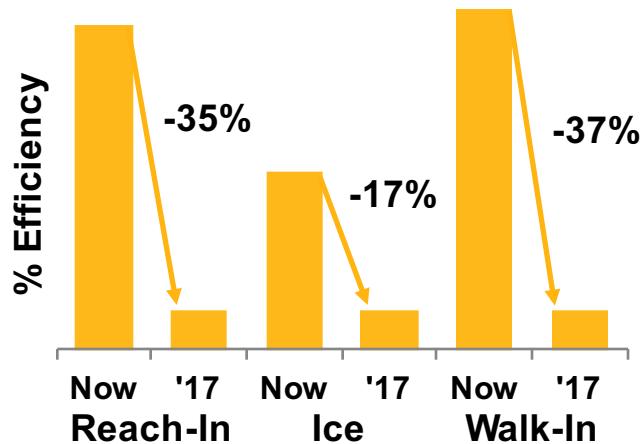
Don Newlon

VP Refrigeration Marketing &
GM Integrated Products

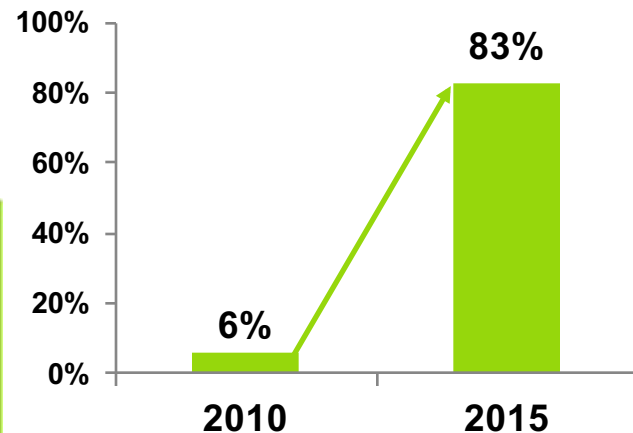


Balancing 4 Basic Variables To Solve Customers' Needs

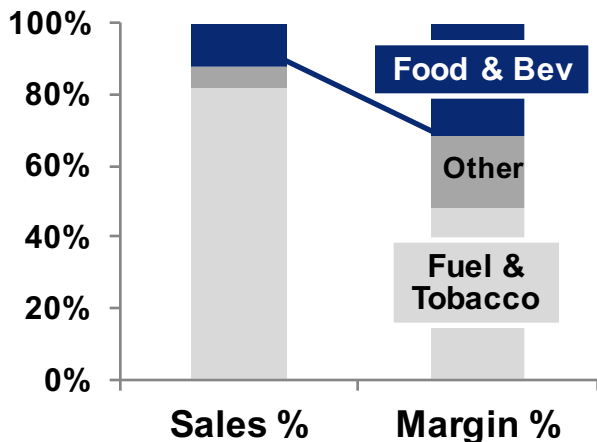
DOE Regulations Require New System Designs



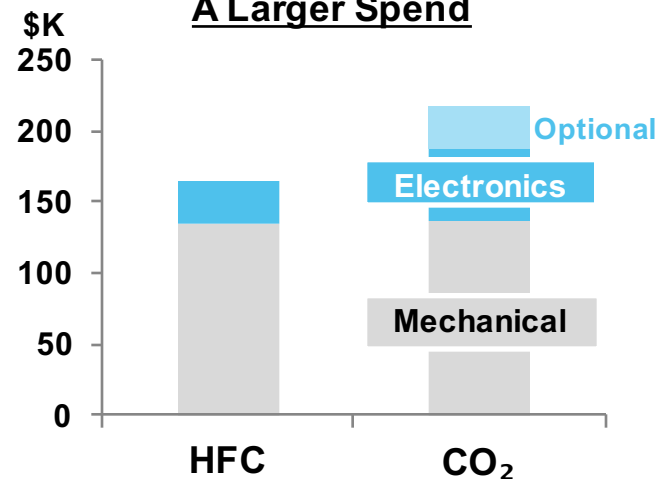
% of Top 50 Retailers Testing Refrigerant Alternatives



C-Stores Targeting Foodservice For Growth



Component Electronics Are A Larger Spend



Where We Are: Regulations & Refrigerants

Reach-In

Ice

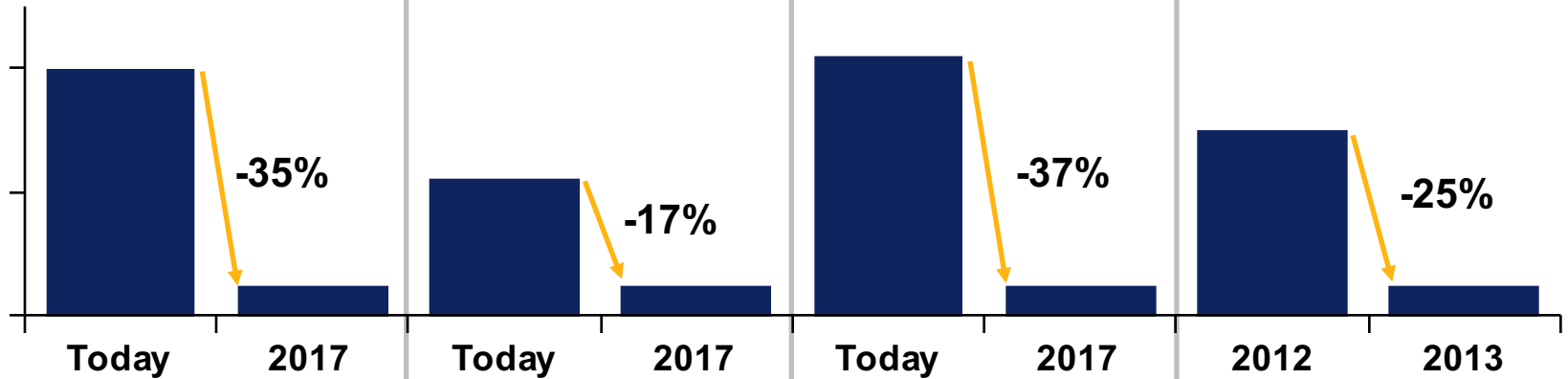
Walk-In

Supermarket

CA Title 24

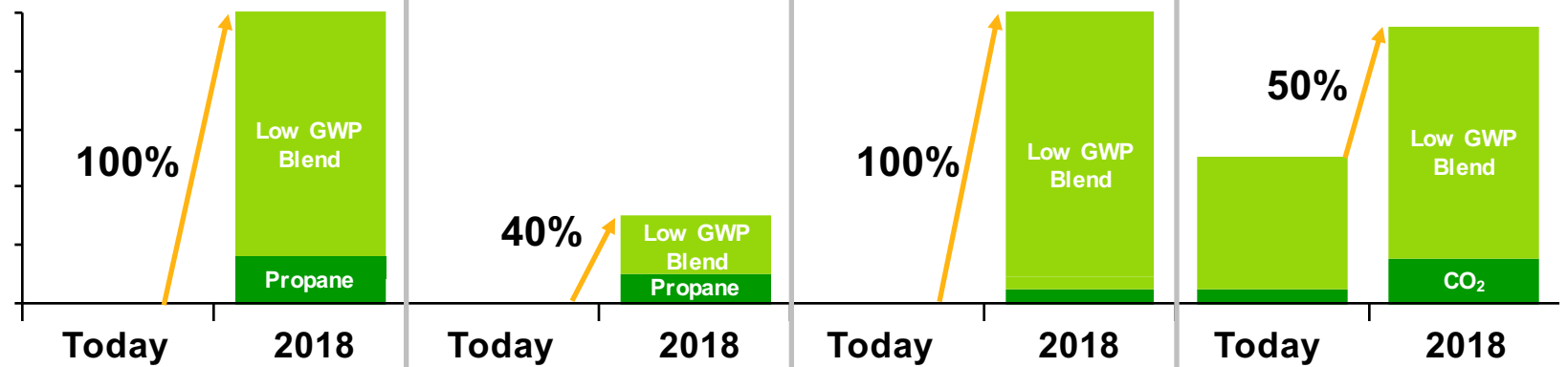
DOE Energy

% Efficiency



EPA Refrigerants

% Market



**Redesigns Are Widespread.
Results Require System-wide Optimization.**

E360 Is Helping Make Sense Of The Most Pressing Issues In Refrigeration

Program



We're
Making Sense
of the promising role of new refrigerants.

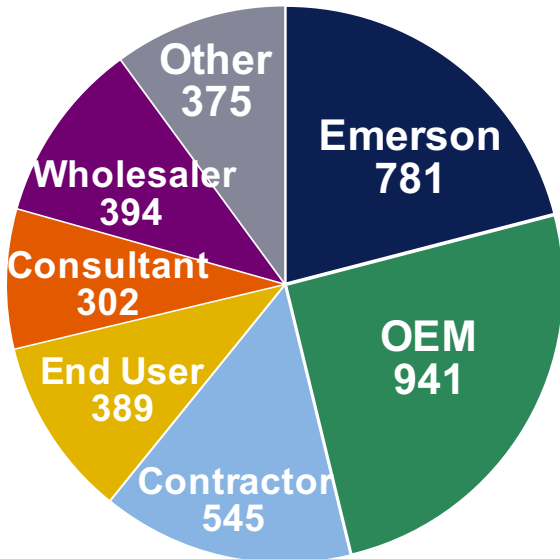


4 Delivery Mechanisms

1. E360 Making Sense Webinars
2. E360 Outlook Magazine
3. E360 Online
4. E360 Live Conference & Forums

Audience Profile: n = 3,727

Results



- 11 Webinars, 3 E360 Live Events
- 97% Rated Content Highly
Topic Choice Is Crucial
- 94% Rated Quality of Presenters Highly
Objectivity & Interactivity Is Valued

**Strong Demand & Support
For This Dialogue**

The Helix – Emerson’s Approach To Innovation

- Create and foster an environment of disruptive innovation that can help develop “out of the box” thinkers and doers
- Encourage holistic thinking, with a global systems point of view that can lead to creative solutions for the ultimate user (Customer pain points today and future)
- Foster bold collaboration within Emerson, and with academia and industry partners that leads to novel ways to solve our problems
- Use stimulating real end-use scenarios that can help the thinking process and turn ideas into solutions that work

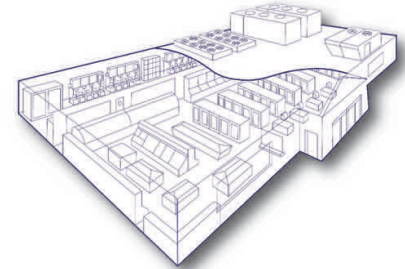


New Emerson Innovation Center Opening December 2015!

Foodservice Restaurants



Supermarket and Convenience Store



- Connected Kitchen
- Facility Management
- Equipment Design
- Refrigerants

Solving Our Industry's Most Challenging Problems

- Store Optimization
- System Architecture
- Refrigerants (CO₂, etc.)
- Controls & Sensing

High Performance / Innovation



Industry Leadership



Dynamic Collaboration



Best In Class Solution Labs

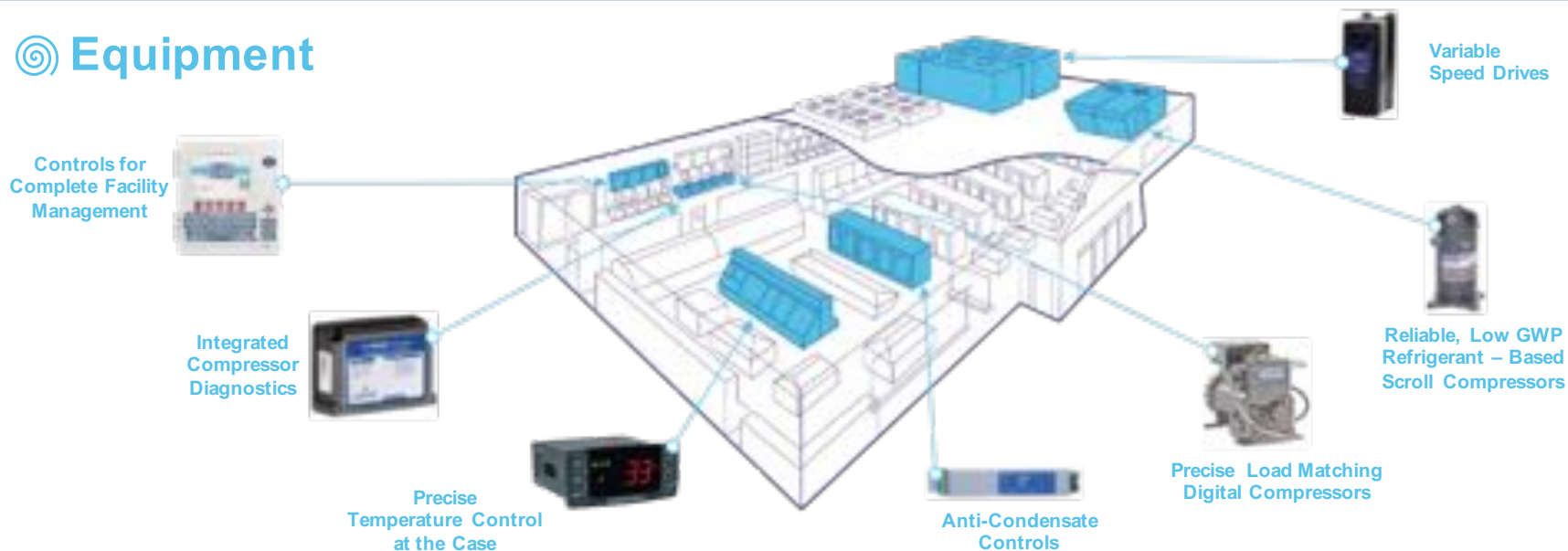


The Helix circa June 16th, 2015



Evaluating Multiple Solutions To Help You

Equipment



\$ Economics

- Facility-wide optimization and control lowers operational cost
- Predictive maintenance prevents costly downtime and equipment failure
- Efficiency-enabled savings (space and energy)
- Improve food quality and safety

⚡ Energy

- Reduce energy consumption
- Achieve regulatory compliance
- Match energy consumption with facility requirements

🌿 Environment

- Reduce carbon footprint
- Low-GWP/natural refrigerants (CO₂)
- Provide a sustainable link in supply chain

