Emerson to Acquire GE’s Intelligent Platforms Business

October 2, 2018

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GE’s Intelligent Platforms Business Adds Key Capabilities in the Control Layer

**Data Management**
Converting rich data to information and develops actionable insights

**Control**
Performs action on rich data collected from the field

**Devices / Instruments / Sensors**
Generates rich data

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**Areas of Focus**

- Solutions & Services
  - Packaged Solutions
  - Machine Integration
  - Energy & Environment

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**Process**

**Hybrid**

**Discrete**

**Enterprise Management**

**Production Management**
(Data Management, Manufacturing Execution System (MES))

**Process Control**

**Machine Control**

**I/O Networking**

**Instrumentation**

**Intelligent Sensors**

**Control & Actuated Valves**

**Motion Control**

**On/Off Valves & Fittings**

**Pneumatics**

**Mechanical Processes**

**Specialty & Robotics**

**Rotating Equipment**

**Motors & Drives**

**Electrical & Power**

**Packaged Solutions**
**Machine Integration**
**Energy & Environment**
Intelligent Platforms Portfolio Mix & Key Differentiators

Product Portfolio Mix

- 78% Machine Control
- 15% Projects & Integration
- 7% Edge SW & Devices
- 7% PACSystems Controllers and I/O
- 7% RSTi Controllers & I/O
- 7% VersaMax Controllers & I/O
- 7% Field Agent Data Collection & Conveyance
- 7% Industrial PCs
- 7% Operator Interfaces
- 7% CIMPLICITY HMI/SCADA Software

Key Differentiators

- Ruggedness
- Reliability
- Cyber Security
- Optimization & Analytics

Solid Offering in Machine Control – PLCs and IPCs
Eliminating Islands of Automation through Innovations and Interfaced PLC Technology

**DeltaV PK Controller**
- Process and Hybrid Applications

**Ovation Compact Controller**
- Power and Water Applications

**Intelligent Platforms PLC**
- Discrete and Hybrid Applications

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**Application Examples**
- Small Standalone Systems
- OEM Skids, Well Pads
- Edge Controller incl. Embedded Analytics
- Ethernet Device Control

**Application Examples**
- Wind and Solar
- Microgrid
- Coal Handling
- Hydro Power
- Water / Wastewater Pump Stations

**Application Examples**
- Standalone / OEM Machinery
- Assembly Lines
- Fill / Finish
- Packaging
- Edge Applications

Expanding Addressable Market by Leveraging Domain Expertise, Customer Base, and Global Channel
Taking Another Step in Building out Emerson’s Discrete Automation Offering

Intelligent Platforms Fills Critical Gaps in Machine and Motion Control
Intelligent Platforms Is a Strong Complementary Fit with Emerson’s Automation Solutions Business

**Desirable Target**
- Discrete Control Is a **Critical Capability** for Emerson
  - Intelligent Platforms brings a proven 25+ year track record in automation
  - Capabilities include PLCs, Industrial PCs, I/O and related hardware / software
  - Intelligent Platform’s machine control technology is a unique asset

**Strengthen Market Position**
- Reinforces Emerson’s Leadership in **$200B Automation Market**
  - Complements existing portfolio in process, hybrid and discrete markets, allowing Emerson to offer best-fit control solutions
  - Strong focus on connected, intelligent control aligns with Emerson’s Plantweb strategy
  - Provides access to key customers in targeted hybrid and discrete end markets

**Value Creation**
- **Growth Synergy Potential** across Core Emerson Markets
  - Further development to interface PLC with Emerson DCS platforms
  - Expand market reach and pull-through via Emerson global channel
  - Margin improvement through leverage of Emerson manufacturing & supply chain

Adds Valuable Machine Control Capability and Expands Our Ability to Serve Customers Across Process, Hybrid and Discrete