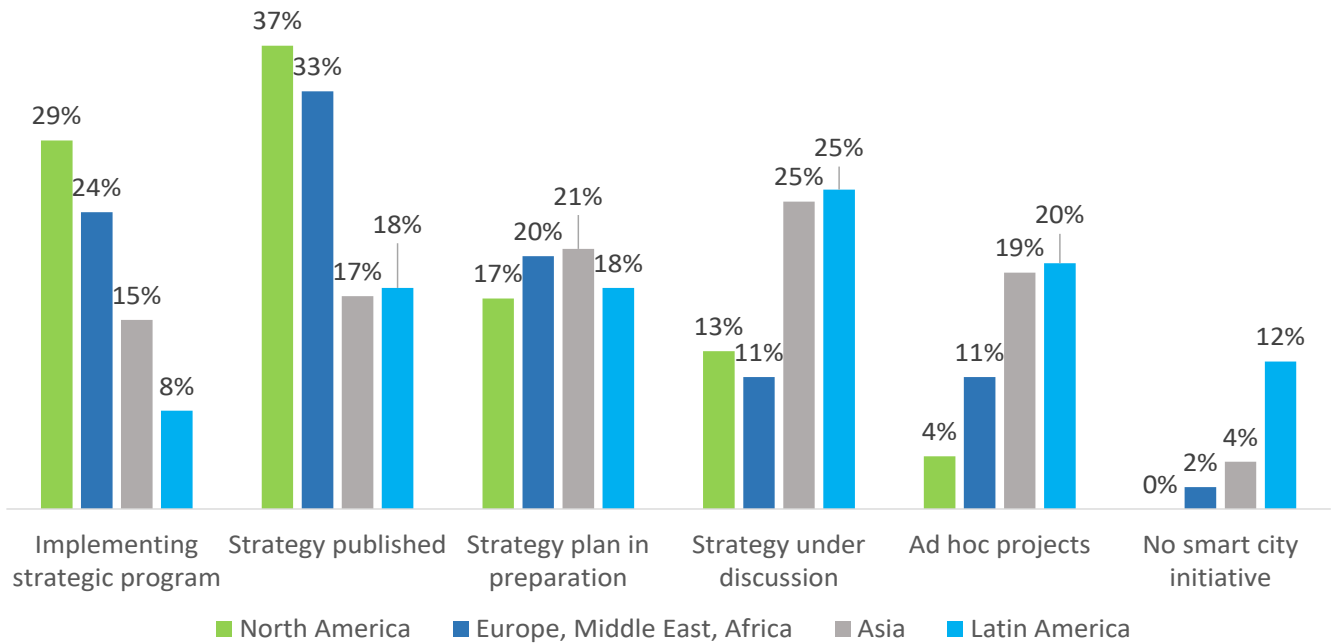


Johnson Controls conducted its second annual smart city indicator survey to track key drivers, organizational barriers, technology trends, and the status of smart city solution implementations around the world. The survey queried over 330 city leaders in 20 countries, including Argentina, Brazil, Canada, Chile, China, Colombia, France, Germany, India, Ireland, Italy, Japan, Mexico, Netherlands, South Africa, South Korea, Spain, Switzerland, United Kingdom, and the United States. Survey findings show that cities are increasingly looking to implement applications that will improve sustainability and the environment while creating jobs, improving public safety and reducing costs.



## MOST CITIES ARE ENGAGED IN SMART CITY INITIATIVES AT SOME LEVEL



### STAKEHOLDERS SHAPING SMART CITY INITIATIVES

- 38% Smart City Program Office
- 38% City Department
- 12% Mayor's Office
- 12% Other

### EXTERNAL STAKEHOLDERS PROVIDING INPUT TO SMART CITY PLANNING

- 37% Fed / State Gov't Agencies
- 31% Technology Providers
- 16% Third Party Consultants
- 16% Other

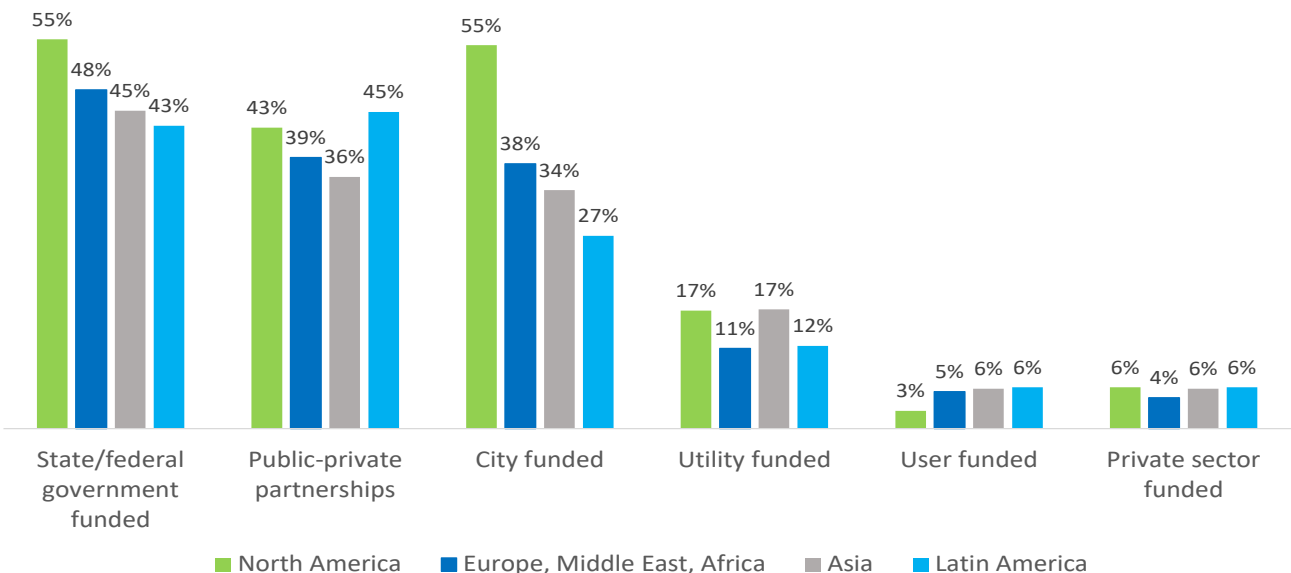
### RANGE OF CITY POPULATIONS REPRESENTED IN STUDY

- 23% Greater than Five Million
- 34% One to Five Million
- 33% 250K to One Million
- 10% Less than 250K

	DRIVERS OF SMART CITY INVESTMENTS*	TOP BARRIERS TO INVESTMENT*
<b>ASIA</b>	<ol style="list-style-type: none"> <li>1. Sustainability</li> <li>2. Economic development</li> <li>3. Public safety</li> <li>3. Job creation</li> <li>5. Environmental issues</li> </ol>	<ol style="list-style-type: none"> <li>1. Lack of private sector engagement</li> <li>2. Lack of standards</li> <li>3. Availability of funding</li> <li>4. Security concerns</li> <li>4. Lack of city leadership</li> </ol>
<b>EMEA</b>	<ol style="list-style-type: none"> <li>1. Environmental issues</li> <li>2. Public safety</li> <li>2. Economic development</li> <li>4. Sustainability</li> <li>5. Cost reduction</li> </ol>	<ol style="list-style-type: none"> <li>1. Lack of proven business cases</li> <li>2. Lack of standards</li> <li>3. Availability of cost effective tech</li> <li>4. Availability of funding</li> <li>5. Risk aversion</li> </ol>
<b>LATIN AMERICA</b>	<ol style="list-style-type: none"> <li>1. Environmental issues</li> <li>1. Economic development</li> <li>3. Public safety</li> <li>3. Cost reduction</li> <li>5. Job creation</li> </ol>	<ol style="list-style-type: none"> <li>1. Availability of funding</li> <li>2. Lack of proven business cases</li> <li>3. Lack of standards</li> <li>4. Lack of city leadership</li> <li>5. Security concerns</li> </ol>
<b>NORTH AMERICA</b>	<ol style="list-style-type: none"> <li>1. Public safety</li> <li>1. Environmental issues</li> <li>3. Cost reduction</li> <li>4. Sustainability</li> <li>5. Economic development</li> </ol>	<ol style="list-style-type: none"> <li>1. Lack of city leadership</li> <li>1. Lack of state / fed gov't support</li> <li>3. Security concerns</li> <li>4. Lack of private sector engagement</li> <li>4. Lack of proven business cases</li> </ol>

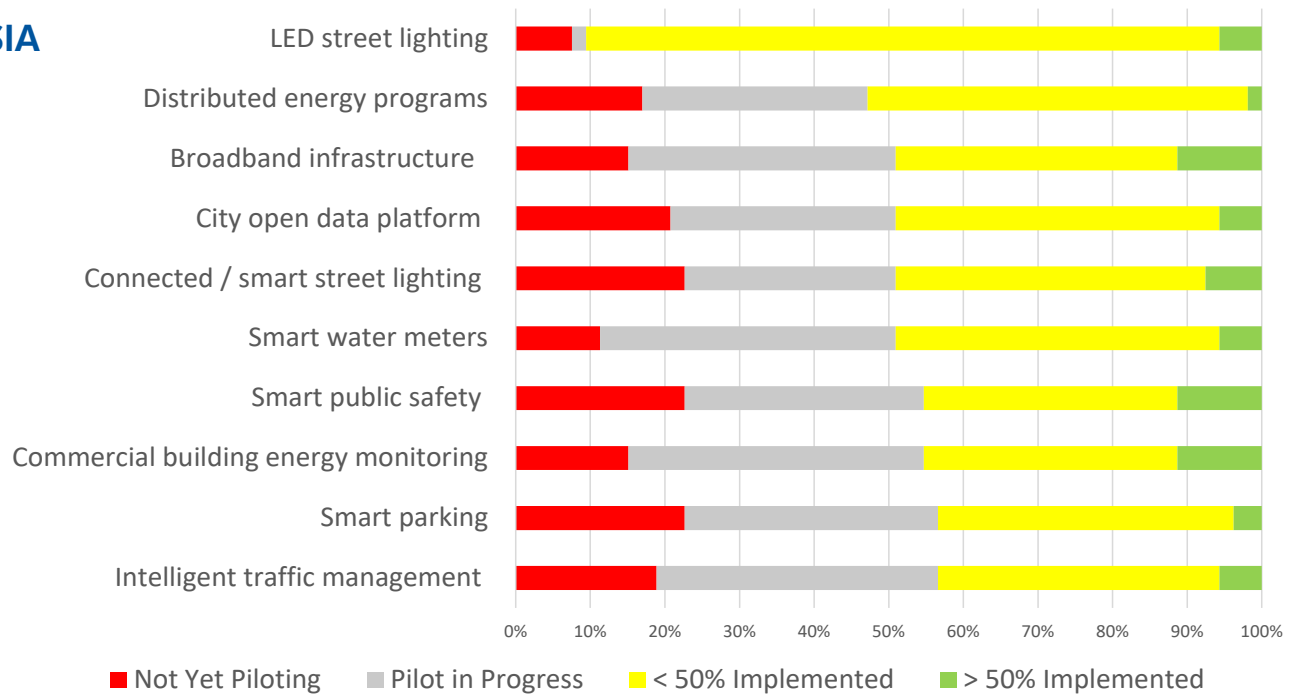
\*Rankings based on percentage of respondents indicating driver is very or extremely important / barrier is top barrier to investment

## METHODS FOR FUNDING SMART CITY PROJECTS

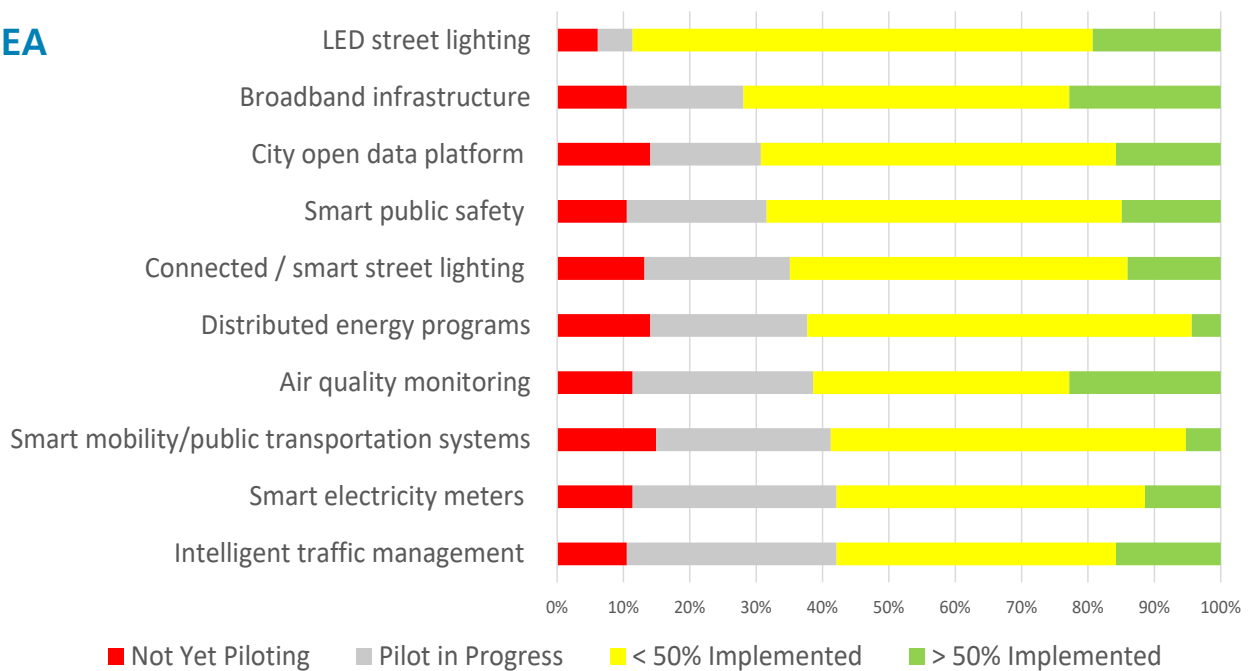


## SMART CITY IMPLEMENTATION BY REGION

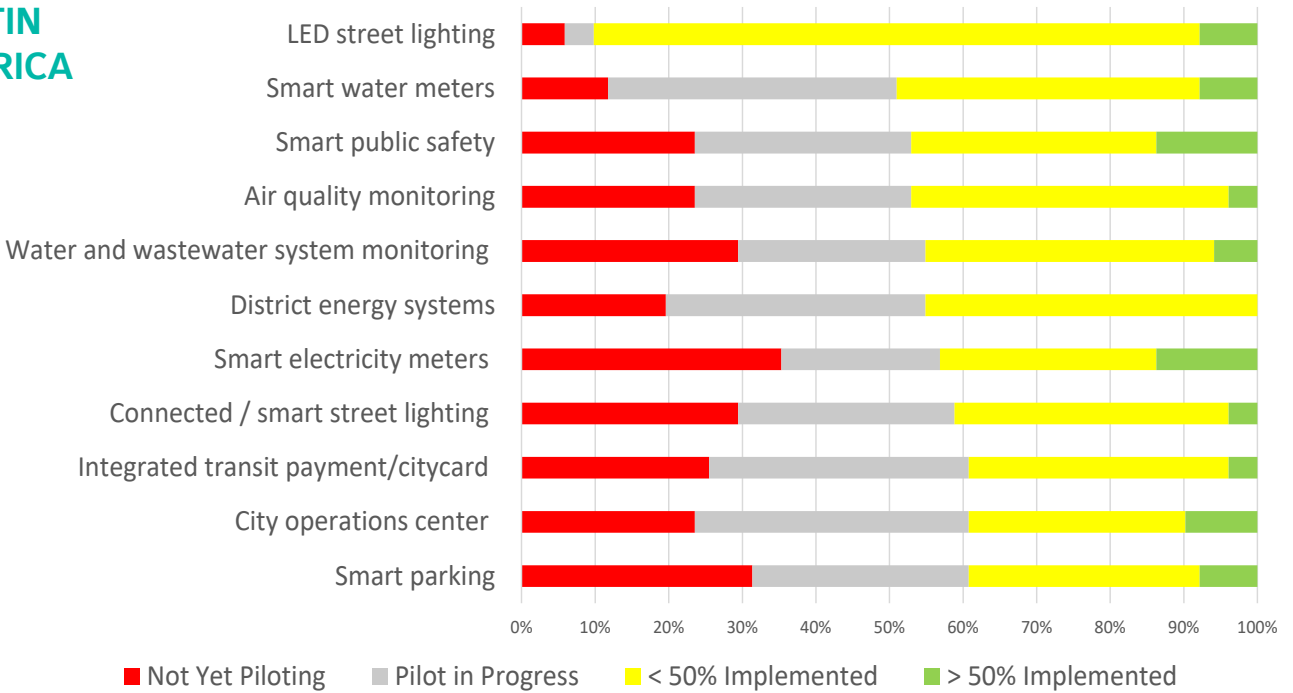
### ASIA



### EMEA



## LATIN AMERICA



## NORTH AMERICA

