

# 2017 Emerson At-A-Glance

FOUNDED

1890

HEADQUARTERS IN  
ST. LOUIS, MO  
USA

WORLDWIDE

81,000  
EMPLOYEES

181  
MANUFACTURING  
LOCATIONS

## CORE BUSINESS PLATFORMS



## RECOGNITION

#139

AMONG  
FORTUNE 500  
OF AMERICA'S  
LARGEST  
CORPORATIONS

EMERSON EMPLOYEES  
WERE AWARDED MORE THAN

1,800 PATENTS  
WORLDWIDE IN 2016

THOMSON REUTERS  
TOP 100  
GLOBAL INNOVATORS

\$15.3  
BILLION

IN GLOBAL SALES  
FISCAL YEAR 2017\*

\* Excludes discontinued operations

61  
YEARS

CONSECUTIVE  
YEARS OF  
INCREASED  
DIVIDENDS

NYSE:  
EMR

# Emerson Automation Solutions:

## The Industry's Broadest, Most Complete Portfolio of Technologies and Services

Measurement Instrumentation	Valves, Actuators & Regulators	Control & Safety Systems	Operations & Business Management	Asset Management
<ul style="list-style-type: none"> <li>• Pressure</li> <li>• Temperature</li> <li>• Level &amp; Volume</li> <li>• Flow</li> <li>• Blending</li> <li>• Gas and Liquid Analyzers</li> <li>• Flame &amp; Gas Detectors</li> <li>• Corrosion</li> <li>• Tank Gauging</li> <li>• Density &amp; Viscosity</li> <li>• Wireless Infrastructure</li> <li>• Electrical Grid Monitoring</li> </ul>	<ul style="list-style-type: none"> <li>• Control Valves</li> <li>• Isolation Valves</li> <li>• Pressure Relief Valves</li> <li>• Actuators</li> <li>• Valve Instruments</li> <li>• Regulators</li> <li>• Diaphragm Seals</li> </ul>	<ul style="list-style-type: none"> <li>• Control Systems (DCS)</li> <li>• Advanced Process Control &amp; Simulation</li> <li>• Safety Systems (SIS)</li> <li>• SCADA Systems</li> </ul>	<ul style="list-style-type: none"> <li>• Manufacturing Execution Systems</li> <li>• Energy Management Software</li> <li>• Reservoir Management Software</li> <li>• Industry-specific Applications</li> </ul>	<ul style="list-style-type: none"> <li>• Field Device Management</li> <li>• Machine Health Monitoring</li> <li>• Asset Monitoring</li> </ul>
<b>ROSEMOUNT™</b>  <b>MICRO MOTION</b>	<b>FISHER™</b> <b>BETTIS™</b> <i>and now including...</i> <b>Biffi</b> <b>Crosby</b> <b>Keystone</b> <b>KTM</b> <b>Vanessa</b> <i>and more...</i>	<b>DELTA V™</b> <b>Ovation™</b>	<b>Electrical Components &amp; Lighting</b>	<b>Precision Welding &amp; Cleaning</b>
		<b>Solenoids &amp; Pneumatics</b>	<ul style="list-style-type: none"> <li>• Electrical Components</li> <li>• Enclosures &amp; Junction Boxes</li> <li>• Lighting</li> <li>• Power Quality &amp; Distribution</li> </ul>	<ul style="list-style-type: none"> <li>• Ultrasonic Welding</li> <li>• Laser &amp; Infrared Welding</li> <li>• Ultrasonic Cleaning</li> </ul>
		<b>ASCO™</b>	<b>APPLETON™</b>	<b>BRANSON</b>
<b>Services &amp; Consulting</b>				
<ul style="list-style-type: none"> <li>• Project Services</li> <li>• Lifecycle Services</li> <li>• Educational Services</li> <li>• Consulting Services</li> </ul>				

The background image shows a large industrial facility, possibly a refinery or chemical plant, at night. The facility is illuminated by numerous bright lights, creating a high-contrast scene against a dark sky with some clouds. A large, semi-transparent blue diagonal overlay covers the left side of the image, providing a background for the text.

# Achieving Top Quartile Performance with Operational Certainty

Harnessing the IIoT for Digital Transformation

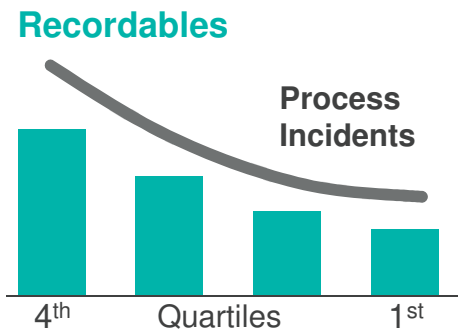
EMERSON



# Industry Benchmarks Reveal Significant Business Improvement Opportunities from Average to Top Quartile Performers

## Safety

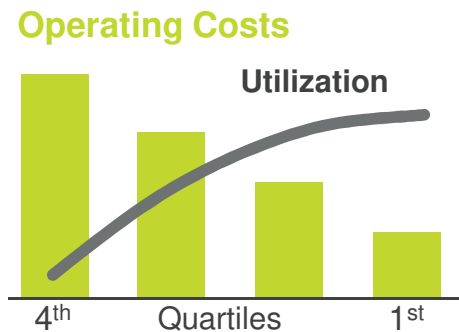
**3X fewer recordables** and process incidents



## Production

**20% lower** operating costs

**10% higher** Utilization Rate

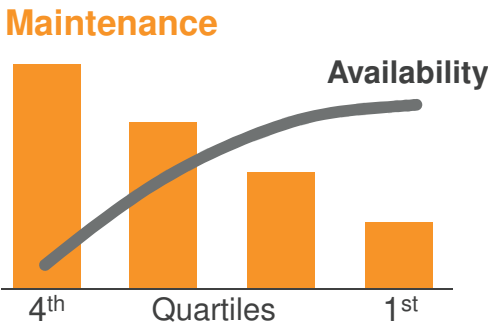


Approximately **ONE TRILLION DOLLARS** in company value is lost every year to suboptimal operating performance

## Reliability

**4% higher** availability

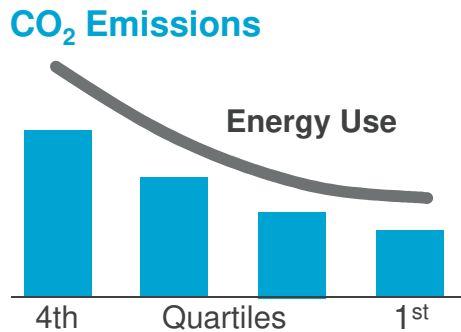
**Half** the maintenance costs



## Emissions

**30% lower** emissions

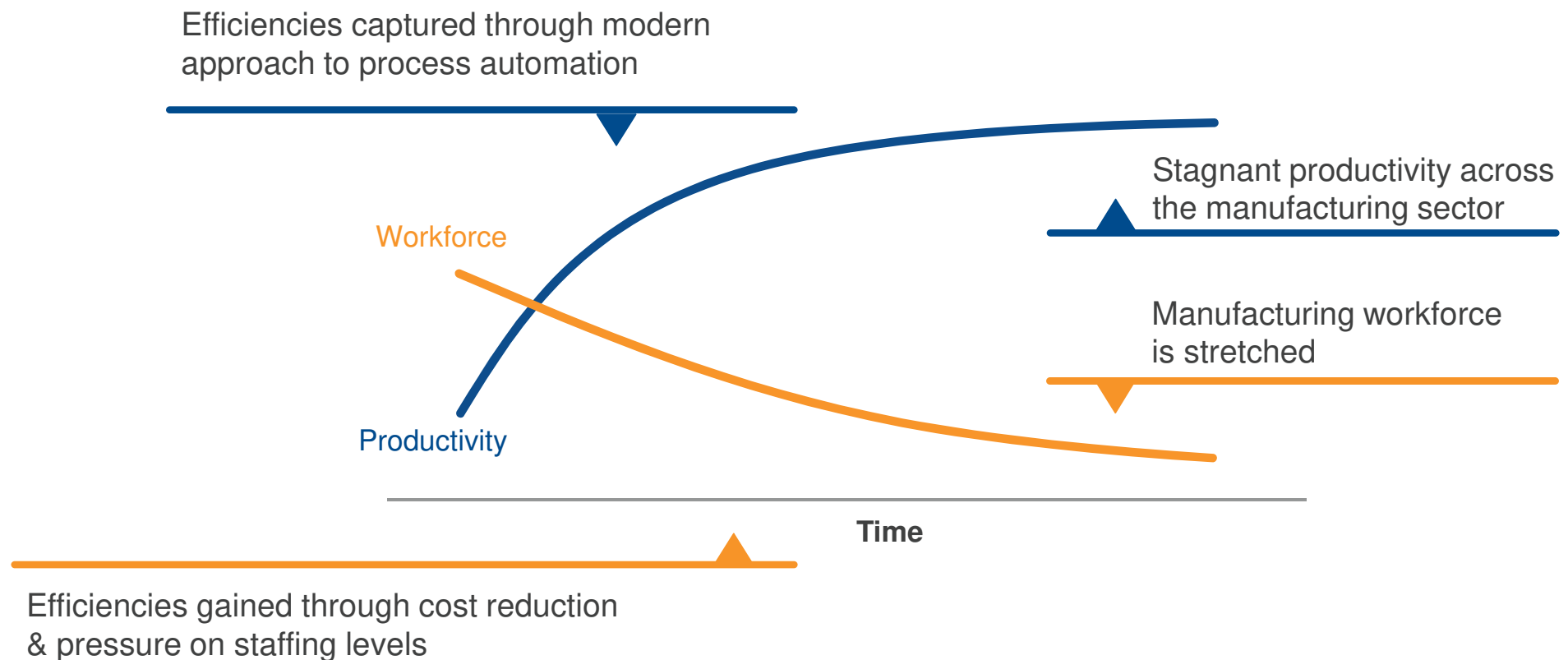
**30% less** energy use



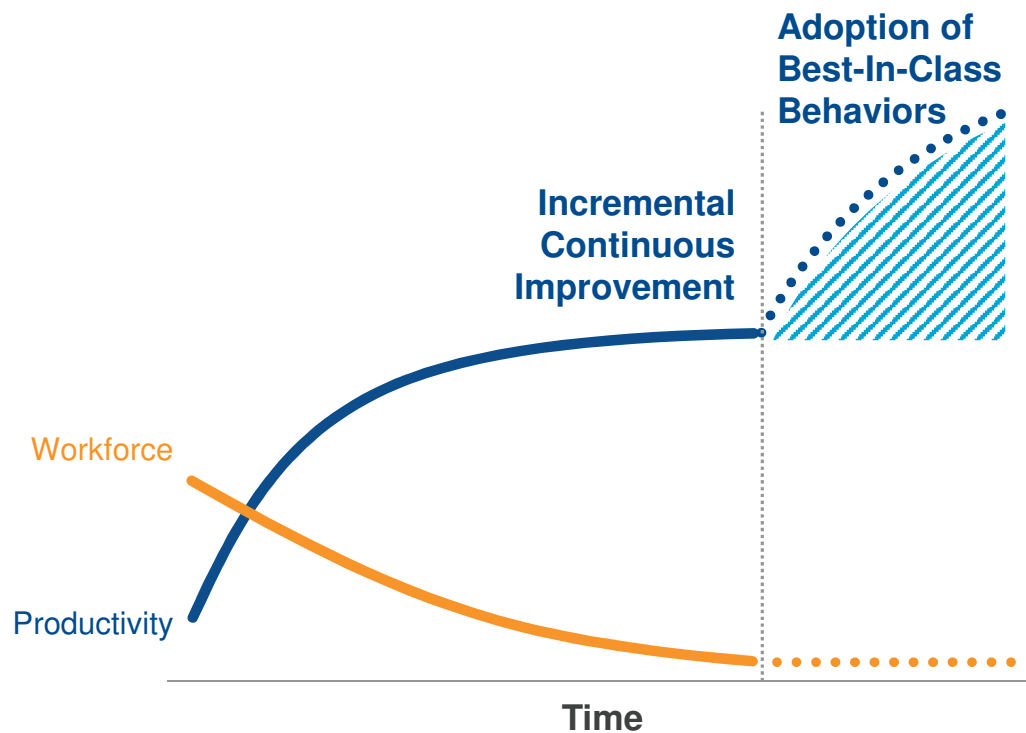
Sources: Refining and Petrochemical Benchmarks, API, Solomon, OSHA, IHS Markit and Company Reports



# The Era of Extracting Efficiencies Has Reached Diminishing Returns



# The Next Era of Value Creation Will Be Enabled by Digital Transformation



## 5 ESSENTIAL COMPETENCIES OF DIGITAL TRANSFORMATION

Automated Workflow

Decision Support

Workforce Upskilling

Mobility

Change Management

**Emerson Innovations Will Power Customer's Strategies Across Essential Competencies**

# Emerson Introduces Operational Certainty Approach for Top Quartile Performance

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Identify highest impact opportunities

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Provide business case for investment

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Develop roadmap for implementation

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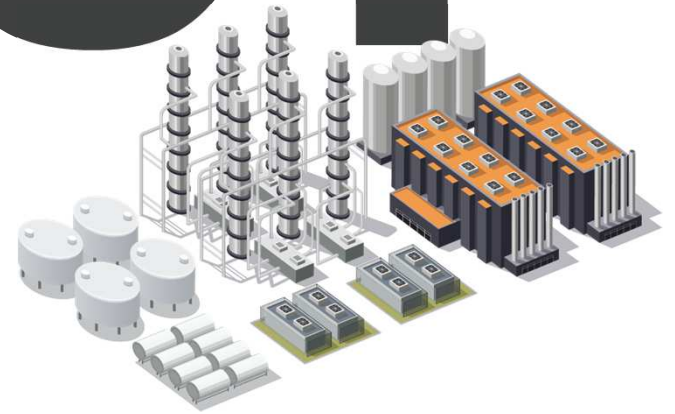
Ensure realization of ROI at every step

**Leverage Existing Investments**

**Make the Business Case**

**Implement a Scalable Approach**

# INDUSTRIAL IOT





# Automation and the Industrial Internet of Things



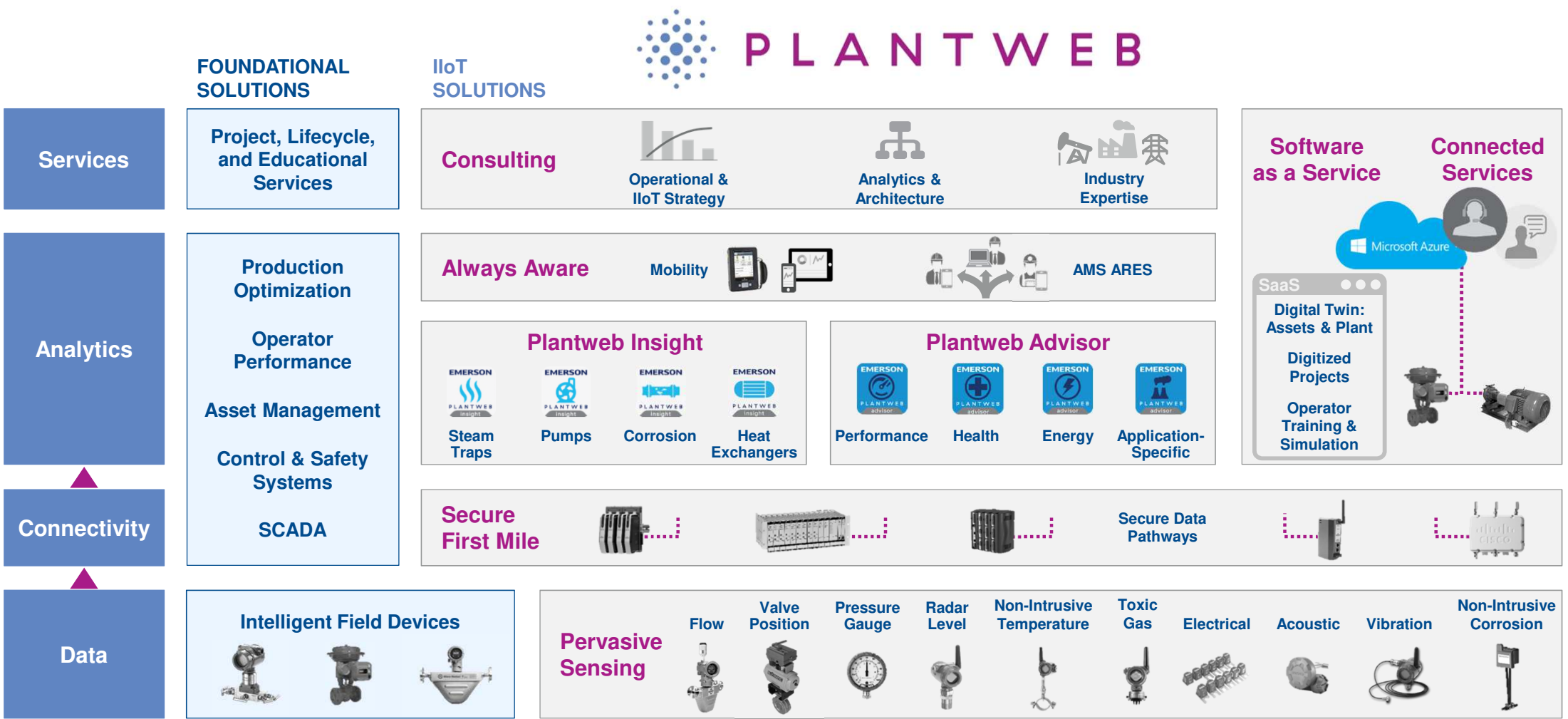
## Why is everyone talking about it?

Improved sensing technologies

Cost-effective, secure connectivity

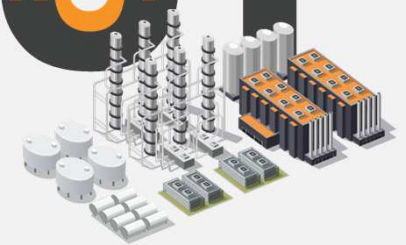
Advanced computing and analytical methods

# The Plantweb Digital Ecosystem: Enabling Top Quartile Performance With the Industry's Broadest Integrated Portfolio of IIoT Solutions





**INDUSTRIAL  
IoT**



**We Put the ROI in IoT**

**THANK YOU!**

Sebastian.Ferecus@Emerson.com