



# Global Government Relations Overview

November 11, 2014

**Honeywell**

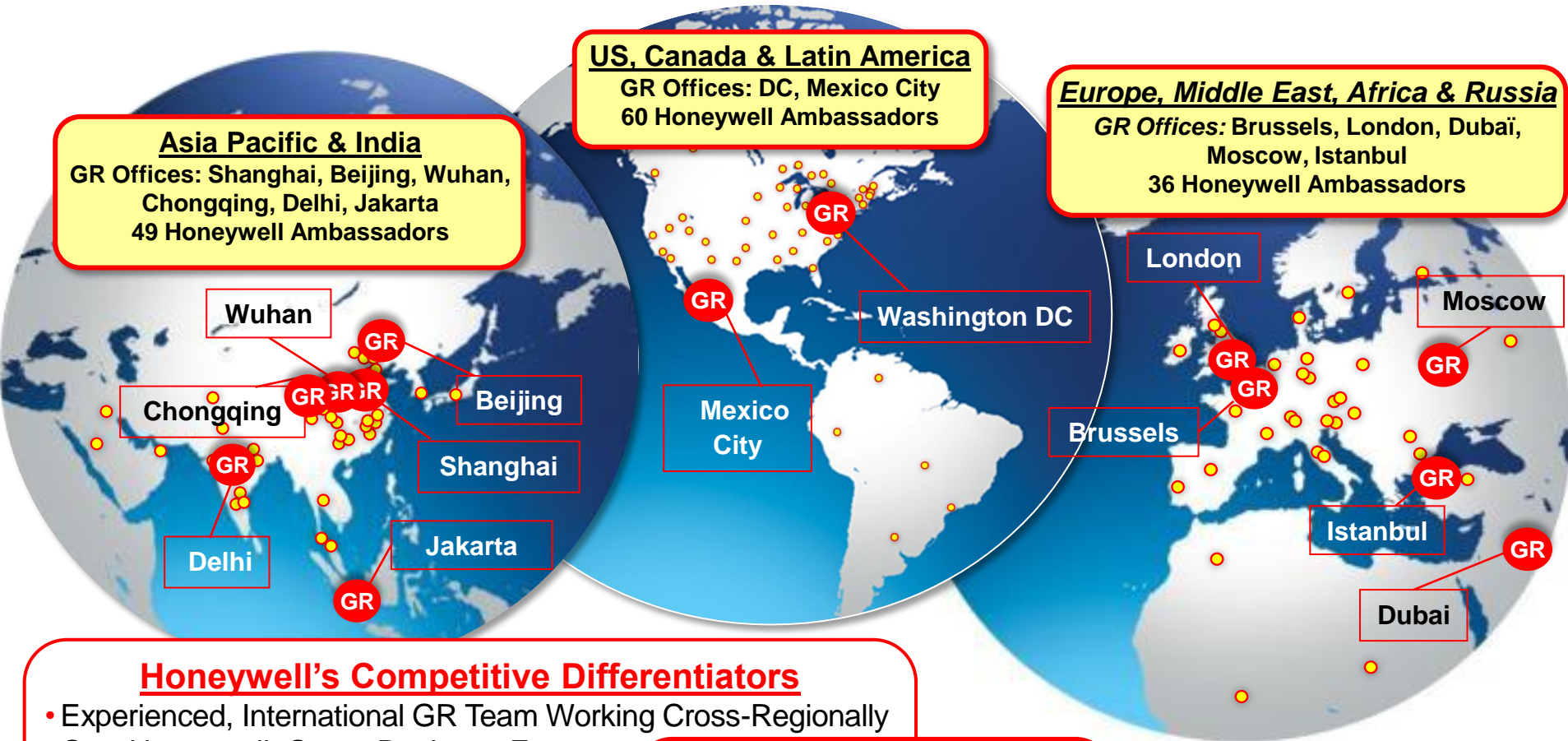
# Agenda

- Organizational Overview
- U.S. Post-Election Update
- Key GR Priorities By Business
- Q&A



# Global Government Relations Team

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## Honeywell's Competitive Differentiators

- Experienced, International GR Team Working Cross-Regionally
- One-Honeywell, Cross-Business Focus
- Integrated With Honeywell Businesses
- Alignment With STRAP And AOP
- Key Assets And Enablers

- Executive Involvement
- HIPAC
- External Resources
- Honeywell Ambassador Program
- Honeywell Technology Experience
- Honeywell Hometown Solutions

● GR 13 GR Offices  
● 145 Honeywell Ambassadors

***Experienced Global Team Focused On Growth***

## Utilizing key assets and enablers, the GR team works globally to:

- **Advocate for favorable policies, legislation and regulation including:**
  - Cyber security, defense, energy, environmental, tax and transportation policy
  - Trade policy and agreements (TTIP, TPP, TPA, Environmental Goods Agreement)
  - International climate treaty negotiations and bilateral agreements
  - Building and industrial energy efficiency
  - Technology neutrality
  - Regulatory permits
  - New product approval
- **Promote international sales and strategic pursuits in HGRs and targeted countries in support of regional business strategies**
- **Work with businesses to secure government contracts in all areas, including defense, security, infrastructure, oil & gas and energy efficiency**
- **Support government financing, grants and incentives efforts**
- **Develop U.S. government support for international sales**
- **Build relationships with and educate key decision makers**
- **Engage with business coalitions and associations**
- **Host facility site visits and Honeywell Technology Experience tours with government and customer representatives**

***Support Business Interaction With  
Government At All Levels To Win Business***

# Impact Of U.S. Midterm Elections

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## Republicans Sweep Midterm Elections

### Key Outcomes:

- **Federal level\*** – Republicans pick up 7 seats to gain control of the U.S. Senate and increase majority in the U.S. House by adding 12 seats; big changes in key committee chairmanships
- **State-level** – Republicans flipped governorships in traditionally Democratic strongholds while successfully defending seats in key battleground states; gained supermajority of state legislative chambers

### Key Takeaways:

- Generally viewed as a referendum on an unpopular president and low congressional approval ratings
- Sets the stage for 2016, giving positive momentum to Republicans
- Opportunity for Congressional Republicans and the President to prove they can work together
- Hopeful tone post-election that Congress will focus on returning to regular order to address key policy issues and avoid gridlock

### Expected Action In Lame Duck Session:

- FY15 Omnibus or Continuing Resolution – *Dec 11 deadline*
- National Defense Authorization Act
- Tax extenders – *expired end 2013*
- Vote on military action against ISIS
- Terrorism Risk Insurance Act – *expires end 2014*

***GR Prepared To Work With New Majority To Get Results***

REPUBLICAN CONGRESS  
**Ready to Lead?**



### 115<sup>th</sup> Congress Priorities:

- Keystone XL Pipeline Approval
- Corporate Tax Reform
- Trade Promotion Authority
- Immigration Reform
- Reform/Repeal ACA
- Debt Ceiling – *Suspended Thru March 2015*
- Highway Trust Fund – *May 2015 Deadline*
- Long-Term Export-Import Bank Reauthorization – *Expires June 2015*
- FAA Reauthorization – *Expires Sept 2015*
- Fair Labor Standards Act
- Shaheen-Portman Energy Bill

# Key Global ACS Priorities

- **Government policies, standards and regulations promoting safety, security and energy efficiency including:**
  - Energy efficiency opportunities and pursuits
  - Energy Savings Performance Contracts
  - SmartGrid / SmartCities
  - Building codes to generate energy efficiency and safety upgrades
  - Promotion of fire, safety and personal protection products
  - Critical infrastructure protection
  - Transportation and airport projects



# Key Global Aerospace Priorities

## Defense & Space

- Expand D&S portfolio
- DoD/MoD energy efficiency
- Acquisition policy
- Increase aftermarket capture
- Localization
- Critical infrastructure protection
- Healthcare infrastructure and O&M
- Cyber security

## Civil Aviation

- Air Traffic Control Modernization Programs
- GPS Ground-Based Augmentation Systems
- Electric Green Taxi System
- Air-Ground Connectivity
- ICAO-led Global Emissions Program

## Transportation Systems

- Strong emission and fuel economy standards to drive turbo growth
- Promote clean diesel benefits
- Turbo Technologies aftermarket access



# Key Global PMT Priorities

- Low Global Warming Potential (LGWP) HFO products – advocate for favorable legislation, regulation and global treaties; work with key stakeholders
- Nuclear – support U.S. nuclear conversion industry; build awareness for offerings
- Asphalt additives – build awareness and drive adoption
- Natural gas – track and support key pursuits
- Renewables – regulatory support, funding, partnerships, standards and incentives
- UOP / HPS pursuits (i.e. refineries)
- Chemical reform





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