





## **Forward Looking Statements**

This report contains "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements, other than statements of fact, that address activities, events or developments that we or our management intend, expect, project, believe or anticipate will or may occur in the future are forwardlooking statements. Forward-looking statements are based on management's assumptions and assessments in light of past experience and trends, current economic and industry conditions, expected future developments and other relevant factors. They are not guarantees of future performance, and actual results, developments and business decisions may differ from those envisaged by our forward-looking statements. Our forwardlooking statements are also subject to risks and uncertainties, which can affect our performance in both the near- and long-term. We identify the principal risks and uncertainties that affect our performance in our Form 10-K and other filings with the Securities and Exchange Commission.



## **Key Messages**

### Positioned To Outperform

- Strong 2Q16 Performance: +110 bps Operational Improvement, EPS Up 10% YoY
- Driving Breakthrough Growth Strategies Key Priority As COO
- Focused On Continuing To Build And Expand Software Capabilities Across All Businesses

#### **Portfolio Update**

- Completed Acquisition Of Intelligrated (\$1.5B); AdvanSix Spin-Off Effective October 1, 2016
- ACS Realigned Into Two Reporting Segments, Providing Greater Customer And Growth Focus
- Sale Of Honeywell Technology Solutions (HTSI) Expected To Close By End Of Q3

# Runway For Margin Expansion

- Operating Initiatives Continue To Drive Segment Margin Growth, Led By Deployment Of HOS
- Differentiated Technologies With Software Focus, Leaner Supply Chain, Restructuring Benefits
- Strong Collaboration To Drive Down Material Costs And Indirect Spend

## **Recent Highlights**

#### **JetWave**

Earned Final Inmarsat Certification



- Supplemental Type Certificates (STCs) On Airbus A319, A340, Boeing B757, Bombardier G5000/G6000, Gulfstream 650... More In Process!
- Final Certificate Completes Process To Bring GX Aviation To Aerospace Market

#### **UOP**

Broadened Catalyst
Offerings



- Expanded Portfolio Of More Than Two Dozen Hydrotreating Catalysts To Produce Cleaner-Burning Fuels That Meet New Global Emissions Regulations
- Applying Expertise In Catalytic Chemistry To Compete Across Wide Range Of Hydroprocessing Technologies

#### Lyric Round Thermostat

Collaboration With Amazon Devices



- Collaboration Between Honeywell Lyric Round™/ Total Connect Comfort Thermostats And Amazon's Alexa-Enabled Devices
- Thermostats Can Connect To Other Home Products And Ecosystems Flexible Solutions To Address Customers' Needs

## **Recent Portfolio Changes**

### AdvanSix Spin-Off

- Allows R&C Flexibility To Make Capital Investment Decisions As Standalone Entity
- Transaction Enhances Margin Profile Of Both PMT And HON
- Spin-Off Effective October 1, 2016

#### **ACS** Realignment

- Safety And Productivity Solutions (SPS) and Home and Building Technologies (HBT)
- Stronger Focus On Customers, Improved End Market Alignment
- Reducing Layers And Structures To Increase Efficiency And Speed Of Decision Making

Evolution Of HON Portfolio

## Intelligrated Acquisition

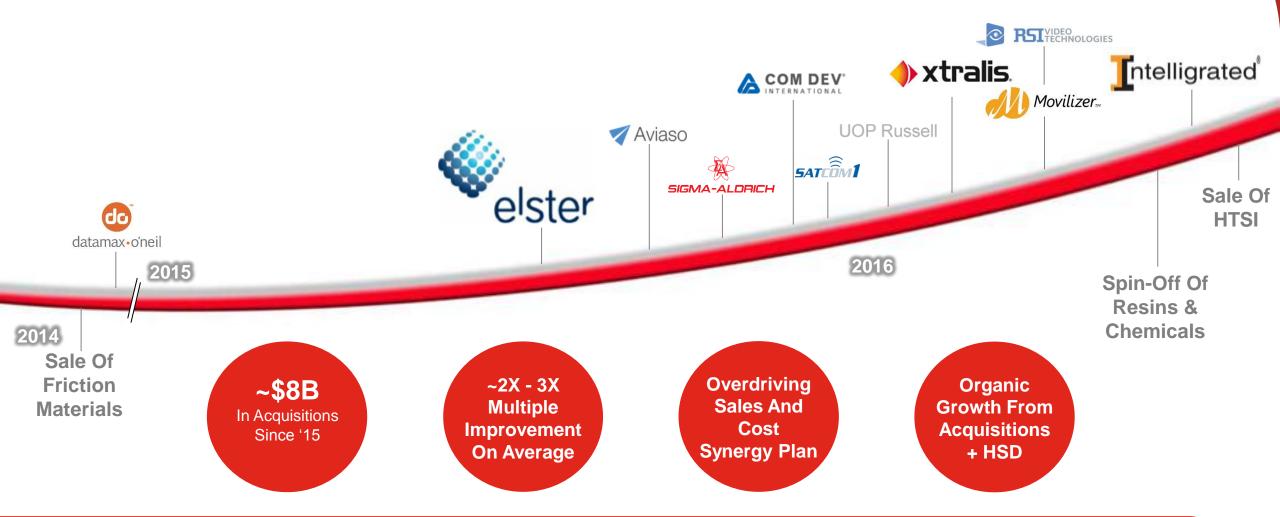
- Aligns Well To Existing S&PS Business; 13%
   Sales CAGR Over Past Three Years
- Large, Growing Customer Base: 30 Of Top 50
   U.S. Retailers, 50 Of Top 100 Internet Retailers
- ~\$20B Warehouse Automation Market, Growing 8%-10% Per Year
- Closed On August 29th

#### HTSI Sale

- Allows Aerospace to Focus On Digitally-Delivered, Software-Based Services Growth
- Long Heritage In Government Services Industry - Well Positioned For Continued Success
- Expected To Close By End Of Q3

## **Continuing To Improve Growth Profile**

## **Continuous Portfolio Improvement**

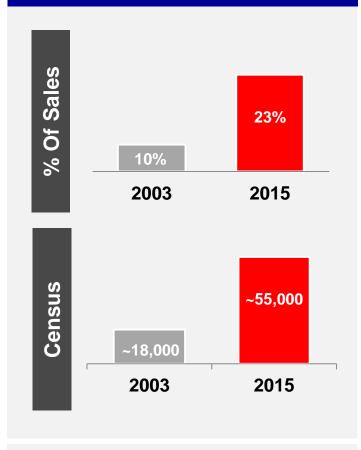


## **Growth And Productivity Focus**

## **Broadening Software Offerings** % Of Sales 56% 2015 **59%** 3% 55% 2020 63% 8% **Stand Product Alone Embedded**

- CMMI Level 5 Across Company
- 77% Of HOS Gold Breakthroughs
- Standalone Software Provides Growth Platform

## **High Growth Region Penetration**



- Becoming The Chinese Competitor (BCC)
- East-For-East And Rest
- One Honeywell Culture

### **Margin Expansion Runway**

# Commercial

- · Commercial Excellence, HUE
- Higher Margin New Products

# Supply Chain

- Improved Plant Performance
- Sourcing Effectiveness

# OEF

- Functional Transformation
- Funded Restructuring Pipeline

# **HON Connectivity And Software Fueling Growth**

#### **AEROSPACE**

Connected
Aircraft And
Auto

- Marrying Vast Software Capability With Leading Avionics And Mechanical Positions
- Creating Fastest Satellite Based Global Connection With Inmarsat Ka-Band GX (Unique Airtime To App Offerings)
- Breakthrough: Powertrain/Vehicle Software
- Create New Business Models
  - Activation, Usage
  - Subscription
  - One-Time



## Connected Plant

#### PERFORMANCE MATERIALS AND TECHNOLOGIES

- HPS IIoT Ecosystem Connects All Levels Of Automation
- Leadership In Industrial Cyber / Enterprise Analytics
- Assurance 360 Providing Value-Based Outcome Services
- Cyber Security Maintaining Plant Continuity
- Solves Top Process Challenges
  - Enterprise Optimization
  - Production Efficiency
  - Process Reliability



#### HOME AND BUILDING TECHNOLOGIES

Connected
Home And
Building

- Robust Portfolio Of Connected Home Software Solutions (i.e. Demand Response, Fire Systems, Security Monitoring, Lighting/Lock Controls, Security Systems)
- Connected Buildings: Multi-Site Management Software, IoT Platform (Tridium), Fire Inspection Services
- Create New Business Models
  - One-Time
  - Subscription



#### SAFETY AND PRODUCTIVITY SOLUTIONS

Connected Worker And Warehouse

- Connected Worker Cloud Unlocking Software And Data-Based Growth
- Leverage/Connect Installed Base, Deliver Smart Outcomes
- Building On Connected Warehouse (Intelligrated)
- Create New Business Models
  - License And Support, Enterprise License
  - Per User SaaS
  - Data Usage Based Models



# 2015 - 2016 Capital Deployment

## **Capital Deployment Framework**

**Invest In High ROI CapEx** 

**Grow Dividend Faster Than Earnings** 



Strategic M&A

**Share Repurchase** 

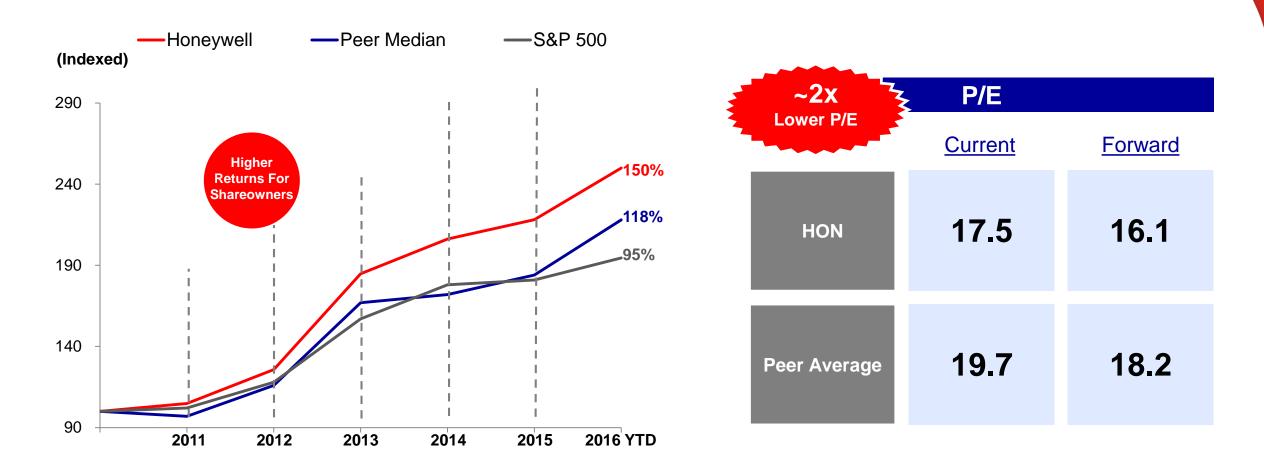
#### What We've Done

- ~\$1.5B Capital Expenditures
- 30%-40% ROI Projects In UOP Catalysts, FP
- ~\$2.7B Of Dividends
- 15% Dividend Increase In 2014 And 2015

- ~\$8B In Acquisitions, All Businesses Participating
- Effective Deployment Of Non-U.S. Cash
- ~\$3.5B In Share Repurchases
- Mechanism To Accelerate In Downturn

Data Reflects 2015 To 2Q16 June YTD Results

## **Total Shareowner Returns And P/E Comparison**



<sup>\*</sup>TSR Peer Median And P/E Peer Average Calculated Using Eight Industry Peers (COL, DHR, EMR, GE, ITW, MMM, TYC, UTX); Updated As Of August 26th, 2016

# Honeywell