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MORGAN STANLEY LAGUNA CONFERENCE

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Honeywell
THE POWER OF **CONNECTED**

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 forward-looking 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 materially from those envisaged by our forward-looking statements. Our forward-looking 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 Annual Report on Form 10-K and other filings with the Securities and Exchange Commission.

Non-GAAP Financial Measures

This presentation contains financial measures on a non-GAAP basis. Honeywell’s non-GAAP financial measures used in this presentation includes organic sales growth, which we define as sales growth less the impacts from foreign currency translation and acquisitions and divestitures for the first 12 months following transaction date; segment margin, on an overall Honeywell basis, which we define as segment profit divided by sales; free cash flow, which we define as cash flow from operations less capital expenditures; and earnings per share, which we adjust to exclude pension mark-to-market expenses and to normalize quarterly earnings per share measures for the expected effective tax rate for the three months ending September 30, 2017, as well as for other components, such as divestitures and debt refinancings, as noted in the reconciliations presented in the Appendix. Other than references to reported earnings per share, all references to earnings per share in this presentation are so adjusted. The respective tax rates applied when adjusting earnings per share for these items are identified in reconciliations presented in the Appendix. Management believes that, when considered together with reported amounts, these measures are useful to investors and management in understanding our ongoing operations and the analysis of ongoing operating trends. These metrics should be considered in addition to, and not as replacements for, the most comparable GAAP measure. Refer to the Appendix attached to this presentation for reconciliations of non-GAAP financial measures to the most directly comparable GAAP measures.

Key Messages

- **Significant Wins Continue Across Our Businesses**
- **Expect Strong 3Q17 Organic Sales Growth Driven By PMT And Aero**
- **Reaffirming 3Q17 EPS Guidance Of \$1.70 - \$1.75, Up 13% - 16% YoY**
- **Portfolio Review Announcement Planned For October**
- **Committed To Full-Year Guidance**

3Q17 EPS V% Excludes 2016 Divestitures, Normalized For Tax At 26%

Recent Highlights

Connected Aircraft

Delivering Preventative Maintenance And Cost-Saving Solutions



- **GoDirect™ Fuel Efficiency Software** Will Help Brussels Airlines And Air Serbia Reduce Fuel Costs By Up To (5%)
- Announced **New Series Of Self-Diagnosing Sensors** Designed To Improve The Performance Of Aircraft Systems And Reduce Maintenance Costs Associated With False Readings

Connected Home

Growing Integrations With Smart Home Products



- Continuing To Expand Ecosystem Of Products And Services Through New **Integration With Google Home**
 - Consumers Can Now Use A Few Simple Words To Adjust Their Home's Temperature And Comfort With A **Lyric™ Thermostat**

Performance Materials And Technologies

Offerings Improving Customer Efficiency



- Chinese TCL Corporation Using **Solstice® Liquid Blowing Agent** In Its Refrigeration Insulation To Increase Energy Efficiency And Further Reduce Climate Impact
- **Honeywell UOP** Technologies Selected By Farabi Petrochemicals Company In Saudi Arabia For A New Complex To Expand Its Production Of Biodegradable Detergents

3Q Update

Aerospace

- + Air Transport Commercial OE And Aftermarket
- + U.S. Defense Volumes And Continued Commercial Vehicles Strength

Home And Building Technologies

- + Smart Energy, China, And Global Distribution
- Lower Volumes Than Expected In Security And Fire And Environmental And Energy Solutions

Performance Materials And Technologies

- + Strong Sales Growth In All Businesses; Solstice Ramp Continues
- ± Over-Delivering On Revenues, But With Different Mix

Safety And Productivity Solutions

- + Intelligrated, Sensing And Workflow Solutions
- Lower Margins Driven By Productivity Products Declines And Accelerated Investments

Second-Half Dynamics

1

Strong Organic Sales And Free Cash Flow Performance

2

Varying Margin Dynamics

- + Aero And PMT On Track
- Continued Pressure In HBT And SPS Due To Lower Volumes, Unfavorable Mix, And Accelerated Investments
- ✓ Value Engineering And NPI Investment Benefits Materialize In '18

3

Anticipate Lower Tax Rate, Higher Restructuring Funding

Total Honeywell FY17 Guidance

Sales

\$39.3 - \$40.0B

Flat - Up 2%

2% - 4% Organic

Segment Margin

19.0% - 19.4%

Up 70 - 110 bps

EPS

\$7.00 - \$7.10

Up 8% - 10%

Ex-Divestitures,
Debt Refinancing

FCF

\$4.6 - \$4.7B

Up 5% - 7%

Summary

- **Significant Wins Continue Across Our Businesses**
- **Expect Strong 3Q17 Organic Sales Growth Driven By PMT And Aero**
- **Reaffirming 3Q17 EPS Guidance Of \$1.70 - \$1.75, Up 13% - 16% YoY**
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3Q17 EPS V% Excludes 2016 Divestitures, Normalized For Tax At 26%

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Calculation Of Earnings Per Share At 26% Tax Rate Excluding 2016 Divestitures

<i>(\$M except per share amounts)</i>	3Q16 ⁽¹⁾
Income Before Taxes	\$1,632
Taxes at 26%	424
Net Income at 26% Tax Rate	\$1,208
Less: Net Income Attributable to the Noncontrolling Interest	8
Net Income Attributable to Honeywell at 26% Tax Rate	<u>\$1,200</u>
Weighted Average Number of Shares Outstanding - Assuming Dilution	<u>774.4</u>
Earnings Per Share at 26% Tax Rate	\$1.55
Less: Earnings Per Share Attributable to 2016 Divestitures	0.04
Earnings Per Share of Common Stock - Assuming Dilution, at 26% Tax Rate, Excluding 2016 Divestitures	<u>\$1.51</u>
Earnings Per Share of Common Stock - Assuming Dilution	\$1.60
Less: Earnings Per Share Impact of Normalizing to 26% Tax Rate	0.05
Less: Earnings Per Share Attributable to 2016 Divestitures	0.04
Earnings Per Share of Common Stock - Assuming Dilution, at 26% Tax Rate, Excluding 2016 Divestitures	<u>\$1.51</u>

(1) Earnings per share attributable to 2016 divestitures utilizes weighted average shares of 774.4 million and a blended tax rate of 32.9%.

We believe earnings per share adjusted to normalize for the expected effective tax rate of 26% for the three months ending September 30, 2017 and to exclude the 2016 divestitures is a measure that is useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

Reconciliation Of Segment Profit To Operating Income And Calculation Of Segment Profit And Operating Income Margins

(\$M)	<u>2016</u>
Segment Profit	\$7,186
Stock Compensation Expense ⁽¹⁾	(184)
Repositioning and Other ^(1, 2)	(679)
Pension Ongoing Income ⁽¹⁾	601
Pension Mark-to-Market Expense ⁽¹⁾	(273)
Other Postretirement Income ⁽¹⁾	32
Operating Income	<u><u>\$6,683</u></u>
Segment Profit	\$7,186
÷ Sales	<u>\$39,302</u>
Segment Profit Margin %	<u><u>18.3%</u></u>
Operating Income	\$6,683
÷ Sales	<u>\$39,302</u>
Operating Income Margin %	<u><u>17.0%</u></u>

(1) Included in cost of products and services sold and selling, general and administrative expenses.

(2) Includes repositioning, asbestos, environmental expenses and equity income adjustment.

We define segment profit as operating income, excluding stock compensation expense, pension ongoing income or expense, pension mark-to-market expense, other postretirement income or expense, and repositioning and other charges. We believe these measures are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

A quantitative reconciliation of segment profit, on an overall Honeywell basis, to operating income has not been provided for forward-looking measures of segment profit and segment margin included herewithin. Management cannot reliably predict or estimate, without unreasonable effort, the impact and timing on future operating results arising from items excluded from segment profit, particularly pension mark-to-market expense as it is dependent on macroeconomic factors, such as interest rates and the return generated on invested pension plan assets. The information that is unavailable to provide a quantitative reconciliation could have a significant impact on our reported financial results. To the extent quantitative information becomes available without unreasonable effort in the future, and closer to the period to which the forward-looking measures pertain, a reconciliation of segment profit to operating income will be included within future filings.

Reconciliation Of EPS To EPS, Excluding Pension Mark-To-Market Expense, Debt Refinancing Expense And Earnings Attributable To 2016 Divestitures

	<u>2016</u> ⁽¹⁾	<u>2017E</u> ⁽²⁾
Earnings Per Share of Common Stock - Assuming Dilution (EPS)	\$6.20	TBD
Pension Mark-to-Market Expense	0.28	TBD
Debt Refinancing Expense	0.12	-
EPS Attributable to 2016 Divestitures	(0.14)	-
EPS, Excluding Pension Mark-to-Market Expense, Debt Refinancing Expense and 2016 Divestitures	<u><u>\$6.46</u></u>	<u><u>\$7.00 - \$7.10</u></u>

(1) Utilizes weighted average shares of 775.3 million. Pension mark-to-market expense uses a blended tax rate of 21.3%. Debt refinancing expense uses a tax rate of 26.5%. Earnings attributable to 2016 divestitures uses a blended tax rate of 33.9%.

(2) Utilizes weighted average shares of approximately 774 million and an expected effective tax rate of approximately 24%.

We believe EPS, excluding pension mark-to-market expense, debt refinancing expense and earnings attributable to 2016 divestitures is a measure that is useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends. Management cannot reliably predict or estimate, without unreasonable effort, the pension mark-to-market expense as it is dependent on macroeconomic factors, such as interest rates and the return generated on invested pension plan assets. We therefore do not include an estimate for the pension mark-to-market expense in this reconciliation. Management is not currently forecasting an impact to earnings per share arising from a debt refinancing or divestiture transaction. Based on economic and industry conditions, future developments and other relevant factors, these assumptions are subject to change.

Reconciliation Of Cash Provided By Operating Activities To Free Cash Flow

(2016 in \$M, 2017E in \$B)

Cash Provided by Operating Activities
Expenditures for Property, Plant and Equipment
Free Cash Flow

2016	2017E
<u>\$5,498</u>	<u>\$5.7 - \$5.8</u>
<u>(1,095)</u>	<u>~ (1.1)</u>
<u><u>\$4,403</u></u>	<u><u>\$4.6 - \$4.7</u></u>