Honeywell Aerospace Fleet Experience

Rob Wilson
Vice President, Business & General Aviation

Carl Esposito
Vice President, Marketing & Product Management
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 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 Form 10-K and other filings with the Securities and Exchange Commission.
Key Industry Trends & Opportunities

• Biz Jet Delivery Outlook Stable, Returning to Modest Growth in 2012
  – High HON Content Aircraft More Resilient and Positioned to Outpace Industry

• Biz Jet Utilization Below Pre-Recession Levels
  – Favorable Engine Mix Exposure and RMUs Drives HON Outperformance

• New Technologies Available Today – Upside Potential
  – Safety and Efficiency Improvements Drive Customer Adoption
Business Jet End Market Indicators

International Flights
% Growth from/to US

- 2009: 6%
- 2011 YTD: ~4-7%
- 2012-13E: ~4-7%

Sources: FAA, Jetnet, Honeywell internal estimates

US Charter Flight % Growth

- 2009: (23%)
- 2011 YTD: 7%
- 2012-13E: ~5-7%

% Traffic Volume Growth

- 2009: (16%)
- 2011 YTD: 5%
- 2012-13E: ~2-4%

% of Fleet For Sale

- 2009: 16%
- 2011 YTD: 14%
- 2012-13E: 12-13%

Production Slots For Sale

- 2009: 153
- 2011 YTD: 76
- 2012-13E: 70-80

% of Deliveries Outside North America

- 2009: 40%
- 2011 YTD: 44%
- 2012-13E: 46%

On Track For Business Aviation Recovery
Business Jet Delivery Trends By Class

High Honeywell Content Aircraft Outperform the Broader Market

Constant $ 2010(B)


High Honeywell Content Aircraft Deliver 2X the Value of Low Content Models

HON Equipped (>$$500K) Aircraft Deliveries
HON Equipped (<$$500K) Aircraft Deliveries

11-15 CAGR

10%

4%

100%
Strong Positions On Good Platforms

**Challenger 300**
- #1 overall in recent industry research for purchase intentions
- #1 selling model in the Super mid-size market
- Customer brand loyalty

**Gulfstream 550**
- The #1 selling Ultra long range aircraft
- Maintained robust sales/deliveries thru recent downturn

**Falcon 7X**
- Highest selling Dassault model since 2009
- Production increased during the recent recession

**Augusta 139**
- Best selling model in the mid-size market
- #2 overall in recent industry research for purchase intentions
- Platform attractiveness across multiple end-use missions

*Revenue Potential*
- **Challenger 300**: $2.8B*
- **Gulfstream 550**: $1.7B*
- **Falcon 7X**: $1.1B*
- **Augusta 139**: $0.9B*

*Includes current awarded HON content over next 20 years
Avionics System Components

- Displays
- Multi-functional Controls
- Safety Systems - Terrain/Traffic/Weather
- Radio Systems (Comm / Nav)
- Modular Avionics Cabinet
- Data Recorders
- Inertial Navigation
- Processor Modules: Flight Management, Graphics Generation, Logic, Flight Controls and Maintenance

HON Integrated Cockpit: Aviate, Navigate, Communicate
Situational Awareness, Operations & Maintenance
Avionics Upgrade Strategy

**Synthetic Vision**
- Enhanced Situational Awareness
- Increased Safety

**Infrared Synthetic Vision**
- Reduced Landing Minimums
- Enhanced Safety, Human Factors

**Advanced Navigation**
- Enhanced GPS
- Precision Navigation
- Datalink Mandates

**Next Gen Air Traffic Management**
- FAA NextGen
- EU SESAR
- “Green” FMS Capabilities

**Large Installed Base**
- 3,100+ Primus Epic & Apex flight decks by 2015
- 12% CAGR ‘10-’15

*Utilizing Honeywell Cockpit Base To Generate High Value Software Upgrades*

*Excludes Primus Epic in Helicopters and Air Transport*
Honeywell Content For Gulfstream G550

- Primus Epic® Integrated Avionics System
- Cockpit Displays and Controls
- Communications Systems
- Navigation systems and sensors
- Cockpit Audio System
- SmartView Synthetic Vision
- Flight Director/Autothrottle
- Cabin Pressure Control System
- Environmental Control System
- Engine Components
  - Air Turbine Starter
  - Engine Valves
- Aircraft Lighting
- Auxiliary Power Unit

~$2-2.5M Honeywell Shipset Per Aircraft
### Gulfstream G550 Upgrades

<table>
<thead>
<tr>
<th>System</th>
<th>Description</th>
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<tbody>
<tr>
<td>AIS-2000 Satellite Television</td>
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<td>Cert Foxtrot- Enhanced Navigation/Synthetic Vision</td>
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<td>HD-710 Inmarsat High Speed Data System</td>
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<tr>
<td>Communications Gateway System</td>
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Honeywell Content For Falcon F7X

- Primus Epic® Integrated Avionics System
- Cockpit Displays and Controls
- Communications Systems
- Navigation Systems and Sensors
- Cockpit Audio System
- SmartView Synthetic Vision
- Flight Director/Autothrottle
- Weather Radar
- Ground Proximity Warning System
- Runway Alert Awareness System
- Flight Data & Cockpit Recorders
- Emergency Locator Transponder
- Cabin Pressure Control System
- Environmental Control System
- Engine Components
  - Air Turbine Starter
  - Engine Valves
- Auxiliary Power Unit

~$2M Honeywell Shipset Per Aircraft
# Falcon F7X Upgrades

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<td><strong>SmartRunway/SmartLanding</strong></td>
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*In The Pipeline: F7X EASy II Launches In 2012; EASy III In Development*
Honeywell Content For Challenger 300

- Auxiliary Power Unit
- HTF7000 Engine
- Engine Components
  - Air Turbine Starter
  - Engine Valves
  - Perm. Magnetic Alternator
- Electronic Fuel Controls
- Mechanical Fuel Controls

~$2-2.5M Honeywell Shipset Per Aircraft
Challenger 300 Upgrades

- Engine Maintenance Service Plans (MSP)
- APU Maintenance Service Plans (MSP)
- SmartRunway/SmartLanding
Honeywell Content For AW139 Civil Helicopter

- Weather Radar
- Traffic Collision Avoidance System
- Skyforce Observer
- Enhanced Ground Proximity Warning System
- Lightning Detection System

- Primus Epic® Integrated Avionics Systems
- Communications Systems
- Navigation Systems and Sensors
- Autopilot
- Cockpit Audio System

~$0.8-1M Honeywell Shipset Per Aircraft
### Augusta AW139 Upgrades

<table>
<thead>
<tr>
<th><strong>Enhanced Ground Proximity Warning System</strong></th>
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<td><strong>Honeywell Avionics Protection Plan</strong></td>
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<tr>
<td><strong>Flight Data &amp; Cockpit recorders</strong></td>
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<td><strong>Sentinel/Observer</strong></td>
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**In The Pipeline:** AW139 Phase 7 Upgrades In 2012; Phase 8 Launch In 2013
Q&A
Leader Profile

Rob Wilson was appointed as President of Business & General Aviation for Honeywell Aerospace in August 2005. In this role, Rob leads the Business & General Aviation business unit which serves customers who make, operate and maintain business jets, and general aviation aircraft.

Prior to his current role, Rob was Vice President and General Manager of the Military Aircraft business, a role in which he had total business accountability for the Guidance & Navigation product line in Clearwater, Florida; Aircraft components, including Air Data Components & Radar Altimeter, in Minneapolis, MN; as well as the Displays and Integrated Systems product lines in Teterboro, NJ and Albuquerque, NM.

Rob also served as Vice President of the HTF7000 product line where he led the team that certified Honeywell's first all new jet engine in over 30 years. He joined the company in 1987 and has held diverse leadership roles including Director of Engines Engineering, Leader of the Engines Assembly and Test Center, and Vice President of the Hydromechanical Controls Product Line.

Rob was the 2010 Chairman of the General Aviation Manufacturers Association, an international trade association headquartered in Washington, DC representing 67 of the world’s leading manufacturers of general aviation aircraft, engines, avionics and related equipment.

He is a graduate of Case Western Reserve University in Cleveland, Ohio, where he received his bachelor’s degree in mechanical engineering.

Rob Wilson
President, Business General & Aviation
Leader Profile

As leader of Marketing & Product Management (M&PM), Carl Esposito is responsible for strategic planning, product marketing, product management, mergers, acquisitions and marketing communications for Honeywell’s $11 billion Aerospace strategic business group.

The M&PM organization creates and drives Honeywell Aerospace strategy through product portfolio integration and product line management. M&PM achieves this through industry modeling and forecasting, business strategy, value proposition development, technology roadmaps, product life cycle plans, acquisitions management and marketing communications.

Since joining Honeywell in 1990, Carl has developed comprehensive experience in many facets of the business, including marketing, business and global leadership, engineering, customer support, program management and sales. He has been responsible for over $30 billion in new program wins across the wide spectrum of Aerospace products, most recently at aircraft manufacturers Embraer and Gulfstream.

Prior to his current role, Carl was vice president of Avionics Marketing & Product Management for Avionics and Flight Control Systems. In this position, Carl led the team to define future avionics products, create technology roadmaps and drive profitability. Previous roles included vice president of Business & General Aviation for the Europe, Middle East, Africa and India region, responsible for aftermarket business/customer support and worldwide sales; vice president of the Gulfstream/Israeli Aircraft Industries business segment; vice president of OEM account management and sales; director of business aviation program management and systems integration; and director of strategic planning and new business development for electronics/engines systems.

Carl earned Honeywell’s Premier Achievement Award, the highest level of individual recognition within the company. He was selected for membership in the Honeywell Aerospace Executive Forum and Executive Development programs, designed to provide development opportunities for the company's next generation of senior business leaders.

Carl has a bachelor’s degree in electrical engineering from Rensselaer Polytechnic Institute. He earned Masters of Program Management and Masters of Business Administration degrees from the Keller Graduate School of Management. He is Project Management Professional (PMP) and a certified Six Sigma Green Belt. Carl holds a private pilot’s license and regularly logs personal flight hours.

Carl Esposito
Vice President, Marketing & Product Management