

September 8<sup>th</sup>, 2016

## GABELLI AIRCRAFT & CONNECTIVITY CONFERENCE

Tim Mahoney, President & CEO Honeywell Aerospace

## 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 Messages

## Growing Faster Than Industry

- Large Wins On Right Platforms Accelerates Growth
- Strong Mechanical And Electrical Portfolio
- Continued Growth In Aftermarket
- Double-Digit Growth In HGRs

## Connectivity

- Services Growing 20%
- Software: >160 New Products On Tap, New Models
- Upgrades: Double-Digit Increase To Meet Mandates
- 150% 3-Year JetWave Production CAGR



# Aerospace Growth Story

## WINS: Right Products On Right Platforms

AIRCRAFT	HON VALUE	Competitor
Boeing 737 MAX	\$25B	\$2B
Embraer L500/450	\$24B	\$3B
Airbus A350	\$18B	\$6-\$9B
Textron Aviation Longitude	\$8B	<\$1B
Boeing 777X	\$18B	\$5-7B
COMAC C919	\$16B	<\$16B
Gulfstream G500/600	\$9B	Minimal
Bombardier CL350	\$6B	<\$2B
Bombardier Lear 70/75	\$4B	\$0.5B
Embraer E2	\$3B	\$2-3B
Irkut MC-21	\$2B	<\$2B
Falcon F8X / F5X	\$2B	\$1B
6 Unannounced Wins	\$5B	\$1-2B

## TWO Aftermarket Revenue Streams

### CONVENTIONAL GROWTH

*Aftermarket: Tied To Utilization*

- Spares
- R&O
- Support Solutions



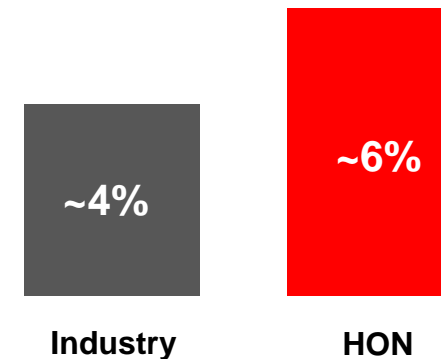
### DECOUPLED GROWTH

*Reflecting Consumer Behaviors*

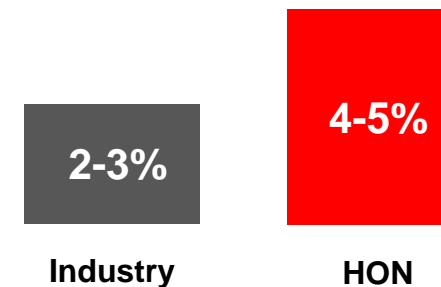
- 5,000+ Aircraft With HON Broadband By '18
- 10,000 High-Margin Upgrades '16-18
- Retrofits, Services And Airtime Resellers

## STRONG 2015-2020 Outlook

### AVIONICS



### MECHANICAL



# The Connected Aircraft Era Has Arrived

## Key Drivers

### Insatiable Demand

- Survey: Wi-Fi Trumps Legroom, Food
- No One's Ever Asked For Slower Speed





### Rapid Adoption

- ~25,000 Planes With Wi-Fi By 2025

### Honeywell Offering

- Satellite To Service; Airtime To Apps
- Spanning A380 To King Air

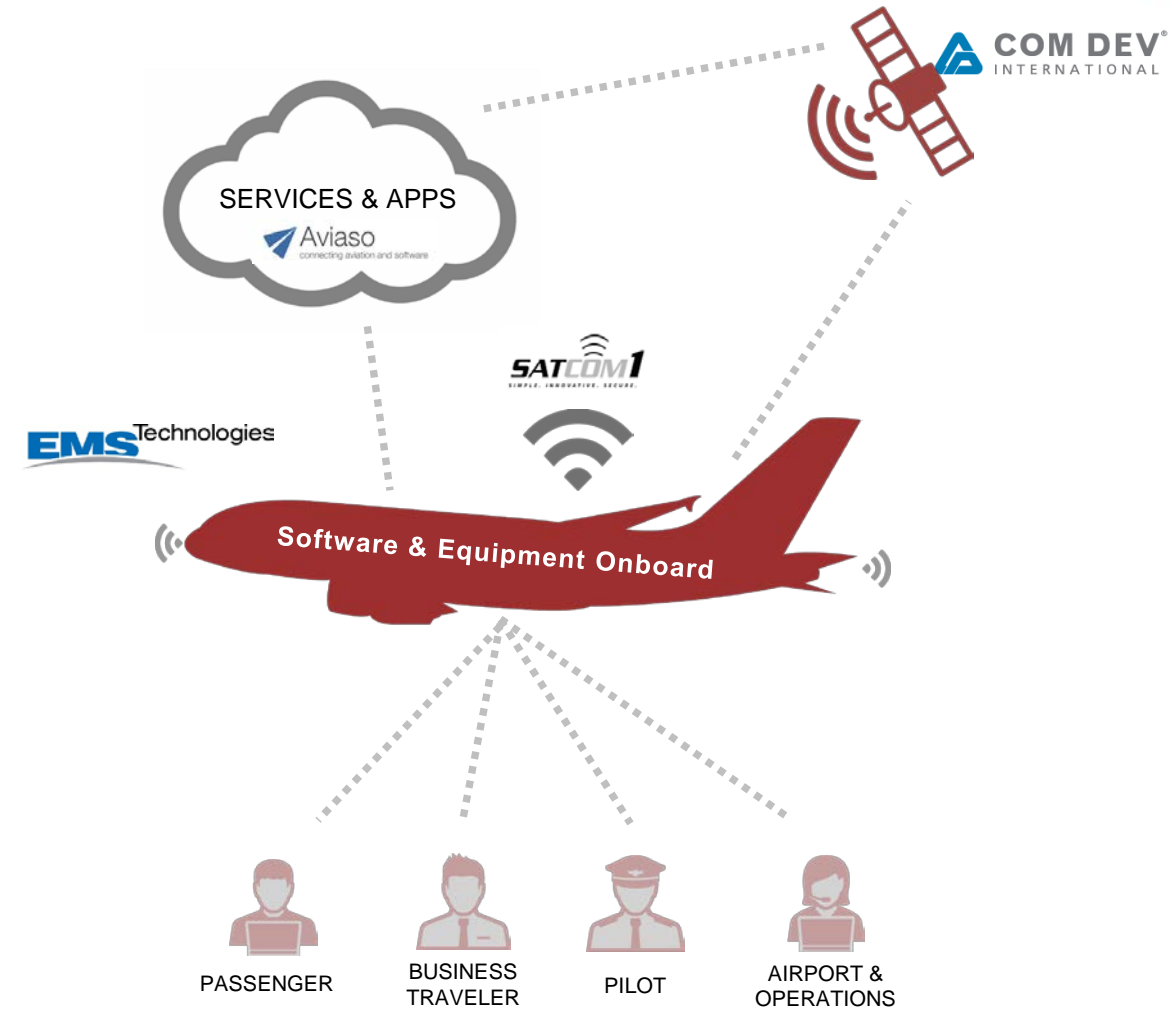
In 2 Years, HON-Connected Planes Will Manage  
**150 TBs** Of Data Per Day...  
 Equivalent To **300,000 Movies**

Why Ka-Band?		FEATURES	SPEED	COST
Inmarsat Ka-Band GXA		<ul style="list-style-type: none"> <li>• Highest-speed</li> <li>• Accommodates the Most</li> <li>• More Secure</li> <li>• Reliable/Constant</li> <li>• GLOBAL – Land &amp; Sea</li> </ul>	100X Faster	20X Lower Cost
Ku-Band		<ul style="list-style-type: none"> <li>• High-Speed</li> <li>• Inconsistent</li> <li>• Accommodates Few</li> </ul>	10X Faster	10X Lower Cost
Air-to-Ground		<ul style="list-style-type: none"> <li>• Less Reliable</li> <li>• Accommodates Few</li> <li>• Limited: Land Only</li> </ul>	2X Faster Than L-Band	10X Lower Cost
Legacy L-Band		<ul style="list-style-type: none"> <li>• Reliable</li> <li>• Accommodates Very Few</li> <li>• More Secure</li> </ul>	1X (Kbps)	1X (\$10x/MB)

**Lufthansa, Bombardier and Others Adopt Honeywell/Inmarsat High-Speed Network**

# Connected Aircraft Strategy

- Fast Network — Inside 95% Commercial Satellites
- Airtime — Exclusive Inmarsat Network | Airtime Offering
- Hardware | Equipment — JetWave
- Software Expertise — Cockpit, Mechanical Leadership
- Content Delivery — Easier, Faster Digital Delivery Of Upgrades (RMUs) Via Software
- Services | App Store — GoDirect Services And Apps



# JetWave Satcom System

## Opportunity

### Inmarsat Partnership

- One Service Provider Around The Globe
- High-Speed: Fast As In-Office, In-Home Networks
- Very Consistent Network, User-Experience

### Value-Add To Passengers And Operators

- Offer End-To-End Solution: Hardware, Service, Air-Time
- Passengers: Reliable, Faster Connection
- Operators: Efficient Use Of Data From Entire Ecosystem
  - Crowd-Sourced Weather Radar
  - Flight Management Systems, Navigation
  - APUs, Engines, Brakes, Etc.

## Supplemental Type Certificates (STCs)

### Airbus

Certificates: A319, A340

In-Process: A330, A350, A380

### Boeing

Certificates: B757

In-Process: B737, B747, B777, B787

### Business Jets

Gulfstream: G650

Bombardier: Challenger G5000/G6000

Dassault Aircraft In Process

**Number Of STCs In Hand, More To Come**

# Services | GoDirect

## Family Of One-Stop Services Shopping

### GoDirect: New Family Of Services, Launching Later This Year

- More Than 20 Offerings, Broadest In The Industry
- Double-Digit Growth; Higher Margin
- Recent Acquisitions Expand Offerings



GoFuel



MyGDC



Cabin Control



Weather Information



Taxi Wizard



Flight Preview

Two-thirds surveyed by HON say Wi-Fi access influences their ticket purchases

**HON: 30 years of flight planning experience**

Flight cancellations cost airlines and passengers ~\$30B per year in the U.S. alone

**HON: Unique avionics and mechanical expertise**

Honeywell-acquired Aviaso can reduce fuel costs from 3-5%, saving major airlines \$10's of millions

**HON: Leading provider of fuel efficient services**

HON Weather App can save airlines as much as \$65K per aircraft per year

Turbulence costs airlines >\$100M per year.

**HON: Airbus Offers new Weather App to airlines; SWA adds 3-D weather radar for 737 MAX**

**Organic And Acquisition Growth | High Margin | Ahead Of Competition**



# Current News On Connectivity

## JetWave Earned Final Inmarsat Certification



- Final Certificate Completes Process To Bring GX Aviation To Aerospace Market
- Certified By The Federal Aviation Administration (FAA) and European Aviation Safety Agency (EASA) For Safety, Environmental, and Installation Standards

## New Customers And Partners Announced



- Supplemental Type Certificates (STCs) On Airbus A319, A340, Boeing B757, Bombardier G5000/G6000, Gulfstream 650; More In Process
- Multiple Customers Already Have Announced JetWave and GX Aviation Selections

## Honeywell And Inmarsat World Tour



- 10 Cities Across North America, South America, Europe, Middle East, And Asia Pacific
- Continuous High-Speed Connectivity Over Land And Water: Connected To Social Media, Live Chats, Music Streaming, Movies

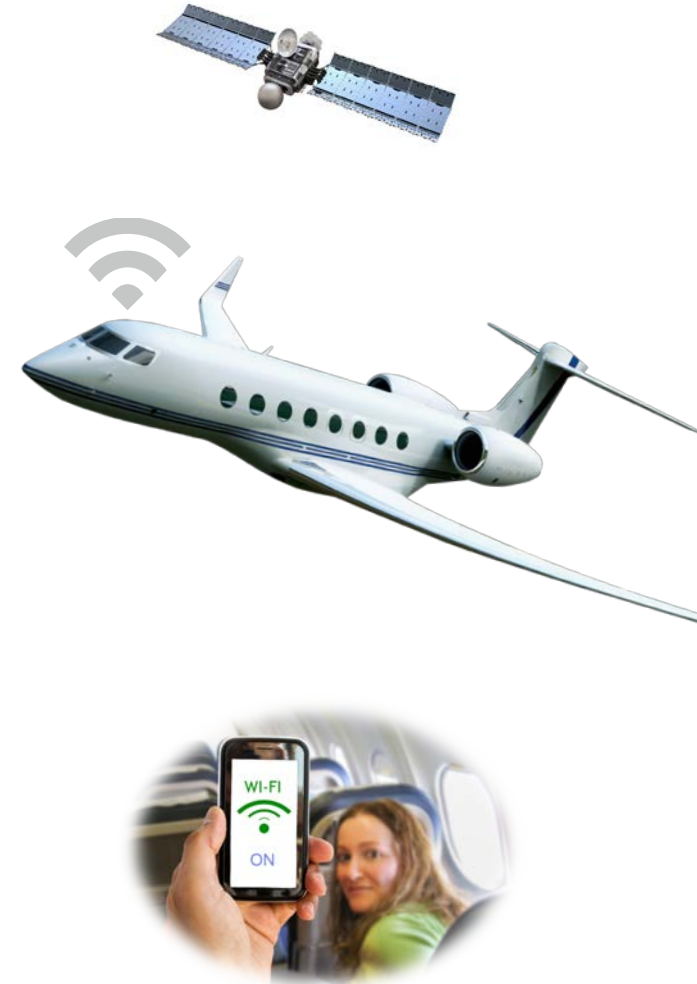
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**Honeywell**