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UBS GLOBAL INDUSTRIALS AND TRANSPORTATION CONFERENCE
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Key Priorities and 2Q18 Update

Key Priorities

1

**Accelerate
Organic
Growth**

2

**Expand Margins /
Improve Cash
Conversion**

3

**Become a
Software-Industrial
Company**

4

**More Aggressive
Capital
Deployment**

Takeaways

- 1Q a great start to '18; significant progress on priorities
- Momentum in many key markets; tailwinds for growth
- Continued progress becoming premier Software-Industrial
- Strong balance sheet, committed to aggressive capital deployment
- Spins progressing well, in-line with prior timelines

How We Are Driving Growth Above Market

Growth Strategy

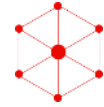
- Shift to high-growth and high-value markets
- Systematically expanding Honeywell's addressable markets through breakthroughs
- Investment in bigger, bolder, innovative new products
- Digitally enhance the customer's journey through excellent marketing, sales and service
- Develop critically connected software offerings

Execution Priorities

Enhancing Organic Growth

- 1 Velocity Product Development (VPD)
- 2 Breakthrough Initiatives (BTIs)
- 3 Commercial Excellence
- 4 Customer Experience
- 5 High Growth Regions (HGRs)
- 6 Software-Industrial Transformation

Honeywell is Enabling IoT



Building a safer, more productive and sustainable world through **connected technologies**

FUTURE



Intelligent cloud and edge technologies are pervasive

CUSTOMER VALUE

CUSTOMER OUTCOMES:

- 1 OPERATIONS EXCELLENCE**
- 2 ASSET UTILIZATION**
- 3 WORKER SAFETY & PRODUCTIVITY**
- 4 REVENUE ENABLEMENT**

CRITICALLY CONNECTED CAPABILITIES

DOMAIN TECHNOLOGIES



SENSING & CONTROL



DATA & ANALYTICS



TRUSTED



Honeywell SENTIENCE IoT PLATFORM

CULTURE



3 PRINCIPLES
8 BEHAVIORS

CUSTOMER EXPERIENCE
ONE HONEYWELL

DIGITAL QUOTIENT
GROWTH AGILITY

Summary

- **Organic growth initiatives are working**
- **Shifting to high-growth and high-value products**
- **Reinvigorating innovation to drive top-line growth**
- **Delivering profitable growth through Connected Enterprise**

Honeywell

THE POWER OF **CONNECTED**