

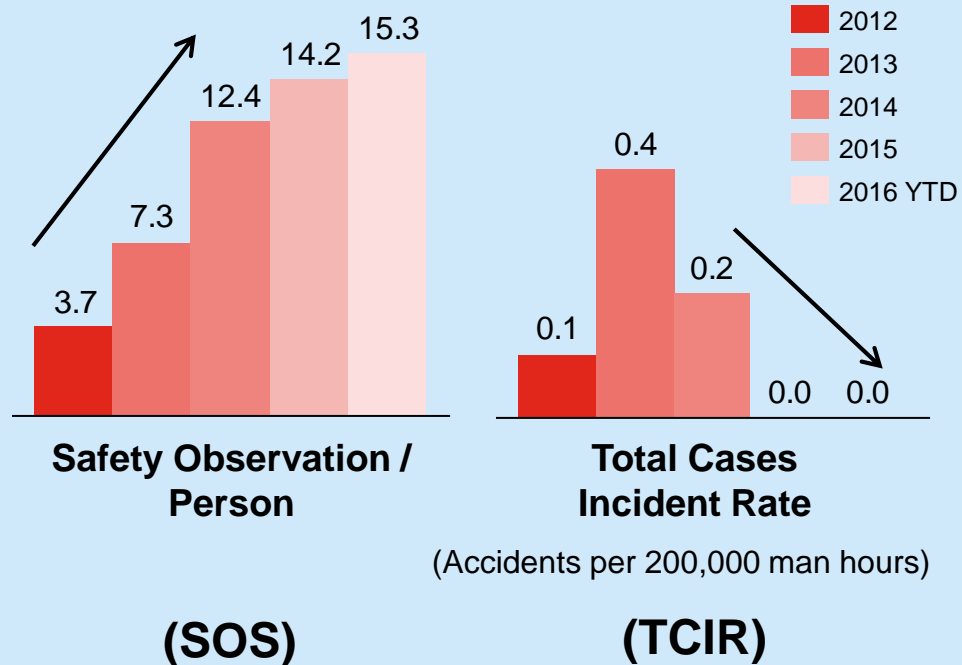
August 10, 2016

**HONEYWELL AUTOMATION INDIA LIMITED**  
32<sup>nd</sup> Annual General Meeting

**Honeywell**

# Health, Safety, and Environment

## Metrics: SOS and TCIR



## Commitment

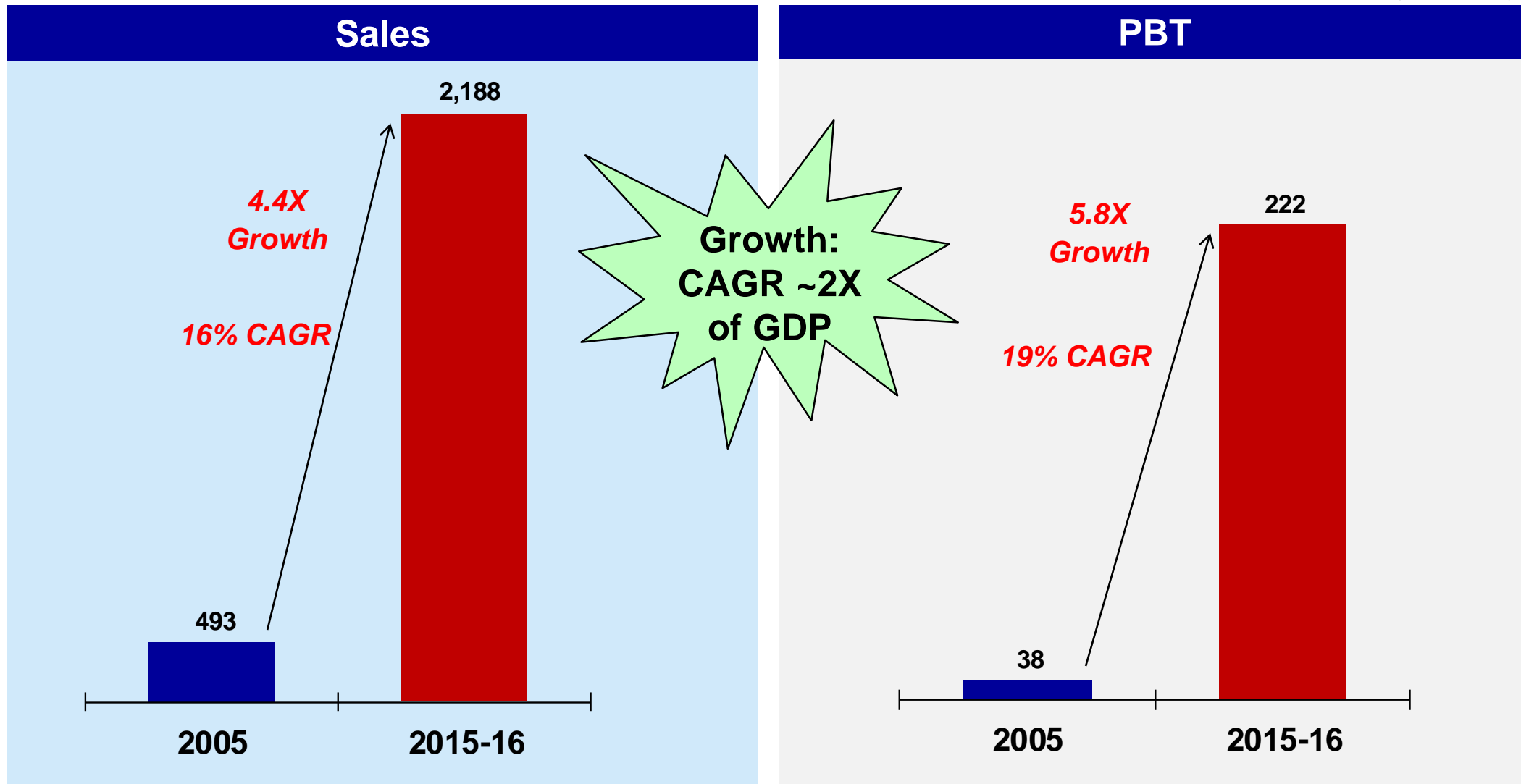
### SAFETY FOR:

- 1 Our employees
- 2 Our customers
- 3 Our contractors
- 4 Our society



# Performance Track Record

(INR Crores)

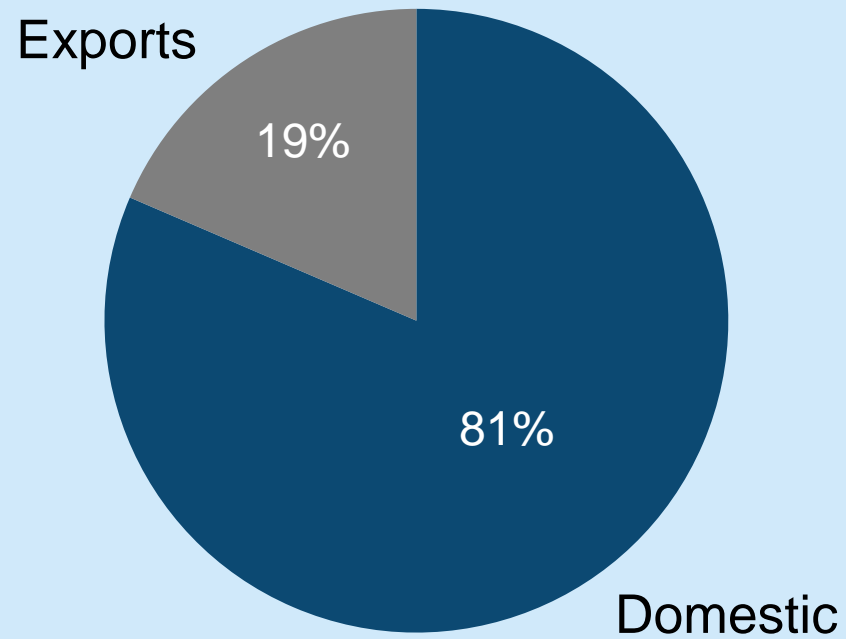


# Revenue By Destination

(INR Crores)

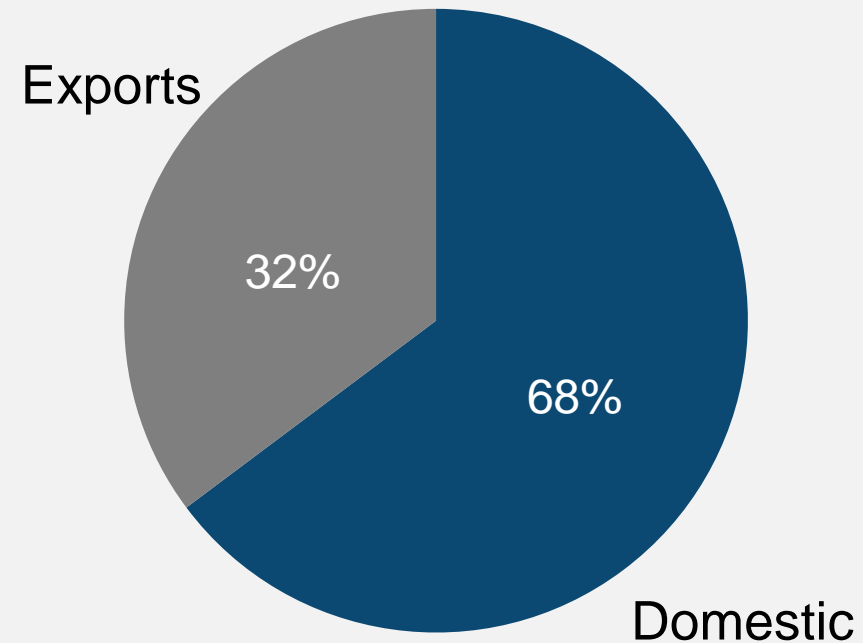
**2005**

**Sales = Rs. 493 crore**

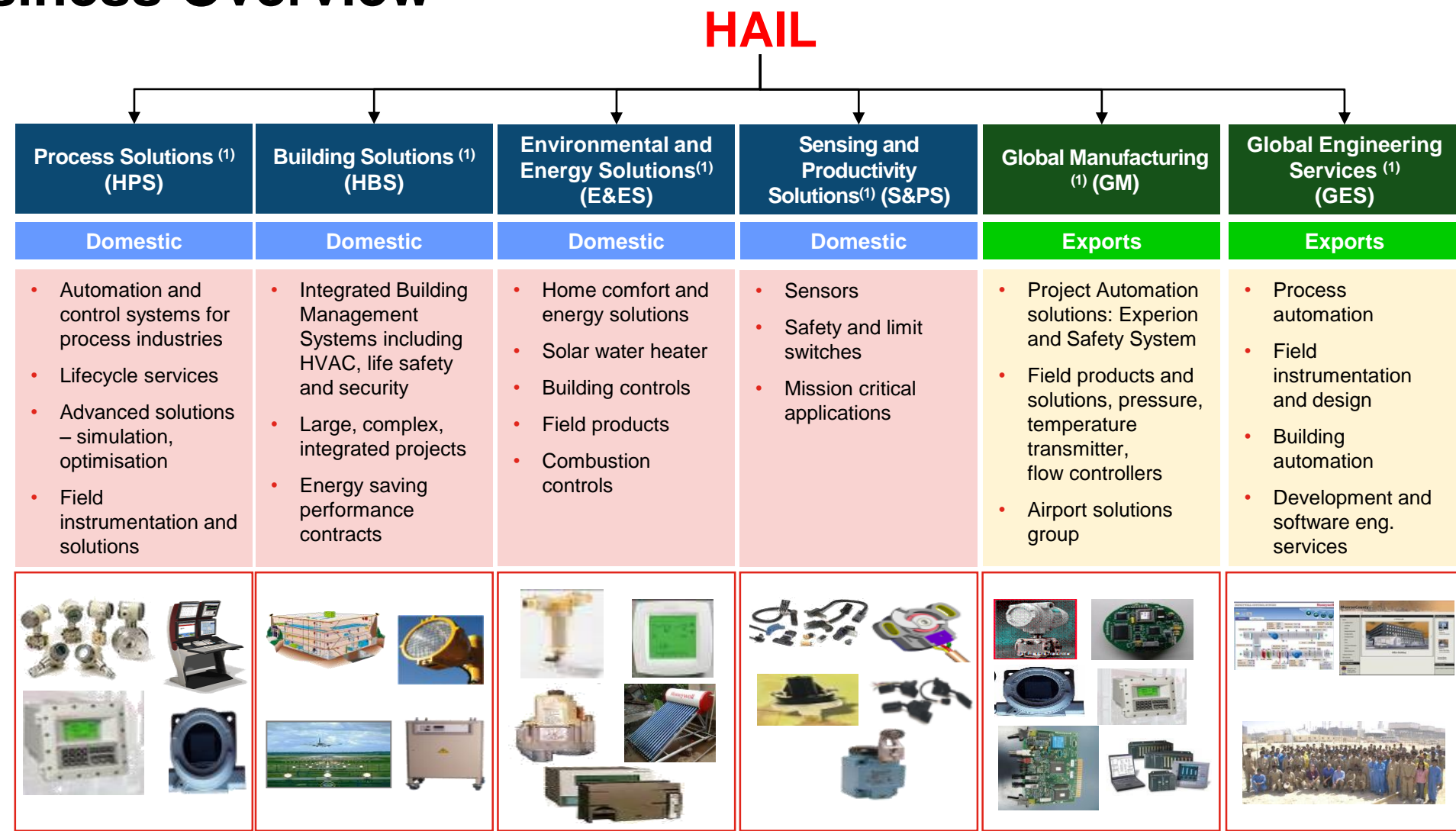


**2015-16**

**Sales = Rs. 2,188 crore**







# Business Overview



1. The maintenance and growth of Honeywell's business with HAIL is dependent upon HAIL's ability, among other things, to meet Honeywell's performance, delivery and pricing requirements and Honeywell's strategies regarding the use of alternate opportunities to source the products and services that HAIL currently provides (including from alternate sources which Honeywell may acquire or develop within its own group), in all cases consistent with the contractual obligations of the parties as they may exist from time to time.

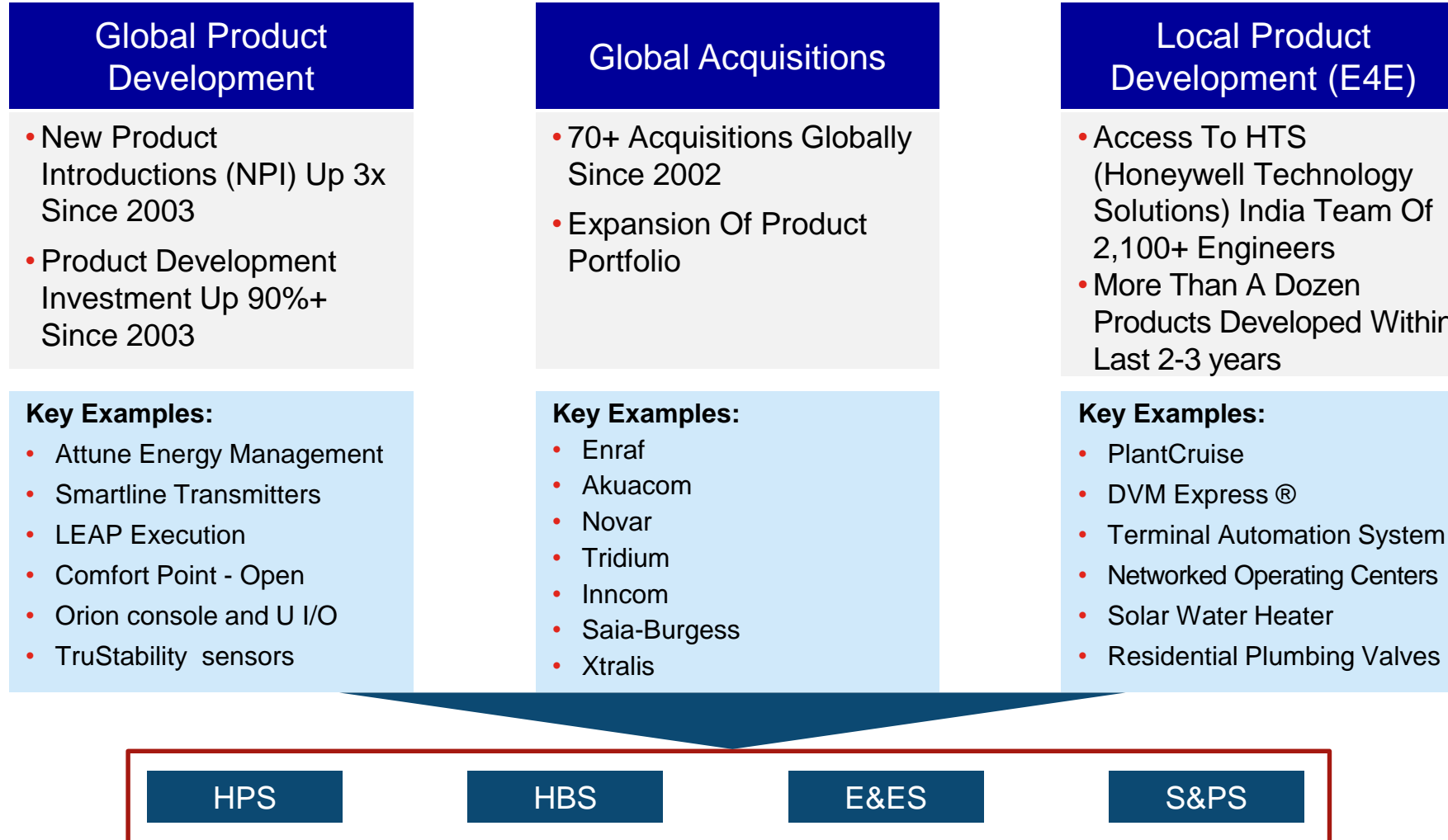
# Great Positions In Good Industries

Businesses	Industries Served		HON Global Position <sup>(1)</sup>
<b>Process Solutions (HPS)</b>	<ul style="list-style-type: none"> <li>• E&amp;P</li> <li>• Refining</li> <li>• Petrochemical</li> <li>• Chemicals</li> </ul>	<ul style="list-style-type: none"> <li>• Power</li> <li>• Metals and Mining</li> <li>• Pharma</li> <li>• Pulp and Paper</li> </ul>	 <b>Process Solutions</b>
<b>Building Solutions (HBS)</b>	<ul style="list-style-type: none"> <li>• Infrastructure</li> <li>• Government</li> <li>• Education</li> <li>• Airport</li> </ul>	<ul style="list-style-type: none"> <li>• Commercial</li> <li>• Transportation (Metros)</li> <li>• Telecom</li> <li>• Residential</li> </ul>	 <b>Building Solutions</b>
<b>Environmental and Energy Solutions (E&amp;ES)</b>	<ul style="list-style-type: none"> <li>• Residential</li> <li>• Infrastructure</li> <li>• Government</li> <li>• Airport</li> </ul>	<ul style="list-style-type: none"> <li>• Commercial</li> <li>• Transportation</li> <li>• Industrial</li> </ul>	 <b>Building Controls</b> <b>Home Comfort Controls</b>
<b>Sensing and Productivity Solutions (S&amp;PS)</b>	<ul style="list-style-type: none"> <li>• Transport</li> <li>• Aerospace</li> <li>• Defense</li> </ul>	<ul style="list-style-type: none"> <li>• Medical</li> <li>• Industrial</li> <li>• Test and Measurement</li> </ul>	 <b>Sensing Controls</b>

1. Source: Honeywell Global Investor Presentation

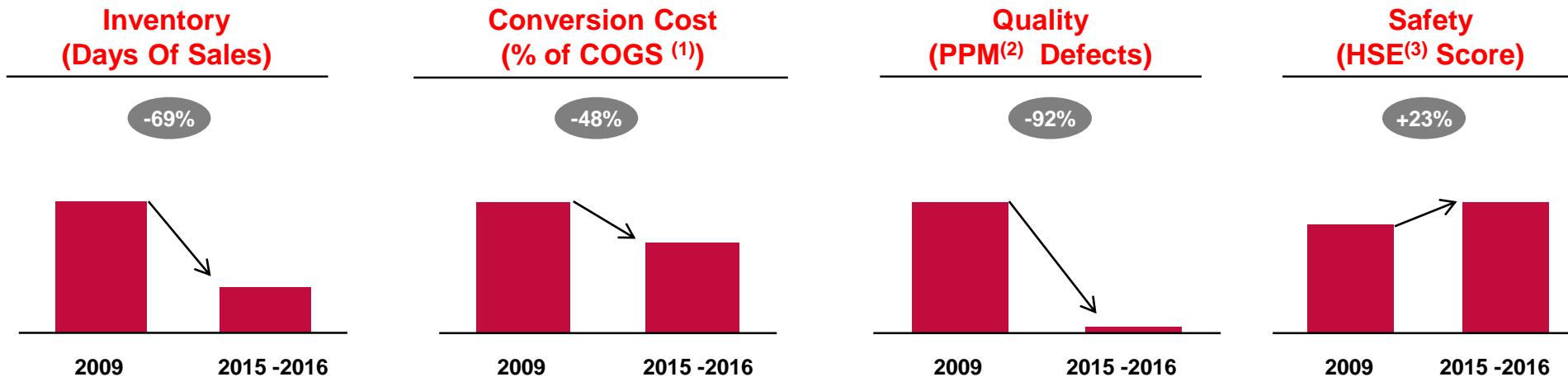
# Strong Support From Honeywell To Drive Innovation

## Honeywell International Inc. (“HON”) Global Capabilities



# Honeywell Operating System (HOS)

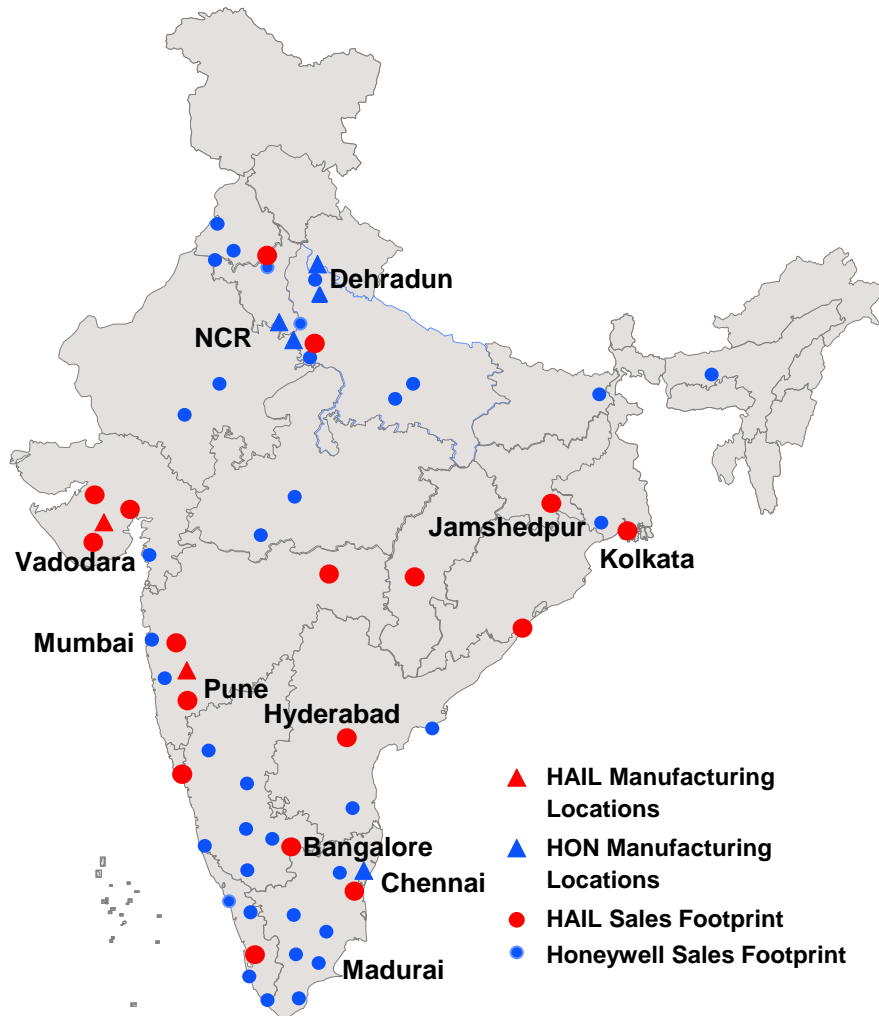
- HOS Is A Business-Led Cross-Functional Approach: Lowers Overhead & Drives Margin Expansion
- Drives Sustainable Improvements In Safety, Quality, Delivery, Cost, And Inventory Management
- Provides A Rigor That Improves Service To The Customer
- HAIL Is An HOS Silver Certified Site – First Site Globally In HPS To Be Accredited
- High Level Of Cross-Functional Integration And Efficient Speed To Market



1. COGS denotes Cost of Goods Sold
2. PPM denotes Parts Per Million
3. HSE denotes Health Safety and Environment



# Strong Reach Across India



- **HAIL Sales Presence In 20 Cities (50 Cities With HON)**
- **HAIL Channel Presence In 35 Cities (70 Cities With HON)**

# Corporate Social Responsibility

2014-15

2.84 Cr

Contribution

**SAFE  
KIDS  
WORLDWIDE™**

2015-16

3.03 Cr

Contribution

**AGASTYA**  
INTERNATIONAL FOUNDATION  
SUPPORTED BY R. JHUNJHUNWALA FOUNDATION & OTHERS

## Program progress

- Program: Safe Kids at Home is an educational program for children, teachers and parents to help prevent and reduce burns/scalds among children under 14 years of age. Program to impact 325,000 students and 175,000 parents over FY2015-18.
  - Geography: Pune
  - Results: Covered 39,956 children and 38,212 parents to date. On track to meet target
  - Implementing partner: Safe Kids Foundation India
- 
- Program: Honeywell Science Experience is a hands-on science education program for middle and high school students and teachers in government schools. Program to impact 48,870 students and 200 teachers over FY2016-19
  - Geography: Bangalore, Gurgaon, and Delhi
  - Results: Program launched on August 4 in Bangalore, and August 8 in Delhi, Gurgaon
  - Implementing partner: Agastya International Foundation

### Educators from Vidya Valley spearhead 'Safe Kids at Home' initiative

Seema Sharma, Aparupa Ghosh, Joyeeta Adhikari and Vandana Suryawanshi from Vidya Valley School had attended the Honeywell Educators at Space Academy (HESA) at the US Space and Rocket Centre in Huntsville, Alabama, USA, recently. They extended another Honeywell-sponsored programme in Pune.

Besides being HESA ambassadors, these teachers are also certified master trainers for the 'Safe Kids at Home' programme, implemented by city-based non-governmental organization, Safe Kids Foundation India and sponsored by Honeywell.

'Safe Kids at Home' is a research-based home safety programme to help prevent and reduce burns and scalds among children under 14 in Pune. This educational programme aspires to bring together citizens and civic bodies who can lead the way in making Pune a model 'safe kids at home' city. The programme uses hands-on pedagogical tools and age-specific curriculum for children in class III to VIII. It employs fun and engaging ways to teach children how to be fire-safe.

These four teachers of Vidya Valley School trained 21 of their colleagues. Consequently, the school is now able to include fire safety as part of the curriculum, and fire safety training and awareness will be an important and regular learning for students in classes III to VIII.

Principal Nalini Sengupta, says, "The Safe Kids Foundation programme on fire safety practices at home deserves commendation. At Vidya Valley, we have inducted every child (700



(From left) Seema Sharma, Aparupa Ghosh, Joyeeta Adhikari and Vandana Suryawanshi; Students draw a fire escape plan



plus students) from class III to VIII for the programme in the first week of school. In our country we are very negligent in this area even though we have so many mishaps. I look forward to an on-going programme so that safety in all areas becomes not only a part of

the curriculum but a part of every child's psyche and life". The programme director Dr Cinthia Pinto and programme associate Manish Parmar from Safe Kids foundation have helped in successful implementation of this programme in Vidya Valley School.



# HAIL: Continuing To Build On Strong Track Record

- 1 Well Balanced Portfolio With Strong Track Record For Growth
- 2 Multi-brand And Multi-Channel Approach For Broad Coverage
- 3 Strong Reach Across India
- 4 Strong Support From Honeywell Driving Innovation, Processes And Governance
- 5 Best-In-Class Management Team, People Skills And Succession Depth
- 6 High Level Of Corporate Governance With Socially Responsible Behavior

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# ***Business Update***








## ***2015 Performance / 2016 Outlook***

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**Honeywell**

# India Economic Indicators

	2013	2014	2015	2016P	Trend
• <b>GDP Growth Rate<sup>1</sup></b>	6.3%	7.0%	7.25%	7.5%	
• <b>Fiscal Deficit<sup>2</sup></b>	4.7%	4.0%	3.9%	3.5%	
• <b>Stock Exchange Index<sup>3</sup></b>	21171	27499	26117	27000-30000	
• <b>US \$ / Rupee FX Rate<sup>4</sup></b>	61.93	63.33	66.32	68.2	
• <b>Inflation<sup>5</sup></b>	10%	7%	5%	5-6%	
• <b>Interest Rate<sup>6</sup></b>	7.75%	8.00%	6.75%	6.25%	
• <b>Crude Oil Price (\$/bbl)<sup>7</sup></b>	111	62	36.61	43.73	

1. Historic data is taken from MOSPI and based on Calendar Year (Jan-Dec) cycle. 2016 projections are based on IMF and OECD forecasts.

2. Historic data is taken from Moneycontrol, Reuters and Financial Express. 2016 projections are based on Union Budget for FY17

3. Historic data is the BSE value on the last working day of the year. 2015 projections are based on forecasts from brokerages (Morgan, Macquarie's, Citi etc).

4. Historic data is the closing rate on the last working day of the year. 2016 projections are based on forecasts from Financial Forecast Center and Moneycontrol.

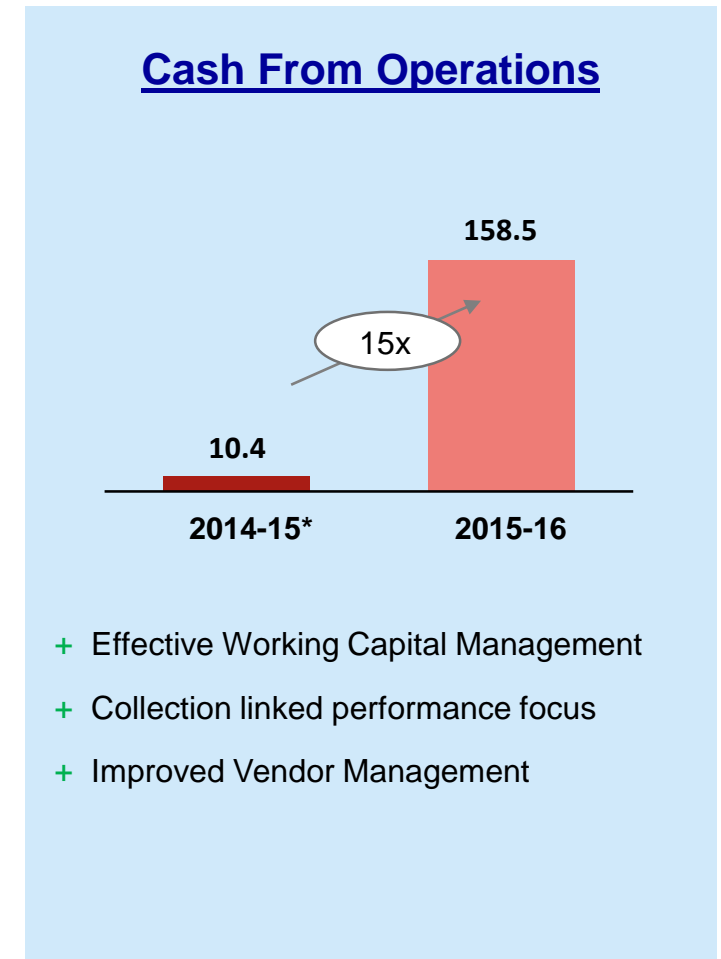
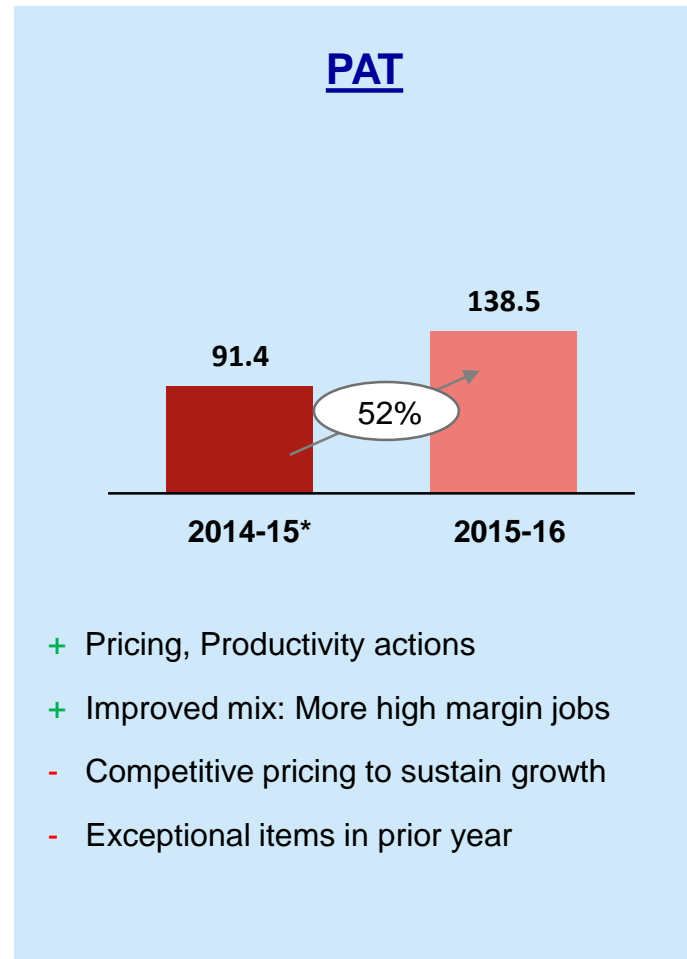
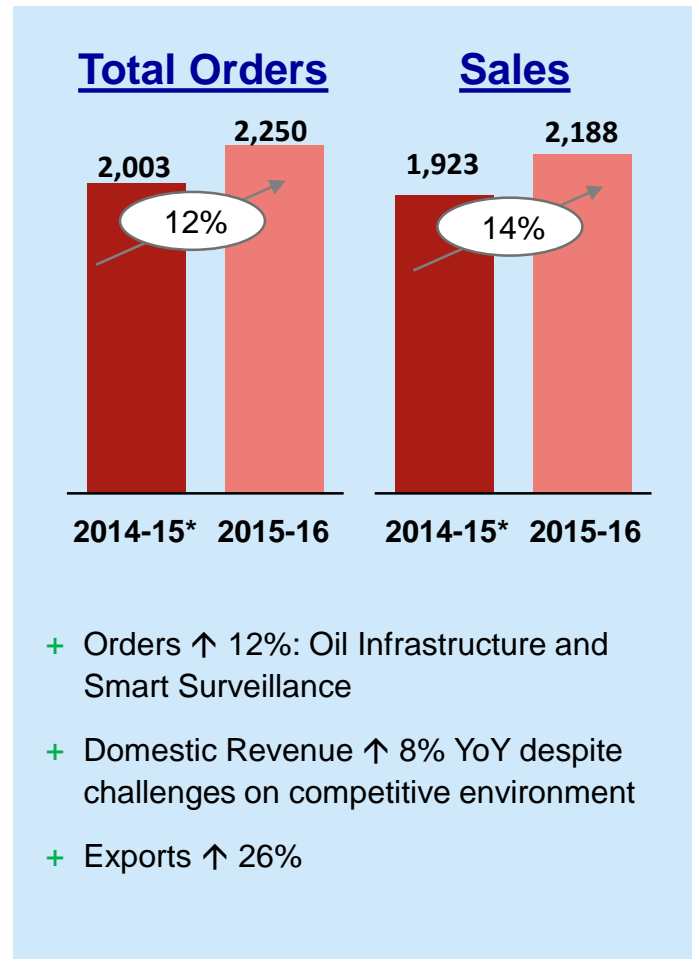
5. Historic data for CPI is taken from Ministry of Commerce data. 2016 projections are based on targets from RBI

6. Historic data is the repo rate on the last working day of the year. 2016 projections are based on forecasts from RBI and Economic Times

7. Historical data is Brent Spot rates at the year end as per EIA. Forecast of from EIA, US Gov.

# HAIL Financial Performance (2015-2016)

(INR Crores)



\* 2014-15 financials are for 15 months period, Numbers annualized for comparative purpose

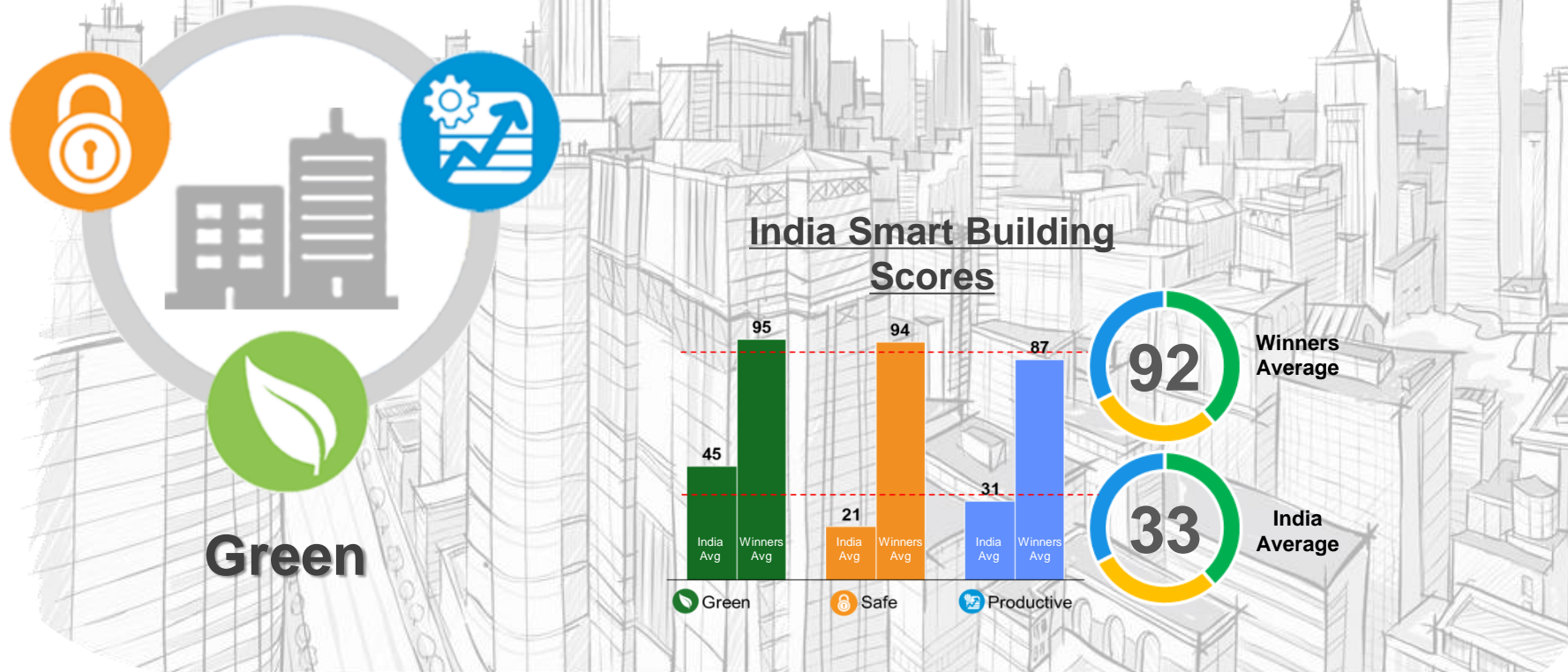
# Promoting HON Brand And Thought Leadership

## Honeywell Smart Building Score™

Safe

Productive

Green



## Global Rollouts

- Pilot In **India**, Rolled Out In **US, China & Middle East**
  - 4,000+ Buildings, 10 Verticals, 42 Cities
- **Strong Partnership** With Industry Associations And Local Governments
- **Growth Driver** For Connected Buildings

## HSBS 2.0

- Positioned For Connected Buildings
- Refined Scoring Framework

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# ***1Q Financials***

## ***(April – June 2016)***

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**Honeywell**



# Quarterly Results

(INR Crores)

	Apr – Jun 2016 (Unaudited)*	Jan – Mar 2016 (Unaudited)*	Apr – Jun 2015 (Unaudited)*	FY 2015-16 (Audited)*
Total Income from Operations	564.3	564.8	512.8	2187.6
Total Expenses	519.5	523.6	458.8	1985.1
Profit from Operations	44.8	41.2	54.0	202.5
Others#	13.7	6.5	6.0	23.6
Profit from ordinary activities before tax	58.5	47.7	60.0	226.1
Tax Expense	<b>20.3</b>	<b>17.0</b>	<b>22.5</b>	<b>84.9</b>
Net Profit for the period after tax	<b>38.2</b>	<b>30.7</b>	<b>37.5</b>	<b>141.2</b>

# Other income net of finance costs

**Honeywell**