HONEYWELL AUTOMATION INDIA LTD
August 6, 2018  34th Annual General Meeting
Extending Safety Culture Beyond the Organization

Health, Safety and Environment (HSE)

Metrics: SOS and TCIR

<table>
<thead>
<tr>
<th>Year</th>
<th>Safety Observation / Person</th>
<th>Total Cases Incidence Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>7.3</td>
<td>0.4</td>
</tr>
<tr>
<td>2014</td>
<td>12.4</td>
<td>0.2</td>
</tr>
<tr>
<td>2015</td>
<td>14.2</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>15.3</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>16.3</td>
<td></td>
</tr>
<tr>
<td>2018 YTD</td>
<td>0.4</td>
<td></td>
</tr>
</tbody>
</table>

(SOS) (Accidents per 200,000 man hours) (TCIR)

Commitment

SAFETY FOR:

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

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Health, Safety and Environment - Field Service Customer Recognition

**Process Solution:**
- Continual Improvement and excellent performance in Health, Safety and Environment – IOCL, Banthara
- Extraordinary efforts made on IOCL project to improve HSE performance - IOCL Chennai
- Excellence performance in Safety – HPCL, Jammu
- Zero Lost time incidents (LTI) - Indian additives ltd

**Building Solution:**
- 3 Lakh safe man-hours – TCS, Adibatla
- Outstanding performance towards positive safety culture - Dr. Reddy’s – Vizag
- 1 Lakh safe Man-hours - Taj hotel-Guwahati

- IOCL -05
- HPCL -02
- TCS-01
- Dr.Reddy -01
Strong Reach Across India

- **HAIL Direct Presence in 20 Cities (50 Cities with HON)**
- **HAIL Channel Presence in 38 Cities (70 Cities with HON)**
Performance Track Record

Sales

- 2005: 513
- 2017-18: 2,698

5.3X Growth

14.8% CAGR

Profit Before Tax

- 2005: 38
- 2017-18: 381

10X Growth

21.2% CAGR

2005 numbers include Excise duty
CAGR denotes Compounded Annual Growth Rate

Consistent Profitable Growth
Revenue By Destination

2005

Sales = Rs. 513 crore

Exports: 19%
Domestic: 81%

2017-18

Sales = Rs. 2,698 crore

Exports: 45%
Domestic: 55%

2005 numbers include Excise duty
## Corporate Social Responsibility

<table>
<thead>
<tr>
<th>Program Progress</th>
<th>FY2014-15</th>
<th>Rs 2.84cr</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program:</strong> Honeywell Science Experience is a hands-on science education program for middle and high school students and teachers in government schools</td>
<td><strong>Implementing partner:</strong> Agastya International Foundation</td>
<td><strong>Geography:</strong> Bengaluru, Gurugram, Pune, Delhi, NCR, Mysore, Madurai, Chennai, Hyderabad</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program Progress</th>
<th>FY2015-16</th>
<th>Rs 3.03cr</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program:</strong> Safe Kids at Home is an educational program for children, teachers and parents to help prevent, reduce burns/scalds among children under 14 years of age</td>
<td><strong>Implementing partner:</strong> Safe Kids Foundation</td>
<td><strong>Geography:</strong> Pune</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program Progress</th>
<th>FY2016-17</th>
<th>Rs 3.48cr</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program:</strong> Honeywell Safe Schools to drive disaster risk reduction capability among students, teachers, parents, and communities to enhance safety and ability to cope with day to day stresses</td>
<td><strong>Implementing partner:</strong> SEEDS</td>
<td><strong>Geography:</strong> Delhi</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program Progress</th>
<th>FY2017-18</th>
<th>Rs 4.69cr</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program:</strong> Honeywell Safe Water Network Initiative provide access to safe drinking water in regions suffering from ground water contamination</td>
<td><strong>Implementing partner:</strong> Safe Water Network</td>
<td><strong>Geography:</strong> Telangana</td>
</tr>
</tbody>
</table>

| Total | | Rs 14.04cr |
|-------|-------------|
| **Program:** Honeywell Science Academy to provide deep, transformative, residential science education | **Implementing partner:** Avasara Leadership Institute | **Geography:** Pune | **Target:** 12,500 underprivileged girls | **Results:** School building construction in progress. To be completed by December 2018. |

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### CSR Focus on STEM Education, Safety, Sustainability

<table>
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<th>Year</th>
<th>Total</th>
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<tbody>
<tr>
<td>FY2014-15</td>
<td>Rs 2.84cr</td>
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<tr>
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<td>Rs 3.48cr</td>
</tr>
<tr>
<td>FY2017-18</td>
<td>Rs 4.69cr</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>Rs 14.04cr</strong></td>
</tr>
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</table>

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New Eight Behaviors Strengthen Organizational Alignment

**Principles**

- **Integrity and Ethics**
- **Supporting Diversity**
- **Workplace Respect**

**Behaviors**

**Have a Passion for Winning**
- Beat the competition
- Fearless accountability for getting results

**Be a Zealot for Growth**
- Obsess over growth and customers
- Understand what creates value for customers

**Think Big … Then Make It Happen**
- Be willing to re-examine almost anything
- Innovate with agility

**Act with Urgency**
- Move with lightning speed
- Use speed as a differentiator

**Be Courageous**
- Confront problems directly and face adversity head on
- Take on seemingly impossible goals

**Go Beyond**
- Over deliver on commitments

**Inspire Greatness**
- Set high expectations
- Achieve things you and your team never thought possible

**Become Your Best**
- Seek and accept feedback
- Bounce back from disappointments
Honeywell Connected Enterprise

**Connected Plant**
Increase profitability with connected performance monitoring

**Connected Aircraft**
Stream movies up to 100x faster. Reduce fuel costs

**Connected Supply Chain**
Voice-directed activities from the warehouse to the retailer increases productivity

**Connected Automobile**
Integrated vehicle health management helps drivers arrive safely and reduce unnecessary repairs

Honeywell Sentience™ Platform

- 10K Plants
- 100M Vehicles
- 130K Aircraft
- 150M Homes
- 10K Warehouses
- 10M Buildings

**Serving Global Installed Base**
Comfort, convenience & security for 1.6+ million end-users

Reduce maintenance cost by migrating from preventive to predictive maintenance

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Business Update
2017-18 Performance
## India Economic Indicators

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018E</th>
<th>Trend</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GDP Growth Rate¹</strong></td>
<td>7%</td>
<td>7.3%</td>
<td>6.7%</td>
<td>7.3%</td>
<td>↑</td>
</tr>
<tr>
<td><strong>Fiscal Deficit²</strong></td>
<td>3.9%</td>
<td>3.5%</td>
<td>3.5%</td>
<td>3.5%</td>
<td>↔</td>
</tr>
<tr>
<td><strong>US $ / Rupee FX Rate³</strong></td>
<td>66.32</td>
<td>67.95</td>
<td>63.85</td>
<td>69.24</td>
<td>↑</td>
</tr>
<tr>
<td><strong>Inflation⁴</strong></td>
<td>5%</td>
<td>5.06%</td>
<td>3.60%</td>
<td>4.9%</td>
<td>↔</td>
</tr>
<tr>
<td><strong>Interest Rate⁵</strong></td>
<td>6.75%</td>
<td>6.25%</td>
<td>6.00%</td>
<td>6.25%</td>
<td>↔</td>
</tr>
<tr>
<td><strong>Crude Oil Price ($/bbl)⁶</strong></td>
<td>36.61</td>
<td>54.96</td>
<td>66.73</td>
<td>70.00+</td>
<td>↑</td>
</tr>
</tbody>
</table>

1. Historic data is taken from MOSPI and based on Calendar Year (Jan-Dec) cycle. 2018 projections are based on IMF and OECD forecasts.
2. Historic data is taken from Moneycontrol, Reuters and Financial Express. 2018 projections are based on Union Budget for FY19.
3. Historic data is the closing rate on the last working day of the year. 2018 projections are based on forecasts from Marketexpress and Dollarrupee.
4. Historic data for CPI is taken from Ministry of Commerce data. 2018 projections are based on targets from RBI.
5. Historic data is the repo rate on the last working day of the year. 2018 projections are based on forecasts Economic Times.
6. Historical data is Brent Spot rates at the year end as per EIA. Forecast of from EIA, US Gov.
HAIL Financial Performance (2017-2018)

- Exports up 15%: Higher sales to Honeywell affiliates on international projects
- Domestic revenue up 7%

- Productivity actions
- Improved mix
- Positive movement on F/X

- Effective working capital management
- Project level monitoring

Final Dividend @ Rs. 32/- per equity share was recommended by Board of Directors (Previous Year : Rs. 10/- per equity share)
1Q 2018-19 Financials
(April – June 2018)
# Quarterly Results

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Income from Operations</strong></td>
<td>770.4</td>
<td>663.7</td>
<td>16%</td>
<td>2698.2</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>653.7</td>
<td>587.6</td>
<td>11%</td>
<td>2350.0</td>
</tr>
<tr>
<td><strong>Profit from Operations</strong></td>
<td>116.7</td>
<td>76.1</td>
<td>53%</td>
<td>348.2</td>
</tr>
<tr>
<td><strong>Other Income</strong></td>
<td>24.6</td>
<td>8.7</td>
<td>184%</td>
<td>33</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>141.3</td>
<td>84.8</td>
<td>67%</td>
<td>381.2</td>
</tr>
<tr>
<td><strong>Tax Expense</strong></td>
<td>49.6</td>
<td>29.4</td>
<td>69%</td>
<td>131.5</td>
</tr>
<tr>
<td><strong>Net Profit after tax</strong></td>
<td>91.7</td>
<td>55.4</td>
<td>66%</td>
<td>249.7</td>
</tr>
<tr>
<td><strong>Net Profit after tax % to revenue</strong></td>
<td>11.9%</td>
<td>8.3%</td>
<td>360 bps</td>
<td>9.3%</td>
</tr>
</tbody>
</table>

(INR Crores)
Honeywell is building a smarter, safer, and more sustainable world

THAT’S THE POWER OF CONNECTED
THAT’S THE POWER OF HONEYWELL

Connected Aircraft • Connected Automobile • Connected Home • Connected Building
Connected Plant • Connected Supply Chain • Connected Worker