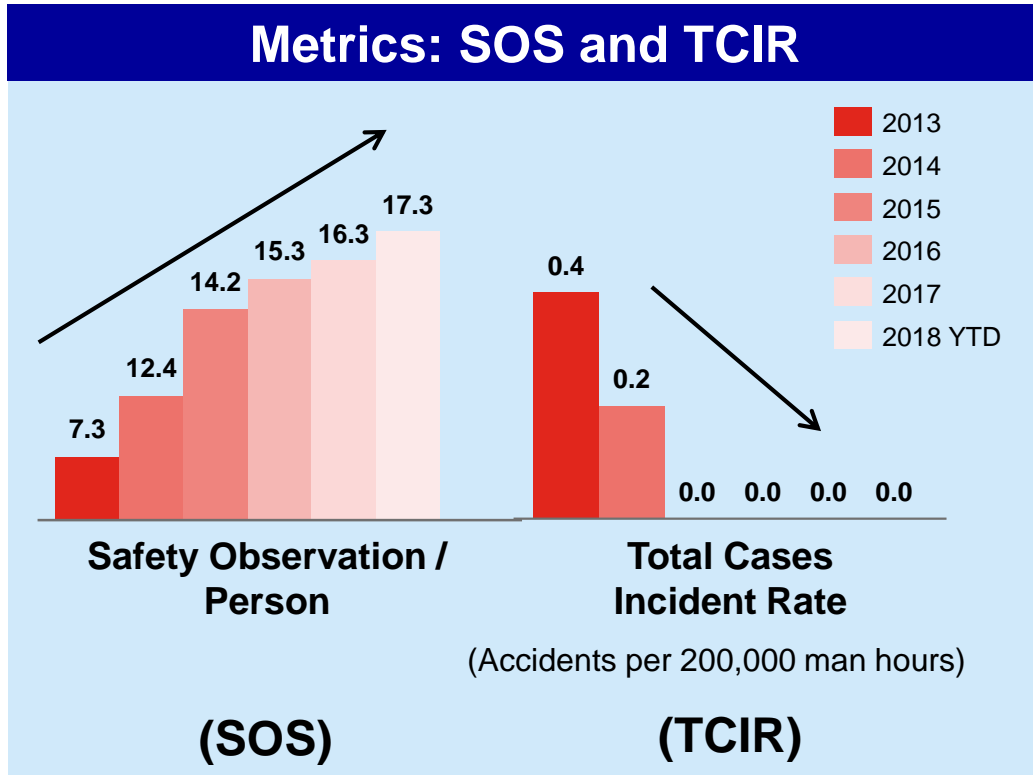


August 6, 2018 | **HONEYWELL AUTOMATION INDIA LTD**
34th Annual General Meeting

Honeywell
THE POWER OF **CONNECTED**

Health, Safety and Environment (HSE)



- ### Commitment
- SAFETY FOR:
- 1 Our employees
 - 2 Our customers
 - 3 Our contractors
 - 4 Our society



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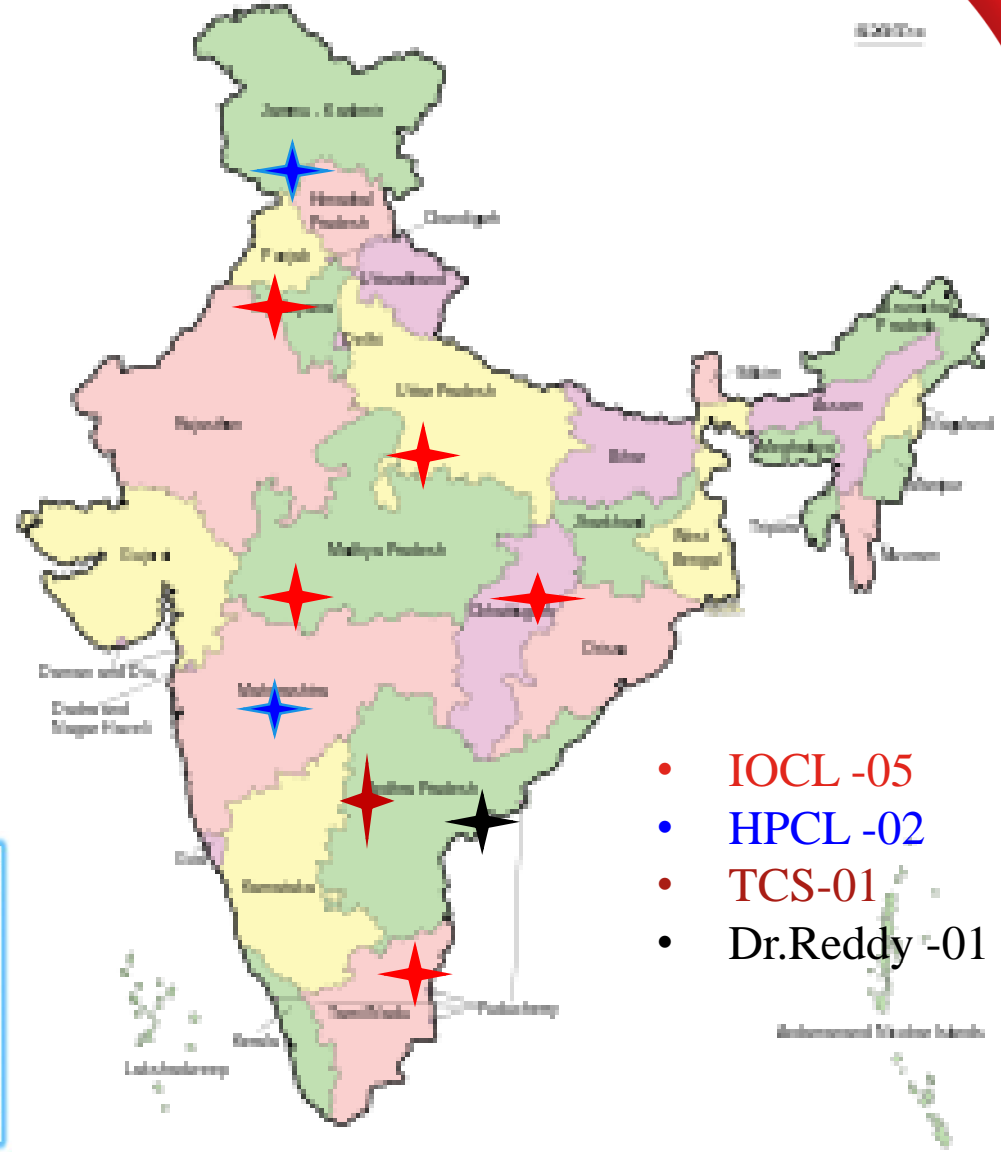
Health, Safety and Environment - Field Service Customer Recognition

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

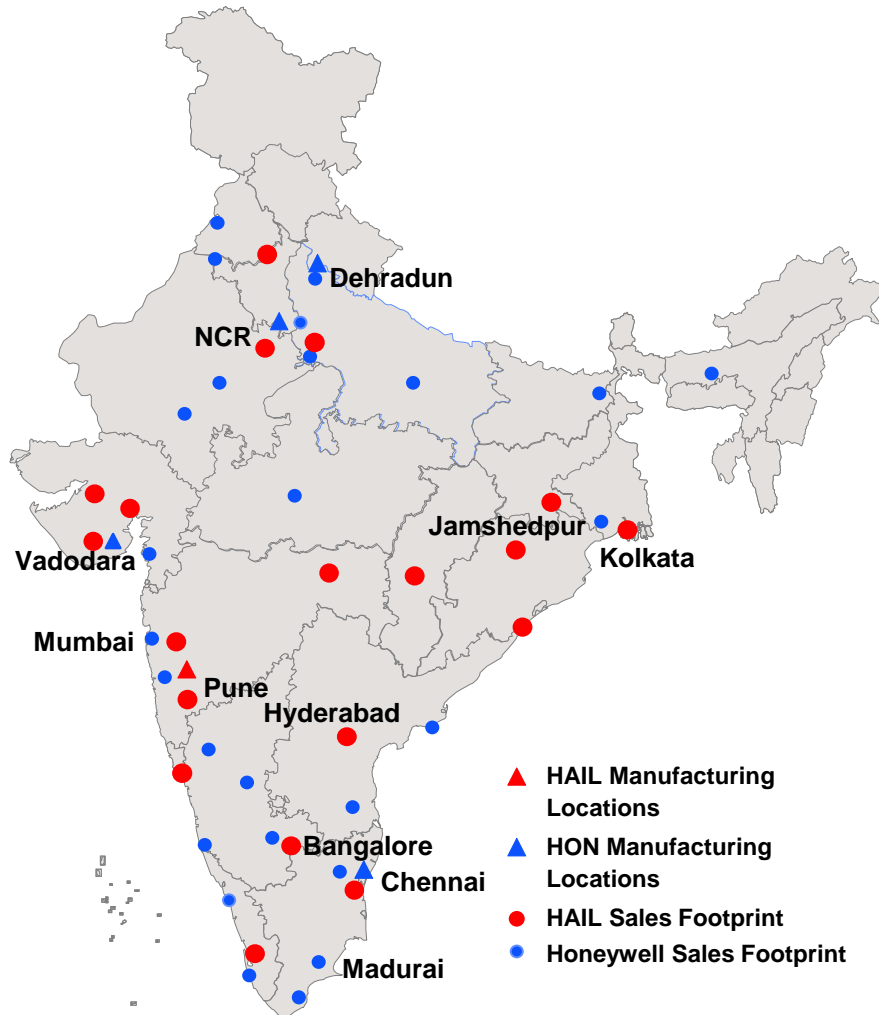


- IOCL -05
- HPCL -02
- TCS-01
- Dr.Reddy -01



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Strong Reach Across India

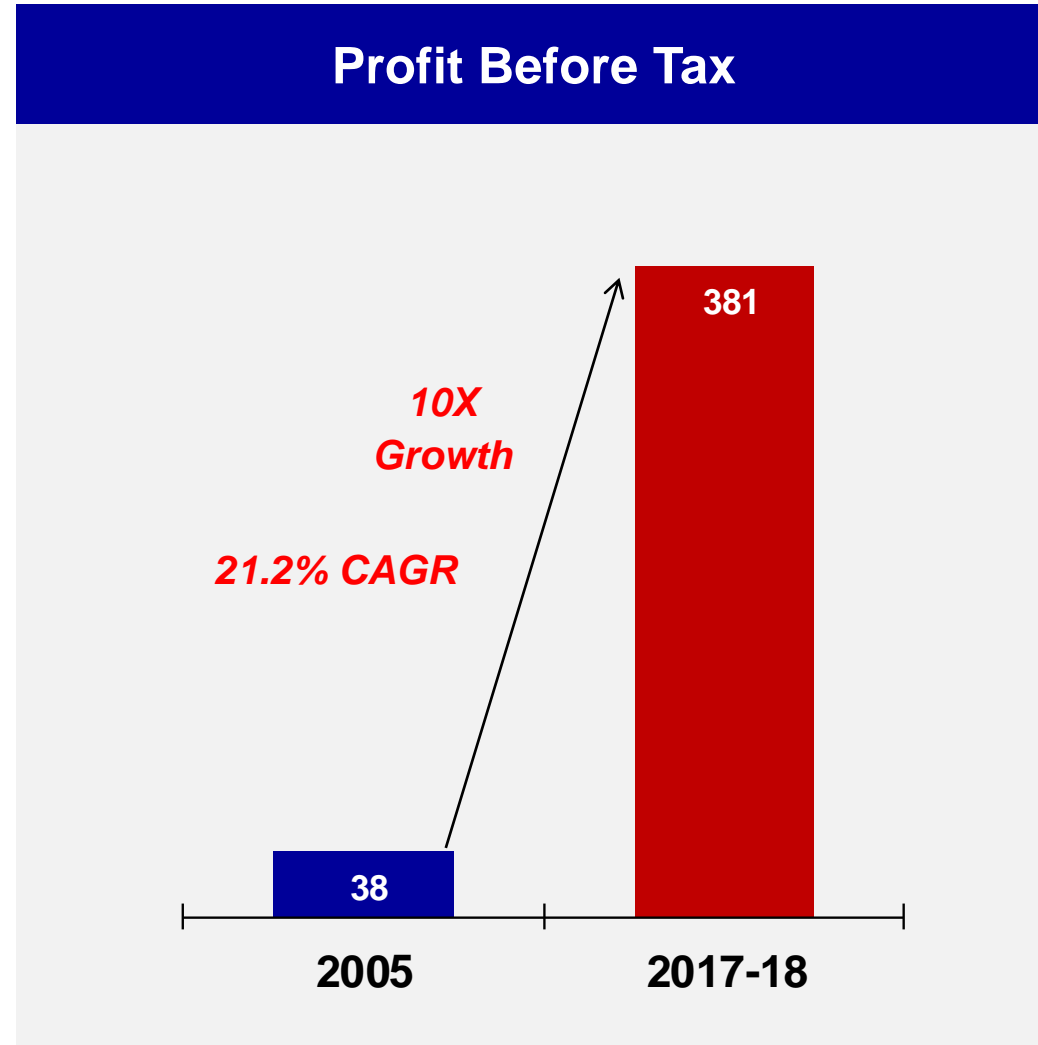
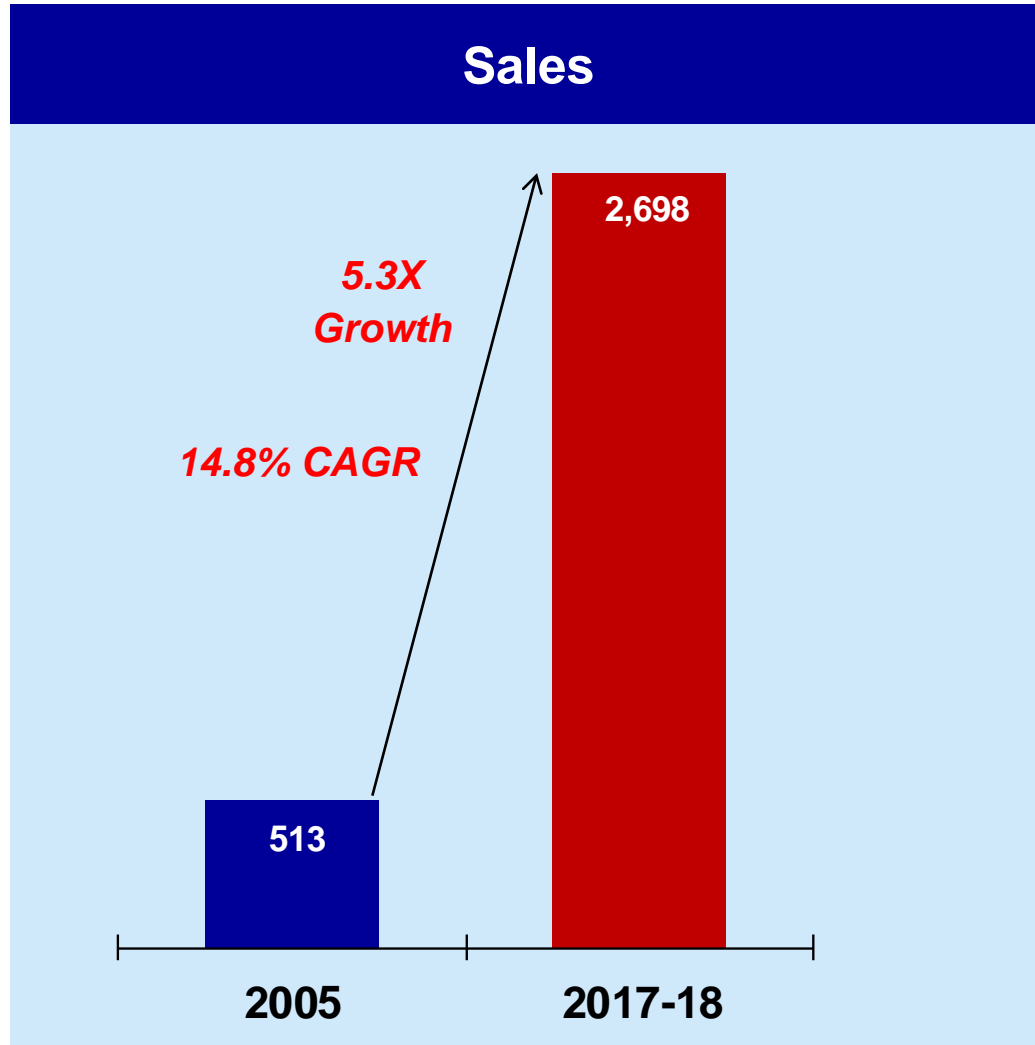


- HAIL Direct Presence in 20 Cities (50 Cities with HON)
- HAIL Channel Presence in 38 Cities (70 Cities with HON)

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Performance Track Record

(INR Crores)

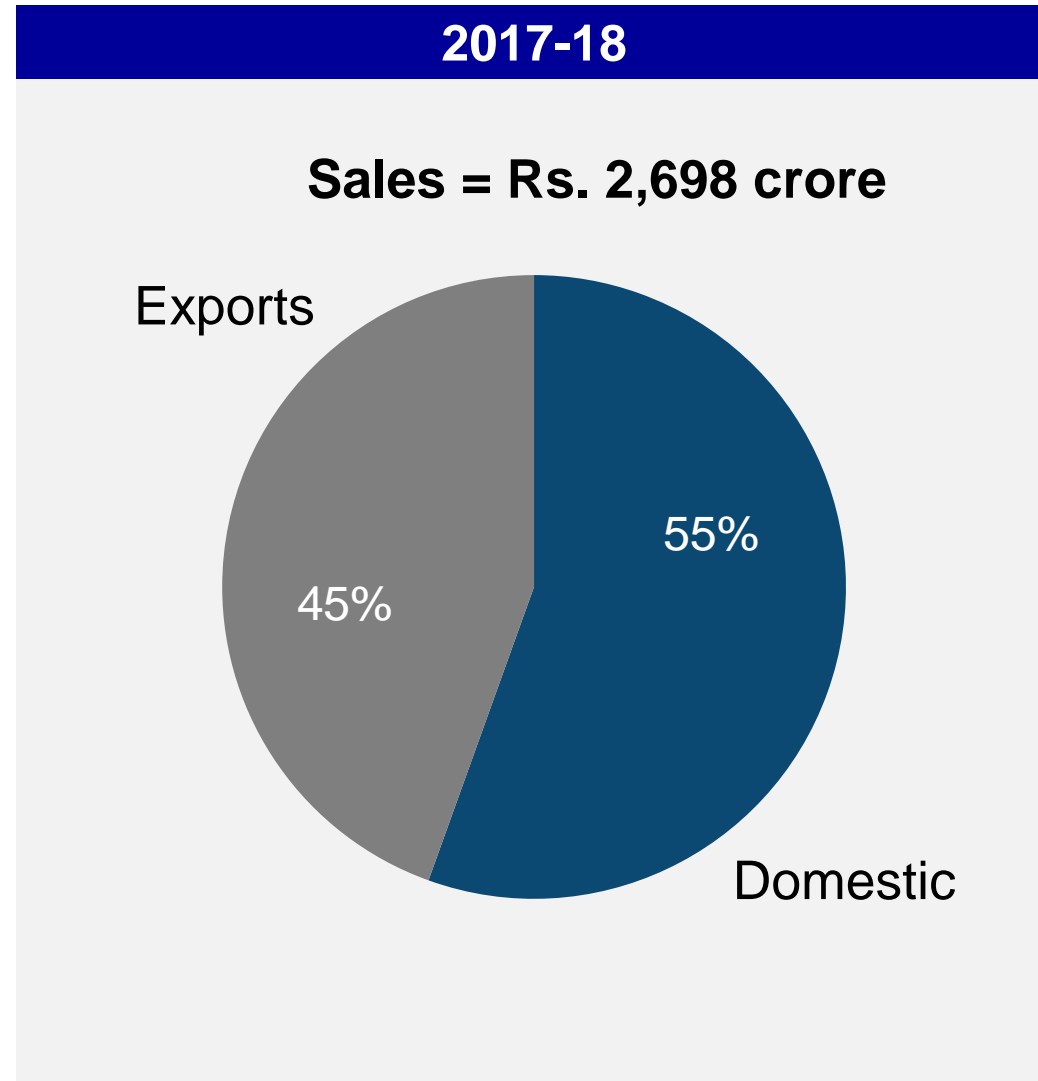
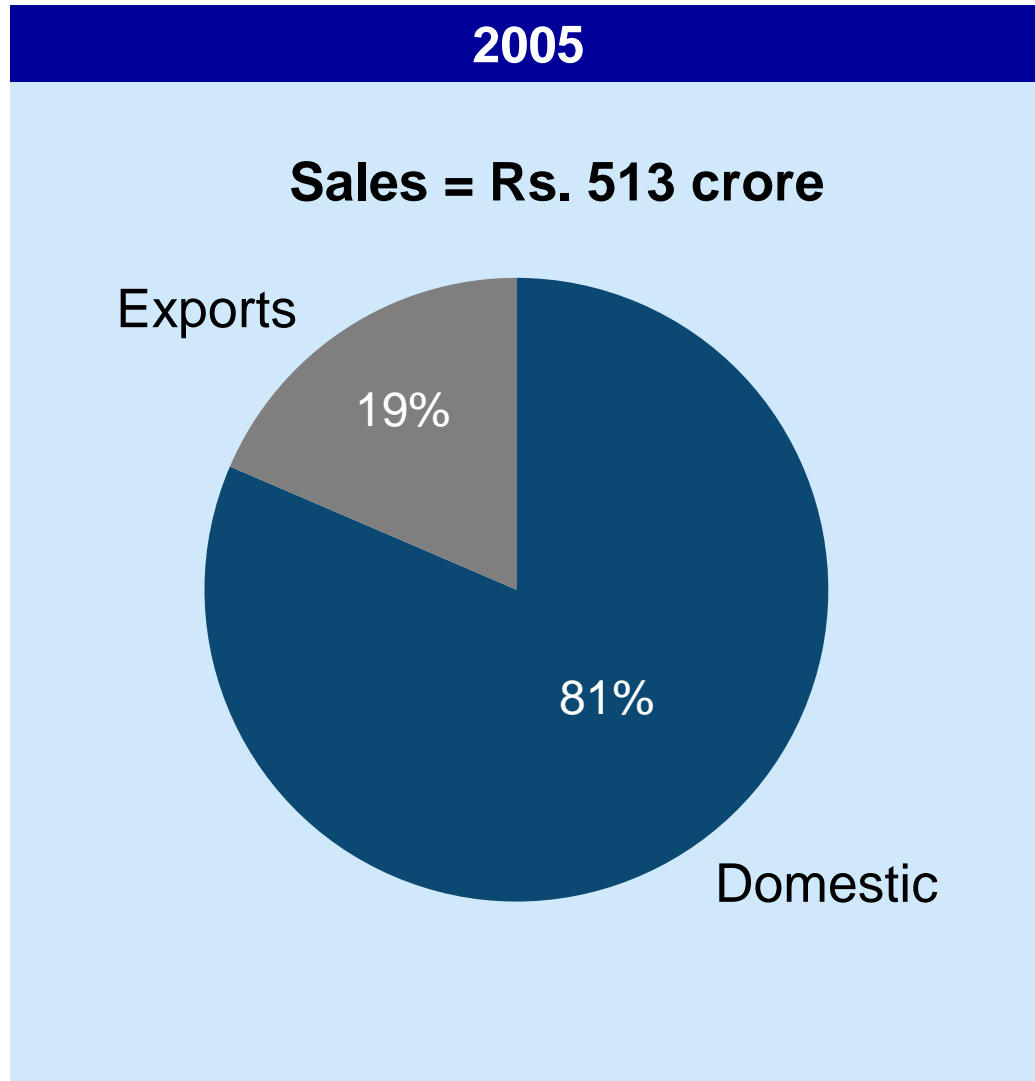


2005 numbers include Excise duty
CAGR denotes Compounded Annual Growth Rate

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Revenue By Destination











(INR Crores)



2005 numbers include Excise duty

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Corporate Social Responsibility

Program Progress	
FY2014-15 Rs 2.84cr + FY2015-16 Rs 3.03cr + FY2016-17 Rs 3.48cr + FY2017-18 Rs 4.69cr = Total Rs 14.04cr	<ul style="list-style-type: none"> Program: 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 Implementing partner: Safe Kids Foundation Geography: Pune Target: 425,000 students and 350,000 parents over FY2015-18 Results: 427,383 students and 284,323 parents to date  
	<ul style="list-style-type: none"> Program: Honeywell Science Experience is a hands-on science education program for middle and high school students and teachers in government schools Implementing partner: Agastya International Foundation Geography: Bengaluru, Gurugram, Pune, Delhi, NCR, Mysore, Madurai, Chennai, Hyderabad Target: 136,370 students and 783 teachers over FY2016-19 via 25 science centers, 35 mobile labs and 3,000 student mentors Results: 15 science centers, 13 mobile science labs, 1,600 student mentors, 64,370 students and 360 teachers to date  
	<ul style="list-style-type: none"> Program: 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 Implementing partner: SEEDS Geography: Delhi Target: 25,000 students, 40,000 parents, 1,000 teachers in 50 government schools over FY2017-20 Results: 965 students and 790 teachers to date  
	<ul style="list-style-type: none"> Program: Honeywell Safe Water Network Initiative provide access to safe drinking water in regions suffering from ground water contamination Implementing partner: Safe Water Network Geography: Telangana Target: 180,000 people via 60 safe water stations in FY2017-18 Results: 102,989 people via 33 safe water stations to date  
	<ul style="list-style-type: none"> 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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Building a Performance Culture

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

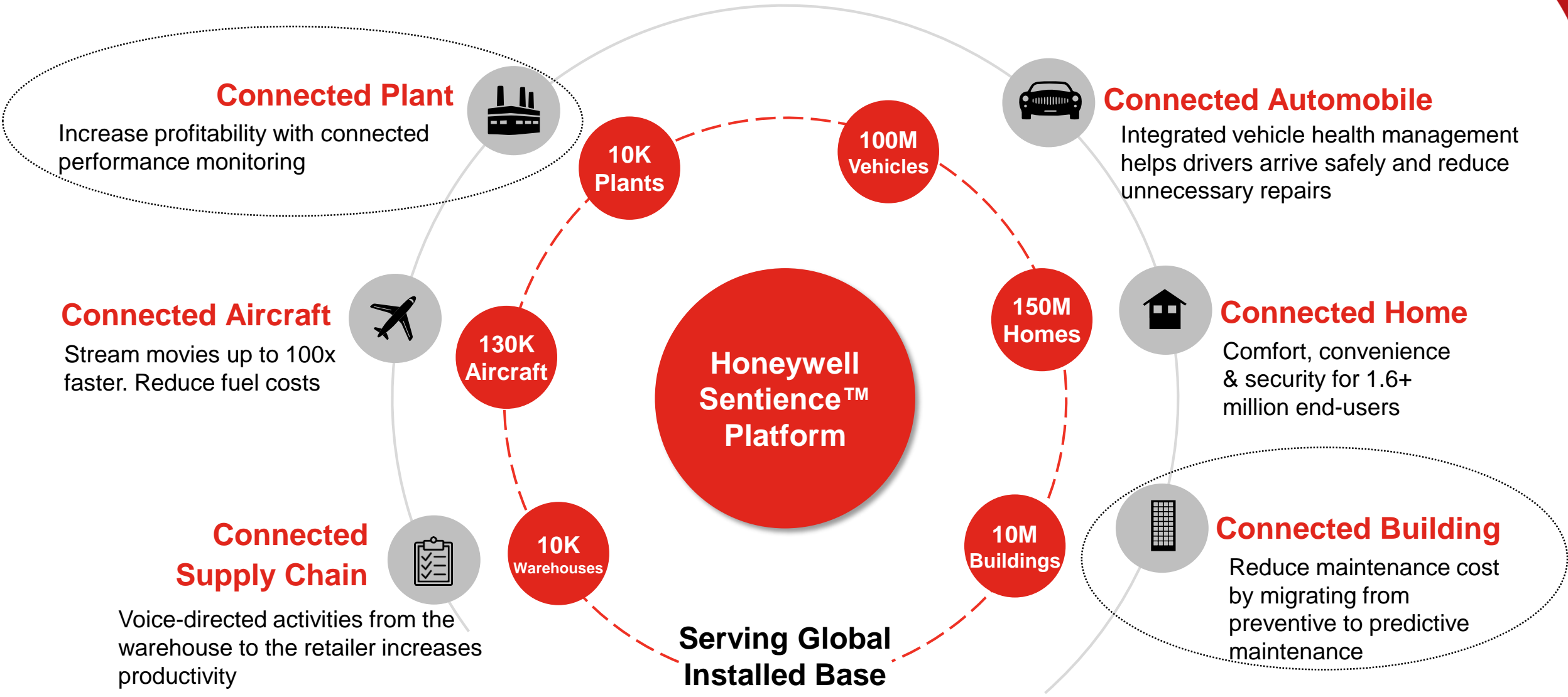
- Set high expectations
- Achieve things you and your team never thought possible

Become Your Best

- Seek and accept feedback
- Bounce back from disappointments

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Honeywell Connected Enterprise









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Business Update

2017-18 Performance

India Economic Indicators

	2015	2016	2017	2018E	Trend
• GDP Growth Rate¹	7%	7.3%	6.7%	7.3%	
• Fiscal Deficit²	3.9%	3.5%	3.5%	3.5%	
• US \$ / Rupee FX Rate³	66.32	67.95	63.85	69.24	
• Inflation⁴	5%	5.06%	3.60%	4.9%	
• Interest Rate⁵	6.75%	6.25%	6.00%	6.25%	
• Crude Oil Price (\$/bbl)⁶	36.61	54.96	66.73	70.00+	

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.

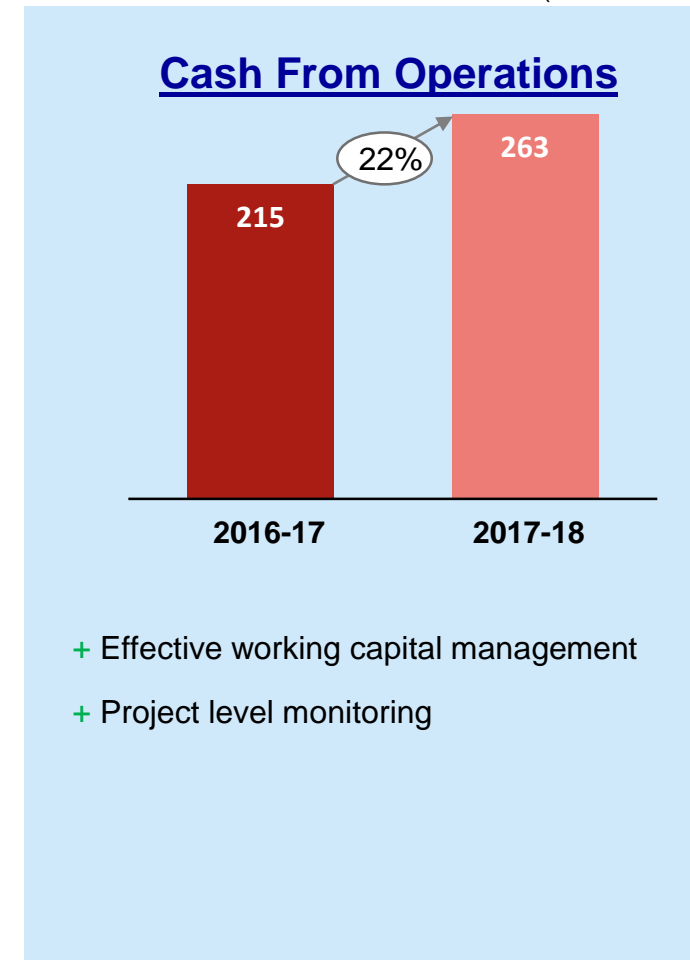
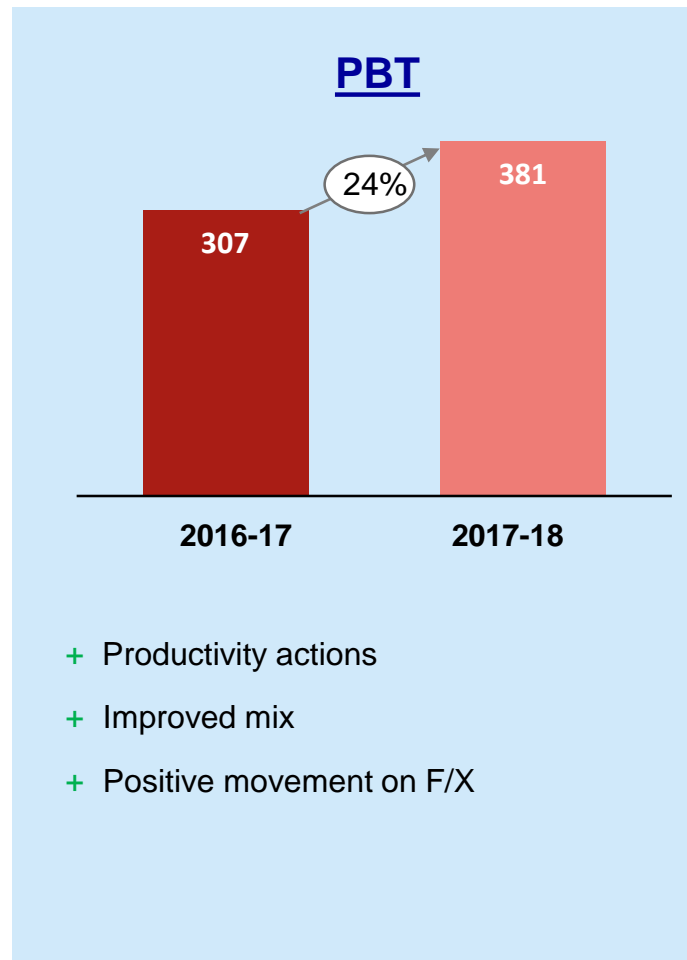
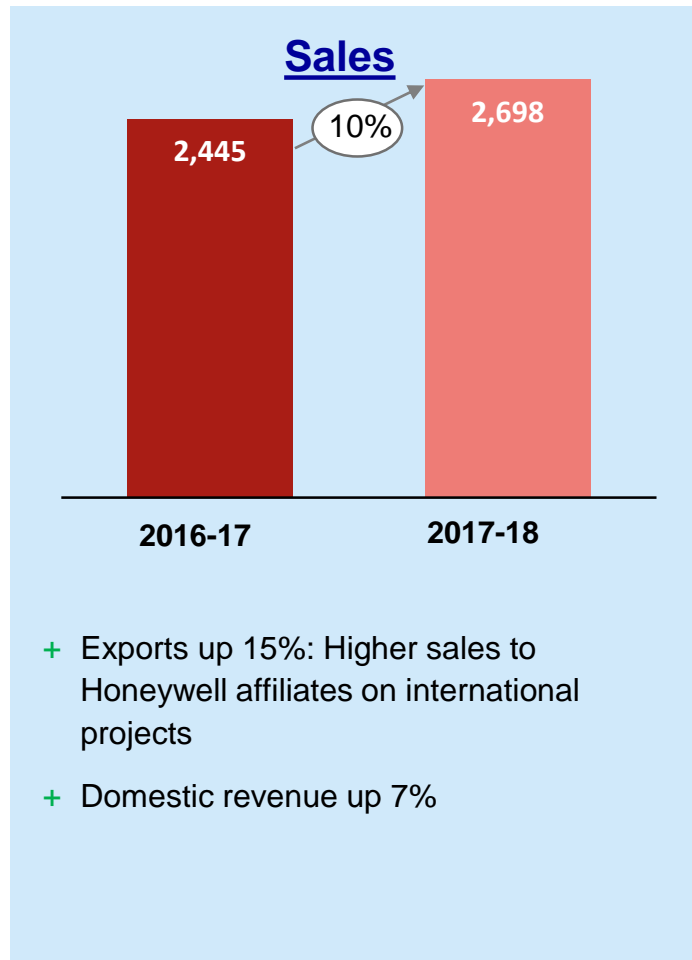
4. Historic data for CPI is taken from Ministry of Commerce data. 2018 projections are based on targets from RBI

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)

(INR Crores)



➤ Final Dividend @ Rs. 32/- per equity share was recommended by Board of Directors (Previous Year : Rs. 10/- per equity share)

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1Q 2018-19 Financials

(April – June 2018)

Quarterly Results

(INR Crores)

	Apr – Jun 2018 (Subjected to Limited Review)	Apr – Jun 2017 (Subjected to Limited Review)	Apr – Jun 2018 vs Apr – Jun 2017	FY 2017-18 (Audited)
Total Income from Operations	770.4	663.7	16%	2698.2
Total Expenses	653.7	587.6	11%	2350.0
Profit from Operations	116.7	76.1	53%	348.2
Other Income	24.6	8.7	184%	33
Profit before tax	141.3	84.8	67%	381.2
Tax Expense	49.6	29.4	69%	131.5
Net Profit after tax	91.7	55.4	66%	249.7
Net Profit after tax % to revenue	11.9%	8.3%	360 bps	9.3%

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Honeywell is building a smarter, safer,
and more sustainable world

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

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