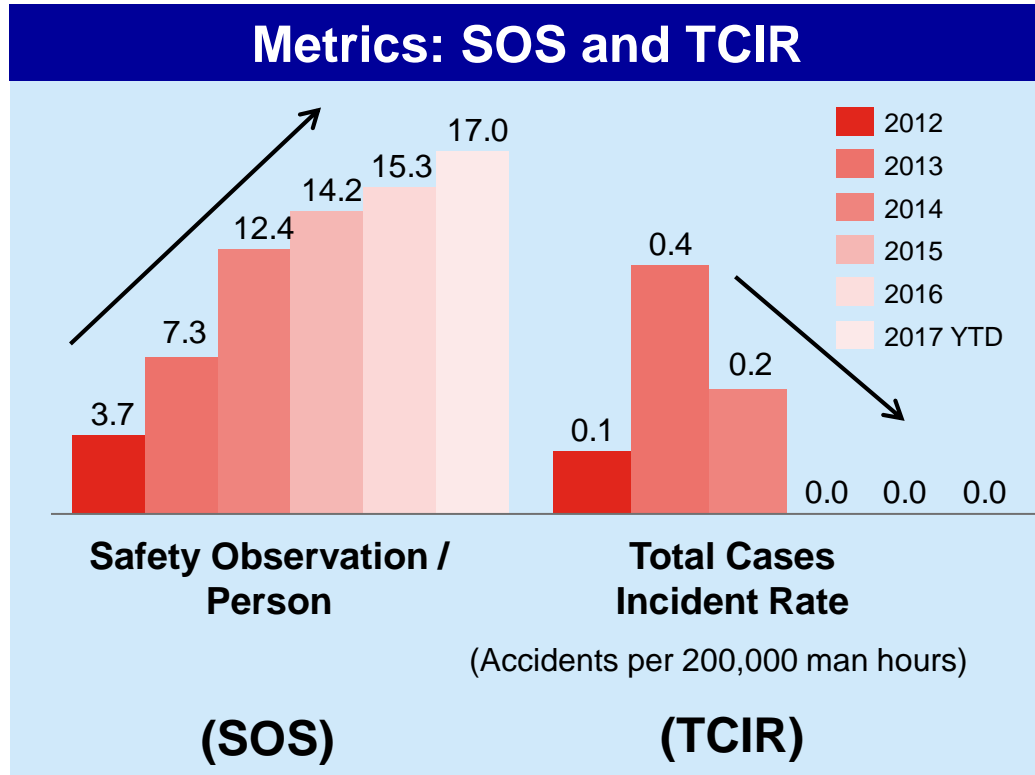


August 9, 2017 | **HONEYWELL AUTOMATION INDIA LTD**  
33<sup>rd</sup> Annual General Meeting

**Honeywell**  
THE POWER OF **CONNECTED**

# Health, Safety, and Environment



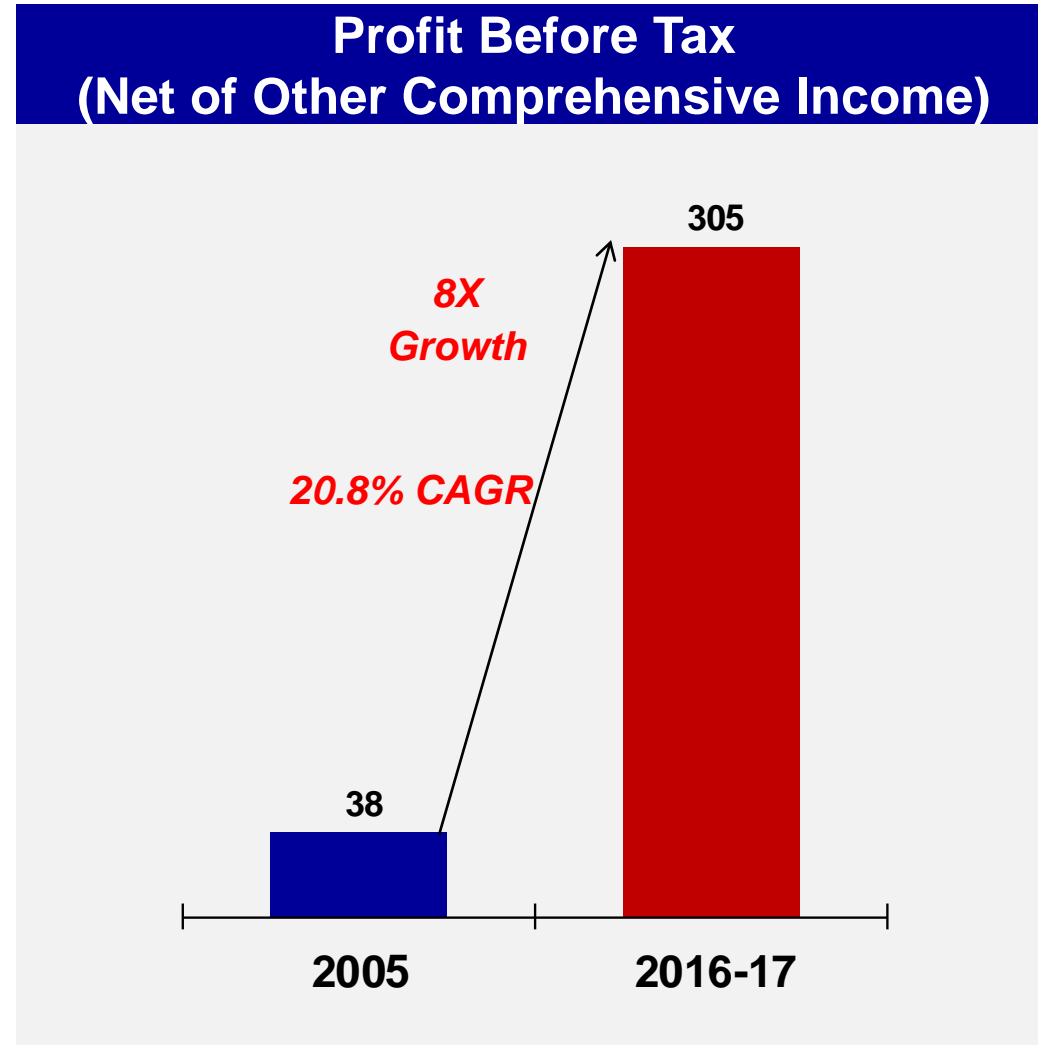
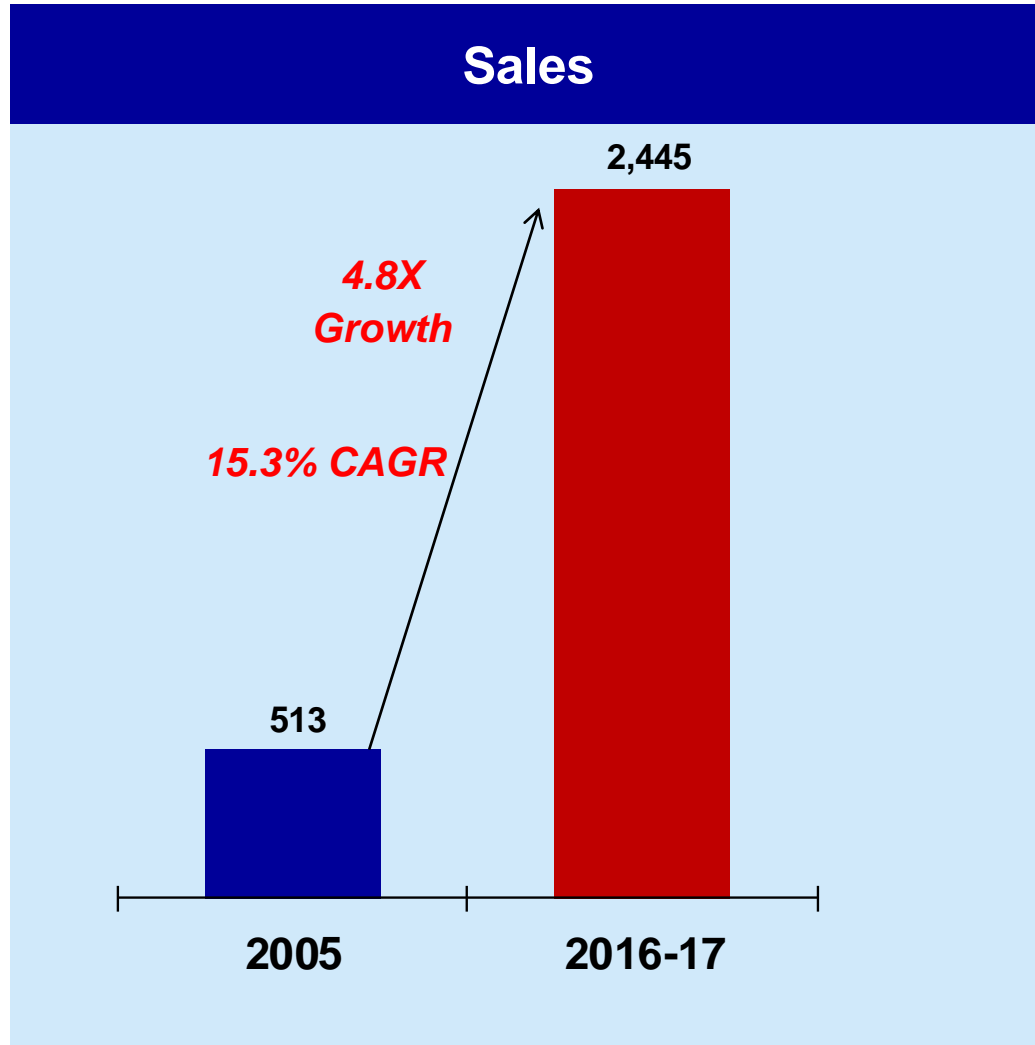
- ### Commitment
- SAFETY FOR:**
- 1 Our employees
  - 2 Our customers
  - 3 Our contractors
  - 4 Our society



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# Performance Track Record

(INR Crores)

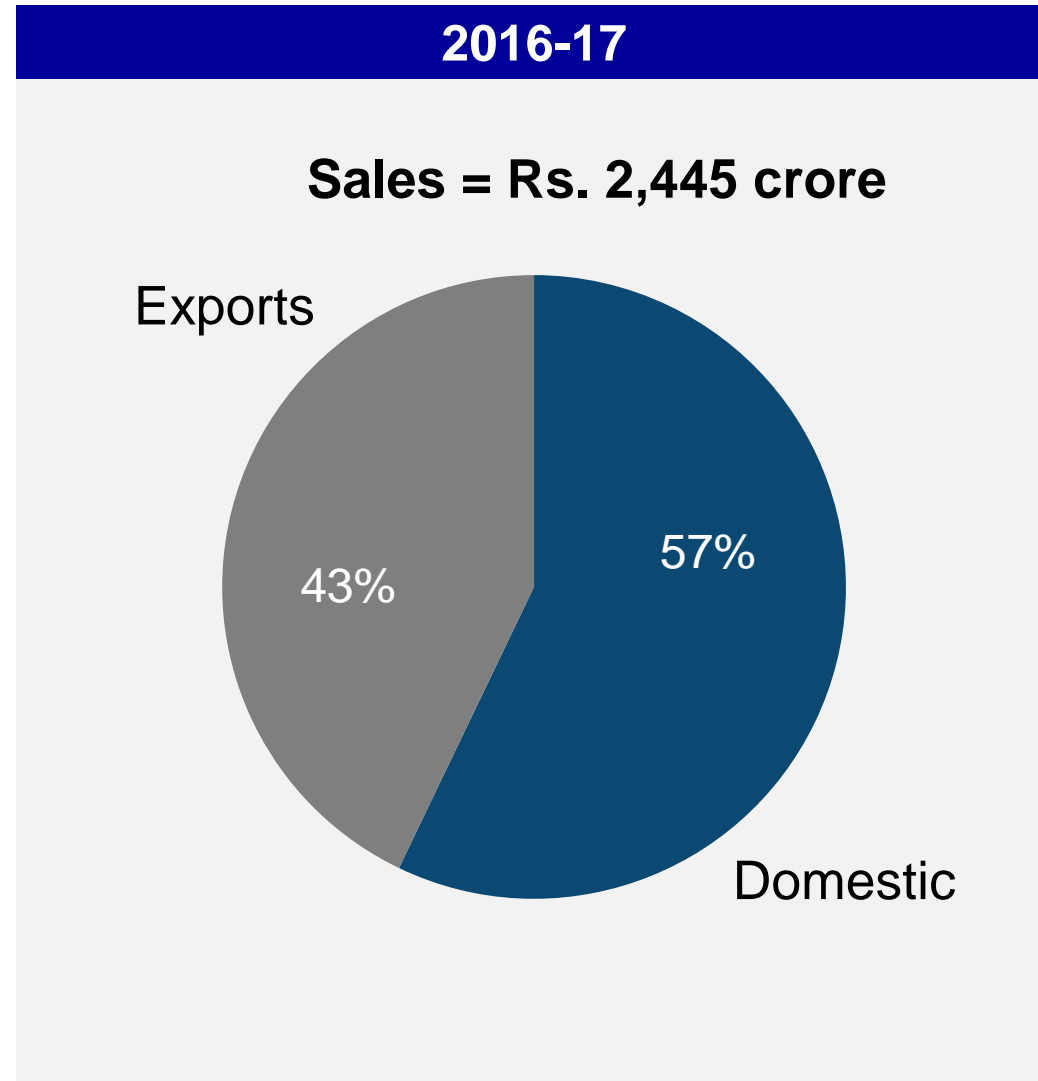
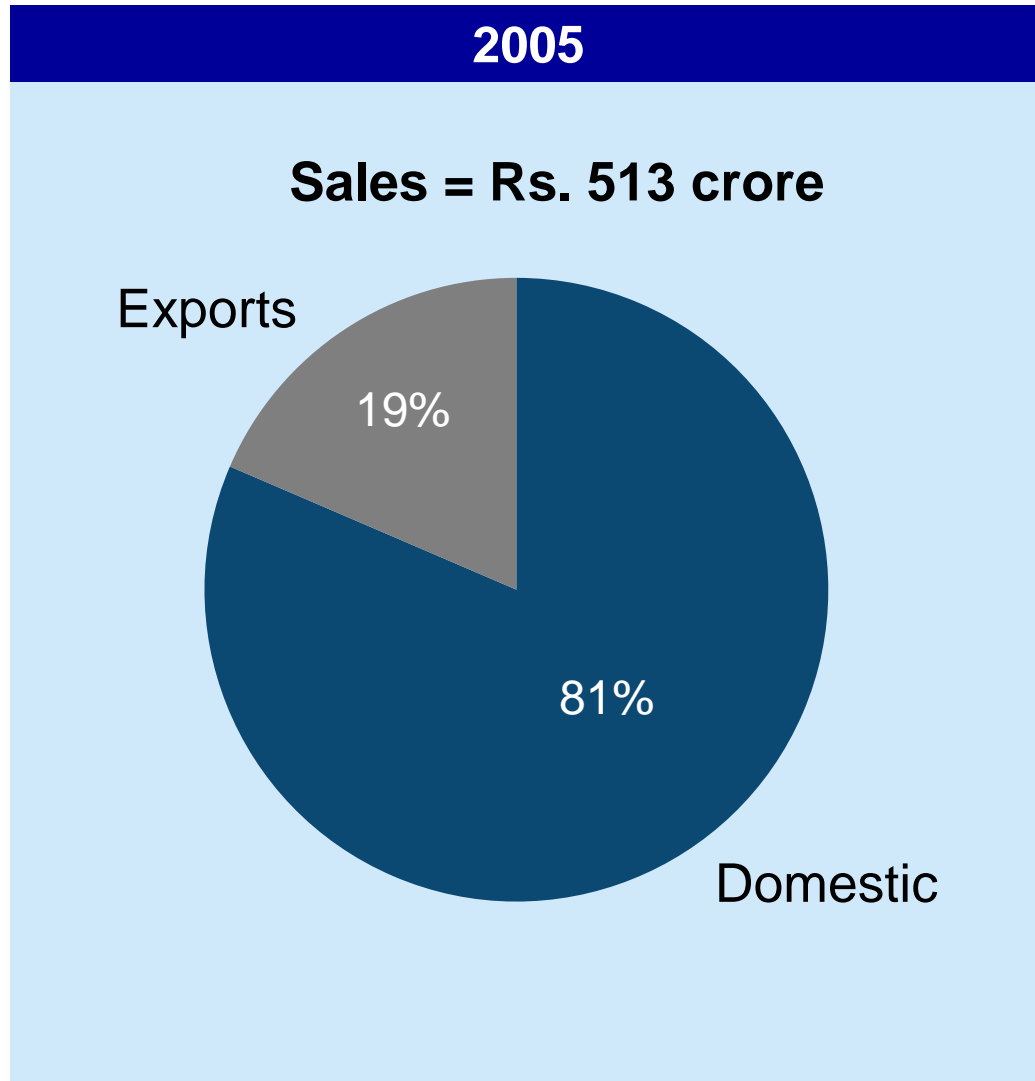


2005 numbers include Excise duty  
CAGR denotes Compounded Annual Growth Rate

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# Revenue By Destination







(INR Crores)



2005 numbers include Excise duty

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# HAIL Offerings

Domestic				Exports	
<ul style="list-style-type: none"> <li>Automation and control systems for process industries</li> <li>Lifecycle services</li> <li>Advanced solutions – simulation, optimisation</li> <li>Field instrumentation and solutions</li> </ul>	<ul style="list-style-type: none"> <li>Integrated Building Management Systems including HVAC, life safety and security</li> <li>Large, complex, integrated projects</li> <li>Energy saving performance contracts</li> </ul>	<ul style="list-style-type: none"> <li>Home comfort and energy solutions</li> <li>Building controls</li> <li>Field products</li> <li>Combustion controls</li> </ul>	<ul style="list-style-type: none"> <li>Packaged products</li> <li>Safety and limit switches</li> <li>Electronic sensing</li> <li>Gas sensors</li> <li>Optical scan engines</li> <li>Test &amp; measurement</li> </ul>	<ul style="list-style-type: none"> <li>Project Automation solutions: Experion and Safety System</li> <li>Field products and solutions, pressure, temperature transmitter, flow controllers</li> <li>Airport solutions group</li> </ul>	<ul style="list-style-type: none"> <li>Process automation</li> <li>Field instrumentation and design</li> <li>Building automation</li> <li>Development and software eng. services</li> </ul>
					

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.

# Strong Support From Honeywell To Drive Innovation

## Honeywell International Inc. Global Capabilities

### Honeywell Global Product Development

- Robust New Product Introductions (NPI) process
- Global R&D spend at 7% of sales

#### Key Examples:

- Attune Energy Management
- Smartline Transmitters
- LEAP Execution
- ComfortPoint™
- Orion console, Universal I/O
- TruStability sensors

### Honeywell Global Acquisitions

- 70+ Acquisitions Globally Since 2002
- Expansion Of Product Portfolio

#### Key Examples:

- Tridium
- Inncom
- Movilizer
- Xtralis
- Elster
- Intelligrated
- Com Dev

### Local Product Development (E4E)

- Access To HTS (Honeywell Technology Solutions) India Team Of 2,400+ Engineers
- More Than A Dozen Products Developed Within Last 2-3 years

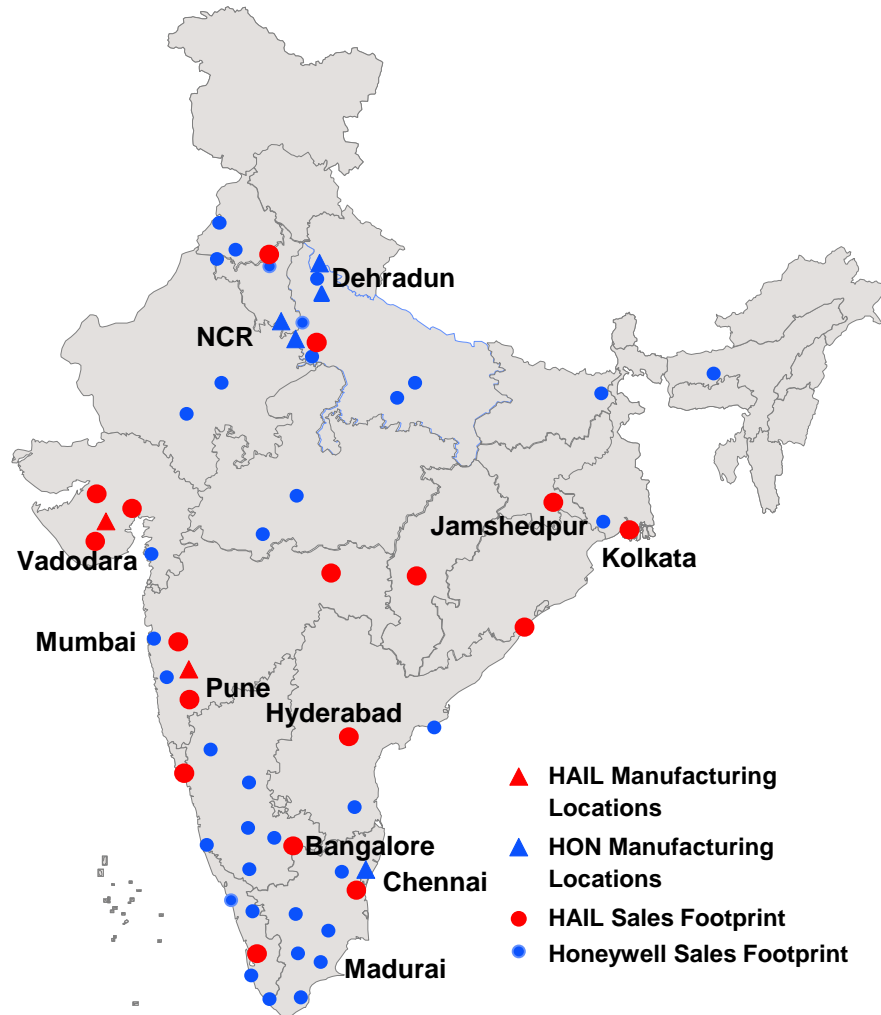
#### Key Examples:

- Dynamo Operations Suite
- DVM Express®
- DVM Hydra®
- Terminal Manager
- Networked Operating Centers
- Residential Plumbing Valves

## HAIL Businesses

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# Strong Reach Across India



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

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# Corporate Social Responsibility

## Program Progress

FY2014-15

Rs 2.84Cr



FY2015-16

Rs 3.03Cr



FY2016-17

Rs 3.39Cr



Total

Rs 9.26Cr

- 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 250,000 parents over FY2015-18
- Results:** 193,384 children and 157,748 parents to date.
- 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:** Bangalore, Gurgaon, Pune and Delhi
- Target:** 64,370 students and 360 teachers over FY2016-19
- Results:** 12 Science centers, 10 Mobile science labs, 747 Young instructor leaders, 48,870 students and 1,609 teachers
- Program:** Honeywell Safe Schools to drive disaster risk reduction capacity 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 children, 40,000 parents, 1,000 teachers in 50 government schools over FY2017-20
- Results:** Program launched on July 27, 2017
- 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:** 90,000 people via 30 safe water stations in FY2017-18
- Results:** Covered 17,330 people via 4 safe water stations till May 2017



Left: Fire drill through Safe Kids at Home Program

SAFE  
KIDS  
WORLDWIDE™

AGASTYA  
INTERNATIONAL FOUNDATION  
SUPPORTED BY S. JIVANUNAWALA FOUNDATION & OTHERS

Right: Young Instructor Leaders demonstrating science models



Left: Sensitizing children towards disaster risk mitigation

SEEDS

Safe  
WATER NETWORK

Right: iJal stations providing safe drinking water access to communities



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# Promoting HON Brand And Thought Leadership

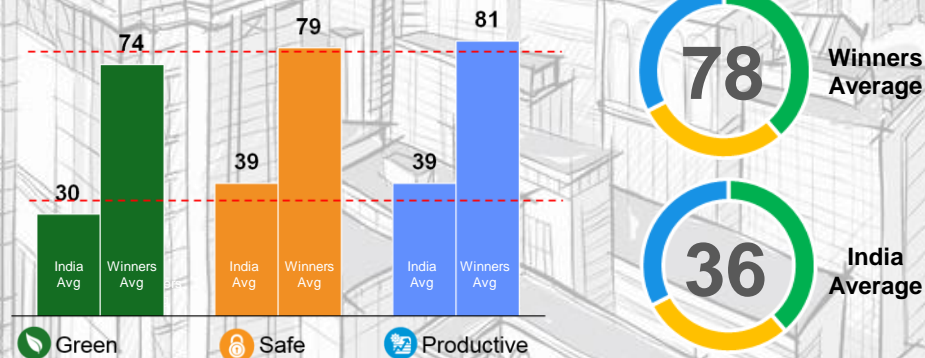
## Honeywell Smart Building Score™

Safe

Productive

Green

### India Smart Building Scores 2016



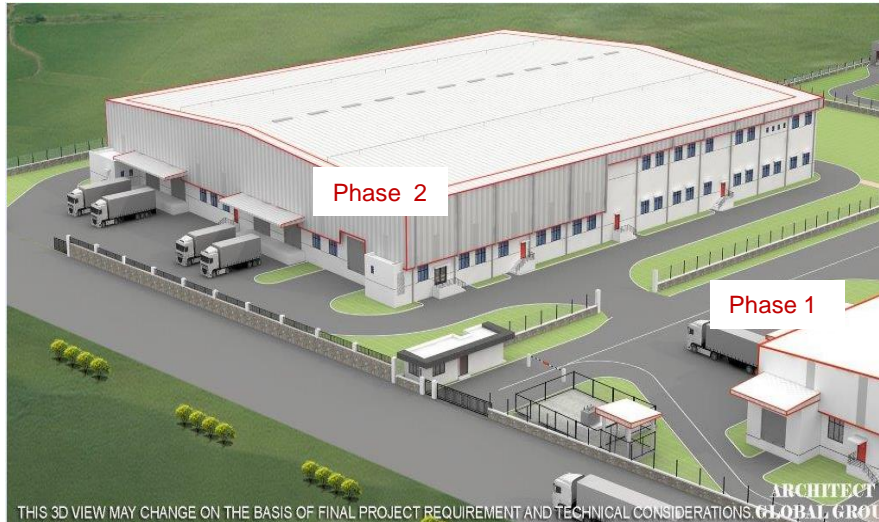
## Journey so far

- Strong Partnership With Industry Associations And Local Governments
- Growth Driver For Smart Buildings
- Awardees in over 10+ vertical categories in 2015 and 2016

## HSBS 2017

- Drive HSBS as a sales enablement tool
- Reach out to a broader base of stakeholders: Influencers, Channel partners, Govt.
- Drive net new customers and enhance Honeywell brand in the industry

# New Investment: Factory Expansion at Fulgaon, Pune



New facility adjacent to current factory

Area: 70K Sq Ft, in addition to existing 75K Sq Ft

Consolidation of warehouse and Customer Integration Centre

Will support future expansion of manufacturing

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# ***Business Update***

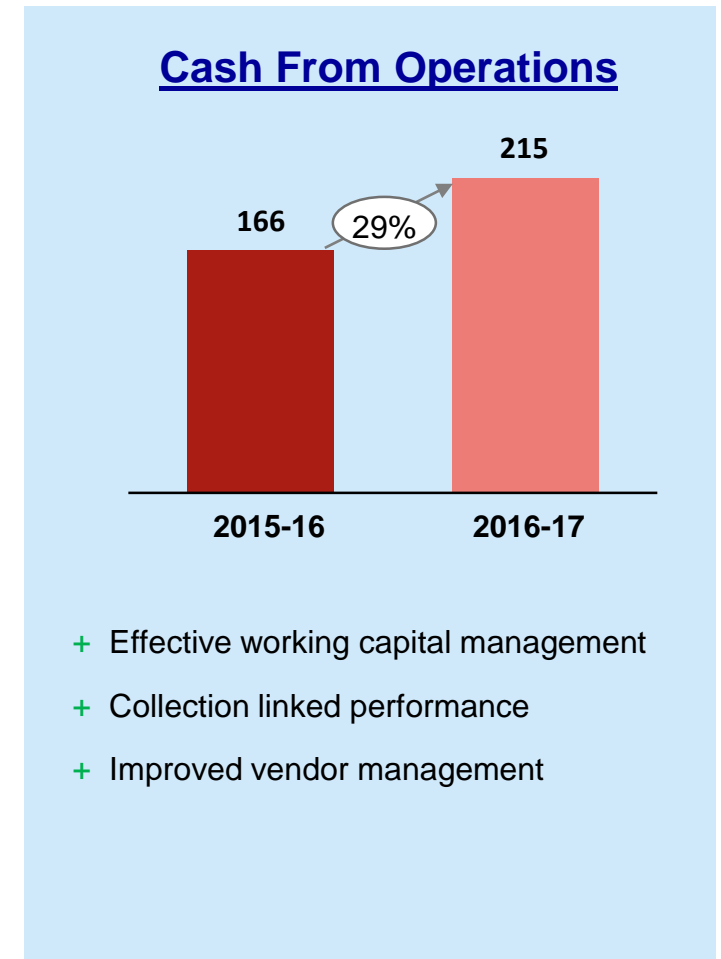
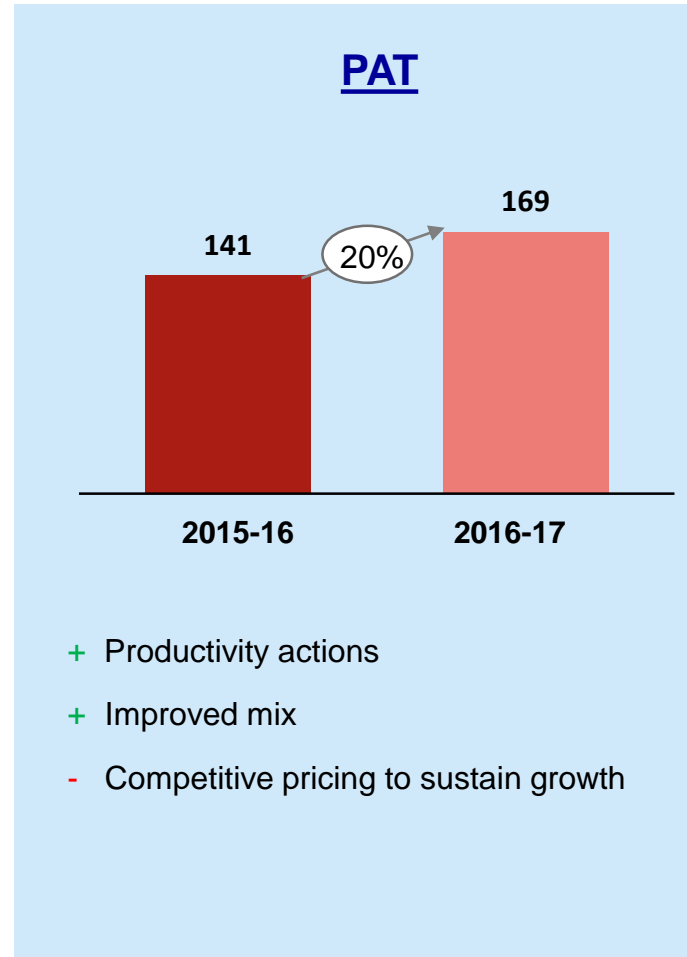
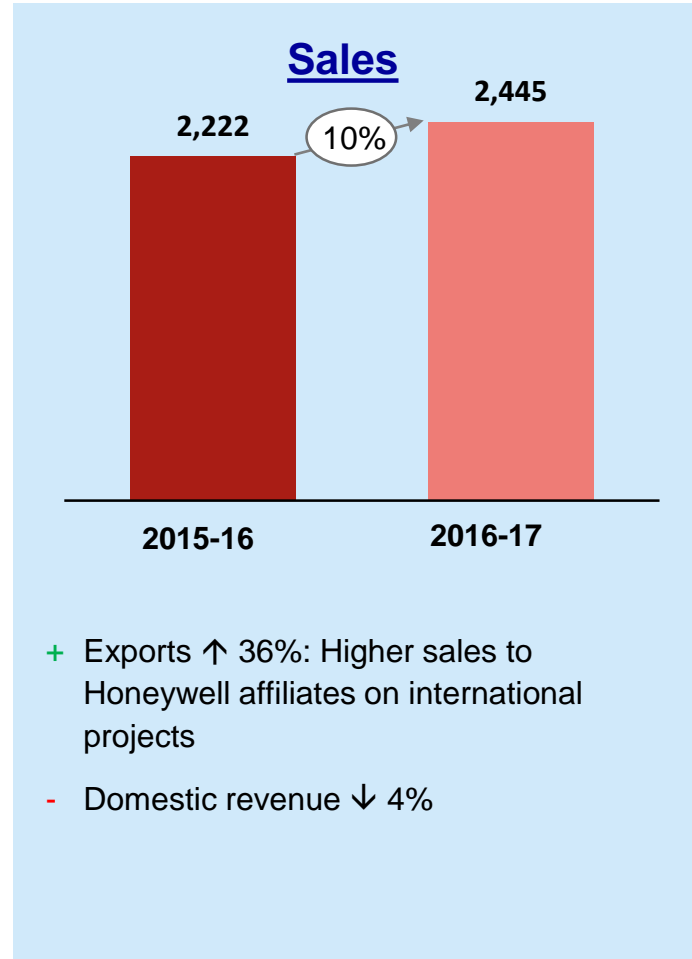
## ***2016-17 Performance***

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# HAIL Financial Performance (2016-2017)

(INR Crores)



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# ***1Q 2017-18 Financials***

## ***(April – June 2017)***

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# Quarterly Results

(INR Crores)

	Apr – Jun 2017 (Subjected to Limited Review)	Apr – Jun 2016 (Subjected to Limited Review)	Apr – Jun 2017 vs Apr – Jun 2016	FY 2016-17 (Audited)
<b>Total Income from Operations</b>	<b>663.7</b>	<b>572.1</b>	<b>16%</b>	<b>2444.7</b>
Total Expenses	587.6	527.3	11%	2175.4
<b>Profit from Operations</b>	<b>76.1</b>	<b>44.8</b>	<b>70%</b>	<b>269.3</b>
Other Income	8.7	13.7	-36%	38
<b>Profit before tax</b>	<b>84.8</b>	<b>58.5</b>	<b>45%</b>	<b>307.3</b>
Tax Expense	29.4	20.3	45%	137.8
<b>Net Profit after tax</b>	<b>55.4</b>	<b>38.2</b>	<b>45%</b>	<b>169.5</b>
<b>Net Profit after tax % to revenue</b>	<b>8.3%</b>	<b>6.7%</b>	<b>160 bps</b>	<b>6.9%</b>

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# India Economic Indicators

	2014	2015	2016	2017E	Trend
• <b>GDP Growth Rate<sup>1</sup></b>	6.9%	7%	7.3%	7.2%	
• <b>Fiscal Deficit<sup>2</sup></b>	4.0%	3.9%	3.5%	3.2%	
• <b>US \$ / Rupee FX Rate<sup>3</sup></b>	63.33	66.32	67.95	62.33	
• <b>Inflation<sup>4</sup></b>	7%	5%	5.06%	5-6%	
• <b>Interest Rate<sup>5</sup></b>	8.00%	6.75%	6.25%	6%	
• <b>Crude Oil Price (\$/bbl)<sup>6</sup></b>	62	36.61	54.96	51	

1. Historic data is taken from MOSPI and based on Calendar Year (Jan-Dec) cycle. 2017 projections are based on IMF and OECD forecasts.

2. Historic data is taken from Moneycontrol, Reuters and Financial Express. 2017 projections are based on Union Budget for FY18

3. Historic data is the closing rate on the last working day of the year. 2017 projections are based on forecasts from Marketexpress and Dollarupee.

4. Historic data for CPI is taken from Ministry of Commerce data. 2017 projections are based on targets from RBI

5. Historic data is the repo rate on the last working day of the year. 2017 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.

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