Who is Honeywell?

$39.1B in sales*

55% sales outside U.S.

• 1,300 sites
• 70 countries
• 131,000 employees
• Morristown, NJ headquarters
• Fortune 100

*2013 guidance, April 2013

Automation and Control Solutions

Aerospace

Performance Materials and Technologies
Honeywell Businesses

**Performance Materials and Technologies**

- $10B sales

**Automation and Control Solutions**

- $13.5B sales

**Aerospace and Transportation Systems**

- $15.7B sales

Based on 2013 sales figures
PMT Businesses

**HPS**
Process Automation
Controls, Devices & Solutions

**FP**
LGWP Platform
Refrigerants, Foams, Gases, Solvents

**UOP**
Process Technology
Licensor, Equipment & Materials

**SP**
Specialty Materials
Additives, Films, Fibers, Chemicals

**R&C**
Resins & Chemicals
Nylon, Fertilizers, Intermediates

**HEM**
Electronic Materials
Chemicals, Polymers, Targets, Metals

Technology Leadership Driving Performance for our Customers
Honeywell Process Solutions Profile

Profile

- Operates in more than 120 countries around the world
- $3.1B Revenue
- 11,500 Employees
- 5,000 Engineers

Strengths

- Trusted long-term partner
- Game-changing automation technology optimizes performance
- Continuous evolution approach maintain intellectual assets
- Revolutionary approach to project execution
- Outcome-based solutions to optimize assets
- Smart and connected field instrumentation
- Global expertise and local service

Global Leader in Process Automation Industry
# Honeywell Process Solutions Profile

## Offerings

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<th>Offering</th>
<th>Description</th>
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<td><strong>Projects &amp; Automation Solutions</strong></td>
<td>Integrated automation solutions and project execution for new and existing plants</td>
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<td><strong>Engineered Field Solutions</strong></td>
<td>Oil and gas control and measurement for transportation, terminals and marine</td>
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<td><strong>Lifecycle Solutions &amp; Services</strong></td>
<td>Maintenance and continuous evolution services</td>
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<td><strong>Field Products</strong></td>
<td>Smart measurement &amp; control instruments</td>
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<td><strong>Advanced Solutions</strong></td>
<td>Outcome-based software solutions and engineering services</td>
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Serving Multiple Industries

Our solutions are installed at more than 10,000 sites around the world.

- Refining & Petrochemical
- Chemicals
- Power Generation
- Oil & Gas
- Minerals, Metals & Mining
- Pulp & Paper
Continuous Evolution and Services

Unequaled Breadth and Depth of Service

- Over 2000 service technicians
- 18 major support centers worldwide
- 200+ local offices
- 70+ cyber security experts globally

Increased Value and Reduced Total Cost of Ownership
Continuous Evolution and Services

Honeywell 40+ years of life – avoids costly rip and replace

40 Years Ago

30 Years Ago

20 Years Ago

Today

Comprehensive, proactive service coverage to:

- Align outcomes with your business and operational goals
- Address labor attrition / retention issues
- Assure results with established baseline and defined metrics

Support
Maintain
Optimize
Change

Assurance 360

Improved System Performance and Reliability
# Introduction to Offerings

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<th><strong>Industrial Cyber Security Solutions</strong></th>
<th><strong>Full Spectrum of Solutions Covered:</strong></th>
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<td>• Advanced Solutions (AS)</td>
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<td>(Plan, Upgrade, Migrate)</td>
<td>• Distributed Control System (DCS)</td>
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<td>• Quality Control Systems (QCS)</td>
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<td><strong>Maintenance Services</strong></td>
<td>• Ethernet Based (Open) Networks</td>
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<td>(Parts and Labor)</td>
<td>• Field Instrumentation (FI)</td>
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<td>• Small Systems / PLC / SCADA</td>
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<td><strong>Lifecycle Service Models</strong></td>
<td>• Safety Instrumented Systems (SIS)</td>
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<td>• Third Party Systems</td>
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<td><strong>Technical Support Services</strong></td>
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Our industrial cyber security solutions help critical infrastructure sectors defend the availability, reliability and safety of their industrial automation control systems.

- Assessments and Audits
- Architecture and Design
- Network Security
- Endpoint Protection
- Situational Awareness
- Response and Recovery
- Managed Services
- Cyber Security Risk Manager*

* Planned for 2015
Our continuous evolution approach to system modernization emphasizes planning for the future while extending system life.

- Assessments, studies and tools
- Hardware upgrades
  - Kits and enhancements
  - Refresh
- Software upgrades and updates
- System migrations
With our flexible and comprehensive service offerings, we become a partner in maintaining your system.*

- Performance assessments and monitoring
- Labor services
  - Proactive and preventive
- Software support
- Parts support
  - Parts holding
  - Replacement

* Includes network-connected third party equipment
Lifecycle Service Models

Services designed to deliver the lowest Total Cost of Ownership.

**Outcome-based services**
- Assurance 360
  - Optima
  - Performa

**Predictable support programs aligned to customer’s support plans**
- Solution Enhancement Support Program
  - Value Remote Plus
  - Value Plus
  - Support Flex
  - Software Flex
Technical Support Services

We’re there when you need us with global resources to help you over the phone, through remote connectivity or on-site.

- Global Technical Assistance Center (GTAC)*
- Problem resolution
  - On-site
  - Remote

* Included as part of an SESP program
We offer flexible training solutions for any program at any level of the workforce.

- Automation College product training
- Competency management
- Training needs assessments
- Internships
- Training management contracting
Honeywell Stands Out

Honeywell has **over 2,000 service engineers** and **18 major support centers worldwide** to be your local service provider, globally.

Honeywell has an unmatched track record of **40 years+** of **system support** and **continuous evolution**.

Honeywell is a leader in industrial cyber security with **unparalleled experience** and expertise, **end-to-end solutions** and **advanced technology**.

Honeywell provides the most comprehensive support offering in the industry with **Assurance 360**.
Thank you