

2017 FACT SHEET

Honeywell
THE POWER OF **CONNECTED**

Honeywell At A Glance

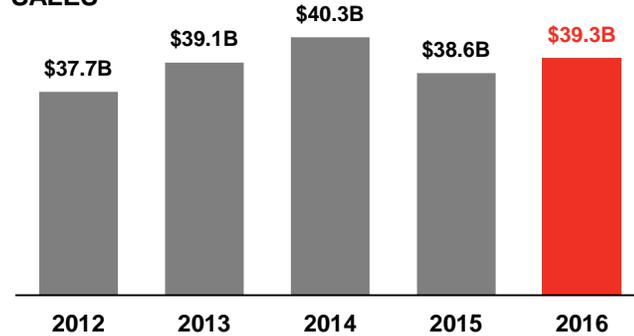
Honeywell is building a smarter, safer, and more sustainable world.

That's the power of connected. That's the power of Honeywell.

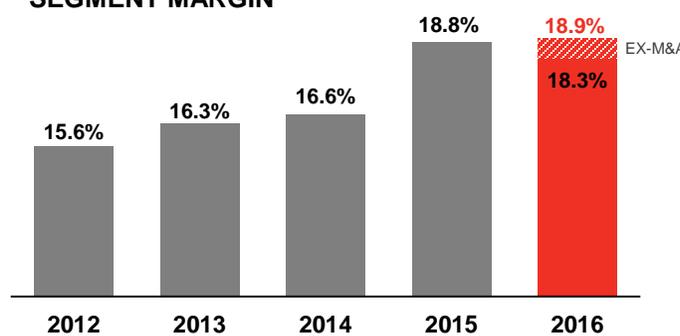
BALANCED CAPITAL DEPLOYMENT



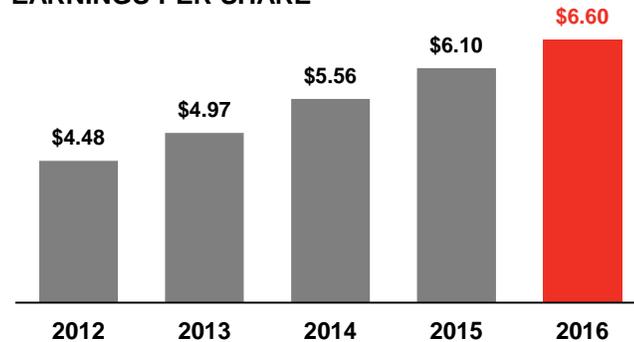
SALES



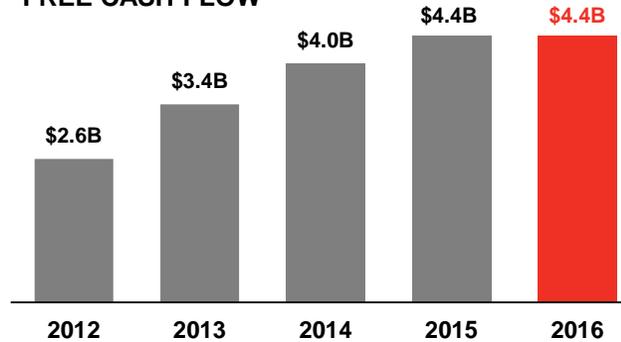
SEGMENT MARGIN



EARNINGS PER SHARE

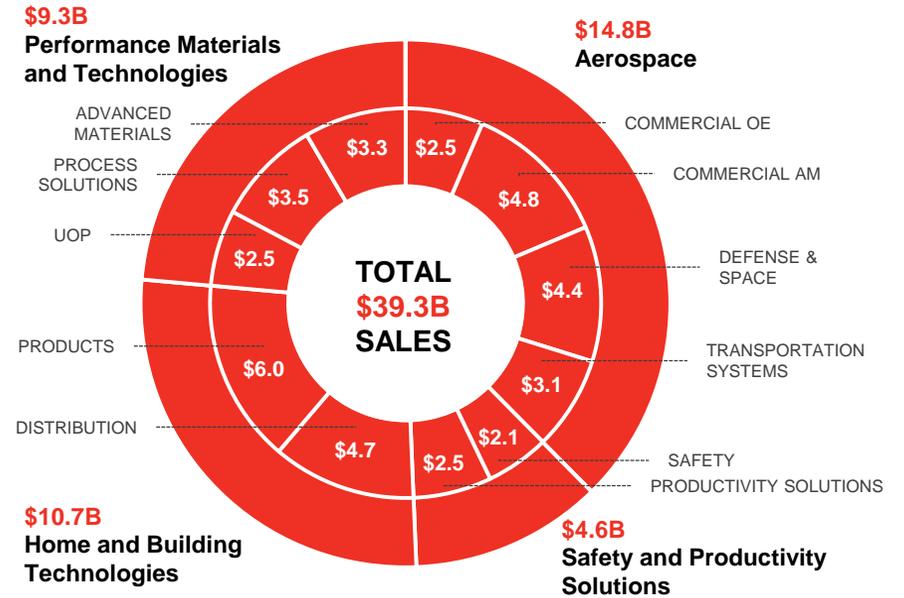


FREE CASH FLOW

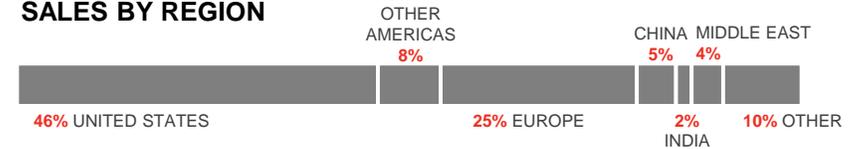


EPS Excludes Pension Mark-To-Market Adjustment And 2016 EPS Excludes Fourth Quarter Debt Refinancing Charges; FCF = Cash Flow From Operations Less Capital Expenditures
Our Reconciliations Of Non-GAAP Measures To GAAP Measures Accompany This Document And Are Also Available At www.Honeywell.com/Investor

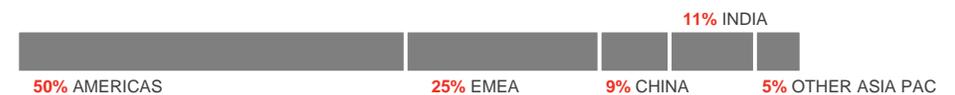
2016 OVERVIEW



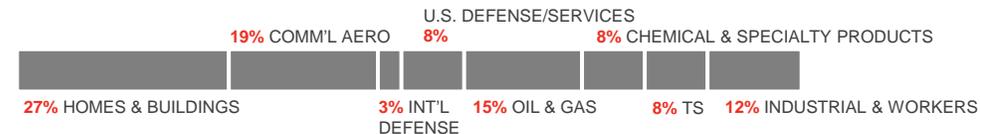
SALES BY REGION



ORGANIZATIONAL FOOTPRINT



SALES BY END MARKET



Honeywell

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Honeywell Businesses At A Glance

Aerospace

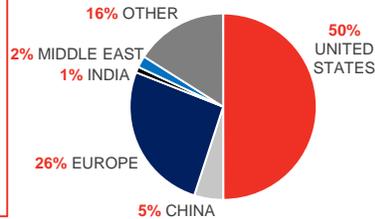
Pioneering The Connected Aircraft

With comprehensive offerings ranging from **wheels and brakes** and **propulsion to cockpit systems** and **satellite communications**, our products are used on virtually every commercial and defense aircraft platform. We also design and manufacture **world-class turbochargers** that help enable vehicle performance and fuel efficiency.

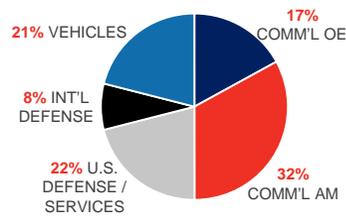
2016 Sales
\$14.8B

2016 Segment Margin
20.3%

Sales By Region



Sales By End Market



Home And Building Technologies

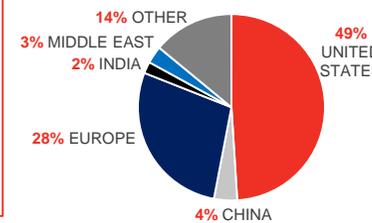
Connecting Homes And Buildings

Our products, software and technologies are in more than 150 million homes and 10 million buildings worldwide helping customers control their comfort, security, and energy use, with technologies ranging from **environmental and building controls** to **security and fire alarm systems** and **smart grid solutions**.

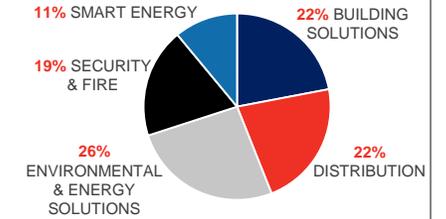
2016 Sales
\$10.7B

2016 Segment Margin
15.8%

Sales By Region



Sales By End Market



Performance Materials And Technologies

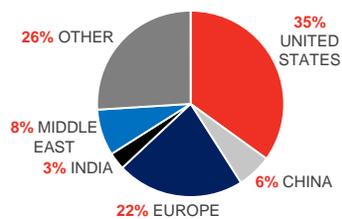
Winning In All Oil Market Cycles

We develop **advanced materials, process technologies, automation solutions,** and **industrial software** that are revolutionizing industries around the world. Our products help lower global warming potential and reduce emissions while enabling our customers to produce cleaner fuels, improve operational efficiency, and increase throughput capacity.

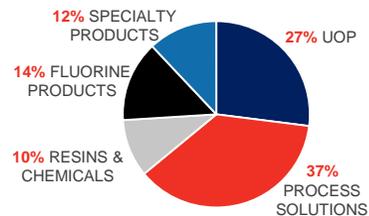
2016 Sales
\$9.3B

2016 Segment Margin
22.1%

Sales By Region



Sales By End Market



Safety And Productivity Solutions

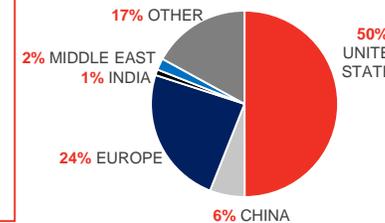
Driving Worker And Warehouse Productivity

We provide **scanning and mobile computers, warehouse automation,** and **printing and media solutions** that improve enterprise and workflow performance, increase worker productivity, and enrich operational intelligence with data-driven insights. We also provide **personal protective equipment** to enhance workplace safety.

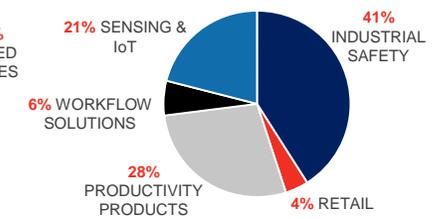
2016 Sales
\$4.6B

2016 Segment Margin
14.7%

Sales By Region



Sales By End Market



Appendix
Reconciliation Of Non-GAAP Measures
To GAAP Measures

Reconciliation Of Segment Profit To Operating Income And Calculation Of Segment Profit and Operating Income Margins

(\$M)	2012	2013	2014	2015	2016
Segment Profit	\$5,879	\$6,351	\$6,696	\$7,256	\$7,186
Stock Based Compensation ⁽¹⁾	(170)	(170)	(187)	(175)	(184)
Repositioning and Other ^(1, 2)	(488)	(699)	(634)	(576)	(679)
Pension Ongoing (Expense)/Income ⁽¹⁾	(36)	90	254	430	601
Pension Mark-to-Market Expense ⁽¹⁾	(957)	(51)	(249)	(67)	(273)
OPEB (Expense)/Income ⁽¹⁾	(72)	(20)	(49)	(40)	32
Operating Income	\$4,156	\$5,501	\$5,831	\$6,828	\$6,683
Segment Profit	\$5,879	\$6,351	\$6,696	\$7,256	\$7,186
÷ Sales	\$37,665	\$39,055	\$40,306	\$38,581	\$39,302
Segment Profit Margin %	15.6%	16.3%	16.6%	18.8%	18.3%
Operating Income	\$4,156	\$5,501	\$5,831	\$6,828	\$6,683
÷ Sales	\$37,665	\$39,055	\$40,306	\$38,581	\$39,302
Operating Income Margin %	11.0%	14.1%	14.5%	17.7%	17.0%

(1) Included in cost of products and services sold and selling, general and administrative expenses.

(2) Includes repositioning, asbestos, environmental expenses and equity income adjustment.

Reconciliation Of EPS To EPS, Excluding Pension Mark-To-Market Expense And Debt Refinancing Expense

	<u>2012⁽¹⁾</u>	<u>2013⁽²⁾</u>	<u>2014⁽³⁾</u>	<u>2015⁽⁴⁾</u>	<u>2016⁽⁵⁾</u>
EPS	\$3.69	\$4.92	\$5.33	\$6.04	\$6.20
Pension Mark-to-Market Expense	0.79	0.05	0.23	0.06	0.28
Debt Refinancing Expense	-	-	-	-	0.12
EPS, Excluding Pension Mark-to-Market Expense and Debt Refinancing Expense	<u>\$4.48</u>	<u>\$4.97</u>	<u>\$5.56</u>	<u>\$6.10</u>	<u>\$6.60</u>

(1) Utilizes weighted average shares of 791.9 million. Pension mark-to-market expense uses a blended tax rate of 35.0%.

(2) Utilizes weighted average shares of 797.3 million. Pension mark-to-market expense uses a blended tax rate of 25.5%.

(3) Utilizes weighted average shares of 795.2 million. Pension mark-to-market expense uses a blended tax rate of 28.1%.

(4) Utilizes weighted average shares of 789.3 million. Pension mark-to-market expense uses a blended tax rate of 36.1%.

(5) Utilizes weighted average shares of 775.3 million. Pension mark-to-market expense uses a blended tax rate of 21.3% and debt refinancing expenses uses a tax rate of 26.5%

Reconciliation Of Cash Provided By Operating Activities To Free Cash Flow And Calculation Of Free Cash Flow Conversion

<i>(\$M)</i>	2012	2013	2014	2015	2016
Cash Provided by Operating Activities	\$3,517	\$4,335	\$5,080	\$5,519	\$5,498
Expenditures for Property, Plant and Equipment	(884)	(947)	(1,094)	(1,073)	(1,095)
Free Cash Flow	<u>\$2,633</u>	<u>\$3,388</u>	<u>\$3,986</u>	<u>\$4,446</u>	<u>\$4,403</u>