



The power and potential of strategic alliances



a place of mind

Leon Hawkins
Business Development Leader

Honeywell



Honeywell International
Who We Are
What We Do

Honeywell Helps Customers Address Megatrends



Aviation & Defense



Automotive & Transportation



Buildings, Construction & Maintenance



Chemicals, Specialty Materials & Fertilizers



Consumer & Home



Efficiency, Energy & Utilities



Healthcare & Medical



Fire Protection & First Responder

Honeywell



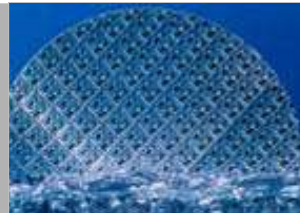
Oil & Gas, Refining, Petrochemicals & Biofuels



Industrial Process Control



Manufacturing



Safety & Security



Scanning & Mobile Productivity

Energy, Safety & Security

Honeywell's Broad Portfolio

Automation and
Control Solutions

43%

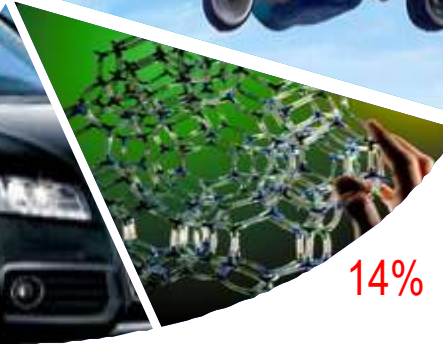


Aerospace
31%

Transportation Systems 12%



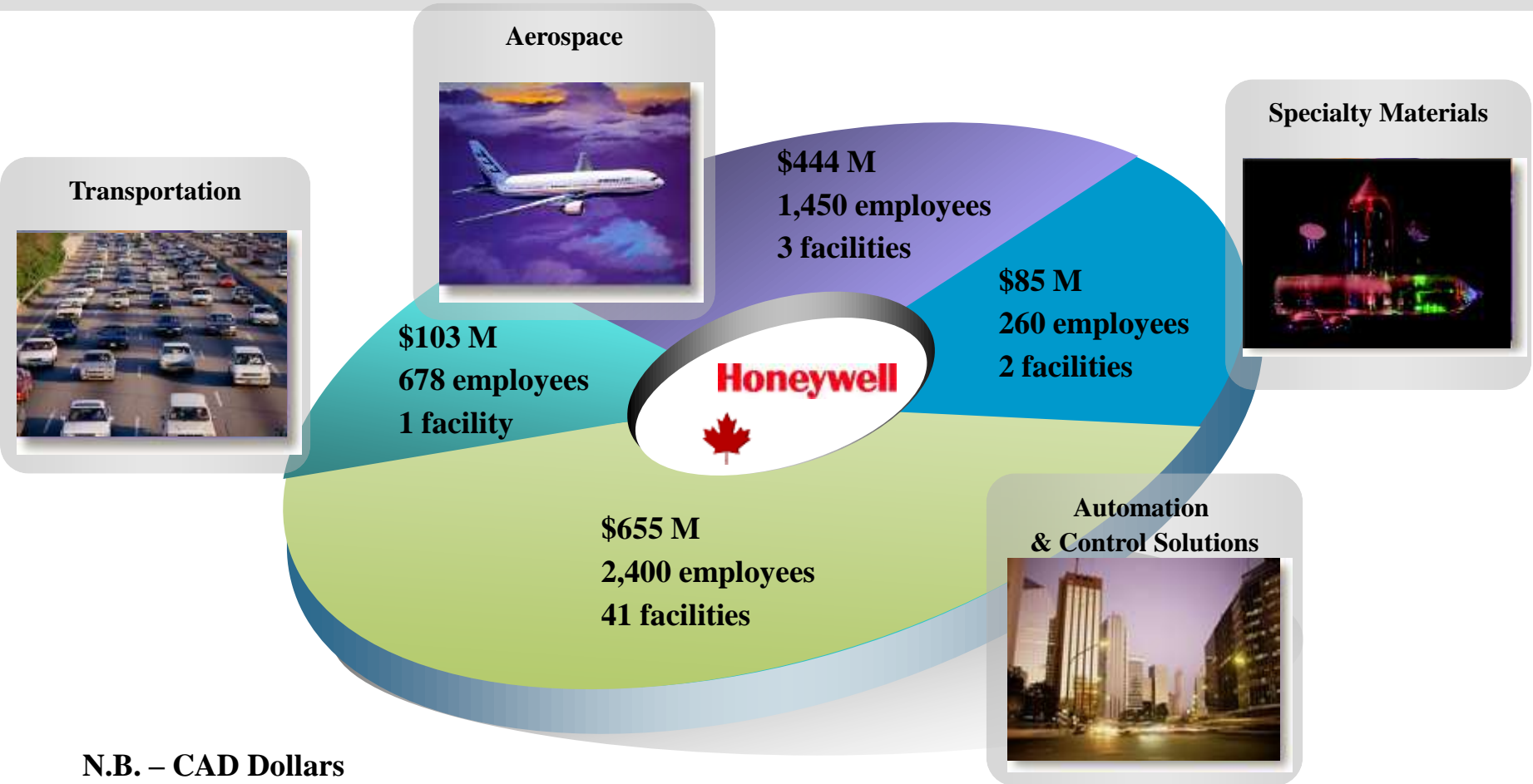
14% Specialty Materials



- A Fortune 100 company – \$35-36B* in sales
- 130,000 employees operating in 100 countries

Diverse Businesses, Technologies and Products

Building a Better World in Canada



N.B. – CAD Dollars

5,000 Canadians in 10 provinces providing \$1.3B of worldwide customer solutions

Starting with ACS

\$14.7-15.1 Billion in Sales*

65,000 Employees in over 120 locations

- Safety
- Security
- Comfort
- Convenience
- Productivity
- Energy Efficiency



Automations & Controls Solution (ACS) products, solutions and services are in 150 million homes, 10 million buildings, 5,000 industrial facilities & hundreds of utilities worldwide.

Automation and Control Solutions (ACS)



Honeywell Building Solutions

- Install and Service Building Control Systems
- Large, Complex, Integrated Projects
- Energy Savings Performance Contracting



Honeywell Scanning & Mobility

- Bar Code Scanners
- Miniature Bar Code Scanning Engines
- Rugged Mobile Computers



Honeywell Environmental and Combustion Controls

- Home Comfort and Energy Solutions
- Building Controls
- Combustion
- Electrical Devices



Honeywell Security Group

- Burglar Alarm Systems
- Access Control / Video
- Low Voltage Distribution (ADI)
- Cable and Custom Electronics



Honeywell Life Safety

- Fire Alarm Systems
- Gas Detection
- Personal Protective Equipment



Honeywell Sensing and Control

- Sensors
- Safety and Limit Switches
- Mission Critical Applications



Honeywell Process Solutions

- Control Systems for Continuous Process Industries
 - Design, Install, Service
- Advanced Solutions
 - Simulation, Optimization
- Field Instrumentation

>70,000 Employees Serving 1 Million Customers

Honeywell Building Solutions (HBS)

Install/Projects

**Building Control, Integrated Systems, Converged Buildings Solutions,
Fire Solutions
Security Services, High-end Security, Critical Infrastructure Protection**



Serving Education, Offices, Government, Healthcare, Life Sciences, Transportation, Universities, Stadia, Retail

Service

**Life Cycle Management
Remote Services
M&E Maintenance,
Automation Maintenance, Fire and Security Services**



Serving Offices, Education, Healthcare/Hospitals, Government, Industrials, Pharmaceuticals, Airports

Energy Services

**Energy Retrofit
Energy Management Services, Performance Contracts
Renewable Energy
Demand Response/Smart Grid, Utility Services**



Serving Schools, Universities, State, Local, Municipal and Federal Government, Utilities Healthcare

Airports Business

**Landside: Terminal
Airside: Control & Monitoring, Surface Movement, Airfield Lighting, Video Docking
Perimeter: Protection**



*Serving Airports:
Full portfolio of solutions to increase through-put without capital infrastructure*

HBS: What We Do

Honeywell Building Solutions helps:

- Design, Install, Service & Maintain, Retrofit solutions your building to enhance productivity
- Integrate your building's various subsystems, controls & equipment
- Access data quicker, more effectively
- Provide measurement & verification & mechanical engineering
- Provide Energy and Security audits & services
- Manage energy consumption & patterns



HBS & Energy Efficiency

More than 50% of Honeywell's portfolio offers energy efficiency benefits

By immediately and comprehensively adopting existing Honeywell products, the United States could reduce energy consumption by **20 to 25 percent**



Air Traffic Modernization



Fuel Efficiency



Biofuels



Industrial Process Efficiency

A Leader in Technology & Innovation

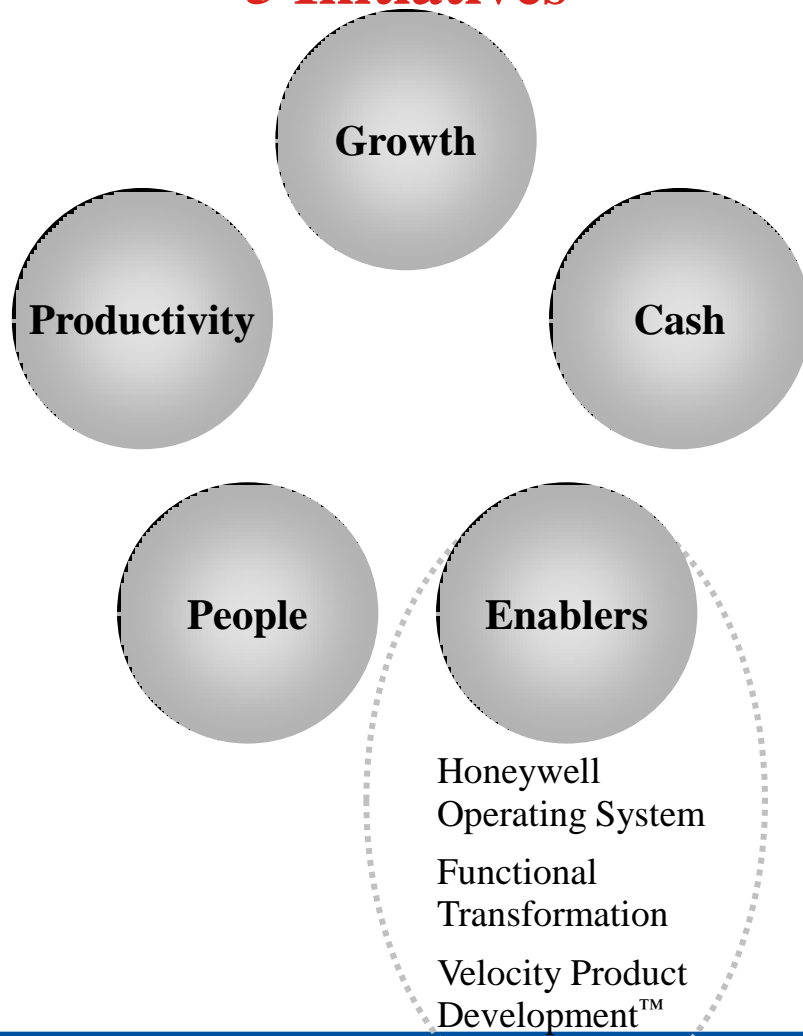
Developing solutions for the world's toughest challenges and building on Honeywell's **Great Positions in Good Industries**

- Research, Development and Engineering is the growth engine for Honeywell
- 19,000 scientists and engineers worldwide
- 97 research and engineering facilities
- Honeywell Technology Solutions in India, China and Europe
- More than 30,000 patents or patents pending worldwide



Honeywell Initiatives and Behaviors

5 Initiatives



12 Behaviors

- Growth and Customer Focus
- Leadership Impact
- Gets Results
- Makes People Better
- Champions Change
- Fosters Teamwork and Diversity
- Global Mindset
- Intelligent Risk Taking
- Self-Aware/Learner
- Effective Communicator
- Integrative Thinker
- Technical or Functional Excellence

The Enablers

Honeywell Operating System

Processes for safety, quality, delivery, cost and inventory excellence, which can provide a 20-year competitive advantage

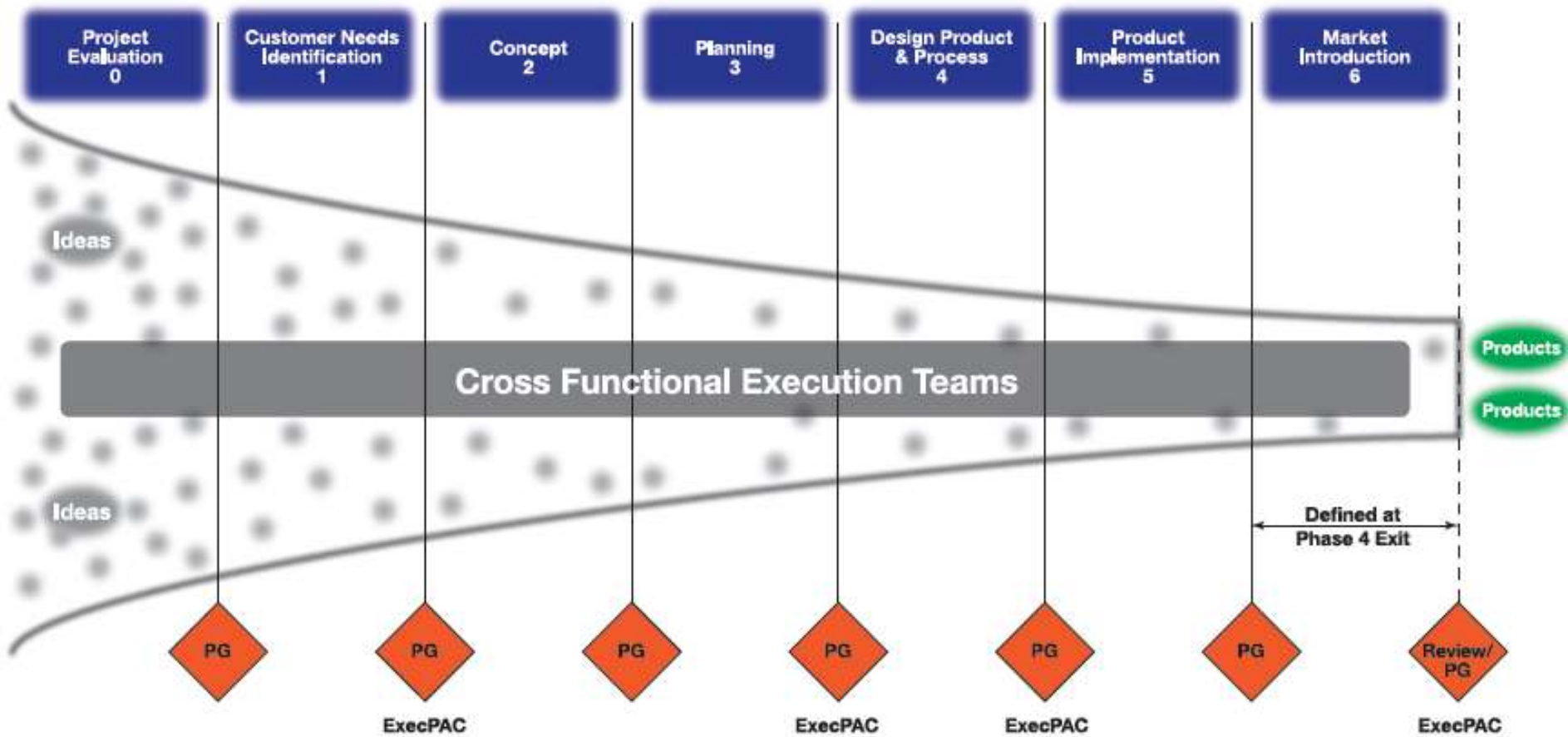
Functional Transformation

Standardizes the way we work, reducing waste and helping us to do things better and faster at a lower cost

Velocity Product Development™

Integrated strategies, processes, tools and culture that help us bring profitable products that customers want, and are willing to pay for, to market faster

Velocity Product Development



Providing Solutions to Address Customers' Needs

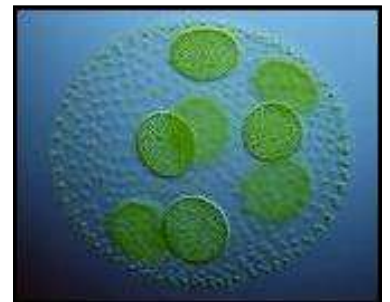
Wireless Technology

- Applications enhance productivity and safety
- Enabling new market opportunities



Bio Renewables Process Technology

- Honeywell Green Diesel™ and Honeywell Green Jet Fuel™
- Conversion of waste plant materials to fuels



Smart Grid

- Integrates energy efficiency systems
- \$100 million U.S. Department of Energy grants
- Recent acquisitions: Akuacom and E-Mon



Providing Solutions to Address Customers' Needs

Low-Global-Warming-Potential Fluids

- LGWP for refrigeration, air conditioning and insulating foam
- Regulations driving acceptance of HFO-1234yf for auto air conditioning



New Air Traffic Management and Flight Safety

- Increasing flight efficiency
- Flight safety enhancements



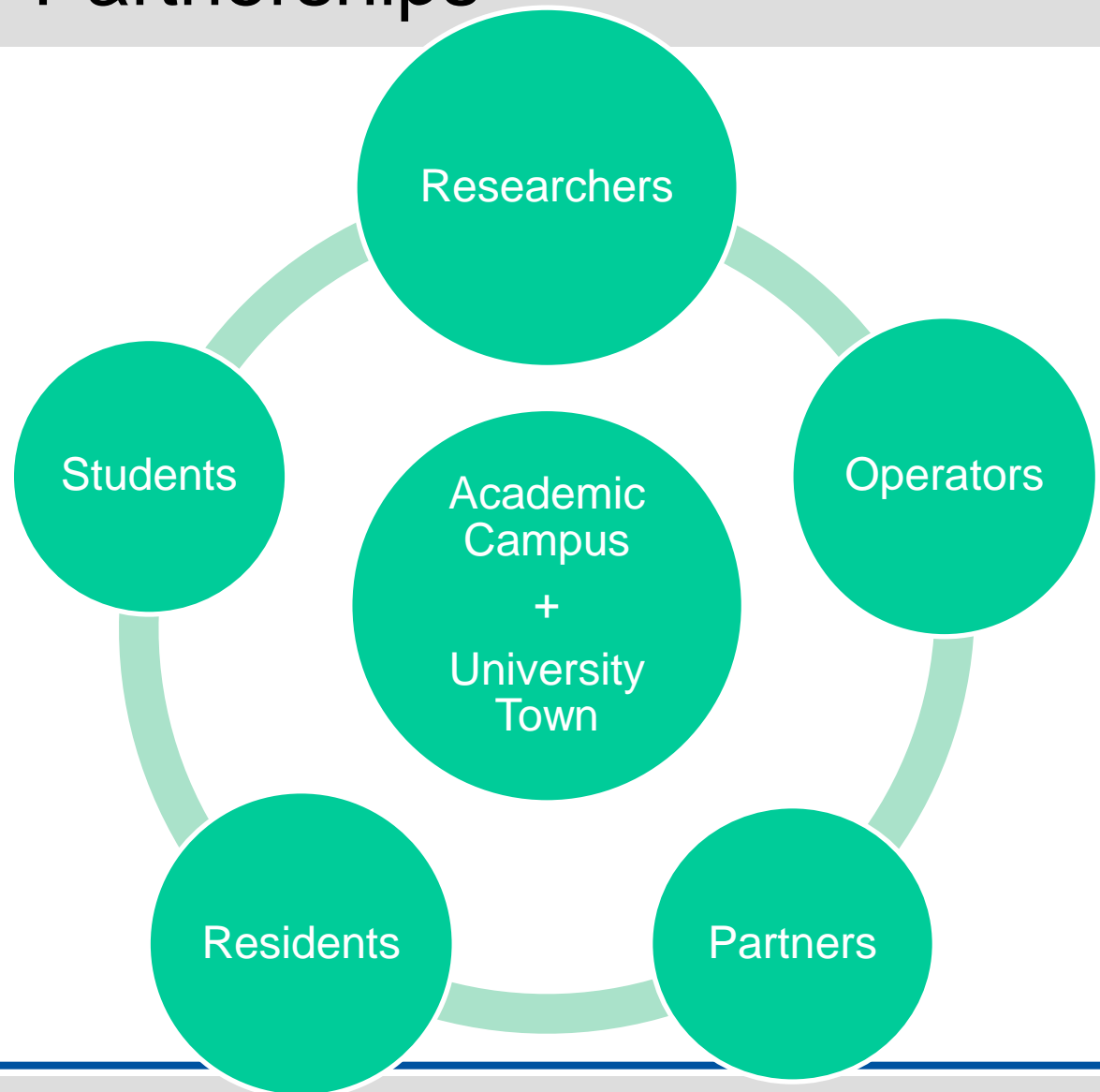
Turbochargers

- Lower emissions
- ~20% better fuel economy
- Expanded adoption on gasoline engine platform



Partnerships

- Procurement
- Collaborative
- Risk Transfer
- Research



Surrey Memorial Hospital

- Honeywell
 - Facilities Partner
 - Transfer of Risk
 - Schedule
 - Cost
 - Integration
 - Life Cycle
- Net Benefit to BC
 - \$31 Million



Vancouver 2010 Perimeter Security

- Honeywell
 - Implementation Partner
 - Deploy 1200 Cameras across 27km of venue perimeter
 - Delivery Risk
 - Project Management
 - Systems Integration
- Safe and Secure Games

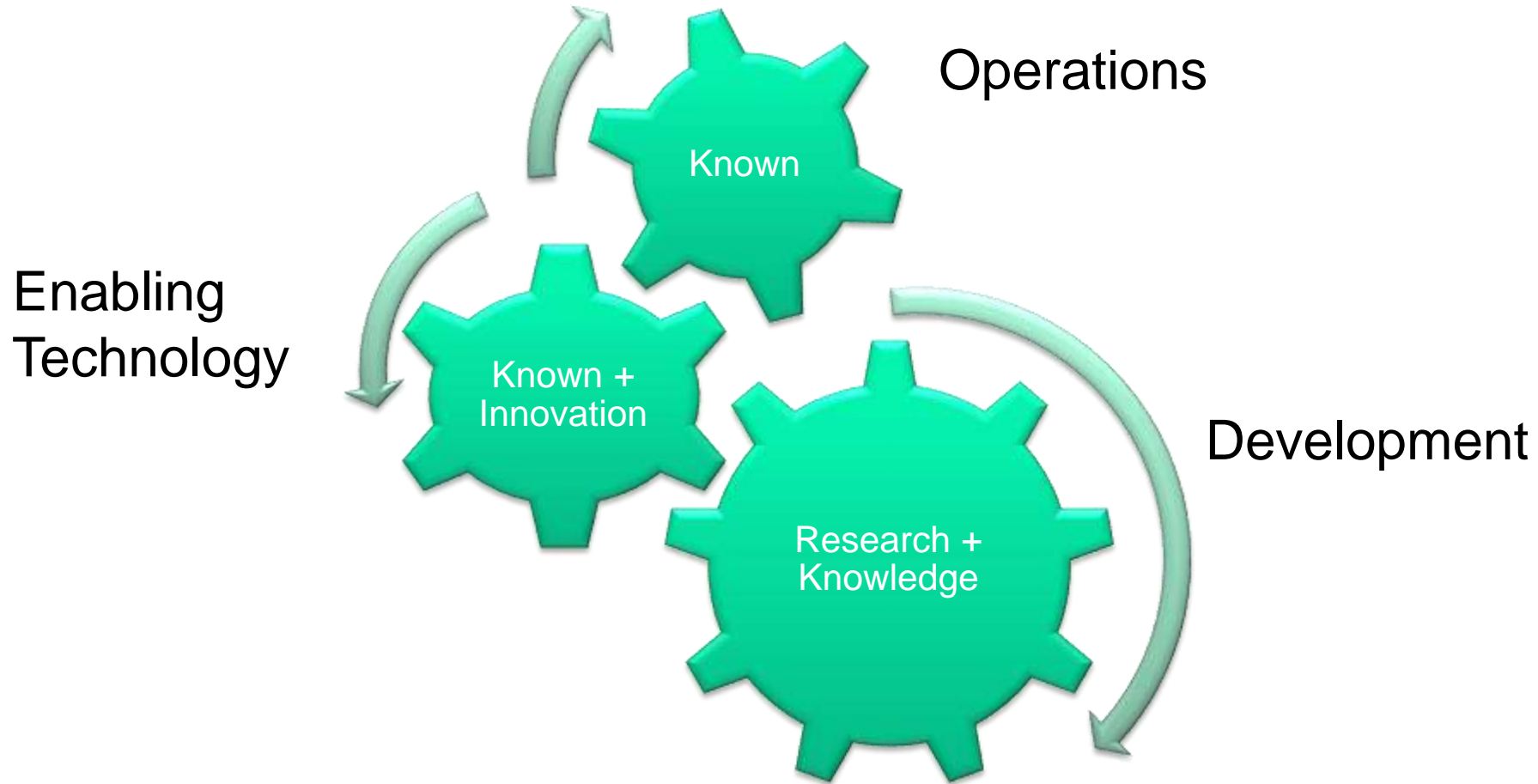


Centre for Interactive Research on Sustainability

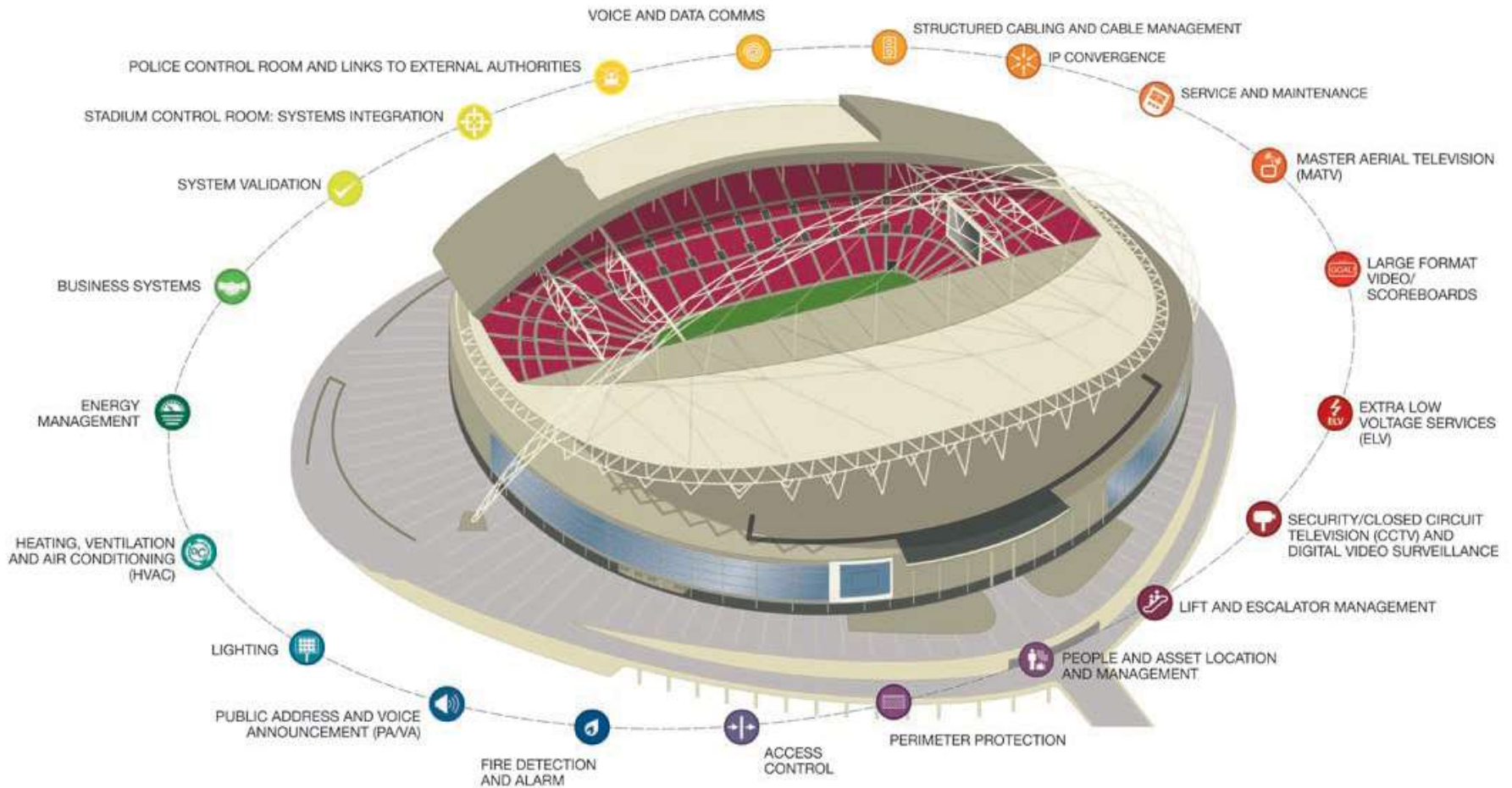
- Technology Partner
 - Controls
 - Digital Video
 - Fire Alarm
 - Systems Integration
 - Energy Management
- Testing New Technologies




Intersection of Operations and Research



To This... Wembley Stadium



A close-up photograph of two hands, one from the top and one from the bottom, gently cradling a small, realistic globe of the Earth. The globe shows blue oceans, white clouds, and brown/green landmasses. The hands are lit from the side, creating soft shadows and highlights on the skin. The background is dark and out of focus.

We are building a world
that's safer and more secure....
More comfortable and energy efficient....
More innovative and productive.
We are Honeywell.

Honeywell