Honeywell

$39.4B in sales for 2016

54% of sales outside U.S.

• ~1,300 sites, 70 countries
• More than 131,000 employees
• Morris Plains, N.J. headquarters
• Fortune 100
• NYSE: HON

Aerospace

Performance Materials and Technologies

Home and Building Technologies

Safety and Productivity Solutions

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Honeywell overview

$39.4B Global Industrial Company, Segment Margin of 18.8%
~53% of Sales Outside U.S.

Aerospace
$14.8B Sales
Unmatched Scope of Offerings
- Mechanical, Cockpit, and Software Offerings From Nose to Tail
- Apps, Services, Maintenance, Subscriptions
- End-to-End Connectivity Solutions From Hardware to Airtime
- Turbochargers for Fuel Efficiency

Home and Building Technologies
$10.7B Sales
Connecting Homes and Buildings
- Security and Fire
- Connecting Homes With Lyric™
- Open Software Connecting “Internet Of Things” in Buildings

Performance Materials and Technologies
$9.3B Sales
Winning Technology
- Refining and Petrochemical Catalysts
- Gas Processing Modular Offerings
- Solstice™ LGWP Materials
- SmartLine Transmitters
- Asset Optimization Software

Safety and Productivity Solutions
$4.6B Sales
Connecting Workers
- Wireless, Voice, Mobility, Data Analytic Solutions for Workers
- Warehouse Automation
- Keeping Workers Safe
Home and Building Technologies

Businesses:
• Environmental and Energy Solutions
• **Honeywell Security and Fire**
• Smart Energy
• Honeywell Building Solutions

Technologies:
• Home comfort and security
• Building control systems
• Smart grid / demand response technology
• Fire alarm systems and gas detection
• Remote health monitoring

Headquarters:
Atlanta, Georgia

Honeywell Home and Building Technologies creates products, Software, and technologies found in more than 150 million homes and 10 million buildings worldwide. We help homeowners stay in control of their comfort, security, and energy use; building owners keep their facilities safe, energy efficient, and productive; and utilities supply customers and communities more efficiently.
Honeywell Life Safety Nordics offers innovative solutions within fire alarm-, voice alarm- and emergency light systems to secure buildings, life and property. You will find our concepts both in facilities of small sizes and bigger, advanced buildings, industrial – and marine related sites.

- Main player on fire alarm, voice alarm and emergency light systems in the Nordic region
- Sales in Norway, Sweden, Denmark, Finland by local sales offices, marine market through distributor.
- Turnover HLS Nordics 399 MNOK (2016)
- ISO 9001 approved
- 160 employees
Honeywell Life Safety Products

Fire Detection and Alarm Systems

Voice Alarm Systems

Emergency Lighting Systems
System Integration

**Fire Alarm Systems**
- Detector loop
- Flash
- Sounder
- Speaker

**Voice Alarm/Public Address Systems**
- VARIDDYN DI
- Call station

**Management Systems**
- Interface
  - OPC
  - SMS
  - USB over TCP/IP
  - Delta Terminal
  - EPDA 444
  - Alarm transmitter

**Emergency Light**
- Addressable system with self-contained luminaires
- Central Station
  - Interface
  - Lon
  - GSM
  - USB/RJ45
  - TCP/IP
  - Monitoring system

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Eltek history and milestones

1971  Eltek AS founded. Core products; Power to the telecom business.
1973  First Eltek fire alarm panel launched
1988  First generation of emergency light
1990-94 Expansion to Sweden and Finland
1998  Listed on Oslo Stock Exchange
2000  Eltek Fire & Safety division acquired by Novar plc
2005  Honeywell’s acquisition of Novar plc
2015  Honeywell Life Safety Nordics is representing Fire alarm, Emergency lighting and VA/PA under the brand names;
The Honeywell - Eltek Fire & Safety brand

With more than 40 years experience with development, production and deliveries out of Norway, Honeywell - Eltek Fire & Safety is positioned as a solid and well known brand strongly represented worldwide with its portfolio of fire detection and alarm system, voice alarm system and emergency lighting system.

- Orientation toward solutions
- Innovations
- Expertise
- Reliability
- Security
HLS fields of application

- Commercial properties and public buildings
- Hospitals, senior citizen homes and health care facilities
- Retail and service sector
- Industry/power plant
- Traffic and logistics
- Hotels and vacation facilities
- Museums, historic buildings and galleries
- IT, telecommunications
- Banks and insurance companies
- Shipping/vessel segment
Locations & business in HLS Nordics

Norway:
Main Office:
HLS Drammen, Norway

Region Offices:
HLS Tromsø
HLS Trondheim
HLS Ålesund
HLS Bergen
HLS Stavanger
HLS Mandal
HLS Sandefjord
HLS Hamar
HLS Oslo

Sweden:
HLS Stockholm
HLS Göteborg

Denmark:
HLS Herlev

83% 10% 7%
Segment overview

- Fire: 54%
- Service: 22%
- Emergency Lighting: 22%
- VAPA: 2%
References

Naturhistoriska Riksmuseet, Stockholm, Sweden
St. Olav’s Hospital, Trondheim, Norway
Hotelli Paviljonki, Jyväskylä, Finland
CPH – Københavns Lufthavne, Denmark
References

- **Norwegian National Opera, Oslo, Norway**
  - Comprehensive architectural project
  - 37 systems and 2440 addresses monitored by FireWin presentation system
  - Much of the detection is solved by aspiration, in addition to optical smoke detectors, multi-criteria detectors and flame detectors
  - Focus on aesthetics – special colored detectors

- **Hydro Aluminium Sunndalsøra, Øvre Årdal, Årdalstangen and Høyanger, Norway**
  - Complex industrial projects – all cornerstones of their communities
  - Provided complete fire alarm and extinguishing systems included engineering, equipment supply, installation and documentation
  - Extinguishing centrals are integrated into the rest of the fire alarm system, ensuring consistent information and control
  - Monitored by FireWin presentation system
Benefits for you

Your company benefits directly from:

- Expert employees with international experience,
- Innovative technology for optimal security and efficiency,
- Intelligent processes for swift and reliable implementation and
- A strong partnership for long-term success.
A strong team

- **Our 12 Behaviors**
  1. Growth and Customer Focus
  2. Leadership Impact
  3. Get Results
  4. Makes People Better
  5. Champions Change
  6. Fosters Teamwork and Diversity
  7. Global Mindset
  8. Intelligent Risk Taking
  9. Self-Aware Learning
  10. Effective Communication
  11. Integrative Thinking
  12. Technical or Functional Excellence
Question time