

Bernstein's
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Decisions
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tyco

**George Oliver,**Chief Executive Officer

## Forward-Looking Statements / Safe Harbor

This presentation contains a number of forward-looking statements. In many cases forward-looking statements are identified by words, and variations of words, such as "anticipate", "estimate", "believe", "commit", "continue", "could", "intend", "may", "plan", "plopethial", "predicti", "positioned", "should", "will", "expect", "objective", "projection", "forecast", "goal", "guidance", "outlook", "effort", "atrget", and other similar words. However, the absence of these words does not mean the statements are not forward-looking. Examples of forward-looking statements include, but are not limited to, revenue, operating income and other financial projections, statements regarding the health and growth prospects of the industries and end markets in which Tyco operates, the leadership, resources, potential priorities, and opportunities for Tyco in the future, statements regarding other projections, earnings and Tyco's credit profile, capital allocation priorities and other capital market related activities, and statements regarding Tyco's acquisition, divestiture, restructuring and other productivity initiatives. The forward-looking statements in this presentation are based on current expectations and assumptions that are subject to risks and uncertainties, many of which are outside of our control, and could cause results to materially differ from expectations. Such risks and uncertainties include, but are not limited to:

- Economic, business competitive, technological or regulatory factors that adversely impact Tyco or the markets and industries in which it competes;
- Changes in tax requirements (including tax rate changes, new tax laws or treaties and revised tax law interpretations);
- The ability of the Company, its employees and its agents to comply with complex and continually changing laws and regulations that govern our international operations, including the U.S. Foreign Corrupt Practices Act, similar anti-bribery laws in other jurisdictions, a variety of export control, customs, currency exchange control and transfer pricing regulations, and our corporate policies governing these matters;
- The outcome of litigation, arbitrations and governmental proceedings, including the effect of income tax audits, appeals and litigation;
- Economic, legal and political conditions in international markets, including governmental changes and restrictions on the ability to transfer capital across borders;
- Changes in capital market conditions, including availability of funding sources, currency exchange rate fluctuations, and interest rate fluctuations and other changes in borrowing cost;

- The possible effects on us of pending and future legislation in the United States that may limit or eliminate potential U.S. tax benefits resulting from Tyco's jurisdiction of incorporation or deny U.S. government contracts to us based upon Tyco's jurisdiction of incorporation;
- The ability of the Company to achieve anticipated cost savings and to execute on its portfolio refinement and acquisition strategies, including successfully integrating acquired operations;
- The ability of the Company to realize the expected benefits of the 2012 separation transactions, including the integration of its commercial security and fire protection businesses;
- Availability and fluctuations in the prices of key raw materials, and events that could impact the ability of our suppliers to perform;
- · Natural events such as severe weather, fires, floods and earthquakes

More information on potential factors that could affect the Company's financial results is included from time to time in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of the Company's public reports filed with the SEC, including the Company's Form 10-K for the fiscal year ended September 26, 2014 and in subsequent filings.

Tyco is under no obligation (and expressly disclaims any obligation) to update its forward-looking statements



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# Tyco At A Glance



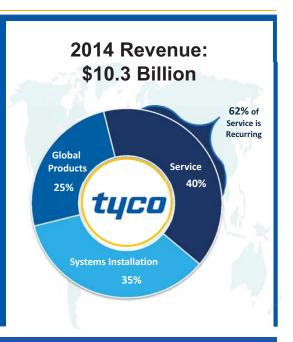
- World's leading "pure play" Fire & Security company with 2014 revenue of \$10.3B
- Market leader in \$120 billion fragmented market
- Industry leading brands and technologies with deep innovation pipeline
- Comprehensive capability to design, install and service Fire & Security solutions around the world
- Significant scale advantage with worldwide sales and service branches
- Strong cash flow generation and financial flexibility

Uniquely Positioned To Lead The Fire & Security Industry



# Diverse Revenue Base Provides Balance

#### Suppression systems, sprinklers, **Products** extinguishers, fire detection & alarm systems Intrusion and access control, video and electronic article surveillance Respiratory protection systems, thermal imaging and gas detection **Installation** • Installation of: - Electronic security systems (intrusion, access control, EAS. video) Fire detection and suppression systems Monitoring & maintenance Services services for: - Electronic security systems Fire detection and suppression systems



#### An Extensive Range Of Product & Service Offerings

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# Strategic Platforms

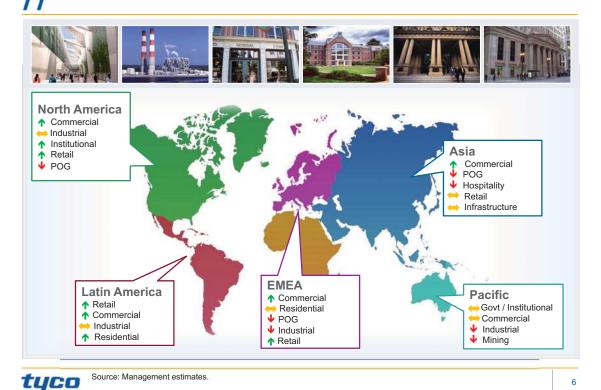




#### **Portfolio Of Market Leading Brands**



# Geographic & End Market Overview



# Focused On Customer Solutions To Drive Growth & Improve Performance...



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## **Installation & Services Life Cycle**

#### New System Installation 1 to 3 Years

Higher Margin Service 20+ Years

System Sales

Design

Installation

**Service** 

Project Selectivity Discipline Product Domain Expertise Leveraging Global Expertise







Repair/ Upgrades



Preventative Maintenance



Intelligent Operations

**Converting Installations Into Long-Term Customer Relationships** 

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# Impact Of A Non-Res Recovery To Installation & Services

#### **Fire Installation**



#### **Early Cycle**

- Bidding activity increases early in cycle
- Fire is one of the first components designed into commercial buildings
- Conversion of order to revenue averages 9 to 12 months

#### Security Installation



#### **Later Cycle**

- Bidding activity increases mid-to-late cycle
- Security systems generally one of the last components installed in commercial buildings
- Conversion of order to revenue averages 3 to 6 months

#### Fire & Security Service

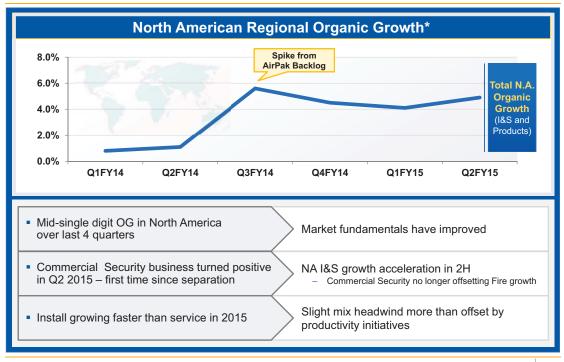


#### Non-Cyclical

- Less sensitive to the macro environment
- Variety of service offerings:
  - Monitoring
  - Preventive maintenance
  - Repairs / upgrades
  - Intelligent operations
- Growth in installed base over time increases service revenue

#### **Well-Positioned Throughout The Cycle**

## **North America Continues To Strengthen**

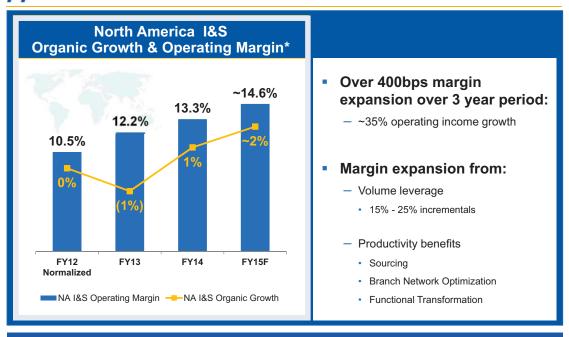




Organic revenue is a non-GAAP measure. For a reconciliation to the most comparable GAAP measures, please see Appendix.

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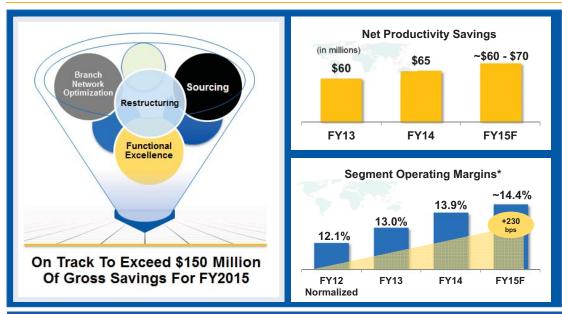
## **Inflection Of North America I&S Segment**



#### Well-Positioned To Capitalize On Non-Res Recovery



### **Productivity Initiatives & Strategic Investments Driving Strong Margin Expansion**

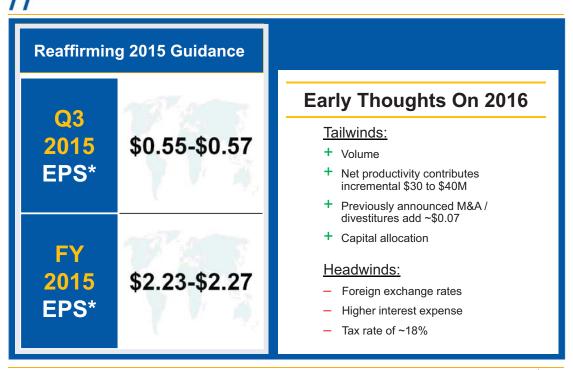


~\$60M to \$70M Net Cost Benefits For 2015 **Contributing To Margin Expansion** 



Segment operating margin before special items is a non-GAAP measure. For a reconciliation to the most comparable GAAP measures, please see Appendix.

# **Looking Ahead To 2016**



# **Driving Continued Long-Term Earnings Growth...**

# Accelerate Organic Growth



- Accelerate service growth
- Innovation driving product growth
- Drive commercial excellence and vertical market solutions
- Accelerate Growth Market capabilities & revenue

# Execute Disciplined Acquisitions



- Enhance technology portfolio
- Expand product portfolio
- Broaden service & vertical solutions
- Strengthen geographic reach

# Drive Productivity Initiatives



- Leverage scale with functional excellence
- Reduce complexity
- Strategic sourcing
- Branch Network Optimization

#### ...In The Years Ahead



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# Appendix

# **Non-GAAP Measures**

Organic revenue, free cash flow (outflow) (FCF), and income from continuing operations, earnings per share (EPS) from continuing operations, operating income and segment operating income, in each case "before special items," are non-GAAP measures and should not be considered replacements for GAAP results.

Organic revenue is a useful measure used by the company to measure the underlying results and trends in the business. The difference between reported net revenue (the most comparable GAAP measure) and organic revenue (the non-GAAP measure) consists of the impact from foreign currency, acquisitions and divestitures, and other changes that either do not reflect the underlying results and trends of the Company's businesses or are not completely under management's control. There are limitations associated with organic revenue, such as the fact that, as presented herein, the metric may not be comparable to similarly titled measures reported by other companies. These limitations are best addressed by using organic revenue in combination with the GAAP numbers. Organic revenue may be used as a component in the company's incentive compensation plans.

FCF is a useful measure of the company's cash that permits management and investors to gain insight into the number that management employs to measure cash that is free from any significant existing obligation and is available to service debt and make investments. The difference between Cash Flows from Operating Activities (the most comparable GAAP measure) and FCF (the non-GAAP measure) consists mainly of significant cash flows that the company believes are useful to identify. It, or a measure that is based on it, may be used as a component in the company's incentive compensation plans. The difference reflects the impact from:

- · net capital expenditures,
- · dealer generated accounts and bulk accounts purchased,
- · cash paid for purchase accounting and holdback liabilities, and
- · voluntary pension contributions.

Capital expenditures and dealer generated and bulk accounts purchased are subtracted because they represent long-term investments that are required for normal business activities. Cash paid for purchase accounting and holdback liabilities is subtracted because these cash outflows are not available for general corporate uses. Voluntary pension contributions are added because this activity is driven by economic financing decisions rather than operating activity. In addition, the company presents adjusted free cash flow, which is free cash flow, adjusted to exclude the cash impact of the special items highlighted below. This number provides information to investors regarding the cash impact of certain items management believes are useful to identify, as described below.



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# Non-GAAP Measures Continued

The limitation associated with using these cash flow metrics is that they adjust for cash items that are ultimately within management's and the Board of Directors' discretion to direct and therefore may imply that there is less or more cash that is available for the company's programs than the most comparable GAAP measure. Furthermore, these non-GAAP metrics may not be comparable to similarly titled measures reported by other companies. These limitations are best addressed by using FCF in combination with the GAAP cash flow numbers.

The company has presented its income and EPS from continuing operations, operating income and segment operating income before special items. Special items include charges and gains related to divestitures, acquisitions, restructurings, impairments, certain changes to accounting methodologies, legacy legal and tax charges and other income or charges that may mask the underlying operating results and/or business trends of the company or business segment, as applicable. The company utilizes these measures to assess overall operating performance and segment level core operating performance, as well as to provide insight to management in evaluating overall and segment operating plan execution and underlying market conditions. The Company also presents its effective tax rate as adjusted for special items for consistency, and presents corporate expense excluding special items. One or more of these measures may be used as components in the company's incentive compensation plans. These measures are useful for investors because they may permit more meaningful comparisons of the company's underlying operating results and business trends between periods. The difference between income and EPS from continuing operations before special items and income and EPS from continuing operations (the most comparable GAAP measures) consists of the impact of the special items noted above on the applicable GAAP measure. The limitation of these measures is that they exclude the impact (which may be material) of items that increase or decrease the company's reported GAAP metrics, and these non-GAAP metrics may not be comparable to similarly titled measures reported by other companies. These limitations are best addressed by using the non-GAAP measures in combination with the most comparable GAAP measures in order to better understand the amounts, character and impact of any increase or decrease on reported results.

The company provides general corporate services to its segments and those costs are reported in the "Corporate and Other" segment. This segment's operating income (loss) is presented as "Corporate Expense." Segment Operating Income represents Tyco's operating income excluding the Corporate and Other segment, and reflects the results of Tyco's three operating segments. Segment Operating Income before special items reflects GAAP operating income adjusted for the special items noted in the paragraph above.



#### Tyco International plc

For the Year Ended September 28, 2012 (in millions, except per share data) (Unaudited) expense / (benefit)

Segments						
	NA Installation & Service	ROW Installation & Service	Global Products	Segment Revenue	Corporate and Other	Total Revenue
Revenue (GAAP)	\$3,962	\$3,830	\$2,100	\$9,892		\$9,892

			Operating Income											Continuing	Continuing
	NA Installation & Service Margin	ROW Installation & Service Margin	Global Products Margin	Segment Operating Income	Margin	Corporate and Other Margin	Total Operating Income	Margin	Interest (Expense), net	Other (Expense), net	Income Tax (Expense)	Equity loss in earnings of unconsolidated subsidiary	Noncontrolling Interest (Expense)	Operations Attributable to Tyco Shareholders	Operations Attributable to Tyco Shareholders
Operating Income (GAAP)	\$374 9.4%	\$349 9.1%	\$353 16.8%	\$1,076	10.9%	(\$498) N/M	\$578	5.8%	(\$191)	(\$454)	(\$320)	(\$26)	\$1	(\$412)	(\$0.89)
Restructuring, net	25	34	7	66		13	79				(26)			53	0.11
Separation costs included in SG&A	2			2		1	3							2	-
(Gains) / losses on divestitures, net		7		7		7	14							13	0.03
Acquisition / integration costs	1	4	4	9			9				(3)			6	0.01
Asset impairment charges	20	2	3	25			25				(8)			17	0.04
Change in valuation methodology for asbestos						111	111				(43)			68	0.15
Environmental remediation			17	17			17				(6)			11	0.03
Legacy legal items	29			29		17	46							35	0.07
Former management ERISA reversal						(50)	(50)				19			(31)	(0.07)
Separation costs		2	1	3		68	71				(5)			66	0.14
Tax items											285			285	0.61
Loss on extinguishment of debt										453				453	0.98
Total Before Special Items	\$451 11.4%	\$398 10.4%	\$385 18.3%	\$1,234	12.5%	(\$331) N/M	\$903	9.1%	(\$191)	(\$1)	(\$120)	(\$26)	\$1	\$566	\$1.21
Anticipated dis-synergies in NA I&S Segment Corporate expense to expected \$225M Net interest expense to expected \$100M Effective tax rate to expected 19.5%	(35)			(35)		106	(35) 106		91		7 (21) (18) (18)			(28) 85 73 (18)	(0.06) 0.18 0.16 (0.04)
"Normalized EPS"	416 10.5%	\$398 10.4%	\$385 18.3%	\$1,199	12.1%	(\$225) N/M	\$974	9.8%	(\$100)	(\$1)	(\$170)	(\$26)	\$1	\$678	\$1.45

ADT Korea & other discontinued operations Reclass of environmental charge to special item in 2013

Note. This period has not been recast to gresent the security monitoring business in China as a discontinued operation. This business was greviously reported in ROW installation & Services and generated \$8 million of revenue in fiscal 2014, with an operating loss of \$3 million.

#### Tyco International plc For the Year Ended September 27, 2013 (in millions, except per share data) (Unaudited) expense / (benefit)

Segments										
	NA Installation	ROW Installation	Global	Segment	Corporate	Total				
	& Services	& Services	Products	Revenue	and Other	Revenue				
Revenue (GAAP)	\$3,891	\$3,843	\$2,339	\$10,073	-	\$10,073				

Revenue (GAAP)	\$3,891	\$3,843	\$2,339	\$10,073	-	\$10,073					
	<u> </u>		Operating Income				1			from Continuing	Diluted EPS from Continuing
Dperating Income (GAAP)	NA Installation & Services Margin \$388 10.09	ROW installation & Services Margin \$333 8.79	Global Products Margin \$307 13.1%	Segment Operating Income \$1,028	Corporate Margin and Other Margin 10.2% (\$319) N/M	Total Operating Income \$709	Interest Margin (Expense), net 7.0% (\$84)	Other Income (Expense), net Tax (Expense) (\$29) (\$108)	Equity in earnings Noncontrolling of unconsolidated Interest subsidiaries (Expense) \$3	Operations Attributable to Tyco Shareholders \$443	Operations Attributable to Tyco Shareholders \$0.94
Restructuring and repositioning activities	36	63	12	111	19	130		(33)		97	0.21
Separation costs included in SG&A	49			49	12	61		(13)		48	0.10
(Gains) / losses on divestitures, net included in SG&A	1	14		15	5	20		(2)		18	0.04
Acquisition / integration costs		2	2	4		4				4	0.01
Asset impairment charges		1		1		1				1	-
Asbestos					12	12				12	0.03
Environmental remediation			100	100		100		(39)		61	0.13
Tyco share of Atkore impairment									21	21	0.03
Legacy legal i tems					27	27		(9)		18	0.04
Separation costs					8	8				8	0.02
Tax items								22		22	0.04
2012 Tax Sharing Agreement								32		32	0.07
Total Before Special Items	\$474 12:29	\$413 10.79	\$421 18.0%	\$1,308	13.0% (\$236) N/M	\$1,072	10.6% (\$84)	\$3 (\$182)	(\$27) \$3	\$785	\$1.66

Diluted Shares Outstanding	472
Diluted Shares Outstanding - Before Special Items	472

Note: This period has not been recast to present the security monitoring business in Chine as a discontinued operation. This business was previously reported in ROW Installation & Services and generated \$8 million of revenue in fiscal 2014, with an operating loss of \$3 million.

# Tyco International plc For the Year Ended September 26, 2014 (in millions, except per share data) (Unaudited) expense / (benefit)

Segments						
	NA Installation	ROW Installation	Global	Segment	Corporate	Total
	& Services	& Services	Products	Revenue	and Other	Revenue
Revenue (GAAP)	\$3,876	\$3,912	\$2,544	\$10,332	-	\$10,332

		Operating Income									from Continuing	EPS from Continuing
Operating Income (GAAP)	NA Installation 8 Services Margin \$450 11.6%	ROW Installation         Margin           \$412         10.5%	Global Products Margin \$458 18.0%	Segment Operating Income Margin \$1,320 12.8%	Corporate and Other Margin (\$620) N/M	Total Operating Income \$700	Interest  Margin (Expense), net  6.8% (\$8.			Noncontrolling Interest	Operations Attributable to Tyco Shareholders \$797	Operations Attributable to Tyco Shareholders \$1.72
Restructuring and repositioning activities	13	31	10	54	37	91			(28)		63	0.14
Restructuring charges in cost of sales and SG&A			2	2		2					2	-
Separation costs included in SG&A	51			51	1	52			(15)		37	0.08
(Gains) / losses on divestitures, net included in SG&A		1		1	(3)	(2)			(2)		(4)	(0.01)
Acquisition / integration costs		3		3		3			(1)		2	-
Settlement with former management					(96)	(96)			37		(59)	(0.13)
Asbestos					462	462			[171]		291	0.63
IRS litigation costs					4	4			(2)		2	-
CIT settlement					(16)	(16)					(16)	(0.03)
Loss on sale of investment		7		7		7					7	0.02
Separation costs					1	1					1	-
Tax items									12		12	0.03
2012 Tax Sharing Agreement								6			6	0.01
Gain on sale of Atkore divestiture									(216)		(216)	(0.46)
Total Before Special Items	\$514 13.3%	\$454 11.6%	\$470 18.5%	\$1,438 13.9%	(\$230) N/M	\$1,208	11.7% (\$8.	3) \$5 (5	194) (\$10)	(\$1)	\$925	\$2.00

П	Diluted Shares Outstanding	463
	Diluted Shares Outstanding - Before Special Items	463

 $Note: \ This period has been recast to present the security monitoring business in China as a discontinued operation.\\$ 

Tyco International plc
Organic Revenue Growth - Q1, Q2, Q3, Q4 & FY2014
\$ in Millions

<u>Segment</u>	<u>Q1'13</u>	(Divest) / Other	Adjusted <u>Q1'13</u>	<u>Fx</u> <u>Impact</u>	Acq.	Organic <u>Revenue</u>	Organic <u>Growth %</u>	Q1'14
North America I&S	974	(18)	956	(7)	4	2	0.2%	955
North America Products	326	1	327	(3)	20	9	2.8%	353
	1,300	(17)	1,283	(10)	24	11	0.9%	1,308
		(Divest) /	Adjusted	<u>Fx</u>		Organic	Organic	
	Q2'13	Other	Q2'13	<u>Impact</u>	Acq.	Revenue	Growth %	Q2'14
North America I&S	950	(18)	932	(10)	5	10	1.1%	937
North America Products	357	` 1 <sup>′</sup>	358	`(7)	17	5	1.4%	373
	1,307	(17)	1,290	(17)	22	15	1.2%	1,310
		(Divest) /	Adjusted	<u>Fx</u>		Organic	Organic	
	<u>Q3'13</u>	<u>Other</u>	<u>Q3'13</u>	<u>Impact</u>	Acq.	<u>Revenue</u>	Growth %	<u>Q3'14</u>
North America I&S	961	(6)	955	(7)	5	14	1.5%	967
North America Products	379	-	379	(6)	19	60	15.8%	452
	1,340	(6)	1,334	(13)	24	74	5.6%	1,419
		(Divest) /	Adjusted	<u>Fx</u>		Organic	Organic	
	Q4'13	<u>Other</u>	Q4'13	<u>Impact</u>	Acq.	Revenue	<b>Growth %</b>	Q4'14
North America I&S	994	-	994	(5)	5	16	1.6%	1,010
North America Products	398	-	398	(5)	7	45	11.3%	445
	1,392	-	1,392	(10)	12	61	4.4%	1,455
		(Divest) /	Adjusted	<u>Fx</u>		Organic	Organic	
	FY'13	<u>Other</u>	FY'13	<b>Impact</b>	Acq.	Revenue	<b>Growth %</b>	<u>FY'14</u>
North America I&S	3,879	(42)	3,837	(29)	19	42	1.1%	3,869
North America Products	1,460	2	1,462	(21)	63	119	8.1%	1,623
	5,339	(40)	5,299	(50)	82	161	3.0%	5,492

# Tyco International plc Organic Revenue Growth - Q1, Q2 FY2015 \$ in Millions

<u>Segment</u>	<u>Q1'14</u>	(Divest) / Transfers	Adjusted <u>Q1'14</u>	<u>Fx</u> Impact	Acq.	Organic <u>Revenue</u>	Organic <u>Growth %</u>	Q1'15
North America I&S	955	-	955	(9)	4	(1)	(0.1%)	949
North America Products	353	-	353	(6)	2	54	15.3%	403
	1,308	-	1,308	(15)	6	53	4.1%	1,352
		(Divest) /	Adjusted	<u>Fx</u>		Organic	Organic	
	Q2'14	<b>Transfers</b>	Q2'14	<u>Impact</u>	Acq.	Revenue	Growth %	Q2'15
North America I&S	937	-	937	(12)	2	15	1.6%	942
North America Products	373	-	373	(10)	9	48	12.9%	420
	1,310	-	1,310	(22)	11	63	4.8%	1,362

# tyco