

# Tyco At A Glance

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### 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", "continue", "could", "intend", "inay", "plain", "postitioned", "should", "will", "expect", "objective", "projection", "forecast", "goal", "guidance", "outlook", "effort", "target", 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, EPS 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 Tyco's credit profile, capital allocation priorities and other capital market related activities, and statements regarding Tyco's acquisition, divestiture, restructuring and productivity, and technology and R&D 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);
- Our, and our employees' and agents' ability 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.

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**

# **Products**

- Suppression systems, sprinklers, extinguishers, fire detection & alarm systems
- Intrusion and access control, video and electronic article surveillance
- Respiratory protection systems, thermal imaging and gas detection

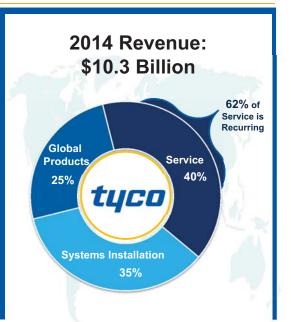
### **Installation** • Installation of:

- Electronic security systems (intrusion, access control, EAS. video)
- Fire detection and suppression systems

### Services



- Monitoring & maintenance services for:
  - Electronic security systems
  - Fire detection and suppression systems



### An Extensive Range Of Product & Service Offerings

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### **Organized In Three Reporting Segments**



### Global **Products**

FY14 Revenue \$2.5B



### **North America** Installation & **Services**

FY14 Revenue \$3.9B



### **Rest of World** Installation & **Services**

FY14 Revenue \$3.9B

**Leadership In Products And Installation Drives Service Growth** 

# // Strategic Platforms



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

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## Global Footprint With Local Management

# Europe 24% Asia 8% North America Middle East & Africa Latin America 7%

2014 Revenue: \$10.3 Billion

### **Geographic Mix**

- 47% of our revenue is generated outside of North America
- Currently operating or selling into 40+ growth market countries with annual sales of \$1.5B
- Local market-driven R&D supported by Tyco's global technology and resources

**Global Reach And Significant Scale Of Operations** 

**Pacific** 

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### We Are Positioned To Grow In A Fragmented Market













### **Achieving Outsized Share Of Industry Growth**

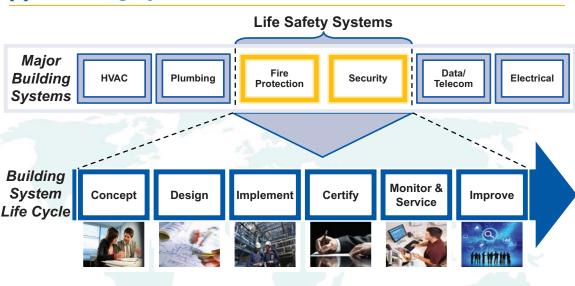
- Poised to capture global macro growth with worldwide direct sales and delivery footprint to a diverse customer base
- Brand recognition a competitive advantage in a fragmented market
- Broad set of fire and security products and services which continues to grow through innovation
- Positioned to lead converging customer and technology trends
- Financial flexibility to continue funding investments in growth and accretive acquisitions





Source: IMS, Management estimates

### We Provide Some Of The Most Critical **Building Systems**



**Product & Installation** 

**Conversion to Service** 



# Multiple Channels Serve Local, Regional & Global Customers

### Channels To Market

**Direct Channel** 

75%



25%

**Indirect Channel** 

### **End Users**



### Local Customers



### Regional Customers

### Global Customers

- Proximity to customers
- Knowledge of local laws, regulations and procedures
- Speed of service and delivery
- Responsiveness to customers at multiple locations
- Regional expertise
- Standardization and scale efficiencies
- Global scope & scale
  - Broad portfolio of products & services
  - Extensive branch network

### Influencers

Architects

Design Engineers Building Contractors

Installers

Building Owner Tenant / End User

Regulators

### Strong Relationships With Customers & Influencers



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### Installation & Services At A Glance

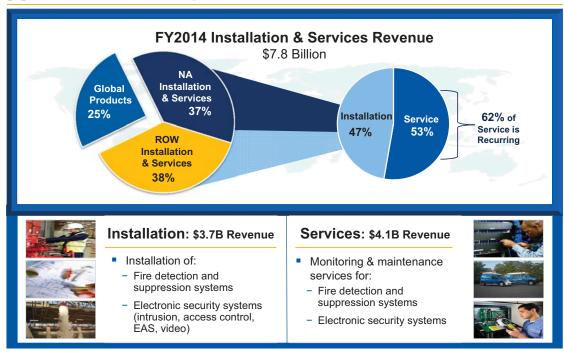


- Leading global provider of system design, installation and services for Fire & Security solutions
- 2014 total revenue of \$7.8B; 53% of which is service
  - North America Installation & Services \$3.9B
  - Rest of World Installation & Services \$3.9B
- Market leader in \$85 billion fragmented market
- Industry leading service offerings and capabilities
- Significant scale advantage with worldwide sales and service branches

Only Global Provider With Direct Access To Customer



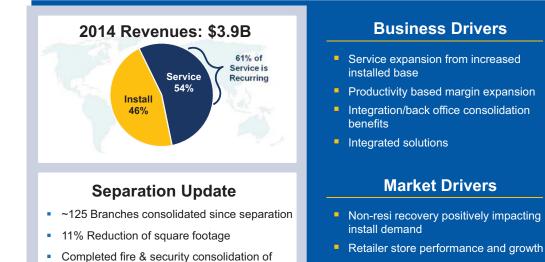
# We Provide An Extensive Range Of Installation & Service Offerings



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### **Profile Of North America Installation & Services**



process

fleet, supply chain & EH&S

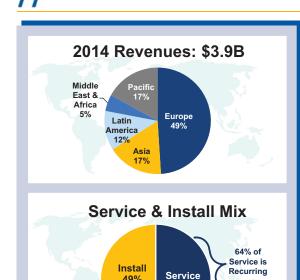
Finance, HR & Marketing consolidation in

Technology refresh, upgrade &

Customer adoption of new technology

modification cycles

### **Profile Of Rest Of World Installation & Services**



51%

### **Business Drivers**

- Heavier mix of install vs. service driven by geographic composition
- Subscriber revenue growth
- Integrated solutions
- Integration/back office consolidation benefits

### **Market Drivers**

- Continued uncertainty in Europe
- Gradual improvement in Australia
- Fire codes & standards evolution
- Accelerated infrastructure growth and share expansion in Growth Markets

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### We Are The Clear Leader In A Fragmented Market



# Deep Understanding Of Customer Needs Across Multiple End Markets

		North America I&S Exposure*	Rest of World I&S Exposure*
Commercial	A CHARLES OF THE STATE OF THE S	45%	28%
Institutional		26%	12%
Industrial		15%	29%
Retail Customers	OFFICE AND ADDRESS OF THE PARTY	8%	13%
Governmental	// <u>                                   </u>	6%	3%
Residential & Small Business	THE PERSON NAMED IN	N/A	15%



<sup>\*</sup> Market exposures based on FY2014 revenues.

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### **Installation & Services Life Cycle**

### **New System Installation Higher Margin Service** 1 to 3 Years 20+ Years **System** Design Installation **Service Sales Project Product** Leveraging Repair/ Selectivity Domain Global Monitoring **Upgrades** Discipline **Expertise Expertise** Preventative Intelligent Maintenance Operations

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

# Global Products At A Glance



- Industry leading provider of Fire Detection and Suppression, Electronic Security and Life Safety Products
- Attractive industries with long-term growth and profit opportunities
- Strong industry positions with leading technologies
- Deep technology pipeline
- Well known and respected brands with a reputation for quality
- 29 manufacturing facilities
  - 11 in Americas
  - 14 in EMEA
  - 4 in Asia



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# **Extensive Portfolio Of Fire & Security Product Solutions With Leading Technology**

### **Fire Protection**



- Fire detection & alarm systems
- Suppression systems
- Fire sprinklers & valves
- Fire extinguishers
- Mechanical products

### **Security**



- Intrusion
- Access
- Video
- Electronic Article Surveillance
- Store Performance Solutions

### Life Safety



- Breathing apparatus
- Respiratory protection
- Thermal imaging
- Gas & flame detection
- Head & face personal protection equipment

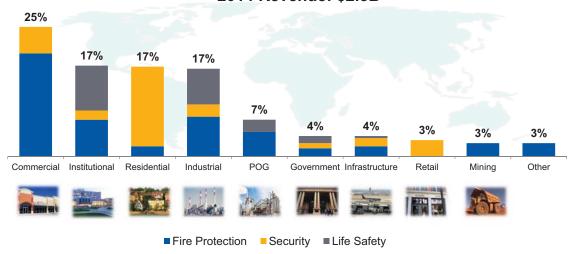


### **Expanding Share In A Highly Fragmented Market**



Deep Expertise Across End Markets And Varying Customer Needs...

# Global Products End Market Exposure 2014 Revenue: \$2.5B



...Provides A Balanced Mix Of Revenue



### **Varying Demand Drivers Across The Product Platforms**

### **Demand Closely Correlated With:**

### Fire Protection Products

- Evolving and influencing codes and standards
- Diversity of end market customers
- Introduction of new products and innovations
- Market conditions in varying end markets







Security Products

- Advancement of technology
- Significant product innovations driving upgrades
- Quicker product refresh cycle
- Market conditions in Retail & Residential end markets



Life Safety Products

- Product lifecycle
- Product regulatory standards
- Market conditions in POG and government end markets



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



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