

FOURTH QUARTER 2023 EARNINGS AND 2024 OUTLOOK

FEBRUARY 1, 2024

Honeywell

—
THE
FUTURE
IS
WHAT
WE
MAKE IT

Honeywell

FORWARD LOOKING STATEMENTS

We describe many of the trends and other factors that drive our business and future results in this presentation. Such discussions contain forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act). Forward-looking statements are those that address activities, events, or developments that management intends, expects, projects, believes or anticipates will or may occur in the future. They are based on management's assumptions and assessments in light of past experience and trends, current economic and industry conditions, expected future developments and other relevant factors, many of which are difficult to predict and outside of our control. They are not guarantees of future performance, and actual results, developments and business decisions may differ significantly from those envisaged by our forward-looking statements. We do not undertake to update or revise any of our forward-looking statements, except as required by applicable securities law. Our forward-looking statements are also subject to material risks and uncertainties, including ongoing macroeconomic and geopolitical risks, such as lower GDP growth or recession, capital markets volatility, inflation, and certain regional conflicts, that can affect our performance in both the near- and long-term. In addition, no assurance can be given that any plan, initiative, projection, goal, commitment, expectation, or prospect set forth in this presentation can or will be achieved. These forward-looking statements should be considered in light of the information included in this presentation, our Form 10-K and other filings with the Securities and Exchange Commission. Any forward-looking plans described herein are not final and may be modified or abandoned at any time.

NON-GAAP FINANCIAL MEASURES

This presentation contains financial measures presented on a non-GAAP basis. Honeywell's non-GAAP financial measures used in this presentation are as follows: Segment profit, on an overall Honeywell basis; Segment profit margin, on an overall Honeywell basis; Organic sales percentage; Free cash flow; Adjusted free cash flow; Free cash flow excluding impact of settlements; Free cash flow margin excluding impact of settlements; Adjusted free cash flow margin; Adjusted earnings per share; Adjusted earnings per share excluding pension headwind; Adjusted income before taxes; Adjusted income tax expense; EBITDA; and Adjusted effective tax rate, if and as noted in the presentation. Management believes that, when considered together with reported amounts, these measures are useful to investors and management in understanding our ongoing operations and in the analysis of ongoing operating trends. These measures should be considered in addition to, and not as replacements for, the most comparable GAAP measure. Certain measures presented on a non-GAAP basis represent the impact of adjusting items net of tax. The tax-effect for adjusting items is determined individually and on a case-by-case basis. Refer to the Appendix attached to this presentation for reconciliations of non-GAAP financial measures to the most directly comparable GAAP measures.

LEADERSHIP ANNOUNCEMENTS

KAPUR TO ADD CHAIRMAN TITLE



VIMAL KAPUR

- President and CEO since June 2023
- Board member since March 2023
- Board unanimously voted for Vimal to add Chairman title as of June 2024



DARIUS ADAMCZYK

- Executive Chairman since June 2023
- Chairman and CEO of Honeywell until June 2023
- Retiring from Honeywell in June 2024

AYER TO BECOME LEAD INDEPENDENT DIRECTOR



WILLIAM S. AYER

- Named Lead Director, effective May 2024
- Independent Director since December 2014; Chair of Corporate Governance and Responsibility Committee
- Former Chairman and CEO of Alaska Airlines



D. SCOTT DAVIS

- Lead Independent Director since 2020; to step down in May 2024
- Will remain an Independent Director and Chair of Audit Committee
- Former Chairman and CEO of United Postal Service

Changes Demonstrate Strength of Honeywell Succession Planning

STRATEGIC PRIORITIES

1

ACCELERATE ORGANIC GROWTH

- Innovation playbook
- High growth regions
- Monetize installed base and scale software

2

EVOLVE ACCELERATOR OPERATING SYSTEM

- Integrated operating company
- Enhancing growth, margins, and cash generation
- Taking digital operations to the next level

3

OPTIMIZE PORTFOLIO

- Bolt-on acquisitions
- Divest non-core / simplify
- ↑ Recurring sales / gross margin

FOCUSED ON DELIVERING PROFITABLE GROWTH AND STRONG CASH GENERATION

Strategy Focused on Accelerating Value Creation

PORTFOLIO STRATEGY UNFOLDING

CARRIER ACCESS SOLUTIONS ACQUISITION

\$4.95B ~13x ~\$700M

Purchase Price	2023E EBITDA ¹	2023E Sales
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- **Offerings:** leading provider of cloud-based digital access and asset safety solutions
- **Strategic Rationale:**
 - Creating scale in a higher growth, attractive end market
 - Enhancing software exposure
 - Increasing high margin product mix

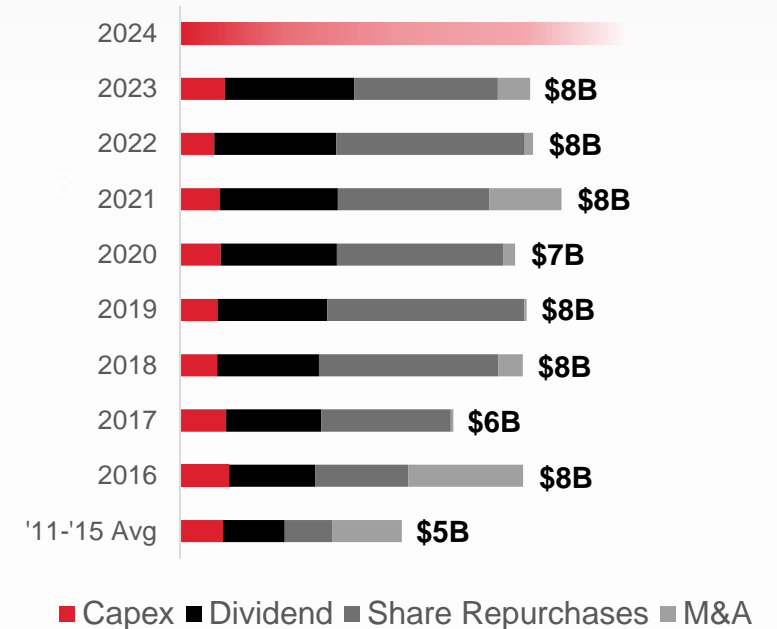
Creating an access-focused, margin accretive, +\$1B player

QUANTINUUM CAPITAL RAISE: \$5B VALUATION

- First equity fundraise closed, securing **\$300M of capital at a pre-money valuation of \$5B**
- Anchored by strategic partner JP Morgan Chase with additional participation from Mitsui & Co., Amgen, and Honeywell
- **Total capital injection of \$625M** as prior investors exchange convertibles into preferred stock
- **Committed to a path to monetization within the next ~18 months**



ACCELERATING CAPITAL DEPLOYMENT



On track to surpass commitment to deploy \$25B+ of capital through 2025

*Transaction is expected to close by the end of the third quarter of 2024, details available [here](#). 1. We define EBITDA as adjusted income before taxes adjusted for interest and other financial charges, interest income, and depreciation and amortization.

Executing on M&A Playbook; Accelerating Capital Deployment

COMMERCIAL PROOF POINTS

ALIGNED TO THREE KEY MEGATRENDS

AUTOMATION



- Supply chain diversification, reshoring, and resiliency
- Labor shortages, focus on IoT and AI

AEROSPACE



- Long-term recoupling to commercial flight demand; future of aviation
- Reprioritization of national defense

ENERGY AND SUSTAINABILITY



- Greater commitment to sustainability
- Global energy security at risk

RECENT WINS ACROSS PORTFOLIO



Advanced Avionics

- United selected Honeywell avionics technology for its next fleet expansion.
- This partnership will expand Honeywell's presence on hundreds of new aircraft.



Battery Energy Storage

- Announced VIElectron will deploy **Honeywell battery energy storage solutions (BESS)** to six solar parks positioned across the U.S. Virgin Islands as part of an effort to lower both emissions and consumer energy costs.



Sustainability Technologies

- Announced Honeywell hydrogen purification and carbon capture technologies will be utilized for a multibillion-dollar low-carbon ammonia project in North America.

Continuing to Win Across Our Portfolio

2023 RESULTS

	FY 2023 ACTUAL	4Q 2023 ACTUAL	4Q 2023 GUIDANCE	2023 HIGHLIGHTS
ADJUSTED EARNINGS PER SHARE	\$9.16 Up 5% YoY Up 11% YoY ex. pension headwind	\$2.60 Up 3% YoY Up 8% YoY ex. pension headwind	\$2.53 - \$2.63	<ul style="list-style-type: none"> • Organic sales growth of 4% within our long-term 4% - 7% framework led by long-cycle strength (e.g., Aero), 5% drag from lower SPS sales • Segment margin expanded 100 bps to 22.7%, well above long-term framework of 40 - 60 bps in annual margin expansion • Segment profit growth of 8% • Adjusted earnings per share grew 5%, or 11% when excluding the impact of lower non-cash pension income year over year • Generated free cash flow in upper half of guidance range at \$4.3B, or \$5.3B when excluding the impact of one-time settlements • Backlog remains robust, exiting 2023 +8% year over year • Announced portfolio realignment to three powerful megatrends: automation, the future of aviation, and the energy transition • Deployed \$8.3B of capital to share repurchases, dividends, capex, and M&A; committed \$5B to portfolio-enhancing acquisitions • Raised dividend for the 14th time in past 13 years
ORGANIC SALES GROWTH	4%	2%	3% - 7%	
SEGMENT MARGIN EXPANSION	100bps	60bps	Flat – Up 30bps	
FREE CASH FLOW	\$4.3B \$5.3B excluding impact of settlements	\$2.6B		
CAPITAL DEPLOYMENT	\$8.3B Share Repurchases, Dividends, Capital Expenditures, and M&A	\$2.6B Share Repurchases, Dividends, Capital Expenditures, and M&A		

Adjusted EPS excludes 4Q23 pension mark-to-market expense, 4Q23 Russian-related charges, 4Q23 adjustment to estimated future Bendix liability, 2023 net expense related to the NARCO Buyout and HWI Sale and Russian-related charges. Adjusted EPS excluding pension headwind excludes the items previously described and the impact of the year-over-year decrease in pension ongoing and other postretirement income.

Met or Exceeded Initial 2023 Guidance Across All Metrics

2024 OUTLOOK

VERTICAL OUTLOOK



Fleet growth and replenishment, defense investment cycle



Automation tailwinds drive growth, **infrastructure** investments

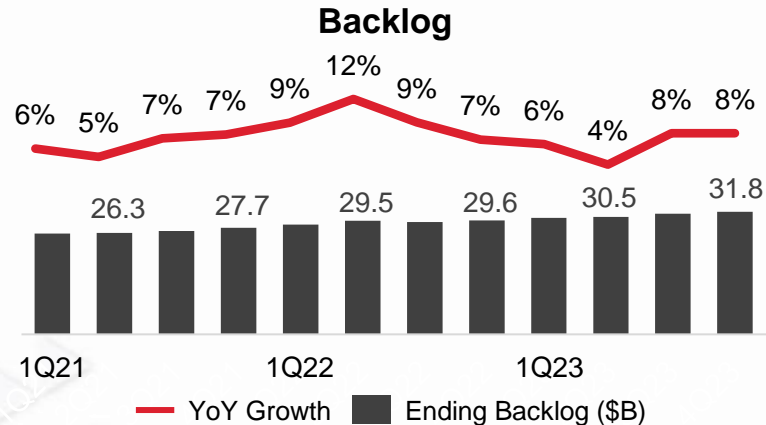


Energy transition, capacity and infrastructure build out



Continued **strength in digitalization**

RESILIENT PORTFOLIO



- Record backlog levels, driven by continued commercial success in Aero, PMT, and HBT
- Demand remains resilient, providing support for 2024

HONEYWELL OUTLOOK

Growth:

- Long-cycle businesses, software, and aftermarket services momentum
- Focus on new products and high growth regions to enable growth
- Timing of short-cycle recovery is key swing factor

Margin Expansion:

- Honeywell Accelerator playbook continues to drive margin expansion (direct material productivity and AI)
- Business mix improves as Aerospace strength continues, short cycle accelerates
- Price continues to offset inflation

Below the Line:

- Modest interest expense pressure from current rate environment
- Repositioning spend flat-to-down compared to 2023

Cash:

- Cash growth in line with adj. EPS growth; improvement from lack of settlements
- Beginning of multi-year inventory unwind, strong pipeline of growth capex

Portfolio:

- Aligning segments to three key megatrends: automation, the future of aviation, and energy transition
- Robust M&A pipeline a focus while maintaining opportunistic share repurchases

Long-Cycle Robust; Timing of Short-Cycle Recovery the Swing Factor

1Q AND FY 2024 OUTLOOK

1Q GUIDANCE

SALES

\$8.9B - \$9.2B

Flat - Up 3% Organically

SEGMENT MARGIN

21.9% - 22.2%

Down 10 - Up 20 bps

ADJUSTED EPS

\$2.12 - \$2.22

Up 2% - 7%

NET BELOW THE LINE IMPACT

(\$140M - \$190M)

Effective tax rate Share count

~22%

~657M

FY GUIDANCE

SALES

\$38.1B - \$38.9B

Up 4% - 6% Organically

SEGMENT MARGIN

23.0% - 23.3%

Up 30 - 60 bps

ADJUSTED EPS

\$9.80 - \$10.10

Up 7% - 10%

FREE CASH FLOW

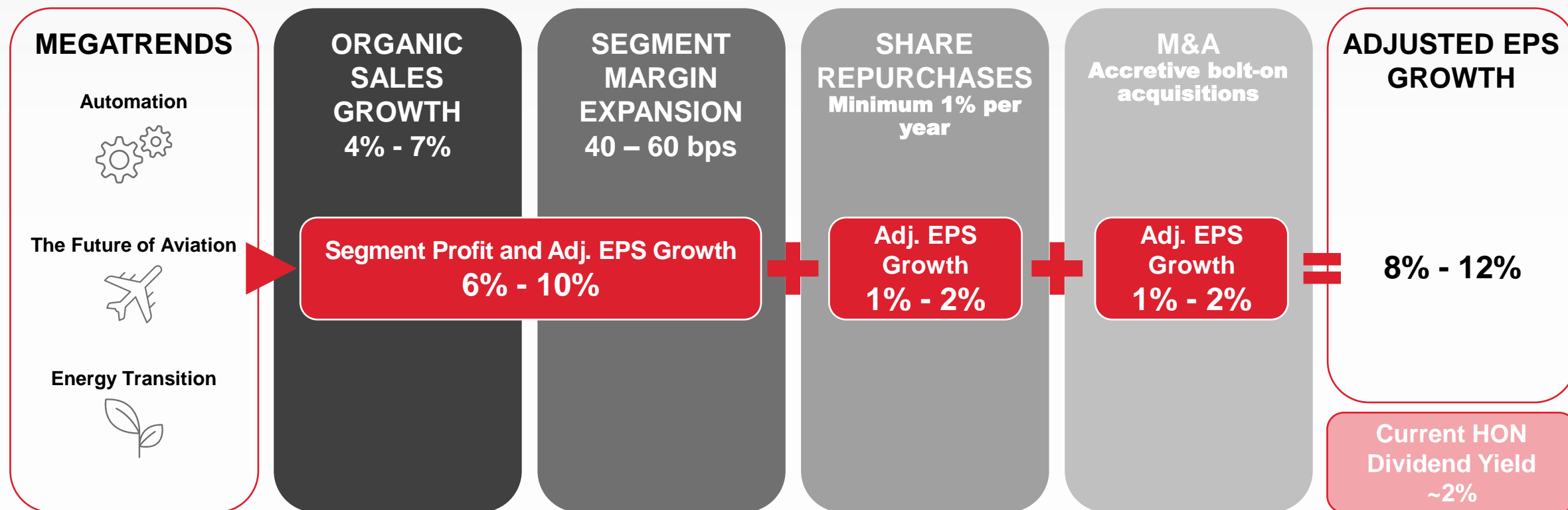
\$5.6B - \$6.0B

Up 6% - 13% excluding impact of prior year settlements

Net below the line impact is the difference between segment profit and income before tax. Impact includes interest and other financial charges, stock compensation expense, pension ongoing income, other postretirement income, and repositioning and other charges. Adjusted EPS V% guidance excludes 1Q23 Russian-related charges, 1Q23 net expense related to the NARCO Buyout and HWI Sale, 2023 Russian-related charges, 2023 net expense related to the NARCO Buyout and HWI Sale, and 2023 adjustment to estimated future Bendix liability.

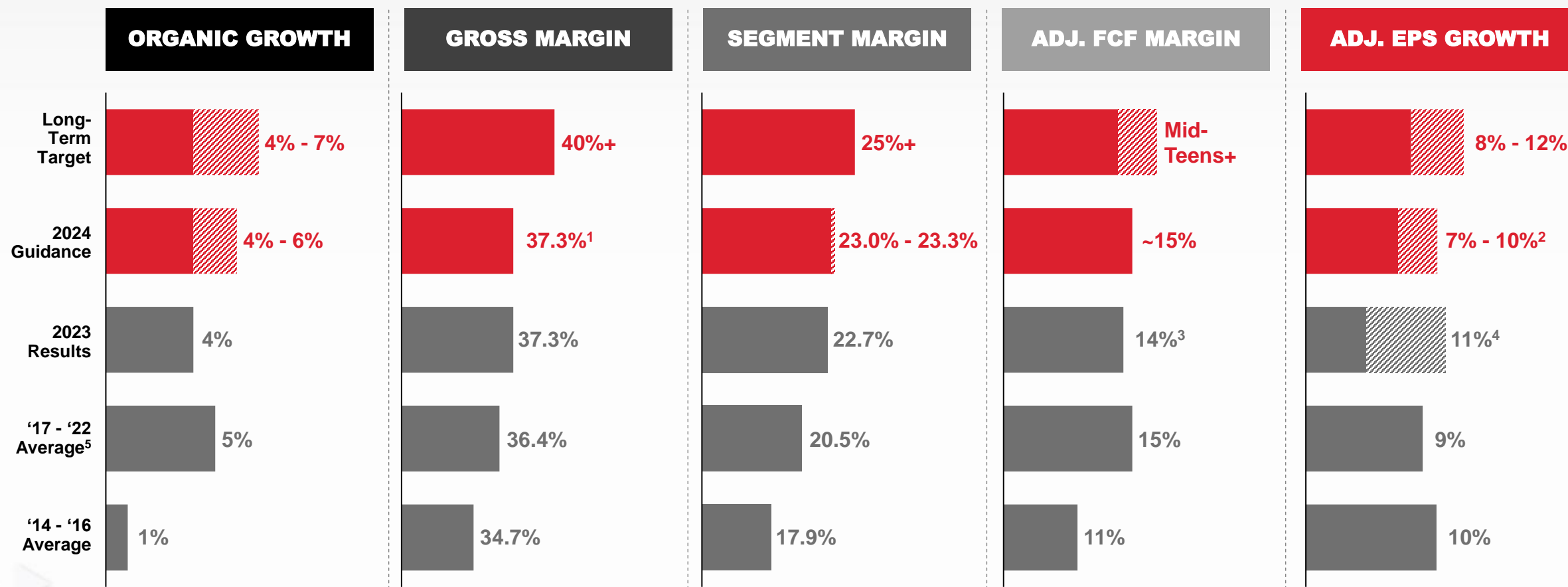
2024 Outlook In Line with Long-Term Framework

LONG-TERM FINANCIAL GROWTH ALGORITHM



Compelling Framework to Compound Growth

LONG-TERM FINANCIAL PROGRESSION



1. Represents gross margin from the last twelve months. Historical gross margin excludes company-funded R&D, in line with the reporting change made in 1Q23. 2. Adjusted EPS V% guidance excludes 2023 Russian-related charges, 2023 net expense related to the NARCO Buyout and HWI Sale, and 2023 adjustment to estimated future Bendix liability. 3. Excluding impact of settlements related to the NARCO Buyout, HWI Sale, and UOP Matters. 4. Adjusted EPS excluding pension headwind excludes the impact of the year-over-year decrease in pension ongoing and other postretirement income. 5. Excluding 2020.

Integrated Operating Company Delivering Value

SUMMARY

- **Met or exceeded initial 2023 guidance; 2024 outlook in line with long-term framework**
- **Aligned to compelling megatrends, all underpinned by digitalization, enabling next phase of transformation**
- **Portfolio actions unfolding; capital deployment to accelerate in 2024**

Strong Foundation in Place; Outlook is Bright

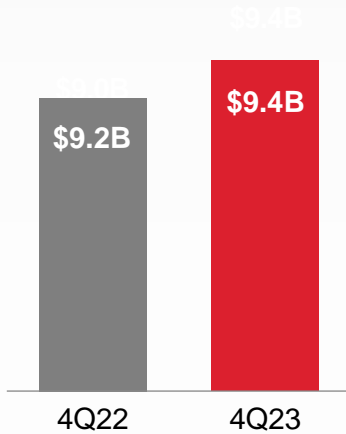


Appendix

4Q 2023 FINANCIAL SUMMARY

SALES

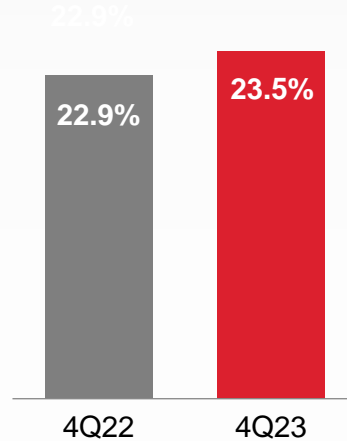
Up **2% Organic**



- + Double-digit organic growth in commercial aviation, over 20% growth in original equipment
- + Return to growth in advanced materials driving overall PMT improvement
- SPS headwinds continue as expected

SEGMENT MARGIN

Up **60 bps**



- + Margin expansion led by PMT
- + Commercial excellence and productivity actions more than offset inflation
- ± Business mix improvement in PMT and SPS, short cycle business mix headwinds in Aero and HBT

ADJUSTED EPS

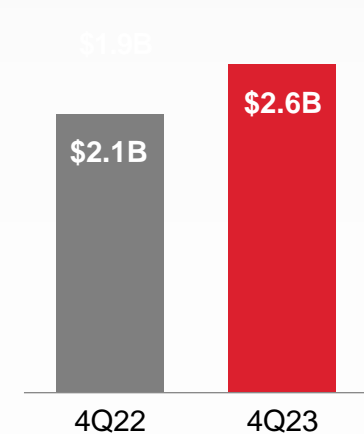
Up **3%**
Up 8% ex. Pension Headwind



- + Higher segment profit
- + Lower share count (661M vs. 677M)
- ± Lower repositioning and other; increased interest expense
- Higher adjusted effective tax rate (18.6% vs. 16.3%)

FREE CASH FLOW

Up **22%**



- + Deployed \$2.6B to share repurchases, dividends, capex, and M&A
- + Higher net income

Adjusted EPS and adjusted EPS V% excludes 4Q23 pension mark-to-market expense, 4Q23 Russian-related charges, 4Q23 adjustment to estimated future Bendix liability, 4Q22 pension mark-to-market expense, 4Q22 benefit related to UOP Matters, 4Q22 Russian-related charges, 4Q22 gain on sale of Russian entities, and 4Q22 net expense related to the NARCO Buyout and HWI Sale. Adjusted EPS excluding pension headwind and adjusted EPS V% excluding pension headwind excludes the items previously described and the impact of the year-over-year decrease in pension ongoing and other postretirement income.

Strong Performance Despite Challenging Operating Environment

4Q 2023 SEGMENT RESULTS

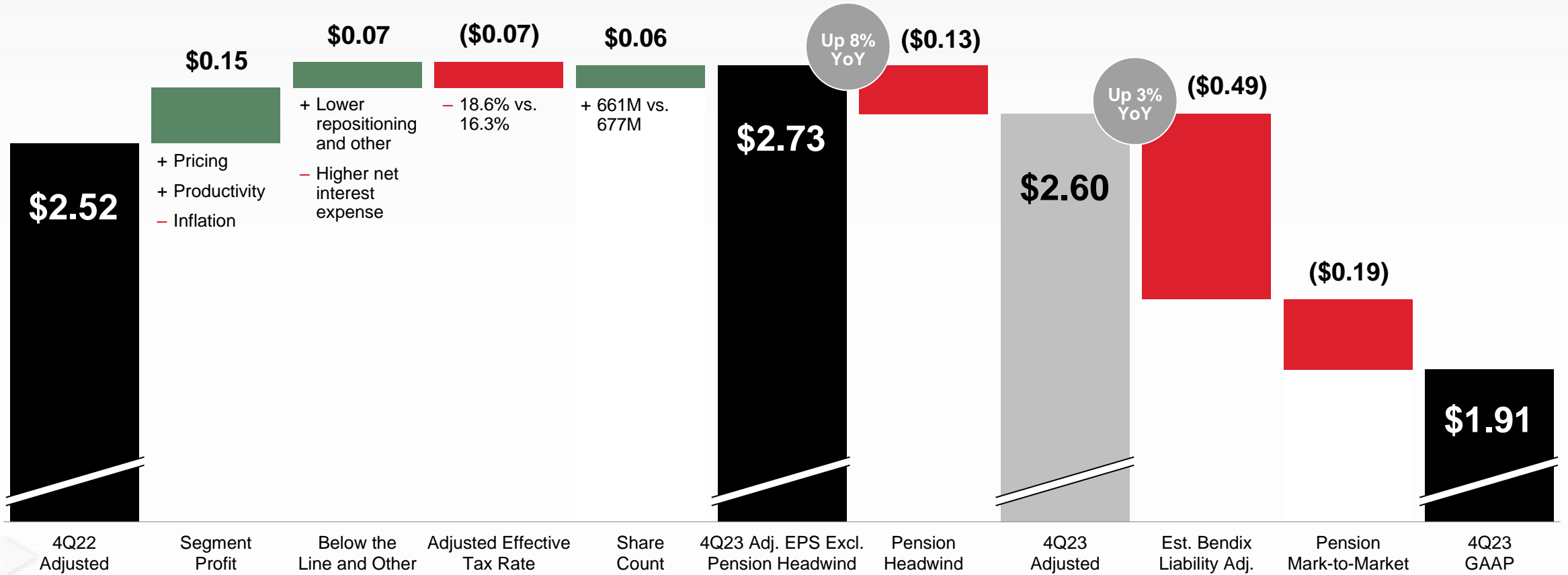
(\$M)	SALES	SEGMENT MARGIN CHANGE (BPS)	COMMENTARY
AERO	\$3,673 Up 15% Organic	28.0% Up 20 bps	<ul style="list-style-type: none"> • 11th consecutive quarter of double-digit growth in commercial aviation, original equipment up over 20% • 5% organic growth for defense and space in the quarter despite supply chain challenges • Margin expansion driven by commercial excellence and volume leverage, partially offset by cost inflation and mix pressure in our original equipment business
HBT	\$1,504 Down (1%) Organic	23.9% Down (90) bps	<ul style="list-style-type: none"> • Sequential and year over year growth in building solutions from continued strength in both services and projects • Year over year orders growth in all businesses, including robust growth in security products • Margin contraction due to cost inflation and mix headwinds, partially offset by productivity actions and commercial excellence
PMT	\$3,029 Up 4% Organic	24.0% Up 200 bps	<ul style="list-style-type: none"> • Strength across HPS, led by another quarter of double-digit growth in aftermarket services • Return to growth in advanced materials as a result of double-digit growth in fluorine products • Margin expansion driven by productivity actions, favorable business mix, and commercial excellence net of inflation
SPS	\$1,227 Down (24%) Organic	17.3% Down (290) bps	<ul style="list-style-type: none"> • Lower warehouse automation project volumes as demand remains near trough levels • Short-cycle demand softness in productivity solutions and services tempered by over 30% orders growth • Margin contraction due to volume leverage and cost inflation, partially offset by productivity actions and commercial excellence

Excellent Long Cycle Performance Continued, Short Cycle Recovery Delayed

4Q AND FY 2023 SALES GROWTH

	4Q Reported	4Q Organic	FY Reported	FY Organic
AEROSPACE	15%	15%	15%	15%
Commercial Aviation Original Equipment	25%	25%	15%	15%
Commercial Aviation Aftermarket	19%	19%	22%	22%
Defense and Space	6%	5%	8%	8%
HONEYWELL BUILDING TECHNOLOGIES	(1%)	(1%)	1%	2%
Building Products	(5%)	(6%)	(2%)	(1%)
Building Solutions	6%	6%	4%	6%
PERFORMANCE MATERIALS AND TECHNOLOGIES	6%	4%	7%	7%
UOP	1%	1%	8%	8%
Process Solutions	9%	4%	11%	10%
Advanced Materials	6%	6%	2%	2%
SAFETY AND PRODUCTIVITY SOLUTIONS	(24%)	(24%)	(21%)	(20%)
Sensing and Safety Technologies	(5%)	(6%)	(4%)	(4%)
Productivity Solutions and Services	(22%)	(24%)	(24%)	(25%)
Warehouse and Workflow Solutions	(51%)	(51%)	(37%)	(38%)

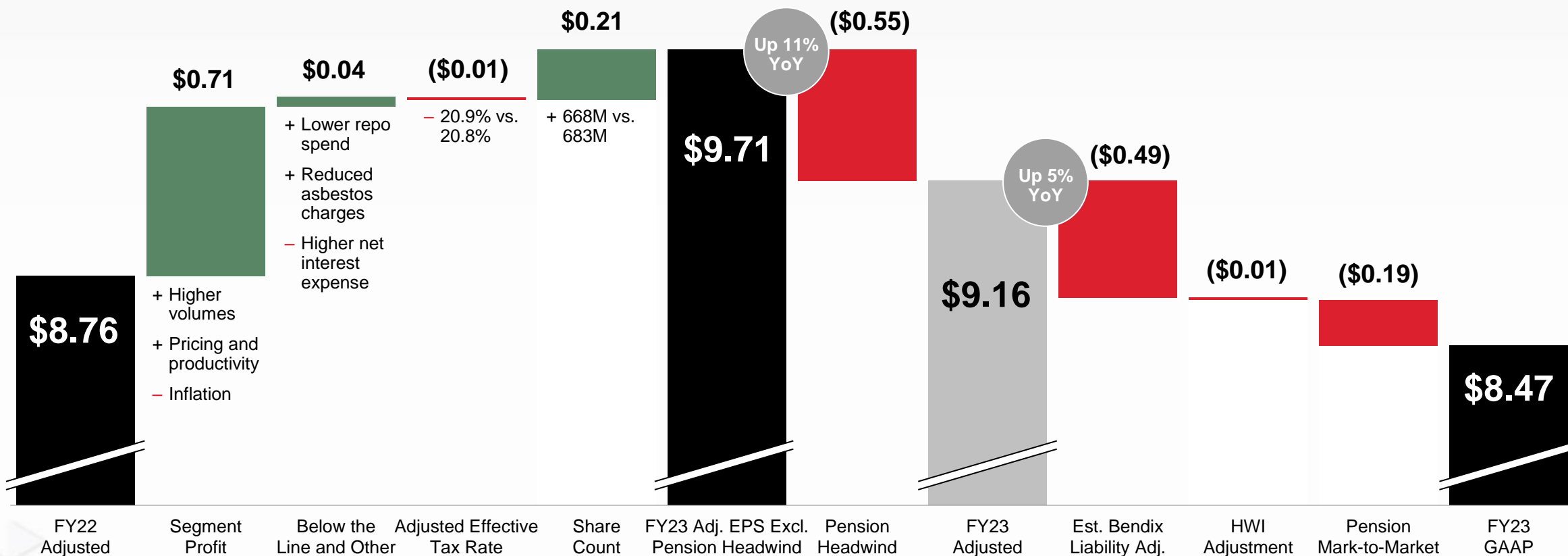
4Q 2023 EARNINGS PER SHARE BRIDGE



Adjusted EPS and adjusted EPS V% excludes 4Q23 pension mark-to-market expense, 4Q23 Russian-related charges, 4Q23 adjustment to estimated future Bendix liability, 4Q22 pension mark-to-market expense, 4Q22 benefit related to UOP Matters, 4Q22 Russian-related charges, 4Q22 gain on sale of Russian entities, and 4Q22 net expense related to the NARCO Buyout and HWI Sale. Adjusted EPS excluding pension headwind and adjusted EPS V% excluding pension headwind excludes the items previously described and the impact of the year-over-year decrease in pension ongoing and other postretirement income.

Segment Profit Driving EPS Growth

FY 2023 EARNINGS PER SHARE BRIDGE



Adjusted EPS and adjusted EPS V% excludes 2023 pension mark-to-market expense, 2023 Russian-related charges, 2023 net expense related to the NARCO Buyout and HWI Sale, 2023 adjustment to estimated future Bendix liability, 2022 pension mark-to-market expense, 2022 benefit related to UOP Matters, 2022 Russian-related charges, 2022 gain on sale of Russian entities, and 2022 net expense related to the NARCO Buyout and HWI Sale. Adjusted EPS excluding pension headwind and adjusted EPS V% excluding pension headwind excludes the items previously described and the impact of the year-over-year decrease in pension ongoing and other postretirement income.

Segment Profit Growth Driving EPS Improvement

FY 2023 GUIDANCE PROGRESSION

	ORIGINAL GUIDE (AS OF 4Q22 EARNINGS CALL)	PREVIOUS GUIDE (AS OF 1Q23 EARNINGS CALL)	PREVIOUS GUIDE (AS OF 2Q23 EARNINGS CALL)	PREVIOUS GUIDE (AS OF 3Q23 EARNINGS CALL)	2023 ACTUALS
SALES	\$36.0B - \$37.0B	\$36.5B - \$37.3B	\$36.7B - \$37.3B	\$36.8B - \$37.1B	\$36.7B
Organic Growth	Up 2% - 5%	Up 3% - 6%	Up 4% - 6%	Up 4% - 5%	Up 4%
SEGMENT MARGIN	22.2% - 22.6%	22.3% - 22.6%	22.4% - 22.6%	22.5% - 22.6%	22.7%
Margin Expansion	Up 50 - 90 bps	Up 60 - 90 bps	Up 70 - 90 bps	Up 80 - 90 bps	Up 100 bps
Net Below the Line Impact	(\$625M) - (\$475M)	(\$625M) - (\$500M)	(\$625M) - (\$500M)	(\$575M) - (\$525M)	(\$550M)
Effective Tax Rate	~21%	~21%	~21%	~21%	~21%
Share Count	~672M	~670M	~670M	~669M	668M
ADJUSTED EPS	\$8.80 - \$9.20	\$9.00 - \$9.25	\$9.05 - \$9.25	\$9.10 - \$9.20	\$9.16
Adjusted Growth	Flat - Up 5%	Up 3% - 6%	Up 3% - 6%	Up 4% - 5%	Up 5%
ADJ. EPS EX. PENSION	\$9.35 - \$9.75	\$9.55 - \$9.80	\$9.60 - \$9.80	\$9.65 - \$9.75	\$9.71
Adjusted Growth ex. Pension	Up 7% - 11%	Up 9% - 12%	Up 10% - 12%	Up 10% - 11%	Up 11%
FREE CASH FLOW	\$3.9B - \$4.3B	\$3.9B - \$4.3B	\$3.9B - \$4.3B	\$3.9B - \$4.3B	\$4.3B
FCF Excluding Settlements	\$5.1B - \$5.5B	\$5.1B - \$5.5B	\$5.1B - \$5.5B	\$5.1B - \$5.5B	\$5.3B

Net below the line impact is the difference between segment profit and income before tax. Impact includes interest and other financial charges, stock compensation expense, pension ongoing income, other postretirement income, and repositioning and other charges. Adjusted EPS and adjusted EPS V% excludes 2023 pension mark-to-market expense, 2023 Russian-related charges, 2023 net expense related to the NARCO Buyout and HWI Sale, 2023 adjustment to estimated future Bendix liability, 2022 pension mark-to-market expense, 2022 expense related to UOP Matters, 2022 Russian-related charges, 2022 gain on sale of Russian entities, and 2022 net expense related to the NARCO Buyout and HWI Sale. Adjusted EPS excluding pension headwind guidance and Adjusted EPS V% excluding pension headwind guidance excludes the items previously described and the impact of the expected year-over-year decrease in pension ongoing and other postretirement income.

Strong Results Despite Macroeconomic Headwinds

FY 2023 SEGMENT RESULTS

(\$M)	SALES	SEGMENT MARGIN CHANGE (BPS)	COMMENTARY
AERO	\$13,624 Up 15% Organic	27.5% Up 20 bps	<ul style="list-style-type: none"> Commercial aviation up 20% year over year on increased flight hours and build rates Return to growth in defense and space, book-to-bill ratio of approximately 1.2x provides momentum into 2024 Margin expansion as a result of commercial excellence and volume leverage, partially offset by cost inflation
HBT	\$6,031 Up 2% Organic	25.0% Up 100 bps	<ul style="list-style-type: none"> Strong growth in both projects and services within building solutions Fire products up year over year despite short cycle headwinds Margin expansion driven by productivity actions and price / cost management, partially offset by unfavorable business mix
PMT	\$11,506 Up 7% Organic	22.2% Up 30 bps	<ul style="list-style-type: none"> Process solutions sales up 10%, driven by strength across the business, highlighted by double-digit growth in projects and lifecycle solutions and services Another year of significant growth in sustainable technology solutions, providing a foundation for the future Robust demand in fluorine products supported growth in advanced materials
SPS	\$5,489 Down (20%) Organic	16.4% Up 80 bps	<ul style="list-style-type: none"> Demand softness in warehouse automation projects, but robust growth in aftermarket services Short-cycle headwinds, particularly in productivity solutions and services Margin expansion as a result of productivity actions and commercial excellence net of inflation, partially offset by volume leverage

Margin Expansion in All Businesses, Delivered on Our Commitments

2024 EARNINGS PER SHARE BRIDGE

Guidance Ranges:

\$0.60 - \$0.85

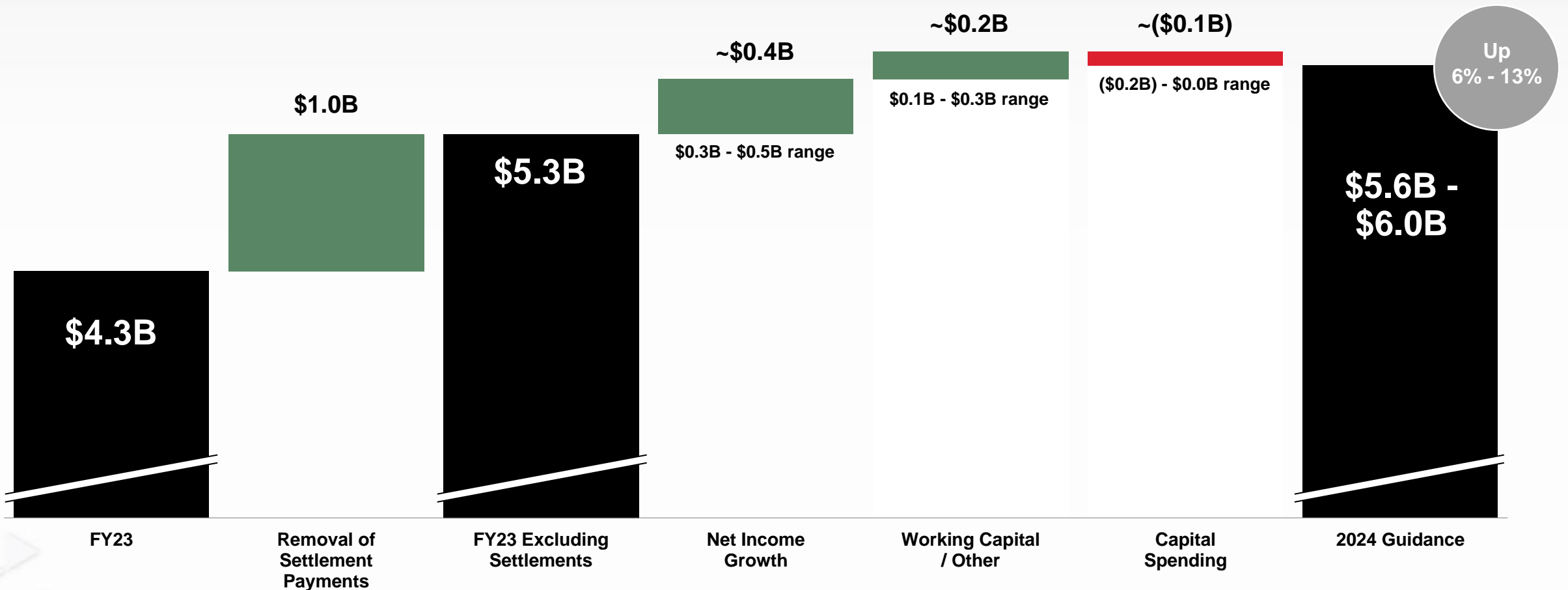
(\$0.12) - (\$0.07)



Adjusted EPS guidance and adjusted EPS V% guidance excludes 2023 Russian-related charges, 2023 net expense related to the NARCO Buyout and HWI Sale, and 2023 adjustment to estimated future Bendix liability.

Operational Execution Driving EPS Growth

2024 FREE CASH FLOW BRIDGE



Net Income Growth Primary Driver of 2024 Free Cash Flow Growth

ADDITIONAL 2024 INPUTS

	2023	2024E	1Q24E	COMMENTARY
Pension / OPEB	\$557M	~\$550M	~\$145M	<ul style="list-style-type: none"> Pension income roughly flat to prior year
Repositioning	(\$285M)	(\$200M - \$300M)	(\$60M - \$100M)	<ul style="list-style-type: none"> Retaining capacity for high-return projects to support cost management and productivity initiatives
Other Below the Line ¹	(\$822M)	(\$900M - \$950M)	(\$225M - \$235M)	<ul style="list-style-type: none"> Increased year over year headwind from interest expense
Total Below the Line	(\$550M)	(\$550M - \$700M)	(\$140M - \$190M)	
Adjusted Effective Tax Rate	21%	~21%	~22%	
Share Count	668M	~656M	~657M	<ul style="list-style-type: none"> Minimum 1% share count reduction
Corporate and Quantinum	(\$392M)	(~\$450M)	(~\$100M)	<ul style="list-style-type: none"> Segment profit for Corporate and Quantinum

1. Other below the line includes asbestos, environmental expenses net of spin reimbursements, net interest, FX, stock option expense, RSU expense, M&A, and other expense.

CREDIBILITY OF OUR FINANCIAL ALGORITHM

KEY METRICS	PRIOR LONG-TERM TARGETS	2021 RESULTS	CURRENT LONG-TERM TARGETS	2022 RESULTS	2023 RESULTS	COMMENTARY
ORGANIC SALES GROWTH	3% - 5%	4%	4% - 7%	6%	4%	<p>Strong multi-year performance</p> <ul style="list-style-type: none"> Organic sales in line with long-term commitments, opportunity to accelerate
SEGMENT MARGIN EXPANSION	30 - 50 bps	60 bps	40 - 60 bps	70 bps	100 bps	<ul style="list-style-type: none"> Top tier, consistent margin expansion Strong cash generation
ADJUSTED FCF MARGIN	No prior target	17%	Mid-Teens+	14%	14% ¹	<ul style="list-style-type: none"> Consistent capital deployment framework with commitment to do more
CAPITAL DEPLOYMENT	No prior target	\$8.5B	\$25B+ 2023 - 2025	\$7.9B	\$8.3B	

1. Excluding impact of settlements related to the NARCO Buyout, HWI Sale, and UOP Matters.

Consistently Met or Exceeded Financial Commitments

NON-GAAP FINANCIAL MEASURES

The following information provides definitions and reconciliations of certain non-GAAP financial measures presented in this presentation to which this reconciliation is attached to the most directly comparable financial measures calculated and presented in accordance with generally accepted accounting principles (GAAP).

Management believes that, when considered together with reported amounts, these measures are useful to investors and management in understanding our ongoing operations and in the analysis of ongoing operating trends. These measures should be considered in addition to, and not as replacements for, the most comparable GAAP measure. Certain measures presented on a non-GAAP basis represent the impact of adjusting items net of tax. The tax-effect for adjusting items is determined individually and on a case-by-case basis. Other companies may calculate these non-GAAP measures differently, limiting the usefulness of these measures for comparative purposes.

Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitations of these non-GAAP financial measures are that they exclude significant expenses and income that are required by GAAP to be recognized in the consolidated financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expenses and income are excluded or included in determining these non-GAAP financial measures. Investors are urged to review the reconciliation of the non-GAAP financial measures to the comparable GAAP financial measures and not to rely on any single financial measure to evaluate Honeywell's business.

RECONCILIATION OF OPERATING INCOME TO SEGMENT PROFIT AND CALCULATION OF OPERATING INCOME AND SEGMENT PROFIT MARGINS

(\$M)	4Q22	4Q23	1Q23	2022	2023
Operating income	\$ 1,813	\$ 1,583	\$ 1,692	\$ 6,427	\$ 7,084
Stock compensation expense ⁽¹⁾	25	54	59	188	202
Repositioning, Other ^(2,3)	233	569	180	942	952
Pension and other postretirement service costs ⁽³⁾	33	17	16	132	66
Segment profit	\$ 2,104	\$ 2,223	\$ 1,947	\$ 7,689	\$ 8,304
Operating income	\$ 1,813	\$ 1,583	\$ 1,692	\$ 6,427	\$ 7,084
÷ Net sales	\$ 9,186	\$ 9,440	\$ 8,864	\$ 35,466	\$ 36,662
Operating income margin %	19.7 %	16.8 %	19.1 %	18.1 %	19.3 %
Segment profit	\$ 2,104	\$ 2,223	\$ 1,947	\$ 7,689	\$ 8,304
÷ Net sales	\$ 9,186	\$ 9,440	\$ 8,864	\$ 35,466	\$ 36,662
Segment profit margin %	22.9 %	23.5 %	22.0 %	21.7 %	22.7 %

(1) Included in Selling, general and administrative expenses.

(2) Includes repositioning, asbestos, environmental expenses, equity income adjustment, and other charges. For the three months ended December 31, 2022, other charges include an expense of \$7 million primarily related to a loss on the sale of inventory due to the initial suspension and wind down of our businesses and operations in Russia. For the three months ended March 31, 2023, other charges include \$2 million of expenses due to the Russia-Ukraine conflict. For the twelve months ended December 31, 2022, other charges include an expense of \$250 million related to reserves against outstanding accounts receivables, contract assets, and inventory, as well as the write-down of other assets and employee severance related to the initial suspension and wind down of our businesses and operations in Russia. For the three and twelve months ended December 31, 2022, other charges include \$9 million and \$41 million, respectively, of incremental long-term contract labor cost inefficiencies due to severe supply chain disruptions (attributable to the COVID-19 pandemic) relating to the warehouse automation business within the Safety and Productivity Solutions segment. These costs include incurred amounts and provisions for anticipated losses recognized when total estimated costs at completion for certain of the business' long-term contracts exceeded total estimated revenue. These certain costs represent unproductive labor costs due to unexpected supplier delays and the resulting downstream installation issues, demobilization and remobilization of contract workers, and resolution of contractor disputes.

(3) Included in Cost of products and services sold and Selling, general and administrative expenses.

We define segment profit, on an overall Honeywell basis, as operating income, excluding stock compensation expense, pension and other postretirement service costs, and repositioning and other charges. We define segment profit margin, on an overall Honeywell basis, as segment profit divided by net sales. We believe these measures are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

A quantitative reconciliation of operating income to segment profit, on an overall Honeywell basis, has not been provided for all forward-looking measures of segment profit and segment profit margin included herein. Management cannot reliably predict or estimate, without unreasonable effort, the impact and timing on future operating results arising from items excluded from segment profit, particularly pension mark-to-market expense as it is dependent on macroeconomic factors, such as interest rates and the return generated on invested pension plan assets. The information that is unavailable to provide a quantitative reconciliation could have a significant impact on our reported financial results. To the extent quantitative information becomes available without unreasonable effort in the future, and closer to the period to which the forward-looking measures pertain, a reconciliation of segment profit to operating income will be included within future filings.

RECONCILIATION OF OPERATING INCOME TO SEGMENT PROFIT AND CALCULATION OF OPERATING INCOME AND SEGMENT PROFIT MARGINS

(\$M)	2014	2015	2016	2017	2018	2019	2021
Operating income	\$ 5,622	\$ 6,238	\$ 6,051	\$ 6,303	\$ 6,705	\$ 6,851	\$ 6,200
Stock compensation expense ⁽¹⁾	187	175	184	176	175	153	217
Repositioning, Other ^(2,3)	590	569	674	962	1,100	598	636
Pension and other postretirement service costs ⁽⁴⁾	297	274	277	249	210	137	159
Segment profit	\$ 6,696	\$ 7,256	\$ 7,186	\$ 7,690	\$ 8,190	\$ 7,739	\$ 7,212
Operating income	\$ 5,622	\$ 6,238	\$ 6,051	\$ 6,303	\$ 6,705	\$ 6,851	\$ 6,200
÷ Net sales	\$ 40,306	\$ 38,581	\$ 39,302	\$ 40,534	\$ 41,802	\$ 36,709	\$ 34,392
Operating income margin %	14.0 %	16.2 %	15.4 %	15.6 %	16.0 %	18.7 %	18.0 %
Segment profit	\$ 6,696	\$ 7,256	\$ 7,186	\$ 7,690	\$ 8,190	\$ 7,739	\$ 7,212
÷ Net sales	\$ 40,306	\$ 38,581	\$ 39,302	\$ 40,534	\$ 41,802	\$ 36,709	\$ 34,392
Segment profit margin %	16.6 %	18.8 %	18.3 %	19.0 %	19.6 %	21.1 %	21.0 %

(1) Included in Selling, general and administrative expenses.

(2) Includes repositioning, asbestos, environmental expenses, equity income adjustment, and other charges. For the twelve months ended December 31, 2021, other charges includes \$105 million of incremental long-term contract labor cost inefficiencies due to severe supply chain disruptions (attributable to the COVID-19 pandemic) relating to the warehouse automation business within the Safety and Product Solutions segment. These costs include incurred amounts and provisions for anticipated losses recognized during the fourth quarter when total estimated costs at completion for certain of the business' long-term contracts exceeded total estimated revenue. These certain costs represent unproductive labor costs due to unexpected supplier delays and the resulting downstream installation issues, demobilization and remobilization of contract workers, and resolution of contractor disputes.

(3) Included in Cost of products and services sold, Selling, general and administrative expenses, and Other income/expense

(4) Included in Cost of products and services sold and Selling, general and administrative expenses.

We define segment profit, on an overall Honeywell basis, as operating income, excluding stock compensation expense, pension and other postretirement service costs, and repositioning and other charges. We define segment profit margin, on an overall Honeywell basis, as segment profit divided by net sales. We believe these measures are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

A quantitative reconciliation of segment profit, on an overall Honeywell basis, to operating income has not been provided for all forward-looking measures of segment profit and segment margin included herein. Management cannot reliably predict or estimate, without unreasonable effort, the impact and timing on future operating results arising from items excluded from segment profit. The information that is unavailable to provide a quantitative reconciliation could have a significant impact on our reported financial results. To the extent quantitative information becomes available without unreasonable effort in the future, and closer to the period to which the forward-looking measures pertain, a reconciliation of segment profit to operating income will be included within future filings.

RECONCILIATION OF ORGANIC SALES PERCENT CHANGE

	4Q23	2023
Honeywell		
Reported sales % change	3%	3%
Less: Foreign currency translation	1%	(1)%
Less: Acquisitions, divestitures and other, net	—%	—%
Organic sales % change	<u>2%</u>	<u>4%</u>
Aerospace		
Reported sales % change	15%	15%
Less: Foreign currency translation	—%	—%
Less: Acquisitions, divestitures and other, net	—%	—%
Organic sales % change	<u>15%</u>	<u>15%</u>
Honeywell Building Technologies		
Reported sales % change	(1)%	1%
Less: Foreign currency translation	—%	(1)%
Less: Acquisitions, divestitures and other, net	—%	—%
Organic sales % change	<u>(1)%</u>	<u>2%</u>
Performance Materials and Technologies		
Reported sales % change	6%	7%
Less: Foreign currency translation	1%	(1)%
Less: Acquisitions, divestitures and other, net	1%	1%
Organic sales % change	<u>4%</u>	<u>7%</u>
Safety and Productivity Solutions		
Reported sales % change	(24)%	(21)%
Less: Foreign currency translation	—%	(1)%
Less: Acquisitions, divestitures and other, net	—%	—%
Organic sales % change	<u>(24)%</u>	<u>(20)%</u>

We define organic sales percentage as the year-over-year change in reported sales relative to the comparable period, excluding the impact on sales from foreign currency translation and acquisitions, net of divestitures, for the first 12 months following the transaction date. We believe this measure is useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

A quantitative reconciliation of reported sales percent change to organic sales percent change has not been provided for forward-looking measures of organic sales percent change because management cannot reliably predict or estimate, without unreasonable effort, the fluctuations in global currency markets that impact foreign currency translation, nor is it reasonable for management to predict the timing, occurrence and impact of acquisition and divestiture transactions, all of which could significantly impact our reported sales percent change.

RECONCILIATION OF ORGANIC SALES PERCENT CHANGE

	2014	2015	2016	2017	2018	2019	2021	2022
Honeywell								
Reported sales % change	3%	(4)%	2%	3%	3%	(12)%	5%	3%
Less: Foreign currency translation	—%	(4)%	(1)%	—%	1%	(1)%	1%	(3)%
Less: Acquisitions, divestitures and other, net	—%	—%	4%	(1)%	(4)%	(16)%	—%	—%
Organic sales % change	3%	—%	(1)%	4%	6%	5%	4%	6%

We define organic sales percentage as the year-over-year change in reported sales relative to the comparable period, excluding the impact on sales from foreign currency translation and acquisitions, net of divestitures, for the first 12 months following the transaction date. We believe this measure is useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends.

A quantitative reconciliation of reported sales percent change to organic sales percent change has not been provided for forward-looking measures of organic sales percent change because management cannot reliably predict or estimate, without unreasonable effort, the fluctuations in global currency markets that impact foreign currency translation, nor is it reasonable for management to predict the timing, occurrence and impact of acquisition and divestiture transactions, all of which could significantly impact our reported sales percent change.

RECONCILIATION OF EPS TO ADJUSTED EPS AND ADJUSTED EPS EXCLUDING PENSION HEADWIND

	4Q22	4Q23	1Q23	2022	2023	1Q24E	2024E
Earnings per share of common stock - diluted ⁽¹⁾	\$ 1.51	\$ 1.91	\$ 2.07	\$ 7.27	\$ 8.47	\$2.12 - \$2.22	\$9.80 - \$10.10
Pension mark-to-market expense ⁽²⁾	0.65	0.19	—	0.64	0.19	No Forecast	No Forecast
Expense (benefit) related to UOP Matters ⁽³⁾	(0.01)	—	—	0.07	—	—	—
Russian-related charges ⁽⁴⁾	0.01	—	—	0.43	—	—	—
Gain on sale of Russian entities ⁽⁵⁾	(0.02)	—	—	(0.03)	—	—	—
Net expense related to the NARCO Buyout and HWI Sale ⁽⁶⁾	0.38	—	—	0.38	0.01	—	—
Adjustment to estimated future Bendix liability ⁽⁷⁾	—	0.49	—	—	0.49	—	—
Adjusted earnings per share of common stock - diluted	\$ 2.52	\$ 2.60	\$ 2.07	\$ 8.76	\$ 9.16	\$2.12 - \$2.22	\$9.80 - \$10.10
Pension headwind ⁽⁸⁾	—	0.13	0.15	—	0.55	No Forecast	No Forecast
Adjusted earnings per share of common stock excluding Pension headwind - diluted	\$ 2.52	\$ 2.73	\$ 2.22	\$ 8.76	\$ 9.71	\$2.12 - \$2.22	\$9.80 - \$10.10

- (1) For the three months ended December 31, 2023, and 2022, adjusted earnings per share utilizes weighted average shares of approximately 660.9 million and 676.5 million, respectively. For the three months ended March 31, 2023, adjusted earnings per share utilizes weighted average shares of approximately 673.0 million. For the twelve months ended December 31, 2023, and 2022, adjusted earnings per share utilizes weighted average shares of approximately 668.2 million and 683.1 million, respectively. For the three months ended March 31, 2024, and twelve months ended December 31, 2024, expected earnings per share utilizes weighted average shares of approximately 657 million and 656 million, respectively.
- (2) Pension mark-to-market expense uses a blended tax rate of 18%, net of tax benefit of \$27 million, for 2023 and a blended tax rate of 16%, net of tax benefit of \$83 million, for 2022.
- (3) For the three months and twelve months ended December 31, 2022, the adjustments were a benefit of \$5 million and an expense of \$45 million, respectively, without tax benefit, due to an expense related to UOP matters.
- (4) For the three and twelve months ended December 31, 2023, the adjustments were benefits of \$2 million and \$3 million, respectively, without tax expense. For the three months ended December 31, 2022, the adjustment was \$4 million, without tax benefit, to exclude expenses primarily related to a loss on the sale of inventory offset by favorable foreign exchange revaluation on an intercompany loan with a Russian affiliate related to the initial suspension and wind down of our business and operations in Russia. For the twelve months ended December 31, 2022, the adjustment was \$297 million, without tax benefit, to exclude charges and the accrual of reserves related to outstanding accounts receivable, contract assets, impairment of intangible assets, foreign exchange revaluation, inventory reserves, the write-down of other assets, impairment of property, plant and equipment, employee severance, and called guarantees related to the initial suspension and wind down of our businesses and operations in Russia.
- (5) For the three and twelve months ended December 31, 2022, the adjustments were \$12 million and \$22 million, respectively, without tax expense, due to the gain on sale of Russian entities.
- (6) For the twelve months ended December 31, 2023, the adjustment was \$8 million, net of tax benefit of \$3 million, due to the net expense related to the NARCO Buyout and HWI Sale. For the three and twelve months ended December 31, 2022, the adjustment was \$260 million, net of tax benefit of \$82 million, due to the net expense related to the NARCO Buyout and HWI Sale.
- (7) Bendix Friction Materials ("Bendix") is a business no longer owned by the Company. In 2023, the Company changed its valuation methodology for calculating legacy Bendix liabilities. For the three and twelve months ended December 31, 2023, the adjustment was \$330 million, net of tax benefit of \$104 million, (or \$434 million pre-tax) due to a change in the estimated liability for resolution of asserted (claims filed as of the financial statement date) and unasserted Bendix-related asbestos claims. The Company experienced fluctuations in average resolution values year-over-year in each of the past five years with no well-established trends in either direction. In 2023, the Company observed two consecutive years of increasing average resolution values (2023 and 2022), with more volatility in the earlier years of the five-year period (2019 through 2021). Based on these observations, the Company, during its annual review in the fourth quarter of 2023, reevaluated its valuation methodology and elected to give more weight to the two most recent years by shortening the look-back period from five years to two years (2023 and 2022). The Company believes that the average resolution values in the last two consecutive years are likely more representative of expected resolution values in future periods. The \$434 million pre-tax amount is attributable primarily to shortening the look-back period to the two most recent years, and to a lesser extent to increasing expected resolution values for a subset of asserted claims to adjust for higher claim values in that subset than in the modelled two-year data set. It is not possible to predict whether such resolution values will increase, decrease, or stabilize in the future, given recent litigation trends within the tort system and the inherent uncertainty in predicting the outcome of such trends. The Company will continue to monitor Bendix claim resolution values and other trends within the tort system to assess the appropriate look-back period for determining average resolution values going forward.
- (8) For the three and twelve months ended December 31, 2023, the adjustments were the decline of \$91 million and \$378 million, of pension ongoing and other postretirement income between 2022 and 2023, net of tax expense of \$18 million and \$99 million, respectively. For the three months ended March 31, 2023, the adjustment was the decline of \$99 million of pension ongoing and other postretirement income between the three months ended March 31, 2022, and three months ended March 31, 2023, net of tax expense of \$26 million.

Note: Numbers may not tie due to rounding

We define adjusted earnings per share as diluted earnings per share adjusted to exclude various charges as listed above. We define adjusted earnings per share excluding pension headwind as adjusted earnings per share adjusted for an actual decline of pension ongoing and other postretirement income between the comparative periods in 2022 and 2023. We believe adjusted earnings per share and adjusted earnings per share excluding pension headwind are measures that are useful to investors and management in understanding our ongoing operations and in analysis of ongoing operating trends. For forward-looking information, management cannot reliably predict or estimate, without unreasonable effort, the pension mark-to-market expense as it is dependent on macroeconomic factors, such as interest rates and the return generated on invested pension plan assets. We therefore do not include an estimate for the pension mark-to-market expense. Based on economic and industry conditions, future developments, and other relevant factors, these assumptions are subject to change.

RECONCILIATION OF EFFECTIVE TAX RATE TO ADJUSTED EFFECTIVE TAX RATE

(\$M)	4Q22	4Q23	2022	2023
Income before taxes	\$ 1,189	\$ 1,506	\$ 6,379	\$ 7,159
Pension mark-to-market expense	523	153	523	153
Expense (benefit) related to UOP Matters	(5)	—	45	—
Russian-related charges	4	(2)	295	(3)
Gain on sale of Russian entities	(12)	—	(22)	—
Net expense related to the NARCO Buyout and HWI Sale	342	—	342	11
Adjustment to estimated future Bendix liability	—	434	—	434
Adjusted income before taxes	<u>\$ 2,041</u>	<u>\$ 2,091</u>	<u>\$ 7,562</u>	<u>\$ 7,754</u>
Income tax expense	\$ 168	\$ 258	\$ 1,412	\$ 1,487
Pension mark-to-market expense	83	27	83	27
Russian-related charges	—	—	(2)	—
Net expense related to the NARCO Buyout and HWI Sale	82	—	82	3
Adjustment to estimated future Bendix liability	—	104	—	104
Adjusted income tax expense	<u>\$ 333</u>	<u>\$ 389</u>	<u>\$ 1,575</u>	<u>\$ 1,621</u>
Income tax expense	\$ 168	\$ 258	\$ 1,412	\$ 1,487
÷ Income before taxes	<u>\$ 1,189</u>	<u>\$ 1,506</u>	<u>\$ 6,379</u>	<u>\$ 7,159</u>
Effective tax rate	<u>14.1 %</u>	<u>17.1 %</u>	<u>22.1 %</u>	<u>20.8 %</u>
Adjusted income tax expense	\$ 333	\$ 389	\$ 1,575	\$ 1,621
÷ Adjusted income before taxes	<u>\$ 2,041</u>	<u>\$ 2,091</u>	<u>\$ 7,562</u>	<u>\$ 7,754</u>
Adjusted effective tax rate	<u>16.3 %</u>	<u>18.6 %</u>	<u>20.8 %</u>	<u>20.9 %</u>

We define adjusted income before taxes as income before taxes adjusted for items presented above. We define adjusted income tax expense as income tax expense adjusted for items presented above. We define adjusted effective tax rate as adjusted income tax expense divided by adjusted income before taxes.

We believe that adjusted effective tax rate is a non-GAAP measure that is useful to investors and management as an ongoing representation of our tax rate excluding one-off and unusual transactions. This measure can be used to evaluate our tax rate on our recurring operations. For forward looking information, we do not provide effective tax rate guidance on a GAAP basis as management cannot reliably predict or estimate, without unreasonable effort, the pension mark-to-market expenses and other one-off and unusual transactions.

RECONCILIATION OF CASH PROVIDED BY OPERATING ACTIVITIES TO FREE CASH FLOW AND FREE CASH FLOW EXCLUDING IMPACT OF SETTLEMENTS AND CALCULATION OF FREE CASH FLOW MARGIN EXCLUDING IMPACT OF SETTLEMENTS

(\$M)	4Q23	2023
Cash provided by operating activities	\$ 2,955	\$ 5,340
Capital expenditures	(364)	(1,039)
Garrett cash receipts	—	—
Free cash flow	<u>2,591</u>	<u>4,301</u>
Impact of settlements ⁽¹⁾	—	1,001
Free cash flow excluding impact of settlements	<u>\$ 2,591</u>	<u>\$ 5,302</u>
Cash provided by operating activities	\$ 2,955	\$ 5,340
÷ Net sales	<u>\$ 9,440</u>	<u>\$ 36,662</u>
Operating cash flow margin %	<u>31 %</u>	<u>15 %</u>
Free cash flow excluding impact of settlements	\$ 2,591	\$ 5,302
÷ Net sales	<u>\$ 9,440</u>	<u>\$ 36,662</u>
Free cash flow margin excluding impact of settlements %	<u>27 %</u>	<u>14 %</u>

(1) For the twelve months ended December 31, 2023, impact of settlements was \$1,001 million, net of tax benefit of \$252 million, due to settlements related to the NARCO Buyout, HWI Sale, and UOP Matters.

We define free cash flow as cash provided by operating activities less cash for capital expenditures plus cash receipts from Garrett. We define free cash flow excluding impact of settlements as free cash flow less settlements related to the NARCO Buyout, HWI Sale, and UOP Matters. We define free cash flow margin excluding impact of settlements as free cash flow excluding impact of settlements divided by net sales.

We believe that free cash flow, free cash flow excluding impact of settlements, and adjusted free cash flow margin are non-GAAP measures that are useful to investors and management as a measure of cash generated by operations that will be used to repay scheduled debt maturities and can be used to invest in future growth through new business development activities or acquisitions, pay dividends, repurchase stock, or repay debt obligations prior to their maturities. These measures can also be used to evaluate our ability to generate cash flow from operations and the impact that this cash flow has on our liquidity.

RECONCILIATION OF CASH PROVIDED BY OPERATING ACTIVITIES TO ADJUSTED FREE CASH FLOW AND CALCULATION OF ADJUSTED FREE CASH FLOW MARGIN

(\$M)	2014	2015	2016	2017	2018	2019	2021	2022
Cash provided by operating activities	\$ 5,080	\$ 5,519	\$ 5,498	\$ 5,966	\$ 6,434	\$ 6,897	\$ 6,038	\$ 5,274
Capital expenditures	(1,094)	(1,073)	(1,095)	(1,031)	(828)	(839)	(895)	(766)
Garrett cash receipts	—	—	—	—	—	—	586	409
Free cash flow	\$ 3,986	\$ 4,446	\$ 4,403	\$ 4,935	\$ 5,606	\$ 6,058	\$ 5,729	\$ 4,917
Separation cost payments	—	—	—	—	424	213	—	—
Adjusted free cash flow	\$ 3,986	\$ 4,446	\$ 4,403	\$ 4,935	\$ 6,030	\$ 6,271	\$ 5,729	\$ 4,917
Cash provided by operating activities	\$ 5,080	\$ 5,519	\$ 5,498	\$ 5,966	\$ 6,434	\$ 6,897	\$ 6,038	\$ 5,274
÷ Net sales	\$ 40,306	\$ 38,581	\$ 39,302	\$ 40,534	\$ 41,802	\$ 36,709	\$ 34,392	\$ 35,466
Operating cash flow margin %	13 %	14 %	14 %	15 %	15 %	19 %	18 %	15 %
Adjusted free cash flow	\$ 3,986	\$ 4,446	\$ 4,403	\$ 4,935	\$ 6,030	\$ 6,271	\$ 5,729	\$ 4,917
÷ Net sales	\$ 40,306	\$ 38,581	\$ 39,302	\$ 40,534	\$ 41,802	\$ 36,709	\$ 34,392	\$ 35,466
Adjusted free cash flow margin %	10 %	12 %	11 %	12 %	14 %	17 %	17 %	14 %

We define free cash flow as cash provided by operating activities less cash for capital expenditures plus cash receipts from Garrett. We define adjusted free cash flow as free cash flow plus separation cost payments. We define adjusted free cash flow margin as adjusted free cash flow divided by net sales.

We believe that free cash flow, adjusted free cash flow, and adjusted free cash flow margin are non-GAAP measures that are useful to investors and management as a measure of cash generated by operations that will be used to repay scheduled debt maturities and can be used to invest in future growth through new business development activities or acquisitions, pay dividends, repurchase stock, or repay debt obligations prior to their maturities. These measures can also be used to evaluate our ability to generate cash flow from operations and the impact that this cash flow has on our liquidity.

RECONCILIATION OF EXPECTED CASH PROVIDED BY OPERATING ACTIVITIES TO EXPECTED FREE CASH FLOW AND EXPECTED FREE CASH FLOW EXCLUDING IMPACT OF SETTLEMENTS

	<u>2024E_(\$B)</u>
Cash provided by operating activities	~\$6.7 - \$7.1
Capital expenditures	~(1.1)
Garrett cash receipts	—
Free cash flow	<u>~\$5.6 - \$6.0</u>
Impact of settlements	—
Free cash flow excluding impact of settlements	<u><u>~\$5.6 - \$6.0</u></u>

We define free cash flow as cash provided by operating activities less cash for capital expenditures plus anticipated cash receipts from Garrett. We define free cash flow excluding impact of settlements as free cash flow less settlements related to the NARCO Buyout, HWI Sale, and UOP Matters.

We believe that free cash flow and free cash flow excluding impact of settlements are non-GAAP measures that are useful to investors and management as a measure of cash generated by operations that will be used to repay scheduled debt maturities and can be used to invest in future growth through new business development activities or acquisitions, pay dividends, repurchase stock, or repay debt obligations prior to their maturities. These measures can also be used to evaluate our ability to generate cash flow from operations and the impact that this cash flow has on our liquidity.

Honeywell