



JEFFERIES VIRTUAL INDUSTRIALS CONFERENCE

AUGUST 3, 2021

DOUG WRIGHT

PRESIDENT AND CEO

HONEYWELL BUILDING TECHNOLOGIES

Honeywell

Forward Looking Statements

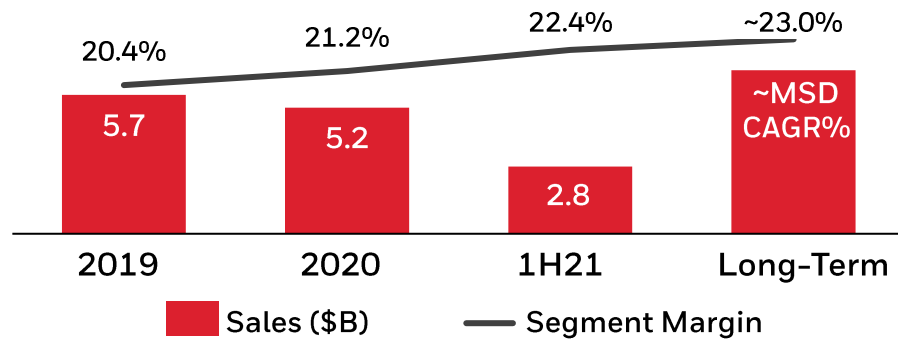
This presentation contains certain statements that may be deemed “forward-looking statements” within the meaning of Section 21E of the Securities Exchange Act of 1934. All statements, other than statements of historical fact, that address activities, events or developments that we or our management intends, expects, projects, believes or anticipates will or may occur in the future are forward-looking statements. Such statements are based upon certain assumptions and assessments made by our management in light of their experience and their perception of historical trends, current economic and industry conditions, expected future developments and other factors they believe to be appropriate. The forward-looking statements included in this presentation are also subject to a number of material risks and uncertainties, including but not limited to economic, competitive, governmental, technological, and COVID-19 public health factors affecting our operations, markets, products, services and prices. Such forward-looking statements are not guarantees of future performance, and actual results, and other developments, including the potential impact of the COVID-19 pandemic, and business decisions may differ from those envisaged by such forward-looking statements. Any forward-looking plans described herein are not final and may be modified or abandoned at any time. We identify the principal risks and uncertainties that affect our performance in our Form 10-K and other filings with the Securities and Exchange Commission.

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: organic sales growth, which we define as sales growth less the impacts from foreign currency translation and acquisitions and divestitures for the first 12 months following the transaction date. 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 metrics should be considered in addition to, and not as replacements for, the most comparable GAAP measure. Refer to the Appendix attached to this presentation for reconciliations of non-GAAP financial measures to the most directly comparable GAAP measures.

HBT BUSINESS OVERVIEW

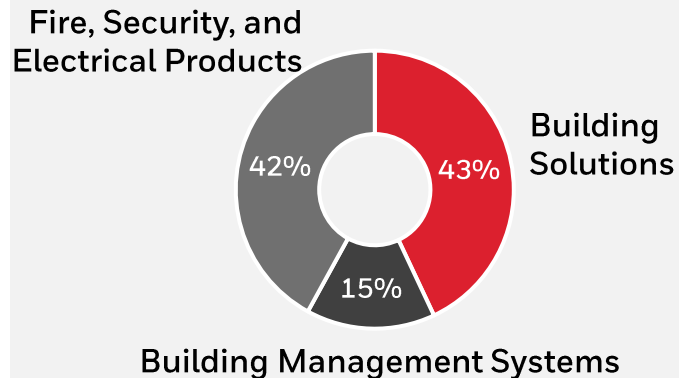
Financial Overview



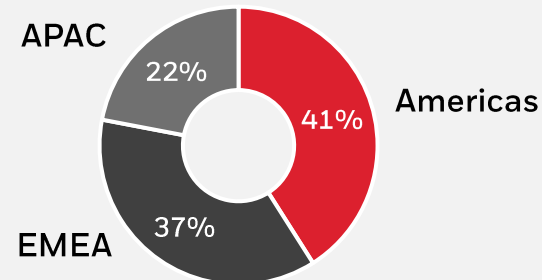
Highlights

- ✓ Global business with presence in over 75 countries
- ✓ Installed base of over 10M buildings
- ✓ Large services business of ~\$1.4B in 2021E
- ✓ Macros of urbanization, climate change, and digitization
- ✓ Growing connected building offerings on Honeywell Forge platform
- ✓ Improving mix to higher margin products, services, and software

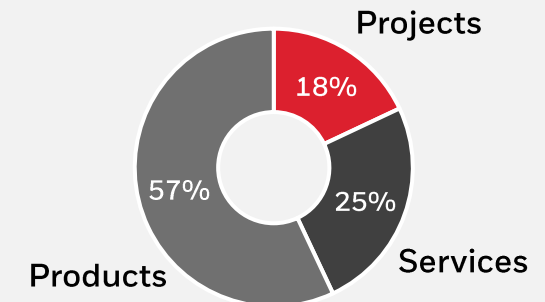
Business Mix



Geographical Coverage



Offering Type



Pie chart data represents 2020 sales using 2021 groupings of business segments

Innovation-Led Business With Strong Macro Tailwinds

STRONG FIRST HALF PERFORMANCE

	1H21 Results	Highlights
Sales	\$2.8B	HBT Sales <ul style="list-style-type: none">✓ Strong HSD to DD growth in all regions<ul style="list-style-type: none">• Strength in resilient code-driven portfolio (i.e., Fire)• Synchronized recovery across all lines of business• Continued growth momentum in building digitized services• Significant traction in newly launched innovations<ul style="list-style-type: none">• Healthy Buildings pipeline over \$2B• Main verticals: Datacenters, Retail, Hospitality, Education, Pharma, Healthcare, Premium Commercial
Organic Sales Growth	7%	
Segment Margin	22.4%	
Segment Margin Expansion	Up 160 bps	HBT Margins <ul style="list-style-type: none">✓ Continue to benefit from:<ul style="list-style-type: none">• Operational excellence and cost control• Favorable product mix, 80 / 20 rigor• New vectors (digital, eCommerce initiatives)

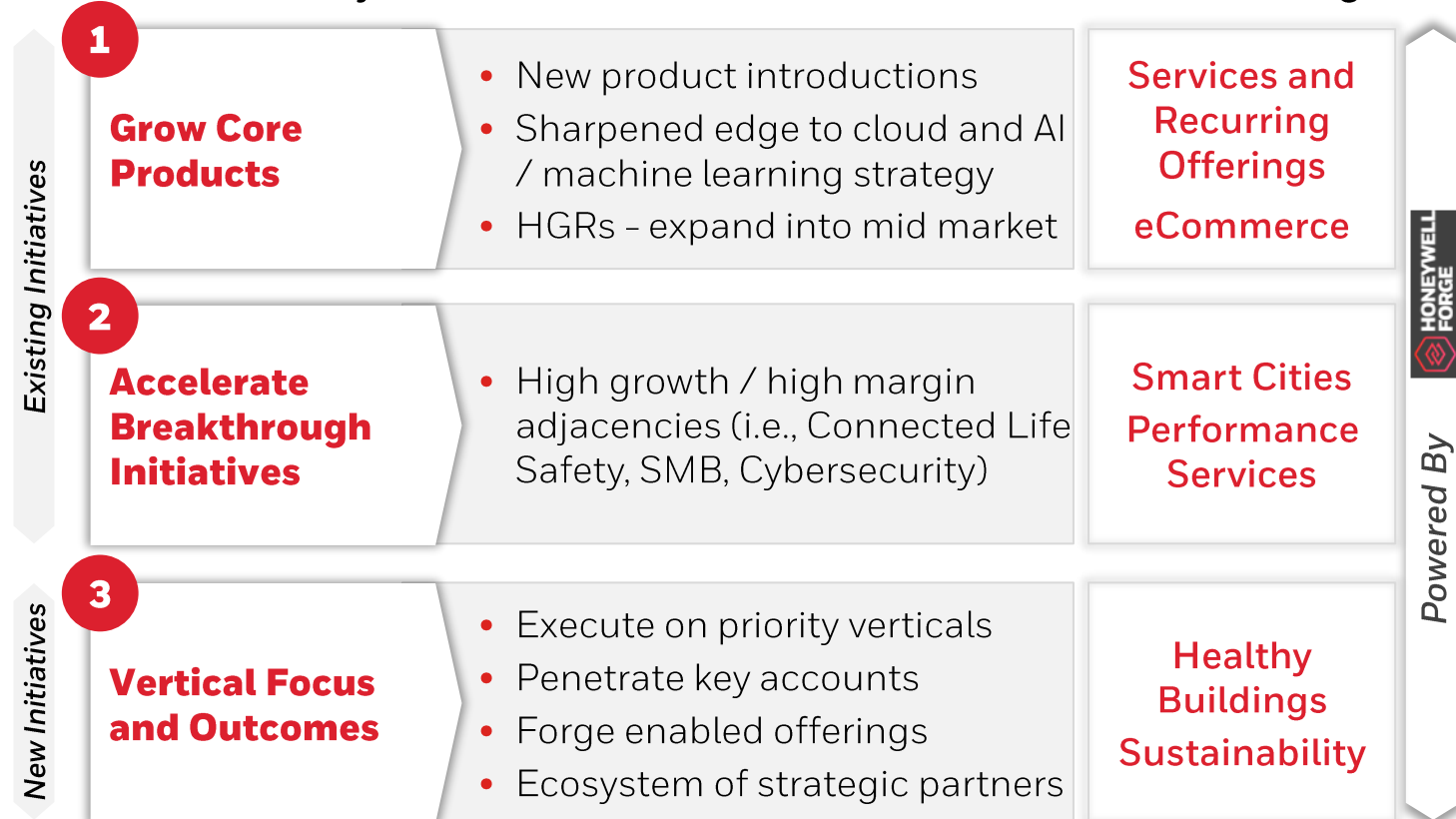
Strong 1H Performance; Recovery on Track

HBT GROWTH FRAMEWORK

Revenue Growth

Major Initiatives To Drive Growth

New Offerings



SMB: Small and medium sized buildings

Margin Expansion

- 1 Productivity**
 - Supply chain transformation
 - Enable more automated processes
- 2 Pricing Strategy and Execution**
 - Deployed pricing discount discipline
 - Quotation platform | analytical models
- 3 Digital Transformation**
 - Scale eCommerce platform globally
 - Digitize customer journey and field services operations
- 4 Portfolio Mix Change**
 - Software and services
 - New business models | remote operations

Positioned for Strong Growth

NEW GROWTH VECTORS: HEALTHY BUILDINGS

Turning Current Customer Needs Into Long Lasting Business Growth Vectors

Robust Framework

Our Mission:

Safely bring workers, students, travelers, fans, and other occupants back to buildings

Assess

Show building's current state, benchmark, and make informed decisions for healthy building improvements

Act

Make healthier indoor environments and minimize health risk

Assure

Allow easier and more confident reopening and continued operation

Commercial Progress



2021 Pipeline: **~\$2B**



Pipeline Mix:

Education **30%**

Commercial / Hospitality **20%**

Healthcare **15%**

Government **18%**

Airports **7%**



~2,000 Wins YTD

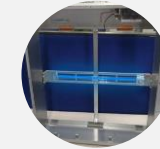


New Offerings:

35 NPIs in 2020 – 2021

15 New Patents

Selected Offerings and Ecosystem



Electronic Air Cleaners with UV Systems



Healthy Buildings Dashboard



Social Distancing Analytics



IAQ All-In-One sensor



Mobile Occupant Apps



Healthy Buildings Forge Benchmarking

Partnerships Ecosystem



Signify

Human Centric Lighting



IDEMIA

Biometrics Security



Industry Associations I WELL Ecosystem

Powered By



~\$500M Healthy Buildings Sales by 2024

MAKE IT SAFER
KNOW IT'S SAFER
KEEP IT SAFER

Honeywell



DOUG WRIGHT

PRESIDENT AND CEO, HONEYWELL BUILDING TECHNOLOGIES

In July 2021, Doug Wright was named President and CEO of Honeywell Building Technologies (HBT). HBT is a leader in the Internet of Things (IoT) and creates products, software and technologies found in more than 10 million buildings worldwide. Today, HBT is transforming the way buildings operate to help improve the quality of life.

Prior to being named to his current role, Doug was the President of HBT's global Fire & Security business. In that role, he was responsible for all operations, business strategy, P&L and growth for the Fire and Security business – efforts that work to keep people and places safer through integrated fire and security systems that provide early detection, enable a fast response, centralize decision making and that are easy to manage from anywhere.

Prior to joining Honeywell, Doug was Chief Executive Officer and Director for Source Photonics, an optical communications and compound semiconductor company serving datacom and telecom customers. While there, he led a business pivot toward hyperscale data centers, resulting in a doubling of revenue in just three years.

Previously, he worked for United Technologies as President of its Automation and Control Solutions business, leading a \$3 billion business covering building controls, fire and security technologies globally and led UTC's Fire & Security Asia Pacific organization as President. In that role, he led a \$1.5 billion business and executed more than 20 acquisitions in Asia, tripling revenues.

Doug also worked for Ingersoll Rand, holding multiple positions including President of its Asia Pacific Security Technologies team, Vice President and General Manager for Electronic Access Control, and Vice President and General Manager of its Vehicle Service Tool division.

Early in his career at IR, he held roles across functions as a design engineer, business development manager, corporate strategy manager and M&A integration manager. In all, Doug worked for eight years in China across UTC and Ingersoll Rand.

Doug graduated with a Bachelor of Science in Mechanical Engineering from Virginia Tech and a Master of Business Administration from the University of North Carolina. He has been a licensed pilot since age 19.

RECONCILIATION OF ORGANIC SALES % CHANGE

	<u>1H21</u>
Honeywell Building Technologies	
Reported sales % change	12%
Less: Foreign currency translation	5%
Less: Acquisitions, divestitures and other, net	—%
Organic sales % change	<u>7%</u>

We define organic sales percent 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.