



# LEADERSHIP WEBCAST SERIES

## INNOVATION

Honeywell

**JOHN WALDRON**

SVP, Chief Commercial Officer

**SURESH VENKATARAYALU**

SVP, Chief Technology & Innovation Officer

## 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, COVID-19 public health factors or impacts of the Russia-Ukraine conflict 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, the Russia-Ukraine conflict, 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 or performance in our Form 10-K and other filings with the Securities and Exchange Commission.*

# 100+ YEARS OF TRANSFORMING INDUSTRIES



# 100+ YEARS OF INNOVATION AT HONEYWELL

# LAST 10 YEARS DELIVERED WHAT THE WORLD NEEDED THE MOST



**INDUSTRIAL  
TO  
SOFTWARE INDUSTRIAL  
SHIFT**



# AIRCRAFT TECHNOLOGIES

**EVOLUTION**



# CONNECTED COCKPIT



**EVOLUTION**

# **BUILDING TECHNOLOGIES**



# **CONNECTED BUILDINGS**



# WAREHOUSE AUTOMATION

**EVOLUTION** →



# CONNECTED DISTRIBUTION CENTER



# INDUSTRIAL PROCESS SOLUTIONS

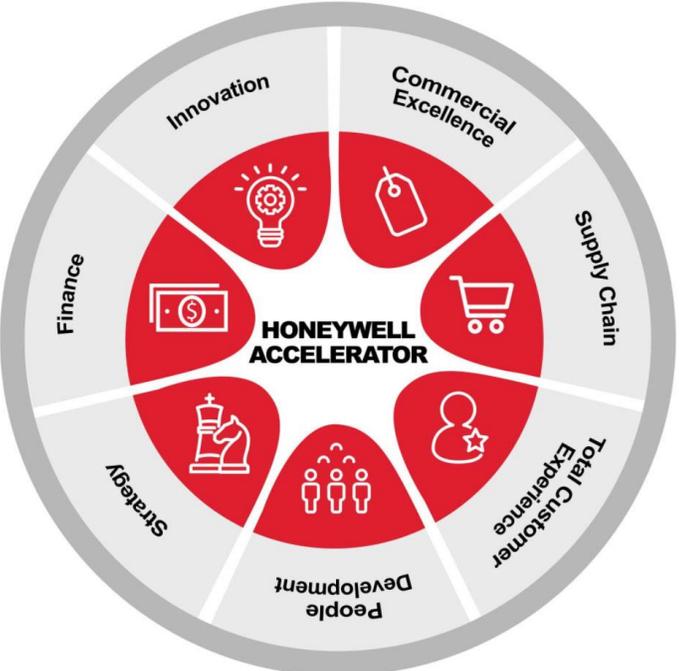
**EVOLUTION**



# CONNECTED PLANT

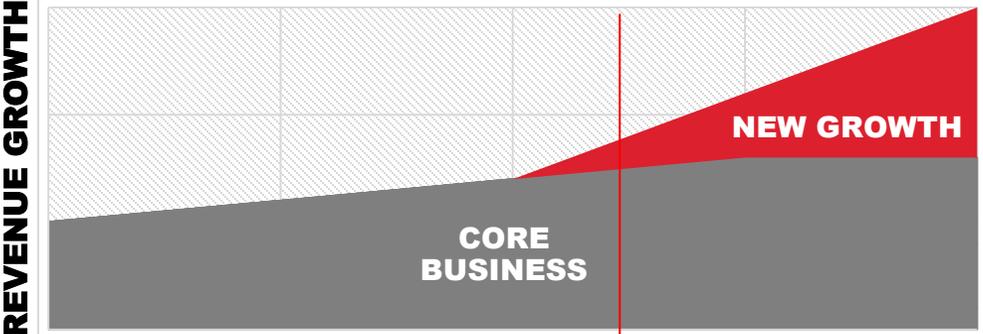
# TWO-PRONGED APPROACH TO DRIVE INCREMENTAL GROWTH

## HONEYWELL ACCELERATOR



Foundational operating model driving new, breakthrough offerings to our markets

## TRANSFORMATIONAL GROWTH FRAMEWORK



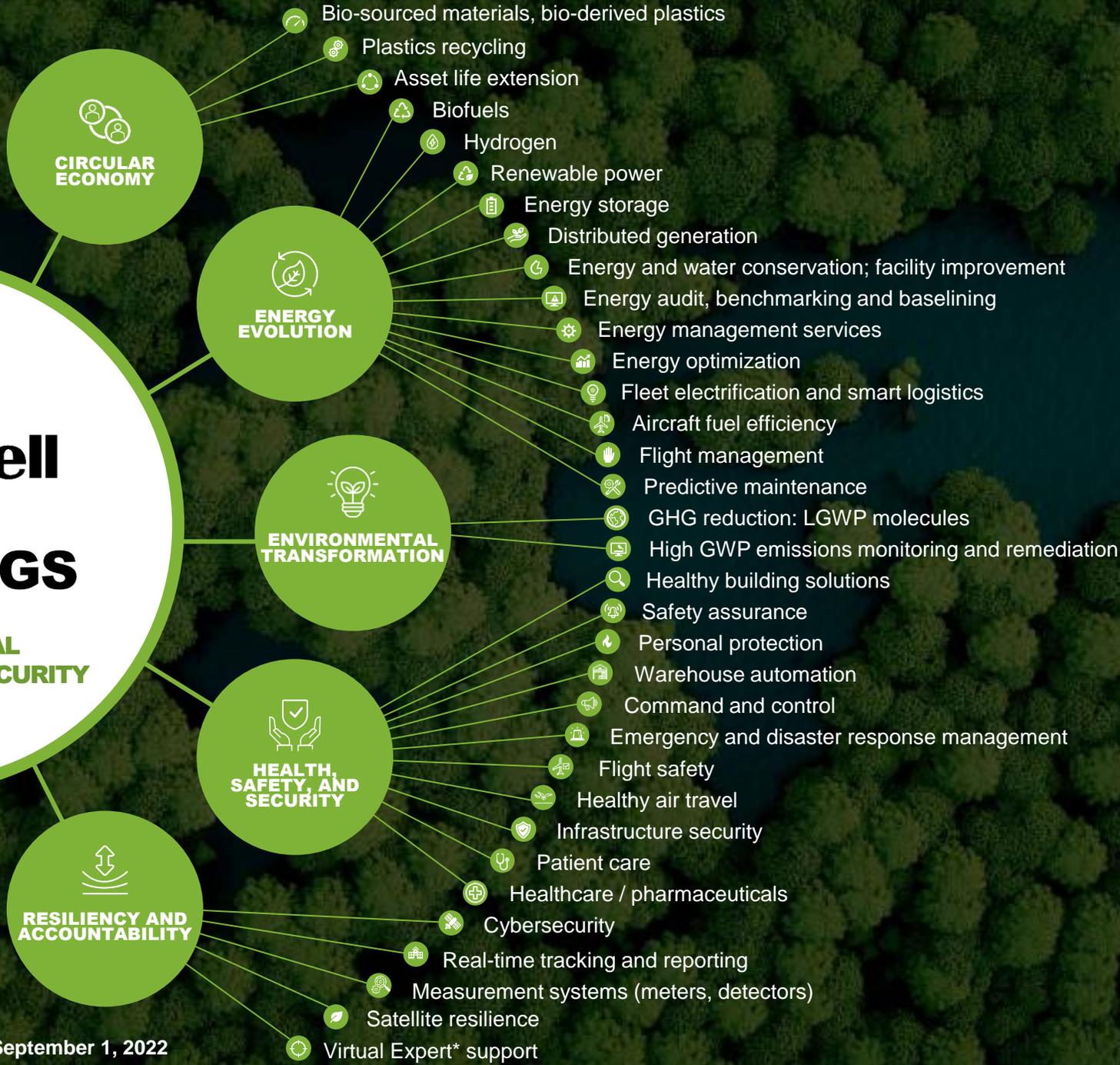
**WE ARE JUST GETTING STARTED**

Big, bold and disruptive ideas supporting upgraded long-term organic growth algorithm

Previous Long-Term Target	Updated Long-Term Target
3% - 5% Organic Sales Growth	4% - 7% Organic Sales Growth

**Honeywell**  
**ESG**  
**OFFERINGS**

ENVIRONMENTAL  
 SOCIAL - SAFETY - SECURITY  
 GOVERNANCE



**60% OF NEW  
 PRODUCT  
 R&D  
 CURRENTLY  
 TARGETING  
 ESG  
 OFFERINGS**

\*Available through the Honeywell Partnership Ecosystem  
 Methodology for identifying ESG-oriented solutions is available at investor.honeywell.com (see "[ESG/ESG Information/Identification of ESG-Oriented Offerings]")

# TO DRIVE INCREMENTAL AND BREAKTHROUGH GROWTH

## HONEYWELL INNOVATION PLAYBOOK – “GM TOOLKIT”

1



### STRATEGY

Do you have clear well etched strategy to focus on innovation growth vectors beyond core?

2



### NPI PORTFOLIO

Do you constrain core to fund BTI, brand new, and software? Do you rapidly pivot and make portfolio decisions frequently?

3



### VALUE PROP

Do you understand the unique value we are enabling for our customers?

4



### BUSINESS MODEL

Are you pursuing opportunities that provide services and the potential for recurring revenue?

5



### NPI MACHINERY

Are we validating solutions early with our customers through regular and incremental engagements / delivery? Leveraging Z21

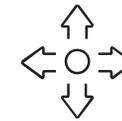
6



### TECHNOLOGY

Do you have differentiated IP / compelling technology roadmaps to win, gain market share, and drive better pricing and margins?

7



### COMMERCIALIZE

Do you have clear commercialization plan tracking pipeline, orders, training, win rates, and tracking revenue say / do?

8



### TALENT

Do you have talent strategy well aligned with business strategy and innovation plan?

## THE RECIPE FOR INNOVATION

The Eight Essentials of Innovation serve as an important guidepost

THESE SKILLS ARE ALL CONTAINED IN HONEYWELL ACCELERATOR

TOP

10

TECHNOLOGY  
BETS

# HONEYWELL NEXT FRONTIER

Energy Storage  
Green Fuels  
Plastic Circularity  
Blue / Green Hydrogen  
Refrigerants / Membranes  
Carbon Capture and Storage  
Carbon Emission  
Plastic Recycling

5G  
Wifi6  
GPS / GNSS Denied Nav

Drug Delivery  
Remote Patient Monitoring  
Respiratory

Nano Materials  
Graphene  
Pharma Packaging  
Anti-Viral Materials  
Battery Electrolyte

Zero Trust Security  
Blockchain



**CLEAN ENERGY  
AND SUSTAINABILITY**



**FUTURE OF  
CONNECTIVITY**



**MEDTECH**



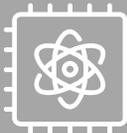
**NEXT GEN  
MATERIALS**



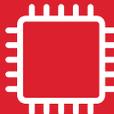
**TRUST  
ARCHITECTURE**



**DISTRIBUTED  
INFRASTRUCTURE**



**NEXT GEN  
COMPUTER**



**NEXT GEN  
SENSORS**



**METaverse /  
WEB 3.0**



**APPLIED AI &  
AUTONOMY**

Hybrid / Multi Cloud  
Smart Edge

Quantum  
Custom Chipset

Lab-on-chip Waveguide  
Chip scale Spectrometer  
Gyroscopes  
LIDAR  
Radar

Digital Twin  
AR / VR  
Wearables

Urban Logistics / Taxi  
Robotics  
ASRS / MFC  
Intelligent Automation  
Edge AI  
Machine Vision  
Speech Recognition  
Autonomous Controls

# BREAKTHROUGH INNOVATIONS

## PROGRESSION ON INNOVATION STRATEGY

### EARLY RESEARCH



**CARBON EMISSIONS MONITORING AND REPORTING**



**BLUE AND GREEN HYDROGEN**



**ADVANCED PLASTICS AND RECYCLING**



**SOLID STATE FUEL FOR FUEL CELLS**



**MICRO FULFILLMENT CENTER**



**BUILDING PERFORMANCE SERVICES**

### BREAKTHROUGH INITIATIVES



**ELECTRIC PROPULSION**



**LIFE SCIENCES**



**ENERGY STORAGE**



**SUSTAINABLE CITIES**



**HEALTHCARE**



**CONNECTED WORKER AND SOFTWARE**

**TAM >\$80B**

### GRADUATION TO BUSINESS UNITS



**HONEYWELL FORGE**



**SUSTAINABLE TECHNOLOGY SOLUTIONS**



**UAS / UAM**



**SUSTAINABLE BUILDING TECHNOLOGIES**



**CYBER SECURITY – CONNECTED CYBER**



**QUANTINUUM**

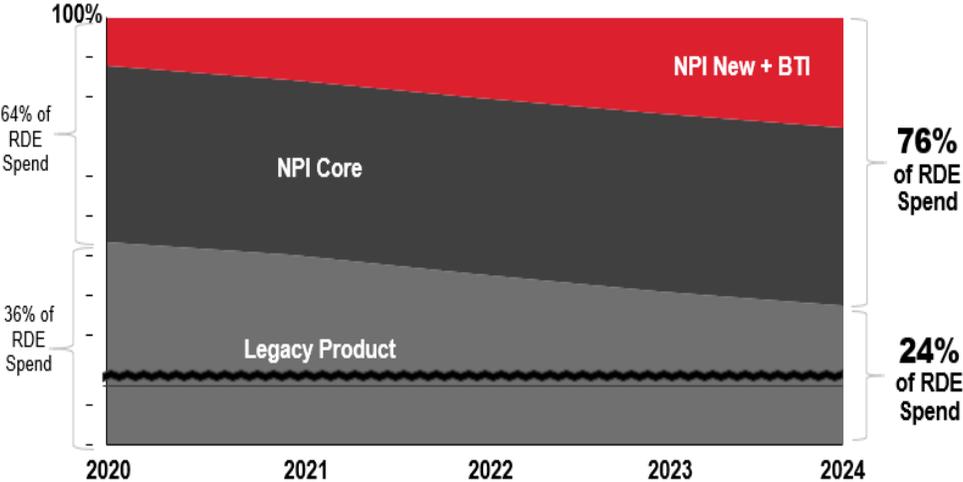
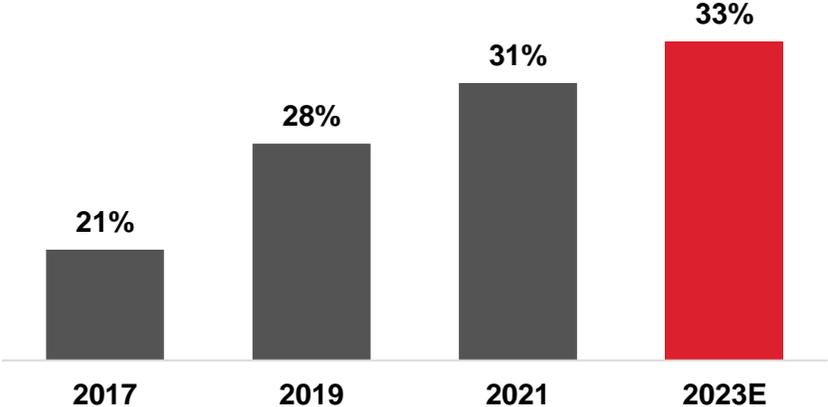
**TAM >\$500B**

**MARKET READINESS**

# BREAKTHROUGH INNOVATIONS

## WE ARE INCUBATING GROWTH BENDERS

### NPI Vitality



**NEW INNOVATIONS CONTRIBUTED NEARLY \$1.3B OF GROWTH IN 2021 ALONE**

# **HONEYWELL IS WINNING ACROSS CORE TECHNOLOGY THEMES**

## **CONTROLS AND AUTONOMY**



**Lillium Selects Honeywell's Integrated Avionics and Fly-By-Wire Technology for Regional Air Taxi**



**Phillips 66 Adopts Honeywell Tech to Remotely Monitor Operations**

## **SOFTWARE AND DIGITIZATION**



**Island Health Consolidated Multiple Sites into Central Infrastructure via Networking and Virtualization**



**Arbor Pharmaceuticals Adopts Change Control Quality Management System**

## **SUSTAINABILITY**



**Whole Foods Adopts Honeywell Technology to Reduce Carbon Footprint at U.S. Stores**



**Duke Energy to Field Test New Flow Battery Technology**

# Honeywell



# **JOHN WALDRON**

## **SENIOR VICE PRESIDENT AND CHIEF COMMERCIAL OFFICER**

John Waldron is Senior Vice President and Chief Commercial Officer.

In this role, he has broad responsibilities to drive organic growth by enhancing Honeywell's global sales and marketing capabilities.

Previously, John was President and CEO of Honeywell's Safety and Productivity Solutions business, leading the development and sales of technologies to keep more than half a billion workers safe and productive. He has also held other leadership roles with increasing responsibility at Honeywell, including President of Sensing and Productivity Solutions, President of Honeywell Scanning and Mobility (HSM), and Vice President and General Manager of the Americas for HSM.

As Vice President of Global Marketing for HSM, John was responsible for the overall direction and execution of the marketing function and served as Marketing Integration Leader for the acquisitions of Hand Held Products, Metrologic Instruments, and EMS Technologies.

John began his career as an electrical engineer and then held several sales and marketing leadership positions in Honeywell Security Group and the software industry.

John earned an MBA from the University of Notre Dame and a bachelor's degree in electrical engineering from the University of Dayton.



# **SURESH VENKATARAYALU**

## **SENIOR VICE PRESIDENT, CHIEF TECHNOLOGY AND INNOVATION OFFICER**

Suresh Venkatarayalu is Senior Vice President, Chief Technology and Innovation Officer Honeywell, where he is the driving force behind the company's disruptive technologies, innovative product development, and global R&D efforts. A transformative and visionary leader, he successfully merges technology and business to establish the foundation for significant company growth.

Suresh brings a unique global perspective to business operations with a deep understanding of market needs. As CTIO for Honeywell, he leads global research, the development of innovative new applications, product engineering, and breakthrough technologies to drive organic growth.

He is responsible for program execution of all Enterprise Transformation work, spearheading Honeywell's Project Solutions Transformation, Enterprise Process Transformation delivering consistent Global Design Model and the deployment and convergence of the enterprise system of record.

Suresh is passionate about cultivating strong relationships with key business stakeholders, industry partners, and colleagues. An inclusive and trusted leader, he enjoys helping fellow leaders evolve in their roles, and actively mentors young professionals who represent the future of Honeywell.

His career began in Aeronautical Development Agency (Under Dept of Defense Research and Development, India) as an Aerospace engineer. He joined Honeywell in 1995 as a software & systems engineer for Aerospace and then held a series of engineering and IT leadership positions. In his previous roles as CTO for our former Automation and Control Solutions business group and as President of Honeywell Technology Solutions (HTS), he was responsible for more than half of Honeywell's global engineering & technology design hub based out of emerging growth centers.

Suresh's professional history is complemented by an Executive MBA from the Indian Institute of Management and a Bachelor of Engineering degree in Computer Science from Bharathidasan University, India.