Creating the Global Leader in Intelligent Climate and Energy Solutions







Cautionary Statement

This communication contains statements which, to the extent they are not statements of historical or present fact, constitute "forward-looking statements" under the securities laws. These forward-looking statements are intended to provide management's current expectations or plans for Carrier's future operating and financial performance, based on assumptions currently believed to be valid. Forward-looking statements can be identified by the use of words such as "believe," "expect," "expectations," "plans," "strategy," "prospects," "estimate," "project," "target," "anticipate," "will," "should," "see," "guidance," "outlook," "confident," "scenario" and other words of similar meaning in connection with a discussion of future operating or financial performance. Forward-looking statements may include, among other things, statements relating to future sales, earnings, cash flow, results of operations, uses of cash, share repurchases, tax rates and other measures of financial performance or potential future plans, strategies or transactions of Carrier, Carrier's plans with respect to its indebtedness and other statements that are not historical facts. All forward-looking statements involve risks, uncertainties and other factors that may cause actual results to differ materially from those expressed or implied in the forward-looking statements. For additional information on identifying factors that may cause actual results to vary materially from those stated in forward-looking statements, see Carrier's reports on Forms 10-K, 10-Q and 8-K filed with or furnished to the U.S. Securities and Exchange Commission from time to time. Any forward-looking statement speaks only as of the date on which it is made, and Carrier assumes no obligation to update or revise such statement, whether as a result of new information, future events or otherwise, except as required by applicable law.



Q1 & FY 2023 Summary

Q1 2023 - Solid Quarter

Sales	\$5,273M Organic* +4% Y/Y
Adjusted Operating Profit*	\$642M
Adjusted EPS*	\$0.52
Free Cash Flow*	\$50M

Full-Year 2023 Guidance

Sales	~\$22B Organic* up LSD-MSD
Adjusted Operating Margin*	~14% Includes ~50bps negative impact from TCC
Adjusted EPS*	\$2.50 - \$2.60
Free Cash Flow*	~\$1.9B

Highlights

High-teens aftermarket growth

Strength in commercial HVAC, light commercial HVAC, controls and global truck/trailer

Container and commercial refrigeration sales decline

Orders grew in the quarter and improved as the quarter progressed

Q1 better than our expectations; on-track for full year guidance



Carrier Since Spin: Commitments Made, Commitments Kept

Gained share across our markets



Drove consistent double-digit aftermarket growth



Launched differentiated, digital platforms and introduced industry-leading new products



Expanded margins ~150bps over past two years



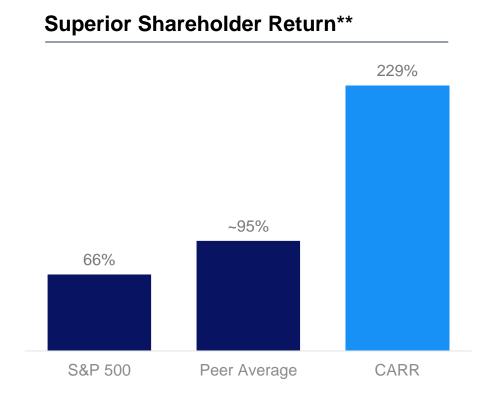
Delivered double-digit adjusted EPS* CAGR since 2020



Aligned portfolio with faster growing end markets (e.g., VRF)



Energized team and transformed culture





^{*}See appendix for additional information regarding non-GAAP measures including EBITDA and adjusted EBITDA

^{**}Market data as of April 21st, 2023. Carrier return calculated as of April 3, 2020 opening price; S&P 500 and peer returns calculated relative to the April 3, 2020 closing price



Transforming Carrier's Future

Vision

Creating the global leader in intelligent climate and energy solutions

Strategic Priorities

Global leadership in our addressable markets with highly differentiated channel access

Most comprehensive and differentiated suite of sustainable technology and services

Increased aftermarket and recurring revenues driven by digitally-enabled lifecycle solutions

Outcomes

Energized team members driving unparalleled customer loyalty

Focused company that generates higher growth and superior shareholder returns



What We Are **Announcing Today**

Add

Viessmann Climate Solutions



Premier company in the fastest-growing heat pump and energy transition markets



Leading energy management technology, highly differentiated channel, iconic brand



Highly profitable with best-in-class growth and margin profile

Exit

Fire & Security and Commercial Refrigeration



Simpler, differentiated portfolio with higher growth



Unlock value through focus

Carrier Post-Transactions

A higher growth and focused intelligent climate and energy solutions company



Increased focus on electrification and energy transition megatrends



Leader in all major geographies in HVACR and energy solutions



>100bps accretive to revenue and EBITDA growth

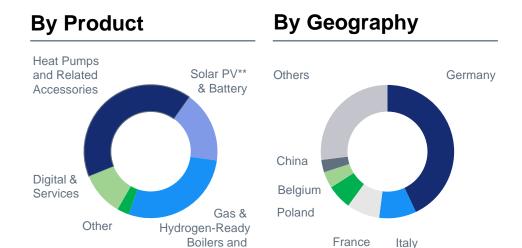




Climate Solutions: A Century of Innovation

At a Glance

Allendorf, Germany
~11,000
~75,000
~€4B
~€0.7B
Germany, Italy, France, and Poland represent >50% of Europe's heat pump installed base with >20% CAGR



Viessmann Family Showing Great Confidence in Combined Entity

Accessories

Max Viessmann to join Carrier's Board of Directors

Viessmann Family to receive 20% of purchase price in Carrier stock with long-term commitment to hold shares



^{*}See appendix for additional information regarding non-GAAP measures including EBITDA and adjusted EBITDA
**PV = Photovoltaic

Two 100 Year-Old Start-Ups

Two Storied Legacies



Willis Carrier
Invented modern air conditioning in 1902



Viessmann Family
Established European
heating market
leadership position

Two **transformed**, **rapid-innovation** cultures



NBOUND LYNX



VIESSMANN

NE BASE

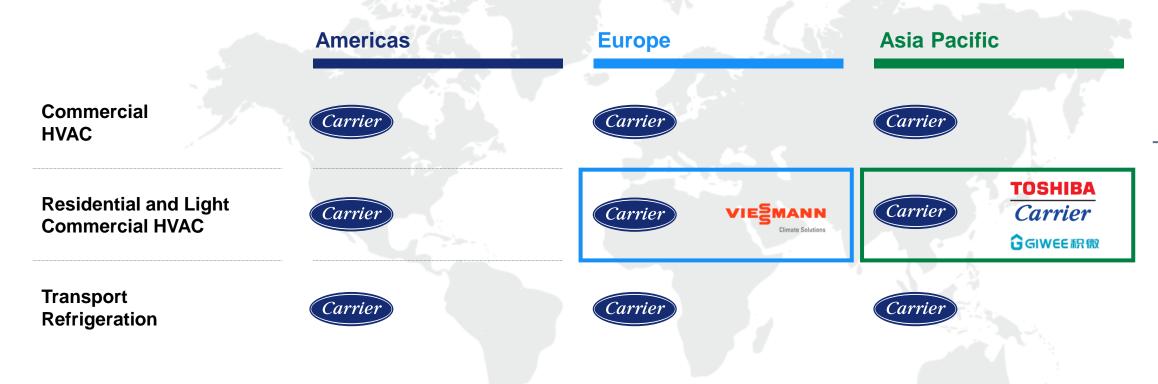
Creating a **Global Climate Champion**

Deeply respected brands and established channels with customer focus and start-up mentalities



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Carrier and Viessmann Climate Solutions: A Global Climate Champion

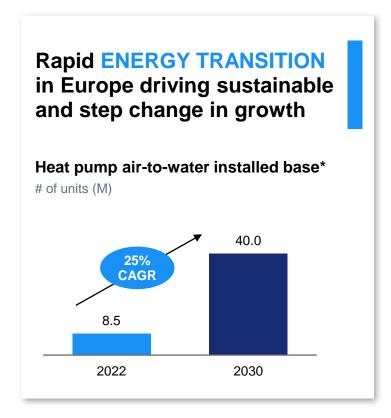


Leader in all major regions





Climate Solutions: A Game Changing Opportunity

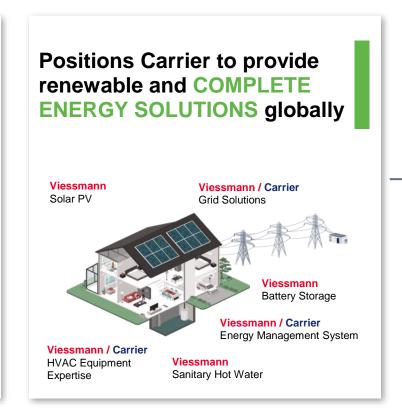


The PREMIER ASSET in the European climate and energy transition market



"I have seen high-tech and state-of-the-art technologies that create heating and protect the climate. There is no doubt that this is a very important project – not only for Viessmann, but also for the German government, people and the entire world"

Olaf Scholz, Chancellor of Germany



Immediately positions Carrier as a leader in the fastest growing European residential heat pump and energy transition markets



Megatrends Fueling Step-Change in Growth

Climate Change and Sustainability



EU commitment to cut emissions by 55% by 2030

~40% of global carbon emissions come from buildings

Up to 30% efficiency gains from smart buildings; only 20% of thermostats in Europe are smart / connected

Energy Security



Targeted reduction in reliance on Russian natural gas

~60% of European consumers concerned about financial impact of rising energy costs

~70% of EU consumers taking steps to reduce energy consumption at home

Government Regulation and Incentives



Adding 10M heat pumps in the next five years, facilitated by RePowerEU

Large-scale climate subsidies across Europe, e.g., €600bn in Fitfor55 EUprogram

17 European countries have announced or implemented bans on heating systems that use fossil fuel

Secular trends driving significant, sustained growth





Significant Growth Opportunity for Climate Solutions in Europe

Heat pump air-to-water installed base*

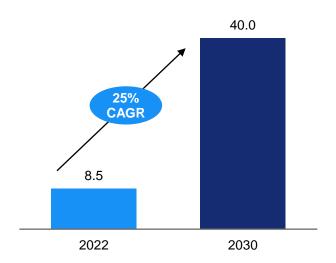
of units (M)

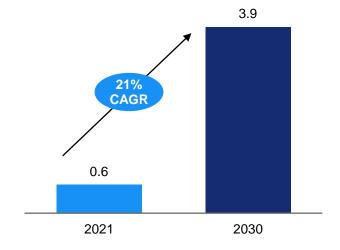
Residential battery storage installed base*

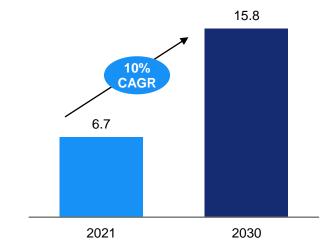
of units (M)

Residential solar PV installed base*

of units (M)







1

*Statistics refer to European residential market Source: RePowerEU





Creating Exceptional Opportunity in Heat Pumps*

Heat pump* annual shipments to increase by 4-6x by 2030



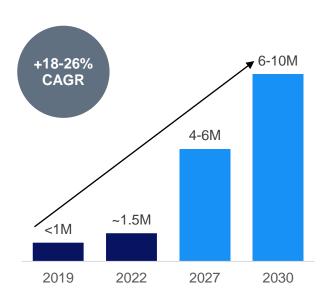
Mixing up at a price multiple of 2.5 – 4.0x vs boiler

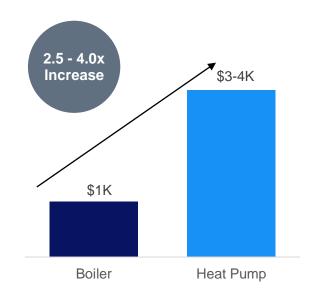


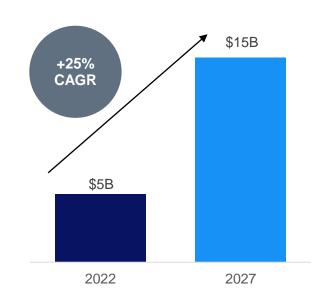
Resulting in growth of EU heat pump* segment by \$10B

of units

Market OEM price







*EU residential air-to-water heat pumps Source: Internal estimates



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Highly Differentiated Channel, Premium Brand

Highly Differentiated Channel Provides **Strategic Advantage**

2-step Installers ~85%

75,000 Viessmann installers across Europe Multi-generational relationships

1-step Direct to customers ~3%

Iconic Brand that Commands
Premium Pricing

The #1 Premium Brand Across Europe

Installers



#1 most trusted OEM for 17 consecutive years*

End-Customers



#1 brand for Climate Solutions in Europe*

56 NPS score





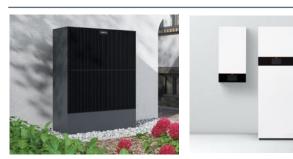






Product Leadership and Premier Innovation

Natural refrigerant leadership



Vitocal 250-A Heat Pump with Natural Refrigerant

Natural refrigerant (R290) heat pump portfolio for new built and retrofit building segments

50% less floor space and 50% reduction in installation time vs. legacy products

Breakthrough designs, inspirational products



Viessmann Invisible

Aesthetic design, creating inspirational premium products

Viessmann Invisible – patented integrated heating and cooling, ventilation and battery storage

Extensive service and aftermarket

Subsidy**Service**









Comprehensive service portfolio

Double digit growth

1,300+ service and support team members

93k+ maintenance contracts

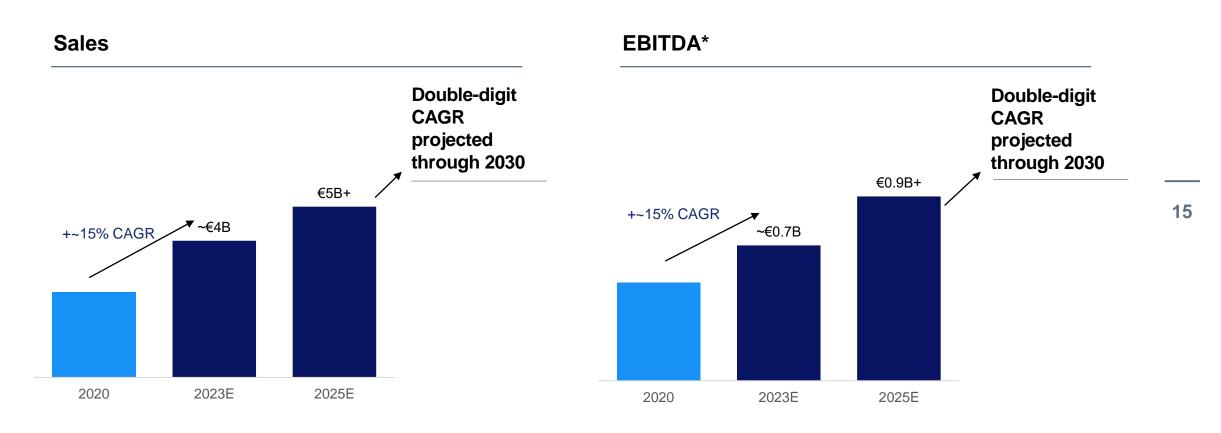
New subscription models leveraging ViCare+







Viessmann Climate Solutions: Superior Growth Profile



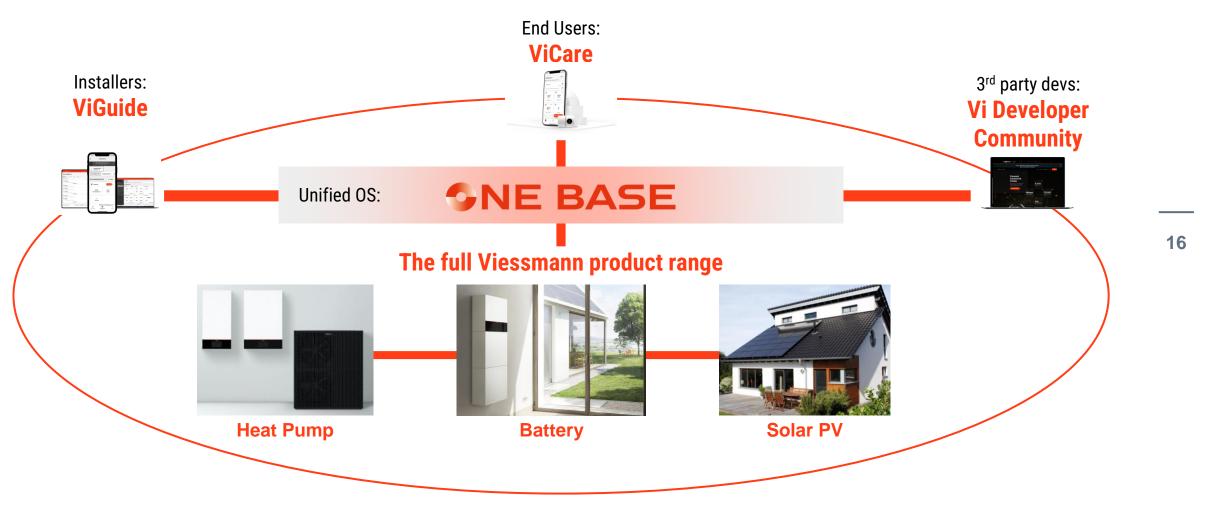
Viessmann increases Carrier's revenue growth profile by over 100 bps



^{*}See appendix for additional information regarding non-GAAP measures including EBITDA and adjusted EBITDA



An Interconnected Climate Ecosystem



Fully connected and interoperable suite of product and digital offerings for the home





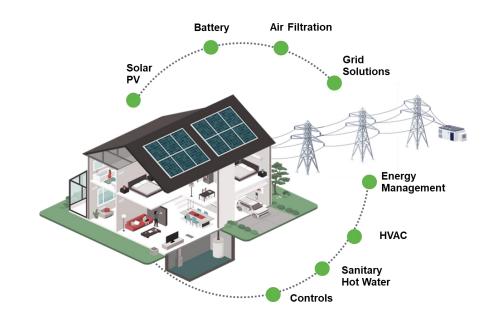


Viessmann Climate Solutions: Most Comprehensive Solution Offering

EU Residential Market: Competitive Landscape

Comprehensive climate solutions focused Selective system offerings with 3rd party products Global HVAC Systemfocused Product-focused players EU boiler Asian HVAC Solar / PV **OEMs** Productfocused Product offering Pure play Solar PV & battery Heat pumps, boilers solar PV. batterv storage, H2-ready and connectivity

Carrier and Viessmann Climate Solutions: Transformational Smart Home Solutions

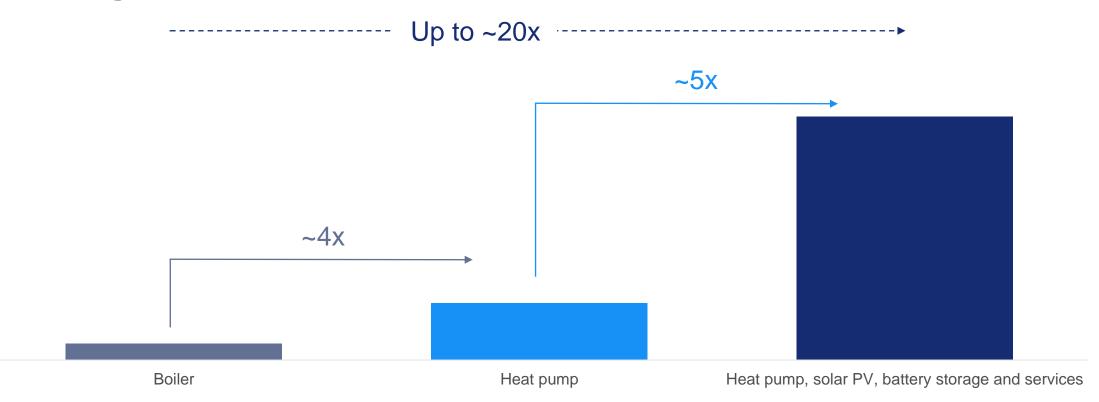


Carrier to scale integrated home energy solutions globally





Driving Step Change in Integrated Climate Solutions



Integrated climate solutions drive significantly higher revenues and provide access to a fast-growing \$35B total addressable market



Carrier: A **Proven Track Record** of Integration



>5 acquisitions post-spin



Growth accelerated post-acquisitions



Synergies on track to business-case, or better



Leadership talent retained



Integration best practices deployed



The Carrier Way harnessed for success

Viessmann Climate Solutions: A well-run business to be seamlessly integrated



Residential & Light Commercial HVAC North America Viessmann Climate Solutions

Thomas Heim

HQ: Allendorf, Germany

Global Comfort Solutions Commercial HVAC



United by Common Purpose, Values and Culture













THE CARRIER WAY



Vision

Creating solutions that matter for people and our planet

Values

Respect, Integrity, Inclusion, Innovation, and Excellence

Culture

We strive to be best-in-class in everything we do, and we innovate and pursue sustainable solutions

ESG

- Important 2030 ESG Goals
 - >1 gigaton greenhouse gas reduction by 2030
 - Carbon neutral operations by 2030
- ESG Top Rating | Committed to SBTi

Purpose

We co-create living spaces for generations to come.

Values

Responsible, Team-Oriented, and Entrepreneurial

Culture

As one growing family, we co-create personalized climate for life, preserving our planet – with all we do

ESG

- Important 2030 ESG Goals
 - Reduce own operations emissions by 48%
 - Reduce emissions from products by 55%
- Climate goals validated by SBTi



€200M of Cost Synergies

Sourcing

Leverage Carrier & Viessmann Climate Solutions spend for direct material sourcing

Insource key Carrier & Toshiba components into Viessmann products (e.g., inverters, heat exchangers)

Cross-leverage value engineering expertise

Scale

Leverage Viessmann Climate Solutions engineering centers of excellence & manufacturing facilities

Optimize Carrier footprint and overhead

Revenue

Offer Carrier branded heat pump products through Viessmann channel

Supplement Viessmann product lineup with Carrier Air Conditioning products

Grow value-added services & subscription models in Carrier using ViCare+

Scale Viessmann technology through Carrier channels globally

Outlook

€200M

Cost synergies
(vast majority to be achieved by year 3)

200+ bps

Margin expansion by year 3 from cost synergies

~85% of cost synergies from sourcing; revenue synergies provide upside



Viessmann Climate Solutions Transaction Overview

PURCHASE PRICE	• €12 billion enterprise value*
CONSIDERATION / FINANCING	 80% cash / 20% stock issued to Viessmann Family, with long-term commitment to hold Carrier shares €9.6B cash and 58.6M¹ shares fixed at signing Fully committed financing in place ~€7 billion additional debt to be issued and the balance to be paid with cash on hand
MULTIPLE	 ~13x 2023E fully synergized EBITDA** multiple ~€200mm annual cost synergies; the vast majority to be realized by year 3
FINANCIAL IMPACT	 Adds over 100bps to Carrier's revenue and EBITDA** growth profile Expect high-single digit FCF** yield starting in year 5 Modestly adjusted EPS** dilutive in year 1, accretive in year 2 Initial net debt** / EBITDA** of ~3.5x, returning to ~2x in 2025 (without business exits)
CAPITAL ALLOCATION	 Expect to maintain current investment grade credit ratings and return to current leverage profile in ~2 years Expect to resume share buybacks upon reaching ~2x net leverage; timing of exits to accelerate buybacks Committed to a growing and sustainable dividend
TIMING & APPROVALS	Expect to close Viessmann acquisition around year-end

^{*}Subject to working capital and other adjustments

¹58,608,959 shares fixed at signing



^{**}See appendix for additional information regarding non-GAAP measures including EBITDA and adjusted EBITDA

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Fire & Security Overview

\$3.6B ~17%
2022 Sales 2022 Adjusted EBITDA* Margin

To Be Divested

\$3.1B

2022 Sales

High-teens

2022 EBITDA* Margin

FIRE Residential Kidde #1 Fire ~\$2.1B Commercial #2 EDWARDS 2022 Sales Fire Industrial #1 MARIUTT A DET-TRONICS Fire **SECURITY** Access Onity (Supra **♦ LENEL:S2** ~\$1.0B **Solutions** 2022 Sales

BUSINESS

HVACR

Controls

MARKET

POSITION

UTEC CONTROLS

~\$0.1B

2022

~\$0.4B

2022

External Sales Internal Sales #1

UTEC

BRANDS

To be retained by Carrier



^{*}See appendix for additional information regarding non-GAAP measures including EBITDA and adjusted EBITDA

Commercial Refrigeration Overview

Total

HSD ~\$1.2B

2022 Sales

2022 Adjusted EBITDA* Margin

To Be Divested

HSD ~\$1.1B

2022 Sales

2022 Adjusted **EBITDA*** Margin

CABINETS

~\$1.1B

Sales





MECHANICAL SYSTEMS

~\$0.1B

Sales







To be retained by Carrier

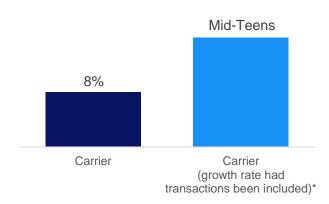


^{*}See appendix for additional information regarding non-GAAP measures including EBITDA and adjusted EBITDA

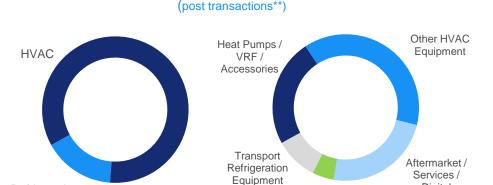
Transforming into a higher growth company

Sales (CAGR 2020 - 2023E)

Refrigeration



HVACR and energy solutions leader across all major regions



Renewables

Digital

Carrier

100% of portfolio focused on sustainability

Summary

- 1 Transformational portfolio moves create premier climate and energy solutions provider
- 2 Leading position in fast growing European climate and energy transition segment
- Viessmann Climate Solutions presents a generational opportunity iconic brand, unrivaled leadership, and highly differentiated channel
- Exit of Fire & Security and Commercial Refrigeration businesses allow for a more focused portfolio centered around climate solutions with an accelerated growth profile
- Carrier now best positioned to take advantage of major secular trends around electrification and energy transition
- 6 Unique, high-quality, high-growth portfolio is a building block of a higher multiple company



APPENDIX



Carrier Q1 2023 vs. 2022 Sales Reconciliation

Three Months Ended March 31, 2023 Compared with Three Months Ended March 31, 2022

		(Unaudited) Factors Contributing to Total % change in Net Sales										
	Owente	FX Tuesdation	Acquisitions /	Other	Total							
	Organic	Translation	Divestitures, net	Other	Total							
HVAC	6 %	(2)%	18 %	— %	22 %							
Refrigeration	(5)%	(3) %	— %	— %	(8) %							
Fire & Security	9 %	(3) %	— %	— %	6 %							
Consolidated	4 %	(2)%	11 %	<u> </u>	13 %							



2023 Adjusted Operating Profit Reconciliation

	(Unaudited)												
		Three Months Ended March 31, 2023											
(In millions) Net sales		HVAC	Refrigeration		Fire & Security		Eliminations and Other		General Corporate Expenses		(Carrier	
	\$	3,622	\$	898	\$	869	\$	(116)	\$	_	\$	5,273	
Segment operating profit	\$	435	\$	108	\$	93	\$	(38)	\$	(43)	\$	555	
Reported operating margin		12.0 %		12.0 %		10.7 %						10.5 %	
Adjustments to segment operating profit:													
Restructuring costs	\$	(1)	\$	3	\$	13	\$	2	\$	_	\$	17	
Amortization of acquired intangibles		37		_		2		_				39	
Acquisition step-up amortization (1)		11		_		_		_				11	
Acquisition-related costs		_		_		_		_		12		12	
TCC acquisition-related gain (2)		8										8	
Total adjustments to operating profit	\$	55	\$	3	\$	15	\$	2	\$	12	\$	87	
Adjusted operating profit	\$	490	\$	111	\$	108	\$	(36)	\$	(31)	\$	642	
Adjusted operating margin		13.5 %		12.4 %		12.4 %						12.2 %	

⁽¹⁾ Amortization of the step-up to fair value of acquired inventory and backlog.



⁽²⁾ The carrying value of our previously held TCC equity investments were recognized at fair value and subsequently adjusted.

2022 Adjusted Operating Profit Reconciliation

						(Unau	idited)						
	Three Months Ended March 31, 2022												
(In millions)		HVAC	Refrigeration		Fire & Security		Eliminations and Other		General Corporate Expenses			Carrier	
Net sales	\$	2,970	\$	976	\$	818	\$	(110)	\$	_	\$	4,654	
Segment operating profit	\$	470	\$	107	\$	1,218	\$	(24)	\$	(34)	\$	1,737	
Reported operating margin		15.8 %		11.0 %		148.9 %						37.3 %	
Adjustments to segment operating profit:													
Restructuring costs	\$	4	\$	_	\$	6	\$	_	\$	_	\$	10	
Amortization of acquired intangibles		4		_		1		_		_		5	
Acquisition-related costs		_		_		_		_		6		6	
Chubb gain		_		_		(1,112)		_		_		(1,112)	
Russia/Ukraine asset impairment				5		4						9	
Total adjustments to operating profit	\$	8	\$	5	\$	(1,101)	\$		\$	6	\$	(1,082)	
Adjusted operating profit	\$	478	\$	112	\$	117	\$	(24)	\$	(28)	\$	655	
Adjusted operating margin		16.1 %		11.5 %		14.3 %						14.1 %	



Q1 2023 EPS Reconciliation

	(Unaudited)										
		Three Me	onths E	anded Marc	h 31,	2023					
(In millions, except per share amounts)	R	Reported	Adju	stments	A	djusted					
Net sales	\$	5,273	\$	_	\$	5,273					
Operating profit	\$	555		87 a	\$	642					
Operating margin		10.5 %	ó			12.2 %					
Income from operations before income taxes	\$	509		87 a	\$	596					
Income tax expense	\$	(122)		(18) c	\$	(140)					
Income tax rate		24.0 %	,			23.5 %					
Net income attributable to common shareowners	<u> </u>	373	* 	69	<u> </u>	442					
	<u>Ψ</u>	<u> </u>	Ψ	<u> </u>	Ψ	772					
Summary of Adjustments:											
Restructuring costs			\$	17 a							
Amortization of acquired intangibles				39 a							
Acquisition step-up amortization (1)				11 a							
Acquisition-related costs				12 a							
TCC acquisition-related gain (2)				8 a							
Total adjustments			\$	87							
Tax effect on adjustments above			\$	(18)							
Total tax adjustments			\$	(18) c							
Shares outstanding - Diluted		852.2				852.2					
Earnings per share - Diluted	\$	0.44			\$	0.52					

⁽¹⁾ Amortization of the step-up to fair value of acquired inventory and backlog.



⁽²⁾ The carrying value of our previously held TCC equity investments were recognized at fair value and subsequently adjusted.

Q1 2022 EPS Reconciliation

		(Unaudited)									
		Three N	Months E	nded March 31,	n 31, 2022						
(In millions, except per share amounts)	Re	ported	Adjus	stments	Adjusted						
Net sales	\$	4,654	\$	_	\$	4,654					
Operating profit	\$	1,737		(1,082) ^a	\$	655					
Operating margin		37.3 %				14.1 %					
Income from operations before income taxes	\$	1,688		(1,110) a,b	\$	578					
Income tax expense	\$	(301)		208 ^c	\$	(93)					
Income tax rate		17.8 %				16.1 %					
Net income attributable to common shareowners	\$	1,379	\$	(902)	\$	477					
Summary of Adjustments:											
Restructuring costs			\$	10 a							
Amortization of acquired intangibles				5 a							
Acquisition-related costs				6 a							
Chubb gain				(1,112) a							
Russia/Ukraine asset impairment				9 a							
Debt extinguishment (gain), net (1)				(28) b							
Total adjustments			\$	(1,110)							
Tax effect on adjustments above			\$	208							
Tax specific adjustments											
Total tax adjustments			\$	208 c							
Shares outstanding - Diluted		874.1				874.1					
Earnings per share - Diluted	\$	1.58			\$	0.55					

⁽¹⁾ The Company repurchased approximately \$1.15 billion of aggregate principal senior notes on March 30, 2022 and recognized a net gain of \$33 million and wrote-off \$5 million of unamortized deferred financing costs in Interest (expense) income, net.



Free Cash Flow Reconciliation

		(Unaudited)												
		Q1		Q2		Q3		Q4		FY		Q1		
(In millions)	2	2022		2022		2022		2022		2022		2023		
Net cash flows provided by (used in) operating activities	\$	(202)	\$	32	\$	790	\$	1,123	\$	1,743	\$	120		
Less: Capital expenditures		56		66		91	_	140		353		70		
Free cash flow	\$	(258)	\$	(34)	\$	699	\$	983	\$	1,390	\$	50		



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Net Debt Reconciliation

		(Unaudited)								
(In millions)	Ma	arch 31, 2023	Decem	ber 31, 2022						
Long-term debt	\$	8,708	\$	8,702						
Current portion of long-term debt		142		140						
Less: Cash and cash equivalents		3,347		3,520						
Net debt	\$	5,503	\$	5,322						



Amortization of Acquired Intangibles

	(Unaudited)											
	Q) 1	(Q2		Q3		Q4		FY		
(In millions)	20	22	20	022		2022		2022		2022		
HVAC	\$	4	\$	4	\$	16	\$	22	\$	46		
Fire & Security		1		1		1		1		4		
Total Carrier		5		5		17		23		50		
Associated tax effect		(1)		(1)	_	(7)	_	(4)		(13)		
Net impact to adjusted results	\$	4	\$	4	\$	10	\$	19	\$	37		



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Adjusted EBITDA Reconciliation

	(Unaudited) Year Ended December 31, 2022											
(In millions)												
	HVAC		Refrigeration		Fi	Fire & Security		Eimintions and Other		General Corporate Expenses		Carrier
Net sales	\$	13,408	\$	3,883	\$	3,570	\$	(440)	\$	-	\$	20,421
Segment operating profit	\$	2,610	\$	483	\$	1,630	\$	(80)	\$	(128)	\$	4,515
Reported operating margin		19.5	%	12.4	%	45.7	%					22.1 %
Adjustments to segment operating profit:												
Restructuring costs	\$	8	\$	10	\$	11	\$	-	\$	2	\$	31
Amortization of acquired intangibles (1)		46		-		4		-		-		50
Acquisition step-up amortization (2)		51		-		-		-		-		51
Acquisition-related costs		-		-		-		-		31		31
Chubb gain		-		-		(1,105)		-		-		(1,105)
TCC acquisition-related gain (3)		(705)		-		-		-		-		(705)
Russia/Ukraine asset impairment		-		3		1		-		-		4
Charge resulting from legal matter		22		-		-		-		-		22
Total adjustments to operating profit	\$	(578)	\$	13	\$	(1,089)	\$	-	\$	33	\$	(1,621)
Adjusted operating profit	\$	2,032	\$	496	\$	541	\$	(80)	\$	(95)	\$	2,894
Adjusted operating margin		15.2	%	12.8	%	15.2	%					14.2 %
Depreciation and amortization		195		31		54		-		34		314
Non-service pension benefit (expense)		3		(7)		_		-		-		(4)
Adjusted EBITDA	\$	2,230	\$	520	\$	595	\$	(80)	\$	(61)	\$	3,204
% of Net sales		17	%	13	%	17	%					16%

Adjusted EBITDA	\$	3,204
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Less: items to reconcile adjusted EBITDA to net earnings attributable to common shareholders

attributable to common shareholders		
Restructuring		(31)
Depreciation and amortization		(314)
Amortization of acquired intangibles		(50)
Acquisition step-up amortization		(51)
Acquisition-related costs		(31)
Chubb gain		1,105
TCC acquisition-related gain		705
Russia/Ukrane		(4)
Charge rsulting from legal matter		(22)
Interest expense		(219)
Provision for income taxes		(708)
Non-service pension benefit (expense)		-
Net earnings from continuing operations attributable to		
noncontrolling interests	_	(50)
Net earnings attributable to common shareholders	<u>4</u>	\$ 3,534

