

The OTIS logo is rendered in a large, bold, white sans-serif font. To its left, a thin yellow line forms a large, stylized arrow pointing towards the logo. A vertical white line is positioned to the right of the logo, separating it from the event details.

OTIS

**Q3 2023
Earnings Call
October 25, 2023**

Forward-Looking Statements

Note: All results and expectations in this presentation reflect continuing operations unless otherwise noted.

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. From time to time, oral or written forward-looking statements may also be included in other information released to the public. These forward-looking statements are intended to provide management's current expectations or plans for Otis' 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," "medium-term," "near-term," "confident," "goals" 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, dividends, share repurchases, tax rates, research & development spend, restructuring actions, including UpLift, credit ratings, net indebtedness and other measures of financial performance or potential future plans, strategies or transactions, or statements that relate to climate change and our intent to achieve certain environmental, social and governance targets or goals, including operational impacts and costs associated therewith, 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 those statements, Otis claims the protection of the safe harbor for forward-looking statements contained in the U.S. Private Securities Litigation Reform Act of 1995. Such risks, uncertainties and other factors include, without limitation: (1) the effect of economic conditions in the industries and markets in which Otis and its businesses operate and any changes therein, including financial market conditions, fluctuations in commodity prices and other inflationary pressures, interest rates and foreign currency exchange rates, levels of end market demand in construction, pandemic health issues (including COVID-19 and variants thereof), natural disasters, whether as a result of climate change or otherwise, and the financial condition of Otis' customers and suppliers; (2) the effect of changes in political conditions in the U.S. and other countries in which Otis and its businesses operate, including the effects of the ongoing conflict between Russia and Ukraine, the recent war in Israel and Gaza, and increased tensions between the U.S. and China, on general market conditions, commodity costs, global trade policies and related sanctions and export controls, and currency exchange rates in the near term and beyond; (3) challenges in the development, production, delivery, support, performance and realization of the anticipated benefits of advanced technologies and new products and services; (4) future levels of indebtedness, capital spending and research and development spending; (5) future availability of credit and factors that may affect such availability or costs, including credit market conditions and Otis' capital structure; (6) the timing and scope of future repurchases of Otis' common stock ("Common Stock"), which may be suspended at any time due to various factors, including market conditions and the level of other investing activities and uses of cash; (7) fluctuations in prices and delays and disruption in delivery of materials and services from suppliers, whether as a result of COVID-19, the ongoing conflict between Russia and Ukraine or otherwise; (8) cost reduction or containment actions, restructuring costs and related savings and other consequences thereof, including with respect to UpLift; (9) new business and investment opportunities; (10) the outcome of legal proceedings, investigations and other contingencies; (11) pension plan assumptions and future contributions; (12) the impact of the negotiation of collective bargaining agreements and labor disputes and labor inflation in the markets in which Otis and its businesses operate globally; (13) the effect of changes in tax, environmental, regulatory (including among other things import/export) and other laws and regulations in the U.S. and other countries in which Otis and its businesses operate; (14) the ability of Otis to retain and hire key personnel; (15) the scope, nature, impact or timing of acquisition and divestiture activity, the integration of acquired businesses into existing businesses and realization of synergies and opportunities for growth and innovation and incurrence of related costs; (16) the determination by the Internal Revenue Service and other tax authorities that the distribution or certain related transactions should be treated as taxable transactions in connection with the separation (the "Separation") of Otis and Carrier Global Corporation ("Carrier") from United Technologies Corporation (now known as Raytheon Technologies Corporation ("RTX")); and (17) our obligations and disputes that have or may hereafter arise under the agreements we entered into with RTX and Carrier in connection with the Separation. The above list of factors is not exhaustive or necessarily in order of importance. For additional information on identifying factors that may cause actual results to vary from those stated in forward-looking statements, see Otis' registration statement on Form 10 and the reports of Otis on Forms 10-K, 10-Q and 8-K filed with or furnished to the SEC from time to time. Any forward-looking statement speaks only as of the date on which it is made, and Otis 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.

Q3 2023 highlights

Third quarter demonstrates strength of Service-driven business model

- Organic¹ sales growth of 5.2%... driven by Service, up 8.4%
- 15th consecutive quarter of adjusted Service operating profit margin expansion
- Maintenance portfolio up 4.2%...4th consecutive quarter above 4%
- Adjusted EPS¹ up 19%

Creating value for all stakeholders

- Repurchased \$225M of shares in Q3, \$575M year-to-date
- Sold first Gen3 Core units in North America
- Achieved EcoVadis Gold rating

¹ See appendix for additional information regarding these non-GAAP financial measures

Q3 Orders



South Yards
Burnaby, British Columbia



Saudi National Bank
Riyadh, Saudi Arabia



Pudong Airport
Shanghai, China



Universal Accessibilities
Initiative
Hong Kong SAR

Q3 2023 update

Q3 2023 Results

- Organic¹ sales up 5.2%...New Equipment up 1.0% and Service up 8.4%
- Adjusted operating profit up \$47M with 60 basis points of margin¹ expansion
- Maintenance units up 4.2%...Mod orders up 13% at constant currency¹
- New Equipment backlog up 2% at constant currency¹
- Sustained New Equipment share...up ~50 bps year to date²
- Free cash flow¹ of \$272M...\$934M year to date

Revised 2023 Outlook

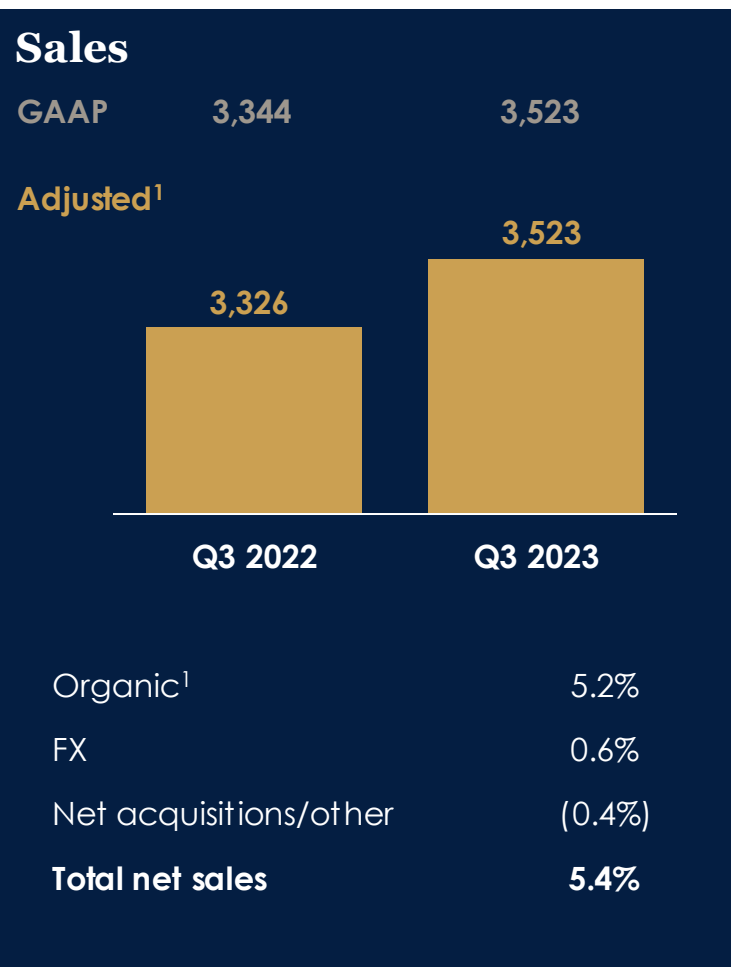
- Adjusted net sales¹ of ~\$14.1B, up ~5.5% organically and up ~4% at actual currency
- Adjusted operating profit¹ of ~\$2.265B, up ~\$170M at constant currency¹; up ~\$140M at actual currency with ~30 basis points of margin expansion
- Adjusted EPS¹ of \$3.52, up ~11%
- Free cash flow¹ of ~\$1.5B...~105% conversion¹ of GAAP net income
- Share repurchase target of ~\$800M in 2023

¹ See appendix for additional information regarding these non-GAAP financial measures

² Based on Otis internal estimates

Q3 2023 results

(\$ millions, except per share amounts)

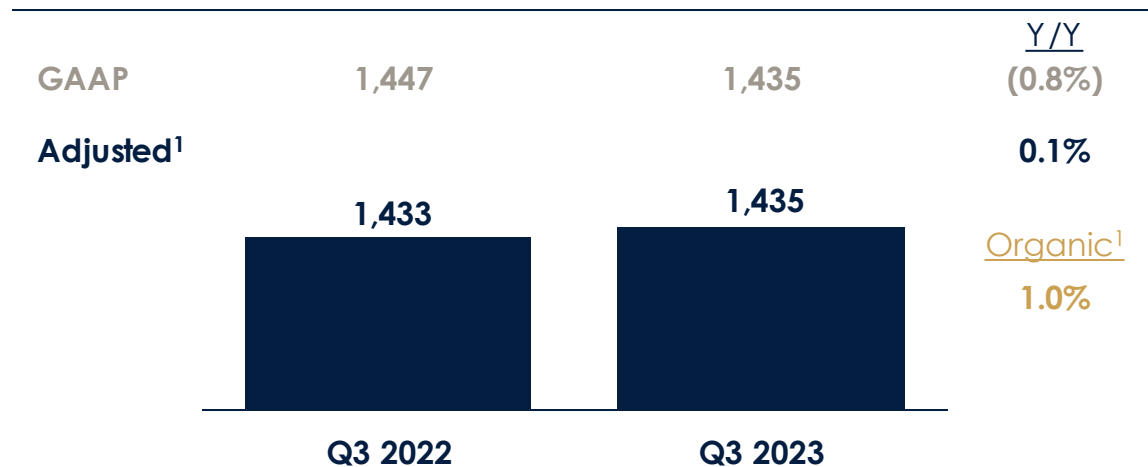


¹ See appendix for additional information regarding these non-GAAP financial measures

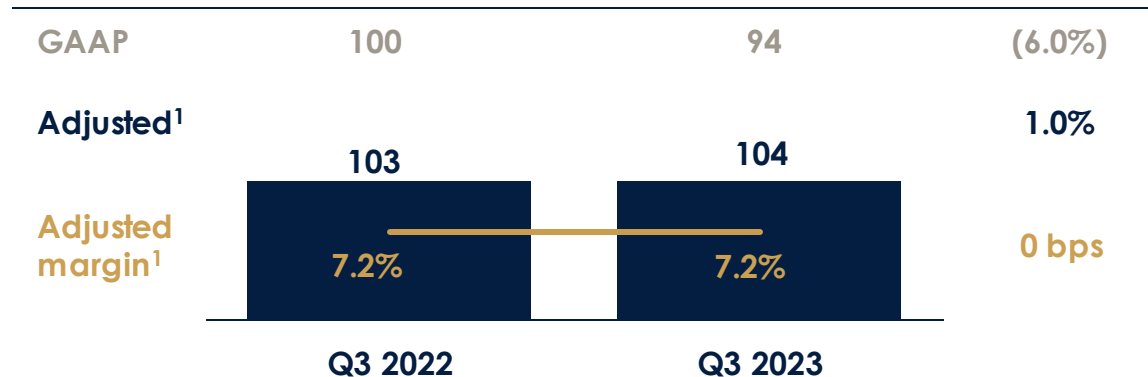
New Equipment

(\$ millions)

Net sales



Operating profit



¹ See appendix for additional information regarding these non-GAAP financial measures.

² Based on Otis internal estimates.

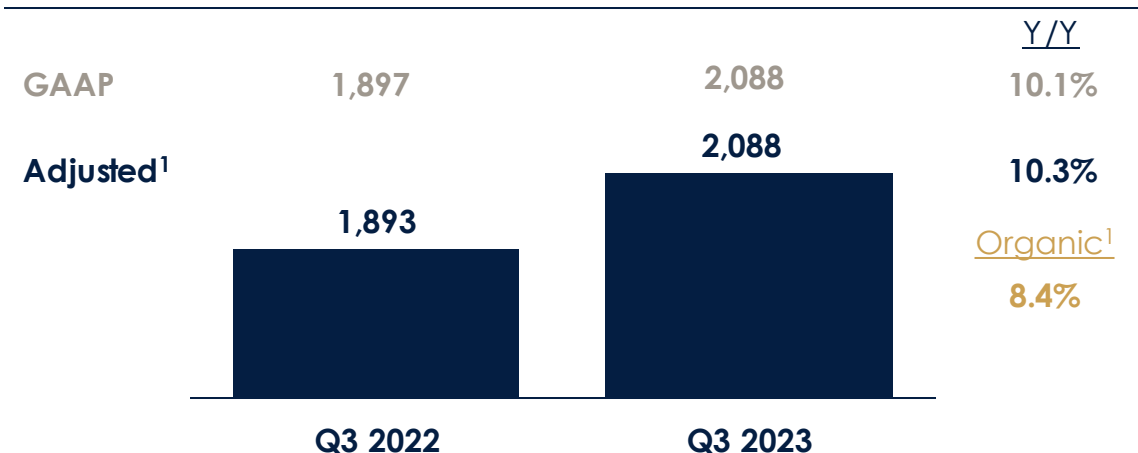
Q3 Results

- Orders down 10% at constant currency¹... growth in EMEA and Asia Pacific offset by decline in the Americas and China
- 3Q23 New Equipment share ~flat²
- New Equipment backlog up 2% at constant currency¹
- Organic¹ sales up 1.0%
 - Americas up 8.7%
 - EMEA up 6.8%
 - Asia down 5.2%
 - Asia Pacific up low teens
 - China down low teens
- Adjusted operating profit¹ up \$10 million at constant currency¹... strong productivity, favorable price, and commodity tailwinds were partially offset by unfavorable regional and product mix and SG&A expense.

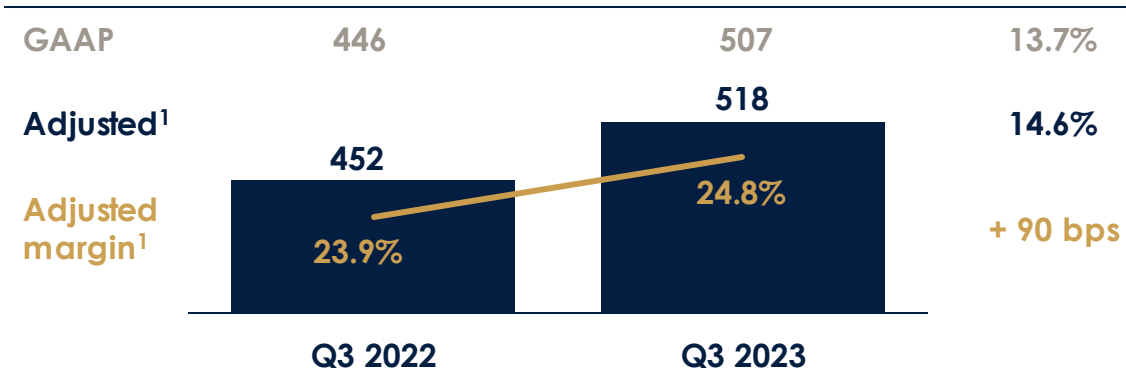
Service

(\$ millions)

Net sales



Operating profit



¹ See appendix for additional information regarding these non-GAAP financial measures.

Q3 Results

- Maintenance units up 4.2% versus prior year...growth in all regions
- Modernization orders up 13% at constant currency¹
- Organic¹ sales up 8.4%
 - Maintenance & Repair up 8.6%
 - Modernization up 7.6%
- Adjusted operating profit¹ up \$53M at constant currency¹... higher volume, favorable pricing and productivity were partially offset by annual wage inflation and higher material costs

2023 financial outlook

	Prior outlook	Current outlook
Organic ¹ sales	<p>Otis up 4.5 to 6%</p> <p>New Equipment up 3 to 5%</p> <p>Service up 6 to 7%</p>	<p>Otis up ~5.5%</p> <p>New Equipment up ~3%</p> <p>Service up ~7.5%</p>
Constant currency adj. operating profit ¹	<p>up \$155 to \$175M</p>	<p>up ~\$170M</p>
Adjusted operating profit ¹ margin	<p>Otis up ~30 bps</p> <p>New Equipment up ~20 bps</p> <p>Service up ~50 bps</p>	<p>Otis up ~30 bps</p> <p>New Equipment up ~20 bps</p> <p>Service up ~50 bps</p>
Adjusted EPS ¹	<p>\$3.45 to \$3.50, up 9 to 10%</p>	<p>\$3.52, up ~11%</p>
Free cash flow ¹ & capital deployment	<p>Free cash flow \$1.5 to 1.55B, 105 to 115% conversion</p> <p>Share repurchases ~\$800M</p>	<p>Free cash flow ~\$1.5B, ~105% conversion</p> <p>Share repurchases ~\$800M</p>

¹ See appendix for additional information regarding these non-GAAP financial measures.

2023 organic¹ sales outlook

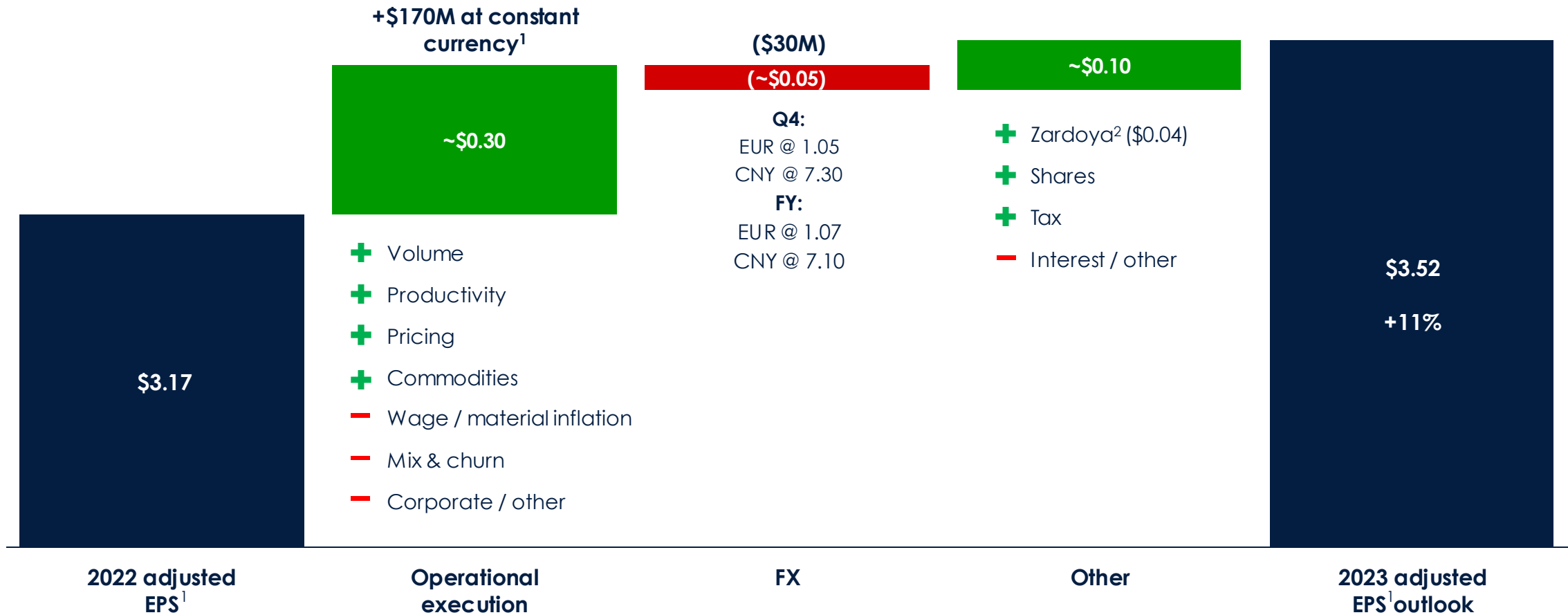
	Prior outlook (July 26, 2023)	Updated outlook
New Equipment	up 3 to 5%	up ~3%
Americas	up mid single	up mid single
EMEA	up mid single	up mid single
Asia	up low single	up low single
Service	up 6 to 7%	up ~7.5%
Maintenance & repair	up 5.5 to 6.5%	up ~7.3%
Modernization	up 7 to 9%	up ~8%
Ofis	up 4.5 to 6%	up ~5.5%

¹ See appendix for additional information regarding these non-GAAP financial measures.

Outlook drivers

- Strong maintenance portfolio growth, up 4.2% and Service pricing tailwinds
- Continued strength of repair
- New Equipment and Modernization backlog execution

2023 adjusted EPS¹ growth outlook drivers



¹ See appendix for additional information regarding these non-GAAP financial measures.

² The entity previously known as Zardoya Otis S.A. has implemented a name change and is now referred to as Otis Mobility.

Otis fundamentals...driving value creation¹

Sales

- Invest in innovation
- Gain New Equipment share
- Accelerate portfolio growth

Operating Profit

- Drop through from volume
- Optimize supply chain & installation process
- Drive service productivity
- Rationalize SG&A

Cash & Capital Deployment

- Reduce effective tax rate
- Make targeted investments
- Raise dividends
- Continue share repurchases

Sustainable growth

Expand operating margin

Return cash to shareholders

¹ Based on Otis internal estimates and expectations.

OTIS

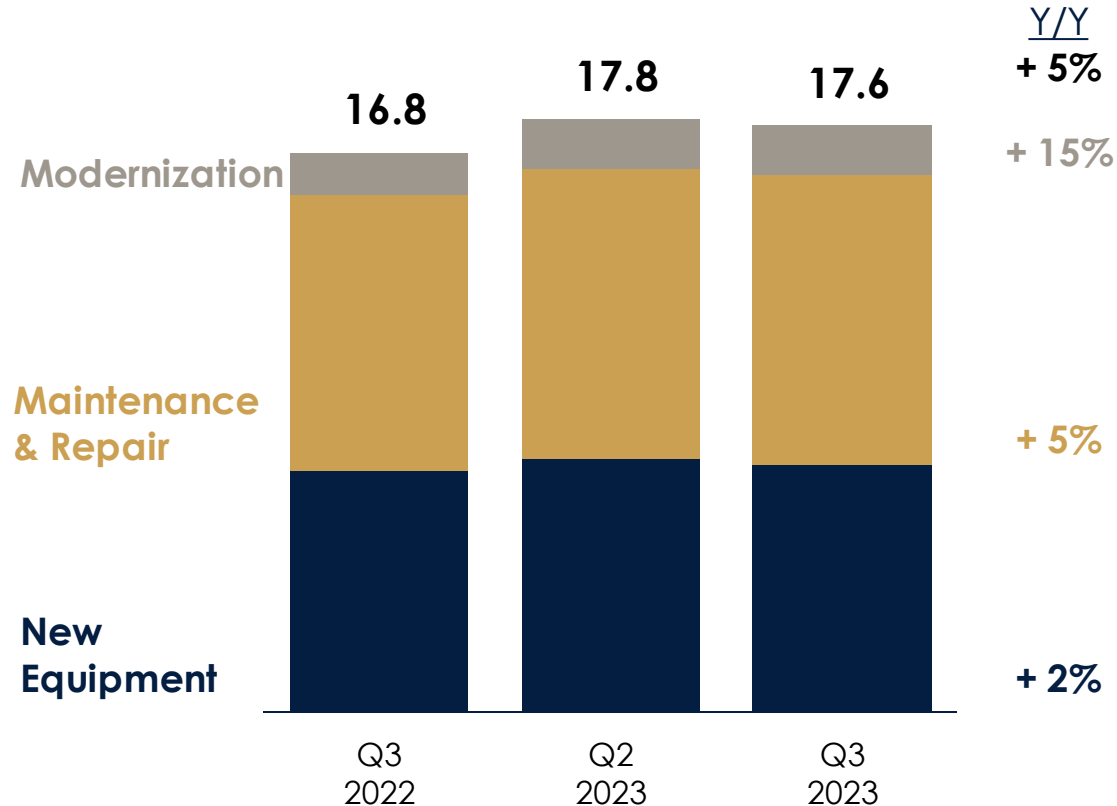
A photograph of the Chicago skyline at dusk, featuring the Willis Tower prominently in the center. The sky is a deep blue, and the city lights are beginning to glow. A semi-transparent dark blue rectangular overlay covers the middle portion of the image, serving as a background for the text.

Appendix

Backlog and orders

(\$billions, at constant currency¹)

Remaining performance obligation

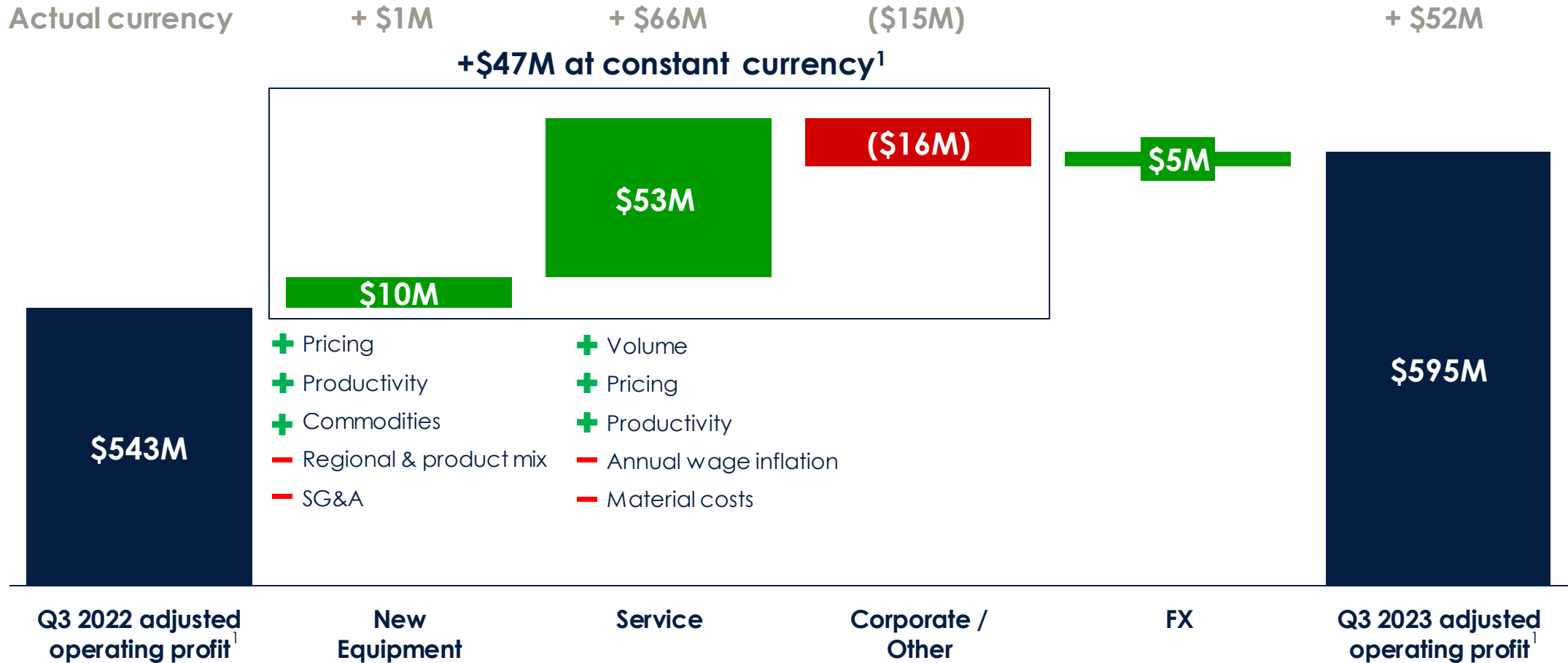


New Equipment orders

Region	Q3 2023 Y/Y	YTD 2023 Y/Y	12-month rolling
Total Otis	(10.3%)	(5.8%)	(3.6%)
Americas	(19.9%)	(15.1%)	(13.0%)
EMEA	2.7%	(3.4%)	0.3%
Asia	(9.5%)	(0.4%)	1.1%

¹ See additional information regarding these non-GAAP financial measures.

Q3 2023 adjusted operating profit¹ drivers

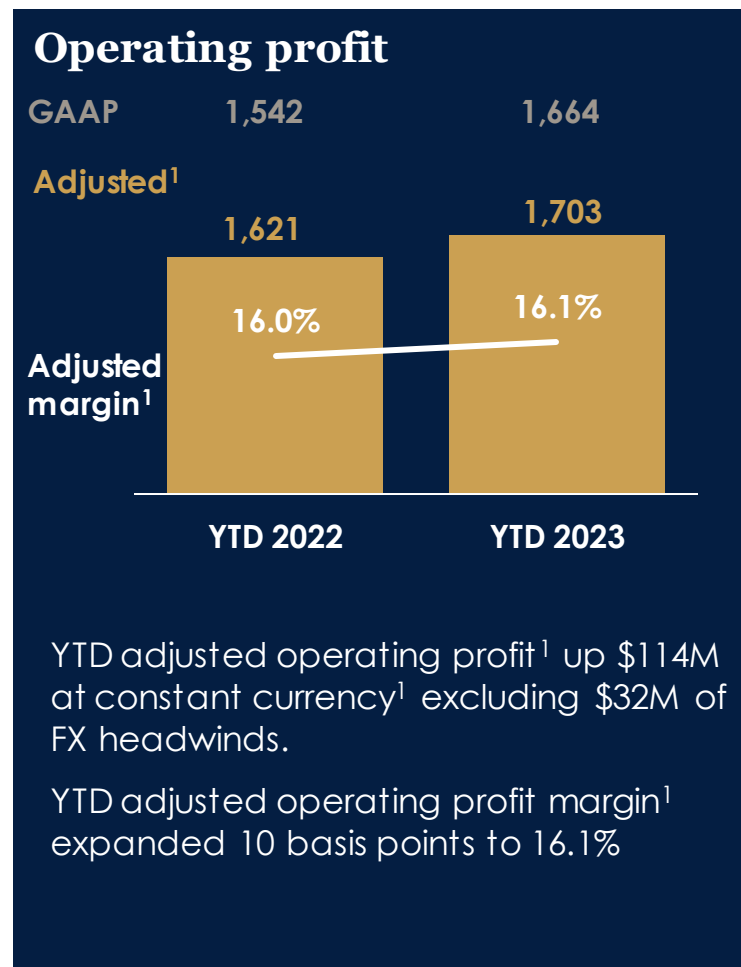
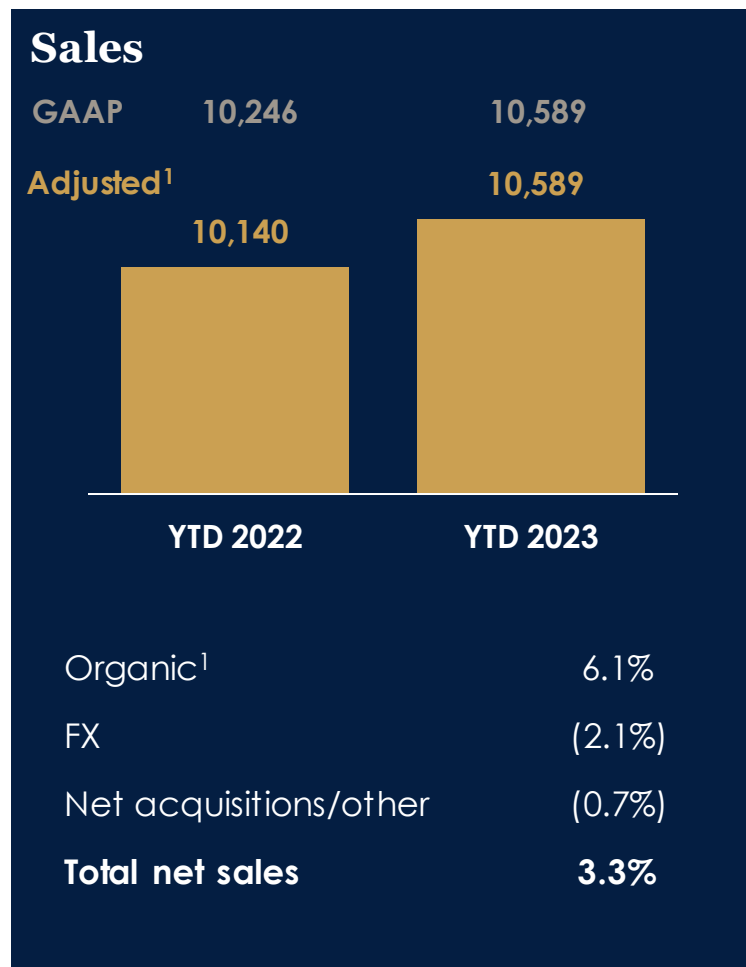


Adjusted operating profit margin¹ expanded 60 basis points to 16.9%

¹ See additional information regarding these non-GAAP financial measures.

Year-to-date 2023 results

(\$ millions, except per share amounts)



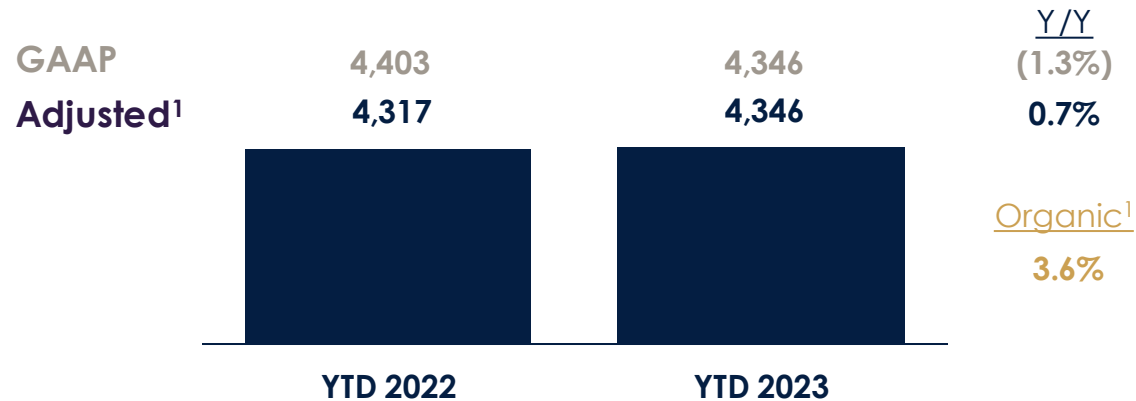
¹ See appendix for additional information regarding these non-GAAP financial measures.

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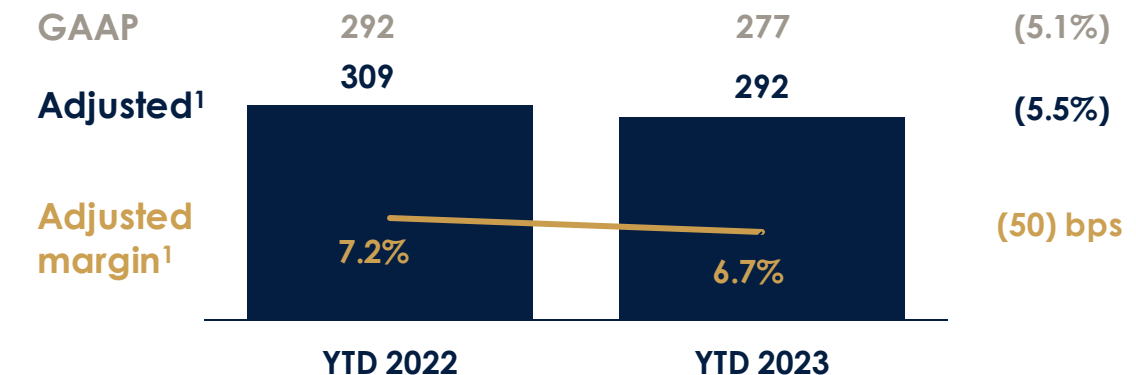
YTD New Equipment

(\$ millions)

Net sales



Operating profit



¹ See appendix for additional information regarding these non-GAAP financial measures.

² Based on Otis internal estimates.

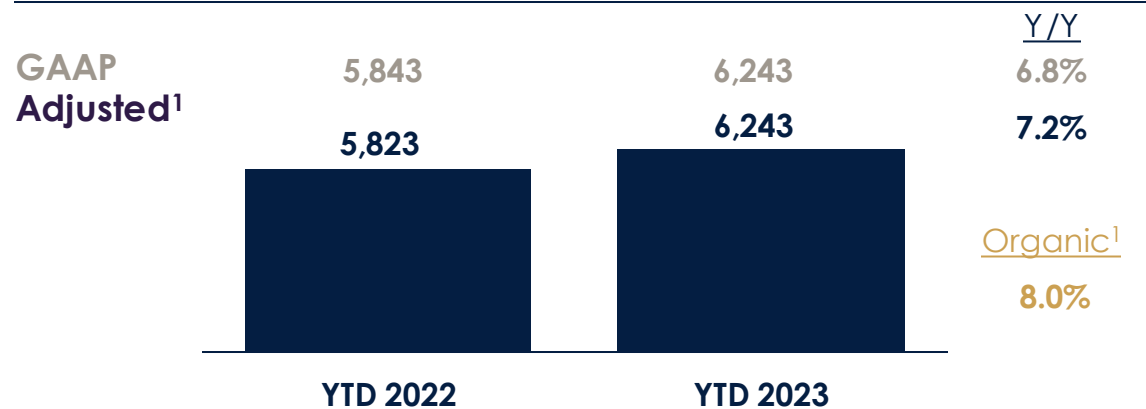
Results

- Orders down 6% at constant currency¹
- New Equipment share up ~50 bps²
- Organic¹ sales up 3.6%
 - Americas up 3.8%
 - EMEA up 8.1%
 - Asia up 1.7%
 - Asia Pacific up double digits
 - China down mid single digits
- Adjusted operating profit¹ up \$6M at constant currency¹

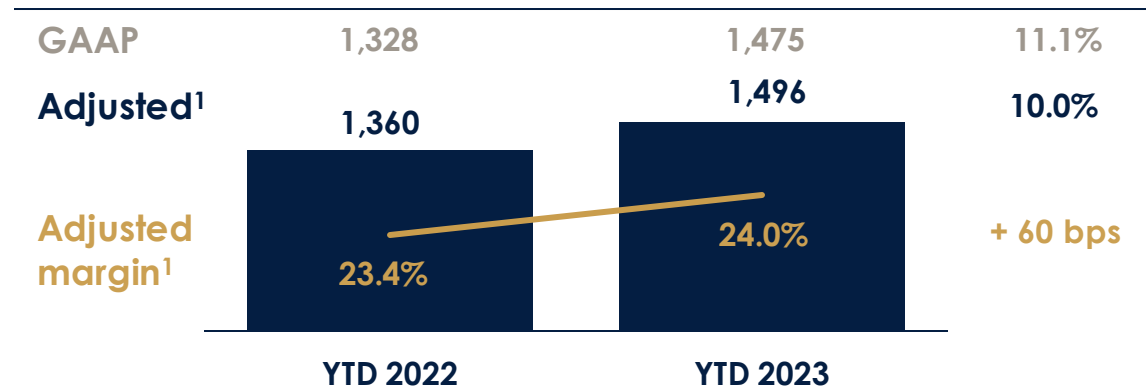
YTD Service

(\$ millions)

Net sales



Operating profit



¹ See appendix for additional information regarding these non-GAAP financial measures.

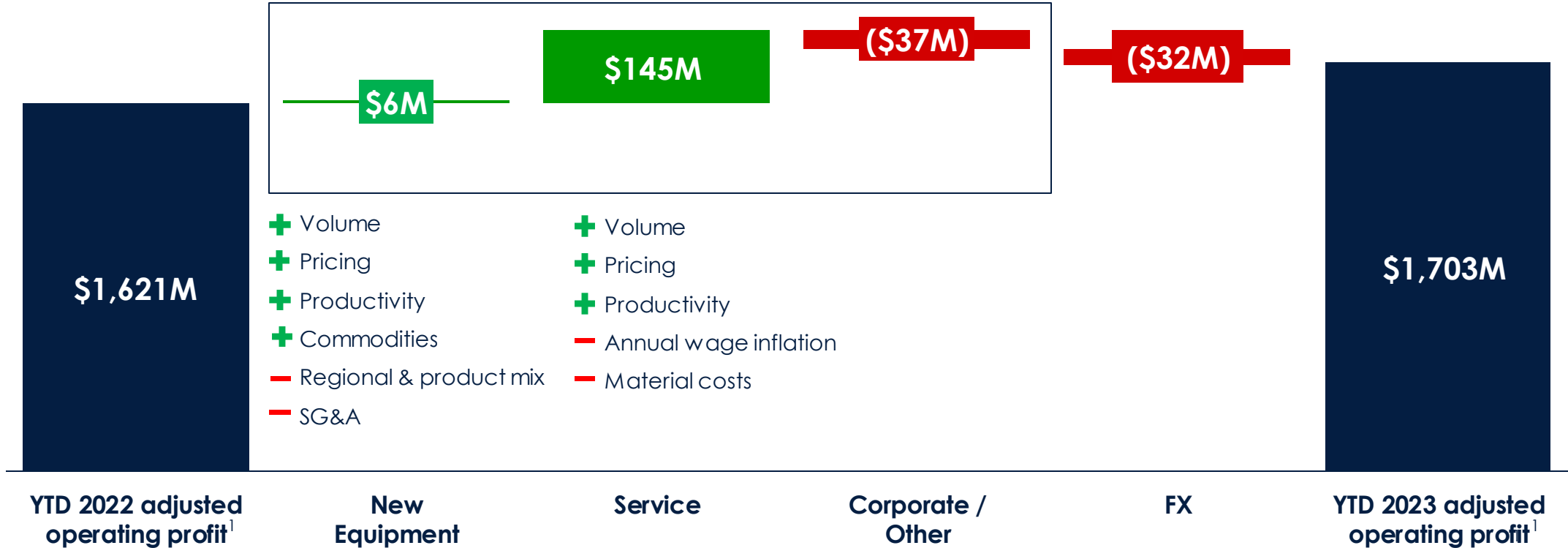
Results

- Modernization orders up 19% at constant currency¹
- Organic¹ sales up 8.0%
 - Maintenance & Repair up 8.2%
 - Modernization up 7.3%
- Adjusted operating profit¹ up \$145M at constant currency¹

YTD 2023 adjusted operating profit¹ drivers

Actual currency (\$17M) + \$136M (\$37M) + \$82M

+\$114M at constant currency¹



16.1% adjusted operating profit margin¹

¹ See additional information regarding these non-GAAP financial measures.

Use and Definitions of Non-GAAP Financial Measures

Otis Worldwide Corporation ("Otis") reports its financial results in accordance with accounting principles generally accepted in the United States ("GAAP"). We supplement the reporting of our financial information determined under GAAP with certain non-GAAP financial information. The non-GAAP information presented provides investors with additional useful information, but should not be considered in isolation or as substitutes for the related GAAP measures. Moreover, other companies may define non-GAAP measures differently, which limits the usefulness of these measures for comparisons with such other companies. We encourage investors to review our financial statements and publicly filed reports in their entirety and not to rely on any single financial measure. A reconciliation of the non-GAAP measures (referenced in this press release) to the corresponding amounts prepared in accordance with GAAP appears in the attached tables. These tables provide additional information as to the items and amounts that have been excluded from the adjusted measures. Adjusted net sales, organic sales, adjusted selling, general and administrative ("SG&A") expense, adjusted operating profit, adjusted net interest expense, adjusted net income, adjusted diluted earnings per share ("EPS"), adjusted effective tax rate, constant currency and free cash flow are non-GAAP financial measures. Adjusted net sales represents net sales (a GAAP measure), excluding significant items of a non-recurring and/or nonoperational nature ("other significant items"). Organic sales represents consolidated net sales (a GAAP measure), excluding the impact of foreign currency translation, acquisitions and divestitures completed in the preceding twelve months and other significant items. Management believes organic sales is a useful measure in providing period-to-period comparisons of the results of the Company's ongoing operational performance. Adjusted SG&A expense represents SG&A expense (a GAAP measure), excluding restructuring costs and other significant items. Adjusted general corporate expenses and other represents general corporate expenses and other (a GAAP measure), excluding restructuring costs and other significant items. Adjusted operating profit represents income from continuing operations (a GAAP measure), excluding restructuring costs and other significant items. Adjusted net interest expense represents net interest expense (a GAAP measure), adjusted for the impacts of non-recurring acquisition related financing costs and related net interest expense pending the completion of a transaction. The adjusted effective tax rate represents the effective tax rate (a GAAP measure) adjusted for other significant items and the tax impact of restructuring costs and other significant items. Adjusted net income represents net income attributable to Otis Worldwide Corporation (a GAAP measure), excluding restructuring costs and other significant items, including related tax effects. Adjusted EPS represents diluted earnings per share attributable to common shareholders (a GAAP measure), adjusted for the per share impact of restructuring and other significant items, including related tax effects. Management believes that adjusted net sales, organic sales, adjusted SG&A, adjusted general corporate expenses and other, adjusted operating profit, adjusted net interest expense, adjusted net income, adjusted EPS and the adjusted effective tax rate are useful measures in providing period-to-period comparisons of the results of the Company's ongoing operational performance. Additionally, GAAP financial results include the impact of changes in foreign currency exchange rates ("AFX"). We use the non-GAAP measure "at constant currency" or "CFX" to show changes in our financial results without giving effect to period-to-period currency fluctuations. Under U.S. GAAP, income statement results are translated in U.S. dollars at the average exchange rate for the period presented. Management believes that this non-GAAP measure is useful in providing period-to-period comparisons of the results of the Company's ongoing operational performance. Free cash flow is a non-GAAP financial measure that represents cash flow from operations (a GAAP measure) less capital expenditures. Management believes free cash flow is a useful measure of liquidity and an additional basis for assessing Otis' ability to fund its activities, including the financing of acquisitions, debt service, repurchases of common stock and distribution of earnings to shareholders. When we provide our expectations for adjusted net sales, organic sales, adjusted operating profit, adjusted net interest expense, adjusted net income, adjusted effective tax rate, adjusted EPS and free cash flow on a forward-looking basis, a reconciliation of the differences between the non-GAAP expectations and the corresponding GAAP measures (expected diluted EPS from continuing operations, operating profit, the effective tax rate, net sales and expected cash flow from operations) generally is not available without unreasonable effort due to potentially high variability, complexity and low visibility as to the items that would be excluded from the GAAP measure in the relevant future period, such as unusual gains and losses, the ultimate outcome of pending litigation, fluctuations in foreign currency exchange rates, the impact and timing of potential acquisitions and divestitures, and other structural changes or their probable significance. The variability of the excluded items may have a significant, and potentially unpredictable, impact on our future GAAP results.

Additional information

	Actuals				FY23 Outlook	
	1Q23	2Q23	3Q23	YTD	Prior (July 26, 2023)	Updated
Restructuring expense	\$5M	\$10M	\$21M	\$36M	~\$60M	~\$60M
Non-service pension expense	\$0M	\$1M	\$0M	\$1M	<\$5M	<\$5M
Adjusted net interest expense (a)	\$33M	\$37M	\$39M	\$109M	~\$150M	~\$150M
Adjusted effective tax rate (b)	26.6%	25.0%	25.5%	25.7%	26.0 to 26.5%	~26.0%
Noncontrolling interest expense	\$21M	\$31M	\$19M	\$71M	~\$110 to \$115M	~\$105M
Capital expenditures	\$25M	\$37M	\$34M	\$96M	~\$140 to \$150M	~\$140 to \$150M
Diluted shares outstanding	417.8M	416.0M	413.7M	415.8M	~415M	~415M

Currency exposure	2022 sales
USD	28%
EUR	21%
CNY	19%
Other	32%

(a) Adjusted net interest expense represents net interest expense (a GAAP measure), adjusted for the impacts of non-recurring acquisition related financing costs and net interest related to the Zardoya Otis transaction and Russia operations.

(b) The adjusted effective tax rate represents the effective tax rate (a GAAP measure) adjusted for the tax impact of restructuring costs, other significant non-recurring items and includes rounding.

2023 GAAP to adjusted financials reconciliation

(\$millions)	Otis			New Equipment			Service			Corporate/other		
	1Q23	2Q23	3Q23	1Q23	2Q23	3Q23	1Q23	2Q23	3Q23	1Q23	2Q23	3Q23
Sales												
Net sales	3,346	3,720	3,523	1,307	1,604	1,435	2,039	2,116	2,088	0	0	0
Income	1Q23	2Q23	3Q23									
Net income attributable to Otis	331	376	376									
Noncontrolling interest in subsidiaries ¹	21	31	19									
Income tax expense	128	135	137									
Net interest expense	33	37	39									
Non-service pension benefit (expense)	0	1	0									
GAAP operating profit	513	580	571	67	116	94	476	492	507	(30)	(28)	(30)
Restructuring	5	10	21	2	3	10	3	7	11	0	0	0
Transformation costs	0	0	4	0	0	0	0	0	0	0	0	4
Other, net	0	0	(1)	0	0	0	0	0	0	0	0	(1)
Adjusted operating profit	518	590	595	69	119	104	479	499	518	(30)	(28)	(27)
<i>Adjusted operating profit margin</i>	<i>15.5%</i>	<i>15.9%</i>	<i>16.9%</i>	<i>5.3%</i>	<i>7.4%</i>	<i>7.2%</i>	<i>23.5%</i>	<i>23.6%</i>	<i>24.8%</i>			
Non-service pension (expense)	0	1	0									
Adjusted net interest expense (a)	(33)	(37)	(39)									
Adjusted pre-tax profit	485	552	556									
Adjusted income tax expense	(129)	(138)	(142)									
<i>Adjusted effective tax rate (b)</i>	<i>26.6%</i>	<i>25.0%</i>	<i>25.5%</i>									
Noncontrolling interest	(21)	(31)	(19)									
Adjusted net income	335	383	395									
Adjusted EPS	\$0.80	\$0.92	\$0.95									

(a) Adjusted net interest expense represents net interest expense (a GAAP measure), adjusted for the impacts of non-recurring acquisition related financing costs and net interest expense related to the Zardoya Otis transaction and Russia operations.

(b) The adjusted effective tax rate represents the effective tax rate (a GAAP measure) adjusted for the tax impact of restructuring costs, other significant items and includes rounding.

2022 GAAP to adjusted financials reconciliation

(\$millions)	Otis					New Equipment					Service					Corporate/other				
	1Q22	2Q22	3Q22	4Q22	FY 2022	1Q22	2Q22	3Q22	4Q22	FY 2022	1Q22	2Q22	3Q22	Q422	FY 2022	1Q22	2Q22	3Q22	Q422	FY 2022
Sales																				
Net sales	3,414	3,488	3,344	3,439	13,685	1,422	1,534	1,447	1,461	5,864	1,992	1,954	1,897	1,978	7,821	0	0	0	0	0
Russia	(54)	(34)	(18)	0	(106)	(47)	(25)	(14)	0	(86)	(7)	(9)	(4)	0	(20)	0	0	0	0	0
Adjusted net sales	3,360	3,454	3,326	3,439	13,579	1,375	1,509	1,433	1,461	5,778	1,985	1,945	1,893	1,978	7,801	0	0	0	0	0
Income																				
Net income attributable to Otis	311	321	324	297	1,253															
Noncontrolling interest in subsidiaries ¹	42	27	26	21	116															
Income tax expense	136	103	143	137	519															
Net interest expense	37	35	35	36	143															
Non-service pension benefit (expense)	0	1	1	0	2															
GAAP operating profit	526	487	529	491	2,033	93	99	100	66	358	447	435	446	461	1,789	(14)	(47)	(17)	(36)	(114)
Restructuring	14	25	6	15	60	4	12	2	5	23	10	13	4	10	37	0	0	0	0	0
One-time separation costs and other (a)	2	0	0	(2)	0	0	0	0	0	0	0	0	0	0	0	2	0	0	(2)	0
Russia operations	(5)	11	(2)	1	5	(4)	2	(1)	0	(3)	2	1	1	0	4	(3)	8	(2)	1	4
Russia sale and conflict-related charges	0	18	10	0	28	0	0	2	1	3	0	0	1	1	2	0	18	7	(2)	23
Adjusted operating profit	537	541	543	505	2,126	93	113	103	72	381	459	449	452	472	1,832	(15)	(21)	(12)	(39)	(87)
<i>Adjusted operating profit margin</i>	<i>16.0%</i>	<i>15.7%</i>	<i>16.3%</i>	<i>14.7%</i>	<i>15.7%</i>	<i>6.8%</i>	<i>7.5%</i>	<i>7.2%</i>	<i>4.9%</i>	<i>6.6%</i>	<i>23.1%</i>	<i>23.1%</i>	<i>23.9%</i>	<i>23.9%</i>	<i>23.5%</i>					
Non-service pension (expense)	0	(1)	(1)	0	(2)															
Adjusted net interest expense (b)	(33)	(35)	(35)	(36)	(139)															
Adjusted pre-tax profit	504	505	507	469	1,985															
Adjusted income tax expense	(138)	(113)	(143)	(132)	(526)															
<i>Adjusted effective tax rate (c)</i>	<i>27.4%</i>	<i>22.4%</i>	<i>28.2%</i>	<i>28.1%</i>	<i>26.5%</i>															
Noncontrolling interest	(42)	(27)	(26)	(21)	(116)															
Adjusted net income	324	365	338	316	1,343															
Adjusted EPS	\$0.76	\$0.86	\$0.80	\$0.75	\$3.17															

(a) Rounding included

(b) Adjusted net interest expense represents net interest expense (a GAAP measure), adjusted for the impacts of non-recurring acquisition related financing costs and net interest expense related to the Zardoya Otis transaction and Russia operations.

(c) The adjusted effective tax rate represents the effective tax rate (a GAAP measure) adjusted for the tax impact of restructuring costs, other significant items and includes rounding.

Organic sales reconciliation

Q3 2023	Total Otis	New Equipment	Service	Maintenance & Repair	Modernization
Organic	5.2%	1.0%	8.4%	8.6%	7.6%
FX	0.6%	(0.9%)	1.8%	2.0%	0.9%
Net acquisitions / divestitures	(0.4%)	(0.9%)	(0.1%)	(0.2%)	0.3%
Total net sales growth	5.4%	(0.8%)	10.1%	10.4%	8.8%

YTD 2023	Total Otis	New Equipment	Service	Maintenance & Repair	Modernization
Organic	6.1%	3.6%	8.0%	8.2%	7.3%
FX	(2.1%)	(3.0%)	(1.3%)	(1.2%)	(1.7%)
Net acquisitions / divestitures	(0.7%)	(1.9%)	0.1%	0.0%	0.7%
Total net sales growth	3.3%	(1.3%)	6.8%	7.0%	6.3%

Adjusted operating profit at constant currency reconciliation

(\$millions)	Q3 2022	Q3 2023	Y/Y	YTD 2022	YTD 2023	Y/Y
New Equipment						
Adjusted operating profit	103	104	1	309	292	(17)
Impact of foreign exchange	-	9	9	-	23	23
Adjusted operating profit at constant currency	103	113	10	309	315	6
Service						
Adjusted operating profit	452	518	66	1,360	1,496	136
Impact of foreign exchange	-	(13)	(13)	-	9	9
Adjusted operating profit at constant currency	452	505	53	1,360	1,505	145
Otis Consolidated						
Adjusted operating profit	543	595	52	1,621	1,703	82
Impact of foreign exchange	-	(5)	(5)	-	32	32
Adjusted operating profit at constant currency	543	590	47	1,621	1,735	114

SG&A reconciliation

(\$millions)	Q3 2022	Q3 2023	YTD 2022	YTD 2023
Adjusted Sales	3,326	3,523	10,140	10,589
SG&A expense	417	452	1,315	1,386
Restructuring	(4)	(12)	(29)	(25)
One-time separation costs and other	(2)	(1)	(5)	(1)
Russia	(3)	0	(10)	0
Adjusted SG&A	408	439	1,271	1,360
<i>Adjusted SG&A % of adjusted sales</i>	<i>12.3%</i>	<i>12.5%</i>	<i>12.5%</i>	<i>12.8%</i>

Diluted EPS and Tax reconciliations

	Q3 2022	Q3 2023	YTD 2022	YTD 2023
GAAP diluted earnings per share	\$0.77	\$0.91	\$2.25	\$2.60
Impact of non-recurring items on diluted earnings per share	\$0.03	\$0.04	\$0.17	\$0.08
Adjusted diluted earnings per share	\$0.80	\$0.95	\$2.42	\$2.68

	Q3 2022	Q3 2023	YTD 2022	YTD 2023
Effective tax rate	29.0%	25.8%	26.7%	25.7%
Impact of adjustments on effective tax rate	(0.8%)	(0.3%)	(0.7%)	0.0%
Adjusted effective tax rate	28.2%	25.5%	26.0%	25.7%

Free cash flow reconciliation

(\$millions)	Q3 2022	Q3 2023	YTD 2022	YTD 2023
Operating cash flow ¹	239	306	1,096	1,030
Capital expenditures	(24)	(34)	(81)	(96)
Free cash flow	215	272	1,015	934
GAAP net income	324	376	956	1,083
FCF conversion	66%	72%	106%	86%

¹ Operating cash flow excludes dividends paid to noncontrolling interests.

Other reconciliations

Remaining performance obligation (RPO)

(\$billions)	Q3 2022	Q2 2023	Q3 2023
RPO at actual currency (GAAP measure)	16.6	18.3	17.8
FX/other ¹	0.2	(0.5)	(0.2)
RPO at constant currency	16.8	17.8	17.6

New Equipment backlog

Growth %	Q3 2023
Actual currency (GAAP measure)	3%
FX	(1%)
NE backlog at constant currency	2%

Modernization backlog

Growth %	Q3 2023
Actual currency (GAAP measure)	17%
FX	(2%)
Mod backlog at constant currency	15%

¹ Balances have been updated to reflect the impact of the constant currency calculation and other adjustments to ensure comparability.