

JCI FQ1 Result – Stronger, as anticipated

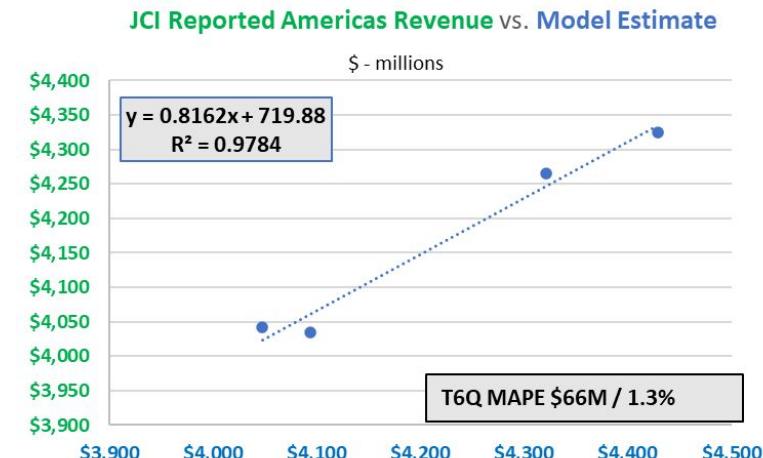
Levered to data center and HVAC, orders and organic revenue are accelerating. +MSD for the FY

Americas Revenue \$-millions	FQ1'26	M&A	Price	Org %
MC+Advan Model raw	\$3,780	?	?	4.2%
Adj MC+Advan Model	\$3,733 - \$3,827			
Consensus (FactSet)	\$3,752			3.2%
Reported	\$3,843			6.0%
Organic				6.0%
QoQ Ch				+300 bps

- ❖ We used Maiden Century (MC) and Exabel to map our data to **Americas revenue**.
- ❖ Organic growth for FQ1 accelerated by +300bps, aligning with observed activity.
- ❖ As shown in the table to the right, the comps for the 1H of 2026 are very easy. We expect the 1-yr observed activity trend to pick up following January's terrible weather.
- ❖ Orders and backlog do impact the stock; we don't observe or track those metrics.

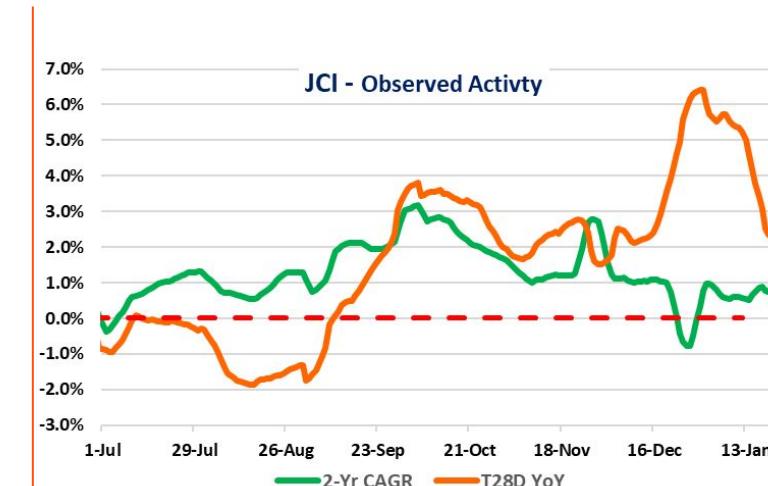
CEO Joakim Weidemanis

The data center market is growing in many different parts of the world and in different applications as well. So our growth is pretty broad-based. So like I said, we plan 3 different application categories, the chillers, across the air handling units and now starting to grow nicely here on the CDU side as well. ... Our order strength in the quarter here is, of course, helped by data centers, but we're also very happy about, in particular, the life-science oriented growth that we're seeing. And just to put a little bit more color on that, what's happening in the pharmaceutical industry is that with the rise of biologics-based therapies, the manufacturing environments are materially different than the historical manufacturing environments. And that's why large pharmaceutical manufacturers are building new plants in many parts of the world and the indoor operating conditions that they require to be able to effectively manufacture these biologics-based drugs really require very strong thermal management, which is not just the HVAC but also controls and because these are large campuses with thousands and thousands of employees moving in and out every day and the value of what they manufacture is very high.



- ❖ Model uses 42 POIs vs. 92 listed in 10-K.

Industrials is a commercial-billed business, and volume is based upon a lot of facility activity; as such, geolocation data provides a superior indicator to other AltData types



	1-Yr % Ch	2-Yr CAGR
Q2	-2.6%	-0.7%
Q3	0.2%	1.6%
Q4	3.3%	1.3%
Oct	2.3%	
Nov	1.5%	
Dec	6.3%	
Jan	1.0%	