



SECURITYIN30
LIVE WITH ALLEGION

2021 Reflections, 2022
Opportunities

December 17, 2021

Question & Answer

Q. Any insight on the end of supply chain issues? Are they here to stay, or is this the end of Just-in-time manufacturing?

A. We do expect supply chain issues to improve in 2022, as well as elements of manufacturing process improvement based on market experiences this past year.

Q. Expected supply chain improvement timelines for current product series? Are there any additional product concerns on the horizon?

A. Like many other companies, Allegion is currently experiencing supply chain constraints and some shortages for electronic components and other parts – but we are working to mitigate any disruptions. Just as we have been throughout the pandemic, Allegion continually monitors the supply chain and is adjusting, as needed. We have proactively been re-engineering product designs and configurations, as well as seeking supply alternatives.

Q. What is Allegion's relationship strategy with HID iClass and Mercury?

A. Allegion leads with an open architecture strategy aimed to enable End Users flexibility and agility to utilize Allegion solutions within their existing environments.

Q. Are there any new initiatives planned for promoting the integrated lockset product lines?

A. Integrated locksets remain a key element of Allegion's consultative approach with channel partners and end users. These types of solutions offer multiple technologies, often in the same platform, to best serve a customer's specific application needs. Allegion will continue to expand this portfolio as well as the dialogue with channel partners and end users on the various configurations of integrated locks that can be utilized across an environment.

Q. How will Allegion continue to leverage its expertise and reach for a safe school environment?

A. Allegion will continue to make major investments as a member of the industry to increase the awareness and understanding of code compliant solutions for a safe school environment. This includes efforts being driven by Ken Cook, Lori Greene, and continued active engagement with PASS, DHI, SIA, BHMA and others.

Q. What will be most valuable to customers in '22, The Solution, Support or Price? In what order?

A. Allegion's go to market strategy is through the channel, therefore we expect providing "support" through partnering and communication will continue to be the most valuable to customers in '22.