

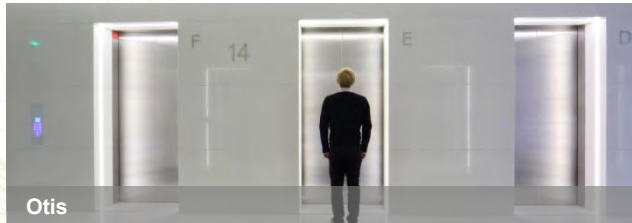
# United Technologies

Powerful  
**Innovation**

Powerful  
**Solutions**



# UTC BUSINESSES



# FAST FACTS

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2013



**United  
Technologies**

Building & Industrial Systems

Employees

**121,000**

Factories

**74**

R&D centers

**49**

Branches

**~2,500**





# PRODUCTS & SERVICES



Building automation  
People movement  
Heating & cooling  
Integrated solutions

Life safety  
Access control  
Intrusion detection  
Combustion controls

Video surveillance  
Key management  
Asset protection  
System integration

Maintenance  
Repair  
Modernization  
Turnkey installation

Performance contracting  
Remote monitoring  
Prognostics & diagnostics  
Data analytics

Green building design  
Energy services  
Energy recovery  
Indoor air quality

# A LEGACY OF INNOVATION

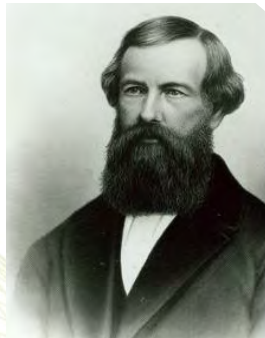
**Chubb**  
United Technologies



**1818**

**Charles and Jeremiah Chubb** patented the first detector lock

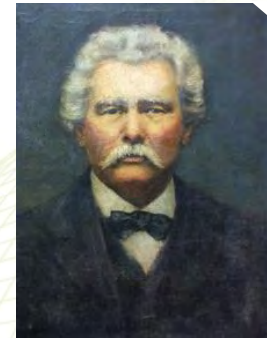
**OTIS**  
United Technologies



**1853**

**Elisha Graves Otis** founded the Otis Elevator Company and sold the first elevator with safety brakes

**EDWARDS**  
United Technologies



**1881**

**Robert Edwards** patented the first electric alarm bell

**Carrier**  
United Technologies



**1902**

**Willis Carrier** developed and later patented the first modern air-conditioning system

**Kidde**  
United Technologies



**1917**

**Walter Kidde Company** was founded and later produced the first integrated smoke detection and carbon dioxide extinguishing system for use on board ships



# A LEGACY OF INNOVATION



**When Willis Carrier invented the first system for “manufactured weather” in 1902, he sparked an industry that revolutionized the way in which we live, work and play.** From that defining moment – and through to the present day – **Carrier has been a company built on a legacy of innovation.** For more than a century, our research, expertise and forethought have resulted in market-leading innovations and “firsts” that have shaped and defined the heating, air conditioning and refrigeration industry. **Through our history of product excellence and committed customer service, we have evolved into a global company serving millions of people and businesses in 172 countries on six continents around the world.**

# UTC COMMITMENTS

WHAT  
UNITES  
US.

Our Commitments

PERFORMANCE

INNOVATION

OPPORTUNITY

RESPONSIBILITY

RESULTS

## INNOVATION

We are a company of ideas that are nurtured by a commitment to research and development. The achievements of our founders inspire us to reach always for the next innovative and powerful and marketable idea. **We seek and share ideas openly and encourage diversity of experience and opinion.**

## RESPONSIBILITY

**Successful businesses improve the human condition. We maintain the highest ethical, environmental and safety standards everywhere,** and we encourage and celebrate our employees' active roles in their communities.

## PERFORMANCE

Our customers have a choice, and how we perform determines whether they choose us. **We aim high, set ambitious goals and deliver results, and we use customer feedback to recalibrate when necessary.** We move quickly and make timely, well-reasoned decisions because our future depends on them. We invest authority where it needs to be, in the hands of the people closest to the customer and the work.

## OPPORTUNITY

**Our employees' ideas and inspiration create opportunities constantly, and without limits. We improve continuously everything we do, as a company and as individuals.** We support and pursue lifelong learning to expand our knowledge and capabilities and to engage with the world outside UTC. Confidence spurs us to take prudent risks, to experiment, to cooperate with each other and, always, to learn from the consequences of our actions.

## RESULTS

We are a preferred investment because **we meet aggressive targets whatever the economic environment.** We communicate honestly and forthrightly to investors, and deliver consistently what we promise. We are a company of realists and optimists, and we project these values in everything we do.





# A CHANGING WORLD



Population growth 80M / year

Urbanization 65M / year



**BUILDING  
POSSIBLE**



# LOCAL HISTORY

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In 1950, the Bryant company brought manufacturing to Indianapolis, IN



In 1955, the Carrier Corporation combined the cooling knowledge of Carrier and the heating knowledge of Bryant.

In 1967, Carrier (Bryant) moved to West Morris Street to build the revolutionary Gas Furnace

Today, the Carrier brand is world renown with the highest efficiency rating amongst all competitors.

Infinity Series Gas Furnace  
Efficiency rating up to 98.5%



# BISA – INDIANAPOLIS

## Plant overview



Plant safety rules



People: 103 salaried, approx. 1300 hourly

Inputs: 2.2M purchased parts & 550,000 lbs. of raw steel per day

Outputs: 7800 units peak season (gas furnaces and fan coils)



# ENVIRONMENTALLY RESPONSIBLE

## Sustainability accomplishments

2006 through 2013, UTC Building & Industrial Systems accomplishments include:

UTC  
BIS

**44%**

reduction in  
water  
consumption

**37%**

reduction in  
greenhouse gas  
emissions

**49%**

reduction in  
total industrial  
waste

**73%**

reduction in  
air emissions  
(non-greenhouse gases)

Carrier  
Indianapolis

**31%**

reduction in  
water  
consumption

**32%**

reduction in  
greenhouse gas  
emissions

**78%**

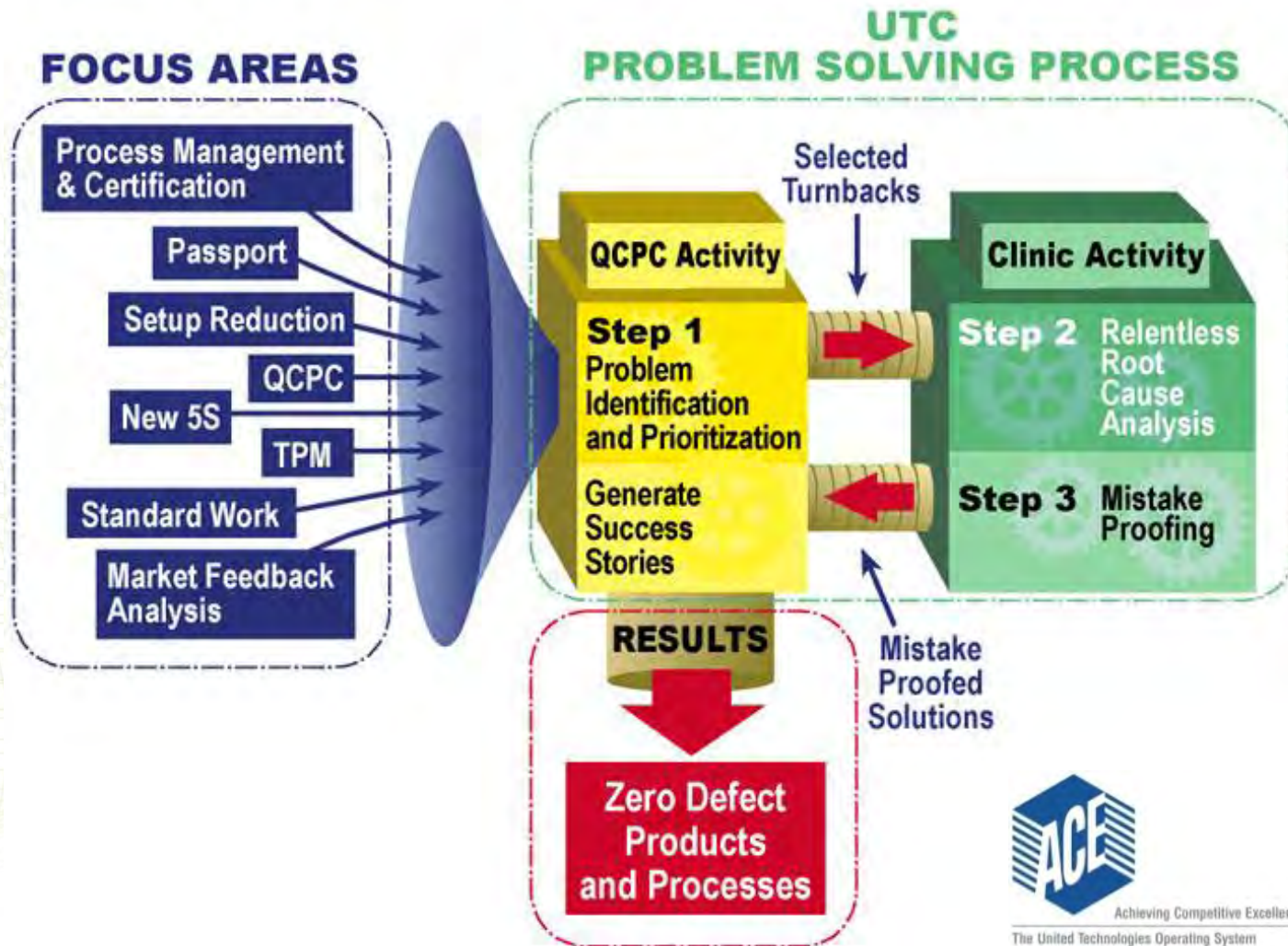
reduction in  
total industrial  
waste

**50%**

reduction in  
air emissions  
(non-greenhouse gases)

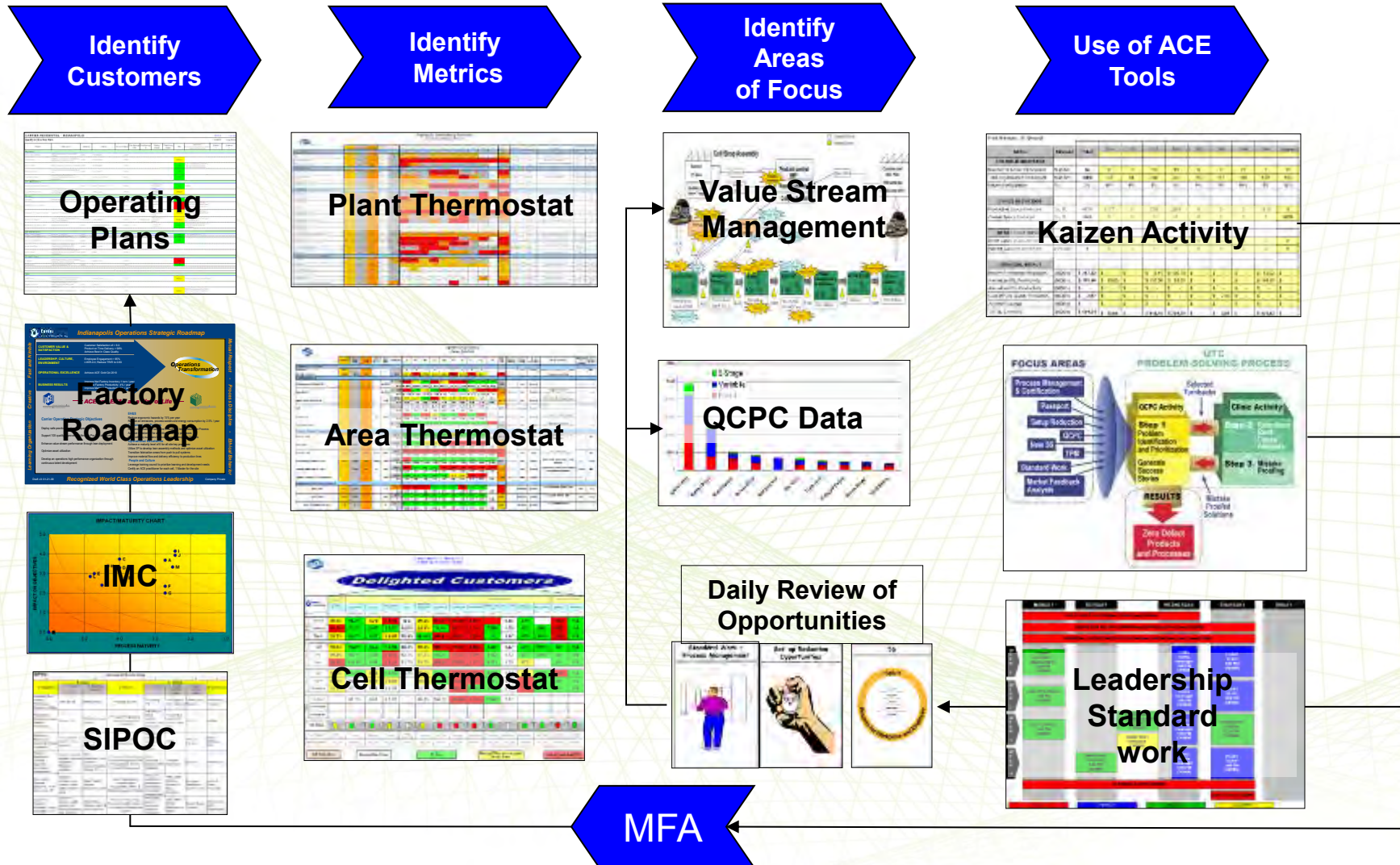


# ACE – OPERATING SYSTEM





# ACE – OPERATING SYSTEM



# ENVIRONMENTALLY RESPONSIBLE

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## Accomplishments

Partners for Pollution Prevention Member since 1996 (original charter member)

Environmental Stewardship Program Member since 2007

Recognition of various awards such as:

- Waste Wise Program Large Business Champion

- Governors Award for Recycling

- Clean Air Award

- Governor's Award for Excellence in Pollution Prevention

- Mayor's Eagle Award

- Environmental Stewardship Award



# ENVIRONMENTALLY RESPONSIBLE

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## Going forward

Moving forward through 2020, UTC Building & Industrial Systems plans to set the following goals:

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**-25%**

reduction in  
water  
consumption

**-15%**

reduction in  
greenhouse gas  
emissions

**-10%**

reduction in  
Hazardous  
waste

**90%**

total recycled  
waste

**-100%**

reduction in  
air emissions  
(Solvent use)



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# Questions ?