

**United
Technologies**

EPA CLIMATE LEADERS

**Bringing Energy Efficiency and Climate Strategies
to Customers and the Supply Chain**

Richard H. Bennett

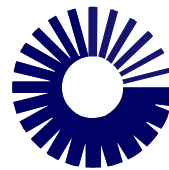
UTC Vice President EH&S

March 22, 2007



Environment, Health & Safety

United Technologies Corporation



UNITED TECHNOLOGIES

\$47.8B Revenues; Seven Business Units

Pfaltz &
Walter



power
solutions

aerospace
systems

Sikorsky



CARRIER



UTC POWER



Hamilton
Sundstrand



UTC Fire & Security

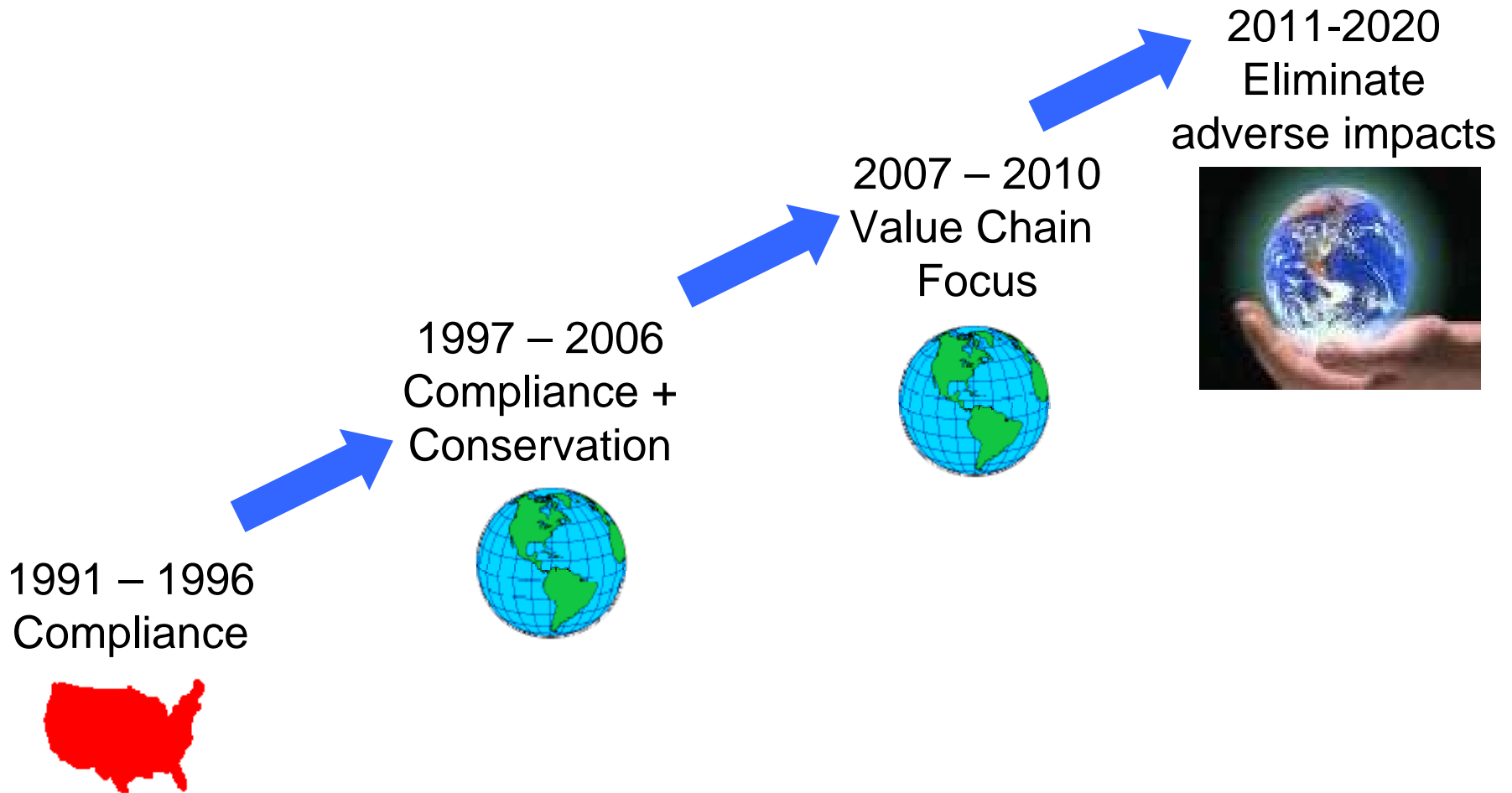


OTIS



building
systems

EVOLUTION OF EH&S GOALS



ENVIRONMENT, HEALTH & SAFETY

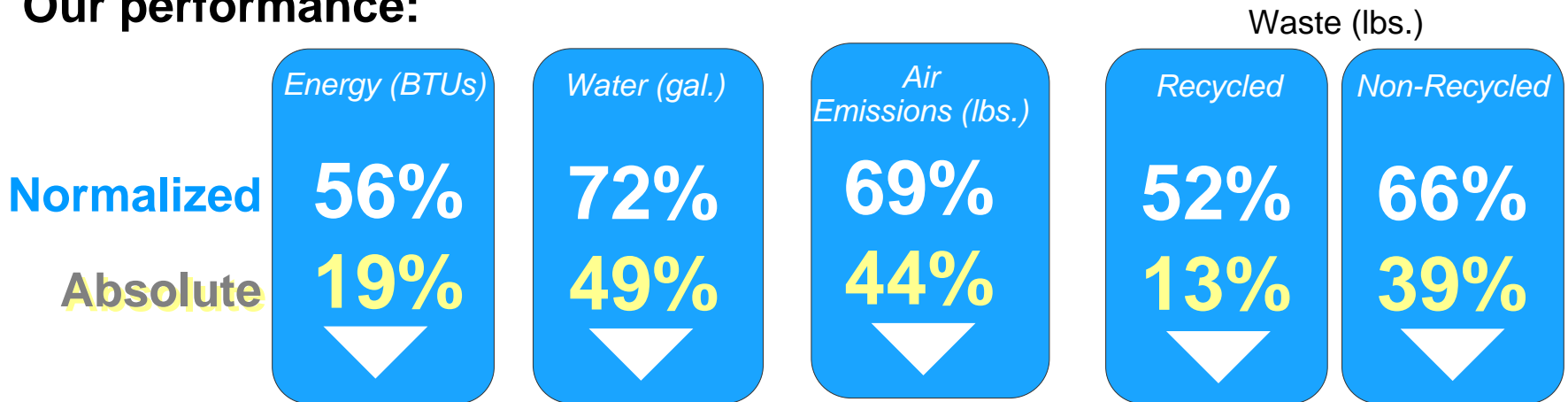


1997-2006 EH&S Goals

UTCs normalized goals expired on 12/31/06. The goals and their baseline years are:

- A 40 percent reduction in energy and water consumption (base year 1997)
- A 60 percent reduction in air emissions (base year 1999)
- A 35 percent reduction in recycled waste (base year 1999)
- A 60 percent reduction in non-recycled waste (base year 1999)

Our performance:



WORLDWIDE ENERGY CONSUMPTION

19% absolute, 56% normalized reduction 1997-2006

1997

Revenue: \$24.6B

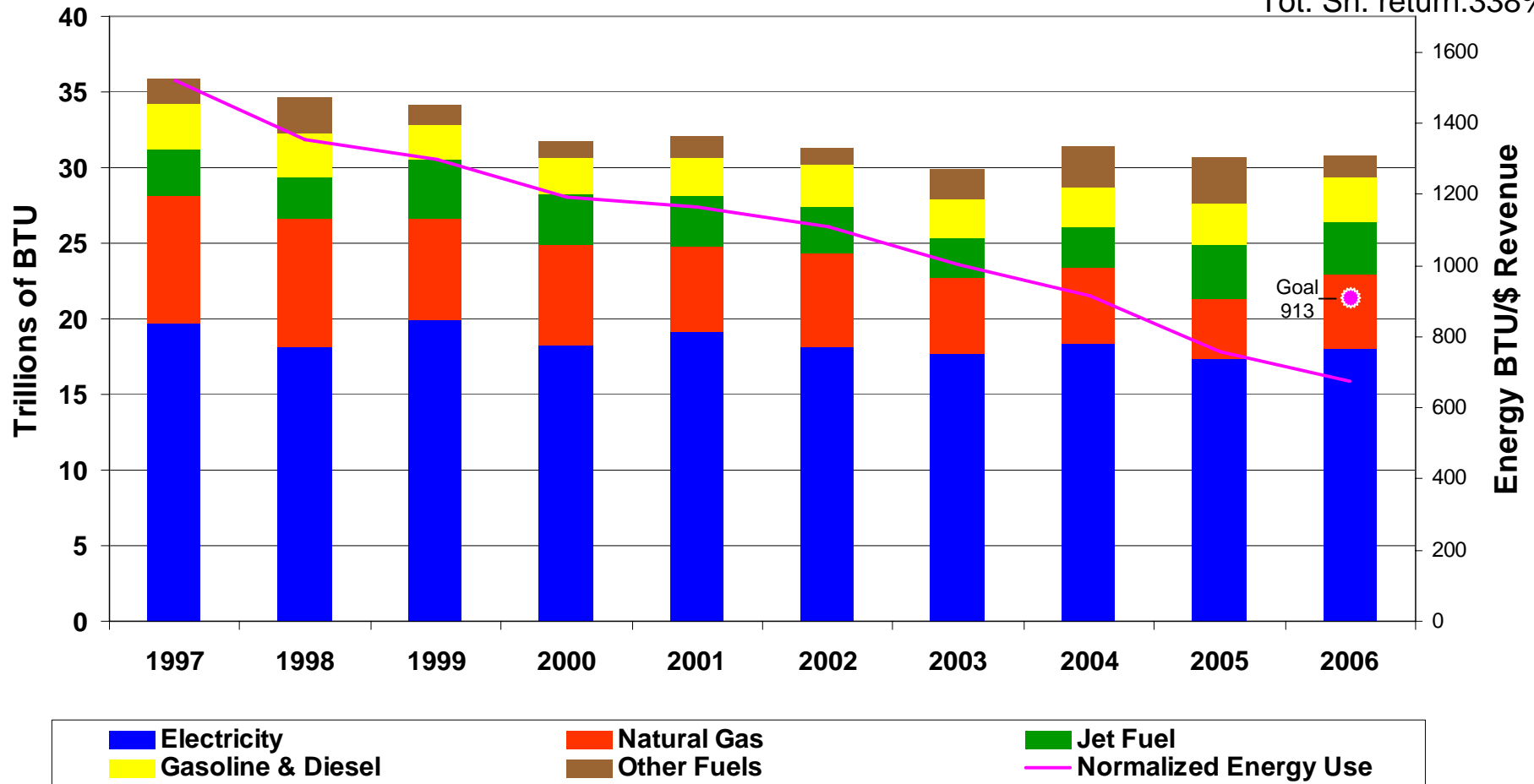
Energy: 37.5MMBTU

2006

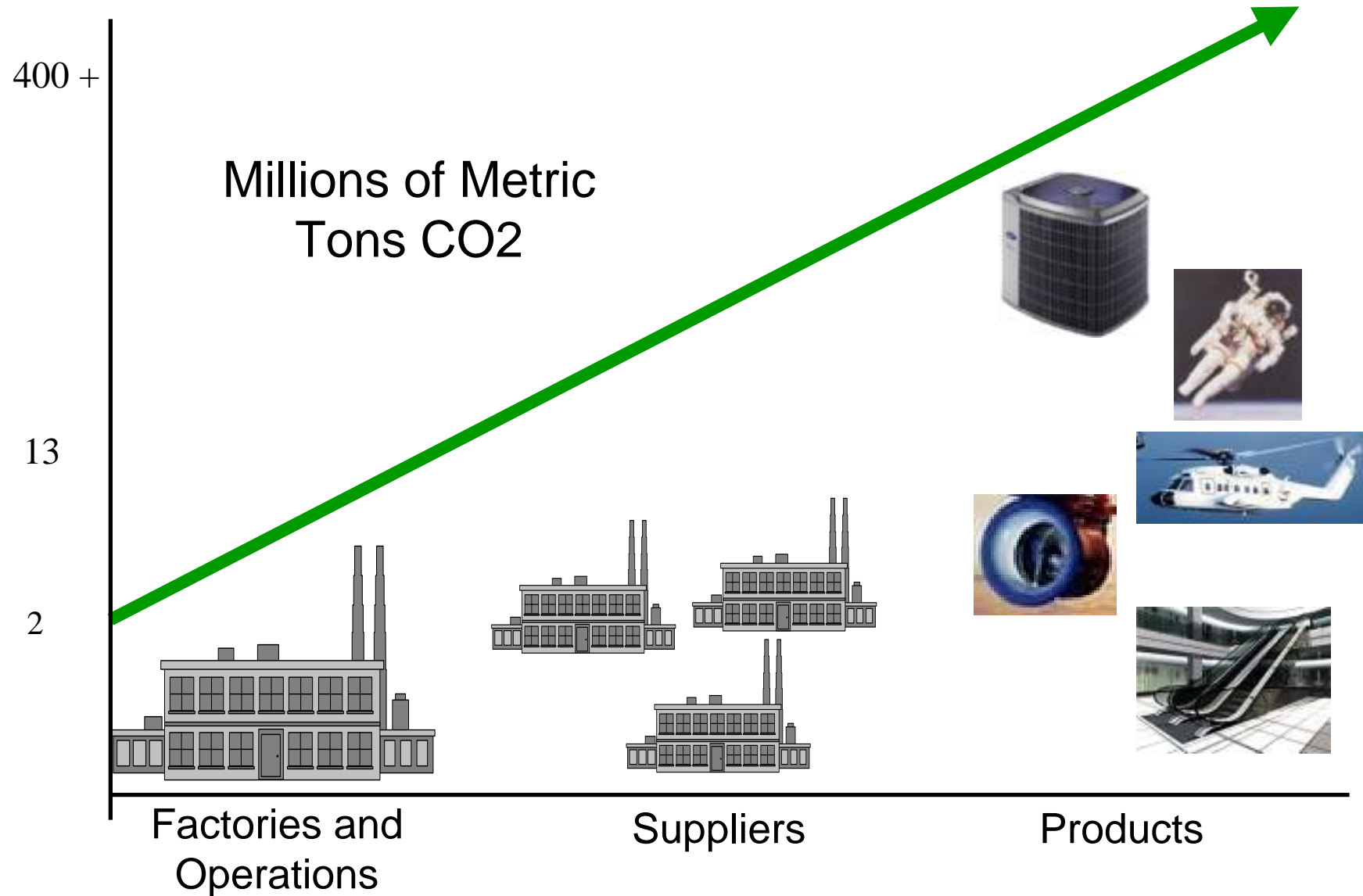
Revenue: \$45.2B

Energy: 30.5MMBTU

Tot. Sh. return: 338%



UTC GHG FOOTPRINT

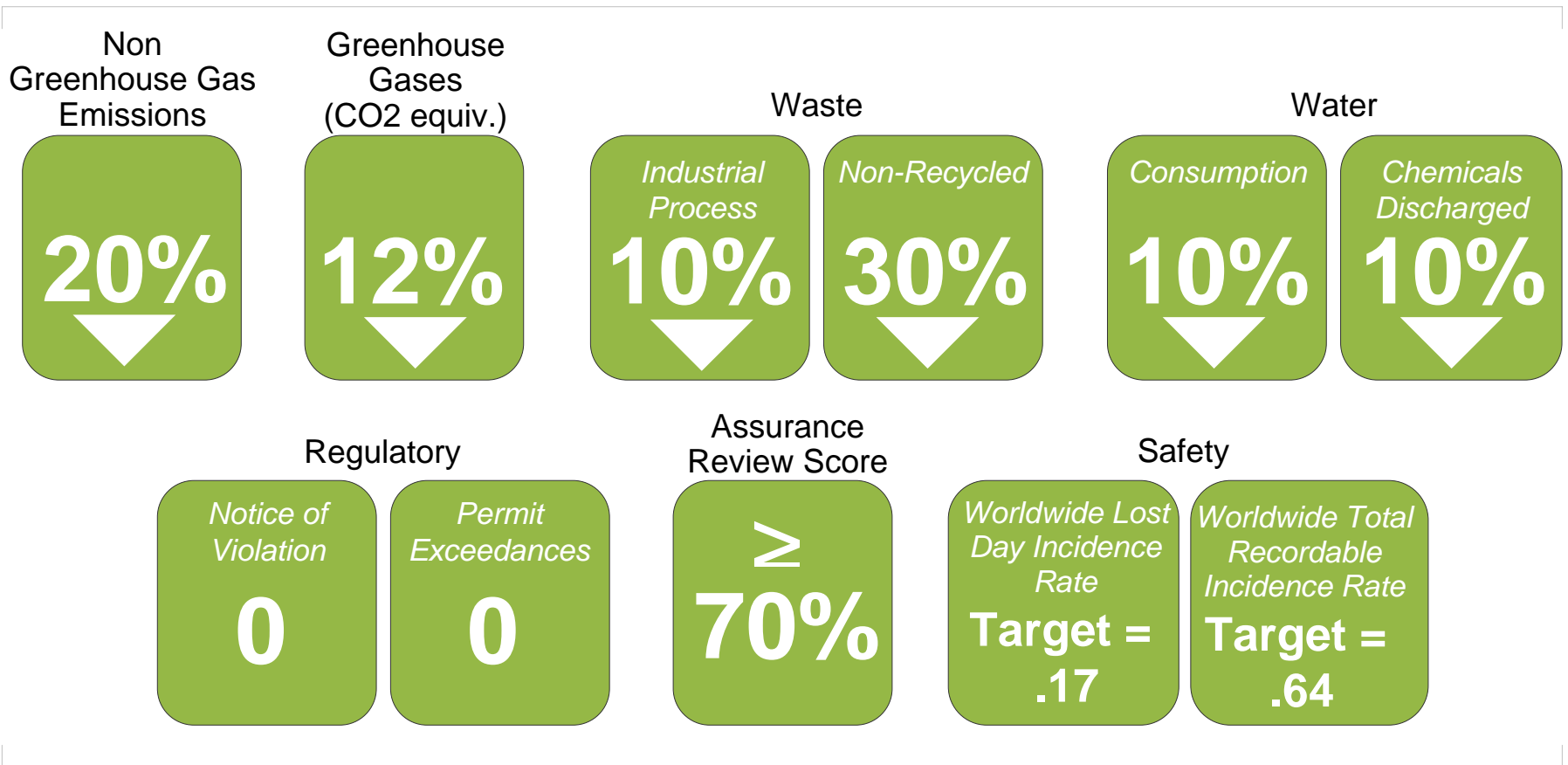


ENVIRONMENT, HEALTH & SAFETY



2010 EH&S Goals

Factory & Operations Metrics



UTC has a disciplined and proven approach to profitability and environmental responsibility

ENVIRONMENT, HEALTH & SAFETY



2010 EH&S Goals

Supplier Metrics

Critical Suppliers

100%

meet UTC EH&S expectations

Product Metrics

Minimum requirements for Passport and design review certification

Packaging

10% ▼

in product packaging

Energy Efficiency

10% ▲

from baseline product

Materials of Concern

100%

eliminated in new products

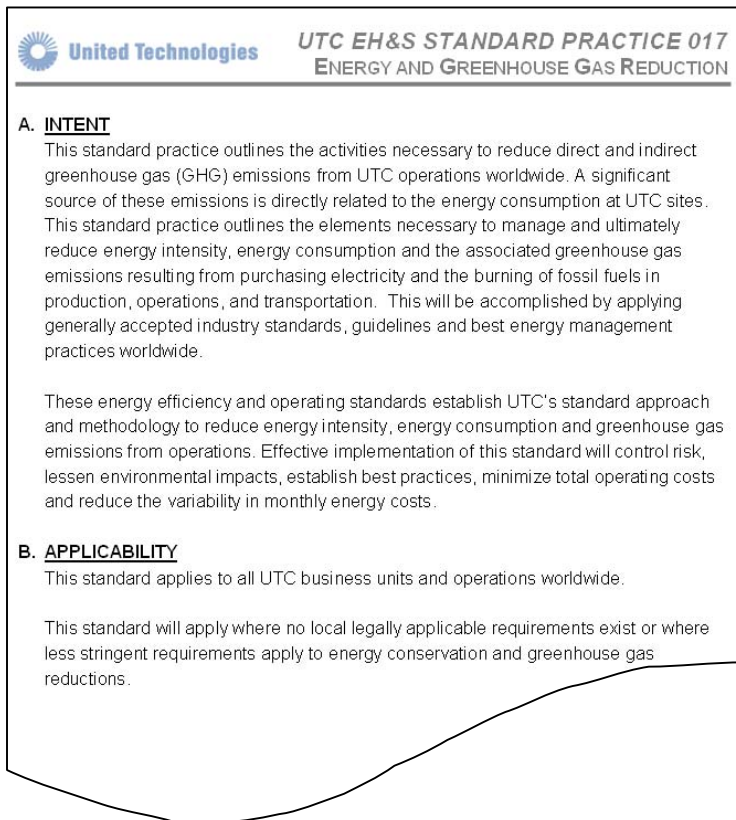
UTC has a disciplined and proven approach to profitability and environmental responsibility

GHG REDUCTION TOOLS

Developed and launched:

UTC EH&S *Energy and Greenhouse Gas Standard Practice SP-017*,
UTC Energy Management Guidebook, and Project Reporting Module.

“What”



United Technologies UTC EH&S STANDARD PRACTICE 017
ENERGY AND GREENHOUSE GAS REDUCTION

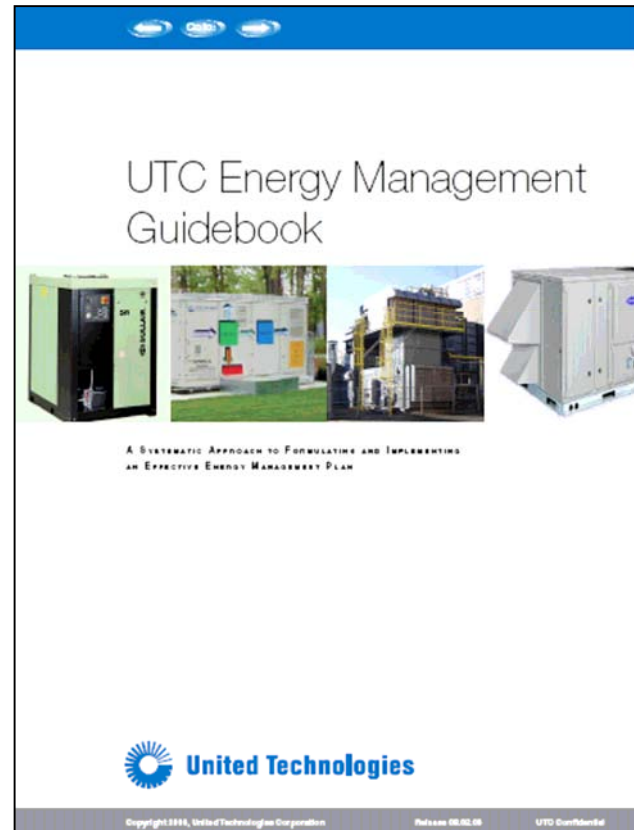
A. INTENT
This standard practice outlines the activities necessary to reduce direct and indirect greenhouse gas (GHG) emissions from UTC operations worldwide. A significant source of these emissions is directly related to the energy consumption at UTC sites. This standard practice outlines the elements necessary to manage and ultimately reduce energy intensity, energy consumption and the associated greenhouse gas emissions resulting from purchasing electricity and the burning of fossil fuels in production, operations, and transportation. This will be accomplished by applying generally accepted industry standards, guidelines and best energy management practices worldwide.

These energy efficiency and operating standards establish UTC's standard approach and methodology to reduce energy intensity, energy consumption and greenhouse gas emissions from operations. Effective implementation of this standard will control risk, lessen environmental impacts, establish best practices, minimize total operating costs and reduce the variability in monthly energy costs.

B. APPLICABILITY
This standard applies to all UTC business units and operations worldwide.

This standard will apply where no local legally applicable requirements exist or where less stringent requirements apply to energy conservation and greenhouse gas reductions.

“How”



UTC Energy Management
Guidebook

A SYSTEMATIC APPROACH TO FORMULATING AND IMPLEMENTING
AN EFFECTIVE ENERGY MANAGEMENT PLAN

United Technologies

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SUPPLIER EH&S PROGRAM GOALS



2007:

100% of Key Suppliers complete self-assessment by year end

2010:

100% of Key Suppliers meet minimum expectations

ENERGY & ENVIRONMENT

Energy efficient buildings



LEED and
LEED-equivalent buildings

Otis TEDA: >25% energy savings
at ~5% cost



ENERGY EFFICIENCY IN BUILDINGS PROJECT



World Business Council for
Sustainable Development

WBCSD EEB Project
Zero net energy buildings

ENERGY & ENVIRONMENT

Energy efficiency – UTC products



Sullair AirMetrix
 15-35% lower energy consumption
 through a systems approach

Pratt & Whitney Power Systems



FT-8 (CCGT)
 50% efficient
 1.7x average grid efficiency



Carrier Evergreen® Chiller
 .33kW/ton
 40% improvement over standard



UTC Power PureCell™ System
 80% efficient
 2.7x grid efficiency



UTC Power PureComfort™ System
 90% efficient
 3x grid efficiency



Otis Gen2® Elevator
 75% lower power consumption
 than traditional hydr. elevators

Q&A



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