



**United
Technologies**

Resource Optimization for Self Sufficiency

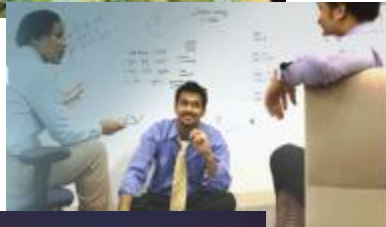
Zubin Irani,
Senior Managing Director, UTC India

March 1, 2012

INDIA MEGATRENDS



Demography – India will add 120M people to the workforce between 2010-2020 constituting 28% of the world's work force



Middle Class – The Indian middle class will be 575M strong by 2025, with a consumption of \$1 Trillion per year



Urbanization – India will add >250M people to its cities by 2030



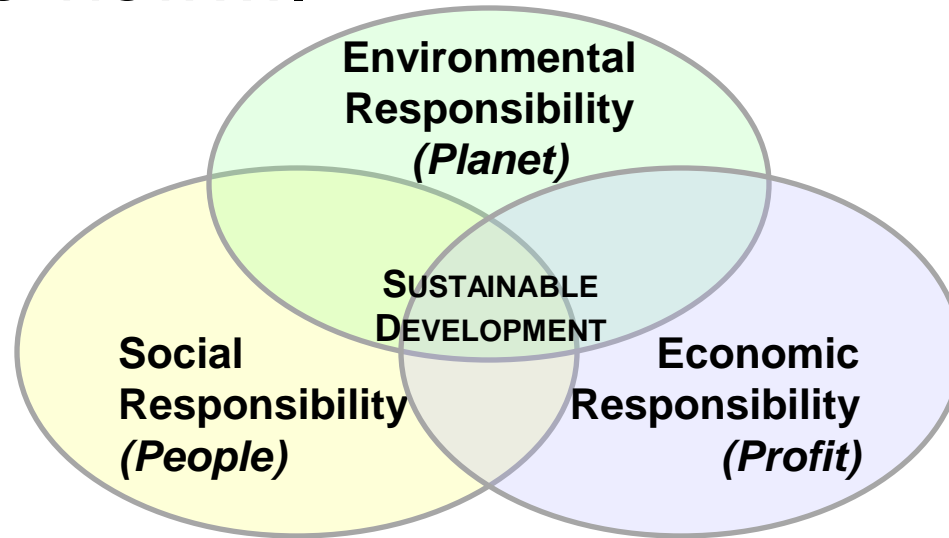
Infrastructure – India plans to invest \$1 Trillion between 2012-2017, following \$ 500B between 2007-2011 with increasing participation from the private sector



Sustainability– India aims to reduce its GHG emissions by 20-25% in the next 10 years

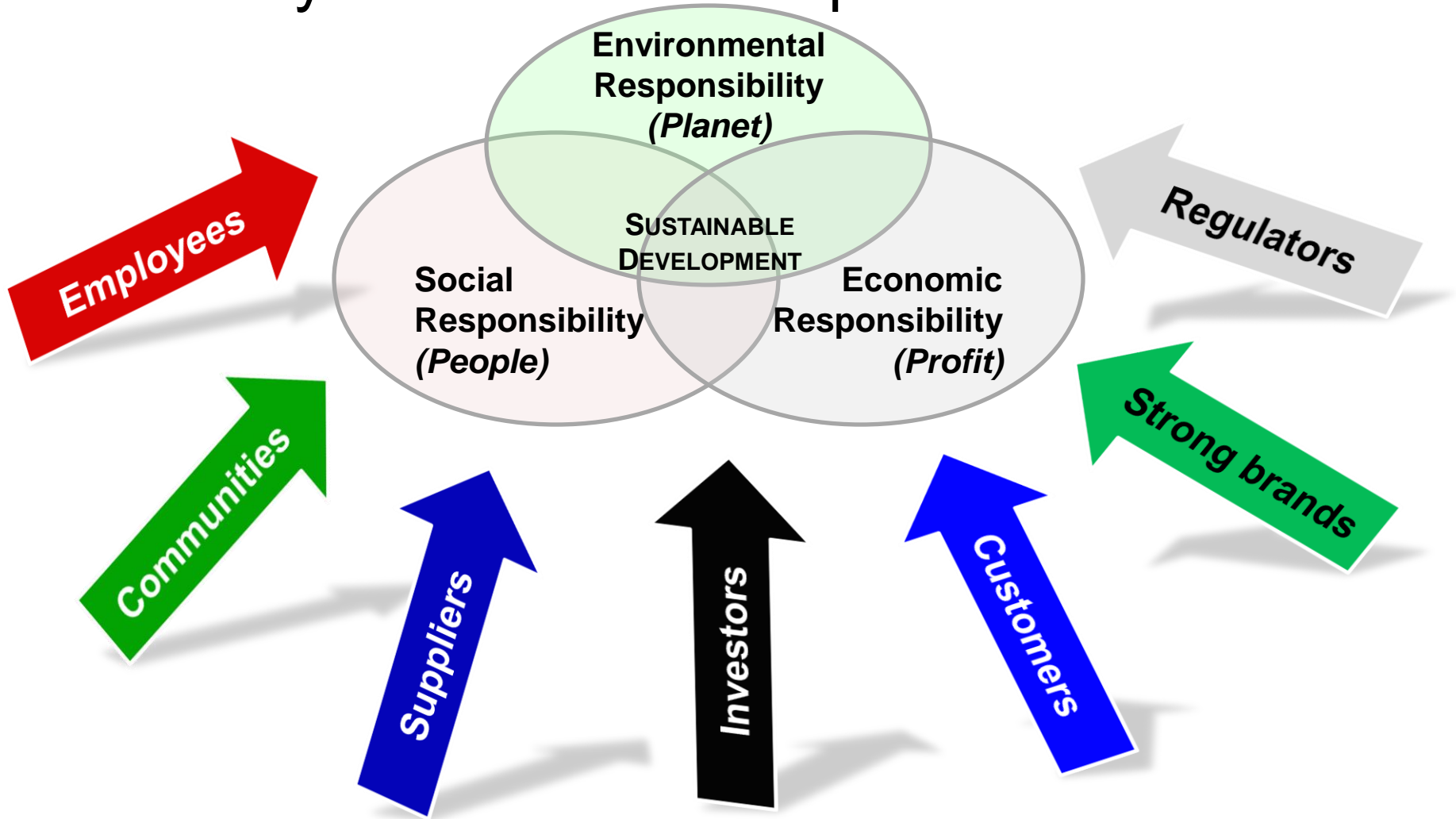
RESOURCE OPTIMIZATION

The simple view....

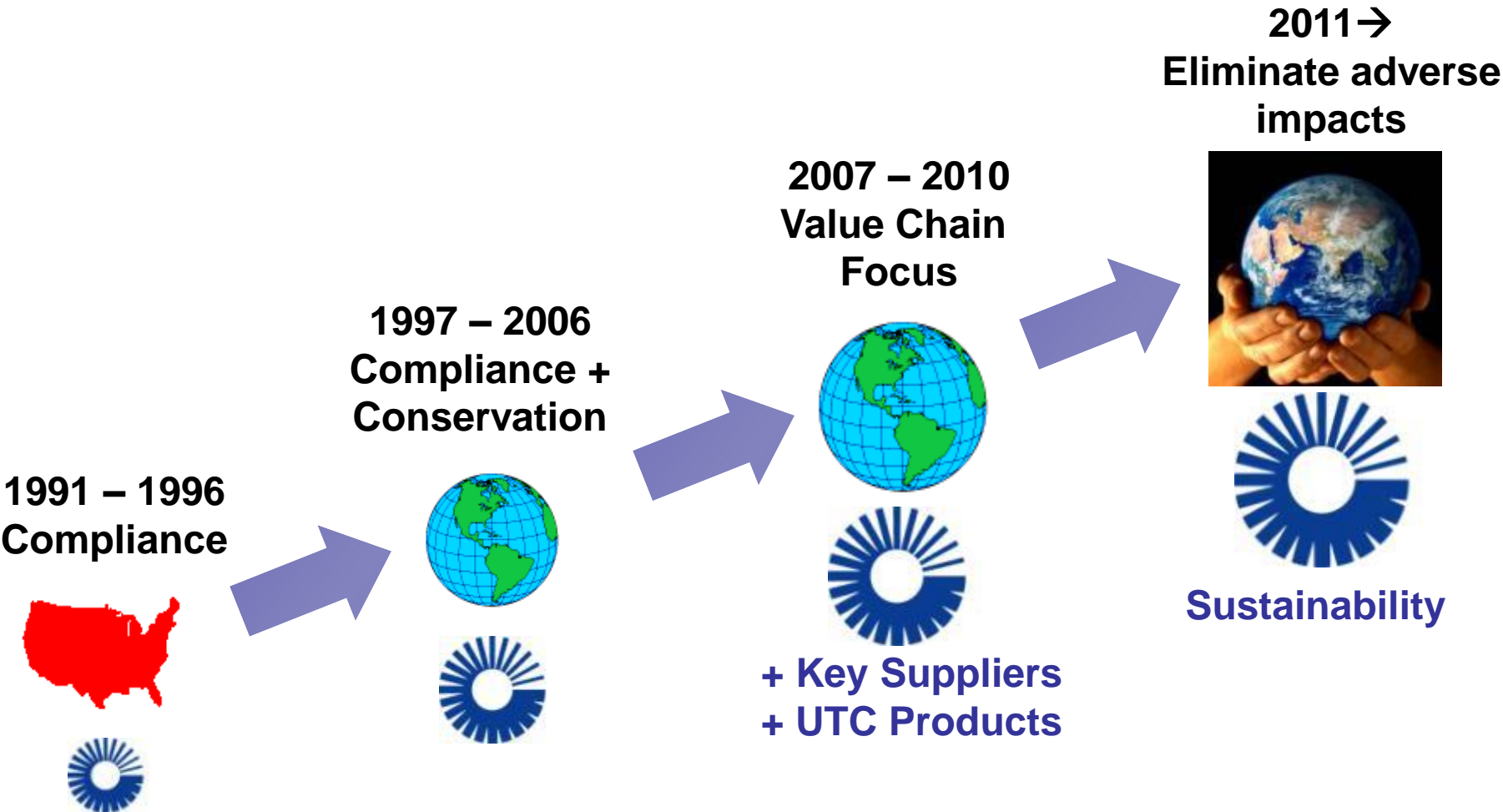


RESOURCE OPTIMIZATION

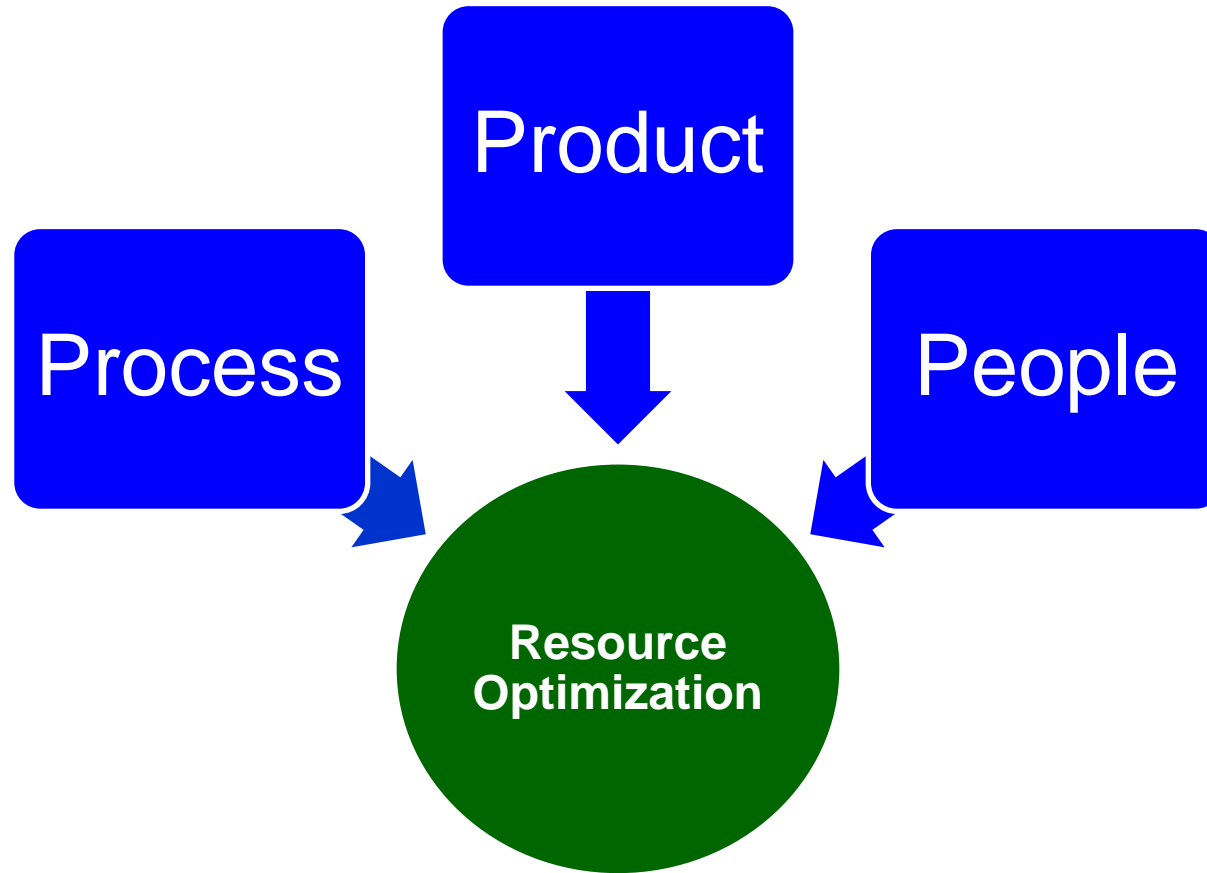
The reality...it's not that simple



EVOLUTION OF UTC EH&S GOALS



RESOURCE OPTIMIZATION AT UTC



PRODUCTS

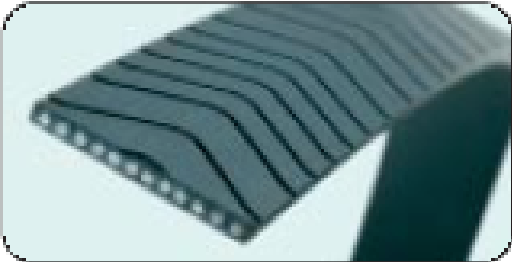
Evergreen



Carrier 23XRV
Chillers with R134a

30-40%

 **ReGen**



Otis GEN2 elevators
with ReGen drive

75%

Marioff

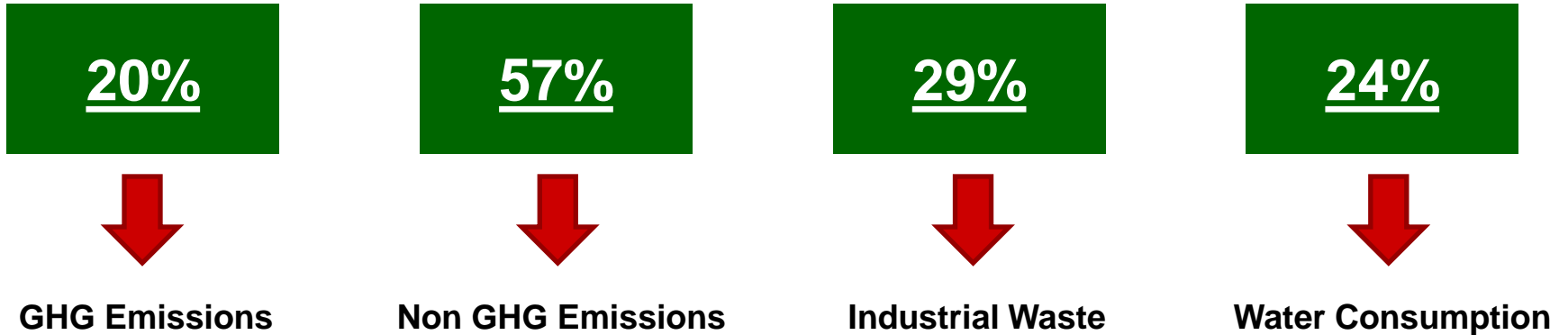


Marioff Hi-Fog water
mist systems

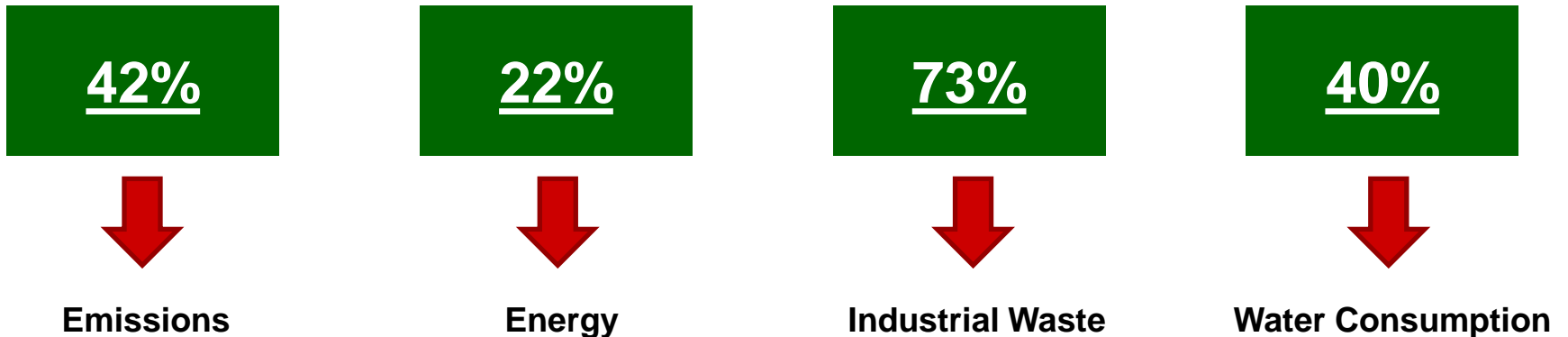
85%

PROCESSES

UTC Worldwide: 2007-2011



Carrier India: 2006-2011



PEOPLE

Building a Culture

Environment,
Health & Safety



Targets for All
Training
Initiatives
Equipment

Employee Scholar
Program



Develop Talent
More with Less!

CSR



Plant Trees
Green-I
One Drop

2015 SUSTAINABILITY GOALS

Site Environment

2006 baseline

Greenhouse Gases
(CO₂equiv.)

27%

Water Consumption

40%

Air Emissions

68%

Waste

Total Waste

45%

Non- Recycled Waste

54%

Health, Safety & Compliance

Safety

Worldwide Safety Rates

LWIR

= 0.10

TRIR

= 0.56

Quiet/ Clean and Tobacco-Free Facilities

100%

Fatalities & serious injuries

0

Employees & Contractors

Compliance

Enforcement Actions

0

Regulatory / Permit Non-Conformances

0

Supplier

Energy & GHG Reduction Program

Key and Critical Suppliers

Meet EH&S Expectations

100%

Key and Critical Suppliers

Products

Design for Sustainability

100%

New Products

Eliminate MOCs

100%

New Products

Thank you!