

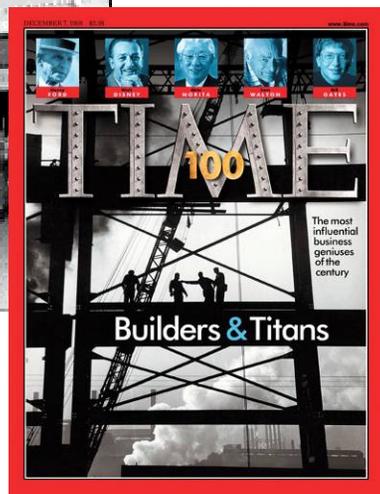
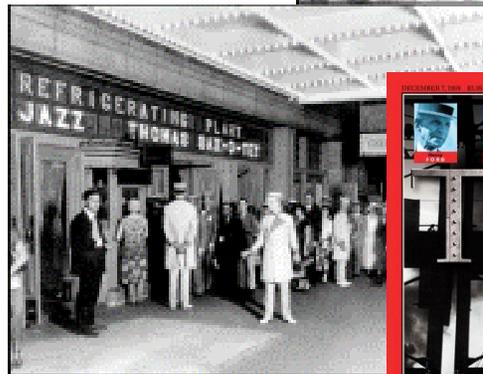
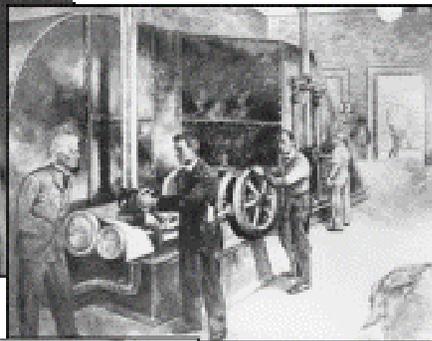


turn to the experts<sup>SM</sup>



**MAKING YOU AND  
THE ENVIRONMENT SMILE!**

# INDUSTRY PIONEER



Willis Carrier invented modern air conditioning in 1902

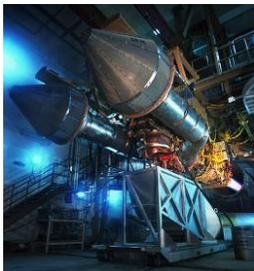
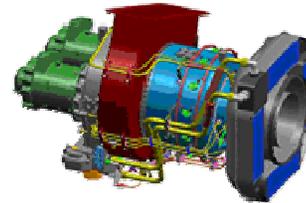
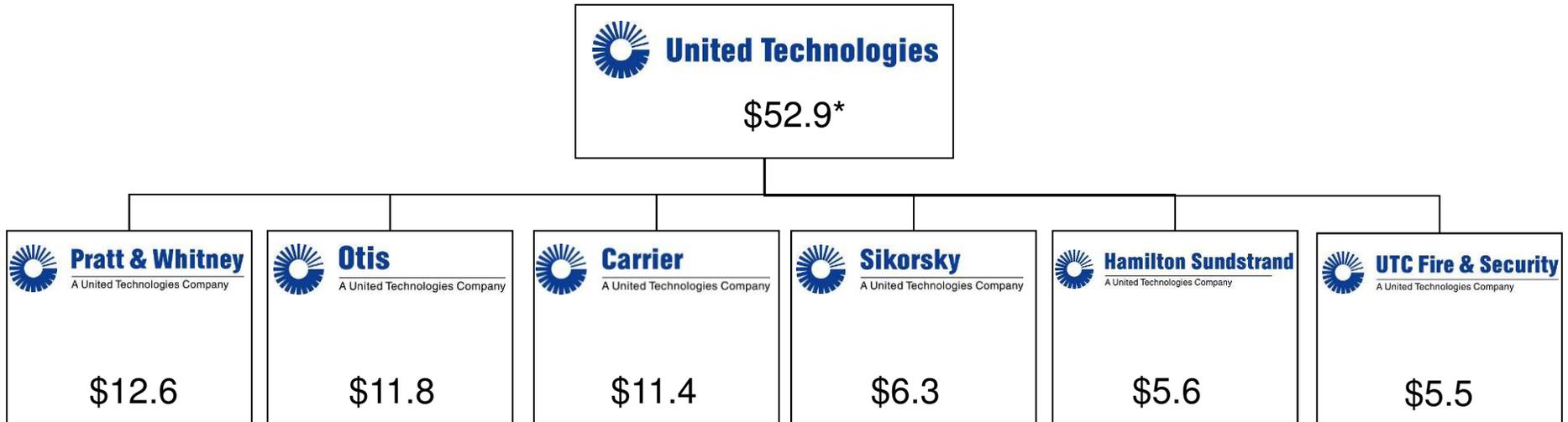
First applications were to advance commerce

Dr. Carrier was recognized among the 100 most influential people of the 20<sup>th</sup> Century

# UTC OVERVIEW

2009

(\$ billions)



\*excludes eliminations

# CARRIER INDIA

## Environmental initiatives – BEE association



Pioneering Energy labels – Mar07

Most energy efficient air-conditioners \*

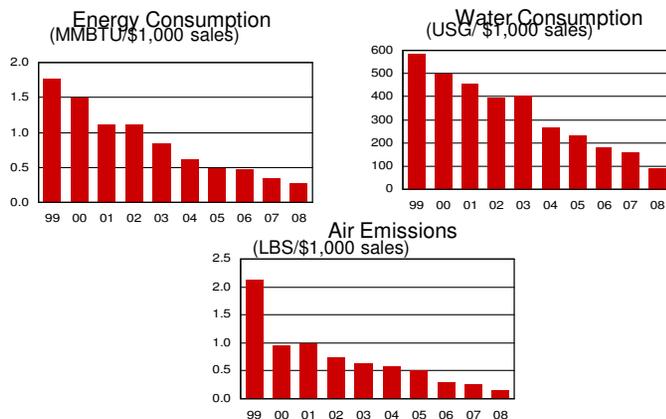
Commitment to labeling: >95% res products labeled in 2009

Commitment to Sustainability – factory achieved in a 10 year period:

85% reduction in air emissions

84% reduction in energy consumption

68% reduction in water consumption



\* as per the BEE website of 11 March, 2010

# CARRIER INDIA

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## Energy conservation – Technology

Peak demand – staggering load profile

Variable refrigerant flow systems

Green products – made in a green way



# CARRIER INDIA

## Energy Conservation – Awareness

Initial campaign focused on trade and customer – very effective

Need to take it to the next level – school children

“Green-I”

### Green-I

The Green-I contest was launched in 2007 in Chennai and was so successful in engaging students in environmental thinking that, in 2008, the contest was expanded to all of India



Students from Lakshmi Singhania Academy pose with the contest's judges and winner's trophy.

We believe that education is critical in creating public awareness on the need to conserve natural resources," said Zubin Irani, managing director of Carrier India. "Such efforts need to start early in life. The Green-I contest is one attempt to encourage students to make the world a better place – and Carrier India is proud to be associated with the effort."

# CARRIER INDIA

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## Environmental initiatives – Green buildings

Carrier India has been closely associated with IGBC



13 Carrier India employees are LEED Certified professionals

Around 40% of the Green buildings in India have Carrier air-conditioning

Carrier commitment to Green buildings – founding member of the U.S., China, Argentine and Indian Green Building Councils.

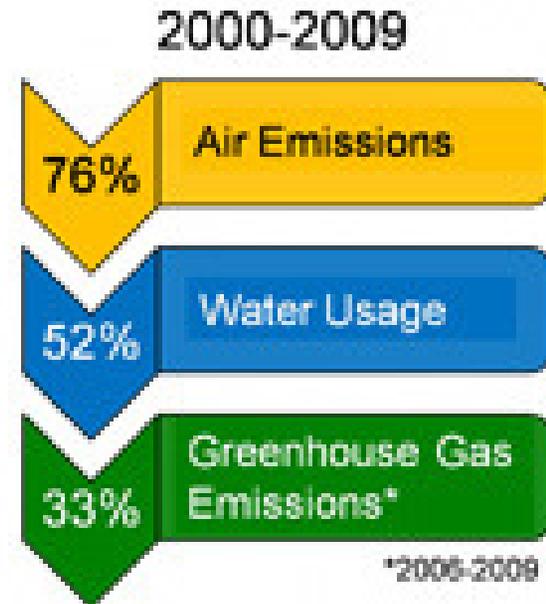
# CARRIER INDIA

## Carrier Global Environmental initiatives

Carrier Corp. was among the first companies to set energy reduction goals for our factories in 1988

This led to our first company-wide global environmental, health and safety goals in 1997.

In 2010 unveiled a new brand identity emphasizing its roots in environmental sustainability.



# CARRIER INDIA

## Environmental stewardship

1993



USGBC charter member

1994



Pioneers worldwide CFC phase-out



Launches first non-ozone depleting rooftop and residential units

1996



Launches first non-ozone depleting centrifugal chiller



First company to use non-ozone depleting refrigerant Puron®

1997



UTC program to reduce energy and water use by 25 percent of sales by 2007

2001



Introduces EliteLINE container unit, generates lowest total equivalent warming impact

2002



Introduces Evergreen screw chiller, non-ozone depleting efficiency

2003



Establishes China ozone protection award with Chinese government recognizes UTC and Carrier as Climate Leaders

2004



Leads industry support for 13 SEER

Participates in first LEED-certified green building in China

2005



Sponsors first International Intelligent and Green Building Technologies and Products Conference in Beijing

2006



Receives 2006 energy saving air conditioning product Gold Award by China's Ministry of Construction

2007



Receives EPA "Best of the Best" Stratospheric Ozone Protection Award. Named top ten international company for energy efficiency by China's Ministry of Construction

2008



Awarded environmental pioneer in cooling award for CO2 refrigeration systems

2009



Carrier India presented National Energy Conservation Award by Indian government

# CARRIER INDIA

## Prestigious installations/wins



2010 Commonwealth  
Games Village



Delhi International  
Airport Ltd, Delhi



RMZ Mellinia, Chennai



Patni Knowledge Centre, Noida



Burt Hill India,  
Ahmadabad



Enercon Tower,  
Mumbai

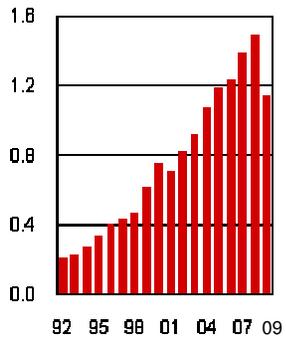


ITC Royal Gardenia, Bangalore

*Note: This is a partial list*

# CARRIER VALUES

## Performance



## Environmental stewardship



## Business practices



## Innovation



**Carrier**

A United Technologies Company

## Customer care



## Employee development



## Quality



Achieving Competitive Excellence  
The United Technologies Operating System

improve  
  
buildings