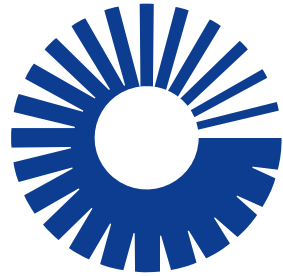


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**United  
Technologies**

## **Managing Corporate GHG Challenges**

Ellen Quinn, Director of Environmental Programs

January 18, 2006

# United Technologies

Business units

Pratt & Whitney



power solutions

aerospace systems

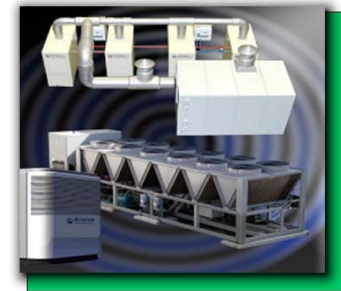
Sikorsky



Carrier



UTC Power



Hamilton Sundstrand



UTC Fire & Security

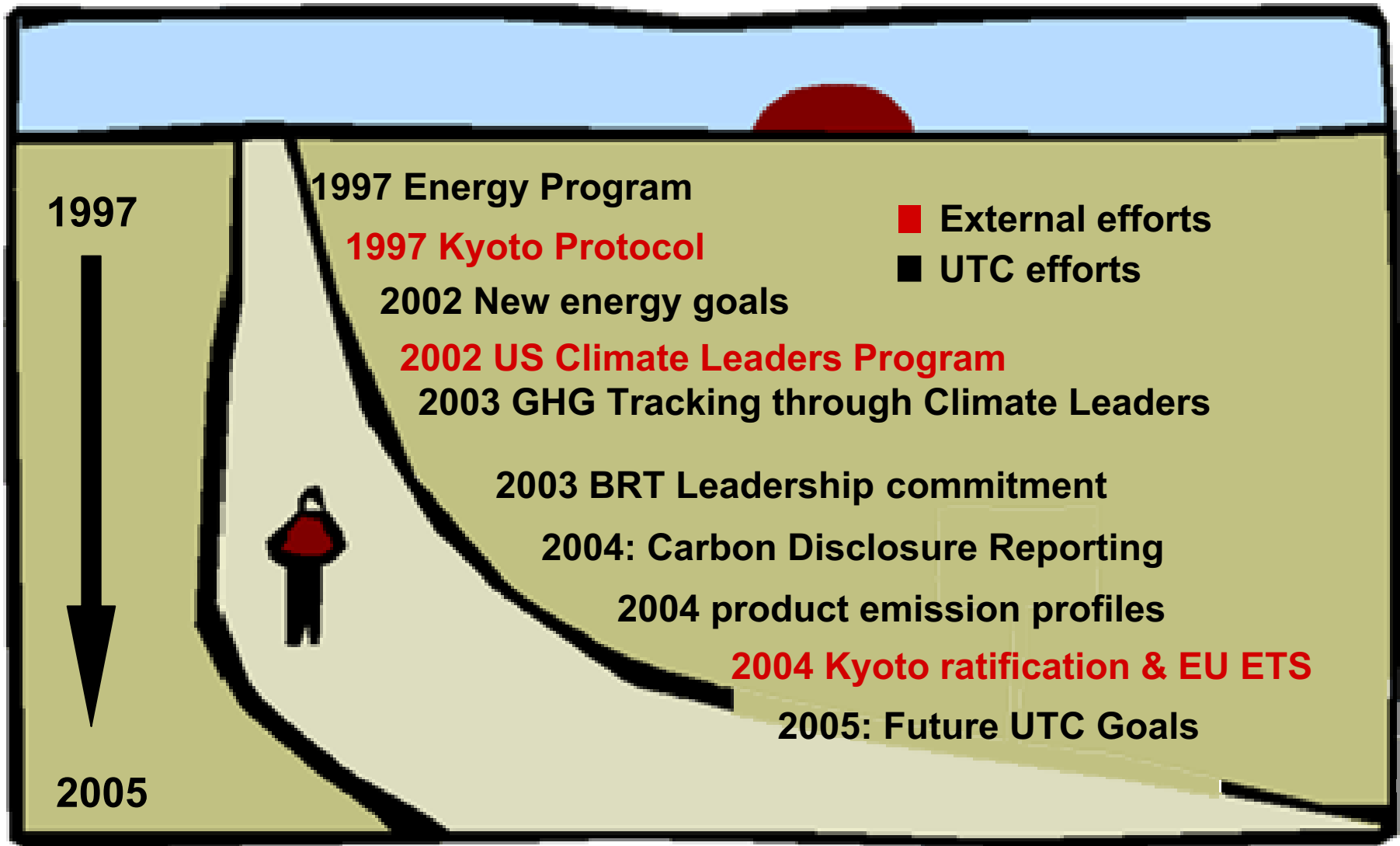


Otis



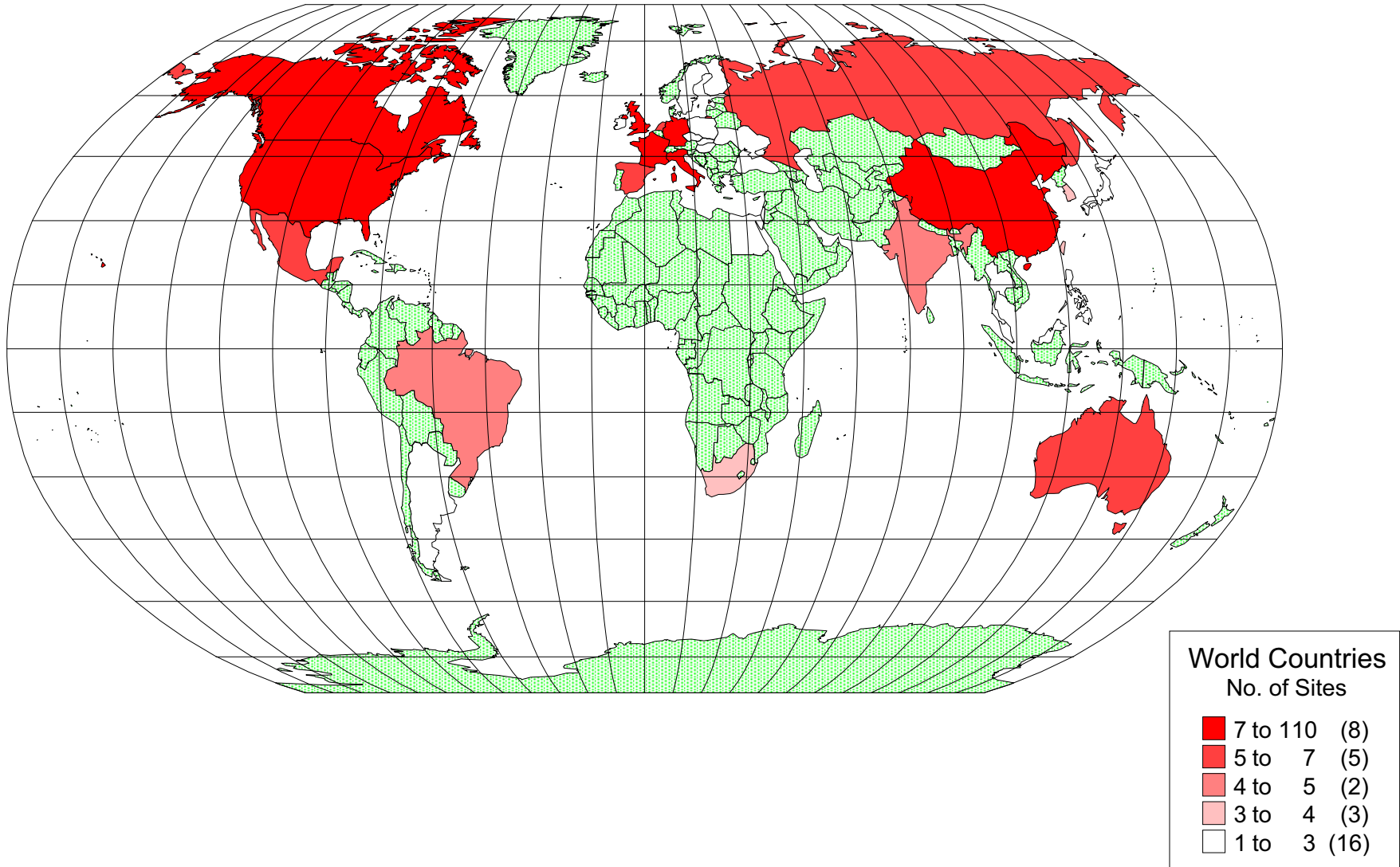
building systems

# UTC CLIMATE CHANGE TIMELINE



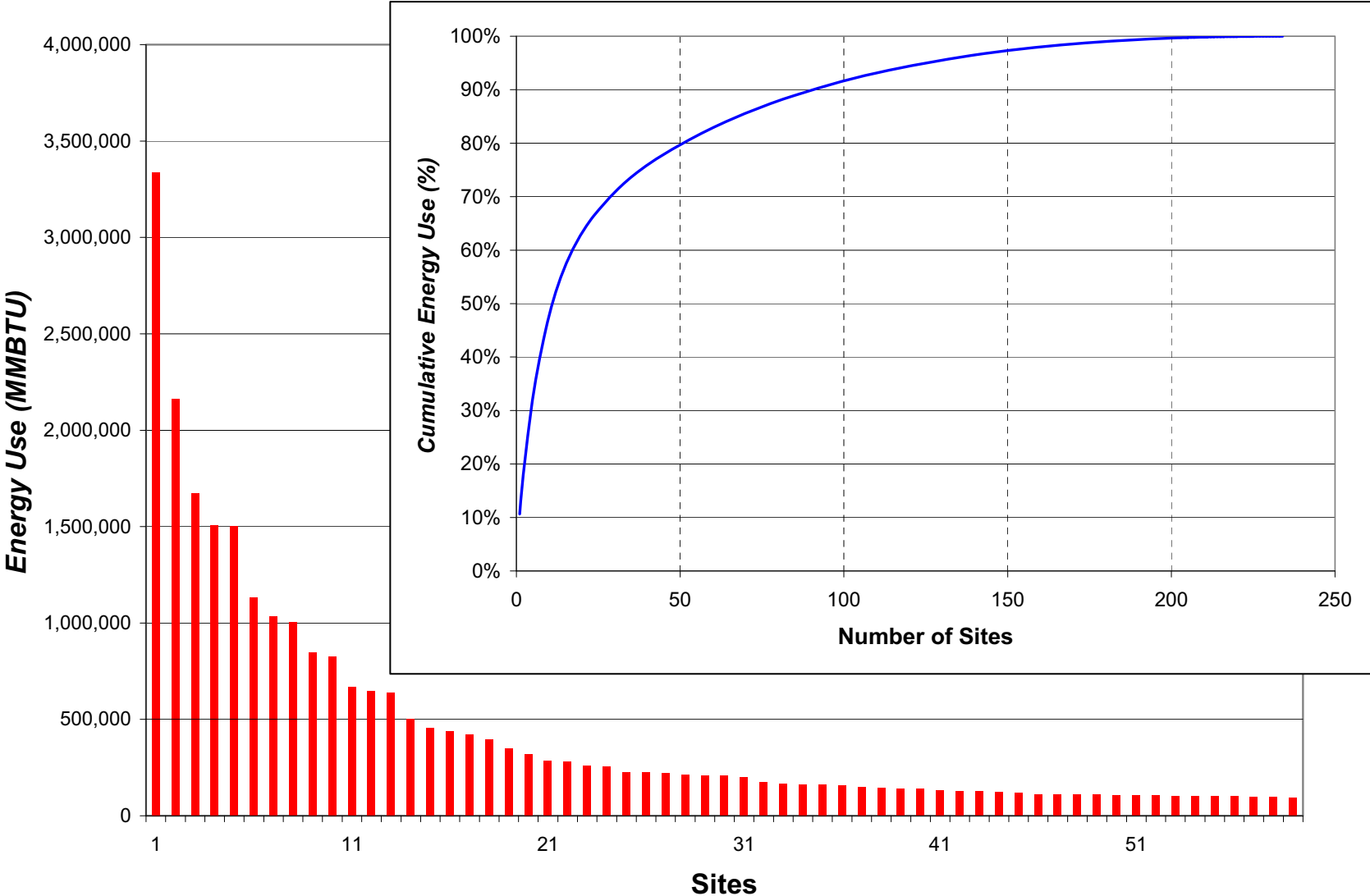
# MULTINATIONAL FOOTPRINT

## Worldwide Distribution

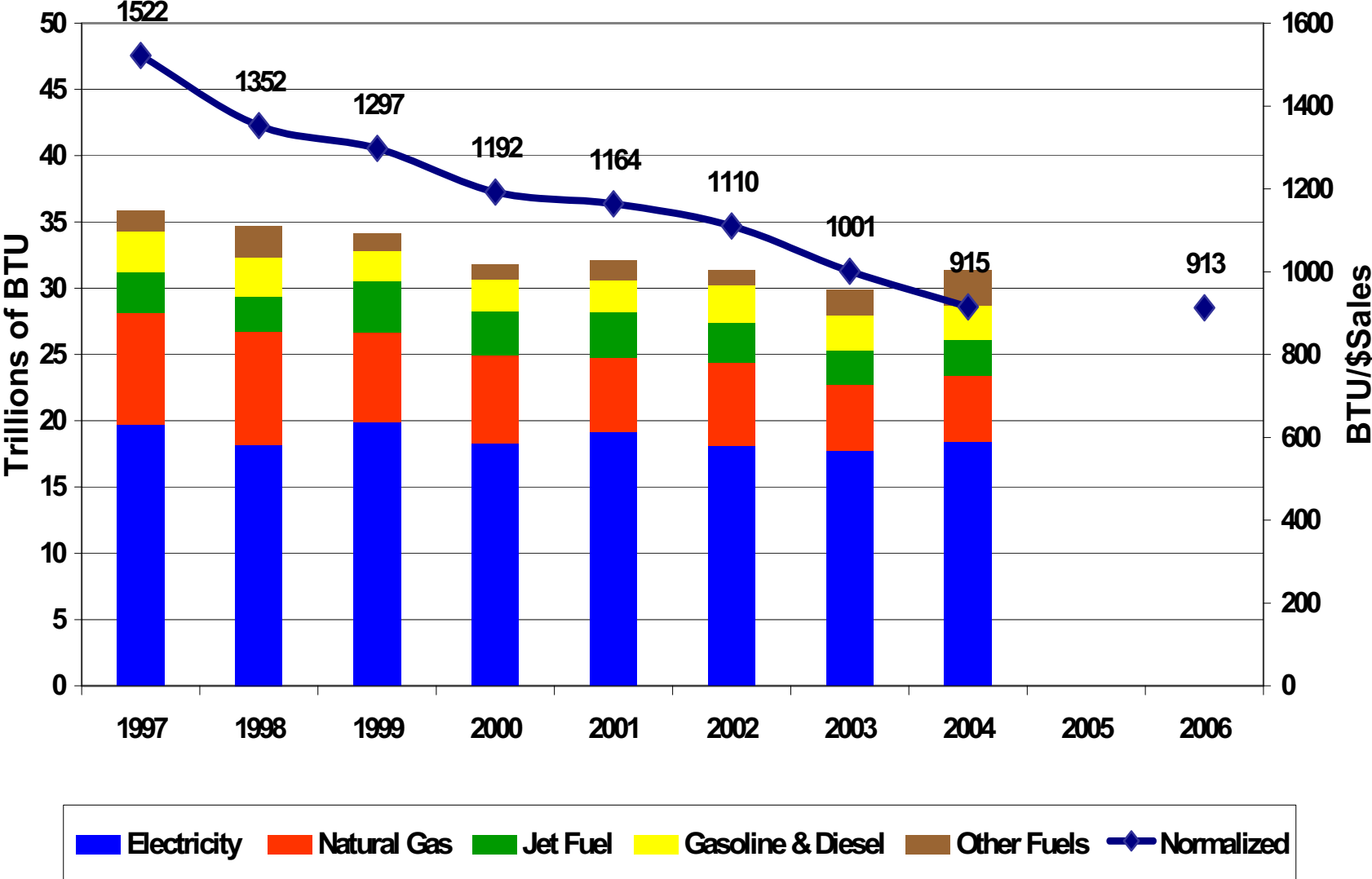


# ENERGY USE BY SITE

234 reporting sites



# UTC WORLDWIDE Energy Consumption



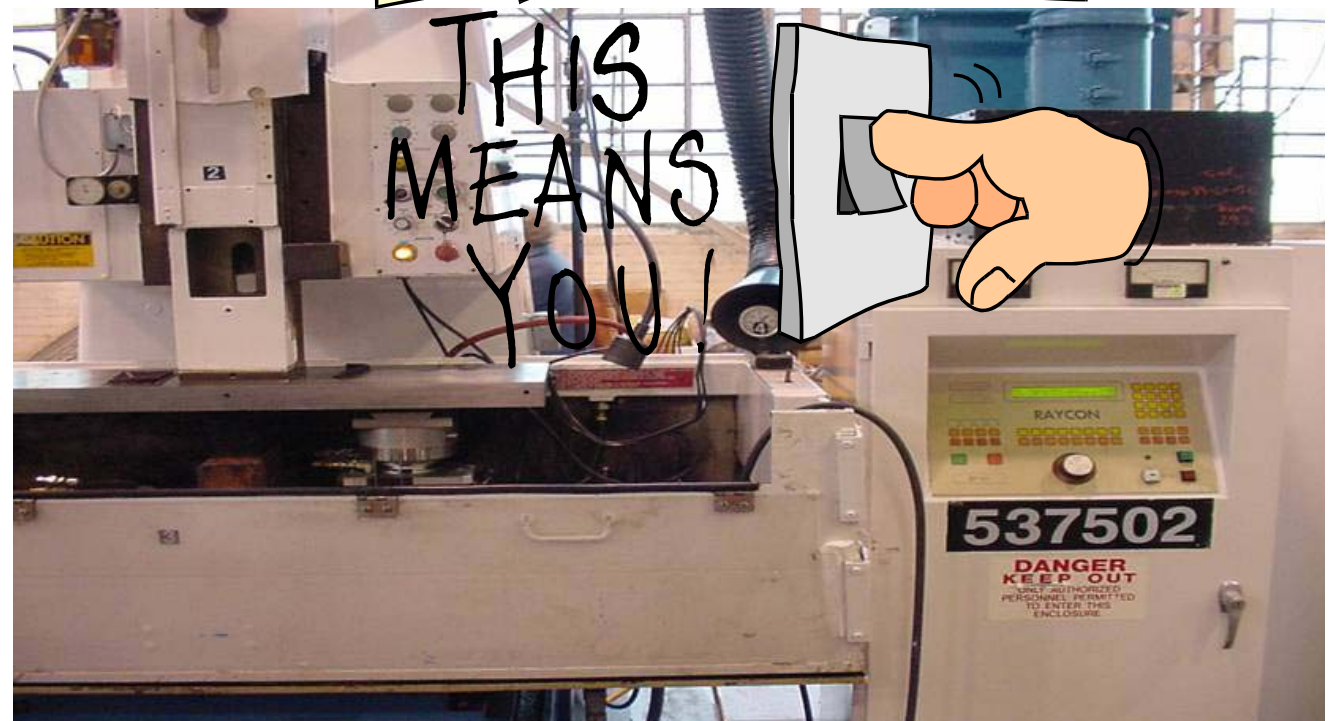
# HISTORY

- 1997: Established BTU Reduction Goal: 25% Normalized to Revenues by EOY 2006
- 2002:
  - Increased BTU Reduction Goals: 40% Normalized to Revenues by EOY 2006 (reached 24% by 2001)
  - Signed on with U.S. EPA Climate Leaders @ 16% CO2 Reduction Normalized to Revenues by EOY 2006
    - 2001 baseline (to match internal goal)
    - assumes BTU reduction results in CO2 reduction

# How we got there - technically

- Energy Assessments
  - Identified Reduction Opportunities
- Shut-Off Program
- Energy Awareness Program
- Leak Management Program
- Best Practices

**SAVE  
ENERGY**



# LEAK MITIGATION

	<u>Potential Savings</u>	<u>% Leak</u>
Site One	\$ 215,000	25
Site Two	\$ 60,000	30
Site Three	\$ 50,000	10

Best Practice: 5% Leakage Rate

Typical Payback: <1 year



# How we got there – process

Heighten awareness of energy use

Minimize data needed  
threshold levels  
critical few

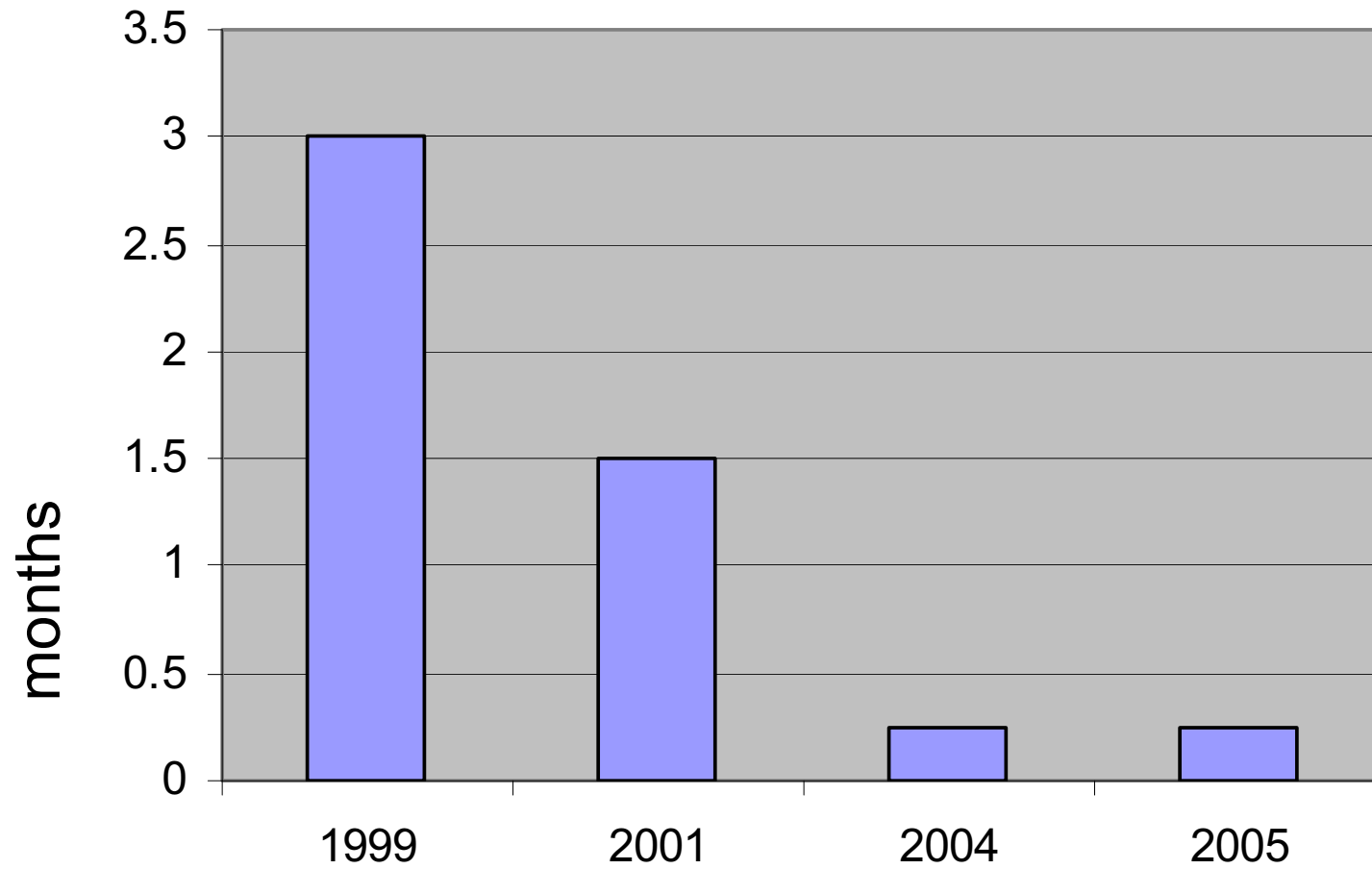
Set procedural boundaries  
standardized variance analysis  
formal data signoff

Integrate deadlines into corporate reporting

**What's a  
little wasted  
electricity?**






**A powerful  
expense.**

## TIME FRAME FOR DATA CLOSURE



# CURRENT STATE- 5 WORKING DAYS

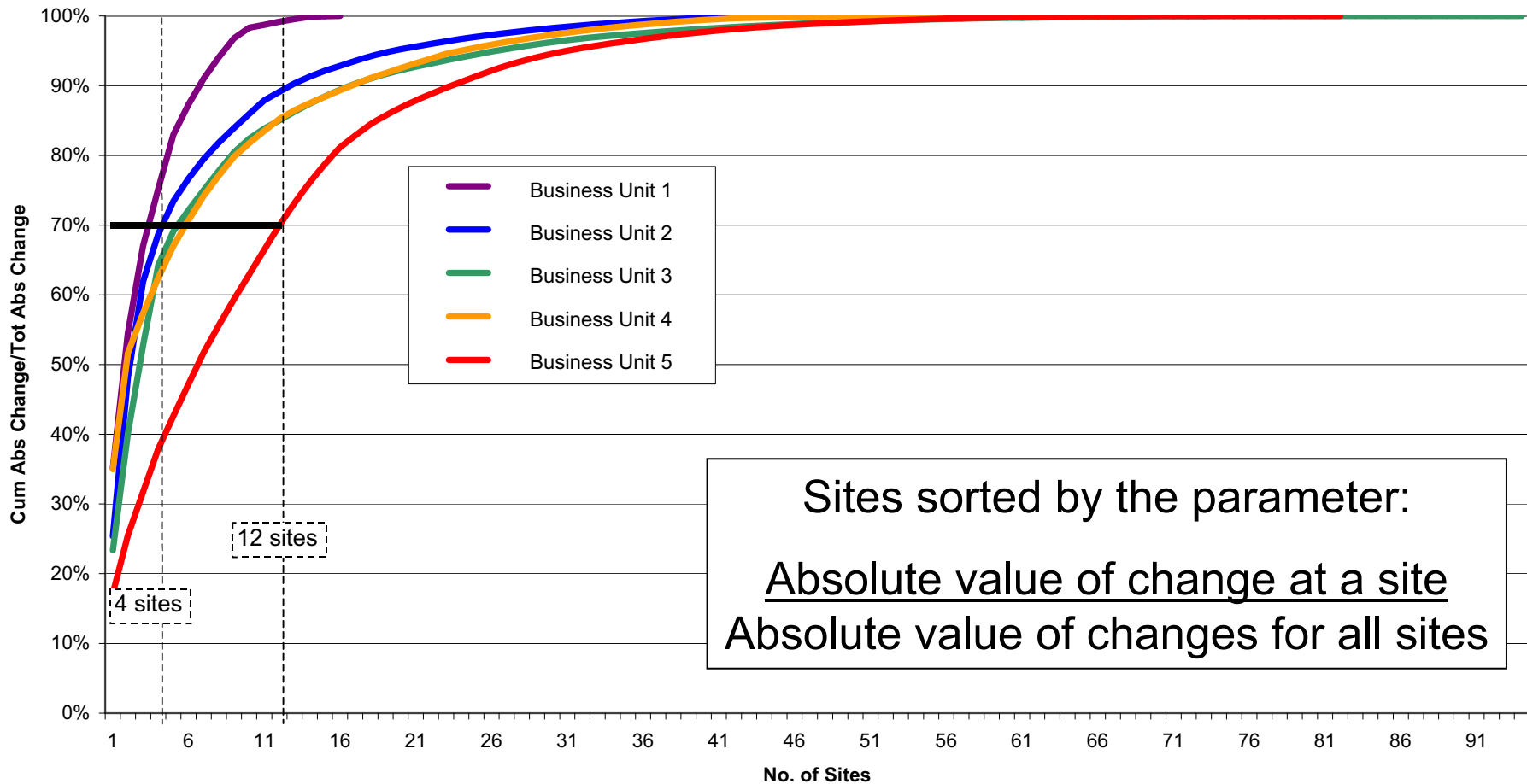
## Schedule for 2005 Annual report

	Operating units	Corporate Environmental
<b>Mon 1/16/06</b> End of business	•EDI feed	
<b>Tue 1/17/06</b> Morning		Import data, run deviation table •Deviation table •Request explanations for sites with significant changes
<b>Thu 1/19/06</b> End of business	•Verify absolute totals •Site notes for requested sites	
<b>Fri 1/20/06</b> Morning		Run 10X and standard performance charts •Performance charts
<b>Fri 1/20/06</b> End of business	•Verify normalized charts •Confirm data ready for lockdown	
<b>Fri 1/20/06</b> End of business		Data lockdown Publish Performance Book



# Identifying sites with significant changes

Cumulative Absolute Change v. No. of Sites - Non-Recycled Waste



# INFORMATION SHARING

[http://ehs.corphq.utc.com/UTClean/utc\\_environmental\\_reports.htm](http://ehs.corphq.utc.com/UTClean/utc_environmental_reports.htm)

## Performance Charts & Tables

Year	Category	REPORT TITLE	CONTENTS
2005	General Reports	EIS Users' Meeting (Spring, 2-15-05) - <a href="#">Environmental presentation</a> - <a href="#">Turnback summary</a>	
		Q3 10 X Performance Progress Tables & Charts - <a href="#">EHS overall</a> - <a href="#">Environment detail</a> - <a href="#">Turnback summary</a>	EIS progress tables and charts from base year to goal year
		EIS Users' Meeting (Fall, 11-10-05) - <a href="#">Environmental presentation</a>	
	Special Reports	President's Report - <a href="#">2005 Q3</a> - <a href="#">2005 Q2</a> - <a href="#">2005 Q1</a>	Corporate Quarterly EHS President's Report
2004	General Reports	<a href="#">2004 Environmental Performance Book</a> (pdf)	All UTC EIS 7.2 & 7.5 performance reports in the year (Waste, Air, Energy, Water and all 7.5 Report Summaries)
		10 X Performance Progress Tables & Charts - <a href="#">Excel summary tool</a> - Presentation slides	EIS progress tables and charts from base year to goal year
		EIS Users' Meeting (Spring, 3-25-04) - <a href="#">Main presentation</a> - <a href="#">Overall system and discoverer review</a> - <a href="#">Event module demonstration</a>	
		EIS Users' Meeting (Fall, 11-12-04) - <a href="#">Environmental Presentation</a>	
		<a href="#">Air emission</a> data <a href="#">Waste</a> data	

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We are always thinking responsibly.

United Technologies Corporation  
2004 Corporate Responsibility Report



# CHALLENGES

- Absolute CO2 reductions
- Internal vs. External goal
- Multinational Footprint
- Standardized system reporting
- Reasonable criteria for materiality