United Technologies

UTC Water Reduction Goals

May 11, 2016

Sean West

UNITED TECHNOLOGIES

Agenda

UTC at a glance

2015 Sustainability Goals

2020 Sustainability Goals

Absolute Water Reduction

Water Management Best Practice Implementation

UNITED TECHNOLOGIES

2015 REVENUE $56.2B

United Technologies
Climate | Controls | Security

Heating, ventilating, cooling & refrigeration systems

Security & fire protection services

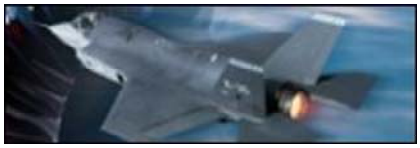
Otis
A United Technologies Company

Elevators, escalators, moving walkways, people movers & horizontal transportation systems

UTC Aerospace Systems

Industrial & aerospace systems

Pratt & Whitney
A United Technologies Company



Aircraft engines, gas turbines & space propulsion systems

SUSTAINABILITY AT UTC

Driving sustainable performance

Our strategy is straightforward and effective:

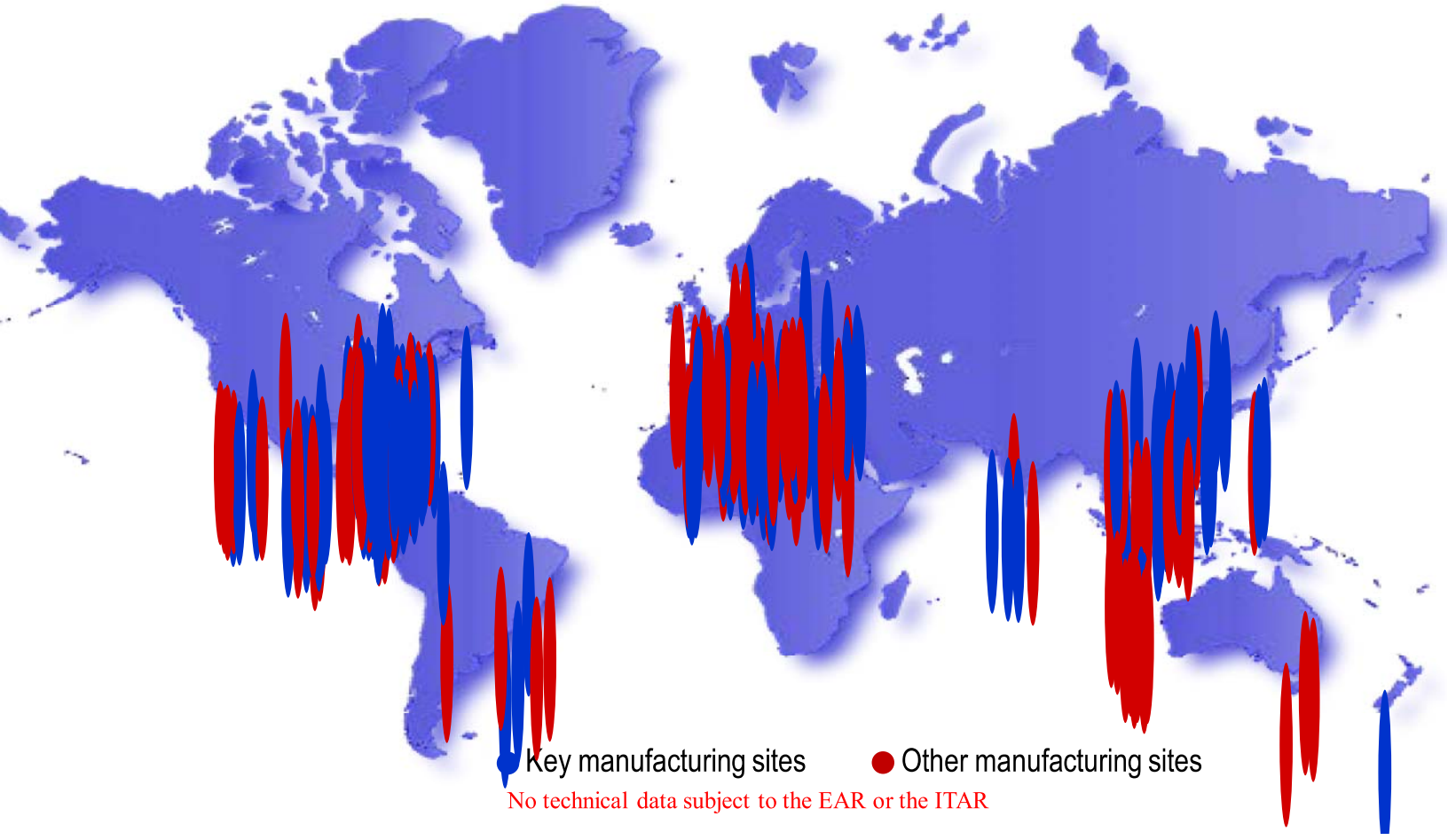
Innovate to meet growing demand for sustainable products

Implement sustainable solutions in our operations

Encourage suppliers, customers and employees to achieve sustainable outcomes

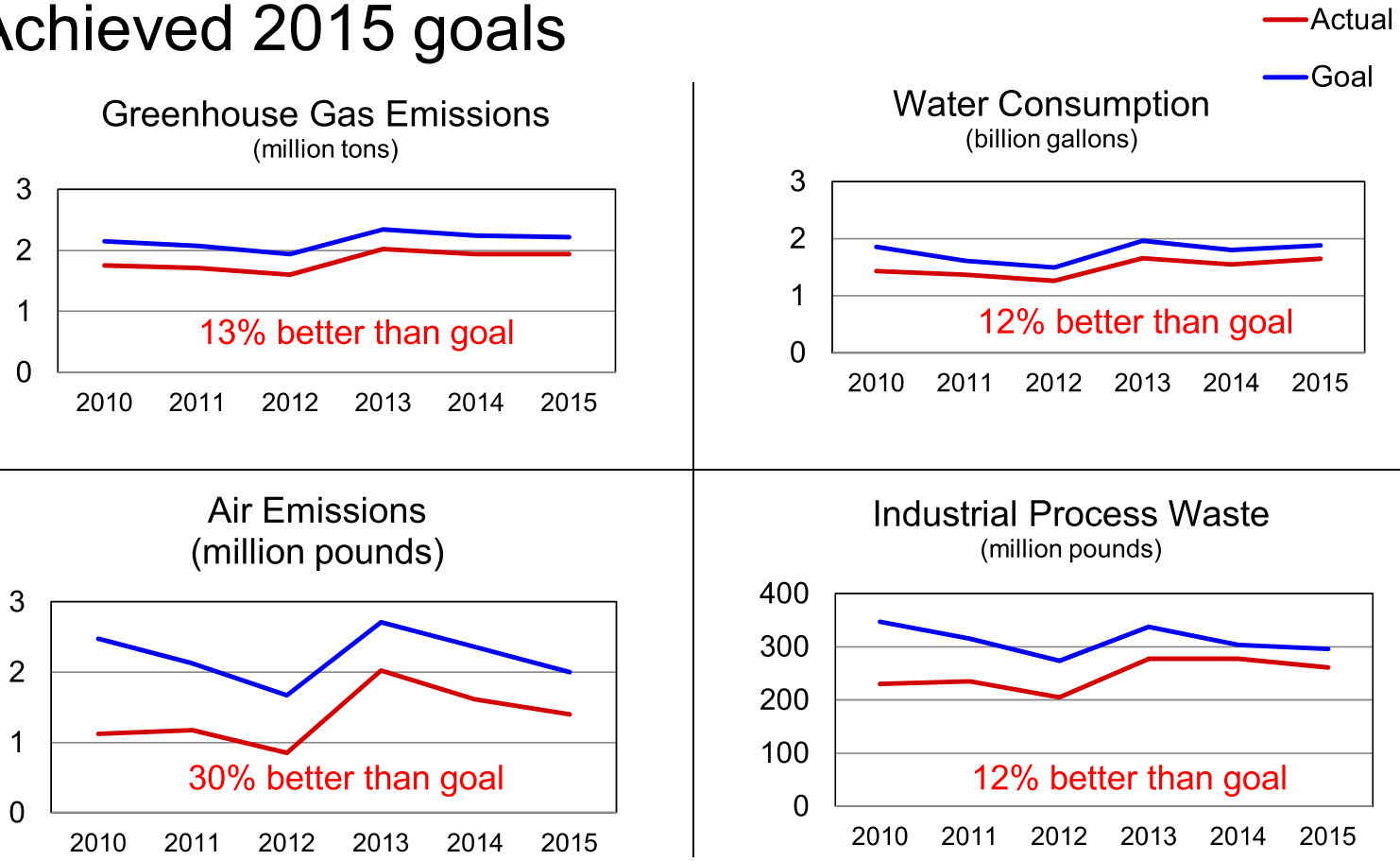
UNITED TECHNOLOGIES

Manufacturing Sites Worldwide



ENVIRONMENTAL PROGRESS

Achieved 2015 goals



Goodrich data included as of 2013

UTC 2020 SUSTAINABILITY GOALS

2020 WATER REDUCTION GOAL

Absolute water reduction goal

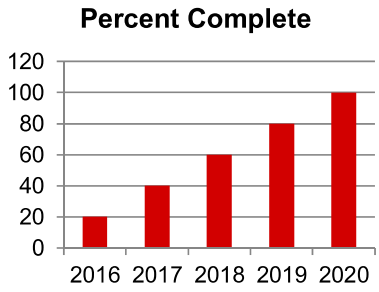
Annual Target: **annual increment 5% absolute reduction from baseline**

Reporting Sites: **Manufacturing, and non-manufacturing with annual energy/water spend > $100,000**

Baseline: **2015 water use amount**

2020 WATER BEST PRACTICE GOAL

Implementation of Best Practices



<u>Annual Target</u>: **Starting Q4-2016, 20% of business unit WMBP projects must be complete; Additional 20% each year 2017-2020**

<u>Reporting Sites</u>: All subject to 2020 water use goal

<u>Baseline</u>: **2015 site water scarcity level, total water use**

WATER MANAGEMENT BEST PRACTICE

Implementation matrix

	Large Sites ➢ 1 Million Gal/year	Small Sites < 1 Million Gal/year
Stressed Regions Scarce Regions Extreme Scarce Regions	71 sites (20%) 563.9 million gallons (29%)	76 sites (22%) 28.45 million gallons (1.5%)
Abundant Regions Sufficient Regions	71 sites (20%) 1,339 million gallons (68%)	79 sites (23%) 27.5 million gallons (1.5%)

Yellow = *All ten best practices required*
Blue = *Must have current water balance and leak management PLUS five additional best practices*
Green = *Must have current water balance and leak management*

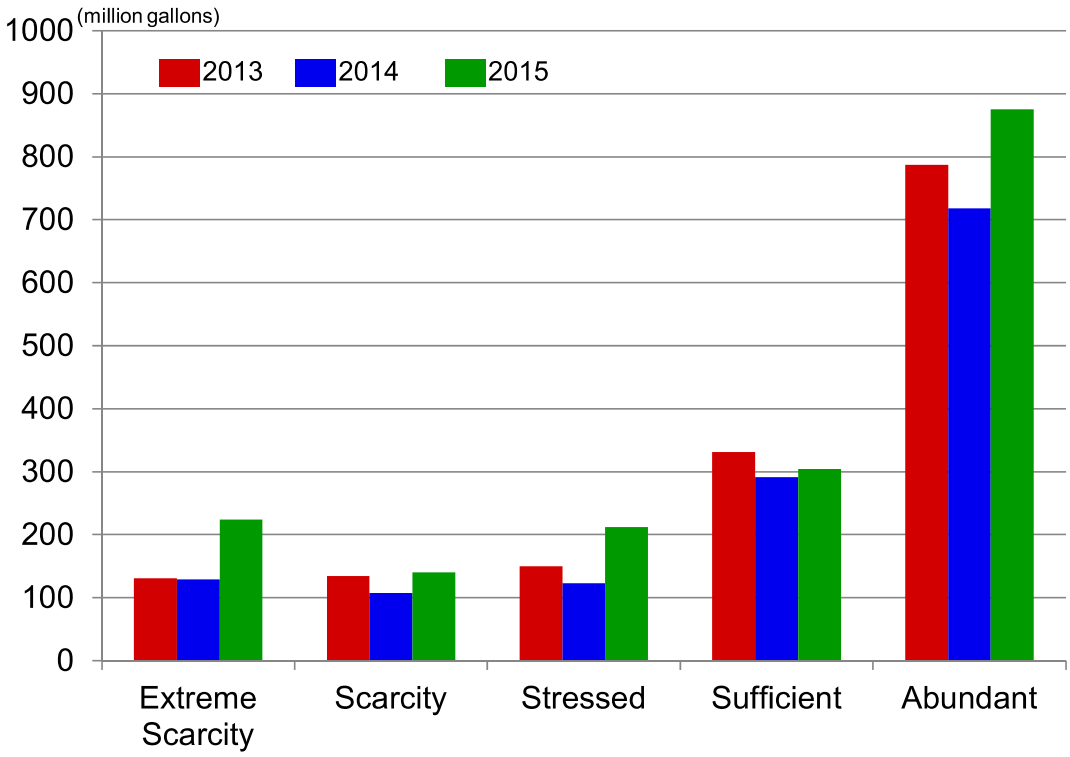
UTC MINIMUM BEST PRACTICES
Current water balance
Leak management

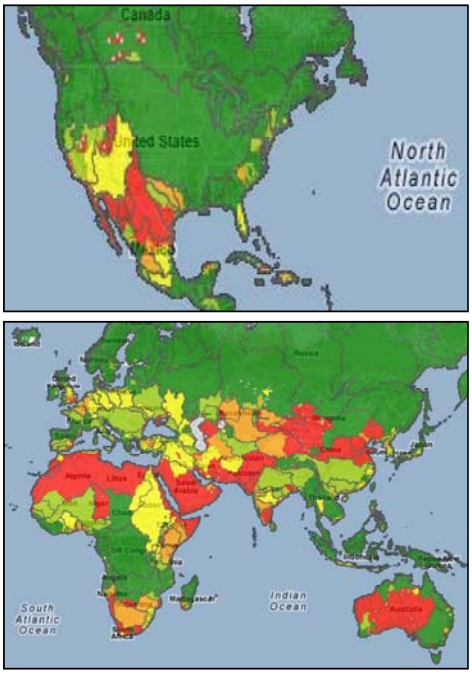
UTC ADDITIONAL BEST PRACTICES
Eliminate once-though cooling
Cooling tower management
Flow meters
Low flow fixtures and flow resistors
Rinse tank overflow
Xeriscaping
Recycle Process wastewater
Rain water harvesting

Goal Attainment: **Credit given when BMP implemented across > 50% opportunities at site**

WATER SCARCITY ANALYSIS

Water use by scarcity level – Water tool output

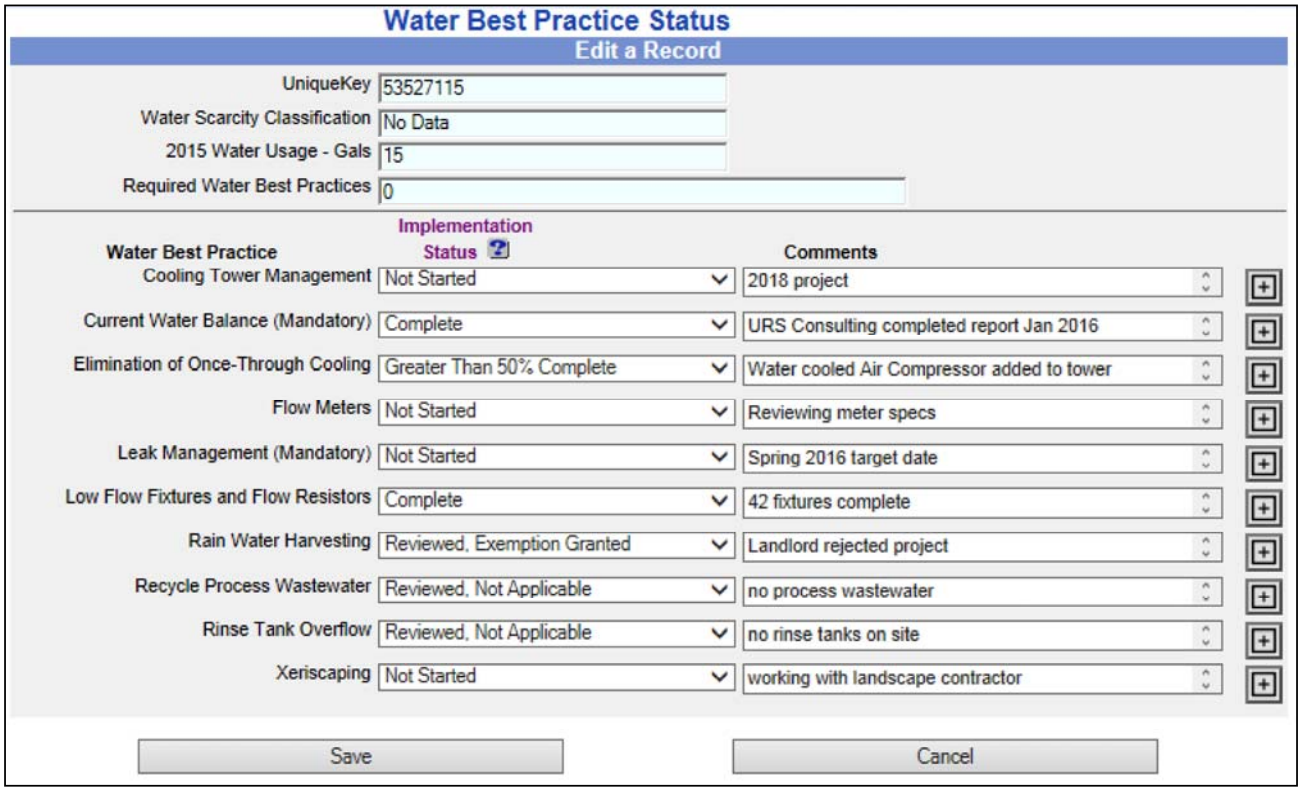




Extreme Scarcity	Scarcity	Stressed	Sufficient	Abundant
<500 (m3/person/year)	500-1000 (m3/person/year)	1001-1700 (m3/person/year)	1701-4000 (m3/person/year)	>4000 (m3/person/year)

UTC EH&S DATA COLLECTION

Documenting WMBP Implementation Status



Water Best Practice Status

Edit a Record

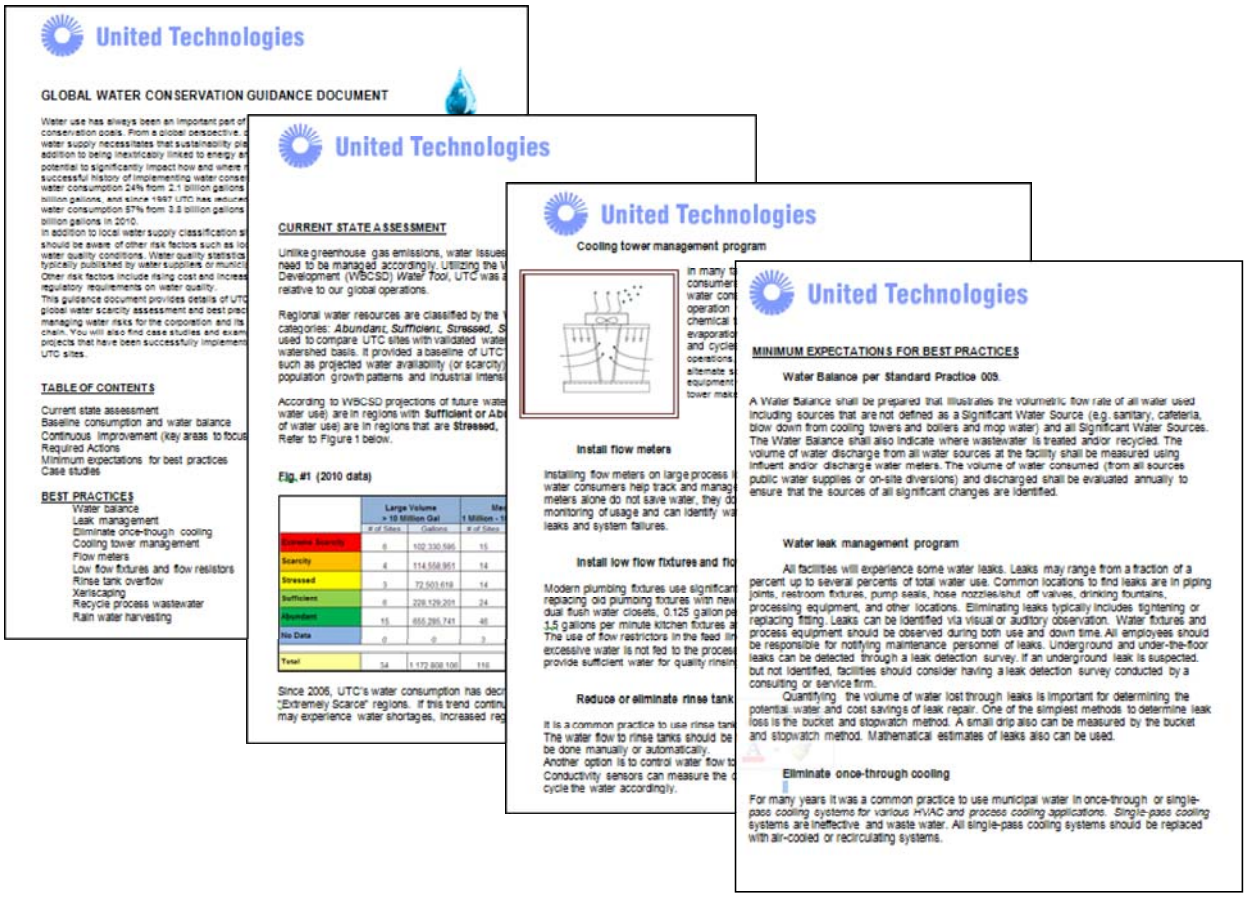
UniqueKey	53527115
Water Scarcity Classification	No Data
2015 Water Usage - Gals	15
Required Water Best Practices	0

Water Best Practice	Implementation Status	Comments
Cooling Tower Management	Not Started	2018 project
Current Water Balance (Mandatory)	Complete	URS Consulting completed report Jan 2016
Elimination of Once-Through Cooling	Greater Than 50% Complete	Water cooled Air Compressor added to tower
Flow Meters	Not Started	Reviewing meter specs
Leak Management (Mandatory)	Not Started	Spring 2016 target date
Low Flow Fixtures and Flow Resistors	Complete	42 fixtures complete
Rain Water Harvesting	Reviewed, Exemption Granted	Landlord rejected project
Recycle Process Wastewater	Reviewed, Not Applicable	no process wastewater
Rinse Tank Overflow	Reviewed, Not Applicable	no rinse tanks on site
Xeriscaping	Not Started	working with landscape contractor

Save Cancel

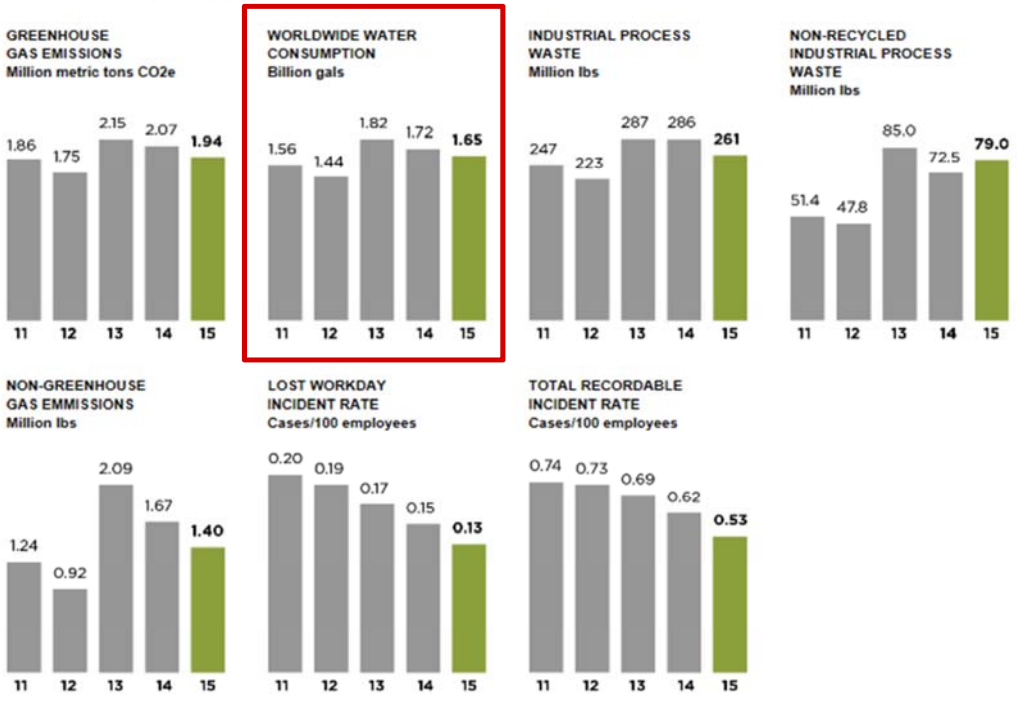
UTC WATER GUIDANCE DOCUMENT

List of ten water management best practices



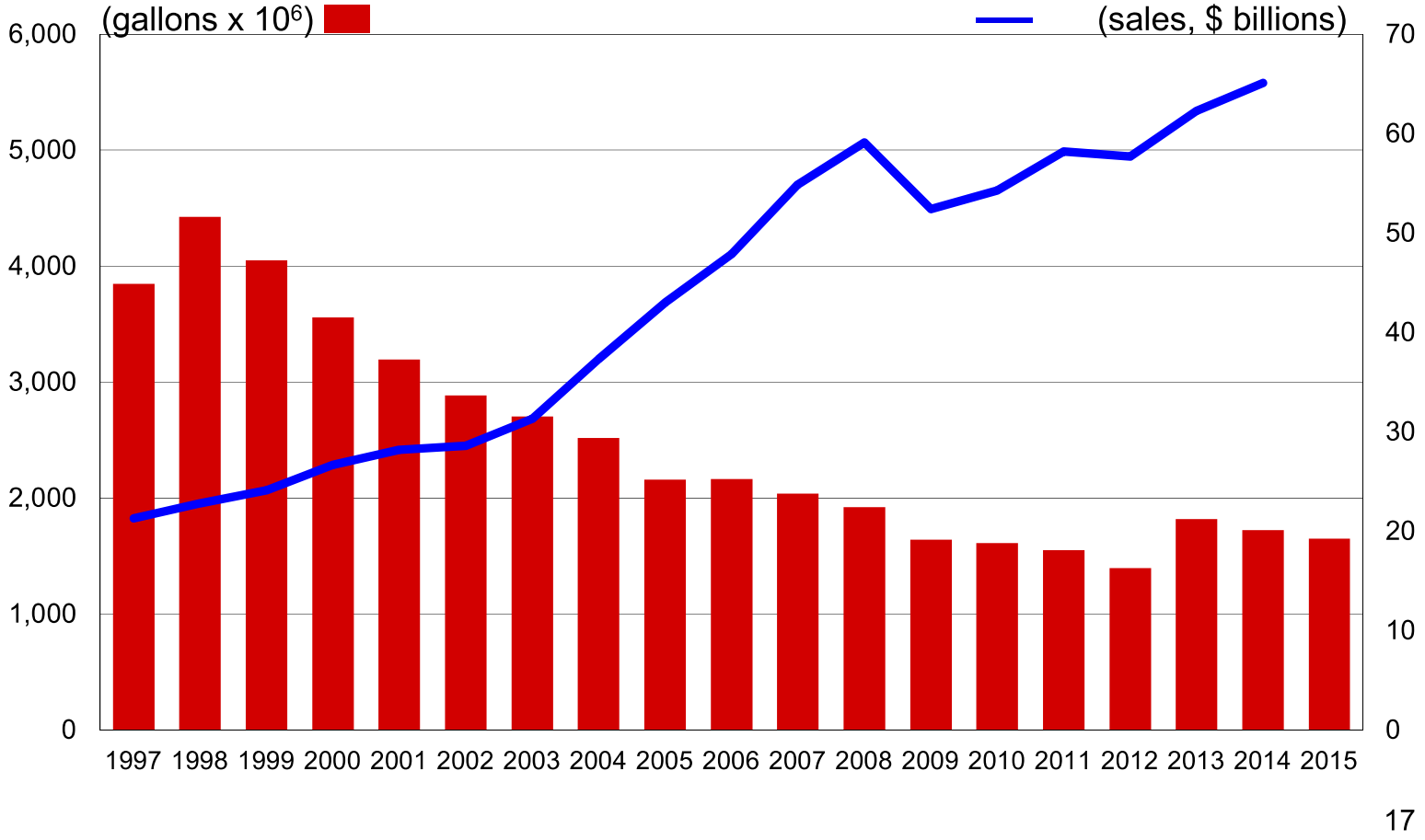
UTC 2015 ANNUAL REPORT

At UTC we measure our sustainability performance for current operations through key performance indicators. To learn more about our progress in protecting the environment and the health and safety of our employees and communities where we work, visit our 2020 Sustainability Goals page.



The increases in our 2013 environmental performance results reflect the addition of 100 former Goodrich sites to our EH&S management system.

WATER CONSUMPTION
WORLDWIDE



Q&A

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Environment, Health & Safety
United Technologies Corporation