



## PARTNERING FOR PROGRESS

United Technologies is a leader in the global building and aerospace businesses. Our large investments in technology enable us to develop new and improved ways to keep people safe, comfortable, productive and on the move. By combining a passion for science with precision engineering, we create the smart, sustainable solutions that move the world forward.

### Otis

The world's leading manufacturer and maintainer of people moving products, including elevators, escalators and moving walkways.

Seven production facilities in China

Serving customers with three brands

The Otis Global High-Rise Center of Excellence in Shanghai

### UTC Climate, Controls & Security

UTC Climate, Controls & Security promotes safer and smarter sustainable buildings with state-of-the-art fire safety, security, building automation, heating, ventilating, air-conditioning and refrigeration systems and services.

Carrier and Fuerda heating, air-conditioning and refrigeration

Chubb fire safety and security

GST fire detection

Building automation

Energy services

Green building consulting

AdvanTE<sup>3</sup>C system integration

### Pratt & Whitney

A world leader in the design, manufacture and service of aircraft engines and auxiliary power units.

Four joint ventures in China covering manufacturing, engine overhaul, customer training and sales.

### UTC Aerospace Systems

One of the world's largest suppliers of advanced aerospace products and systems for commercial, military and space customers.

Key systems supplier to the COMAC C919 and ARJ21; AVIC MA60/600 and MA700

### UTC COMPANIES

More than 200,000 employees

Net sales of \$57.2 billion worldwide in 2016

Company- and customer-funded R&D investment of \$3.7 billion in 2016

### UTC COMPANIES IN CHINA

More than 20,000 employees

### EMPLOYEE SCHOLAR PROGRAM <sup>1,2,3</sup>

Launched in 1996, the UTC Employee Scholar Program covers the cost for employees to continue their education in any field they choose.

#### UTC

<b>\$1.2B+</b> billion invested	<b>38,500+</b> degrees earned	<b>6,000+</b> currently enrolled
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#### CHINA

<b>\$15M+</b> invested	<b>1,300+</b> degrees earned	<b>150</b> currently enrolled
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[www.utc.com](http://www.utc.com)

<sup>1</sup> December 31, 2016

<sup>2</sup> Since program launch in 1996

<sup>3</sup> Includes the Special Administrative Regions of Hong Kong and Macau

## ACTIVITIES OF UTC COMPANIES IN CHINA

### HISTORY IN CHINA

- 1888:** First Otis® elevator installed in Hong Kong
- 1929:** The Loening Air Yacht, powered by Pratt & Whitney's Hornet engine, provides mail service from Shanghai to Hankou
- 1937:** First Carrier® air-conditioning system installed in Shanghai
- 1973:** First Boeing 707 aircraft, powered by Pratt & Whitney engines and equipped with Hamilton Sundstrand systems, delivered to China
- 1982:** Carrier becomes first foreign HVAC company to invest in China
- 1984:** China Tianjin Otis Elevator Co. Ltd. established as UTC's first Chinese joint venture
- 1987:** Carrier begins operations in China
- 1996:** Pratt & Whitney Aerotech Manufacturing Co. Ltd. is established by Pratt & Whitney, Chengdu Engine Company and Aviation Industry Corporation, the first joint venture in China's aviation industry
- 1997:** United Technologies Research Center China Ltd. established as the first wholly foreign-owned R&D enterprise in China
- 1998:** South Pratt & Whitney Aero-Engine Co., Ltd. is established — a joint venture between China Aviation Industry Corporation and Pratt & Whitney Canada, producing parts for commercial engines
- 2002:** Pratt & Whitney China Customer Training Center is established by Pratt & Whitney and the China Aviation Supplies Import & Export Group Corporation
- 2007:** UTC and Tsinghua University establish a high-performance buildings research institute
- 2009:** UTC Climate, Controls & Security completes acquisition of GST, a leading fire alarm system provider in China
- 2009:** Shanghai Pratt & Whitney Aircraft Maintenance Company opens — the first LEED® Platinum facility in China
- 2009:** UTC Aerospace Systems announces the opening of a purpose-built facility in Tianjin to provide MRO service to airlines throughout China, and produce composite products for OE customers
- 2011:** Air China completes China's first sustainable biofuel flight using Pratt & Whitney PW4000 94-inch engines
- 2014:** UTC Aerospace Systems and AVIC EM establish joint venture in Xi'an to manufacture the electric power system for the new C919 jetliner, built by the commercial Aircraft Corporation of China (COMAC). The Joint venture delivered the first set of EPS product for C919 end of 2014
- 2016:** China Southern Airlines and Hong Kong Express were among the first customers to receive Pratt & Whitney PW1100G-JM powered Airbus A320neos
- 2016:** Otis announced plans to build a new 220 meter elevator test tower in Shanghai as part of a new global research and development facility
- 2016:** Otis Electric Elevator Co., Ltd. was officially inaugurated in Hangzhou as the successor to the Xizi Otis brand.

### HELPING DEVELOP CHINA'S FIRST LARGE COMMERCIAL JETLINER

UTC Aerospace Systems was selected by the Commercial Aircraft Corporation of China Ltd. (COMAC) in 2014 to supply electric systems, emergency power, fire protection systems, pilot control systems, lighting system and ice detection and prevention systems on C919 narrow-body commercial aircraft.

In 2014, UTC Aerospace Systems and AVIC Electromechanical Company Ltd. created a 50-50 joint venture, Xi'an AVIC Hamilton Sundstrand Aviation Electric Co. Ltd., to manufacture electric power systems for the C919 aircraft as well as supply equipment for UTC Aerospace Systems for the international market.

### SUPPORTING CHINA'S URBANIZATION AND SUSTAINABILITY

UTC Climate, Controls & Security provides innovative products for a range of applications supporting skyscrapers, landmarks, hotels, airports and subways, amusement parks, apartments, villas and supermarkets.

UTC Climate, Controls & Security products play an integral role in some of the most iconic structures in China from the Great Hall of the People to the Oriental Pearl Television Tower.

UTC Climate, Controls & Security is also helping to lead the green building movement in the country and was a founding member of the Green Building Council in China.

### THE PUREPOWER ENGINE ENTERS THE CHINA MARKET

In 2016 GTF engine orders increased to more than 8,000, including options. Since its entry into service in early 2016 it has delivered its promised 16 percent reduction in fuel burn, 50 percent fewer environmental emissions and a noise footprint that is reduced by 75 percent.

### LANDMARK ACHIEVEMENTS THAT KEEP CHINA MOVING

Otis has provided elevators and escalators for some of China's most iconic buildings, including the Oriental Pearl Tower, Canton Tower and the Shanghai World Financial Center. In 2016, Otis China installed SkyRise® elevators at Ping'An Finance Center, China's second tallest building.

At the Otis High-Rise Center of Excellence in Shanghai, a dedicated team of engineers and project experts will support the design, manufacture and shipment of SkyRise elevator systems for customers in China and around the world.



UTC Climate, Controls & Security is providing Carrier HVAC and Edwards® fire detection solutions to China Resources Land, a property investment and development company, for the customer's new residential and commercial building projects across China over two years.



UTC Aerospace Systems is supplying key systems for the COMAC C919 narrow-body commercial aircraft, with first flight expected in 2017.



Sichuan Airlines has chosen Pratt & Whitney's PurePower PW1100G-JM engines to power its order of A320neo aircraft, making it the first Chinese airline to directly order PurePower engines.



The Ping'An Finance Center, which will be China's second tallest building when completed, is equipped with Otis SkyRise® elevators. UTC Climate, Controls & Security brands, including Carrier, are also providing products and services.