

UTC General Overview

August 2019



Moving The World Forward



UTC invents new and better ways to keep people safe, comfortable, productive and on the move

UTC serves customers in the commercial aerospace, defense and building industries

Our brands



2018 NET SALES
\$18.9 BILLION



Collins Aerospace

A United Technologies Company

2017 Pro-Forma NET SALES
\$23 BILLION



Otis

A United Technologies Company

2018 NET SALES
\$12.9 BILLION



Pratt & Whitney

A United Technologies Company

2018 NET SALES
\$19.4 BILLION

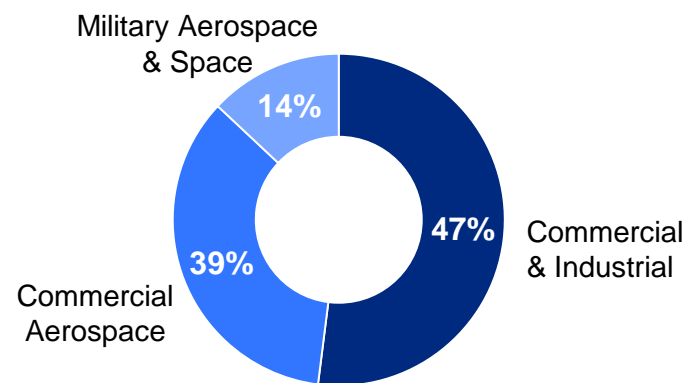


**United Technologies
Research Center**

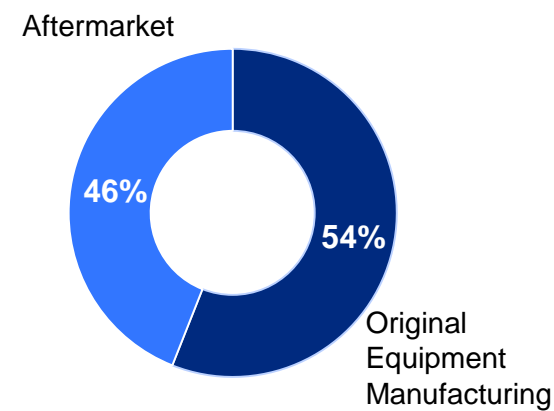
UTC: A GLOBAL LEADER BALANCED ACROSS MARKETS & GEOGRAPHIES



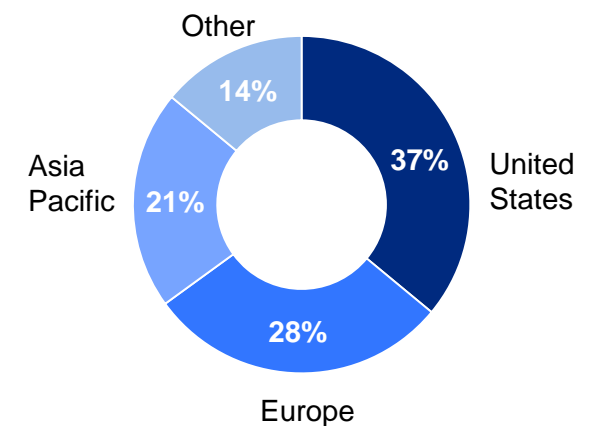
SALES BY END MARKETS



SALES BY TYPE



SALES BY GEOGRAPHY



In 2018 => Company-funded R&D: \$2.46B + Customer-funded R&D: \$1.53B

A Tradition of Innovation



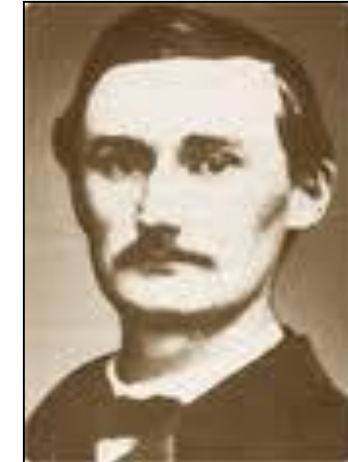
Willis Carrier



Elisha Graves Otis



Fred Rentschler



Benjamin F. Goodrich



Thomas Hamilton



David Sundstrand



Arthur A. Collins



Charles Chubb



Walter Kidde



Ranking among Global Aerospace Companies

Rank	Company	Country of HQ	2017 Aerospace Revenue (in \$ billions)
1	Boeing	U.S.	94.57
2	Airbus	NLD/FRA	70.83
3	Lockheed Martin	U.S.	47.25
4	United Technologies	U.S.	28.99
5	General Electric	U.S.	26.26
6	Northrop Grumman	U.S.	24.51
7	Raytheon	U.S.	24.07
8	Safran	France	16.79
9	BAE Systems	UK	13.34
10	Leonardo	Italy	12.77
11	Rolls-Royce	UK	12.05
12	Honeywell	U.S.	11.70
13	L-3 Technologies	U.S.	10.51
14	Textron	U.S.	9.92
15	Bombardier	CA	8.77

Ranking among Global Defense Companies

Rank	Company	Country	2018 Defense Revenue (in \$ millions)	2018 Total Revenue (in \$ millions)	Revenue from Defense (in %)
1	Lockheed Martin	U.S.	50,536	53,762	94
2	Boeing	U.S.	34,050	101,127	34
3	Northrop Grumman	U.S.	25,300	30,095	84
4	Raytheon	U.S.	25,164	27,058	93
5	Aviation Industry Corp of China	China	24,902	66,405	38
6	General Dynamics	U.S.	24,055	36,200	66
7	BAE Systems	U.K.	22,477	24,569	91
8	China North Industries Group Corp Ltd	China	14,778	68,100	22
9	Airbus	NLD/FRA	13,064	75,221	17
10	China Aerospace Science & Industry Corp	China	12,131	37,909	32
11	China South Industries Group Corp	China	11,963	38,592	31
12	China Electronics Technology Group	China	10,276	33,354	31
13	Leonardo	Italy	9,829	14,454	68
14	China Shipbuilding Industry Corp	China	9,795	48,977	20
15	Almaz-Antey	Russia	9,660	9,897	98
16	Thales	France	9,576	18,776	51
17	United Technologies	U.S.	9,310	66,500	14
18	L3 Technologies	U.S.	8,249	10,200	81
19	China Aerospace Science & Technology Corp	China	8,138	38,030	21
20	Huntington Ingalls Industries	U.S.	7,767	8,176	95

Ref: <https://people.defensenews.com/top-100/>

Building careers

~240,000

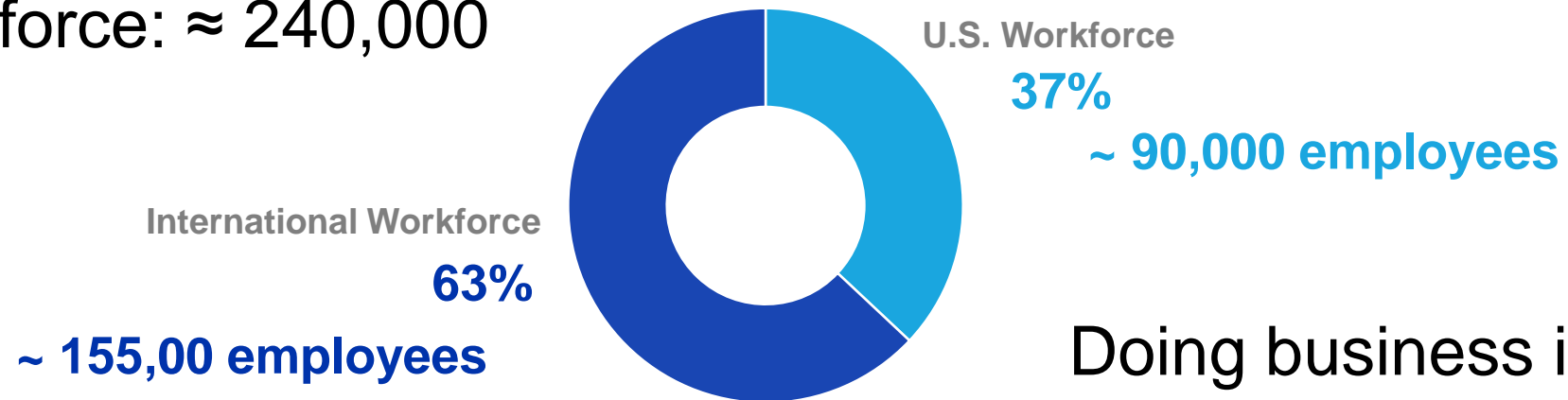
employees doing business in
more than 180 countries



Presence around the world



Global Workforce: \approx 240,000



Doing business in more than 180 countries

Presence in Europe

- More than 60,000 employees across 32 countries in Europe, of which more than 22,000 in the aerospace sector
- More than 3,000 engineers in the European aerospace sector
- In over 1,000 locations, including approximately 70 manufacturing sites





**United
Technologies**

