Resource Optimization for Self Sufficiency

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March 1, 2012
INDIA MEGATRENDS

Demography – India will add 120M people to the workforce between 2010-2020 constituting 28% of the world’s work force

Middle Class – The Indian middle class will be 575M strong by 2025, with a consumption of $1Trillion per year

Urbanization – India will add >250M people to its cities by 2030

Infrastructure – India plans to invest $1Trillion between 2012-2017, following $ 500B between 2007-2011 with increasing participation from the private sector

Sustainability – India aims to reduce its GHG emissions by 20-25% in the next 10 years
RESOURCE OPTIMIZATION
The simple view....
RESOURCES OPTIMIZATION

The reality… it’s not that simple

SUSTAINABLE DEVELOPMENT

Environmental Responsibility (Planet)

Social Responsibility (People)

Economic Responsibility (Profit)
EVOLUTION OF UTC EH&S GOALS

1991 – 1996
Compliance

1997 – 2006
Compliance + Conservation

2007 – 2010
Value Chain Focus

+ Key Suppliers
+ UTC Products

2011 ➔
Eliminate adverse impacts

Sustainability
RESOURCE OPTIMIZATION AT UTC

Product

Process

People

Resource Optimization
PRODUCTS

Carrier 23XRV Chillers with R134a

Otis GEN2 elevators with ReGeN drive

Marioff Hi-Fog water mist systems

30-40%

75%

85%
PROCESSES

UTC Worldwide: 2007-2011

- 20% GHG Emissions
- 57% Non GHG Emissions
- 29% Industrial Waste
- 24% Water Consumption

Carrier India: 2006-2011

- 42% Emissions
- 22% Energy
- 73% Industrial Waste
- 40% Water Consumption
PEOPLE
Building a Culture

Environment, Health & Safety
Targets for All Training Initiatives Equipment

Employee Scholar Program
Develop Talent More with Less!

CSR
Plant Trees Green-I One Drop

Custom
Custom
Custom
2015 SUSTAINABILITY GOALS

Site Environment

2006 baseline

- Greenhouse Gases (CO2equiv.) 27%
- Water Consumption 40%
- Air Emissions 68%

Waste

- Total Waste 45%
- Non-Recycled Waste 54%

Health, Safety & Compliance

Safety

- Worldwide Safety Rates
  - LWIR = 0.10
  - TRIR = 0.56
- Quiet/ Clean and Tobacco-Free Facilities 100%
- Fatalities & serious injuries 0
- Employees & Contractors

Compliance

- Enforcement Actions 0
- Regulatory / Permit Non-Conformances 0
- MOCs 0

Supplier

- Energy & GHG Reduction Program
- Meet EH&S Expectations 100%
- Key and Critical Suppliers

Products

- Design for Sustainability 100%
- New Products
- Eliminate MOCs 100%
- New Products
Thank you!