News



United Technologies Corporation United Technologies Building Hartford, Connecticut 06101

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UTC REPORTS FOURTH QUARTER EPS UP 23 PERCENT TO \$0.87 AND FULL YEAR EPS UP 19 PERCENT TO \$3.71; 2006 CASH FLOW FROM OPERATIONS REACHES \$4.8 BILLION; 2007 OUTLOOK AFFIRMED

HARTFORD, Conn., January 23, 2007 – United Technologies Corp. (NYSE:UTX) today reported fourth quarter 2006 earnings per share of \$0.87 and net income of \$865 million, up 23 percent and 20 percent, respectively, excluding the 2005 fourth quarter impact of adopting FIN 47. Consolidated revenues for the quarter increased 14 percent to \$12.8 billion, including organic growth of 10 percent.

In the quarter, foreign currency translation increased revenues by 3 percent and earnings by \$0.02 per share.

Full year earnings per share of \$3.71 and net income of \$3.7 billion were 19 and 18 percent higher, respectively, than 2005 results. Revenues increased 12 percent to \$47.8 billion, including 9 points of organic growth, 2 points of acquisitions, and 1 point of foreign exchange.

Cash flow from operations after capital expenditures exceeded net income for both the quarter and full year. In the fourth quarter, cash flow from operations was \$1.66 billion and capital expenditures were \$351 million. For the full year, cash flow from operations was \$4.80 billion and capital expenditures were \$954 million. Voluntary cash contributions to pension plans were \$159 million in the fourth quarter and \$190 million for the year.

"UTC had another solid year in 2006 and is set for more of the same in 2007," said UTC Chairman and Chief Executive Officer George David.

"Organic growth for the year was strong at 9 percent and follows 7 percent in 2005 and 8 percent in 2004. These growth rates reflect UTC's innovative and competitive products, strong presence in emerging markets, and good conditions in most of our markets worldwide. The exception has been Carrier's North American residential market over the second half of 2006 on a substantially weaker U.S. housing market. However, robust aerospace and commercial construction markets well more than offset this."

"UTC also experienced production challenges in 2006 at Carrier with the launch of its high efficiency residential air conditioning product and at Sikorsky on a doubling of volume over the 2004-2007 period. UTC's 19 percent growth in earnings per share for the year given these market and production challenges demonstrates the balance in the portfolio and the strength of UTC's businesses overall. We believe we are well positioned for earnings increases in 2007 and especially on favorable compares at Carrier and Sikorsky. We confirm prior guidance for 2007 earnings per share in the \$4.05 to \$4.20 range and cash flow after capital expenditures again to exceed net income," David added.

Share repurchase in the quarter was \$738 million and brought the year's total to \$2.07 billion. Acquisition spending, including debt assumed, was \$1.0 billion for the year with approximately \$514 million in the fourth quarter. Debt to capital ended the year at 31 percent, lower than 2005 despite the \$1.83 billion reduction in equity resulting from the adoption of the Statement of Financial Accounting Standards No. 158 (*Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans*).

Fourth quarter results include restructuring costs of \$82 million. For the year, restructuring costs totaled \$288 million, slightly exceeding one time favorable items. Additional favorable items are anticipated in 2007 to offset trailing costs from previous restructuring actions as well as to fund potential new actions initiated throughout the year.

References in this release to earnings per share growth are before the cumulative effect of a change in accounting related to the adoption of Financial Accounting Standards Board Interpretation No. 47 (*Accounting for Conditional Asset Retirement Obligations*), which resulted in a non-cash after tax cumulative impact of \$95 million or \$0.09 per share and was recorded in fourth quarter 2005 results.

The accompanying tables include information integral to assessing the company's financial position, operating performance, and cash flow.

United Technologies Corp., based in Hartford, Connecticut, is a diversified company that provides a broad range of high technology products and support services to the building systems and aerospace industries.

This release is supplemented by presentation materials that are available on UTC's website at www.utc.com, and includes "forward looking statements" concerning expected revenue, earnings, cash flow, share repurchases, restructuring and other matters that are subject to risks and uncertainties. Important factors that could cause actual results to differ materially from those anticipated or implied in forward looking statements include the health of the global economy; strength of end market demand in building construction and in both the commercial and defense segments of the aerospace industry; fluctuation in commodity prices, interest rates, foreign currency exchange rates, and the impact of weather conditions; and company specific items including the availability and impact of acquisitions; the rate and ability to effectively integrate these acquired businesses; the ability to achieve cost reductions at planned levels; challenges in the design, development, production and support of advanced technologies and new products and services; delays and disruption in delivery of materials and services from suppliers; labor disputes; and the outcome of legal proceedings. For information identifying other important economic, political, regulatory, legal, technological, competitive and other uncertainties, see UTC's SEC filings as submitted from time to time, including but not limited to, the information included in UTC's 10-K and 10-Q Reports under the headings "Business," "Risk Factors," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Cautionary Note Concerning Factors that May Affect Future Results," as well as the information included in UTC's Current Reports on Form 8-K.

United Technologies Corporation

Condensed Consolidated Statement of Operations

Revenues	(Millions, except per share amounts)	Quarter Ended December 31, (Unaudited)					Year Ended December 31, (Unaudited)			
Cost and Expenses Cost of goods and services sold 9,521 8,239 34,740 30,935 Research and development 406 423 1,529 1,367 Selling, general and administrative 1,432 1,378 5,462 5,241 Operating Profit 1,428 1,221 6,098 5,182 Income before income taxes and minority interests 1,275 1,078 5,492 4,684 Income taxes 337 294 1,494 1,253 Minority interests 73 63 266 267 Income before cumulative effect of a change in accounting principle 865 721 3,732 3,164 Vet Lincome 865 626 3,732 3,069 Net Income before cumulative effect of a change in accounting principle 865 626 3,732 3,069 Net Income before cumulative effect of a change in accounting principle 8,085 626 3,732 3,069 Basic Income before cumulative effect of a change in accounting principle 0,89 0,73			<u>2006</u>		<u>2005</u>		2006		<u>2005</u>	
Cost of goods and services sold 9,521 8,239 34,740 30,935 Research and development 406 423 1,529 1,367 Selling, general and administrative 1,428 1,221 6,098 5,182 Operating Profit 1,428 1,221 6,098 5,182 Income before income taxes and minority interests 153 143 606 498 Income before income taxes and minority interests 337 294 1,494 1,253 Minority interests 73 63 266 267 Income before cumulative effect of a change in accounting principle 865 721 3,732 3,069 Vet Earnings Per Share of Common Stock 865 626 3,732 3,069 Net Income before cumulative effect of a change in accounting principle accounting principle 8,089 0,73 3,81 3,19 Cumulative effect of change in accounting principle accounting principle accounting principle 8,089 0,73 3,81 3,19 Oblitated: Income before cumulative effect of a change in accounting principle accounting principle	Revenues	\$	12,787	\$	11,261	\$	47,829	\$	42,725	
Research and development 406										
Selling, general and administrative	-				8,239		34,740		30,935	
Departing Profit							1,529		1,367	
Interest expense 153				****						
Income before income taxes and minority interests	. •									
Income taxes 337 294 1,494 1,253 266 267 Minority interests 73 63 266 267 Income before cumulative effect of a change in accounting principle 865 721 3,732 3,164 Cumulative effect of change in accounting principle- net of tax 95 Net Income 865 626 3,732 3,069 Net Earnings Per Share of Common Stock Basic:				-						
Minority interests	income before income taxes and minority interests		1,275		1,078		5,492		4,684	
Income before cumulative effect of a change in accounting principle 865 721 3,732 3,164			337		294		1,494		1,253	
Cumulative effect of change in accounting principle- net of tax - (95) - (95)	Minority interests		73		63		266		267	
Net Income \$ 865 \$ 626 \$ 3,732 \$ 3,069			865		721		3,732		3,164	
Net Earnings Per Share of Common Stock		_		_	(95)			_	(95)	
Basic: Income before cumulative effect of a change in accounting principle \$ 0.89 \$ 0.73 \$ 3.81 \$ 3.19 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.89 \$ 0.64 \$ 3.81 \$ 3.10 Diluted: Income before cumulative effect of a change in accounting principle net of tax \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12 Cumulative effect of change in accounting principle net of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares Basic 972 987 980 991	Net Income	\$ _	865	\$ _	626	\$ _	3,732	\$ _	3,069	
Income before cumulative effect of a change in accounting principle	Net Earnings Per Share of Common Stock									
accounting principle \$ 0.89 \$ 0.73 \$ 3.81 \$ 3.19 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.89 \$ 0.64 \$ 3.81 \$ 3.10 Diluted: Income before cumulative effect of a change in accounting principle net of tax \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares Basic 972 987 980 991	Basic:									
accounting principle \$ 0.89 \$ 0.73 \$ 3.81 \$ 3.19 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.89 \$ 0.64 \$ 3.81 \$ 3.10 Diluted: Income before cumulative effect of a change in accounting principle net of tax \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares Basic 972 987 980 991	Income before cumulative effect of a change in									
Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.89 \$ 0.64 \$ 3.81 \$ 3.10 Diluted: Income before cumulative effect of a change in accounting principle net of tax \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares \$ 972 987 980 991		\$	0.89	\$	0.73	\$	3.81	\$	3.19	
Net Income \$ 0.89 \$ 0.64 \$ 3.81 \$ 3.10 Diluted: Income before cumulative effect of a change in accounting principle net of tax \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12 Cumulative effect of change in accounting principlenet of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares 972 987 980 991	Cumulative effect of change in accounting principle-					,		_		
Net Income \$ 0.89 \$ 0.64 \$ 3.81 \$ 3.10 Diluted: Income before cumulative effect of a change in accounting principle net of tax \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12 Cumulative effect of change in accounting principle net of tax \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares 972 987 980 991	net of tax	\$	-	\$	(0.09)	\$	-	\$	(0.09)	
Income before cumulative effect of a change in accounting principle \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12	Net Income	\$	0.89	\$	0.64		3.81			
Income before cumulative effect of a change in accounting principle \$ 0.87 \$ 0.71 \$ 3.71 \$ 3.12	Diluted:									
accounting principle Cumulative effect of change in accounting principle- net of tax Net Income Average Shares Basic Dilatel		d.	0.05	ı m	0.71	Ф	2.51			
net of tax Net Income \$ - \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares Basic 972 987 980 991	accounting principle		0.87)	0.71	\$	3./1	\$	3.12	
Net Income \$ 0.87 \$ (0.09) \$ - \$ (0.09) Net Income \$ 0.87 \$ 0.62 \$ 3.71 \$ 3.03 Average Shares Basic 972 987 980 991		•	!							
Average Shares Basic 972 987 980 991					(0.09)	\$	-	\$	(0.09)	
Basic 972 987 980 991	Net Income	\$	0.87	\$	0.62	\$	3.71	\$	3.03	
Basic 972 987 980 991	Average Shares									
TO!1 / 1			972	<u>;</u>	987		980		991	
	Diluted				1,010		1,006		1,014	

As described on the following pages, consolidated results for the years and quarters ended December 31, 2006 and 2005 include restructuring and related charges and non-recurring items.

See accompanying Notes to Condensed Consolidated Financial Statements.

United Technologies Corporation

Segment Revenues and Operating Profit

(Millions)	Quarte Decen (Una	31,	Year Ended December 31, (Unaudited)			
Revenues	<u>2006</u>		<u>2005</u>	<u>2006</u>		<u>2005</u>
Otis Carrier UTC Fire & Security Pratt & Whitney Hamilton Sundstrand Sikorsky Segment Revenues Eliminations and other	\$ 2,848 3,219 1,326 3,046 1,297	\$	2,476 3,043 1,203 2,595 1,151 854 11,322 (61)	\$ 10,290 13,481 4,747 11,112 4,995 3,230 47,855 (26)	\$	9,575 12,512 4,250 9,295 4,382 2,802 42,816 (91)
Consolidated Revenues	\$ 12,787	\$	11,261	\$ <u>47,829</u>	\$	42,725
Operating Profit						
Otis Carrier UTC Fire & Security Pratt & Whitney Hamilton Sundstrand Sikorsky Segment Operating Profit Eliminations and other General corporate expenses	\$ 514 193 101 409 219 58 1,494 27 (93)	\$	426 192 87 362 174 	\$ 1,888 1,237 301 1,817 832 173 6,248 187 (337)	\$	1,712 1,104 235 1,449 675
Consolidated Operating Profit	\$ 1,428	\$	1,221	\$ 6,098	\$	5,182

As described on the following pages, consolidated results for the years and quarters ended December 31, 2006 and 2005 include restructuring and related charges and non-recurring items.

United Technologies Corporation

Consolidated Operating Profit

Consolidated operating profit for the years and quarters ended December 31, 2006 and 2005 includes restructuring and related charges as follows:

		Dece	ter En mber : audited		Year Ended December 31, (Unaudited)			
Restructuring and Related Charges		<u>2006</u>		2005		2006		2005
Otis	\$	 6	\$	22	\$	46	\$	52
Carrier		10		18		69		80
UTC Fire & Security		21		10		44		21
Pratt & Whitney		32		23		68		39
Hamilton Sundstrand		11		24		40		66
Sikorsky	_	2		-		21		3
Segment Restructuring and Related Charges		82	-	97	_	288		261
Eliminations and other		-		_		-		6
General corporate expenses	_	_	_	_		_		_
Consolidated Restructuring and Related Charges	\$ _	82	\$ _	97	\$ _	288	\$ _	267

Consolidated results for the years and quarters ended December 31, 2006 and 2005 include the following non-recurring items. For the year ended December 31, 2006, the impact of these items, excluding the Pratt & Whitney gain of \$25 million on the sale of a partnership interest (\$.18 per share) was offset by pre-tax restructuring and related charges (\$.19 per share) resulting in a net \$.01 adverse impact to earnings per share.

<u>2006</u>

<u>Q3</u>

• Carrier: Approximately \$60 million pretax gain realized on the sale of a partnership interest in Scroll Technologies, a North American manufacturer of compressors used primarily for heating, ventilating and air-conditioning equipment.

<u>Q2</u>

- **Pratt & Whitney**: Approximately \$80 million pretax gain related to the settlement of a claim by the Department of Defense (DoD) regarding Pratt & Whitney's cost accounting practices for engine parts on commercial engine collaboration programs.
- Eliminations and Other: Approximately \$60 million pretax interest income related to the final determination by the U.S. Congress Joint Committee on Taxation on a disputed issue in the Internal Revenue Service (IRS) examination of tax years 1994 through 1999.

• **Income Taxes**: Favorable income tax adjustment of approximately \$35 million, related to a determination by the U.S. Congress Joint Committee on Taxation on a disputed issue in the Internal Revenue Service (IRS) examination of tax years 1994 through 1999.

<u>Q1</u>

- **Pratt & Whitney**: Approximately \$25 million gain realized on the sale of a partnership interest in an engine program at Pratt Canada.
- Eliminations and Other: Approximately \$25 million gain from the sale of marketable securities.

2005

For the year ended December 31, 2005, the impact of the following items (\$.15 per share) was offset by pre-tax restructuring and related charges (\$.17 per share) resulting in a net \$.02 adverse impact to earnings per share.

Q2

- Eliminations and Other: Approximately \$75 million non-cash gain from marketable securities. Approximately \$45 million interest income related to 1994-1999 U.S. federal tax audits.
- **Income Taxes**: Net favorable income tax adjustment of approximately \$60 million, principally related to 1994-1999 U.S. federal tax audits. The tax impact of Hamilton Sundstrand's divestiture of its Falk business was substantially offset by the tax benefit arising from the sale of a non-core Carrier refrigeration business. Neither transaction significantly impacted pre-tax earnings.

<u>Q1</u>

• Eliminations and Other: Approximately \$30 million gain from the sale of marketable securities.

United Technologies Corporation Condensed Consolidated Balance Sheet

(Millions) Assets		December 31, 2006 (Unaudited)		December 31, 2005 (Unaudited)				
Cash and cash equivalents Accounts receivable, net Inventories and contracts in progress, net Other current assets Total Current Assets	\$	2,546 7,679 6,657 1,962 18,844	\$	2,247 7,240 5,659 2,060 17,206				
Fixed assets, net Goodwill, net Intangible assets, net Other assets		5,725 14,146 3,216 5,210		5,623 13,007 3,059 7,030				
Total Assets	\$	47,141	\$	45,925				
Liabilities and Shareowners' Equity								
Short-term debt Accounts payable Accrued liabilities Total Current Liabilities	\$	894 4,263 10,051 15,208	\$	2,305 3,820 9,220 15,345				
Long-term debt Other liabilities Total Liabilities		7,037 6,763 29,008		5,935 6,876 28,156				
Minority interest in subsidiary companies		836		778				
Shareowners' Equity: Common Stock Treasury Stock Retained Earnings Accumulated other non-shareowners' changes in equity		9,395 (9,413) 18,754 (1,439) 17,297		8,552 (7,418) 16,051 (194) 16,991				
Total Liabilities and Shareowners' Equity	\$	47,141	\$	45,925				
Debt Ratios: Debt to total capitalization Net debt to net capitalization		31% 24%		33% 26%				

United Technologies Corporation Condensed Consolidated Statement of Cash Flows

(Millions)	Dec	rter Ended ember 31, naudited)	Decen (Una	Ended nber 31, udited)
Operating Activities	<u> 2000</u>	<u>2005</u>	<u>2006</u>	<u>2005</u>
Net Income	\$ 865	\$ 626	\$ 3,732	\$ 3,069
Adjustments to reconcile net income to net cash flows provided by operating activities:	Ψ 003	Ψ 020	ψ 3,732	3,009
Depreciation and amortization	261	256	1,033	984
Deferred income taxes and minority interest	(157)		52	529
Stock compensation cost	44	34	180	153
Changes in working capital	872	101	191	(437)
Voluntary contributions to pension plans	(159)			(663)
Other, net	(71)	` /	(195)	699
Net Cash Provided by Operating				
Activities	1,655	1,145	4,803	4,334
Investing Activities				
Capital expenditures	(351)	(345)	(954)	(929)
Acquisitions and disposal of businesses, net	(287)	(493)	, ,	(3,755)
Other, net	44	7 [°]	153	35
Net Cash Used in Investing Activities	(594)	(831)	(1,261)	(4,649)
Financing Activities				
Increase in borrowings, net	(497)	442	(533)	2,106
Dividends paid on Common Stock	(246)	(207)	(951)	(832)
Repurchase of Common Stock	(738)	(421)	` /	(1,181)
Other, net	15	28	210	242
Net Cash (Used) Provided in Financing				
Activities	(1,466)	(158)	(3,342)	335
Effect of foreign exchange rates	37	(11)	99	(38)
Net increase (decrease) in cash and cash equivalents	(368)	145	299	(18)
Cash and cash equivalents - beginning of period	2,914	2,102	2,247	2,265
Cash and cash equivalents - end of period	\$2,546	\$ <u>2,247</u>	\$	\$

United Technologies Corporation Notes to Condensed Consolidated Financial Statements

- (1) Financial Accounting Standards Board (FASB) Interpretation No. 47, "Accounting for Conditional Asset Retirement Obligations (an interpretation of FASB Statement No. 143)" was issued in March 2005. This Interpretation provides clarification with respect to the timing of liability recognition for legal obligations associated with the retirement of tangible long-lived assets when the timing and/or method of settlement of the obligation is conditional on a future event. This Interpretation requires that the fair value of a liability for a conditional asset retirement obligation be recognized in the period in which it occurred if a reasonable estimate of fair value can be made. UTC has determined that legal obligations exist for certain of its worldwide owned and leased facilities related primarily to building materials. We adopted the provision of this Interpretation on December 31, 2005 and recorded a non-cash transition impact of \$95 million, net of taxes, which is reported as a Cumulative Effect of a Change in Accounting Principle, Net of Tax in the Statement of Operations.
- (2) In September of 2006, the FASB issued Statement of Financial Accounting Standards No. 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans an amendment of FASB Statements No. 87, 88, 106 and 132 (R)" (SFAS 158). This statement requires balance sheet recognition of the overfunded or underfunded status of pension and postretirement benefit plans. The Statement requires that actuarial gains and losses, prior service costs or credits, and, any remaining transition assets or obligations that have not been recognized under previous accounting standards be recognized in Accumulated Other Non-Shareowners' Changes in Equity, net of tax effects, until they are amortized as a component of net periodic benefit cost. We adopted the provisions of SFAS 158 on December 31, 2006. The non-cash effect of the adoption resulted in a decrease in total assets by approximately \$2.38 billion, an increase of total liabilities by approximately \$549 million and a reduction of total shareowners' equity by approximately \$1.83 billion. The adoption of SFAS 158 did not affect our results of operations.
- (3) Debt to total capitalization equals total debt divided by total debt plus equity. Net debt to net capitalization equals total debt less cash and cash equivalents divided by total debt plus equity less cash and cash equivalents.
- (4) Organic growth represents the total reported revenue increase within the Corporation's ongoing businesses less the impact of foreign currency translation, acquisitions and divestitures completed in the preceding twelve months and significant non-recurring items. Non-recurring items that are not included in organic growth in 2006 include approximately \$25 million from the sale of a partnership interest in an engine program at Pratt Canada, \$25 million from the sale of marketable securities, approximately \$80 million from the settlement of Pratt collaboration programs, approximately \$60 million pretax gain realized on the sale of a partnership interest in Scroll Technologies, and approximately \$60 million of interest income related to the final ruling on the 1994 1999 U.S. federal tax audits. Non-recurring revenues that are not included in organic growth in 2005 include approximately \$45 million of interest income related to 1994 1999 U.S. federal tax audits and approximately \$105 million investment gain (approximately \$30 million recorded in the first quarter). Constant currency represents reported revenues or operating profit less the impact of foreign currency translation.