#### News



United Technologies Corporation
United Technologies Building
FOR IMMEDIATE RELEASE

United Technologies Corporation
United Technologies Corporation
United Technologies Corporation

www.utc.com

Contact: John Moran (860) 728-7062

# UTC REPORTS FOURTH QUARTER AND FULL YEAR EPS OF \$1.15 AND \$4.12; AFFIRMS 2010 OUTLOOK OF 7 TO 13 PERCENT EARNINGS GROWTH

HARTFORD, Conn., Jan. 27, 2010 – United Technologies Corp. (NYSE:UTX) today reported fourth quarter 2009 earnings per share of \$1.15 and net income attributable to common shareowners of \$1.1 billion, down 7 percent and 6 percent, respectively, over the year ago quarter. Results for the current quarter include an \$0.08 per share charge for restructuring costs net of one time items. In 2008, there was a net benefit of \$0.06 per share from one time gains in excess of restructuring costs. Before these items, earnings per share grew 5 percent, or \$0.06. Foreign currency translation contributed \$0.04 of the earnings per share growth.

Consolidated revenues for the quarter of \$14.1 billion were 5 percent below prior year, including 6 points of organic decline and 1 point of net divestitures, offset by 3 points of favorable foreign currency translation. Segment operating margin at 13.7 percent was 110 basis points higher than prior year. Adjusted for restructuring costs and one time items, segment operating margin was 150 basis points higher than prior year. Cash flow from operations was \$1.5 billion, including \$637 million of global pension contributions. Capital expenditures were \$325 million in the quarter.

Full year earnings per share of \$4.12 and net income attributable to common shareowners of \$3.8 billion declined 16 and 18 percent, respectively, from 2008 results. Revenues of \$52.9 billion were 11 percent below prior year including organic decline (7 points), adverse foreign currency translation (3 points), and net divestitures (1 point). Cash flow from operations was \$5.4 billion and capital expenditures were \$826 million.

"UTC closed the year with solid performance in the face of continuing difficult end markets," said Louis Chênevert, UTC Chairman & Chief Executive Officer. "Relentless focus on costs across the business contributed to strong margin expansion in the quarter. Strong working capital performance led full year cash flow from operations less capital expenditures to be 118 percent of net income attributable to common shareowners, including \$1.3 billion of global pension contributions."

Restructuring and other charges for the quarter were \$135 million, bringing the full year to \$830 million. For the year, restructuring and other charges were \$0.46 of earnings per share, net of one-time gains.

"Year over year order rates have remained stable, although at low levels, and we saw increases in some Asian economies, notably China," Chênevert continued. "While order rates will keep pressure on our top line, particularly in the first half of 2010, we anticipate that benefits from structural cost actions will allow us to deliver earnings growth of 7 percent to 13 percent with 2010 earnings per share of \$4.40 to \$4.65.

"We expect our usual standard of cash flow from operations less capital expenditures equal to or exceeding net income attributable to common shareowners in 2010. Our acquisition placeholder is \$3 billion including the GE Security transaction, and share repurchase is expected to be \$1.5 billion," Chênevert added.

Share repurchase in the quarter was \$320 million and totaled \$1.1 billion for the year. Acquisition spending was \$703 million for the year with \$146 million in the fourth quarter.

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 providing high technology products and services to the building and aerospace industries. Additional information, including a webcast, is available on the Internet at http://www.utc.com.

This release includes "forward looking statements" concerning expected revenue, earnings. cash flow, share repurchases, restructuring; anticipated benefits of UTC's diversification, cost reduction efforts and business model; and other matters that are subject to risks and uncertainties. These statements often contain words such as "expect", "anticipate", "plan", "estimate", "believe", "will", "should", "see", "guidance" and similar terms. Important factors that could cause actual results to differ materially from those anticipated or implied in forward looking statements include extended weakness in global economic conditions; extended contraction in credit conditions; the impact of volatility and deterioration in financial markets on overall levels of economic activity; declines in end market demand in 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 impact of further deterioration and extended weakness in global economic conditions on demand for our products and services, the financial strength of customers and suppliers and on levels of air travel; financial difficulties, including bankruptcy, of commercial airlines; 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. The level of share repurchases may vary depending on the level of other investing activities. 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.

UTC-IR

## **Condensed Consolidated Statement of Operations**

	Quarter Ended December 31,  (Unaudited)				Decen	Ended nber 31, udited)		
(Millions, except per share amounts)		2009		2008		2009		2008
Revenues	\$	14,100	\$	14,770	\$	52,920	\$	59,757
Costs and Expenses								
Cost of goods and services sold		10,317		10,828		38,861		43,637
Research and development		421		490		1,558		1,771
Selling, general and administrative	***************************************	1,555		1,649		6,036		6,724
Operating Profit		1,807		1,803		6,465		7,625
Interest expense	***************************************	183		171	-	705		689
Income before income taxes		1,624		1,632		5,760		6,936
Income taxes		455		403		1,581		1,883
Net income		1,169		1,229		4,179		5,053
Less: Noncontrolling interest in subsidiaries' earnings		96		84		350		364
Net income attributable to common shareowners	\$	1,073	\$	1,145	\$	3,829	\$	4,689
Net Earnings Per Share of Common Stock								
Basic	\$	1.17	\$	1.24	\$	4.17	\$	5.00
Diluted	\$	1.15	\$	1.23	\$	4.12	\$	4.90
Average Shares								
Basic	-	915		922		917		938
Diluted		931		933		929		956

As described on the following pages, consolidated results for the quarters and years ended December 31, 2009 and 2008 include non-recurring items, restructuring and other charges.

See accompanying Notes to Condensed Consolidated Financial Statements.

## **Segment Revenues and Operating Profit**

		Quarter Ended December 31, (Unaudited)			Decen	Ended iber 31,		
	<del></del>		udited	<del></del>		(Una	udited	
(Millions)		2009		2008	<del></del>	2009	-	2008
Revenues								
Otis	\$	3,200	\$	3,243	\$	11,779	\$	12,949
Carrier		2,819		3,262		11,413		14,944
UTC Fire & Security		1,532		1,502		5,531		6,462
Pratt & Whitney		3,255		3,587		12,577		14,041
Hamilton Sundstrand		1,416		1,564		5,599		6,207
Sikorsky		1,947	-	1,600		6,318		5,368
Segment Revenues		14,169		14,758		53,217		59,971
Eliminations and other		(69)		12_		(297)		(214)
Consolidated Revenues	\$	14,100	\$	14,770	\$	52,920	\$	59,757
Operating Profit								
Otis	\$	677	\$	578	\$	2,447	\$	2,477
Carrier		146		160		740		1,316
UTC Fire & Security		196		147		493		542
Pratt & Whitney		488		520		1,835		2,122
Hamilton Sundstrand		231		304		857		1,099
Sikorsky		202		152		608		478
Segment Operating Profit		1,940		1,861		6,980		8,034
Eliminations and other		(25)		54		(167)		(1)
General corporate expenses		(108)		(112)		(348)		(408)
Consolidated Operating Profit	\$	1,807	\$	1,803	\$	6,465	\$	7,625
Segment Operating Profit Margin								
Otis		21.2%		17.8%		20.8%		19.1%
Carrier		5.2%		4.9%		6.5%		8.8%
UTC Fire & Security		12.8%		9.8%		8.9%		8.4%
Pratt & Whitney		15.0%		14.5%		14.6%		15.1%
Hamilton Sundstrand		16.3%		19.4%		15.3%		17.7%
Sikorsky		10.4%		9.5%		9.6%		8.9%
Segment Operating Profit Margin	<del></del>	13.7%		12.6%		13.1%		13.4%

As described on the following pages, consolidated results for the quarters and years ended December 31, 2009 and 2008 include non-recurring items, restructuring and other charges.

### Restructuring and Non-recurring Items

Consolidated operating profit for the quarters and years ended December 31, 2009 and 2008 includes restructuring and other charges as follows:

	Quarter Ended December 31, (Unaudited)		Decem	Ended nber 31, udited)		
(Millions)		009	 008	 009		2008
Otis	\$	27	\$ 10	\$ 158	\$	21
Carrier <sup>1</sup>		71	49	210		140
UTC Fire & Security		5	30	112		63
Pratt & Whitney <sup>2</sup>		13	33	190		116
Hamilton Sundstrand		19	13	88		16
Sikorsky		-	-	7		-
Eliminations and other <sup>3</sup>		-	1	62		1
General corporate expenses			 	3_		
Total Restructuring and Other Charges <sup>1</sup>	\$	135	\$ 136	\$ 830	\$	357

<sup>&</sup>lt;sup>1</sup> Approximately \$23 million and \$39 million of the total amount of restructuring and other charges incurred at Carrier in the quarter and year ended December 31, 2009, respectively, resides in other income, net which is reflected within revenues.

Consolidated results for the quarters and years ended December 31, 2009 and 2008 include the following non-recurring items:

#### Q4-2009

Carrier: Approximately \$27 million of gains related to divestiture activity.

#### Q3-2009

**Carrier:** Approximately \$57 million gain recognized from the contribution of the majority of Carrier's U.S. residential sales and distribution business into a new venture formed with Watsco, Inc.

<sup>&</sup>lt;sup>2</sup> Total restructuring and other charges incurred at Pratt & Whitney in the year ended December 31, 2009 include \$51 million of charges recorded in the quarter ended September 30, 2009 that relate to reserves established in connection with the announced plans to close its Connecticut Airfoil Repair Operations facility in East Hartford, Connecticut and its engine overhaul facility in Cheshire, Connecticut. Litigation is pending in U.S. District Court in Hartford, Connecticut concerning whether the planned closures comply with the terms of Pratt & Whitney's collective bargaining agreement with the International Association of Machinists.

<sup>&</sup>lt;sup>3</sup> Total restructuring and other charges incurred in the year ended December 31, 2009 primarily reflects the impact of a curtailment of our domestic pension plans during the quarter ended September 30, 2009.

**Eliminations and other:** Approximately \$17 million of favorable pretax interest adjustments related to global tax examination activity in the quarter, primarily reflecting the completion of our review of the 2004 to 2005 Internal Revenue Service (IRS) audit report.

**Income Taxes:** Favorable income tax adjustments of approximately \$38 million based on global examination activity in the quarter, including completion of our review of the 2004 to 2005 IRS audit report.

**Income Taxes:** Approximately \$32 million adverse tax impact associated with a foreign reorganization.

#### **Q2-2009**

Otis: Approximately \$52 million non-cash, non-taxable gain recognized on the remeasurement to fair value of a previously held equity interest in a joint venture resulting from the purchase of a controlling interest.

### Q1-2009

**Income Taxes:** Favorable tax impact of approximately \$25 million related to the formation of a commercial venture.

#### Q4-2008

**Carrier:** Approximately \$67 million gain from the contribution of a business into a new venture operating in the Middle East and the Commonwealth of Independent States.

**Hamilton Sundstrand:** Approximately \$25 million gain on the completion of a divestiture of a business.

**Eliminations and other:** Approximately \$38 million gain from the sale of marketable securities and an approximately \$12 million favorable pretax interest adjustment related to settlement of disputed adjustments from the 2000 through 2003 examination with the Appeals Division of the IRS.

**Income Taxes:** Favorable income tax adjustments of approximately \$62 million related to settlement of disputed adjustments from the 2000 through 2003 examination with the Appeals Division of the IRS.

#### O3-2008

Pratt & Whitney: Approximately \$37 million non-cash gain on a partial sale of an investment.

The following page provides segment revenues, operating profits and operating profit margins as adjusted for restructuring and other charges, and the aforementioned non-recurring items. Management believes these adjusted results more accurately portray the ongoing operational performance and fundamentals of the underlying businesses. The amounts and timing of restructuring and other charges and non-recurring activity can vary substantially from period to period with no assurances of comparable activity or amounts being incurred in future periods. The \$830 million of restructuring and other charges in 2009 is significantly in excess of that incurred in prior years and reflects the severity of the current global recession. These amounts have therefore been adjusted out in the following schedule in order to provide a more representative comparison of current year operating performance to prior year performance.

# Segment Revenues and Operating Profit Adjusted for Restructuring and Other Charges and Non-Recurring Items (as reflected on the previous page)

	Quarter Ended December 31,		Year Ended December 31,					
		(Una	udited	<del>l</del> )		(Una	udited	d)(b
(Millions)		2009		2008		2009		2008
Adjusted Revenues								
Otis	\$	3,200	\$	3,243	\$	11,727	\$	12,949
Carrier		2,815		3,195		11,368		14,877
UTC Fire & Security		1,532		1,502		5,531		6,462
Pratt & Whitney		3,255		3,587		12,577		14,004
Hamilton Sundstrand		1,416		1,539		5,599		6,182
Sikorsky		1,947		1,600		6,318		5,368
Adjusted Segment Revenues	-	14,165		14,666	-	53,120		59,842
Eliminations and other		(69)		(38)		(314)		(264)
Adjusted Consolidated Revenues	\$	14,096	\$	14,628	\$	52,806	\$	59,578
Adjusted Operating Profit								
Otis	\$	704	\$	588	\$	2,553	\$	2,498
Carrier	,	190	•	142	Ψ	866	Ψ	1,389
UTC Fire & Security		201		177		605		605
Pratt & Whitney		501		553		2,025		2,201
Hamilton Sundstrand		250		292		945		1,090
Sikorsky		202		152		615		478
Adjusted Segment Operating Profit		2,048	-	1,904		7,609		8,261
Eliminations and other		(25)		5		(122)		(50)
General corporate expenses		(108)		(112)		(345)		(408)
Adjusted Consolidated Operating Profit	\$	1,915	\$	1,797	\$	7,142	\$	7,803
Adjusted Segment Operating Profit Margin								
Otis		22.0%		18.1%		21.8%		19.3%
Carrier		6.7%		4.4%		7.6%		9.3%
UTC Fire & Security		13.1%		11.8%		10.9%		9.4%
Pratt & Whitney		15.4%		15.4%		16.1%		15.7%
Hamilton Sundstrand		17.7%		19.0%		16.1%		17.6%
Sikorsky		10.4%		9.5%		9.7%		8.9%
Adjusted Segment Operating Profit Margin		14.5%		13.0%		14.3%		13.8%

# **Condensed Consolidated Balance Sheet**

	December 31, 2009	D	ecember 31, 2008	
(Millions)	(Unaudited)	(	Jnaudited)	
Assets	-			
Cash and cash equivalents	\$ 4,449	\$	4,327	
Accounts receivable, net	8,469		9,480	
Inventories and contracts in progress, net	7,509		8,340	
Other assets, current	2,767		2,320	
Total Current Assets	23,194		24,467	
Fixed assets, net	6,364		6,348	
Goodwill, net	16,298		15,363	
Intangible assets, net	3,538		3,443	
Other assets	6,368		7,216	
Total Assets	\$ 55,762	\$	56,837	
Liabilities and Equity				
Short-term debt	\$ 1,487	\$	2,139	
Accounts payable	4,634		5,594	
Accrued liabilities	11,792		12,069	
Total Current Liabilities	17,913		19,802	
Long-term debt	8,257		9,337	
Other liabilities	8,204		10,772	
Total Liabilities	34,374		39,911	
Redeemable noncontrolling interest	389		245	
Shareowners' Equity:				
Common Stock	11,565		10,979	
Treasury Stock	(15,408)		(14,316)	
Retained earnings	27,396		25,034	
Accumulated other comprehensive loss	(3,487)		(5,934)	
Total Shareowners' Equity	20,066		15,763	
Noncontrolling interest	933	<del></del>	918	
Total Equity	20,999	***************************************	16,681	
<b>Total Liabilities and Equity</b>	\$ 55,762	\$	56,837	
Debt Ratios:				
Debt to total capitalization	32%		41%	
Net debt to net capitalization	20%		30%	

See accompanying Notes to Condensed Consolidated Financial Statements.

# **Condensed Consolidated Statement of Cash Flows**

	Quarter Ended December 31,			Year Ended December 31,				
		(Unaudited)					auditec	<u>i)</u>
(Millions)		09		2008		2009		2008
Operating Activities								
Net income attributable to common shareowners	\$	1,073	\$	1,145	\$	3,829	\$	4,689
Noncontrolling interest in subsidiaries' earnings	<del>- · · · .</del>	96		84		350		364
Net income		1,169		1,229		4,179		5,053
Adjustments to reconcile net income to net cash flows provided by operating activities:								
Depreciation and amortization		333		350		1,258		1,321
Deferred income tax provision		415		188		451		45
Stock compensation cost		43		50		153		211
Changes in working capital		781		460		1,065		(230)
Global pension contributions		(637)		(135)		(1,270)		(193)
Other operating activities, net		(629)		(122)		(483)		(46)
Net Cash Provided by Operating Activities		1,475		2,020		5,353		6,161
Investing Activities								
Capital expenditures		(325)		(406)		(826)		(1,216)
Acquisitions and disposal of businesses, net		(95)		(477)		(545)		(915)
Other investing activities, net		47		(263)		267		(205)
Net Cash Used in Investing Activities		(373)		(1,146)		(1,104)		(2,336)
Financing Activities								
(Decrease) increase in borrowings, net		(700)		1,039		(1,737)		2,291
Dividends paid on Common Stock		(338)		(341)		(1,356)		(1,210)
Repurchase of Common Stock		(320)		(690)		(1,100)		(3,160)
Other financing activities, net		75		(10)		2		(159)
Net Cash Used in Financing Activities	(1	,283)		(2)		(4,191)		(2,238)
Effect of foreign exchange rates		(2)		(160)		64		(164)
Net (decrease) increase in cash and cash equivalents	(	(183)		712		122		1,423
Cash and cash equivalents - beginning of period	4	,632		3,615		4,327		2,904
Cash and cash equivalents - end of period	\$ 4	,449	\$	4,327	\$	4,449	\$	4,327

See accompanying Notes to Condensed Consolidated Financial Statements.

# Free Cash Flow Reconciliation

(Millions)		ed December 31, udited)
	2009	2008
Net income attributable to common shareowners Noncontrolling interest in subsidiaries' earnings	\$ 1,073	\$ 1,145
Net income	1,169	1,229
Depreciation and amortization	333	350
Changes in working capital Other	781 (808)	460 (19)
Cash flow from operating activities	1,475	2,020
Cash flow from operating activities as a percentage of net income attributable to common shareowners  Capital expenditures	137 % (325)	176 % (406)
Capital expenditures as a percentage of net income attributable to common shareowners	(30) %	
Free cash flow	\$ 1,150	\$ 1,614
Free cash flow as a percentage of net income attributable to common shareowners	%	
(Millions)	Year Ended I (Unau	,
	2009	2008

(Millions)	Year Ended D (Unaud	. ,
	2009	2008
Net income attributable to common shareowners	\$ 3,829	\$ 4,689
Noncontrolling interest in subsidiaries' earnings	350	364
Net income	4,179	5,053
Depreciation and amortization	1,258	1,321
Changes in working capital	1,065	(230)
Other	(1,149)	17
Cash flow from operating activities	5,353	6,161
Cash flow from operating activities as a percentage of net income attributable to common shareowners	140 %	131 %
Capital expenditures	(826)	(1,216)
Capital expenditures as a percentage of net income attributable to common shareowners	(22) %	(26) %
Free cash flow	\$ 4,527	\$ 4,945
Free cash flow as a percentage of net income attributable to common shareowners	118 %	105 %

Free cash flow, which represents cash flow from operations less capital expenditures, is the principal cash performance measure used by the Company. Management believes free cash flow provides a relevant measure of liquidity and a useful basis for assessing the Corporation's ability to fund its activities, including the financing of acquisitions, debt service, repurchases of the Corporation's Common Stock and distribution of earnings to shareholders. Others that use the term free cash flow may calculate it differently. The reconciliation of net cash flow provided by operating activities, prepared in accordance with Generally Accepted Accounting Principles, to free cash flow is above.

## **Notes to Condensed Consolidated Financial Statements**

Certain reclassifications have been made to the prior year amounts to conform to the current year presentation of noncontrolling interests and collaborative arrangements as required by the Consolidation and Distinguishing Liabilities from Equity Topics and the Collaborative Arrangements Topic. respectively, of the FASB Accounting Standards Codification ("FASB ASC"). Effective January 1, 2009, we adopted the provisions under the Consolidation Topic and Distinguishing Liabilities from Equity Topic as it relates to the accounting for noncontrolling interests in consolidated financial statements, both of which were applied retrospectively to all periods presented. Such provisions of the Consolidation Topic include a requirement that the carrying value of noncontrolling interest (previously referred to as minority interest) be removed from the mezzanine section of the balance sheet and reclassified as equity, unless it is subject to the provisions of the Distinguishing Liabilities from Equity Topic; and consolidated net income to be recast to include net income attributable to the noncontrolling interest. The Distinguishing Liabilities from Equity Topic requires certain noncontrolling interests where the company is subject to a put option under which it may be required to purchase an interest in a consolidated subsidiary from the noncontrolling interest holder to be recorded at the greater of redemption value or noncontrolling interest carrying value within the mezzanine section of the balance sheet.

The Collaborative Arrangements Topic, which we adopted as of January 1, 2009, has been applied retrospectively to all prior periods presented for all collaborative arrangements existing as of the effective date. The Collaborative Arrangements Topic requires that participants in a collaborative arrangement report costs incurred and revenues generated from these transactions on a gross basis and in the appropriate line item in each company's financial statement. Under this Topic, revenues were increased approximately \$213 million and \$271 million for the quarters ended December 31, 2009 and 2008 and \$801 million and \$1,076 million for the years ended December 31, 2009 and 2008, respectively, with an offsetting increase to cost of sales to reflect the collaborators' share of revenues on a gross basis. Additionally, both accounts receivable and accounts payable were increased by \$368 million as of December 31, 2008 in order to reflect the amounts owed to our collaborative partners for their share of revenues on a gross basis.

- (2) 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.
- (3) Organic growth represents the total reported 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 2009 include an approximately \$57 million gain recognized from the contribution of the majority of Carrier's U.S. residential sales and distribution business into a new venture formed with Watsco, Inc., approximately \$52 million related to a non-cash, non-taxable gain recognized on the remeasurement to fair value of a previously held equity interest in a joint venture as a result of the purchase of a controlling interest, approximately \$17 million of favorable pretax interest adjustments related to global tax examination activity during the year, primarily reflecting the completion of our review of the 2004 to 2005 Internal Revenue Service (IRS) audit report and approximately \$27 million of gains related to divestiture activity at Carrier. Not included within organic growth for 2008 is an approximately \$67 million gain from the contribution of a business into a new venture operating in the Middle East and the Commonwealth of Independent States, an approximately \$25 million gain on the completion of a divestiture of a business at Hamilton Sundstrand, an approximately \$37 million non-cash gain on a partial sale of an investment at Pratt & Whitney, an approximately \$38 million gain from

the sale of marketable securities, and approximately \$12 million of favorable pretax interest adjustments related to settlement of disputed adjustments resulting from the 2000 through 2003 examination with the Appeals Division of the IRS.