

## OVERVIEW, SIZE AND SCOPE

World's largest company in the manufacture, installation and service of elevators, escalators and moving walkways. Wholly owned subsidiary of United Technologies Corporation.



Approximately 2.4 million Otis elevators and escalators in operation worldwide



Approximately 60,000 employees, with 53,000 outside the United States



More than 1.7 million elevators and escalators serviced by Otis worldwide



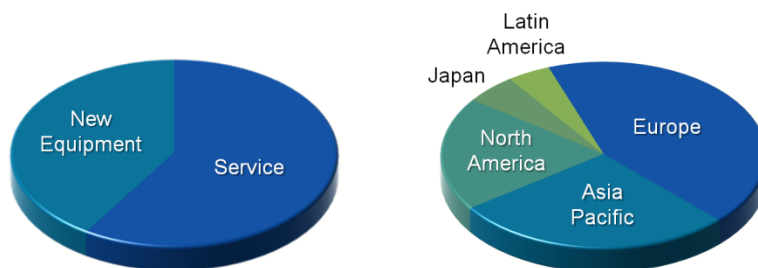
Products offered in more than 200 countries and territories



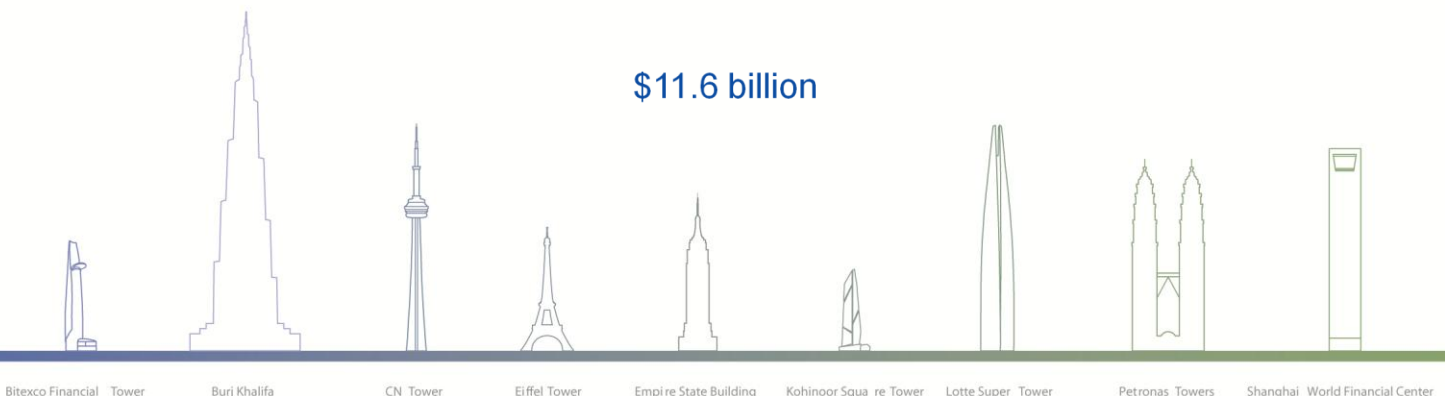
Major manufacturing facilities in the Americas, Europe and Asia

## REVENUES

US \$11.6 billion in 2010, of which 80 percent was generated outside the United States.



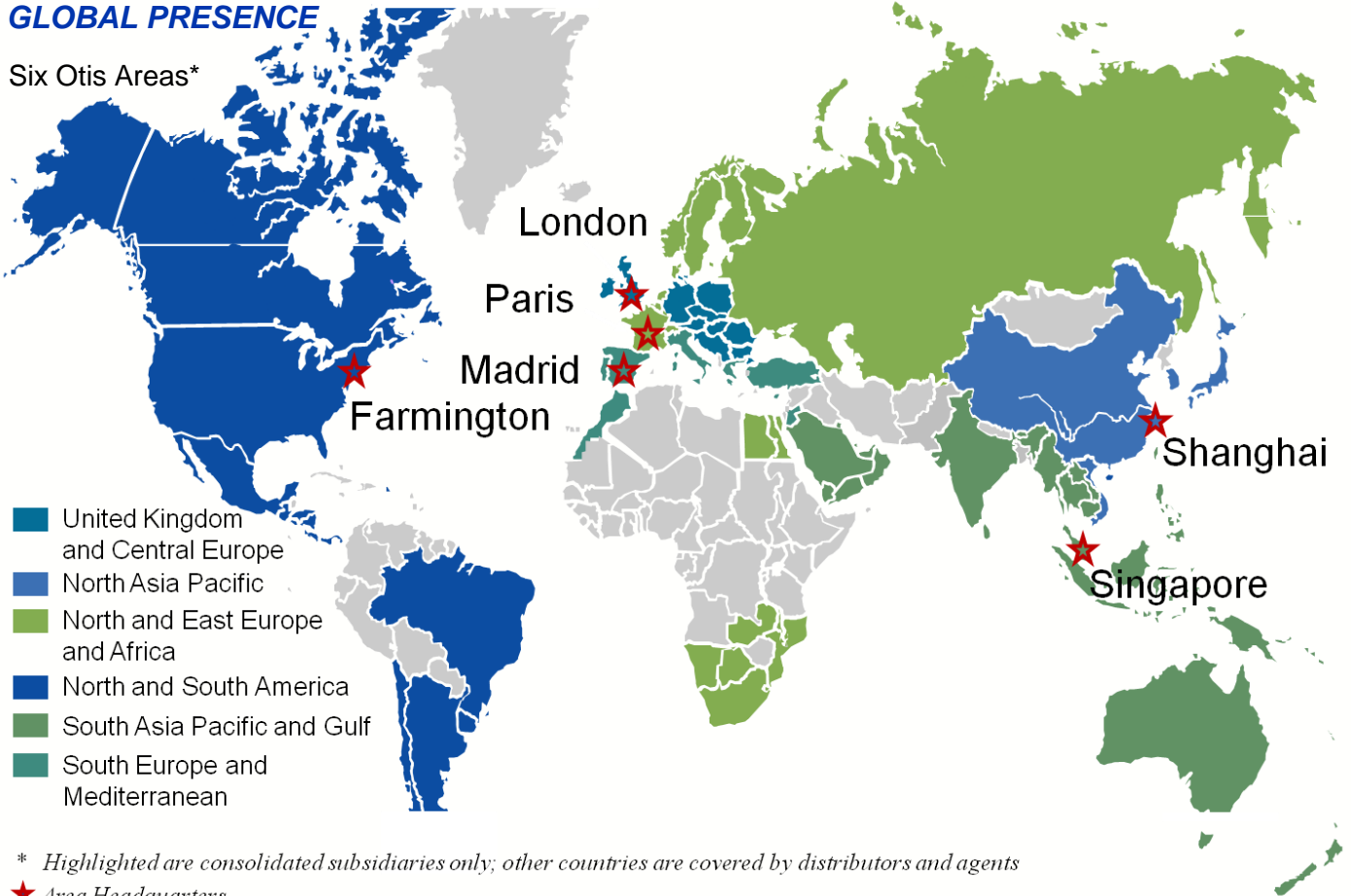
**\$11.6 billion**



Bitexco Financial Tower    Burj Khalifa    CN Tower    Eiffel Tower    Empire State Building    Kohinoor Square Tower    Lotte Super Tower    Petronas Towers    Shanghai World Financial Center

## GLOBAL PRESENCE

Six Otis Areas\*



\* Highlighted are consolidated subsidiaries only; other countries are covered by distributors and agents

★ Area Headquarters

### NORTH AND SOUTH AMERICA (NSAA)

i.e., United States, Canada, Mexico, Guatemala, El Salvador, Honduras, Costa Rica, Nicaragua, Panama, Chile, Brazil, Uruguay and Argentina

### NORTH AND EAST EUROPE AND AFRICA (NEEA)

i.e., France, Azerbaijan, Belgium, Netherlands, Luxembourg, Egypt, Commonwealth of Independent States (former Soviet Republic), Estonia, Latvia, Lithuania; Denmark, Finland, Norway, Sweden, Russia, Southern Africa, Switzerland, Ukraine

### NORTH ASIA PACIFIC (NAPA)

i.e., China, Japan, South Korea, Vietnam

### SOUTH ASIA PACIFIC AND GULF (SAPA)

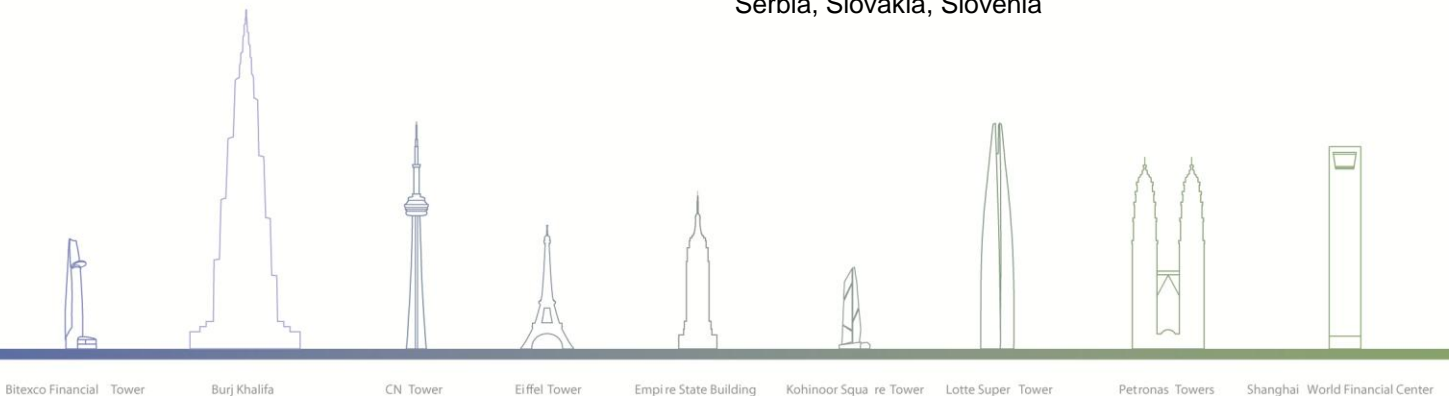
i.e., Hong Kong, Australia, Bahrain, India, Indonesia, Kuwait, Malaysia, Macau, New Zealand, Oman, Papua - New Guinea, the Philippines, Qatar, Saudi Arabia, Singapore, Sri Lanka, Taiwan, Thailand, United Arab Emirates, Yemen

### SOUTH EUROPE AND MEDITERRANEAN (SEMA)

i.e., Spain, Cyprus, Greece, Italy, Jordan, Lebanon, Morocco, Portugal, Turkey

### UNITED KINGDOM AND CENTRAL EUROPE (UCEA)

i.e., United Kingdom, Austria, Bulgaria, Croatia, Czech Republic, Germany, Hungary, Ireland, Poland, Romania, Serbia, Slovakia, Slovenia



## ICONIC BUILDINGS

### Americas



CN Tower,  
Toronto



Empire State Building,  
New York



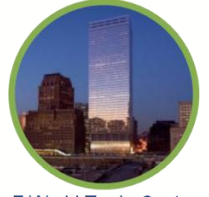
John Hancock,  
Chicago



The Luxor,  
Las Vegas

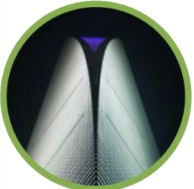


Christ the Redeemer,  
Rio de Janeiro



7 World Trade Center,  
New York

### Asia



Shanghai World  
Financial Center, China



Burj Khalifa,  
United Arab Emirates



Incheon Airport,  
Korea



Bitexco Financial Tower,  
Vietnam



Petronas Towers,  
Malaysia



Kohinoor Square,  
India

### Europe



London  
Underground,  
U.K.



Eiffel Tower,  
France



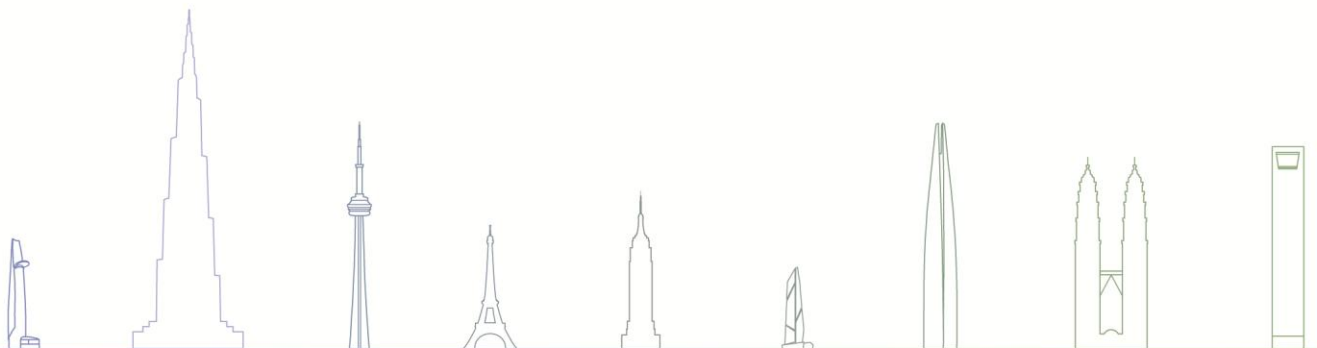
Tour Granite,  
France



Vatican, Italy



Sony Center, Germany



## ELEVATORS, ESCALATORS AND MOVING WALKWAYS

Advanced elevator technology to provide customised solutions for a full range of applications from low-, mid- and high-rise commercial, residential and infrastructure projects to the tallest building in the world.



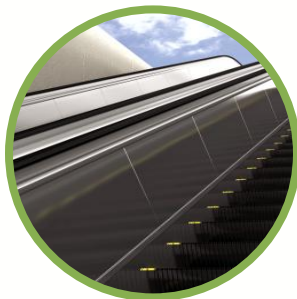
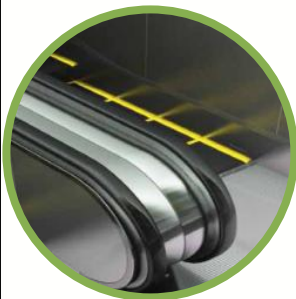
Gen2™ elevator provides sustainability, architectural flexibility and outstanding ride quality. Available in both machine room-less or mini-machine room, heavy duties and high speeds.



Compass™ destination management system provides personalised elevator service while improving system performance



Double deck and high speed elevators. Unsurpassed performance for demanding projects.



Escalators and Trav-O-Lator™ moving walkways for public and commercial applications



Sustainable features: smarter operations with ReGen Drives, power monitoring, highly efficient lubrication systems

## SERVICE AND MODERNISATION



The REM™ monitoring system combined with our customer-focused Otis Elite™ service program provides customers optimal reliability and faster response time



The EMS Panorama™ elevator management system enables improved building management



Otis has the world's largest network of branch offices and service centers



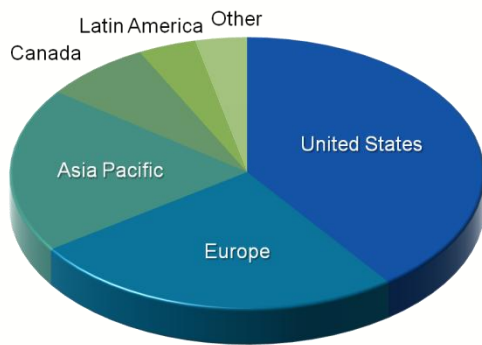
Innovative technologies and an extensive product line to improve performance, aesthetics and reliability of elevator systems



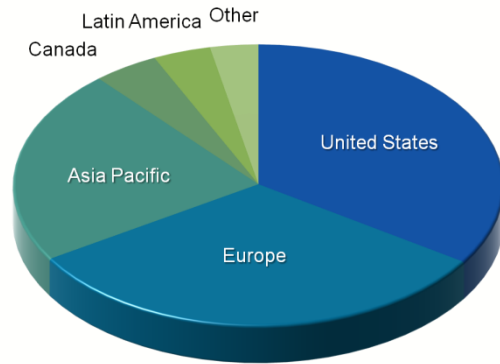
The advantages of Gen2 technology can be applied to building modernisations to reduce overall energy consumption while improving reliability, and performance

## UNITED TECHNOLOGIES CORPORATION (UTC)

Based in Connecticut, USA, UTC is a diversified company providing high technology products and services to the global aerospace and building industries.



\$54 billion



208,200 employees



**Otis Elevator Company**  
Elevators, escalators, moving walkways



**Carrier Corporation**  
Air conditioning, refrigerating, heating, ventilation and HVAC systems and products



**UTC Fire & Security**  
Electronic security, fire protection products and services



**UTC Power**  
Fuel cell systems, for on-site, transportation, space and defense applications



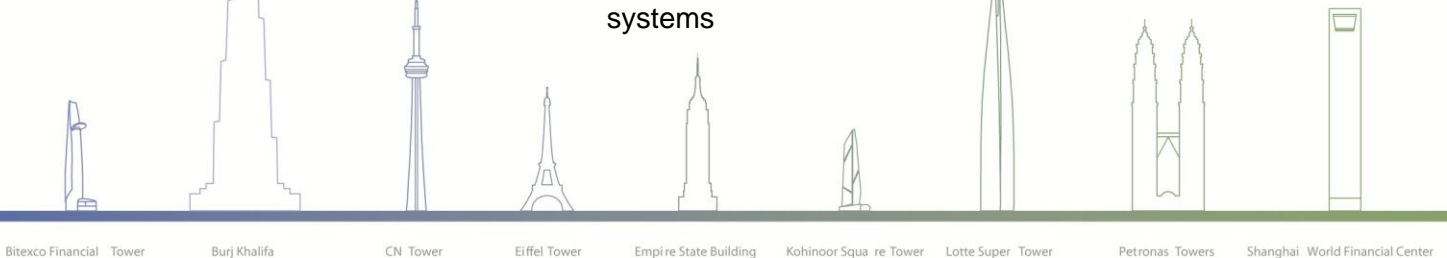
**Hamilton Sundstrand**  
Aerospace systems, components, space suits, industrial products



**Pratt & Whitney**  
Aircraft engines, gas turbines and space propulsion systems



**Sikorsky**  
Military, industrial and commercial helicopters



## OTIS MILESTONES

1853

Elisha Graves Otis founds the company in Yonkers, NY

1900

Introduce escalator at the World's Fair in Paris

1925

Install first "memory" control system

1948

Introduce automatic elevator system

Introduce REM™

1988

Introduce OTISLINE™

1983

Introduce Elevonic™ 101

1979

Became a wholly owned subsidiary of UTC

1976

1989

Introduce Elevonic™ 411 & Elevonic™ 311

1993

Release Otis 2000 elevator line in Europe

1994

Introduce Otis 506 NCE escalator

2000

Launch Gen2™ elevator system

Introduce The Way to Green™

2010

Introduce Otis Elite™ Service

2009

Introduce Compass™ Destination Management and ReGen™

2005

Introduce EMS Panorama™

2004



Bitexco Financial Tower

Burj Khalifa

CN Tower

Eiffel Tower

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Lotte Super Tower

Petronas Towers

Shanghai World Financial Center