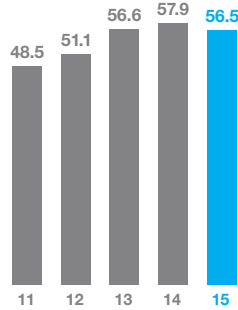


# At a Glance

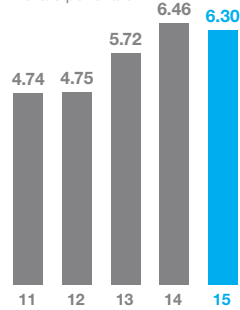
## Financials

United Technologies provides high-technology products and services for the aerospace and commercial building industries worldwide. In 2015 UTC adjusted net sales were \$56.5 billion.<sup>1</sup>

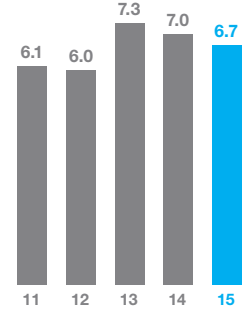
**Adjusted net sales<sup>1,2</sup>**  
Dollars in billions



**Adjusted diluted earnings per common share from continuing operations<sup>1,2</sup>**  
Dollars per share



**Cash flow from operations<sup>2</sup>**  
Dollars in billions



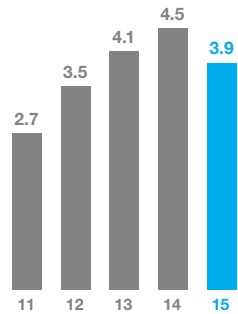
1 Adjusted net sales and adjusted diluted earnings per common share from continuing operations are non-GAAP financial measures. For the corresponding measures calculated in accordance with generally accepted accounting principles (GAAP) and a reconciliation of the differences between the non-GAAP and GAAP measures, please refer to page 73 in this Annual Report.

2 Amounts presented for 2011 to 2014 have been restated to reflect results from continuing operations consistent with 2015 presentation. Refer to the financial section, which begins on page 11, for additional information.

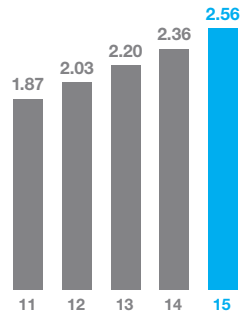
3 Amounts include company- and customer-funded research and development.

4 The increase in the 2012 debt-to-capitalization ratio reflects debt issuances to finance the Goodrich acquisition.

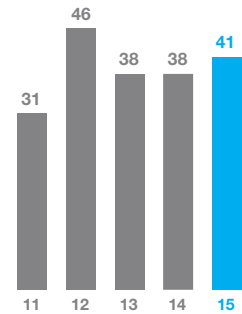
**Research and development<sup>2,3</sup>**  
Dollars in billions



**Dividends paid per common share**  
Dollars per share



**Debt to capital<sup>2,4</sup>**  
Percent

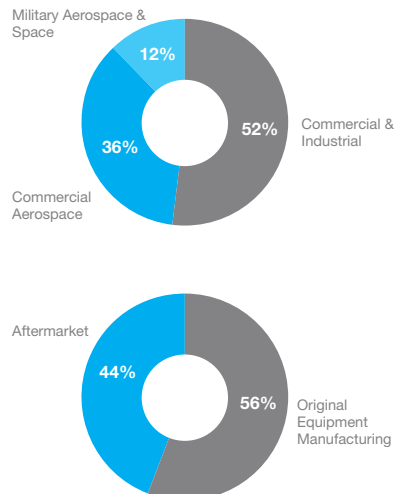


## Businesses in Balance

UTC's portfolio is balanced across customer segments, markets and geographies.

**Net sales by type**

as a percent of total net sales



**Net sales by geography**

as a percent of total net sales

