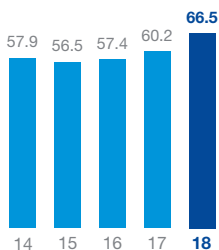


Financials at a Glance

United Technologies provides high-technology products and services to the aerospace and commercial building industries worldwide. In 2018 UTC net sales were \$66.5 billion.

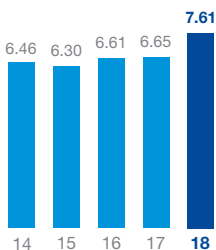
Adjusted net sales¹

(dollars in billions)



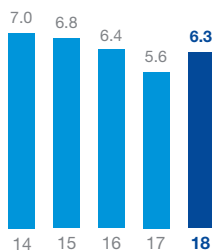
Adjusted diluted earnings per common share from continuing operations¹

(dollars per share)



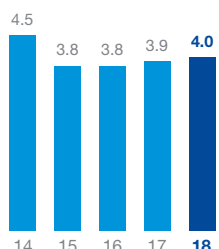
Cash flow from operations

(dollars in billions)



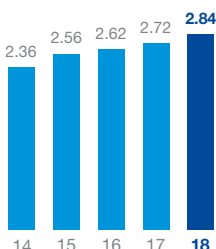
Research and development²

(dollars in billions)



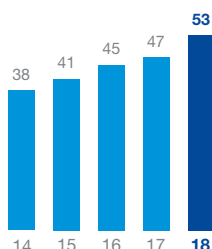
Dividends paid per common share

(dollars per share)



Debt to capital³

(percent)



¹ See page 77 for additional information regarding these non-GAAP measures.

² Amounts include company- and customer-funded research and development. Prior year amounts have been revised to reflect the adoption of ASU 2017-07, Compensation-Retirement Benefits (Topic 715), Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost.

³ The increase in the 2018 debt to capitalization ratio primarily reflects additional borrowings in 2018 used to finance the acquisition of Rockwell Collins as well as the acquisition of Rockwell Collins' outstanding debt.

United Technologies Corp. is a global leader in the aerospace and building industries. Our aerospace businesses — Collins Aerospace Systems and Pratt & Whitney — are redefining the future of flight with next-generation aircraft engines and integrated systems and components. Our commercial businesses — Carrier and Otis — are pioneering intelligent building solutions and services that keep people more productive, secure and on the move, more comfortably and sustainably.

Our company was founded by some of the world's greatest inventors. Through the imagination and spirit of our 240,000 employees, we are continuing their legacy of innovation, focused on delivering unsurpassed value to our customers.

To learn more, visit www.utc.com.

◀ About the cover: Danielle Grolman, senior engineer, exemplifies United Technologies' long and storied legacy of innovation. She is one of more than 35,000 scientists and engineers working across the company to develop new and better solutions for our customers.

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