

# EMERGING MARKETS

CHINA/INDIA



## HOW DO YOU PARTICIPATE IN THE WORLD'S FASTEST GROWING ECONOMIES?



**By establishing an early presence in emerging markets and working in partnership for mutual benefit. We hire and promote from the local workforce, establish in-country manufacturing facilities, develop local supply chains and adapt technology to meet the needs of a global customer base.**

### GAINING CUSTOMERS AND EXPANDING CAPABILITIES

Our commercial businesses have announced major new facilities in China and India. In China, Carrier expanded its manufacturing scale and commercial sustainability offering with the acquisition of a controlling interest in Shandong Fuerda Air Conditioner Equipment Co. Ltd., a leader in the water source and geothermal heat pump product segment. Otis chose fast-growing Chongqing as the site of its sixth elevator factory in the country.

In India, Carrier expanded its commercial offering and manufacturing capabilities by localizing its global air-cooled chiller platform in the Gurgaon facility with the production of high-efficiency AquaThrust 30XA chillers to serve the fast-growing Indian market. Carrier's Transcold business is helping India improve the quality and safety of transporting perishables. Also in India, Otis broke ground on a major expansion of its Bangalore elevator factory, which is set to be completed in 2012.

The International Finance Center, foreground, is among Shanghai's most prominent landmarks. The skyscrapers are equipped with Carrier chillers, heat pumps, airside equipment and controls.





In Kohinoor Square, a state-of-the-art office complex under construction in Mumbai, India, Otis will install 63 units, including energy-efficient Gen2 elevators. Kohinoor Square is being built to LEED Platinum certification, which will make it one of the greenest complexes in the world.

### TACKLING SOME OF THE WORLD'S LARGEST BUILDING PROJECTS

Otis is providing energy-efficient products and solutions to some of the world's newest, tallest and greenest buildings. Among them is Kohinoor Square in Mumbai, India. In addition to elevators and escalators, Otis will install its Compass destination management system, which improves building traffic flow, and its EMS Panorama advanced elevator management system, which enables building staff to manage a

full-range of elevator functions from any computer with an Internet connection.

In China, Otis will supply and install 700 energy-efficient elevators with ReGen drives for an immense social housing reconstruction project in Jiangsu. It is one of Otis' largest wins in the country. The project will provide elevator service to 16,000 units of housing.

### HELPING BUILD NEW, GLOBAL AVIATION HUBS

During the year, Pratt & Whitney expanded a production facility for its Aerotech Manufacturing Co. Ltd. in Chengdu, China. It will manufacture a selection of engine hardware, including parts for the PurePower PW1000G engine family. Pratt & Whitney Aerotech Manufacturing Co. Ltd. is a joint venture of Pratt & Whitney, Chengdu Engine Group Corporation and Aviation Industries of China.

The first fully assembled Sikorsky S-92 cabin built in India was completed in Hyderabad in October 2011 and shipped to the United States for final assembly. In 2009, Sikorsky formed both a supplier relationship with Tata Advanced Systems Ltd. — which builds the cabins — and a joint venture to manufacture aerospace components. These relationships with the Tata Sons subsidiary are representative of the steps Sikorsky is taking to localize production.



The Aerotech Manufacturing facility in Chengdu, China, will manufacture engine parts for the PurePower PW1000G engine family.



### GREEN NOTES

Carrier launched its *Green Shoots* program in Asia in 2011 to support primary school education in rural areas, improve local communities and promote sustainable social development. At the end of the year, 15 schools in six countries across Asia were participating in *Green Shoots*.