



GO BEYOND

PRATT & WHITNEY CANADA

NEW TECHNOLOGIES AND P&WC INNOVATIONS NOW AT THE SERVICE OF HUMANITARIAN AVIATION
10th GLOBAL HUMANITARIAN AVIATION CONFERENCE
OCTOBER 24, 2018

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PRATT & WHITNEY CANADA

A UNITED TECHNOLOGIES COMPANY



More than 75%
of fixed-wing aircraft used
for humanitarian flights are
P&WC-powered

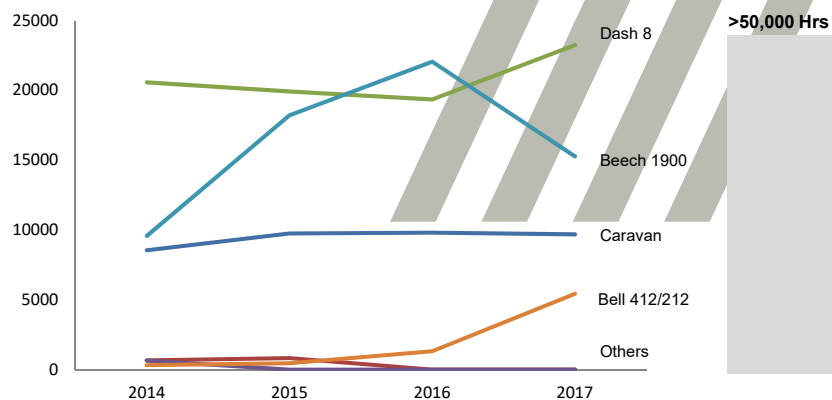
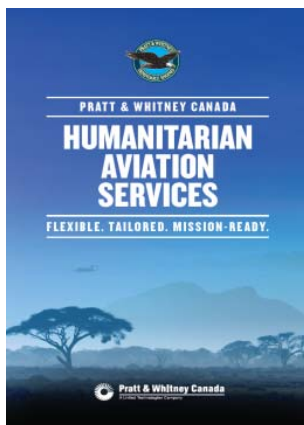


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Source: Fleet Analyzer, P&WC

P&WC HUMANITARIAN AVIATION SERVICE PROGRAM

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY



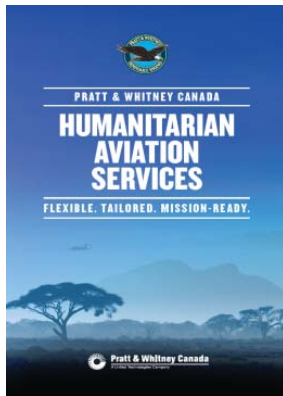
>50,000 hours in 2017 across various P&WC Powered platforms

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P&WC HUMANITARIAN AVIATION SERVICE PROGRAM

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY



P&WCSMART Humanitarian

Up to \$ 50K and 40% LLP discount
SMART exchange
Fleet rejuvenation

Oil Analysis Technology

Free enrollment

FAST Solution

Enrollment program support

MRT Humanitarian Hours Bank

100 annual MRT hours pool
@ LL50%
Remote base MRT

Humanitarian Engine & APU M&O

2 annual operators' M&O included

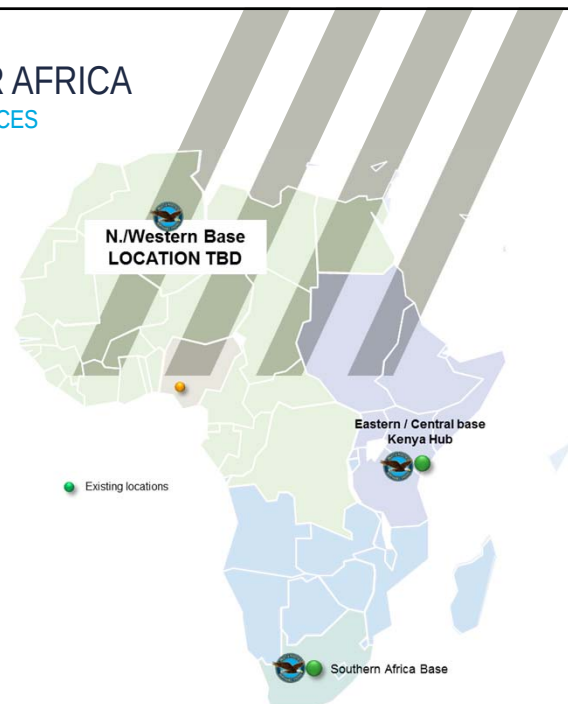
Comprehensive program providing higher value to the humanitarian aviation community

* As per P&WCSMART program applicability details
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P&WC NEW SUPPORT STRUCTURE FOR AFRICA

INCREASING LOCAL PRESENCE AND DEPLOYING NEW SERVICES



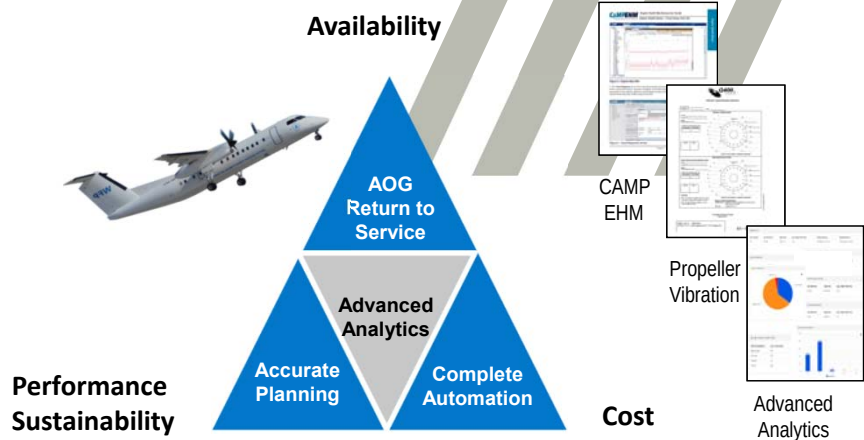
PRATT AND WHITNEY CANADA DIGITAL ENGINE SOLUTIONS

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P&WC FAST: TECHNOLOGY AT THE SERVICE HUMANITARIAN AVIATION

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY



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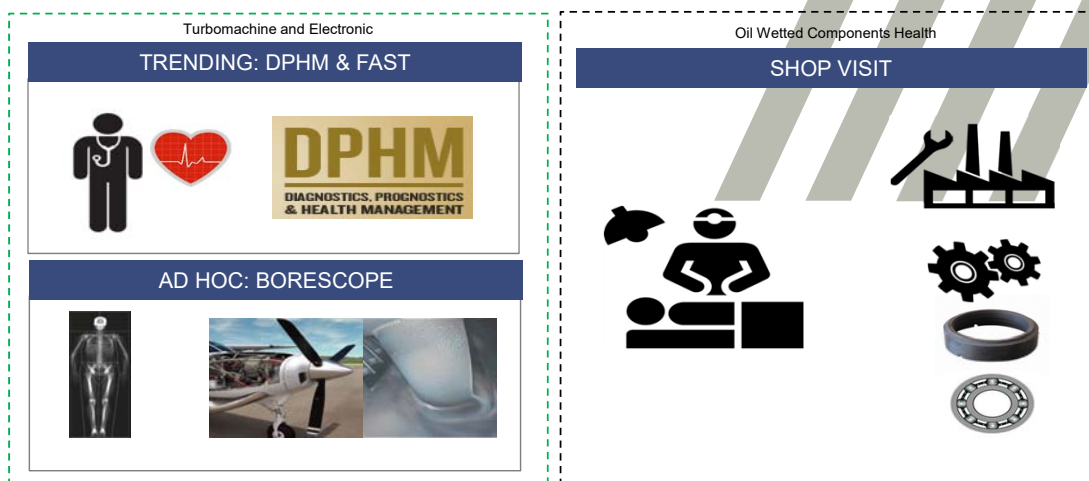
PRATT AND WHITNEY CANADA DIGITAL ENGINE SOLUTIONS

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P&WC OIL TECHNOLOGY: MAINTENANCE DECISION OF THE FUTURE

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY



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P&WC OIL TECHNOLOGY: MAINTENANCE DECISION OF THE FUTURE

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

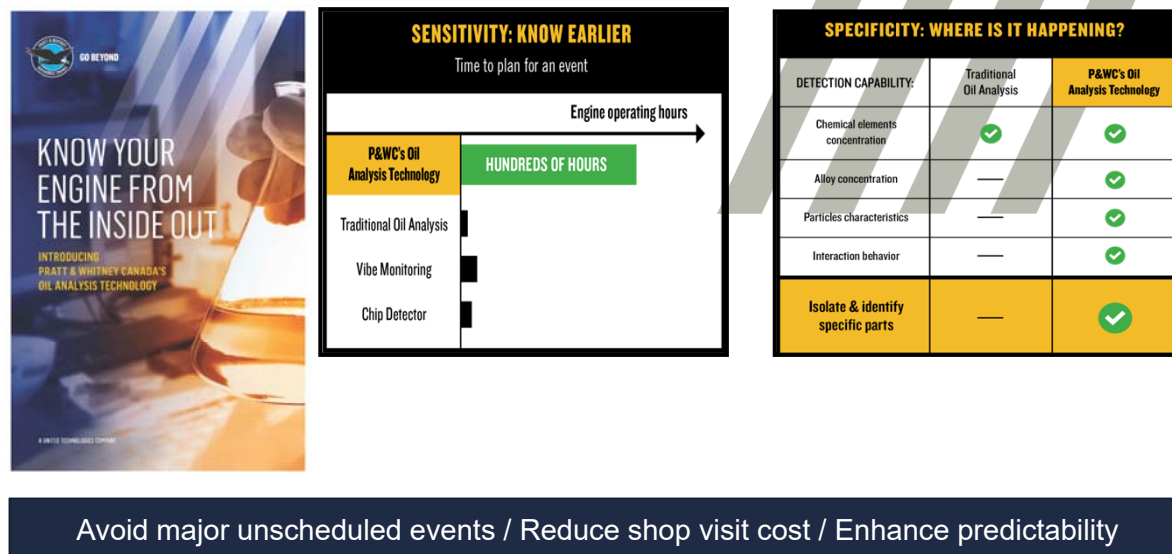


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P&WC OIL TECHNOLOGY: MAINTENANCE DECISION OF THE FUTURE

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY



P&WC NEW TAILORED SOLUTIONS

INCREASING LOCAL PRESENCE AND DEPLOYING NEW SERVICES



Utilization: 800 EFH/ Year	
Subscription Fee	\$15,000 / Engine / year
Min. Subscription Period	4 Years
Rental	Included Emergency & Scheduled (Up to 90 Days/Engine)
MRT Services:	
On-wing H.S.I.	Included
Borescope (400 EFH)	Included
Fuel Nozzle Flow Check	Included
Maint. & Scheduled review	Included Yearly Review

Kenya Hub Caravan:
New In-Region "On-Wing" subscription package

P&WC NEW TAILORED SOLUTIONS

INCREASING LOCAL PRESENCE AND DEPLOYING NEW SERVICES



Current Solutions:

- Fleet Enhancement Program (FEP)
- P&WCSMART - HSI Capped Program

Exploring New Solutions:

- SMART Lease
- Engines Sale & Lease-Back
- SMART Maintenance Programs (additional)
- Aircraft Re-Marketing Support
- Lessor Re-positioning Support Program



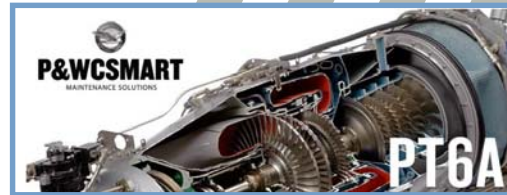
Re-thinking engine lease solution for mature Aircraft

P&WCSMART ENGINE SOLUTIONS*

HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY



- ✓ HOT SECTION PARTS CAPPED COST PROGRAM
- ✓ OVERHAUL PARTS CAPPED COST PROGRAM
- ✓ FLAT RATE ENGINE EXCHANGE PROGRAM
- ✓ DISCOUNTED FLEET ENHANCEMENT PROGRAM
- ✓ Q100 LIFE-EXTENSION AIRCRAFT INCENTIVE



- ✓ FLAT RATE ENGINE EXCHANGE PROGRAM
- ✓ FLAT RATE OVERHAUL PROGRAM
- ✓ KING AIR 200 ENGINE UPGRADE

P&WCSMART: Competitive engine maintenance solution

* Effective per model applicability and/or availability as per P&WCSMART Program details
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ENGINE SERVICE SOLUTIONS

GROWING NUMBER OF TAILORED SERVICES



Engine services with options tailored for humanitarian aviation

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