

INNOVATION IN HUMANITARIAN AVIATION

Global Humanitarian Aviation Conference & Exhibition 2021

PRESENTATION TITLE—MANAGE FOR ALL SLIDE FOOTERS WITH INSERT > HEADER & FOOTER

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GO BEYOND

INNOVATION IN HUMANITARIAN AVIATION

GLOBAL HUMANITARIAN AVIATION CONFERENCE & EXHIBITION 2021

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EXPORT CLASSIFICATION



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TRANSFORMING THE FUTURE OF FLIGHT

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OUR EXPERIENCE AND ENGINE RELIABILITY

920M+
COMBINED
OPERATING HOURS

103K+
ENGINES
PRODUCED

63K+
ENGINES IN
SERVICE

15,000+
OPERATORS

188M+
PW100 HOURS

395M+
PT6A HOURS



PT6A IS THE ONLY ENGINE TO ACHIEVE SINGLE-ENGINE IFR FOR PASSENGER REVENUE SERVICE

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HYBRID-ELECTRIC INNOVATION

Hybrid-electric propulsion systems have considerable potential to optimize engine performance and bring improvements in fuel efficiency and emissions.

- Integration into De Havilland Canada Dash 8-100 flight demonstrator.
- Advanced electric motor & controller from Collins Aerospace.
- ~ 30% greater fuel efficiency compared to today's turboprops: 2024 flight testing target

We recently announced a **\$163 million** project – supported by the governments of Canada and Quebec – to develop a regional aircraft-scale hybrid electric demonstrator.

This is a rapidly developing field, and we are evaluating how these hybrid-concepts can be applied across different aircraft segments, from general aviation, to helicopters, to single-aisle aircraft.

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PT6 TURBOPROP MILESTONES

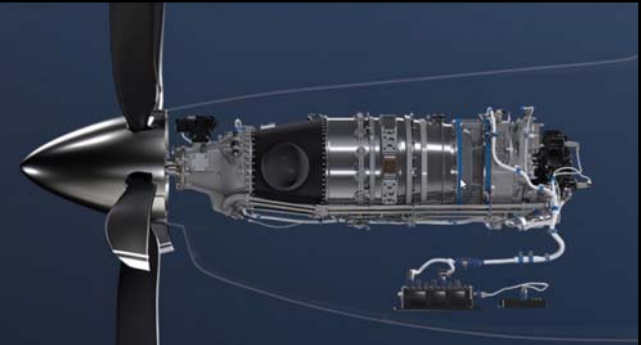
INDUSTRY LEADERSHIP

50K

PT6A
ENGINES
DELIVERED

IN 50 YEARS





100

PT6E
ENGINES
DELIVERED

IN 18 MONTHS*
(as of March 2021)

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CARBON OFFSET SERVICE





First carbon offset program from an engine OEM

Available simply and seamlessly through ESP™



Every hour flown represents up to 2.5 metric tons of CO₂ offset



P&WC has collaborated with South Pole, a globally recognized third-party carbon offset provider

<https://www.pwc.ca/carbon-offset-service>

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HUMANITARIAN AVIATION UNIQUE CHALLENGES AND NEEDS SUPPORTING THE HUMANITARIAN COMMUNITY



Countries where either UNHCR or UNHAs, or both operate

Remote Locations Operations



Harsh Environment Conditions



Operating Cost Predictability

>75% Of fixed-wing aircraft operating in humanitarian mission P&WC powered

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INCREASING PRESENCE IN AFRICA GROWING NETWORK OF SERVICE CENTERS & FIELD SERVICES

Network of Service Centers & Field Services

- New Mobile Repair Team (MRT) – bases launched supporting 3,000 in service engines
- 100+ Operator visits recently
- New local training programs
- Enhanced in-region asset availability (engines & parts)

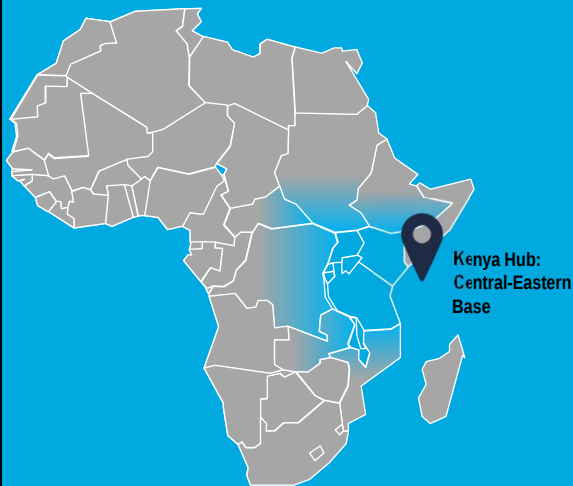
Increasing local presence to support aircraft availability & provide local solutions



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AFTERMARKET INNOVATION



“We continue to innovate our customer service model & approach to provide tailored services that increase engine availability by addressing specific business and operational requirements.”

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INNOVATIVE & FLEXIBLE SOLUTIONS



Maximize availability

Enhancing Asset Value

Enhance performance and operational efficiency

Optimize maintenance planning

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SPARE ENGINE SOLUTIONS

TAILORED SOLUTIONS FOR YOUR OPERATIONS

Alternative, flexible spare engine and APU solutions that allow you to:

- ✓ Reduce cost of ownership and manage budgets
- ✓ Prioritize your capital and grow your business
- ✓ Maximize return on investment
- ✓ Extend the life of your aircraft through flexible options

1,000+ Largest P&WC Rental Engine Pool

Lease an engine or APU with the peace of mind that P&WC has you covered

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Exclusive access to the latest-configuration spare engines for 12 months or more.



Engines for all P&WC-powered aircraft: regional airlines, corporate jets, helicopters & PT6A operators.



Competitive pricing that includes an hourly rate and a fixed monthly lease rate.



No minimum flying hours.



Coverage for scheduled maintenance including HSI and overhaul and access to the Global Service Network.



Can be integrated with an engine OEM maintenance program.

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PORTFOLIO OF OFFERINGS

ALTERNATIVE SPARE ENGINE SOLUTIONS



LONG TERM LEASE

P&WC leases you a latest-configuration spare engine for 12 months or longer.

You pay a competitive hourly flying rate and a fixed monthly rate – with no hourly minimums.



ON-WING LEASE

P&WC provides a leased engine that matches your aircraft operating horizon and we can also purchase your engine at market price in some cases.

The engine remains on wing during the lease term.



LEASE TO OWN

P&WC leases you a new engine over a term of up to 18 months allowing you to pay for the engine over the course of the term.

The title is transferred to you at the end of the term.



AFRICA IN-REGION AVAILABILITY SUBSCRIPTION PROGRAM – PT6A-114A

A simple, cost-effective way to ensure access to a locally available rental engine and P&WC's mobile repair team (MRT) for on-wing support, parts, maintenance and forecasting.

pwc.ca/spare-engine-solutions

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LONG TERM LEASING SOLUTION

LONG TERM LEASE

LONG TERM LEASE OVERVIEW

Solutions that enable you to prioritize your capital through leasing an engine instead of buying

- Coverage for off-wing scheduled maintenance and access to P&WC's Global Service Network
- Option to integrate with a maintenance program for added coverage and services
- No minimum hourly charges
- Lease terms of 12 months or longer
- No requirements to have an engine core in the shop

Hourly Rate

+

Monthly Rate

Based on mission type & current P&WC maintenance rates
Lease rate factor (% of leased engine price)

Long term leases are available across all engine models

SHORT TERM RENTAL

SHORT TERM RENTALS OVERVIEW

Ideal solution to keep you flying while an engine is in the shop for servicing.

- Rental duration runs approximately 50-90 days.
- Monthly minimums of 75 hours apply to all engine models.
- Additional charges apply if no core is in the shop.

Hourly Rate

+

Daily Rate

Short term rentals are available across all engine models

VERSUS

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ON-WING LEASING OVERVIEW

A SOLUTION TO EXTEND THE AIRCRAFT LIFECYCLE

Our **On-Wing Lease** is a cost-effective way to extend the flying life of your aircraft with a P&WC engine on wing.

HOW IT WORKS

- P&WC can purchase your existing engine – so you have cash upfront -- and provide you with a leased engine that will remain on wing.
- Alternatively, you can keep your existing engine and we will lease you a serviceable engine.
- This solution differs from a long-term lease in that the engine is not a spare.
- You pay the hours you fly and a monthly charge based on the lease rate factor.

WHAT ARE THE ADVANTAGES?

- You keep flying your aircraft while aligning your expenses with your operational horizon.
- The engine title stays with P&WC, giving you the benefit of scheduled maintenance (HSI & overhaul), service bulletin updates and access to our Global Service Network.

Aircraft/Engine Lifecycle

Introduction Growth Maturity Product Extension Decline

— On Wing Lease — Without

New Mid-Life End-Of-Life Part-Out

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LEASE TO OWN

A NEW OPTION FOR P&WC ENGINE OWNERSHIP

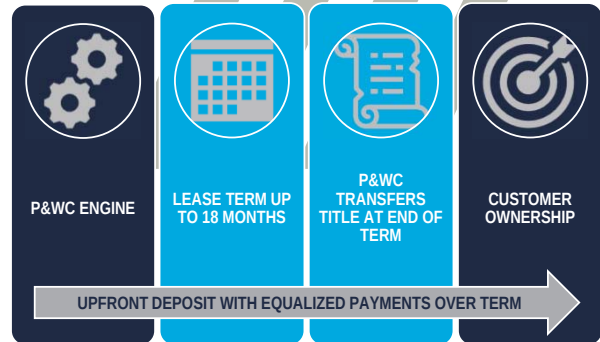
Our **Lease to Own** solution provides a flexible alternative model for engine ownership by enabling customers to purchase a P&WC engine with a down payment and equalized payments over a period of up to 18 months.

IDEAL FOR CUSTOMERS WHO:

- Need to continue flying while making smaller payments over time toward engine ownership.
- Equalized monthly payments allow you to better plan your operating expenses.
- Want to reduce upfront capital expenditures
- Want access to the largest global engine pool of P&WC engines

HOW IT WORKS

- You sign a lease and title transfer agreement and provide an initial deposit, then a P&WC engine is delivered to you
- Each month you pay an equalized payment, based on the published price, for a term of up to 18 months
- At the end of the lease period, the engine title is transferred to you



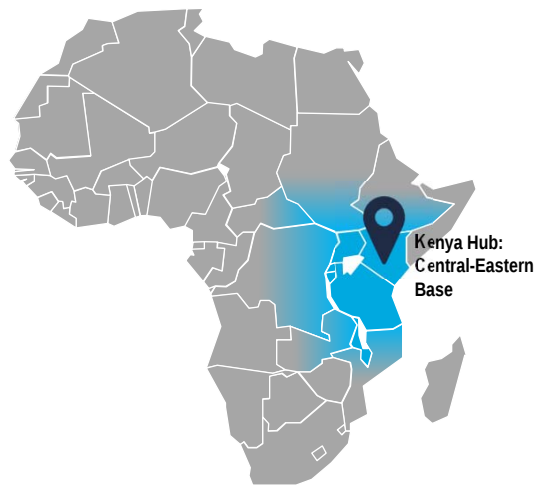
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AFRICA IN-REGION AVAILABILITY SUBSCRIPTION PROGRAM

PT6A-114A-POWERED AIRCRAFT



MAXIMIZING AVAILABILITY OF YOUR PT6A-114A-POWERED AIRCRAFT

A simple, cost-effective way to access a locally available replacement rental engine and mobile repair team (MRT) support, while optimizing logistics and in-country availability.



Exclusive access to locally positioned spare engine and MRT support



Reduced downtime and accelerated return to service



Minimizing costs and logistical challenges during scheduled or unscheduled shop visits

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ENABLE FULLY CONNECTED ENGINES & AIRCRAFT



Connected engines & Airframe through 4G network: FAST™



Innovative Health monitoring : OilAT Solutions



Advanced analytics & alerts for predictive & preventive health



Expert frontline support



Guided Customer Experience



Availability
Visibility
Predictability
Asset value

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THANK YOU



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