PRATT & WHITNEY CANADA
TAILRED OEM APPROACH IN SUPPORTING HUMANITARIAN AVIATION
10TH GLOBAL HUMANITARIAN AVIATION CONFERENCE
OCTOBER 24, 2018
SATHEESH KUMAR KUMARASINGAM
VP CUSTOMER SERVICE
PRATT & WHITNEY CANADA

A UNITED TECHNOLOGIES COMPANY
OUR EXTENSIVE EXPERIENCE

- **845M+** P&WC Hours
- **103K+** Engines Produced
- **63K+** Engines in Service
- **13,500+** Different Operators
- **188M+** PW100 Hours
- **395M+** PT6A Hours

PT6A only engine to achieve single-engine IFR for passenger revenue service

HUMANITARIAN AVIATION UNIQUE CHALLENGES AND NEEDS

P&WC LISTENING TO THE HUMANITARIAN COMMUNITY

- Remote Locations Operations
- Harsh Environment Conditions
- Operating Cost Predictability

> 75% of fixed-wing aircraft operating in humanitarian mission P&WC powered
P&WC-WFP COLLABORATION
COOPERATION FOR SAFE HUMANITARIAN MISSION SUCCESS

Safety Promotion & Training
Emergency Readiness support
Operators Support / Tailored Solutions

WFP / P&WC extensive collaboration in support of humanitarian effort and operators
INCREASING PRESENCE IN AFRICA
GROWING NETWORK OF SERVICE CENTERS AND FIELD SERVICES

New mobile repair (MRT) bases launched
100+ operator visits recently
New local training programs
Enhanced in-region asset availability (engines and parts)

Increasing local presence to support aircraft availability & provide local solutions

HARSH ENVIRONMENT SUPPORT
TAILORED SUPPORT FOR OPERATOR IN DIFFICULT ENVIRONMENTS

Enhanced PW150A (Q400) harsh environment package*
Up to 30% extra credit over current program
Significant increase in eligible parts

Enhanced commercial support for operators in harsh environments

*Ref: STI PW150-05
DIGITAL ENGINE SOLUTIONS
MAKING ENGINES MORE INTELLIGENT AND MAINTENANCE MORE PREDICTIVE

P&WC Digital Engine Services

Digital solutions with options tailored for humanitarian aviation

ENGINE SERVICE SOLUTIONS
GROWING NUMBER OF TAILORED SERVICES

Engine services with options tailored for humanitarian aviation
P&W HUMANITARIAN AVIATION SERVICE PROGRAM
HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

Comprehensive program providing higher value to the humanitarian aviation community

* As per P&WCSMART program applicability details

THANK YOU

> 50,000 hours on P&W engines last year