



GO BEYOND

PRATT & WHITNEY CANADA

TAILORED OEM APPROACH IN SUPPORTING HUMANITARIAN AVIATION
10TH GLOBAL HUMANITARIAN AVIATION CONFERENCE
OCTOBER 24, 2018

SATHEESHKUMAR KUMARASINGAM
VP CUSTOMER SERVICE
PRATT & WHITNEY CANADA

A UNITED TECHNOLOGIES COMPANY

PRATT AND WHITNEY CANADA 100K

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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

MEDIA BRIEFING NBAA-BACE 2018

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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

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P&WC-WFP COLLABORATION COOPERATION FOR SAFE HUMANITARIAN MISSION SUCCESS

Safety Promotion
& Training

Emergency
Readiness support

Operators Support /
Tailored Solutions



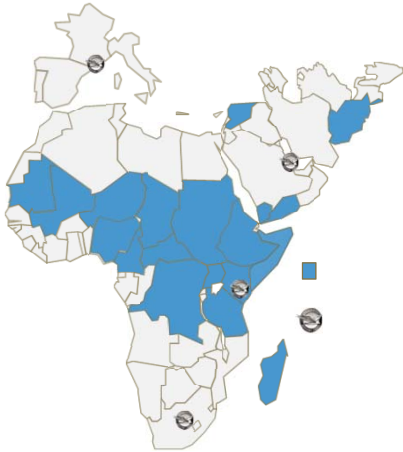
WFP / P&WC extensive collaboration in support of humanitarian effort and operators

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INCREASING PRESENCE IN AFRICA

GROWING NETWORK OF SERVICE CENTERS AND FIELD SERVICES

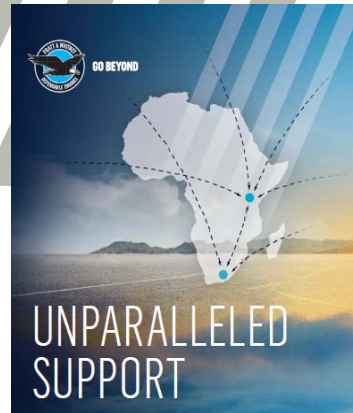


New mobile repair (MRT) bases launched

100+ operator visits recently

New local training programs

Enhanced in-region asset availability (engines and parts)



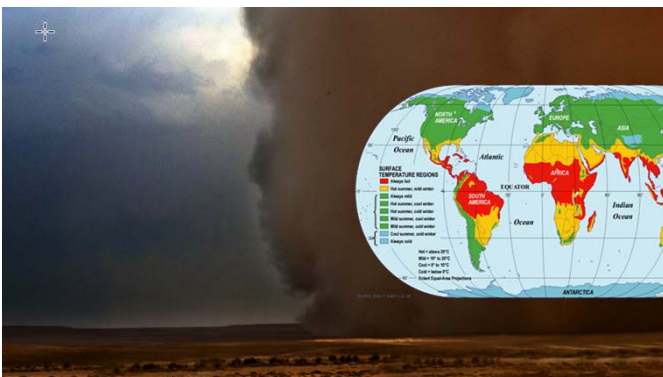
Increasing local presence to support aircraft availability & provide local solutions

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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: SIL PW150-05

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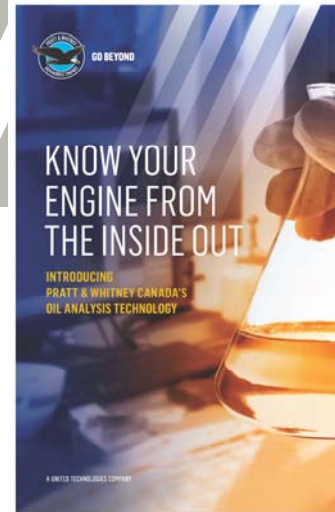
DIGITAL ENGINE SOLUTIONS

MAKING ENGINES MORE INTELLIGENT AND MAINTENANCE MORE PREDICTIVE



P&WC Digital Engine Services

Digital solutions with options tailored for humanitarian aviation



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ENGINE SERVICE SOLUTIONS

GROWING NUMBER OF TAILORED SERVICES



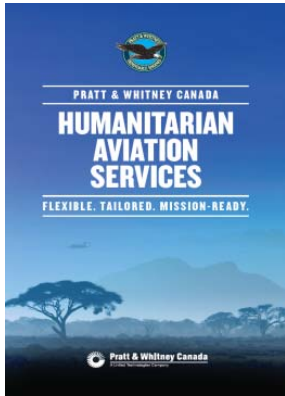
Engine services with options tailored for humanitarian aviation

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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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THANK YOU



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



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Optional contact information