



GO BEYOND

CORPORATE JET INVESTOR 2019

NOVEMBER 13, 2019

A UNITED TECHNOLOGIES COMPANY

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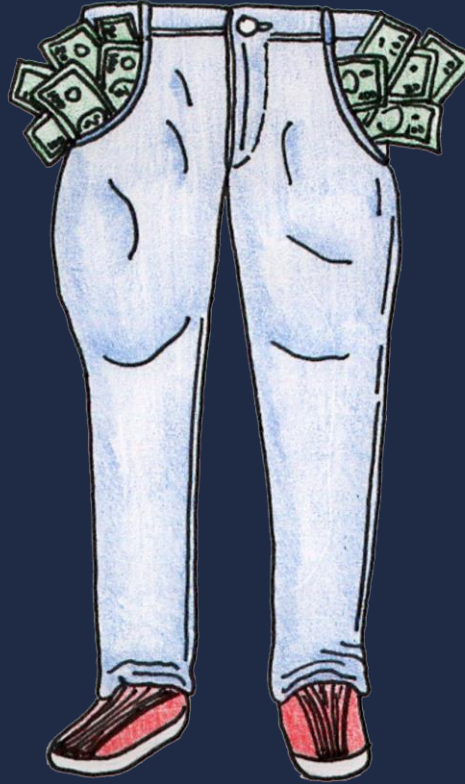
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HOW HAS THE LANDSCAPE FOR ENGINE PROGRAMS CHANGED OVER THE LAST 20 YEARS?

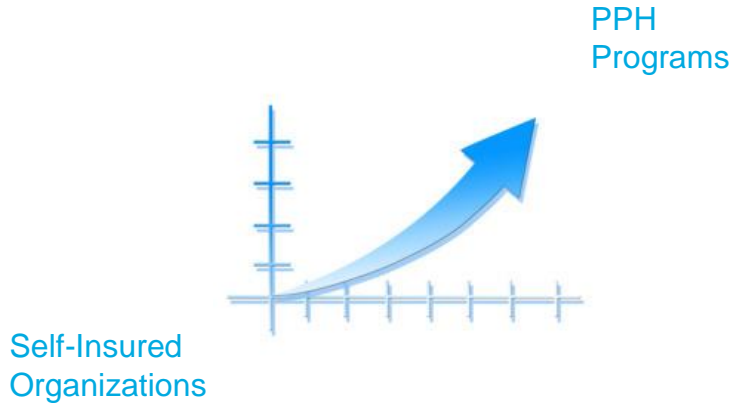


TOP FORTUNE COMPANIES 20 YEARS AGO ... WE SELF INSURE



THE INDUSTRY IS SHIFTING

ENGINE PROGRAMS ARE THE NEW NORM



In 2009, only one of the top five Fortune 500 companies' flight departments had their engines on a engine plan.

By 2015, four of the top five Fortune 500 companies' flight departments were embracing engine programs.

What changed?

A CHANGING BUSINESS JET LANDSCAPE

Hard-time to on-Condition



BUYER'S BEHAVIOR WITH PRE-OWNED AIRCRAFT



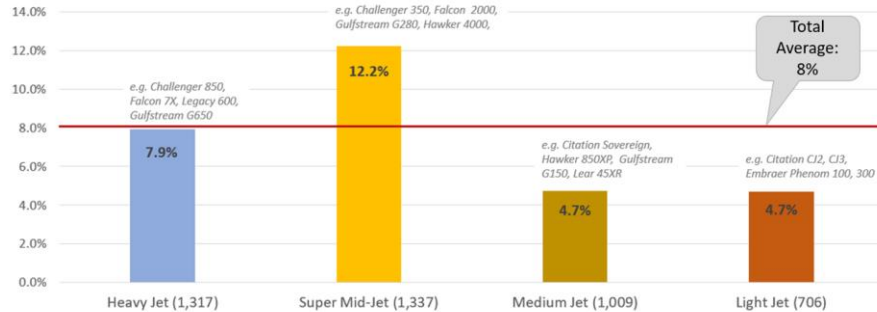
LENDERS' REQUIREMENTS



THE OUTCOME



Resale Value Difference: Aircraft on EMP vs No Program



Average increase of 8% in value across business jet market

New technologies combined with advanced EHM capabilities = significantly longer shop intervals

G500, 10K interval, 300 HRS utilization = 33 years

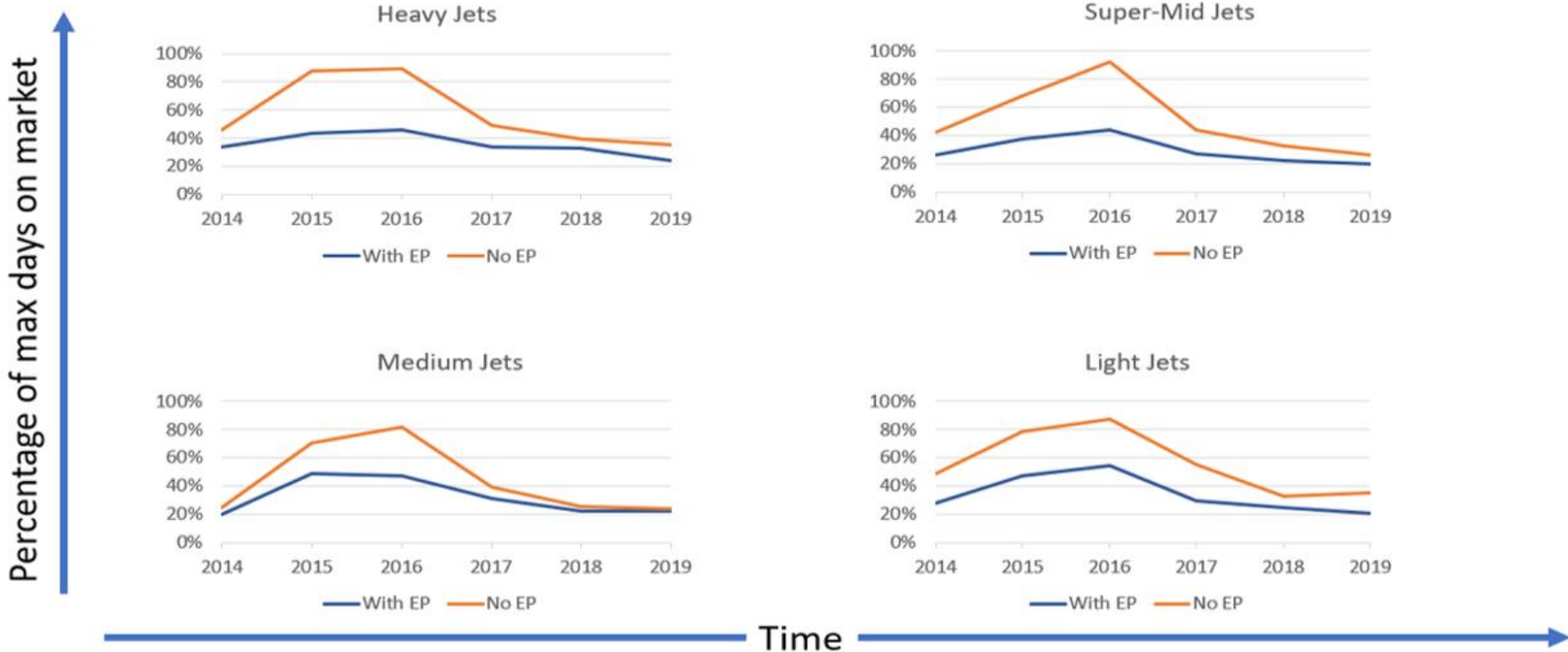
How many times will that aircraft sell before the shop visit?

Owners are now 3X more likely to realize the value of the engine program at market vs shop visit

Impact of Engine Programs on Days on Market;



Note 2015-2016 were down markets



19,000 transactions were reviewed, enabling us to draw some broad conclusions on Engine Programs and Days on Market

HOW DO ENGINE PROGRAMS AFFECT DISPATCH RELIABILITY?



CONNECTED ENGINE



ENGINE TRENDING

ENGINE TRENDING ALLOWS MORE ADVANCE NOTICE THAN EVER BEFORE



Tailored, cost-effective maintenance programs



Connected engines & aircraft: FAST™



Innovative health monitoring: Oil Analysis Solution



Advanced analytics & trending

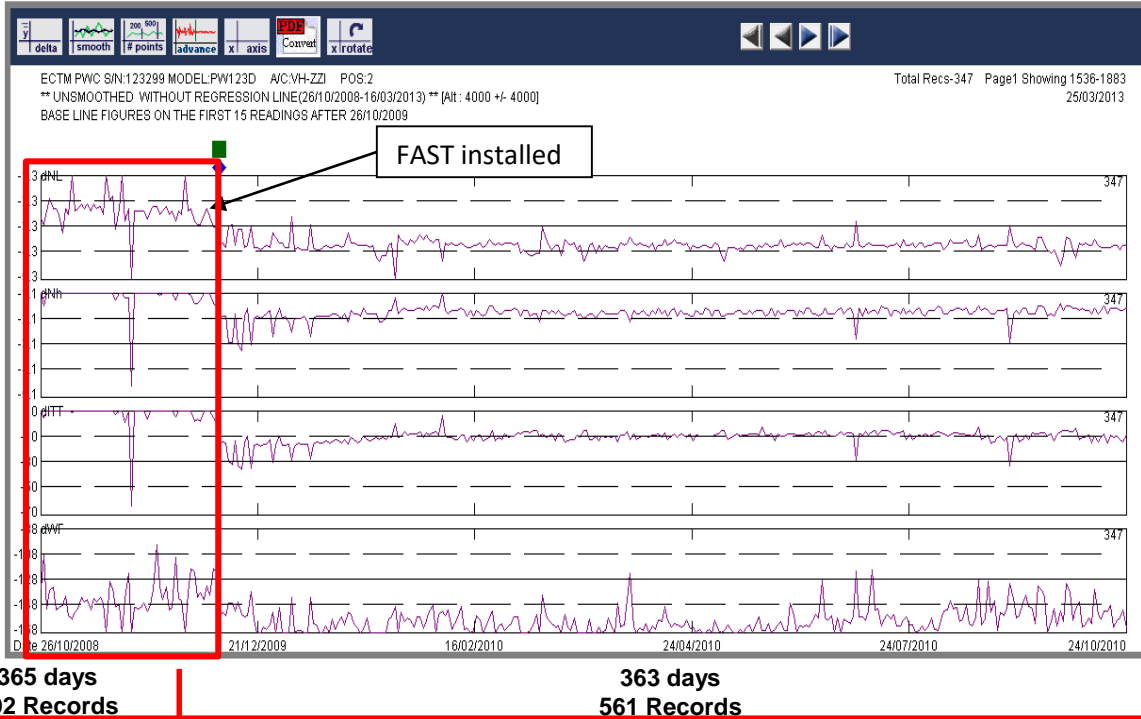


Expert frontline support 24/7



Keeping you flying

ENGINE HEALTH MONITORING



Manual Trending
Low data density
High variation
Difficult to trend

FAST™
Full Flight Data

Automated downloads transition unscheduled into scheduled maintenance

Enabling the capture and transmission of full flight intelligence within 15 minutes of engine shutdown so you can maximize aircraft availability, optimize maintenance planning and reduce operating costs.

The advertisement features a dark background with a hand holding a pen pointing at a digital display showing a line graph. The text is white and blue. At the top left is the P&W logo with 'GO BEYOND' to its right. Below that is the tagline 'PREVENTIVE, ACTIONABLE & WIRELESS'. The main title 'FAST SOLUTION' is written vertically in large letters. A sub-headline reads 'KNOW YOUR ENGINE FROM THE INSIDE OUT'. The body text describes the solution's benefits, followed by a list of features under the heading 'FAST Solution:'. At the bottom, it says 'TO LEARN MORE, VISIT PWC.CA/FAST' and 'A UNITED TECHNOLOGIES COMPANY'.

MOVING TOWARD 100% PLANNED MAINTENANCE

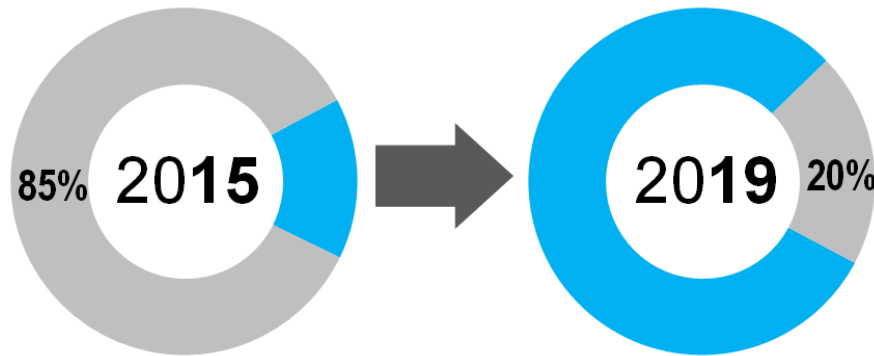
COMPREHENSIVE APPROACH



Unscheduled



Scheduled



Reduction in unscheduled events for specific key availability drivers for operators of PW307-powered aircraft

By assessing the data to identify possible events well in advance and arranging proactive maintenance – unplanned maintenance related to key availability drivers for our PW307 Eagle Service™ Plan (ESP™) operators has dropped from 85% to 20%.

Tim Swail

Vice President, Customer Programs, P&WC

THE END RESULT?

OEM ENGINE PROGRAMS OPTIMIZE DISPATCH RELIABILITY

PROTECTS ASSET VALUE

CREATES A MORE MARKETABLE ASSET

PEACE OF MIND ACROSS THE ENTIRE OWNERSHIP LIFECYCLE



QUESTIONS?