



## Pratt & Whitney Presence in China

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### Pratt & Whitney

36,000 employees worldwide

More than 11,000 customers in 195 countries

USD 14 billion in revenue and USD 1.6 billion in operating profit in 2012.

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### Pratt & Whitney in China

More than 1,200 employees

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### UTC

More than 4,000 locations in 71 countries

2012 sales were USD 57.7 billion

USD 3.8 billion invested on R&D worldwide

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### UTC in China

More than 21,000 employees

More than 350 locations, including more than 25 manufacturing facilities

More than 40 joint ventures

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### Pratt & Whitney History in China

1929: The Loening Air Yacht –powered by Pratt & Whitney's Hornet engine – provides mail service from Shanghai to Hankou

1973: First Boeing 707 powered by Pratt & Whitney engines and equipped with Hamilton Sundstrand systems to China

1996: First aviation joint venture established in China – Pratt & Whitney Chengdu Aerotech Manufacturing Co., Ltd.

1997: Xi'an Airfoil Technology Co. LTD. is established - a joint venture between Pratt & Whitney, Xi'an Aircraft Industry (Group) Co., Ltd. and BTI Israel.

1998: South Pratt & Whitney Aero-Engine Co., Ltd. is established - a joint venture between China Aviation Industry Corporation and Pratt & Whitney Canada.

2002: Pratt & Whitney Customer Training Center is established – a joint venture between United Technologies Far East Ltd. and the China Aviation Supplies Import & Export Group Corporation.

2009: Shanghai Pratt & Whitney Aircraft Maintenance Company opens. The facility is a joint venture between Pratt & Whitney and China Eastern Airlines.

Pratt & Whitney has had a significant presence in China since 1929, when the Loening Air Yacht – powered by Pratt & Whitney's Hornet engine – provided mail service from Shanghai to Hankou. Over the course of more than 80 years, Pratt & Whitney has established a proven track record of long-term business activities and partnerships within the Chinese aviation industry.

Today Pratt & Whitney employs more than 1,200 people in China, which continues to be a key growth market for the company's products and services. Pratt & Whitney is committed to expanding its operations in China and continues to explore opportunities to grow its presence and services within the country. Pratt & Whitney is part of United Technologies Corp. (NYSE: UTX)

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### Shanghai

- Pratt & Whitney Management (Shanghai) Co., Ltd. – Provides marketing, sourcing, human resources, finance support and corporate communications to Pratt & Whitney businesses in China. Every year, Pratt & Whitney spends tens of millions of dollars (USD) purchasing aviation parts and rotating critical parts in China.
- Shanghai Pratt & Whitney Aircraft Engine Maintenance Company – This joint venture between Pratt & Whitney and China Eastern Airlines became operational in September 2009. The state-of-the-art facility – the first LEED platinum facility in China and UTC – provides maintenance, repair and overhaul services for CFM56-3, -5B, -7B engines to customers in China and throughout the Asia Pacific region. It is playing a large role in Pratt & Whitney's presence as the industry's largest independent third party MRO provider for CFM56® overhauls.

CFM56 is a trademark of CFM International



Newly Expanded Plant of Chengdu Pratt & Whitney Aerotech Manufacturing Co. Ltd.

# Pratt & Whitney Presence in China

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## Beijing

- Pratt & Whitney China – Provides sales, marketing and customer services in mainland China, Hong Kong, Macau, Taiwan, Mongolia and Vietnam. Pratt & Whitney China has sales and marketing offices in both Beijing and Taipei and also set up 11 field offices in Shenyang, Beijing, Shanghai, Hangzhou, Guangzhou, Shenzhen, Macau, Hongkong, Taipei, Hanoi and Hochimin City.
- Pratt & Whitney China Customer Training Center – This joint venture, established in 2002 between United Technologies Far East Ltd. and the China Aviation Supplies Import & Export Group Corporation provides tailored customer technical training courses for customers based in Russia, Singapore, Thailand, Korea, China and more.
- In addition, Pratt & Whitney provides distribution services in Beijing to support all the airlines' needs for engine replacement materials in the region.

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## Zhuzhou

- South Pratt & Whitney Aero-Engine Company, Ltd. – This joint venture, established in 1988 between China Aviation Industry Corporation and Pratt & Whitney Canada, specializes in integrally bladed rotors (IBRs), impellers, light alloy cases and shafts.

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## Working To Build Libraries For Elementary Schools

- Pratt & Whitney and UTC's aerospace units partner with The Library Project to build libraries for elementary schools in the rural areas in China. In 2012, the program has completed donation of 100 libraries in 6 provinces and donated a total of 56,000 books that brought joy of reading to more than 23,000 students. In 2013, Pratt & Whitney together with UTC's aerospace units will continue building another 100 libraries in the rural areas.

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## Chengdu

- Pratt & Whitney Aerotech Manufacturing Co. Ltd. – This joint venture, established in 1996 between Pratt & Whitney, Chengdu Engine Company and Aviation Industry Corporation, produces aircraft engine parts such as compressor disks, combustors, aircraft environmental system accessories and high pressure compressor stators. In 2012, Pratt & Whitney Aerotech moved into the new facility with expanded capacities.

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## Xi'an

- Xi'an Airfoil Technology Co. Ltd. – This joint venture, established in 1997 between Pratt & Whitney, Xi'an Aircraft Industry (Group) Co., Ltd. and Airfoil Technology International, produces precision-forged and finish-machined compressor blades and vanes, fan blades forged structure parts for commercial aircraft engines and industrial gas turbines.

