

Le Bourget, 20 June 2013

## ATR: the best Paris Air Show in the company's history

**The aircraft manufacturer receives orders for a total of 173 aircraft  
The total amount of the contracts exceeds 4.1 billion dollars**

The 50<sup>th</sup> edition of the Paris Air Show was the best in the history of the Franco-Italian aircraft manufacturer ATR. Over the course of the week, the turboprop aircraft manufacturer announced orders for 173 planes, including 83 firm orders at the air show (see Table 1). The total value for these contracts exceeds 4.1 billion dollars (including 2 billion dollars in firm orders).

The success seen during the air show sets a new record for ATR's order book, which now comprises over 270 firm aircraft orders for an estimated 6.5 billion dollars. The current order book also ensures ATR's production until the end of 2016, and company recognition in the medium term. During the show, ATR announced orders from markets which have proved among the most promising in recent years: the aircraft leasing companies and Latin America.

The landmark order from Nordic Aviation Capital (NAC) for 91 ATR 72-600s (of which 36 are firm) confirms the great attractiveness of ATR to leasing companies. Alongside the NAC aircraft orders, are the five ATR 72-600 aircraft ordered by the U.S. lessor Air Lease Corporation (ALC). Since their first contracts for the purchase of the new ATR '-600' series, these two companies have renewed orders each year for new ATR -600s. Since 2010, leasing companies have shown renewed and growing interest in regional aircraft, notably for ATR '-600s': the latest product in the ATR aircraft family. These planes represent 75% of acquisitions of regional aircraft with less than 90 seats by leasing companies since 2010. Over the past three years, ATR has seen nearly 110 firm orders from lessors.

Latin America was also a significant client for ATR at the Paris Air Show. Twenty ATR 72-600s (including 10 firm aircraft orders) from HGI Aircraft Division for the Brazilian airline Passaredo Linhas Aéreas confirmed the great popularity of ATRs in Brazil, a market where the manufacturer has recorded firm orders for 59 aircraft in the last three years. For its part, the national airline Avianca took delivery of its first ATR 72-600 at the Air Show, which is the first stage of a major campaign to modernize its fleet of regional aircraft and a significant expansion of its regional networks in Colombia and Central America. To date, Avianca has placed fifteen firm orders for ATR 72-600s, and also has options for 15 more aircraft. Over 200 ATRs will be in operation in Latin America within the next two years, which is why ATR and Avianca have also announced their partnership in opening a new training center for pilots, approved by ATR, in Bogota, Colombia. This center will be available to the 30 ATR operators in Latin America.

ATR has also proved in recent years to be successful in South East Asia, a market which experiences strong development of its regional networks. Since 2005, ATR has sold over 170 new firm aircraft to South East Asian carriers, accounting for 98% of all regional aircraft with up to 90 seats sold in the region during this period.

Filippo Bagnato, Chief Executive Officer of ATR, said he was "very happy with the results seen at this year's Paris Air Show, which confirms ATR as the global benchmark for regional aircraft with up to 90 seats, and which portends a bright future for turboprop technology in regional aviation".

#### About ATR:

Founded in 1981, ATR has become the world leader on the market for regional aircraft with 90 seats or less. Since its creation, ATR has sold over 1,300 aircraft. ATR planes are represented in the fleets of 180 operators in 90 countries and have totaled over 21 million flight hours. ATR is an equal partnership between two major European aeronautics players, Alenia Aermacchi (a Finmeccanica Group company) and EADS. Its head office is in Toulouse. ATR is ISO 14001 certified. This is the international reference standard in the field of environmental friendliness.

For additional information, log on to [www.atraircraft.com](http://www.atraircraft.com).

You can also follow ATR on its official YouTube channel: ATRbroadcast and on its Twitter page: @ATRaircraft.

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**TABLE 1 –ATR sales at the Paris Air Show 2013**

| COMPANY                           | COUNTRY             | ATR 42-600 | ATR 72-600 | OPTIONS   | TOTAL      |
|-----------------------------------|---------------------|------------|------------|-----------|------------|
| Nordic Aviation Capital           | Denmark             | 5          | 31         | 55        | 91         |
| HGI Aircraft Division / Passaredo | Brazil              |            | 10         | 10        | 20         |
| Air Lease Corporation             | United States       |            | 5          |           | 5          |
| LIAT                              | Antigua and Barbuda | 2          |            |           | 2          |
| Undisclosed                       | Undisclosed         |            | 25         | 25        | 50         |
| Undisclosed                       | Undisclosed         |            | 5          |           | 5          |
| <b>TOTAL</b>                      |                     | <b>7</b>   | <b>76</b>  | <b>90</b> | <b>173</b> |