

Jakarta, 1 October 2013

## Garuda, ATR and NAC Sign Agreement to Introduce 35 ATR 72-600s in Indonesia

The European manufacturer of turboprop aircraft ATR, Indonesia's national airline Garuda Indonesia and the Danish leasing firm Nordic Aviation Capital (NAC) are pleased to announce an agreement for the introduction of 35 new ATR 72-600 aircraft into Garuda's fleet. This new deal for 35 ATRs, involving NAC as lessor for Garuda, includes orders for 25 firm aircraft and options for further 10. The order, including the options, is valued at over US\$ 840 million.

The arrival of these new ATR 72-600s will start in November 2013. The aircraft will be configured with 70 seats, and will feature the "Armonia" cabin, giving the ATR '-600s' the highest standards of comfort in a regional aircraft. The aircraft will be used for the development of both tourism and business throughout the Indonesian archipelago as well as to feed Garuda Indonesia's main hubs.

This agreement confirms ATR's success in the countries of Southeast Asia, where since 2005 it has won a large majority of contracts for regional aircraft below 90 seats, with orders for some 170 aircraft region-wide. ATR's success in the region is particularly strong in the Indonesian market, for which it has received orders for over 85 firm aircraft since 2008, and where some one hundred ATRs will be in operation within the next two years. It clearly illustrates the strong domestic traffic development that Indonesia is living and the appropriate solution offered by ATR to fulfil this growth.

This new deal for 35 ATR 72-600s also underlines NAC's role as a key player in the regional aircraft leasing business. The Danish lessor is substantially building up its portfolio with modern ATR turboprops and recently placed a record order for 90 ATR -600s, at this year's Paris Airshow. NAC is playing a major contribution in both developing and expanding regional aviation operations all over the world. In the near future, with the arrival of these new aircraft, NAC will manage a fleet of some 150 ATRs.

With regard to this announcement, the President and Chief Executive Officer of Garuda Indonesia, Emirsyah Satar, said that the signing agreement is part of the airline's "Quantum Leap 2011-2015" transformation and expansion program, especially to broaden and strengthen Garuda's flight network domestically, while at the same time enhance service to the customers by offering a wider choice of destinations and travel options. He added: "We are very happy to be developing our regional business with ATR 72-600s, the aircraft which stand out as one of the best choice for short-haul flights and operations between the various islands of Indonesia. In deploying our airline, we need aircraft offering the latest in technology and comfort for our customers. ATR 72-600s provide the perfect combination of most modern technologies and lowest operating costs for regional networks."

The company's unflagging efforts to develop its network of destinations and improve service quality is part of the airline's move to join the SkyTeam global alliance in March 2014 and in anticipation of 2015's ASEAN Open Sky policy. Moreover, as a flag carrier, Garuda is committed to increasing national connectivity in accordance with the Masterplan for Acceleration and Expansion of Indonesia's Economic Development program.

Martin Møller, Chairman of NAC, declared: "We are pleased to further expand our business both with Garuda and ATR and to contribute to deploy optimal regional air connectivity across Indonesia. South East Asia is definitely providing us with huge leasing potential and the ATR 72-600s perfectly match the requirements for short-haul travel in terms of low operating costs, comfort and ability to operate in small airfields and remote areas".

Filippo Bagnato, Chief Executive Officer of ATR, said: "We are honoured by the fact that Garuda Indonesia is selecting ATR aircraft to expand their regional business and we are pleased to further consolidate our partnership with NAC, which has been instrumental in cementing this deal. This agreement highlights the strong commercial success of the ATR 72-600 in Asia, where it has become the new benchmark for the development of regional air connectivity". He also reaffirmed that "the deployment of the ATR customer support offer in Southeast Asia is a major component of our success and we will continue investing to support and further develop this growing region".

**About the ATR 72-600:**

Passenger capacity: 68 to 74 seats

Engines: Pratt & Whitney 127M

Maximum take-off power: 2,750 horsepower per engine

Maximum take-off weight: 23,000 kg

Maximum load: 7,500 kg

Maximum flight range when fully loaded: 900 nautical miles (1,665 km)

**About Garuda Indonesia:**

Garuda Indonesia is the "flag carrier" of Indonesia operating 126 aircraft (per H1-2013) to serve 39 domestic destinations and 20 international destinations across Southeast Asia (Kuala Lumpur, Penang, Singapore, and Bangkok), the Middle East (Jeddah and Abu Dhabi), Asia (Tokyo, Osaka, Beijing, Shanghai, Guangzhou, Hong Kong, Taipei, and Seoul), Australia (Sydney, Melbourne, Perth, and Brisbane), and Europe (Amsterdam), out of its four hubs in Indonesia, namely Jakarta, Denpasar, Makassar, and Medan. In line with improvements in various aspects of its performance and service, Garuda Indonesia has won a number of accolades and recognition from both national and international institutions, including "The World's Best Economy Class" award from Skytrax in June 2013 and the "Best in Region: Asia and Australasia", by the "Airline Passenger Experience Association (APEX)", in September 2013.

**About Nordic Aviation Capital:**

Founded in 1990 in Denmark, Nordic Aviation Capital is headquartered in Billund (Denmark). NAC is the global leader in turboprop leasing and finance with over 180 aircraft and 35 customers worldwide. The company has regional offices in Ireland, Canada and Singapore which supply aircraft to top tier carriers such as Lufthansa, Air France, US Airways, Garuda, Avianca, Flybe, Azul and Air Berlin. For additional information, log on to [www.nac.dk](http://www.nac.dk)

**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 totalled 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](https://www.youtube.com/ATRbroadcast) and on Twitter: [@ATRaircraft](https://twitter.com/ATRaircraft).

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