



PRESS RELEASE

Toulouse, 13 November 2014

B/E Aerospace and ATR sign global distribution agreement for consumables, expendables and standard hardware service

ATR announced today that it has signed a three-year agreement with B/E Aerospace Consumables Management, the world's leading supplier of aerospace fasteners and consumables, for distribution of consumables, expendables and standard hardware parts for ATR aircraft.

ATR selected B/E Aerospace as its preferred partner thanks to B/E's integrated global network, real-time inventory systems, and proven one-to-one personal attention to customer relationships around the world.

This agreement underlines ATR's successful strategy of providing flexible and customized services to all ATR customers. ATR continues deploying innovative ways of reducing aircraft operating costs by offering customized inventory and supply chain solutions.

Under the agreement, ATR customers will have the choice of entering into individual agreements with B/E Aerospace Consumables Management to access a portfolio of up to 25,000 part numbers from over 3000 key suppliers through a single source. B/E Aerospace will act as the focal point for ATR operators, procuring and managing the parts, and providing them to the customer's main warehouse facility, as required. B/E Aerospace will provide additional value through guaranteed fill rates that will be achieved by streamlining supply chain processes through material planning and inventory control.

"By consolidating material planning, supplier management and quality, and ordering and stocking activities to B/E Aerospace; we can provide better pricing and improved service reliability for the customers," stated John Cuomo, Group Vice President and General Manager, B/E Aerospace Consumables Management. "We will handle material control allowing ATR operators to focus on their core business. We look forward to delivering this cost-effective and sustainable solution, serving as the single point of contact for an extensive selection of consumable and expendable parts."

"This new agreement will be highly beneficial to all ATR operators. Entering into individual agreements with B/E Aerospace Consumables Management will ensure them fixed lead times and competitive prices based on high purchasing volumes and simplified administrative workload," says Lilian Braylé, ATR Senior Vice President, Product Support & Services.

About B/E Aerospace, Inc.:

B/E Aerospace is the world's leading manufacturer of aircraft cabin interior products and the world's leading provider of aerospace fasteners, consumables and logistics services. B/E Aerospace designs, develops and manufactures a broad range of products for both commercial aircraft and business jets. B/E Aerospace manufactured products include aircraft cabin seating, lighting systems, oxygen systems, food and beverage preparation and storage equipment, galley systems, and modular lavatory systems. The Company also provides cabin interior reconfiguration, program management



and certification services. The Company provides aerospace fasteners, consumables and logistics services as well as oilfield services and associated rental equipment. B/E Aerospace sells and supports its products through its own global direct sales and product support organization. For more information, visit the B/E Aerospace website at www.beaerospace.com

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 1400 aircraft. ATR planes are represented in the fleets of 180 operators in 90 countries ATR planes 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 the Airbus Group. Its head office is in Toulouse. ATR is ISO 14001 certified.

For additional information, log on to www.atraircraft.com. 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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