AW Family Helicopters: Flexibility to Cope with Market Changes

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Finmeccanica evolves into One Company

Effective 1 January 2016

ONE COMPANY  STRONGER TOGETHER
Finmeccanica Helicopter Division: an Overview (2014 Data)

- **12850+** Workforce
- **4.3B+** Revenues
- **4800+** Live h/c fleet
- **4** Domestic Markets
- **230+** Orders
- **1400+** Customers
- **105** Countries
- **4** Training Academies

[2014 Company Data and Financial Results]
Worldwide Helicopter Fleet Evolution

Helicopter Fleets are Still Growing

[Source: Ascend - Live Fleet Master]
Turbine Civil/Parapublic Deliveries - From 2011 to 2015

- Total of over 1,650 deliveries
- AW has obtained 30% share
- Peak reached in 2013
- 2015 deliveries similar to 2014

- Segment trend:
  - EMS/SAR
  - Private/Corporate
  - Law Enforcement
  - Oil & Gas from 2014
  - Utility

[Source: Ascend Data - 2015 to be considered as preliminary]
The baseline forecast demand is within a ~ +/-15% interval representing the High and Low Forecast Scenario respectively.

The North America stands for more than 34% of the total forecast volume. Asia-Pacific region reach the European volume in terms of total deliveries in the next 10 years.
Civil/Parapublic Delivery Outlook - 2015 to 2024 by Weight Class

Baseline Scenario

<table>
<thead>
<tr>
<th>Weight Class</th>
<th>Value (units)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SLS: Short Light Single</td>
<td>1,700</td>
</tr>
<tr>
<td>LLS: Long Light Single</td>
<td>2,800</td>
</tr>
<tr>
<td>LT + LI: Light Twin</td>
<td>2,400</td>
</tr>
<tr>
<td>I: Intermediate</td>
<td>1,400</td>
</tr>
<tr>
<td>M: Medium</td>
<td>750</td>
</tr>
<tr>
<td>MH: Medium/Heavy</td>
<td>600</td>
</tr>
</tbody>
</table>

A Family of Helicopters Fit for All Needs
AW Family Flexibility: Common Features

**Distinctive Capabilities, One DNA, many common genes**

- Compliance with Latest Certification Rules
- Modern 4-axis digital AFCS
- GNSS Enroute and Approaches
- Superior performance
  - (Cat. A, Hovering, Speed, Range)
- Full Ice Protection System
- Cabin Versatility
- Comfort
- Competitive Economics
- Comprehensive Role Equipment

**Mission Flexibility** (SAR, Offshore, Corp/Priv, EMS, Law Enforcement, Utility)
AW Family Values: Safety and Affordability

ADVANCED TECHNOLOGICS

- Integrated 4-axis digital autopilot, SBAS GPS for LPV approaches, Synthetic Vision, Enhanced Vision, HTAWS, ADS-B Out, HUMS and TCAS II

ABOVE SAFETY STANDARDS

- MGB run dry test: 50 minutes certified for AW189 and 60 minutes for the AW139, extending initial certification of 30 minutes

SAVINGS

- UP TO 20% COMMON PARTS
- UP TO 30% COMMON MAINTENANCE TOOLS AND GROUND SUPPORT EQUIPMENT
- UP TO 40% REDUCTION IN TIME REQUIRED FOR TRAINING
- UP TO 100% COMPLIANCE WITH THE LATEST SAFETY STANDARDS
AW169: Expanding the AW Family

- Jul 2015: EASA Certification
- End 2015: Deliveries started
- De-Icing variant launched
- Complying and exceeding OGP standards
- High Power to Weight Ratio
- State-of-the-art avionics for increased situational awareness
- Designed for maximum mission flexibility

Almost 150 orders (including firm, framework agreements and options), 60 customers in 20 countries
AW139: Benchmark in the Medium Class

- The most important civil helicopter programme in the last 10 years
- March 2015: Increased Gross Weight 7,0 tonne
- Fully compliant with the most stringent OGP standards
- Largest cabin in its class
- High Power to Weight Ratio
- State-of-the-art avionics
- Full Ice Protection System (FIPS)

In Service | 785 helicopters
Flight Hours | 1,430,000 FH
Fleet Leader | 10,800 FH

 Corps/VIP
EMS/SAR
Military
Govern. & Law Enf.
Utility
Offshore

36% 17% 14% 8% 12% 13%
AW189: The first Super-Medium in service

- 1Q 2014: EASA Certification and First Delivery
- Sep 2015: LIPS EASA Certification
- FIPS due mid 2016 (Full Ice Protection System)
- Complying with and exceeding OGP standards
- Sea State 6 and Emergency Exits (2 pax per window)
- Certified 50 min Main Gear Box ‘dry-run’ capability
- Fuel capacity above 2,000 kg

More than 150 helicopters (firm, framework agreements and options) ordered from customers worldwide

<table>
<thead>
<tr>
<th>In service</th>
<th>18 Helicopters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flight Hours</td>
<td>&gt; 7,500 FH</td>
</tr>
</tbody>
</table>

Typical oil & gas scenario: radius achievable without refuelling
AW189: Affordability and Attractiveness

AW189 is more affordable than heavier 19 seaters and is a flexible solution for both long and short distances.

Total DOC includes: Ownership, Insurance, Crew, Fuel & Lubricants, Maintenance
Note: DOC factors calculated as average of typical offshore helicopters
AW Family: Multi-Mission Versatility

- AW189 and AW169 have been introduced into the market, completing the “Family” and opening the ground to exploit the potential of these new products.

- AW Family products offer to operators newer and more efficient types, while performing a fleet rationalization, retiring or grounding older and/or less efficient a/c.
AW Family: Multi-Mission Versatility

Law Enf

Police Security

AW139

AW169

Exec/Corp

Executive Private

AW139

AW169

SAR

Search & Rescue

AW139

AW189
AW Family EMS Product Offering

- The same cabin design philosophy: **common internal architecture**
- All share flat ceiling and floor and an efficient use of the full area, **enhancing EMS mission flexibility**
Delivering Modular & Affordable Flexibility

AW609
16x
120 nm
7.0t IGW

AW189
12x
165 nm

AW139
9x
210 nm

AW169
8x
100 nm

9x
140 nm

9x
210 nm

12x
170 nm

9x
250 nm

Delivering Modular & Affordable Flexibility
AW Offshore Value Proposition - Economic Productivity Chart

Lowest cost per seat-mile offering

**AW Family:** Delivering Modular & Affordable Flexibility

Assumptions: typical OGP configuration with Air Con, 3000 ft, ISA+20°C, 10% contingency, 30 minute reserves.
**AW Family Flexibility - A Core Characteristic**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>MULTI-GEOGRAPHY</td>
<td>Worldwide specs (Performance, Certification, Support)</td>
</tr>
<tr>
<td>MULTI-ROLE</td>
<td>Intrinsic Versatility</td>
</tr>
<tr>
<td>MULTI-SIZE</td>
<td>A coherent value proposition in the 4 to 9 tonne weight class (8-19 seats)</td>
</tr>
<tr>
<td>ECONOMICS</td>
<td>Inherent operational flexibility for optimum economics short/long distances and varying traffic requirements</td>
</tr>
</tbody>
</table>
AW609 TiltRotor: The Game Changer

Safely Fly Above The Weather

**AW609 Tilt Rotor**
- Altitude: 25,000 ft
- Speed: 275 kts
- Range: 750 nm (std tank)
- Pressurised cabin
- Full Icing

**Typical Helicopter**
- Altitude: 10,000 ft
- Speed: 140 kts
- Range: 360 nm

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Finmeccanica Helicopter Division
Proprietary Information
AW609 TiltRotor: Next Steps

- The effort on the AW609 programme continues together with new initiatives.
- The programme development is progressing in Philadelphia and is focused on FAA Civil Certification.
- Two more aircraft being readied for certification testing.
- In November 2015 Joint Aviation Command of the United Arab Emirates Selected the AW609 TiltRotor to be the launch customer for the SAR variant.
- In March 2015 AW and Bristow announced the signing of a platform development agreement for the programme.
**AW Family: Flexibility to Cope with Market Changes**

The helicopter is still a resilient and valuable asset

AW is the first OEM to present a Family of products operating in very high value market segments

The AW Family entry into service: a commercial success

The AW Family enhances flexibility and multi-mission capability