



PRESS RELEASE

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ATR increases its turnover by 13% in 2013 and remains leader in the regional aviation market

The growth of regional air traffic particularly benefits the Franco-Italian aircraft manufacturer, which saw a record year with a turnover of US\$ 1.63 billion and the delivery of 74 new aircraft

ATR ended 2013 breaking new annual records. The manufacturer increased its turnover to US\$ 1.63 billion, an increase of 13% compared to the previous year (2012: 1.44 billion). Meanwhile, ATR continued to increase the pace of its deliveries, allowing it to achieve a new record with 74 aircraft delivered to customers during the year; an increase of 16% compared with 2012 deliveries (64) and 37% compared with 2011 deliveries (54). Alongside these results were sales of a total of 195 aircraft (89 firm orders and 106 options), giving ATR a backlog of 221 firm aircraft orders as of 31 December 2013.

The **89 firm sales**, along with 106 options, came from 14 clients (see Table 1). These firm orders represent an increase of 20% compared to orders from the previous year. 2013 also confirmed the growing interest of leasing companies in ATR. In 2013 ATR has also received confidence renewal from some ten customers over the five continents. For over five years, ATR has accounted for nearly 85% of sales of aircraft under 90 seats in Latin America and the fastest-growing countries in Southeast Asia, confirming their attractiveness to regional companies for developing their short-haul networks.

In recent years ATRs have established a clear position as the best selling aircraft with under 90 seats out of all regional aircraft (35% of total sales since 2010). These sales have helped position the ATR 600's as the new benchmark for regional aviation thanks to their cutting edge technology, avant-garde comfort and economical and ecological performance.

The **74 deliveries** made in 2013 (see Table 2) represent not only a new annual record, but also highlight the dramatic increase in the rate of deliveries, responding to the strong demand for ATRs worldwide. These 74 new ATR '-600's in service account for nearly half of all new aircraft with up to 90 seats delivered during 2013. To date, over 130 ATRs from the -600 series are already in operation.

Since the program began in 1981, ATR has received net orders for 1,328 aircraft (443 ATR 42s and 885 ATR 72s). As of year-end 2013, ATR has delivered 1,107 aircraft (429 ATR 42s and 678 ATR 72s).

As of 31 December 2013, ATR has a **backlog of 221 aircraft**. The value of these aircraft is estimated at 5.3 billion dollars. This backlog allows ATR to guarantee nearly three years of production, whilst continuing to increase its planned delivery rate for the forthcoming years.

In 2013, ATR confirmed **the signing of numerous Global Maintenance Agreements (GMAs)**. Contracts of this type were signed with fifteen airlines worldwide, covering a total of 164 aircraft, for a total of US\$ 330 million. To date, approximately 30% of ATRs in operation worldwide are covered by



GMA between the airlines and ATR. This performance in terms of supporting the ATR fleet illustrates the strong desire of the manufacturer to develop support and service activities.

Additionally, the range of **support to ATR operators** continued to expand in 2013, with the installation of a new ATR -600 flight simulator in Bogota, Colombia.

Moreover, in order to better meet the needs of operators on the American continent, in 2013 ATR opened a new Customer Support Centre in Miami, USA.

It also continued to expand its network of authorised aeronautical maintenance stations or "MRO Network" (*Maintenance, Repair and Overhaul*) with the signing of new agreements in Europe with aircraft maintenance companies.

Filippo Bagnato, Chief Executive Officer of ATR said he was very satisfied "with the company's new record results. Once again, this year we continued to expand our presence worldwide and consolidate the attractiveness of our products and our services to some 190 operating companies. We are very proud to have the largest portfolio of operators out of all the manufacturers of regional aircraft." Mr Bagnato added: "We will continue to improve our aircraft and to further expand our production capacity , and we are going to further develop the support offer we provide to operators. These are key pillars of the success of ATR today".

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 1300 aircraft. Its customer base today comprises almost 190 operators in over 90 countries. ATR planes have totalled over 21 million flight hours. ATR is an equal partnership between two major European aeronautics players, the Airbus Group and Alenia Aermacchi (a Finmeccanica Group company). 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.

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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ATR





TABLE 1 –2013 Sales

COMPANY	COUNTRY	ATR 42-600	ATR 72-600	OPTIONS
Nordic Aviation Capital	Denmark	5	46	80
GECAS	USA		5	5
Air Lease Corporation	USA		5	
Avation	Singapore		5	5
Garuda Indonesia	Indonesia		5	10
Air Algérie	Algeria		3	
LIAT	Antigua & Barbuda	3		
Alpha Star	Saudi Arabia		1	1
Air New Zealand	New Zealand		1	
UNI AIR	Taiwan		1	
TransNusa	Indonesia	1		3
Air Antilles	France	1		
Unveiled			7	2
TOTAL		10	79	106



TABLE 2 – Deliveries 2013

COMPANY	COUNTRY	ATR 42-600	ATR 72-600
AZUL	Brazil		6
Aer Arann	Ireland		6
UNI AIR	Taiwan		5
Lion Air - Malindo	Malaysia		5
Lion Air - Wings Abadi	Indonesia		5
Avianca	Colombia		4
Alenia / Turkish Navy	Turkey		3
Avation / Virgin Regional	Australia		3
GECAS / AZUL	Brazil		3
NAC / Air KBZ	Myanmar		2
GECAS / Villa Air	Maldives		2
Air New Zealand	New Zealand		2
ALC / Aeromar	Mexico		2
GECAS / LIAT	Antigua & Barbuda		2
MAS - Firefly	Malaysia		2
ALC / Kalstar	Indonesia		2
Taimyr	Russia	2	
ALC / LIAT	Antigua & Barbuda		2
LIAT	Antigua & Barbuda	2	
NAC / Jet Time	Denmark		2
NAC	Denmark		2
NAC / Garuda Indonesia	Indonesia		2
MAS - MASwings	Malaysia		1
NAC / Johnlin	Indonesia	1	
GECAS / Jet Airways	India		1
Lao Airlines	Laos		1
InterSky	Austria		1
Air Tahiti	France	1	
Avation / Mann Yadanarpon	Myanmar		1
Air Antilles Express	France	1	
TOTAL		7	67