ROTARY WING AND GLOBAL MARKET

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WORLDWIDE TURBINE HELICOPTER FLEET – 2015 (UNITS)

Military Fleet
23,765

Total Fleet
48,400

Commercial Fleet
24,635

Airbus Helicopters
9% 19% 16%

Bell Helicopter
8% 11% 21%

Russian Hel.
9% 12% 18%

Sikorsky
5% 26% 5%

AgustaWestland
8% 25% 9%

Boeing
26% 32% 35%

Others
14% 5% 8%

Source: Ascend Jan 2015 - Live Fleet Master
NEW TURBINE HELICOPTER DEMAND
WORLDWIDE FORECAST PRODUCTION

Value in US $m - 2015/2024

US $238,365m

Units - 2015/2024

about 19,920 a/c

Note: Upgrades & Pistons excluded

Source: Forecast Int. - Jan 2015 (values in 2015 economic conditions)
Financial instability and oil plunge affecting order flow, both in quantity and value. Trend confirmed in early 2015.

2014 deliveries, both in unit and value, compared with 2013 shown a reduction of around 20% in terms of quantities and 9% in terms of value.

Backlog being reduced across the industry as book to bill ratio mostly remains below 1.
While the number of units ordered showed a decline from 2012 up to 2013, value continued to increase, reflecting a shift to more capable and sophisticated platforms (peak on 2013 due to V-22 multi year contract). This trend seems to change in 2014, due to some big military contract for smaller platform.

Increase in deliveries till 2013 is a consequence of achieving full rate production for certain US programmes: UH-60, V-22, UH-1Y/AH-1Z, AH-64 and CH-47. From 2014 some of them start declining.

Increased competition from US OEMs in International markets, partially making up for US programmes winding down.

Orders
(Excluding Military Upgrades)

Deliveries
(Excluding Military Upgrades)

2014 Deliveries by segment
(Excluding Military Upgrades)

Source: Flight Global / AW Strategy
Note: Orders and deliveries subject to change due to lack of public information.
COMMERCIAL APPLICATIONS
MILITARY APPLICATIONS
MORE THAN A CENTURY OF EXCELLENCE
AW
2014

12850+ Workforce

4.3B+ Revenues

4800+ Live h/c fleet

4 Domestic Markets

4 Training Academies

105 Countries

1400+ Customers

230+ Orders

4.3B+ Revenues
AGUSTAWESTLAND 2014 KEY DATA

- Profitability (RoS) steadily at double digit
- Order backlog is almost 3 years of equivalent production
- Growing success in commercial helicopter business
- Continue to expect solid performance

### Revenues by SEGMENT

- Engineering: 36%
- Customer Support & Training: 26%
- Military sales: 11%
- Dual Use sales: 3%
- Commercial sales: 24%

### Revenues by REGION

- Italy: 13%
- UK: 21%
- USA: 33%
- Rest of Europe: 25%
- Rest of the world: 8%
INDUSTRIAL FOOTPRINT

- Philadelphia
- Yeovil
- Swidnik
- Cascina Costa
- Vergiate
- Benevento
- Frosinone
- Anagni
- Brindisi
- Tessera

AgustaWestland Proprietary Information
CUSTOMER SUPPORT AND TRAINING

Operational fleet of 4800 + helicopters in 105 countries
4 training academies
• Sesto Calende (Italy)
• Philadelphia (USA)
• Yeovil (UK)
• Kuala Lumpur (Malaysia)
90 + service and support centres
More than 1400 customers
INNOVATION FOR GROWTH

Continuing to invest in advanced tilt rotor technology and UAVs

More than 1700 engineers involved in Research & Development and Design & Development activities.

Partnerships with key research and technology stakeholders worldwide (i.e. universities and research centres).

Active on several technology programmes such as CLEAN SKY GREEN Rotorcraft, NICETRIP, ALICIA.

In 2014 invested EUR 468 million (almost 11% on revenues) in R&D.
AgustaWestland Product Strategy - Drivers

Helicopter
- Dual-Use concept
- Family concept

Tiltrotor
- Advanced technology
- High productivity
- High speed
- Cost containment
- Easy fit into ATM & infrastructure system

RUAVs
- Mission operational autonomy
- Advanced sensors integration
- Payload
- Extremely-high rotor efficiency

Vertical flight efficiency

Range
Speed
Altitude

Diversified growing market
AW609: “Higher, Faster, Further”

- New capabilities, new opportunities
- Opportunities for 300-500 a/c in about 20 years

THE GAME CHANGER

ON SEPTEMBER 15TH AW609 ESTABLISHED SPEED RECORD FLYING FROM YEOVIL-UK TO CASCINA COSTA, A DISTANCE OF 1,161 KM (627NM) IN JUST 2H 18 MINUTES

The unique characteristics of the AW609 tiltrotor combine the benefits of a helicopter and a fixed-wing aircraft into one aircraft. Taking off and landing vertically, flying above adverse weather conditions with up to nine people in comfort in a pressurised cabin at twice the speed and range typical of helicopters, the AW609 tiltrotor represents the next generation of aircraft transport for civil (both private and commercial operators), government and para-public roles.
AW609 Key Differentiators

HIGHER, FASTER, FURTHER FROM POINT-TO-POINT

- **Proven** tiltrotor concept and technology
- **Productivity** high speed (275 kts) plus range (750-1100 nm) plus altitude (25,000 ft) to fly quickly and efficiently from point to point
- **Comfort** pressurised cabin, low noise, quicker journeys above the weather and adverse terrain, use of airways
- **All-weather** capability with full flight in icing capability and with advanced avionics
- **Safety** multiple system redundancy, fly-by-wire, full Transport Category performance
Tiltrotor and Next Generation Tiltrotor
High-Speed Rotorcraft Strategy

AW609
- Full development and certification is ongoing.
- Selected by UAE Joint Aviation Command
- Joint development of O&G configuration ongoing with Bristow Group

9 pax, 275 kts cruise, >600 nm range

NextGen CTR
- Under the EU funded CleanSky 2, AgustaWestland will design and build a state-of-the-art Tiltrotor technology demonstrator and fly in 2021.
- Potentially become a certified product within 2030.

~ 20 pax, 300+ kts cruise, >700 nm range
THANK YOU FOR YOUR ATTENTION