

Naples, May 25th 2011

ATR

PROGRAM REVIEW AND MARKET OUTLOOK



An Alenia Aeronautica and EADS joint venture

ATR
PROPELLING TOMORROW'S WORLD



- ATR at a glance
- Market Overview
- Product Innovation Policy
- Future perspectives

A Prestigious Partnership

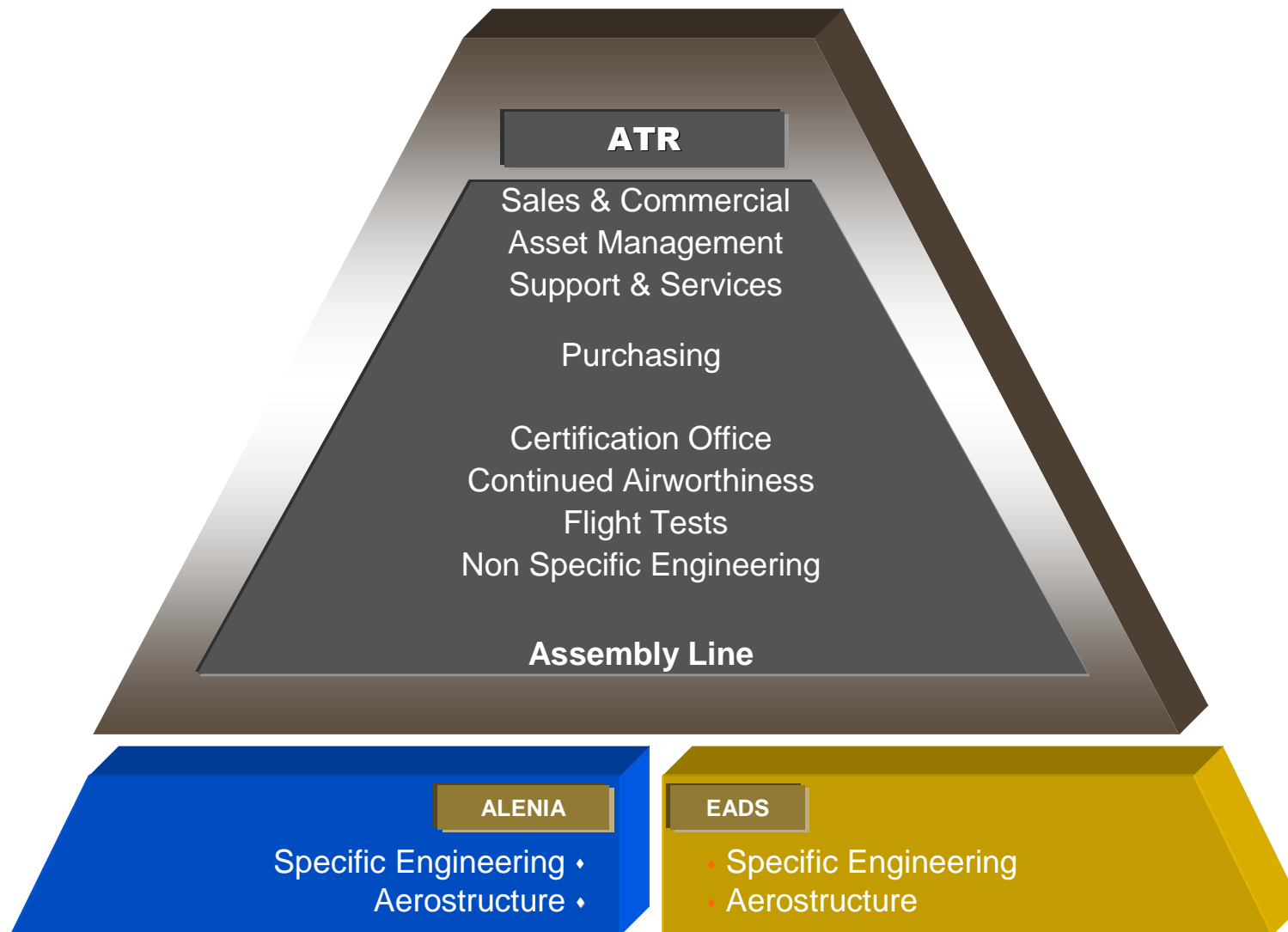


*Experience and Commitment
of two Aerospace Industry Leaders*

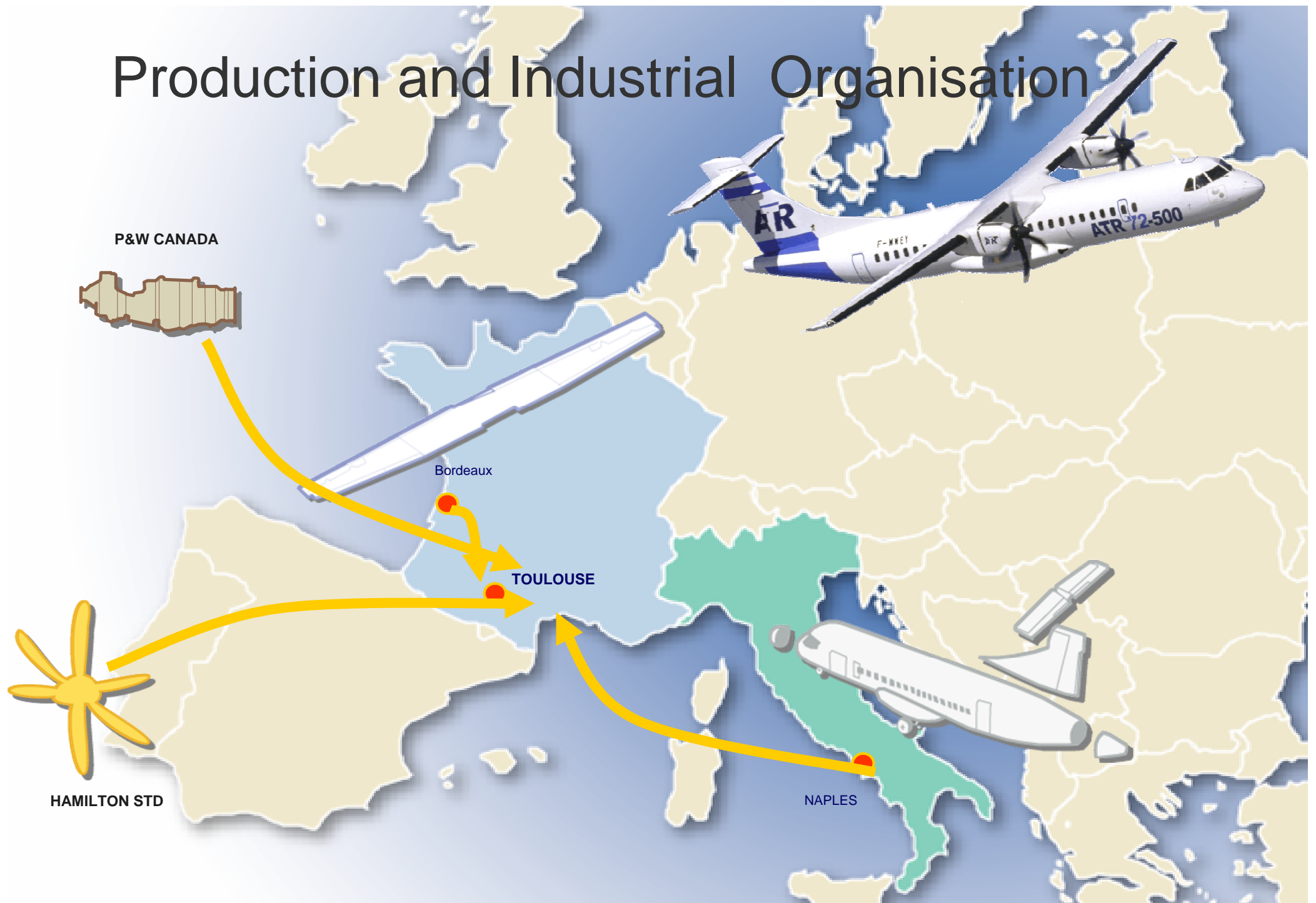


ATR INTEGRATED

Perimeter of responsibilities since 2001



Production and Industrial Organisation



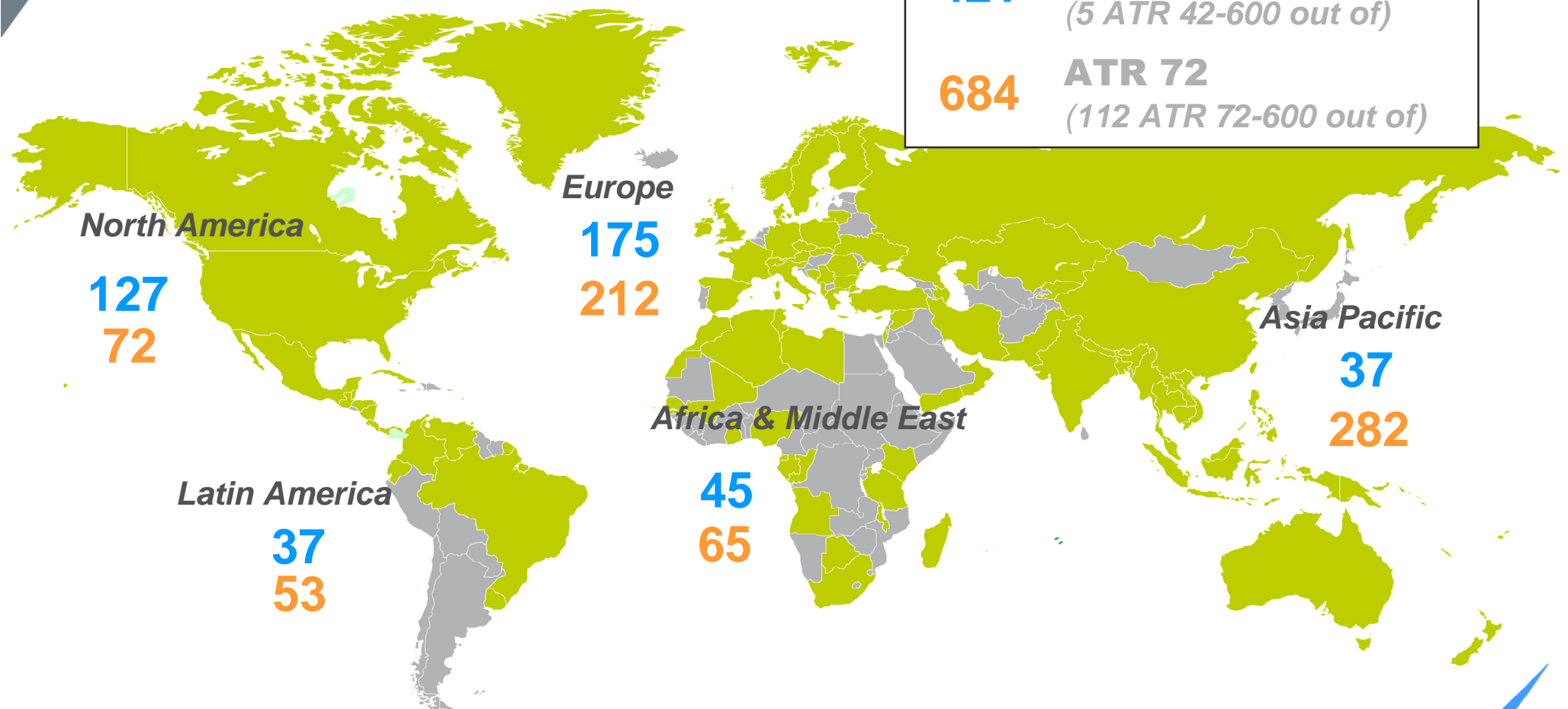
- **Strong backlog of more than 180 aircraft (3.9 Bn\$ Value)**
(74% of the total TP backlog)
- 3 years of production





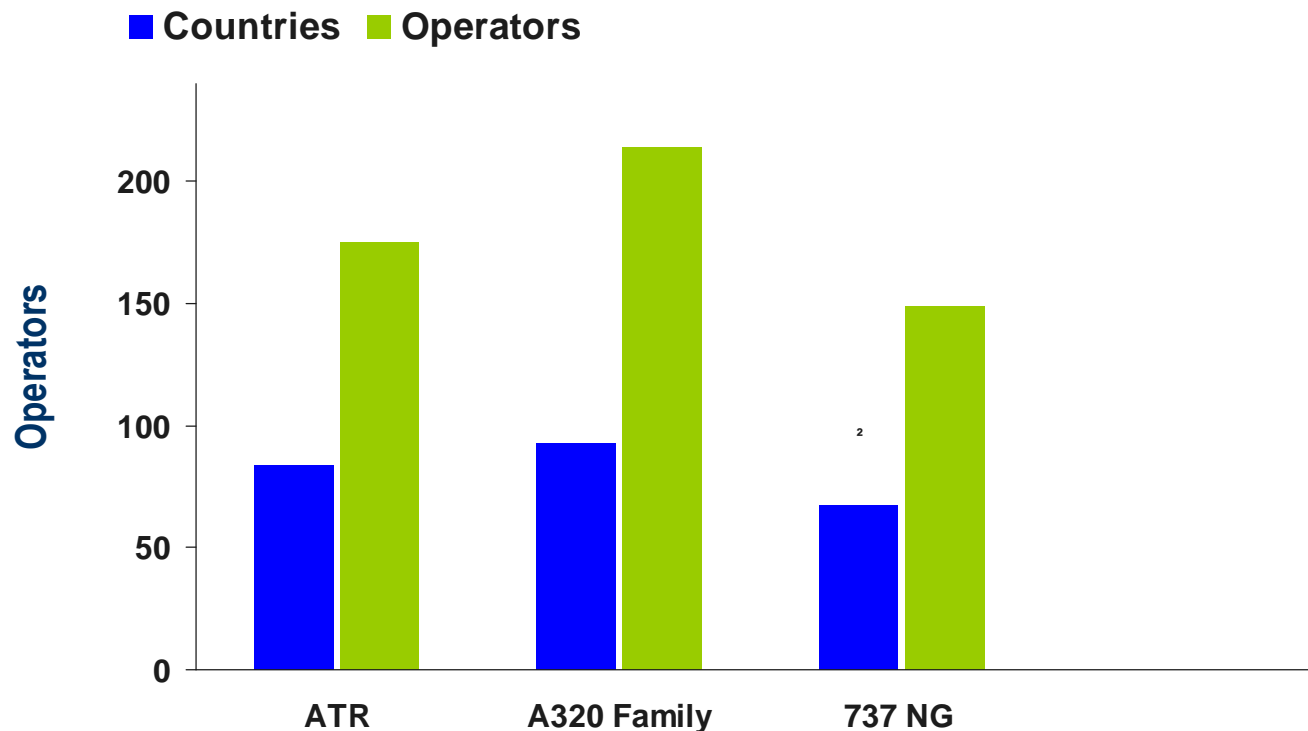
Worldwide SALES at 25 Years from EIS

March 2011



175 Operators in 94 countries
Total ATR Orders: 1,105

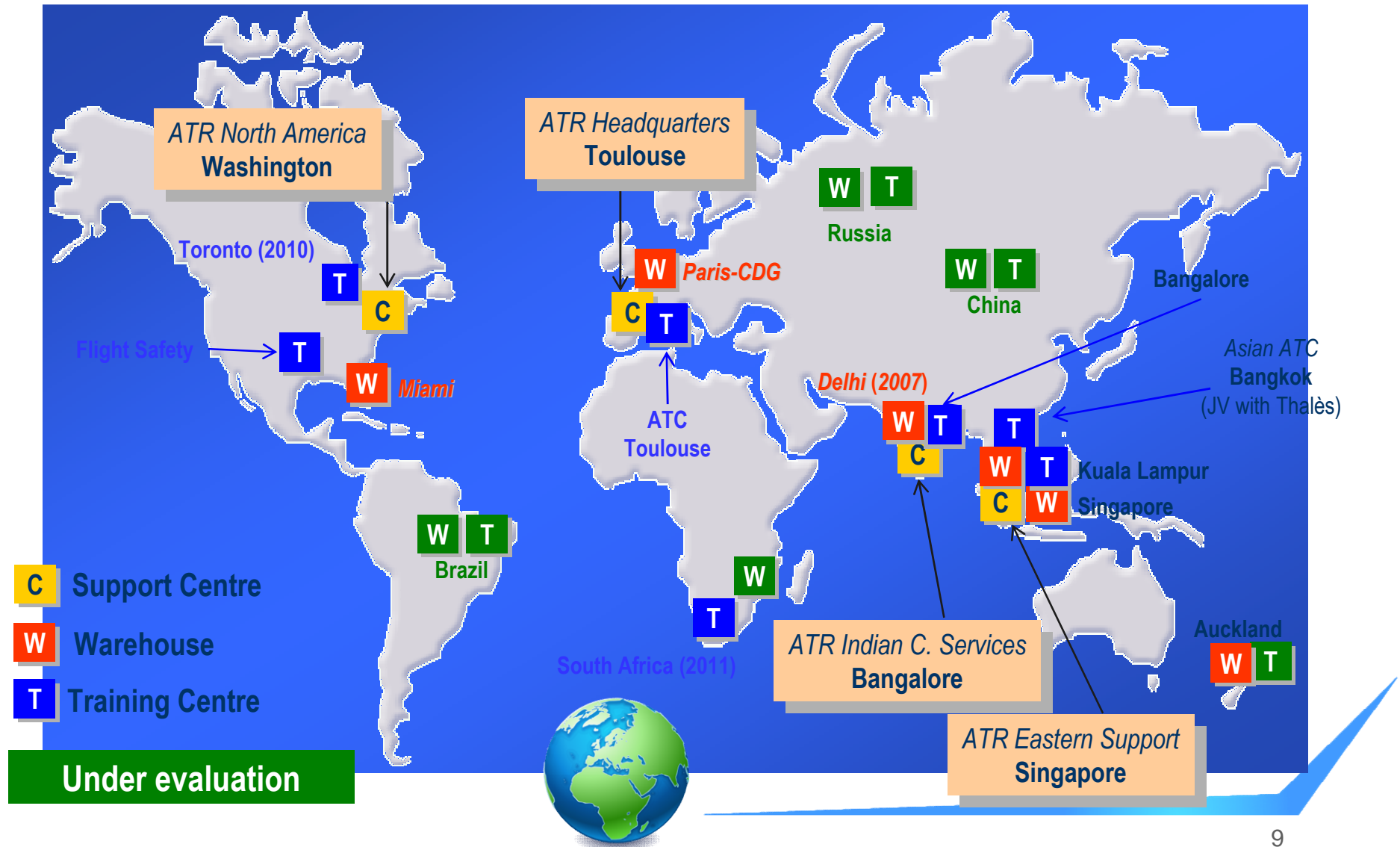
Worldwide presence



Ascend January 2011

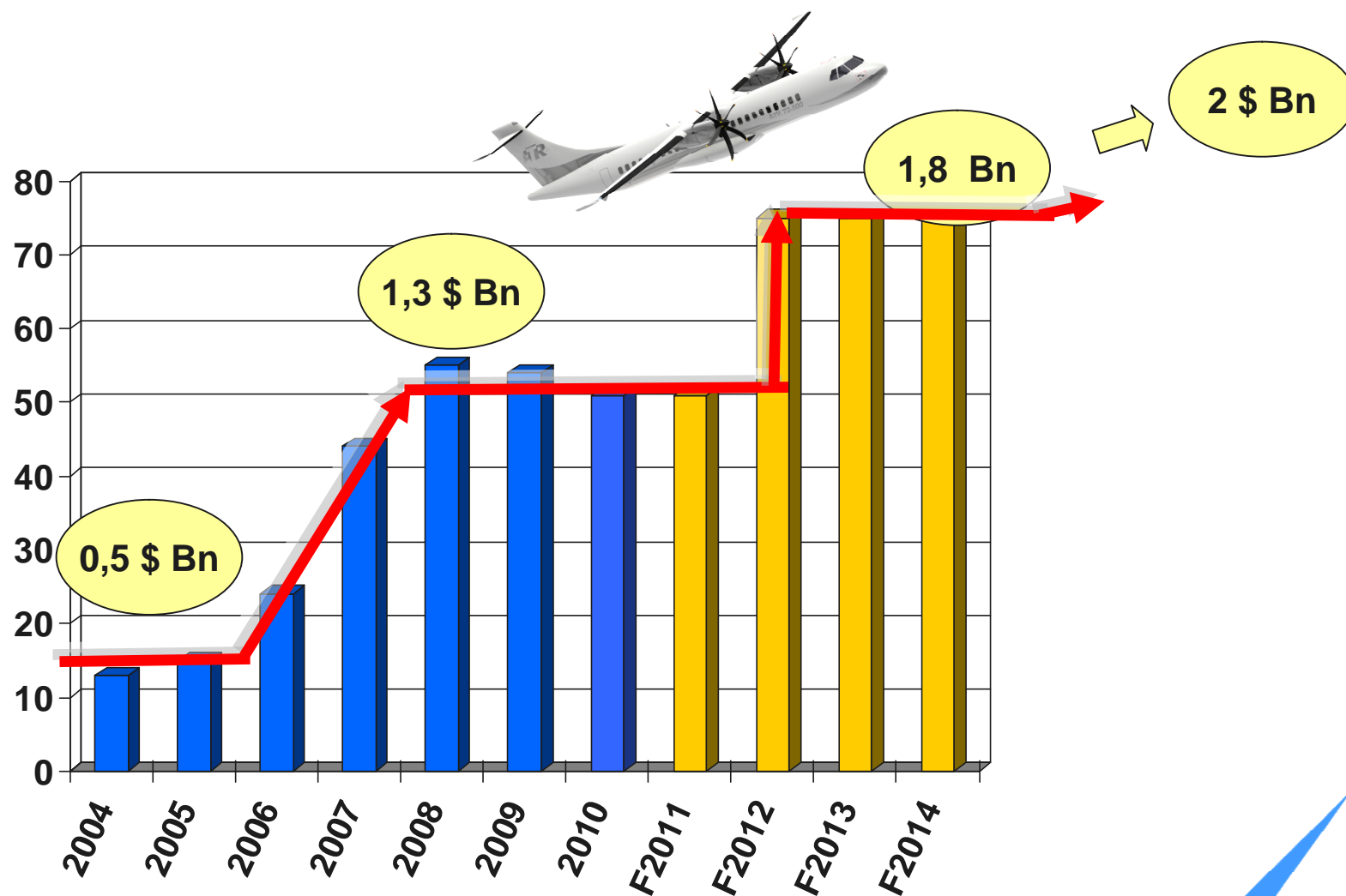
***47 new ATR operators in 6 years (+43 %): 8 new operators every year.
Geographical diversification, different business models, high aircraft residual values***

ATR Support – Regional Presence, close to customers



Preparing to further growth

Deliveries





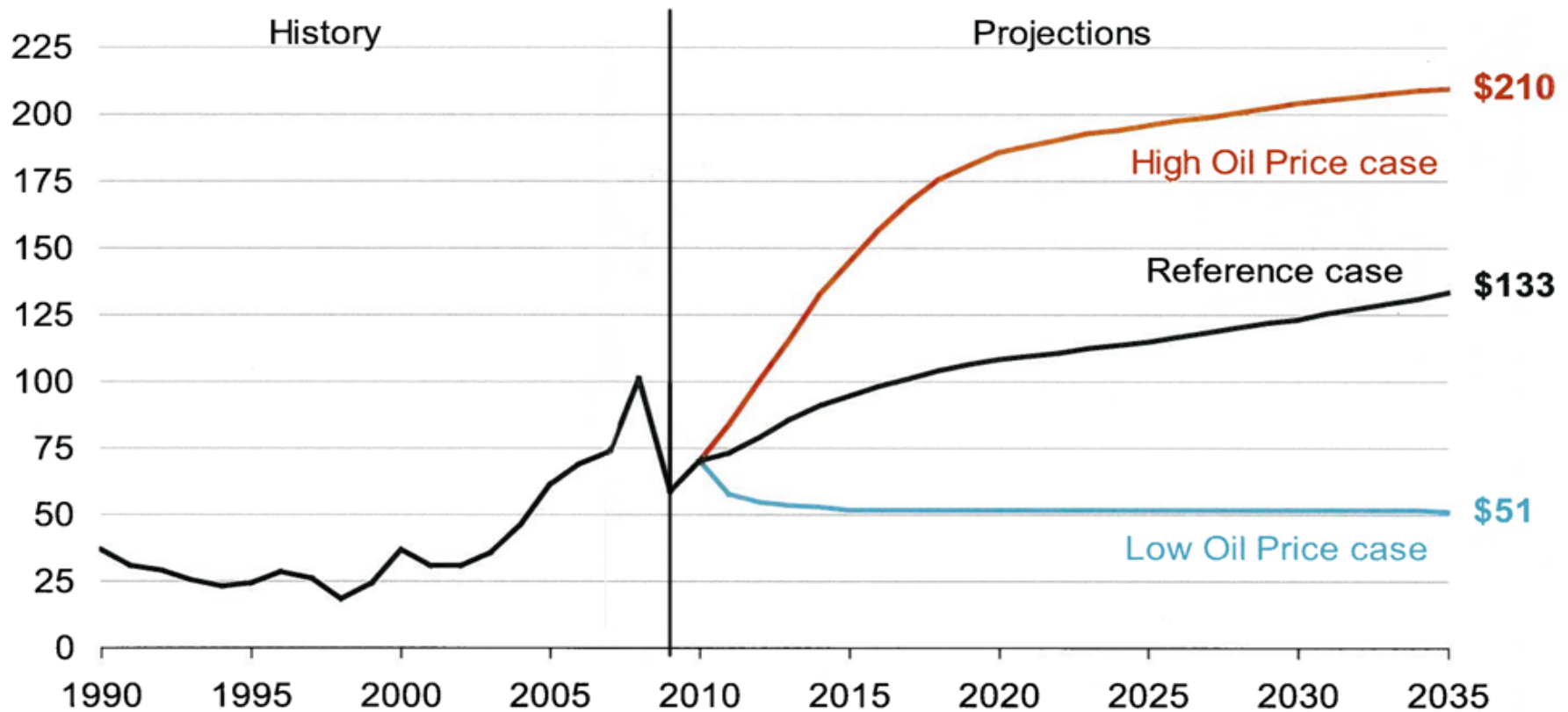
- ATR at a glance
- Market Overview
- Product Innovation Policy
- Future perspectives

Regional Market Trends

- The current regional airline business model is dramatically evolving: the key driver of this change is economics, and this factor now favors large capacity RJ and Turboprops.
- Run-up in fuel prices, below-average yield, TP lower operating costs and smaller ecological footprint are pushing up dramatically the demand for modern turboprops, an hedge against high fuel prices
- TP outpaced RJ orders in 2010 in the 50-90-seat category. Turboprop market share in the last 6 years: 76% of the total orders in the 50-70-seat category
- Developed regions' growth likely to remain below historical trends; emerging markets fuel global growth.

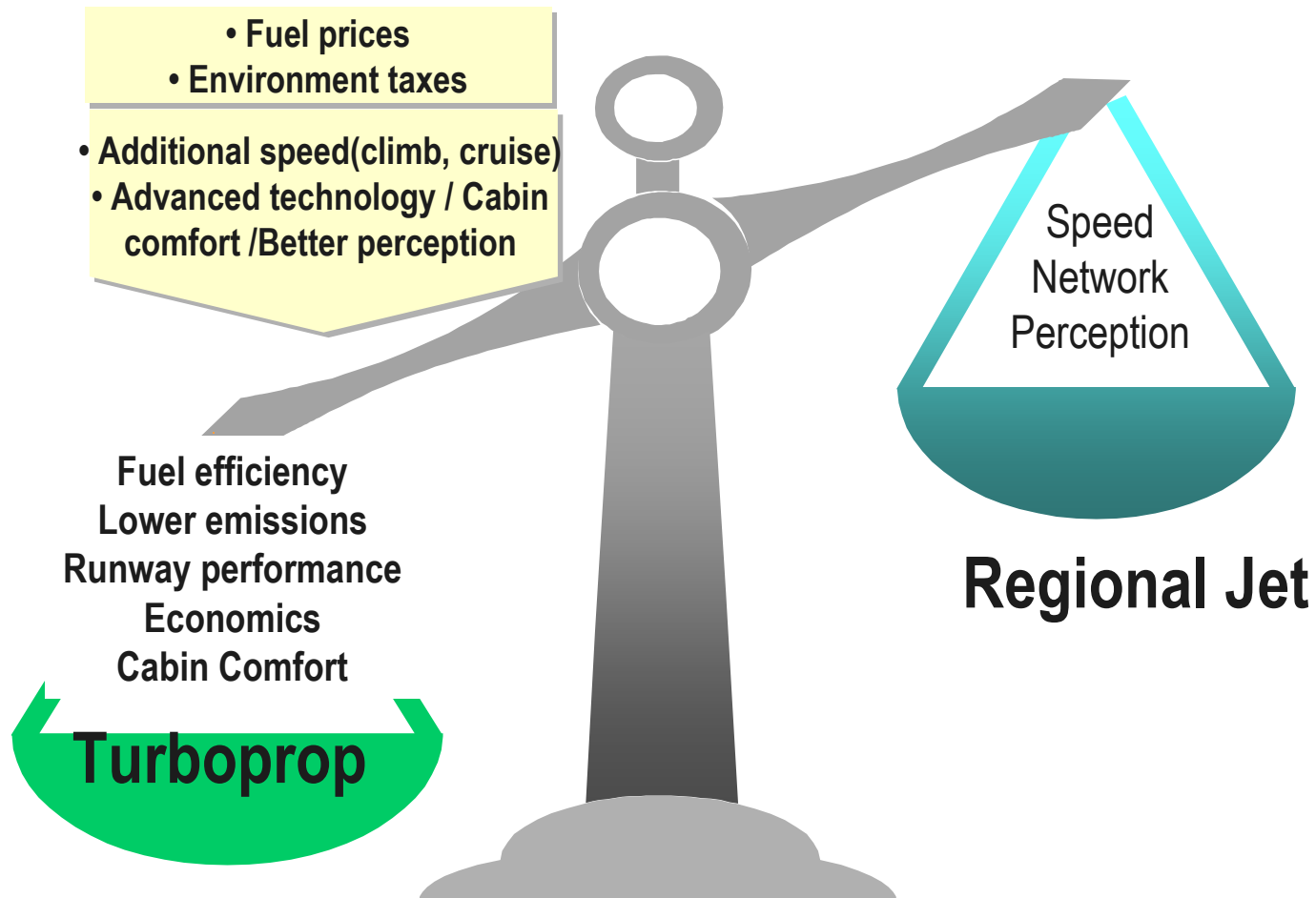
The International Energy Outlook reflects uncertainty in oil prices through a wide set of price cases

light, sweet crude oil price
2008 dollars per barrel



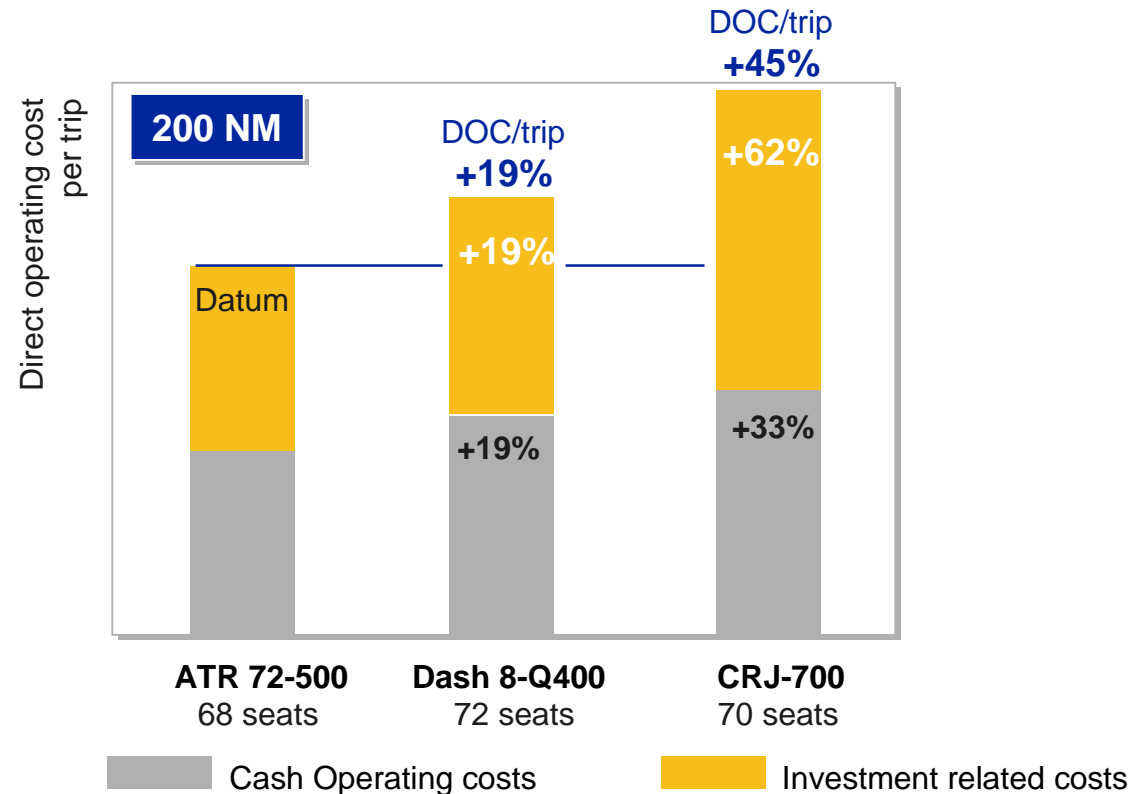
Source: U.S. Energy Information Administration / International Energy Outlook 2010

Higher fuel price, additional taxation and increasing pressure on airline costs are favouring turboprop attractiveness



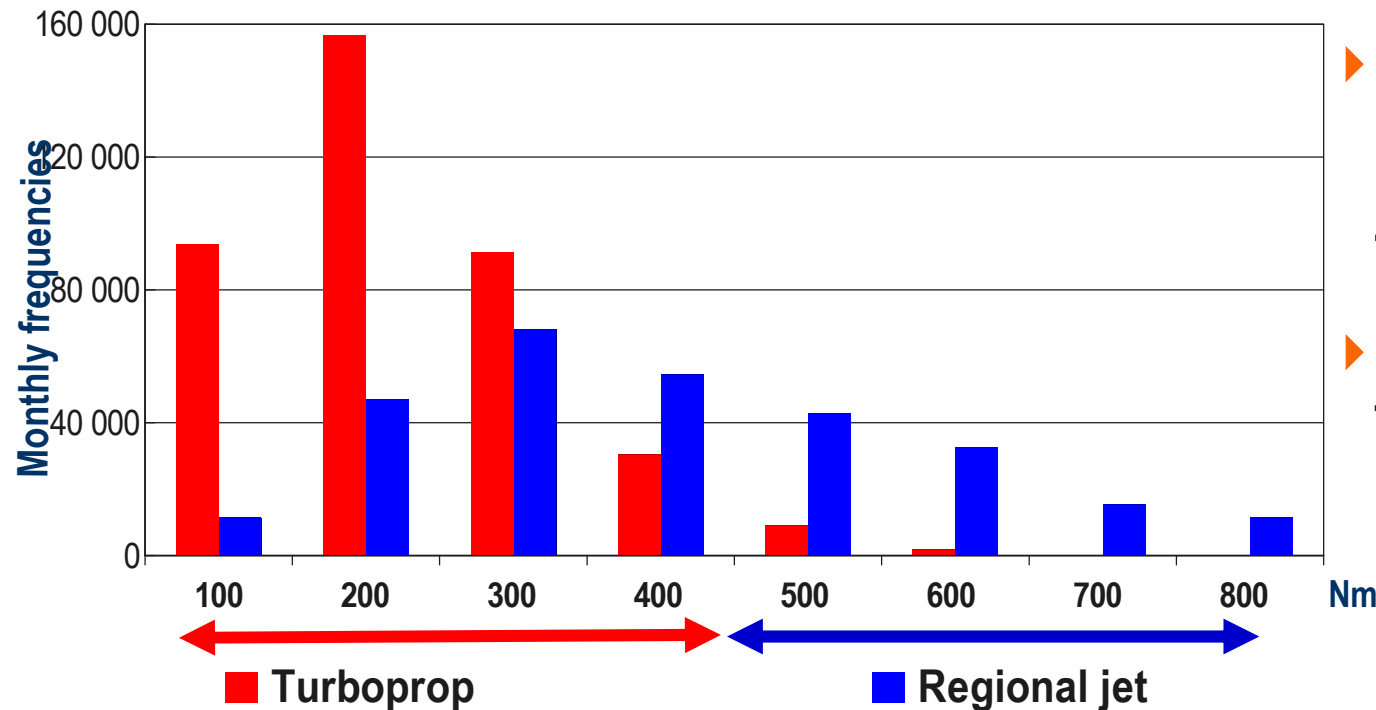
Direct Operating Costs

200 Nm sector - EU environment



ATR 72-500 less expensive to operate when compared to similar sized turboprop and jet competitors on typical regional sectors. There is no competition between 70-seater turboprop and jet on short-haul sectors. Turboprops are unrivalled.

Turboprop vs Regional Jet : Complementary roles



- ▶ 75% of the sectors below 400 Nm today operated by Turboprops
- ▶ No speed advantage for short sector

(Source : OAG)

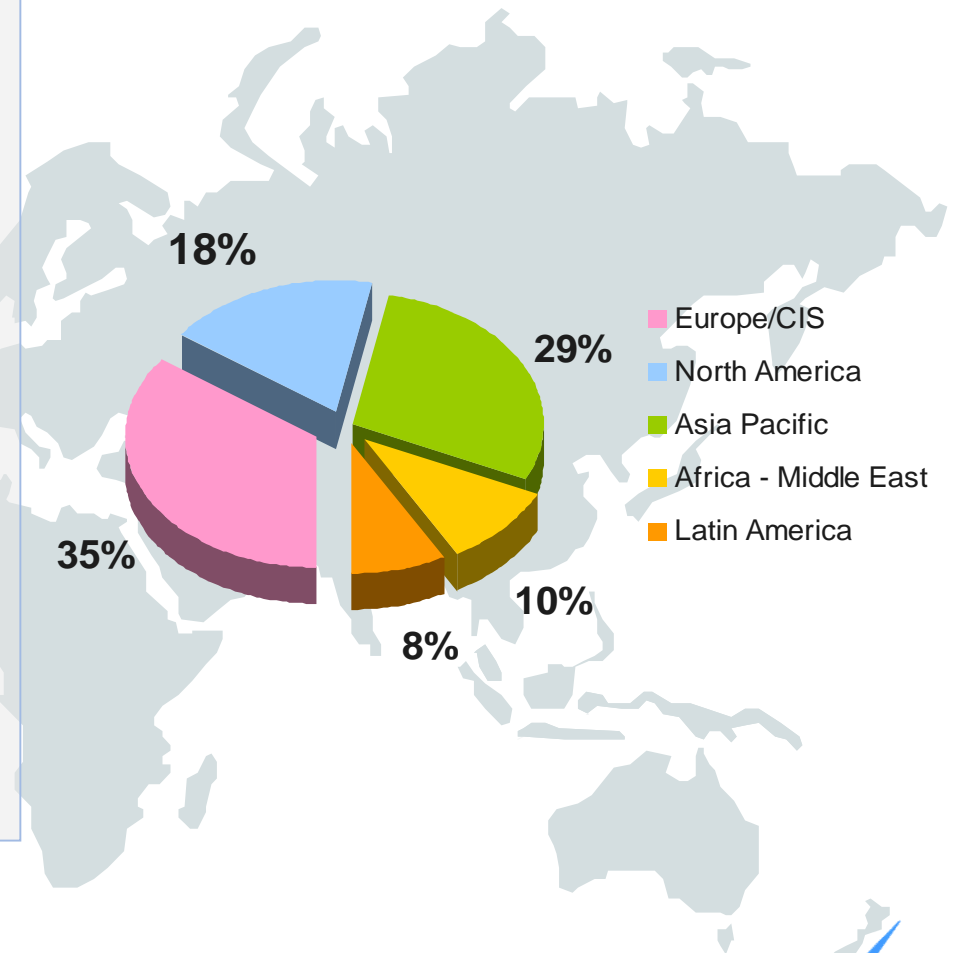
Airlines have clearly identified the respective environment for RJ and TP

ATR: facts and figures

- N°1 Turboprop manufacturer in the world
- US 1.3 Bn turn-over in 2010
- > 1,100 firm orders
- About 20 Million cycles
- 99.7% average Dispatch Reliability
- 175 operators in 94 countries

About 470 new ATR orders in the last 6 years (60% of market share), and 56 new operators

Orders by region as of April 2011



Every 20 seconds, somewhere in the world an ATR Takes-Off !



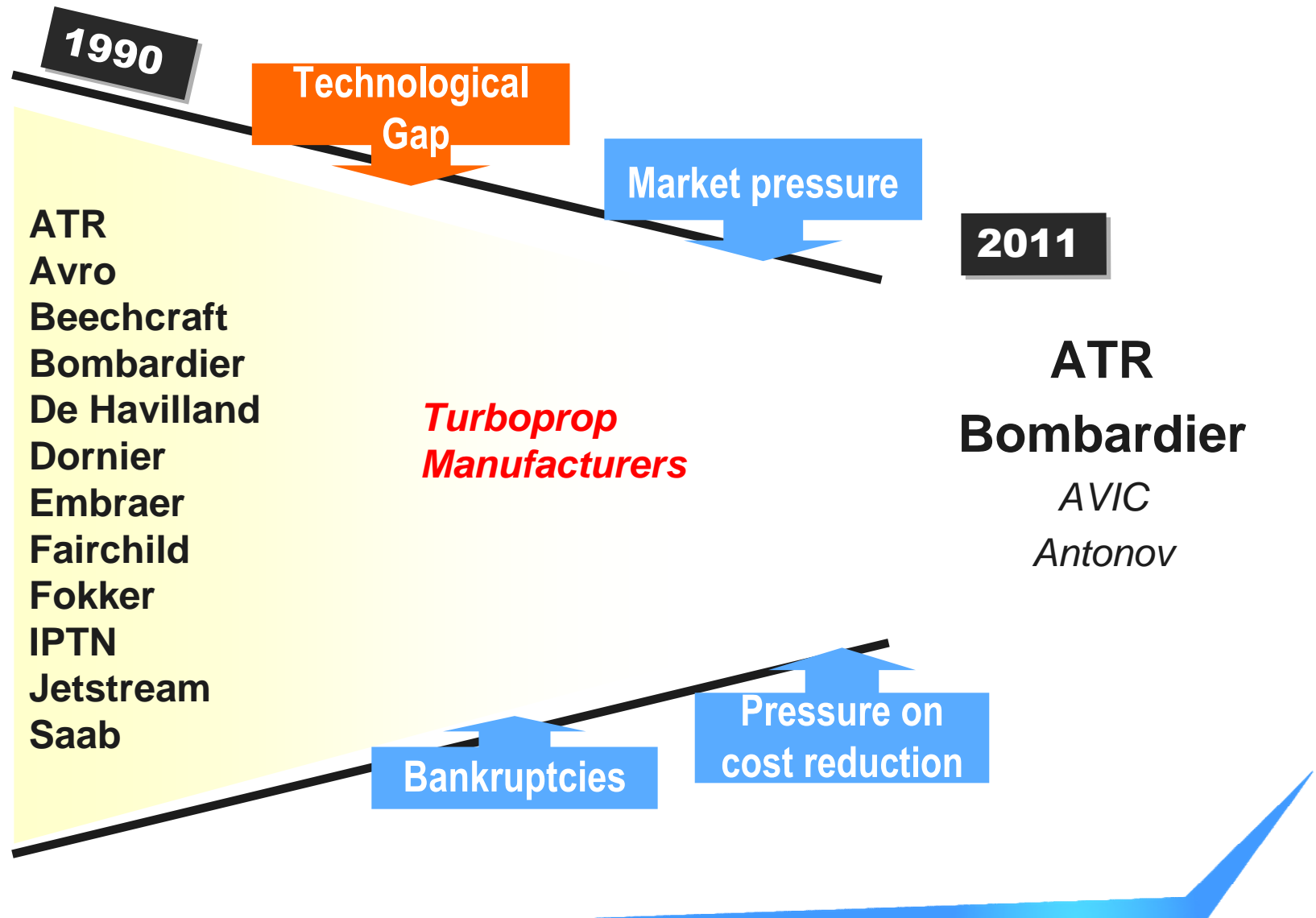
- ATR at a glance
- Market Overview
- Product Innovation Policy
- Future perspectives

Continuous Product Development



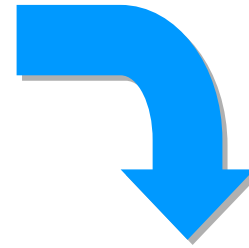
**Technology Enhancement for
Performance, Safety, Flexibility, Commonality
at reduced Operating Costs**

Regional Aviation Industry Consolidation - *Turboprops*



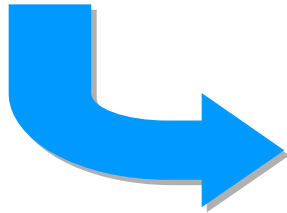


New Avionic Suite



To DIGITAL

From ANALOG



Flight Deck Architecture

- ❑ Five 6x8" Liquid Crystal Display Units



Supplier: Thales. Same technology certified on the A380



- ❑ **Multi-Function Display (MFD):**

- Navigation/Communication
- Aircraft systems synoptic

- ❑ **Engine&Warning Display (EWD):**

- Engine primary parameters
- Crew Alerting and pop-up of associated procedures
- Check-lists / Procedures management

- ❑ **Primary Flight Display (PFD)**

- EFIS functions

ARMONIA: the new ATR -600 Cabin



ATR -600 Series: main features

PW127M for Hot & High
Capability (**optional**)

Glass Cockpit: the most
modern in the regional
market

100% RTO for short runway
capability

Increased operational
weights

State-of-the-art avionics and
provisions for future requirements
(ADS-B, RNP Appr, VNAV, Cat.
IIIA,...)

Centralized
maintenance

Quiet Interior

Forward Passenger Door for
Jetway capability, (**optional**)

New Cabin Interiors (LED lighting, new
seats, materials, PSU, larger volume for
overhead bins)

ATR -600 Series for short/medium terms ATR Product Policy.

Requirements for the Next Generation Turboprop family are being set

ATR-600 Success Story

Orders: 117 ATR -600 + 30 OPTIONS



CARIBBEAN AIRLINES
9 ATR 72-600



AZUL
20 ATR 72-600
+ 20 options



AIR LEASE CORP.
10 ATR 72-600
+ 10 options



AIR NOSTRUM
10 ATR 72-600



ROYAL AIR MAROC
2 ATR 42-600
+ 4 ATR 72-600



VIRGIN BLUE
4 ATR 72-600



AIR CARAIBES
1 ATR 72-600



AIR TAHITI
3 ATR 42-600 + 2 ATR 72-600



TURKISH NAVY
10 ATR 72-600



ITALIAN NAVY
4 ATR 72-600



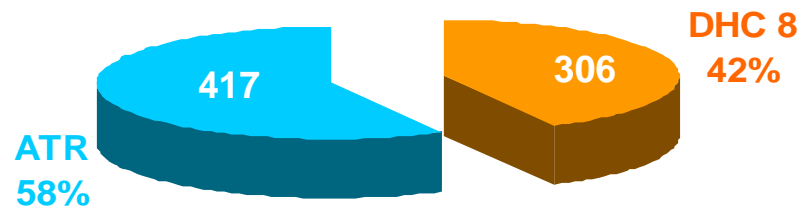
KINGFISHER
38 ATR 72-600

EIS: Summer 2011

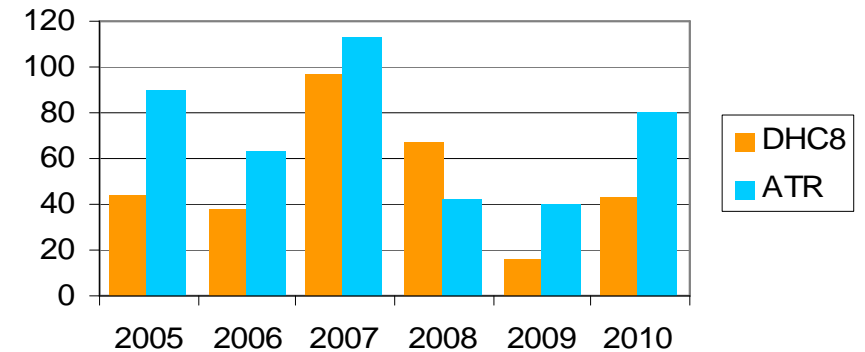
ATR Share in TP Market

TP market share

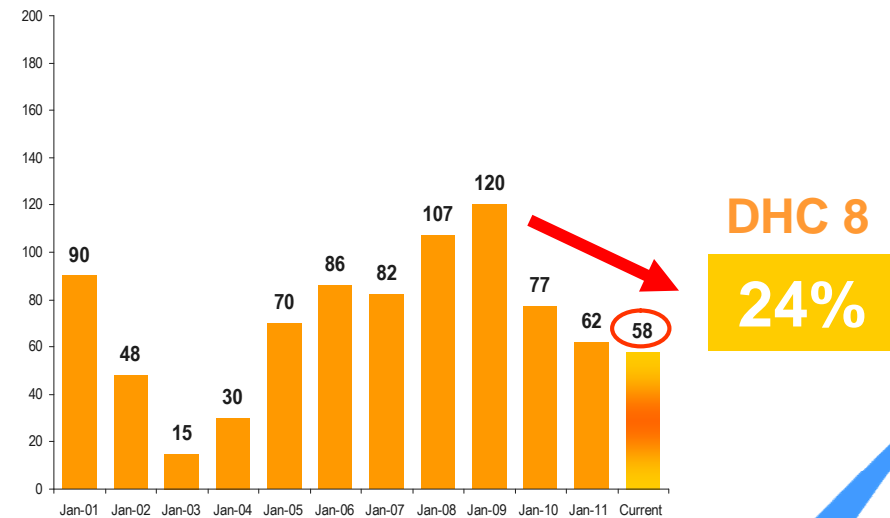
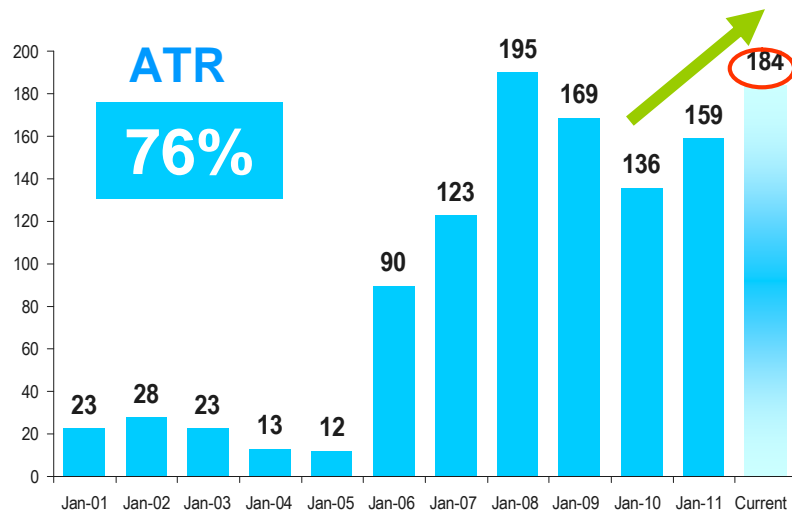
Net Orders since Jan 2005



Gross orders



A secured future with a solid backlog



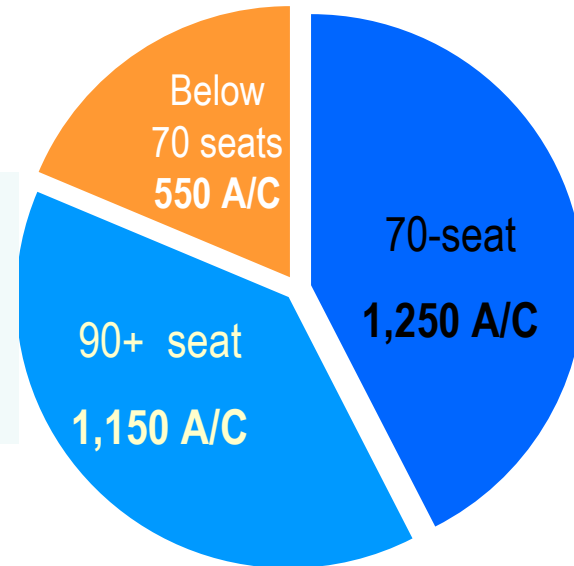
As at April 2011



- ATR at a glance
- Market Overview
- Product Innovation Policy
- Future perspectives

Long-Term demand for Large Turboprop remains strong ATR Forecast – March 2010

- 20 Years, 2010-2029
- Airlines will need 2,950 new turboprops
- Value: \$ 71Bn



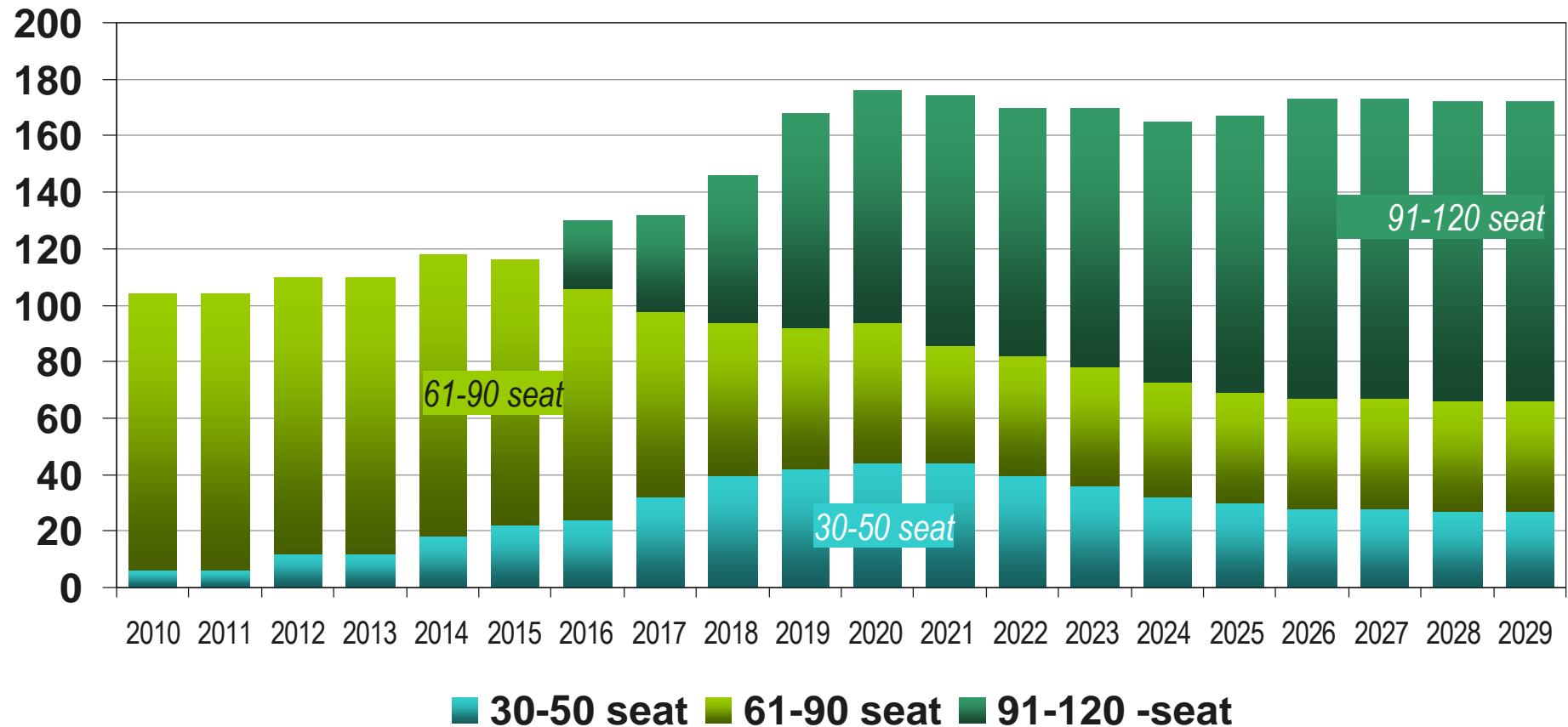
***42% of the new turboprop deliveries expected to be 70-seat a/c.
The new 90+ large TP segment is a strong 39% of the total***

Assumptions: 1) Regional Passenger Traffic Growth Average 20-Year: 7.0%
2) Fuel Price: 90\$/Barrel average 10 years (2010-2019); 110\$ 2nd decade (2020-2029); 3) Next Generation RJ Technology impact taken into account; 4) Forecast not constrained by Scope Clause

Turboprop Forecast - Delivery Stream (2010-2029)

2,950 New Turboprop Delivery Units – Value: 71 Bn\$

ATR Forecast : March 2010



Assumptions: 1) Regional Passenger Traffic Growth, Average 10-Year: 7.4%; Average 20-Year: 7%
 2) Fuel Price: 90\$/Barrel average 10 years (2010-2019); 110\$ 2nd decade (2020-2029) ; 3) Next Generation TP & RJ Technology impact taken into account; 4) Forecast not constrained by Scope Clause



THANK YOU