

Eurocopter expands into South West China through a purchase agreement with Xilin Fengteng

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Eurocopter successfully expands its footprint in China to the South Western region, with a landmark agreement signed with Xilin Fengteng for the sale of two helicopters – one EC120 B and one EC135 – for use in multiple general aviation missions.

A signing ceremony was held on Sunday 20 November in Guanghan City between Sichuan Xilin Fengteng General Aviation Co., Ltd. and Eurocopter China for the order of two helicopters – one EC120 B light single-engine and one EC135 light twin-engine helicopter – to be delivered by mid-2012. As a newly registered operator, these will be Xilin Fengteng's first two helicopters, for use in multiple missions including aerial photography, passenger transport, forest fire-fighting, business charter, emergency medical service, pilot training, etc.

Based in Deyang, Sichuan Province, Xilin Fengteng became Eurocopter China's first customer in South West China. This success is a result of Eurocopter China's expansion efforts that included the opening of the Chengdu liaison office for the South Western region in early 2011 – one of its seven offices around the country.

"We have great respect for Xilin Fengteng's long-term strategy to become a key player in general aviation in the South Western region," noted Eurocopter China CEO, Bruno Boulnois. "Eurocopter is the only foreign manufacturer to have a subsidiary in China, with an office in Chengdu to provide proximity services to emerging customers. Our common vision paved the way for this successful 'marriage' where we will work hand-in-hand with Xilin Fengteng to provide a one-stop solution for our customers' general aviation needs in Sichuan Province."

Eurocopter has an existing cooperation with the Civil Aviation Flight University of China (CAFUC) in Guanghan to develop a series of helicopter training programs. This acquisition contract will further reinforce Eurocopter's presence in Sichuan Province and the South West of China.

Lin Xiaobo, Chairman of Xilin Fengteng, expressed his delight in partnering Eurocopter, "This union bodes well for the future of general aviation in this region. We have always been keen admirers of Eurocopter and its products; this acquisition marks a great start for us and we look forward to bringing this relationship to a higher level in the near future."

Mission flexibility is the driving force behind Xilin Fengteng's decision to purchase the EC120 B and the EC135. In addition, both aircraft feature highly advanced technologies, making them easy to manoeuvre and extremely safe to operate even in the mountainous and secluded areas around Sichuan; at the same time producing top-notch performance and incurring low operating costs. The EC120 B and EC135 are well-received around the world – to date, about 700 EC120 Bs have been delivered worldwide, completing over 1,000,000 flight hours; while the EC135 family has seen over 1,000 deliveries with close to 2,000,000 flight hours clocked.



About Eurocopter

Established in 1992, the Franco-German-Spanish Eurocopter Group is a division of EADS, a world leader in aerospace, defense and related services. The Eurocopter Group employs approximately 17,500 people. In 2010, Eurocopter confirmed its position as the world's number one helicopter manufacturer in the civil and parapublic market with a turnover of 4.8 billion Euros, orders for 346 new helicopters and a 49 percent market share in the civil and parapublic sectors. Overall, the Group's helicopters account for 33 percent of the total worldwide civil and parapublic fleet. Eurocopter's strong worldwide presence is ensured by its 30 subsidiaries and participations on five continents, along with a dense network of distributors, certified agents and maintenance centers. There are currently 11,360 Eurocopter helicopters in service and some 2,900 customers in 149 countries. Eurocopter offers the largest civil and military helicopter range in the world.

Website: www.eurocopter.com

About Eurocopter China

Created in December 2006, Eurocopter China is a wholly-owned subsidiary of Eurocopter Group, responsible for sales and customer support activities for the company's entire range of products. In China, Eurocopter China covers a market share of 40%. With over 40 years of presence and 30 years of experience in industrial cooperation in China, more than 165 Eurocopter helicopters have been sold in the country. In order to provide quality service in proximity to Chinese operators, Eurocopter China has established a multi-based organization in Beijing, Shanghai, Shenzhen, Harbin, Chengdu, Wuhan and Hong Kong staffed with around 55 employees.

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