

FIDAE 2014

With six deals locked in, FIDAE confirms Airbus Helicopters' leading presence in Latin America

Santiago, Chile, 28 March 2014 – New agreements announced at this week's FIDAE 2014 air show has further underscored Airbus Helicopters' strong presence in the Southern Cone area of Latin America, with contracts and commitments involving military, security and energy-sector customers.

Building on a market leadership position that has seen its turnover double during the past four years, the Airbus Helicopters Cono Sur subsidiary revealed transactions at FIDAE 2014 for its AS350, EC145 and EC155 rotorcraft valued at a total of U.S \$54 million.

"This success confirms our helicopter product line continues to meet the demanding operational requirements in this region of the world, which results from the capabilities of Airbus Helicopters' current rotorcraft families and the constant evolution of our product line," said Alexandre Ceccacci, the Chief Executive Officer of Airbus Helicopters Cono Sur.

Among the announcements at FIDAE 2014 is the Bolivian Air Force's booking for two additional EC145s, which are to be used for missions ranging from support after natural disasters to governmental transport duties. The new order includes pilot training, technical assistance and a logistic package of tools and spare parts to be provided by Airbus Helicopters.

The new EC145s will join two helicopters of this type received by the Bolivian Air Force in 2012, along with six AS332 C1e rotorcraft that were ordered last year by the military service for deliveries through 2016.

With more than 500 EC145s delivered to date by Airbus Helicopters around the globe, this twin-engine rotorcraft is the reference for public services missions across Latin America, where it is being operated in Argentina, Brazil, Chile and Mexico – joined more recently by Bolivia and Peru with recent purchases for four and five aircraft, respectively.

Also announced at FIDAE 2014 was an AS350 B3 order from the Ministry of Security of Buenos Aires Province, to be deployed in surveillance, rescue and other applications. This will be the organization's fourth AS350 B3, operated along with five BO105s. As the highest-performance member of Airbus Helicopters' multi-role Ecureuil family, the AS350 B3 outclasses all other single-engine helicopters for performance, versatility, safety, acquisition and maintenance costs – excelling in hot conditions and very high altitudes.

During FIDAE 2014, Airbus Helicopters signed a letter of intent with Peruvian operator Heliflight for two EC145s and one EC155 B1 Dauphin family rotorcraft, to be used in supporting the country's energy industry. This customer currently has two AS350 B3s, which are deployed on missions for mining, as well as oil and gas, including operations in hot and high environments.

The fleet of Airbus Helicopters in the Southern Cone expanded with the deliveries at FIDAE 2014 of an EC155 B1 to a private Chilean client, an AS532 Ale Cougar to the Chilean Army, and the first enhanced EC130 T2 version received in this region of the world – delivered to a private customer.

The geographical region of Airbus Helicopters Cono Sur covers the countries of Chile, Argentina, Bolivia, Peru and Uruguay, for an in-service fleet of some 290 rotorcraft. Based in Santiago, this subsidiary, which has 100 employees, is responsible for the sale and customization of new and used helicopters, commercial support, spare parts distribution, maintenance and training.

About Airbus Helicopters

Airbus Helicopters, formerly Eurocopter, is a division of Airbus Group, a global pioneer in aerospace and defense related services. Airbus Helicopters is the world's No. 1 helicopter manufacturer and employs more than 23,000 people worldwide. With over 40% market share in civil and parapublic sectors, the company's fleet in service includes some 12,000 helicopters operated by more than 3,000 customers in approximately 150 countries. Airbus Helicopters' international presence is marked by its subsidiaries and participations in 21 countries, and its worldwide network of service centers, training facilities, distributors and certified agents. Airbus Helicopters' range of civil and military helicopters is the world's largest; its aircraft account for one third of the worldwide civil and parapublic fleet. The company's chief priority is to ensure the safe operation of its aircraft for the thousands of people who fly more than 3 million hours per year.

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