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EDITORIAL

Faith in our future

As we approach the end of 2009, ATR has announced some worthy achievements despite the critical financial environment. At the Paris Air Show, ATR showed it is bucking the trend, announcing 28 aircraft sold since the beginning of the year, and we will surely announce some more sales before the year is out.

Our ATR 72-600 pre-series successfully made its first flight on 24 July, in line with our development schedule which plans to deliver the first new ATR 600 series aircraft to customers in 2011.

These achievements give us confidence for the future at a time when some countries are starting to announce the first signs of a slow rebound of their economies. This phenomenon will provide the momentum for a return to a positive cycle for the global economy, renewing demand for commercial and regional aircraft. ATR is ready to respond to this demand with the -600 series, which marks a big step forward in the regional transport market underpinned by a product strategy focused on three core objectives:

- Performance enhancement and expanded operational versatility
- Technology upgrades
- Improved passenger comfort and appeal

Of course the crisis is not yet over and we must continue working in close partnership with our customers to overcome it by pursuing a vision that is both conservative, structuring our strategy to anticipate and combat threats, and aggressive, motivated by faith in our future.

Stéphane Mayer
Chief Executive Officer



NEWS UPDATE

-600 SERIES takes off

On 1 October, ATR invited about 1,000 guests to the official presentation ceremony of its first -600 series aircraft in Toulouse. It has already booked orders for 59 of the new aircraft (5 ATR 42-600s and 54 ATR 72-600s).



ATR -600 series in flight

All eyes are on the eagerly awaited ATR 72-600, two years after the programme was launched in October 2007. "Development of the new -600 series is advancing on schedule for the ATR 72-600 and ATR 42-600 models. With their new avionics suite equipped with the very latest navigation aid instruments and PW 127M engines, they are unmatched on the market today," affirms Luigi Lombardi, ATR Senior Vice-President, Operations. Since 24 July 2009, the aircraft has completed 20 successful flights and flight tests of the first ATR 42-600 will get underway next year. "Both models will enter commercial service in 2011," says Luigi Lombardi. "Between now and then, flight tests will be putting the new equipment through its paces. The ATR 72-600 and ATR 42-600 plan to log some 150 and 75 flight hours respectively."

ATR - the greenest regional transport solution

The official presentation ceremony provided an excellent opportunity to showcase the attractions and advantages of the new -600 series: a new and highly scalable avionics suite; the PW 127M engine, providing additional 5% thermodynamic power to further boost the excellent performance in "hot&high" airport conditions; a new cabin offering the most modern standards of comfort and design to cater for passengers' requirements and meet airlines' expectations, in

particular with a new business-class cabin or a new door at the front of the aircraft, much in demand in the North American market. Another key asset is fuel consumption, just as the European Union has published its list of 4,000 airlines that will have to reduce their carbon emissions to continue operating in Europe. "These aircraft will offer the lowest fuel consumption per passenger and the lowest CO₂ emissions," affirms Mario Formica, ATR Vice-President, Marketing. "In addition, the use of RNP (Required Navigation Procedure) and CDA (Continuous Descent Approach) procedures

could save up to 20 kilograms per landing. So an operator with a fleet of 10 ATR 72-600s will reduce its CO₂ emissions by 5.4 tonnes a year!" Mario Formica adds: "ATR has also produced a guide for airline operations called *Fuel Savings - How to perform an ecological trip*. If they strictly apply our recommendations and adopt ecological reflexes, they can save up to 111 kilograms of fuel on a flight of 300 nautical miles." At a time when sustainable development issues are to the fore, operators are not surprisingly showing a keen interest in ATR's new series.



Official -600 series ceremony

NEWS UPDATE

SOUTHERN EUROPE – MEDITERRANEAN

ATR flies south

ATR has historically cultivated close relationships with the countries of Europe and the Mediterranean. Since the beginning of the programme in the 1980s, this region has been a fertile ground for sales of ATR aircraft. For the ATR-600 series, two major companies are launch customers.

“This area has been ATR’s main customer base since the 1980s,” says Othman Chaoui, ATR Market Strategy Manager. “It has always been our backbone and still represents around 40% of the total ATR orders”. Over the years, ATR has built up a loyal customer base by meeting the requirements of operators in this area. The close ties thus forged have secured new orders. As recent contract signatures with Air Nostrum and Royal Air Maroc show, ATR is strengthening its presence in the region with the arrival of the new ATR-600 series. On 16 June, ATR and Spanish airline Air Nostrum signed a contract for the sale of 10 ATR 72-600s and options for 10 additional aircraft. At the signing, Air Nostrum CEO Carlos Bertomeu underlined “the clear advantages afforded by the ATR 72-600, chiefly its operating cost efficiency, which will enable us to maintain our leadership position in the Spanish regional transport market.” The same day, ATR signed another contract with the Moroccan national flag carrier Royal Air Maroc for the sale of four ATR 72-600s and two ATR 42-600s, plus options for two more ATR 72-600s. Of course, ATR’s relationship with the countries of Southern Europe and the Mediterranean goes back well before June of this year.

Close geographic and cultural presence

“Since 2007, we have sold 40 aircraft in the region. Our close geographic and cultural presence is a key asset in negotiations with airlines. And our aircraft’s performance capabilities and features make it ideally suited to these countries’ operating constraints,” explains Mario Formica, ATR Vice-President, Marketing. Indeed, ATR aircraft are designed to serve remote areas or islands economically, safely and comfortably. “The low operating costs and excellent performance of the ATR-600 series, particularly in hot and high conditions, make it a perfect fit for our regional transport requirements,” remarked Driss Benhima, Chairman & CEO of Royal Air Maroc, at this year’s Paris Air Show. Corsica, Sardinia, the Balearic Islands, Italy and Tunisia all operate routes of less than 300 nautical miles, a distance over

which ATRs offer particularly low fuel consumption. “Compared to the Dash 8-Q400, an ATR burns 39% less fuel!” points out Othman Chaoui. This strong argument carries extra weight with airlines now seeking to “green” their operations and prepare for a future carbon tax.

“Compared to the Dash 8-Q400, an ATR burns 39% less fuel!”

ATR is also affirming its ability to partner airlines’ development strategies, especially as they seek to open new trans-European and trans-Mediterranean routes under 300 Nm, such as between Morocco and Spain and Italy and Tunisia —where, naturally, they will be flying the ATR-600 series.



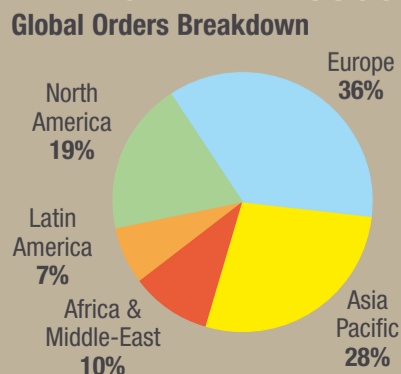
The new ATR 600 in flight



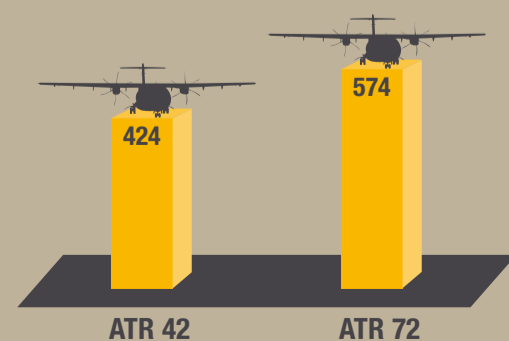
FACTS & FIGURES

ATR PROGRAMME
998 aircraft ordered

ATR WORLDWIDE SUCCESS



FIRM ORDERS



FOCUS

SUPPORT AND SERVICES

Delivering high added value

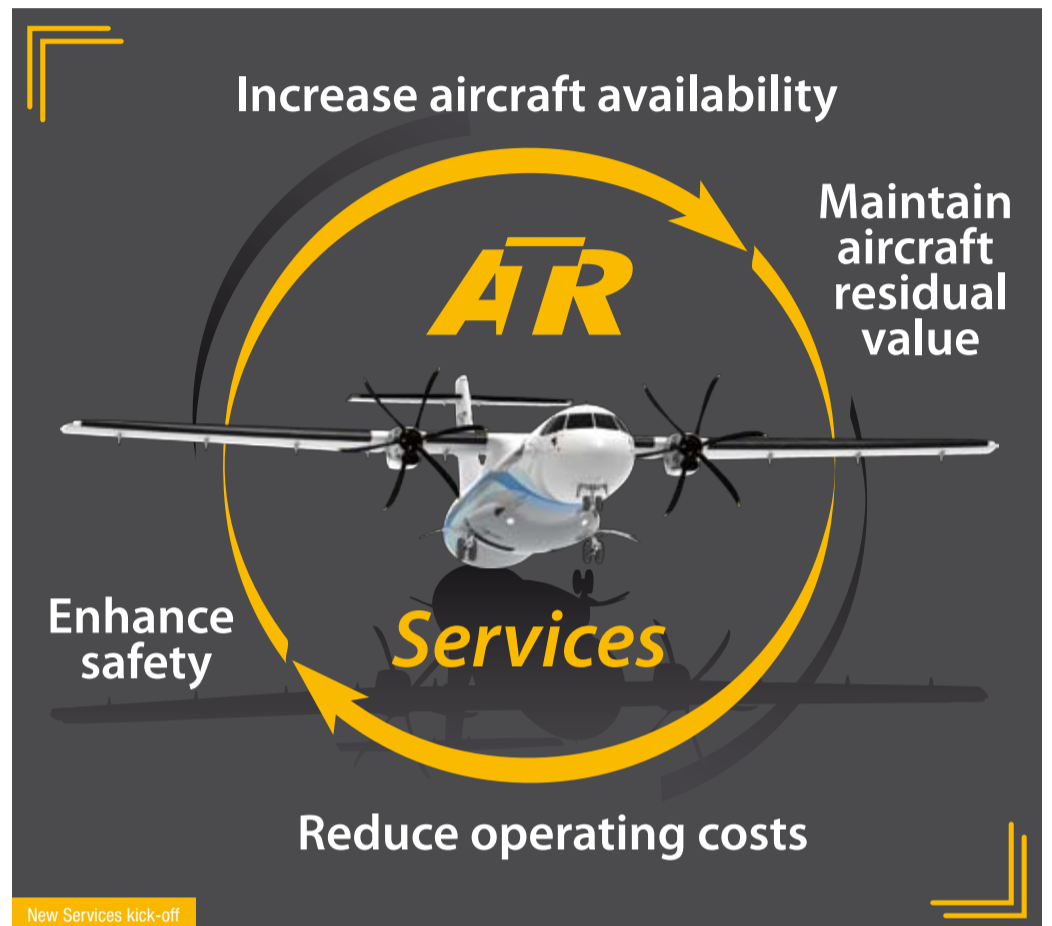
For several years now, ATR has been providing close support to customers with a broad range of after-sales services. New services will be coming on stream in 2010 to meet operators' expectations. We examine exactly what this will involve.

ATR's support expertise offers airlines an optimal choice in terms of costs: "The quality of our services ensures that aircraft retain their value throughout their operating life, as well as their residual value, which is crucial in transactions," says Luigi Mollo Vice-President, Customer Service. Today, Operators are looking to reduce operational costs and financial risk. Increasingly, they are refocusing on their core business and aligning their business interests with airline supplier interfaces like ATR's. As a result, they may be outsourcing fleet maintenance and repairs. "Our strategy is to continue supporting Operators and to develop new services to match their evolving needs," says Luigi Mollo. "The aim is to enable them to have less money tied up in spares, reduce their maintenance costs and provide support for unscheduled maintenance events. We guarantee our customers the in-depth expertise that only an aircraft manufacturer can provide, so we are the best placed to advise and support them," he affirms. "We offer high-value-added services and maintain our aircraft as a 'Solutions Partner', and we are constantly striving to improve customer satisfaction."

Solutions Partner

ATR's teams are working hard to precisely meet operators' requirements. "We can already say

that we are creating new services in three areas. First, in engineering and maintenance we are going to develop engine consulting services to provide our expertise in engine maintenance, and fleet management services to help operators optimize their maintenance plans. We are also looking at setting up a troubleshooting support service backed by a multi-purpose computer solution (MPC). Second, in operations data tracking we are going to create a new flight data monitoring service. And third, in materiel management, we are going to establish a recommended spares list for aircraft maintenance periodic checks. ATR will thus manage part of the airline's spares inventory and guarantee parts availability while also assuming a degree of the financial risk," announces Luigi Mollo. ATR's costs are very competitive, due notably to economies of scale. It also significantly reduces customers' costs (up to 40%) by providing spares inventory on lease and through a pool for changeouts. Lastly, ATR also offers flexible maintenance packages with its GMA contract, comprising a range of services based chiefly on power by the hour (PBH), allowing operators to choose maintenance options and match their budget to aircraft flight hours. "Today, we have more than 200 aircraft with Global Maintenance Agreements (GMAs), which offer tailored services such as repair and overhaul of onboard equipment, engines and landing gear; sched-

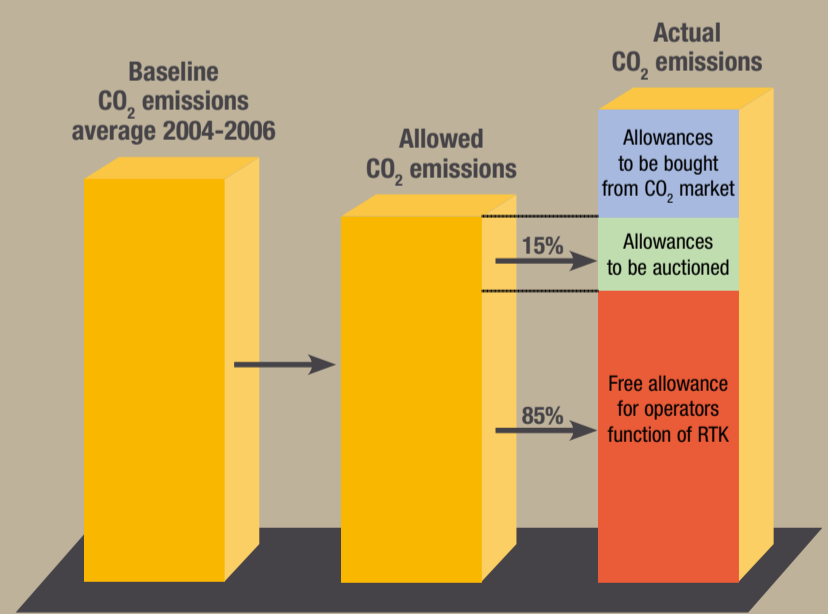


New Services kick-off

uled airframe maintenance; and provision of stocks of spares or part changeouts", explains Luigi Mollo. "We are also working on e-services solutions to improve the interface between ATR

operators and suppliers". In all, ATR's comprehensive range of support solutions makes it the ideal partner to help operators develop their business.

Emission Trading Scheme (ETS) for Aviation



CARBON EMISSIONS

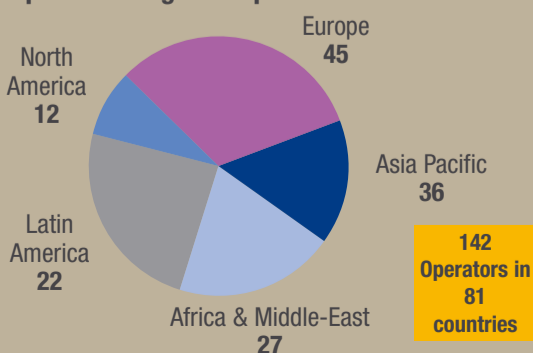
A compelling case for the new ATR-600 series

On January 2009 the European Commission included aviation in the EU Emissions Trading Scheme (ETS). From 2010, all aircraft operators flying from/to European airports will be mandated to monitor and report their CO₂ emission and RTK (Revenue Ton-km) data. The EC is soon set to announce the allowed emission threshold based on the average value of emissions for the period 2004-2006. 85% of the allowed emissions will be credited to aircraft operators according to their RTK (higher RTK will bring more emission credits), the remaining 15% will be auctioned. This mechanism will reward efficient operators whose actual emissions are equal to or lower than the credited value, while less efficient operators will be obliged to buy emission credits. "Many are thinking twice about using jets on routes where turboprops are much more fuel-efficient," says Barone Gianfranco, Product Development Director. "ATR aircraft are particularly attractive to them, as they burn 40% less fuel than a jet. Multiply that by ten or so aircraft, and the figures soon begin to make a lot of sense." And the performance capabilities of the new -600 series enable it to carry more payload, thereby increasing revenue tonne kilometres (RTK) to bring extra carbon credits for operators.

1 ton of fuel = 3.15 tons CO₂

ATR WORLDWIDE COVERAGE

Operators Regional split



FLEET STATISTICS

670 million passengers flew with ATR

	ATR 42	ATR 72	TOTAL
CUMULATIVE CYCLES (in Millions)	10.9	8.5	19.4
CUMULATIVE FLIGHT HOURS (in Millions)	9.8	7.3	17.1

PERFORMANCE

Last 12 months average

DISPATCH RELIABILITY / ATR -500 SERIES	99.6%
SCHEDULE COMPLETION RATE / ATR -500 SERIES	99.95%

WHERE TO FIND US

09/10

Date	Event	Location
7-9 October	ERA	Interlaken, Switzerland
15-16 November	Dubai Airshow	Dubai, UAE
1-5 December	Lima Airshow	Langkawi, Malaysia
27-30 January	Aero Expo	Marrakech, Morocco
2-7 February	Singapore Airshow	Singapore
4-6 February	Italy Airspace Expo	Rome, Italy
3-7 March	India Aviation Airshow	Hyderabad, India
23-28 March	FIDAE Airshow	Santiago, Chile
24-27 May	RAA Regional Conference	Milwaukee, USA

HIGHLIGHTS

INTERVIEW

“We believe turboprops are the best option to efficiently serve routes below 250 nautical miles.”

ATR and the Spanish carrier Air Nostrum today inked a contract for the purchase of 10 ATR 72-600s, plus options for 10 additional aircraft. Delivery of these 70-seat-configured aircraft will start in 2011. Carlos Bertomeu, Chief Executive Officer of Air Nostrum, talks about the close relationship his airline has established with ATR over the last 10 years.



Carlos Bertomeu, Air Nostrum CEO

How do you rate the “commonality” advantages across the family? What benefits do they bring in your day-to-day operations?

This question does not apply to us as we have no commonality in our current ATR fleet.

What feedback have you received from passengers flying onboard the ATR?

We have been flying the ATR 72-500 for ten years now and our frequent flyers value their reliability and comfort.

What positioning and role do you see for turboprop aircraft into the future?

We believe turboprops are the best option to efficiently serve routes below 250 nautical miles.

To conclude, a word about ATR?

ATR has been our partner for many years now and we are certain this positive relationship will last for many more. If we had to single out one aspect in particular, it would be their continued commitment to customer support.

How are ATR aircraft helping your airline to fulfil its goals?

Today, Air Nostrum is the leading regional airline serving the Spanish domestic market, North Africa and Southern Europe. To maintain and strengthen our leadership, we require modern and efficient aircraft like the ATR72-600.

Air Nostrum has ordered the ATR -600 series aircraft. What will this newcomer bring to you and your fleet in terms of efficiency compared to other airliners?

The Spanish market has a number of specific features, with steep mountain ranges, the need to connect various archipelagos, island to island, and territories in the north of Africa. The ATR 72-600 is the best aircraft to serve these markets given its cost efficiency and versatility.



Air Nostrum ATR 72-500 in flight

About Air Nostrum

Air Nostrum is the regional aviation market leader in Spain and one of the biggest regional airlines in Europe. With 100% private capital, it is an exclusive franchise of the Iberia group and a member of the Oneworld Alliance. It has over 2,000 employees and operates more than 150,000 flights annually, flying to 67 destinations on more than 120 different routes and carrying about 5 million passengers a year. Air Nostrum has an annual turnover of more than €670 million. It is the only European regional airline to have won the Airline of the Year award (Golden Category) of the European Regions Airline Association (ERA) four times. It also holds the distinction of ERA's Palme D'Or award for Sustained Excellence.

TELEX

■ CERTIFICATION

ATR has successfully completed an audit to renew its EN 9100 and ISO 9001:2000 certification, covering design, production, marketing and product support activities for ATR 42 and 72 aircraft. Certification runs until 31 July 2012. See the details at www.atraircraft.com

■ NEW ASSIGNMENTS

Effective 1 October 2009, Laurent Nègre is appointed President of ATR Eastern Support, taking full responsibility for all support and services activities in this area. On 1 August, Jean-Luc Establie took up the position of President of ATR Indian Customer Services, where he will be responsible for sales and customer support and service relationships with ATR.



Laurent Nègre



Jean-Luc Establie

■ MAKS 2009: A STEP FORWARD

ATR was satisfied with the level of participation at the Moscow International Aviation and Space Salon 2009 in August, where it had the chance to meet and negotiate with a large number of clients—UTair, TomskAvia, Vnukovo Avia, Air Volga, Region Avia—and other professionals. A lot of positive feedback was received, the most important being the response from the general public on being able to visit ATR at the EADS and Finmeccanica stands.

MEDIA CORNER

WHY ATTRACTIVE? A LOGICAL AND NATURAL EVOLUTION OF AEROCHAIN

ATRactive - a new name for ATR's Customer Service portal

We are delighted that as from today our entire e-solutions will be named ATRactive. Current development work on our new web suite gave us the opportunity to look at the future of ATR's e-services. We came up with a brand new name to convey our values and commitments, designed to reflect the positive outlook for ATR's e-business as a whole. As our proprietary portal, ATRactive will provide a solid foundation for future developments. Through ATRactive, we want to become more closely connected to our operators and improve service levels. To this end, we have reviewed our e-services offer so that we are able to deliver solutions matching operators' needs.

ATRactive is advancing and the implementation phase is scheduled to go live in March 2010. Get ready for take-off with ATRactive—the new ATR Customer Service portal.

