

### **MORE THAN A CENTURY OF EXCELLENCE**

Italy, 1907 - The first Agusta aircraft takes flight.
United Kingdom, 1915 - Westland is founded.

Agusta and Westland's pedigree as helicopter manufacturers dates back to the 1950s, when both Companies took strategic decisions to move into rotar wing aircraft production.

Agusta and Westland first collaborated 1964, when Westland Helicopters started licensed production of 250 Agusta AB47G "Sioux" helicopters in Yeovil, UK. The design and production of the Agusta A109 and the Westland Lynx in the 1970s grew both companies businesses further, allowing Agusta to expand its global industrial footprint, building a plant in Philadelphia, US.

The collaborative relationship between the companies evolved through the joint development and production the 16-tonne multi-role EH101.

This alliance provided the platform which enabled their ntegration when Finmeccanica S.p.A. of Italy and GKN old of the UK signed an agreement for the formation of a 50:50 joint venture company named AgustaWestland n 2001. In December 2004 Finmeccanica acquired GKN's 50% stake.

The acquisition of the Polish helicopter manufacturer PZL-Swidnik in 2010 expanded AgustaWestlands presence in central Europe, strengthening its global industrial footprint and broadening its product range.

Today Italy, UK, USA and Poland are considered domestic markets. There are approximately 13,000 people working to make AgustaWestland the leader in the worldwide helicopter market.

# FINMECCANICA 2013 KEY DATA



Revenues

**Orders** 

**EBITA** 



		Reve	nues	Ord	lers	EBITA		
		2013	2012	2013	2012	2013	2012	
1	Helicopters	4,076	4,243	4,384	4,013	562	473	
2	Aeronautics	3,343	2,974	3,980	3,169	182	104	
3	Defence & Security Electronics	4,892	5,754	4,952	5,136	221	384	
4	Space	1,051	1,053	1,0 02	866	94	84	
5	X Defence Systems	1,256	1,256	1,575	1,005	143	164	
6	<b>↑</b> Transport	1,793	1,719	1,908	2,290	(114)	(67)	

<sup>\*</sup> all datas are expressed in millions of euros.

Finmeccanica plays a leading role in the global aerospace and defence industry, participating in some of the sector's largest international programmes through its group companies, which have established alliances with European and US partners.

A leader in the design and manufacture of helicopters, defence and security electronics, civil and military aircraft, aerostructures, satellites, space infrastructures and defence systems, Finmeccanica is Italy's leading high-tech company. It is listed on the Milan stock exchange and operates via a number of group companies and joint ventures.

In 2013, Finmeccanica generated revenues of approximately EUR 16,033, orders of EUR 17,571million and had an order book worth EUR 42,697 million at the end of the year. At the end of 2012, the Finmeccanica Group had 63,835 employees.

Finmeccanica Group spends EUR 1,820 million of its revenues on research and development.

The Italian Ministry of Economy and Finance retains 30.2% of the share capital while Italian and foreign institutional and private investors own the remainder.



# AGUSTAWESTLAND 2013 KEY DATA





In 2013 AgustaWestland revenues were EUR 4,076 million, Adjusted EBITA was 562 million, up EUR 89 million from 2012 and orders were EUR 4,384.

Order backlog was stood at EUR 11,928 (EUR 11,876 million in 2012), which guarantees enough value to ensure almost 3 years of production. Headcount was 13,225 employees, an increase of 175 compared to December 31, 2012.

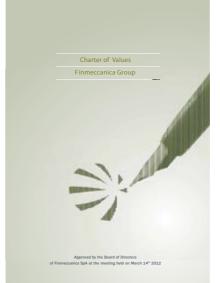
AgustaWestland invests almost 12% of its revenues in research and development.

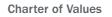
# **CORPORATE RESPONSABILITY**

AgustaWestland manages a successful and responsible business; equally committed to economic and social development, the protection of public health and the environment. Since 2010, the company has contributed to the Finmeccanica Sustainability Report and is a member of the Dow Jones Sustainability Indices.

Business ethics are at the heart of the company. AgustaWestland strives to generate positive effects for domestic communities in all operating territories, above and beyond economic value.

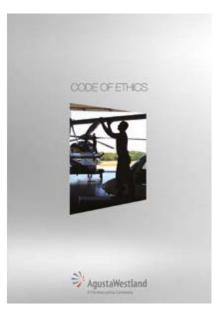
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM (







Sustainability Report



AW Code of Ethics



# OUR STRATEGY LEADING THE FUTURE

AgustaWestland is committed to serving its customers, developing its business and leading technological development in vertical flight. Industrial excellence, international partnerships and a broad portfolio of commercial and military products are the foundations of this commitment.



### **INDUSTRIAL EXCELLENCE**

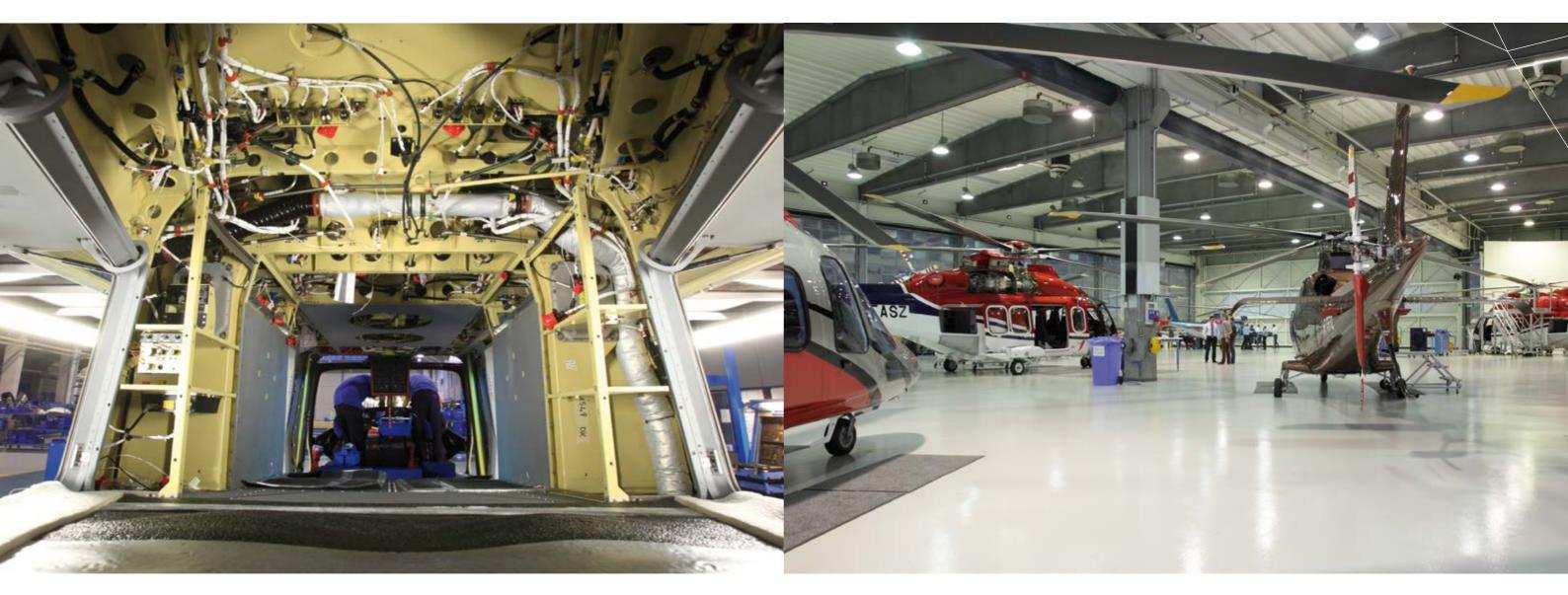
AgustaWestland's network of industrial facilities is optimised to deliver customer-tailored, high quality, leading-performance helicopter systems.

Industrial capability is served by specialist "Centres of Excellence" producing key helicopter systems, ranging from transmissions, gearboxes, rotor heads, rotor blades, through to metallic and composite structures as well as castings in light aluminum and magnesium alloys. These production cells are integrated to assembly lines situated in Vergiate and Tessera, Italy; Yeovil, UK; Swidnik, Poland and Philadelphia, USA - responsible for final assembly, customisation, flight test and delivery of the helicopters to AgustaWestland's customers.

Efficient business practice, supply chain management and the mutual commitment of industrial partners ensure a competitive market position.

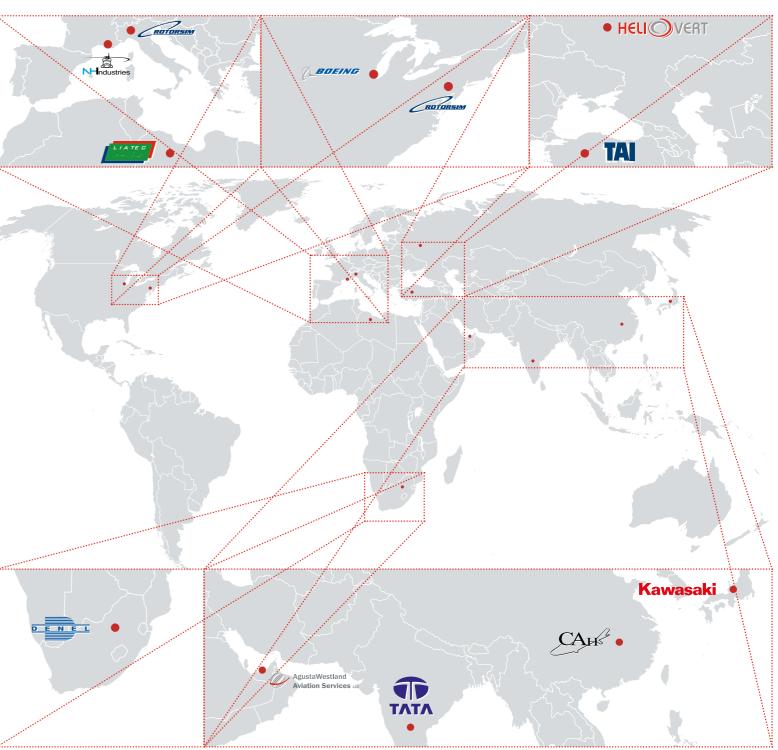
AgustaWestland is invested in maximising efficiency and synergies throughout the organisation to optimise costs and timescales, enhance quality and guarantee delivery to the customers schedule.







# BUILDING LEADERSHIP THROUGH INTERNATIONAL PARTNERSHIP



AgustaWestlands market leadership is supported by a wide range of collaborative programmes with other major international helicopter OEMs and partnerships with leading aerospace and defence companies. This network of alliances broadens the Company's product range, increases its global reach, and creates new business opportunities.

## **SERVING OUR CUSTOMERS**

AgustaWestland is further expanding its global presence, opening new regional support and authorised customer service centres. This ongoing investment and commitment to support its commercial, government and military customers through a dedicated network of 90 local service centres is maximizing the effectiveness of customers helicopters.

Highly experienced, dedicated teams of logistic and maintenance personnel are on call 24/7 - our customer support organisation is ready to respond.

AgustaWestland is an established provider of professional training services, with Training Academies in Sesto Calende, Italy, Philadelphia, USA, in Yeovil, UK and in Kuala Lumpur, Malaysia.

The company is committed to developing and expanding its training portfolio to meet the current and future training needs of all of the company's customers. AgustaWestland is the only helicopter manufacturer able to offer operators a 'Family' of new generation helicopters, spanning the 4.5 to 8 tonne weight range. Customers will benefit from the commonality across the AgustaWestland Family, comprising the AW169, AW139 and AW189 which share the same design philosophy, safety features, maintenance concept and common cockpit design, delivering reduced throughlife costs for operators of more than one type.





### **SERVING THE GLOBAL MARKET**

AgustaWestland offers integrated helicopter systems that encompass all principal weight categories in military and commercial mission configurations.

Rotorcraft on offer range from the SW-4 and the AW119Kx single engine light helicopters to the 16-tonne three-engine multirole AW101.

Innovation is at the heart of AgustaWestland's strategy, the company has the unique, in-house engineering expertise to undertake all stages of design, development and manufacture of new helicopters and tiltrotor aircraft, including integration of advanced avionic flight control and complex mission systems.

This total capability allows AgustaWestland to develop the latest generation of rotorcraft that, through their high level of system integration, meet the most demanding current and future operational requirements. Our vision for the future is to ensure ever-increasing levels of safety, comfort, and affordability in vertical flight operations anywhere, anytime and in all weather conditions.









AgustaWestland delivers high performance, cost-effective helicopters to operators world wide. The companies product range is capable of operation in all vertical lift missions, from the SW-4 to the 16-ton three-engine AW101 helicopter.

The **SW-4** is a cost effective 5 seat light single engine helicopter, suitable for passenger transport, training and utility roles.

The large cabin, 8-seat **AW119Ke** is the most powerful and cost-effective

A proven record of versatility is key to the continued success of the light twin-turbine **AW109 Power**, which dominates the light twin corporate helicopter market

The latest evolution of the Grand platform, the 8-seat, light/intermediate twin engine **GrandNew** delivers unrivalled navigation capabilities thanks to its leading edge cockpit technology.

Launched in 2010 the AW169 is a new generation twin engine helicopter in the 4.5 tonne class which will deliver new levels of performance and safety. Its spacious cabin can accommodate up to 10 passengers.

The twin-turbine AW139 helicopter sets the benchmark for the intermediate twin market in terms of performance, comfort and safety for both commercial and government applications.

The 6-tonne class W-3A Sokół is a proven, effective, rugged and reliable helicopter in all conditions, performing a wide range of roles including transport, external load lifting, fire fighting and SAR.

The **AW189** is the company's newest product; the first prototype completed its maiden flight in 2011 and is now ready for service. Capable of carrying 16 to 19 passengers in comfort at high speed, the aircraft designed to meet a wide range of commercial and public service applications.

The 16-tonne **AW101** multi-role helicopter is the most advanced rotorcraft in the world. Designed from the outset for both commercial and military applications, it can carry 30 passengers in airline comfort, while the optional rear ramp enhances flexibility for transport operations.

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 represents the next generation of aircraft transport for civil (both private and commercial operators), government and parapublic roles.

					Light	Medium   Medium   Heavv   Tilt Rotor				
	Light				intermediate	intermediate	intermediate			Tilt Rotor
MTOW	1800 kg	2850 kg	3000 kg	3175 kg	4500 kg class	6400 kg	6800 kg	8000 kg class	15600 kg	8000 kg
Max Cruise Speed	206 km/h	244 km/h	285 km/h	289 km/h		235 Km/h	306 km/h		278 km/h	510 km/h
Max range	763 km	954 km	948 km	859 km		733 Km	1250 km		1000 km	1296 km
Pilots Pax	1-2 pilot 2-3 pax	1 pilot 7 pax	1 pilot 7 pax	1-2 pilots 7-6 pax	1-2 pilots 8-10 pax	1-2 pilots 8-10 pax	1-2 pilots up to 15 pax	1-2 pilots 16 - 19 pax	2 pilots up to 30 pax	2 pilots 9 pax
	3	2	<del>)</del>				<b>*</b>		X	
	SW-4	AW119Kx	AW109 Power	GrandNew	AW169	W-3Asokół	AW139	AW189	AW101	AW609

### **MILITARY HELICOPTER SYSTEMS**

AgustaWestland military rotorcraft range features state-of-the-art avionic systems and mission equipment make each helicopter a fully operational system, not just a platform.

The companies military systems are delivering operational capability from the Arctic to the Antarctic.





The **SW-4** is the ideal entry-level turbine helicopter for various military tasks including training.

The AW119Kx's outstanding features in terms of performance, cabin space and productivity in the single engine category make it uniquely suited to perform a range of military duties.

The AW109 LUH is a light twin engine helicopter in the 3000 kg class. With the addition of role equipment the AW109 LUH is able to satisfy a wide range of missions making it a truly cost-effective multi-role military helicopter.

Purpose built for maritime operations, **Super Lynx 300** is the world's best selling light naval helicopter and has gained a reputation for its outstanding ship operating capabilities.

In 2006 AgustaWestland launched the **AW159** helicopter, that is now in production, which combines the proven dynamics system of the Super Lynx 300 with an all new airframe, avionics and mission system.

The **AW139M**, the military variant of the successful AW139, can be configured for a wide range of military applications and deliver high performance year round in the most demanding operating environments

The W-3 Sokół's robustness, reliability and flexibility of operation enable the platform to satisfy various utility, medevac, transport and armed missions.

The Company has two different combat helicopters in its portfolio, the **T129** multi-role combat helicopter design and the Apache AH Mk.1, produced under license from Boeing for the British Army.

AgustaWestland is also developing the **new generation AW149**, the Company's answer to growing military and government customer demand for a new generation, affordable, multi-purpose, medium weight class military helicopter.

The 11-tonne NH90, developed under a European consortium in which AgustaWestland has a 32% share, is in full production with naval and military utility versions currently being delivered.

The **AW101** medium-lift helicopter is in service with operators around the world in a wide range of roles.

The **CH-47F Chinook** is now in production, under license from Boeing, for heavy lift transport requirements.

	Light				Intermediate		Intermediate			Medium			Medium Heavy	
MTOW	1800 kg	2850 kg	3000 kg	3175 kg	5000 kg	5330 kg	6000 kg		6400 kg	6800 kg	8000 kg class	9525 kg	11000 kg	15600 kg
Max Cruise Speed	206 km/h	256 km/h	285 km/h	282 km/h	269 km/h	246 km/h	265 km/h		235 km/h	306 km/h		259 km/h	300 km/h	278 km/h
Max range	763 km	954 km	948 km	926 km	561 km	564 km			733 km	1250 km		537 km	982 km	1390 km
Pilots Pax	1-2 pilot 3-4 pax	1-2 pilot 7-6 pax	1-2 pilot 7-6 pax	1-2 pilots 7-6 pax	2 crew	2 pilots up to 6 pax	2 pilots up to 6 pax		2 pilots 12 pax	1-2 pilots 15 pax	1-2 pilots 16 - 18 pax	2 crew	2 pilots up to 20 pax	2 pilots up to 38 pax
		2	3	>	<b>*</b>	+					*	*	X	
	SW-4	AW119	AW109	AW109 LUH	T129	Super Lynx 30	00 AW159		W-35 sokół	AW139M	AW149	Apache	NH90	AW101

### **INNOVATION FOR GROWTH**





Innovation is at the heart of AgustaWestland's strategy. The company has the in-house engineering expertise to undertake all stages of design, development, and manufacture of advanced rotorcraft, including integration of advanced avionic flight control and complex mission systems.

The company is exploring, incubating, and implementing a wide range of advanced technologies to enhance

the performance and safety of its rotorcraft, reduce manufacturing and through-life costs for customers, lower environmental impact and achieve sustainable growth for our business.

Investing approximately 12% of its revenue and committing 1,700 employees to R&D projects, the company ensures that it can offer the widest range of rotorcraft solutions to meet current and future customer needs.

This strategy has three key strands of product development:

- Evolution of the conventional rotorcraft, in evidence in our internal research and technology programmes and collaborative European research programmes, such as 'Clean Sky'.
- Development of unmanned rotorcraft The company is developing several potential solutions to satisfy the demand of the increasing military and government market.

 Introduction into service of the revolutionary tiltrotor. Taking full ownership of the AW609 program in 2011 has enabled AgustaWestland to offer customers the world's first civil-certified tiltrotor which will see the current speed altitude and range limitation of conventional helicopters surpassed.

Furthermore, the company is collaborating with leading technical universities in Italy and the UK, and has established four major rotorcraft research and technology partnerships grow across six continents.



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