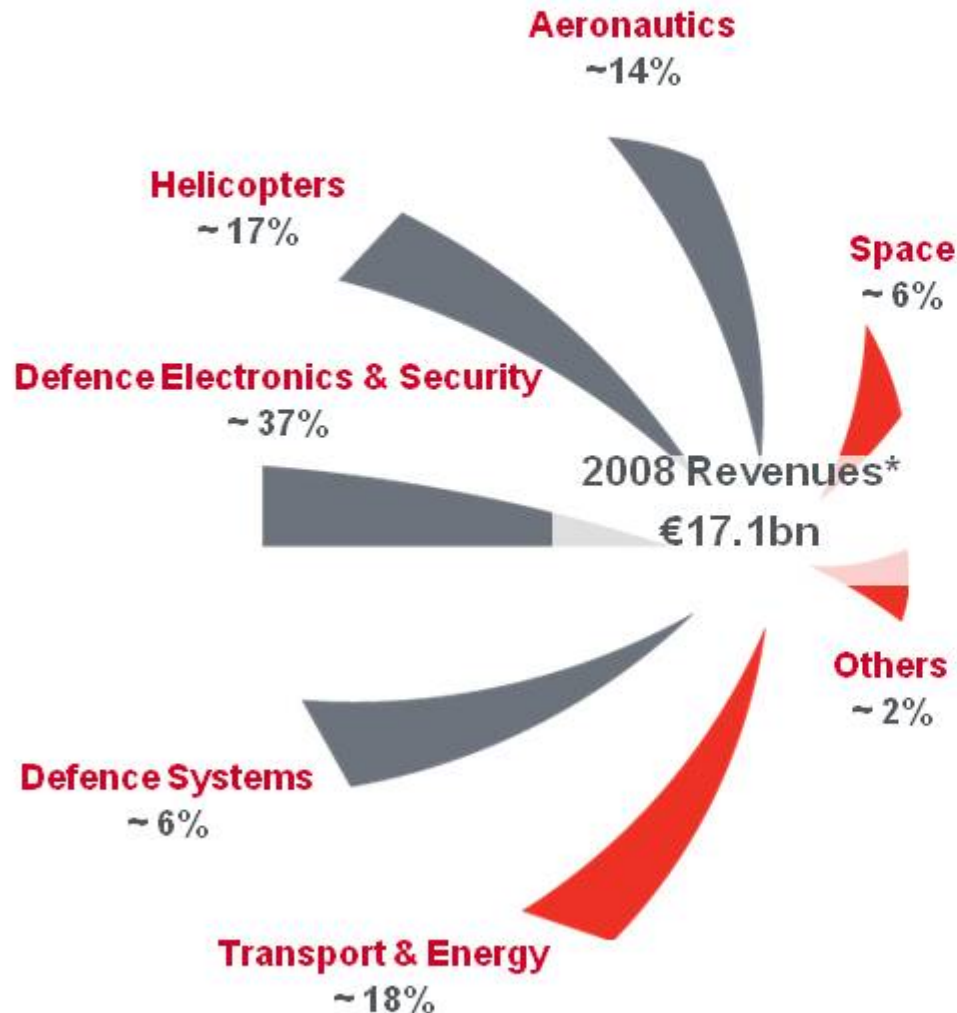


# AgustaWestland Company Overview

# Finmeccanica Today



-  Focused on 3 Strategic Pillars (Helicopters, Aeronautics, Defence Electronics & Security ca. 70% of Revenues), with local industrial presence in 3 domestic markets (USA, UK, Italy 60% of Revenues)
-  With outstanding positions in other Defence segments (Missile, Underwater, Land & Naval Armament)
-  Reference partner in the Space Alliance, with control over Value Added Services (VAS) and Ground Operations
-  Strong niche capabilities in Transport and Energy: tactical assets for value creation

\*Pro Forma Revenues including 12 months of DRS Technologies

# Consolidate Highlights 2008

**2008 (€ mln)**

<b>Revenues</b>	<b>3,035</b>
<b>EBIT</b>	<b>338</b>
<b>Order backlog</b>	<b>10,481</b>
<b>New orders</b>	<b>5,078</b>
<b>Headcount (n.)</b>	<b>10,289</b>

# A Global Presence



# International Partnership





# Customer Support

- Accounts for an increasingly large share of AgustaWestland's activity.
- Driver for the helicopter business, both in the military/government and civil markets.
- Supporting the product during its entire operational life:
  - Total capability support programmes
  - A Global Network of Service Centers
  - "Power by the Hour Programs" with fixed guaranteed costs for main operators
  - Reliability and helicopter availability to achieve demanding operational requirements and economic results
  - Helicopter upgrade/modifications to adapt to new requirements and technological evolution



# Total Training Capability

- Training solutions (ATIL, ROTORSIM) for both military and civil customers
- From Flight Simulators to total "training system"
- Specialised training programmes:
  - NVG
  - Hoist operations
  - Mountain flying
  - SAR



# Product Range

## LIGHT



AW119 Ke



AW109 Power



AW109 LUH



Grand



Da Vinci

## INTERMEDIATE



T129



AW149



Super Lynx 300



AW139



AW159 Wildcat



BA609

## MEDIUM



Apache AH Mk1



NH90 (TTH)



NH90 (NFH)

## MEDIUM/HEAVY



AW101 SAR



AW101 Utility



AW101 Naval



US101

## HEAVY



CH-47F



# AW119 Koala enhanced

LIGHT



INTERMEDIATE



MEDIUM



MEDIUM/HEAVY



- The most powerful and spacious single turbine
- Low maintenance costs & high power margins
- Civil, EMS, Government and Military applications

# AW109 Power



- Multi-role best selling light twin
- Highest performance levels and cost-effectiveness
- World's leading light twin for naval & training applications
- Civil, EMS and Government applications

# AW109 LUH

LIGHT

INTERMEDIATE

MEDIUM

MEDIUM/HEAVY



- Best selling light twin for military applications
- Already sold to South Africa, Sweden, Malaysia and New Zealand
- Fully integrated mission and weapon system

LIGHT

INTERMEDIATE

MEDIUM

MEDIUM/HEAVY



- The new intermediate size helicopter with light twin economics
- Providing superior performance, cabin space and accessibility with payload typical of larger helicopters
- VIP, EMS, Law Enforcement and Offshore applications





- Multi-role combat helicopter
- In service with the Italian Army and selected by Turkish Land Forces Command
- Fully integrated weapon and avionic systems
- “International” variant powered with LHTEC CTS-800 engines

# Super Lynx 300

LIGHT

INTERMEDIATE

MEDIUM

MEDIUM/HEAVY



- Latest generation of twin-turbine Super Lynx family
- In production for Malaysia, Oman, Thailand and South Africa
- Fully integrated glass cockpit and LHTEC CTS 800-4N engines
- Naval, utility and battlefield applications

# Future Lynx



- Contract signed for 70 aircraft plus 10 options – June 2006
- New common airframe for Naval and Army variants
- All new avionic system and mission sensors
- Utilises proven Super Lynx 300 dynamics system with CTS800 engines





- New generation twin-turbine helicopter, fully developed by AgustaWestland
- Best in class performance in speed, range, endurance, superior hover and single-engine capability
- Sold to over 25 countries in complete range of applications
- Executive transport, offshore, law enforcement and SAR roles





- New generation twin-turbine medium/intermediate class military helicopter
- Fully developed by AgustaWestland
- Military applications will include Battlefield, SAR/CSAR and Airborne Command & Control

# BA609



- World's first Tiltrotor for government and commercial applications
- Developed by Bell Helicopter Textron in collaboration with AgustaWestland
- Flies at twice the speed and range of current helicopters
- Achieved helicopter to aircraft mode flight in mid-2005, with certification expected in early 2011

# Apache AH Mk1

LIGHT

INTERMEDIATE

MEDIUM

MEDIUM/HEAVY



- Multi-role combat helicopter built under licence from Boeing
- 67th and final aircraft delivered to British Army in 2004
- Powered by Rolls-Royce Turbomeca RTM322 engines
- M-TADS upgrade Contract awarded in 2005 for revised mission sensors (nose configuration)



# NH90



- Twin turbine helicopter for naval and utility applications
- Selected by 14 countries and 19 Armed Forces
- New technologies for improved operational effectiveness
- Managed by NH Industries (AgustaWestland, Eurocopter, Stork Fokker)



# AW101



- Ordered by UK, Italy, Japan, Canada, Portugal, Denmark
- Unique Active Control of Structural Response to reduce vibration
- Military, Government and Civil applications
- US101 variant selected for the US Presidential Helicopter replacement programme

# Manufacturing network: the centers of excellence

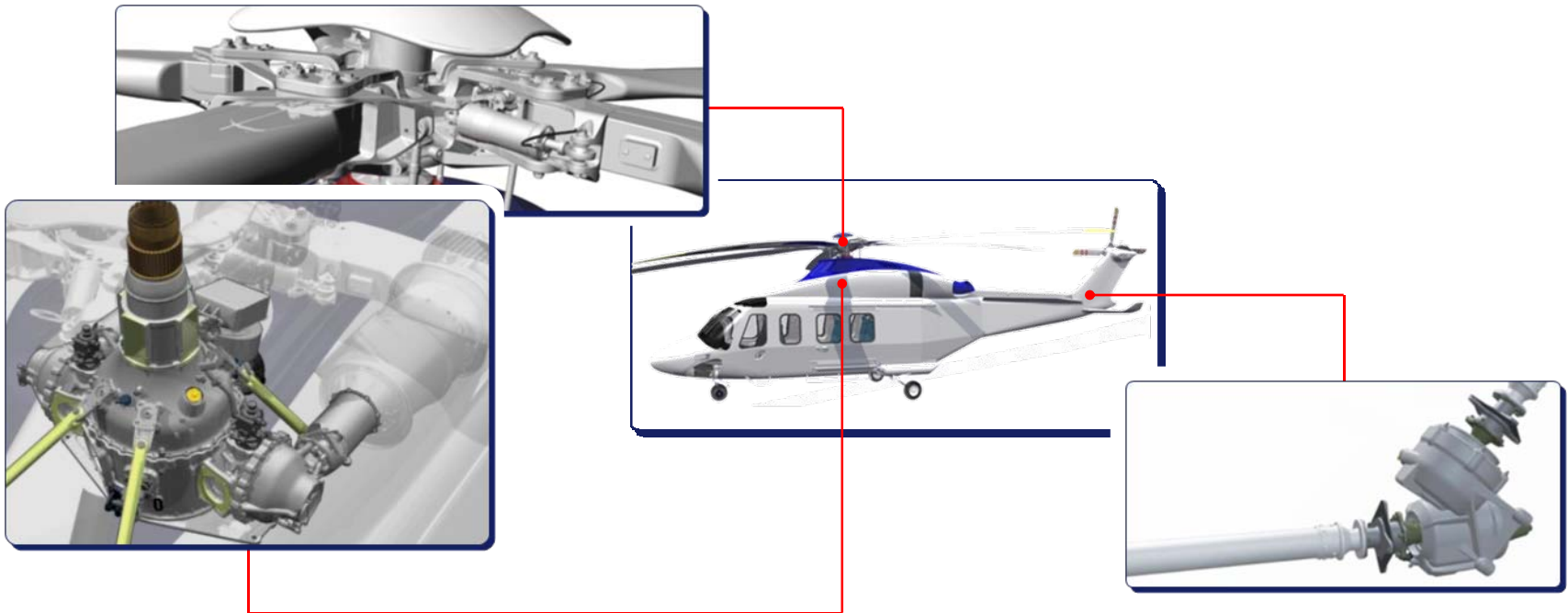


## Blades and composite rotor heads



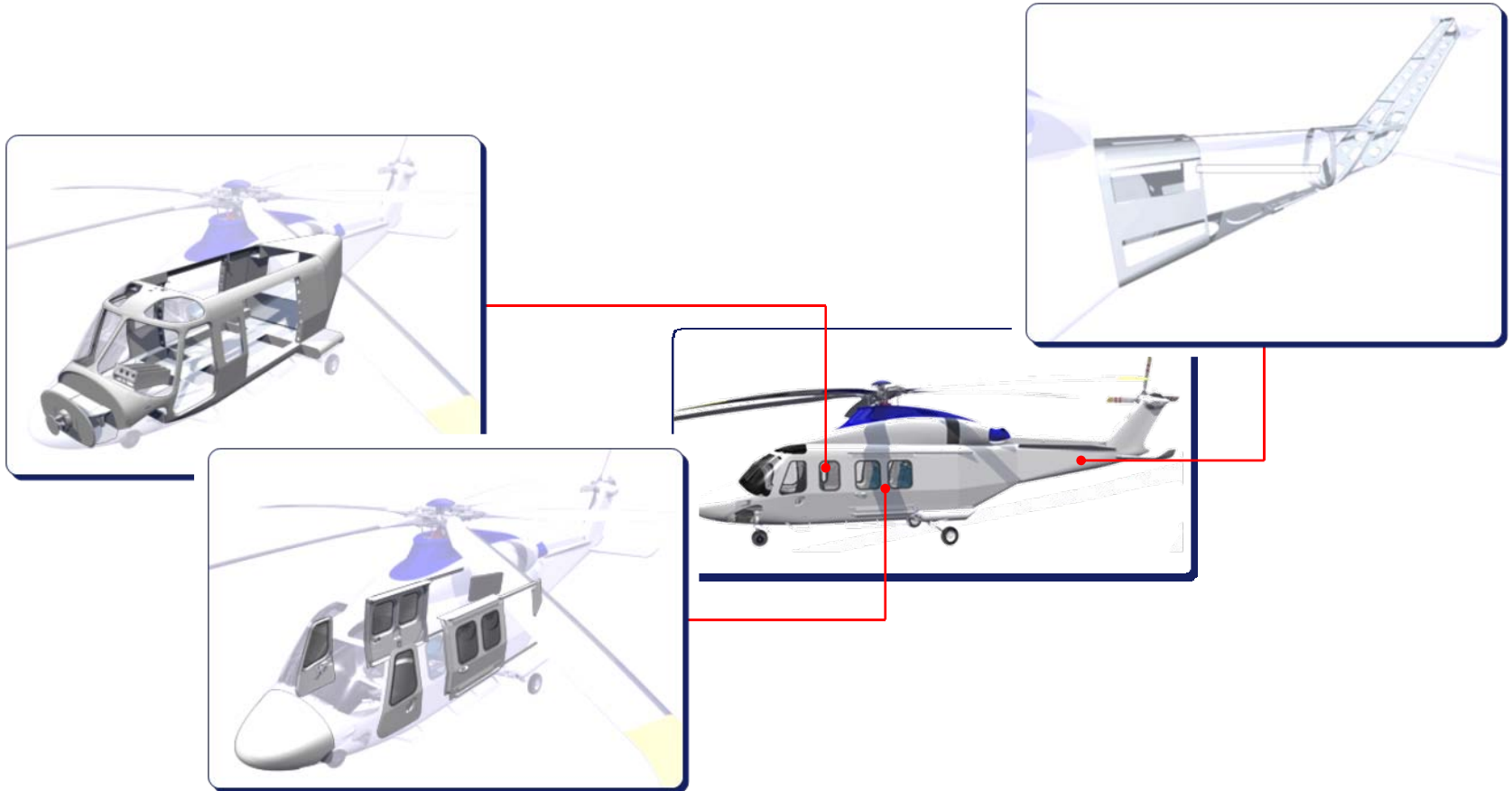
# Manufacturing network: the centers of excellence AgustaWestland A Finmeccanica Company

## Transmissions and mechanical parts

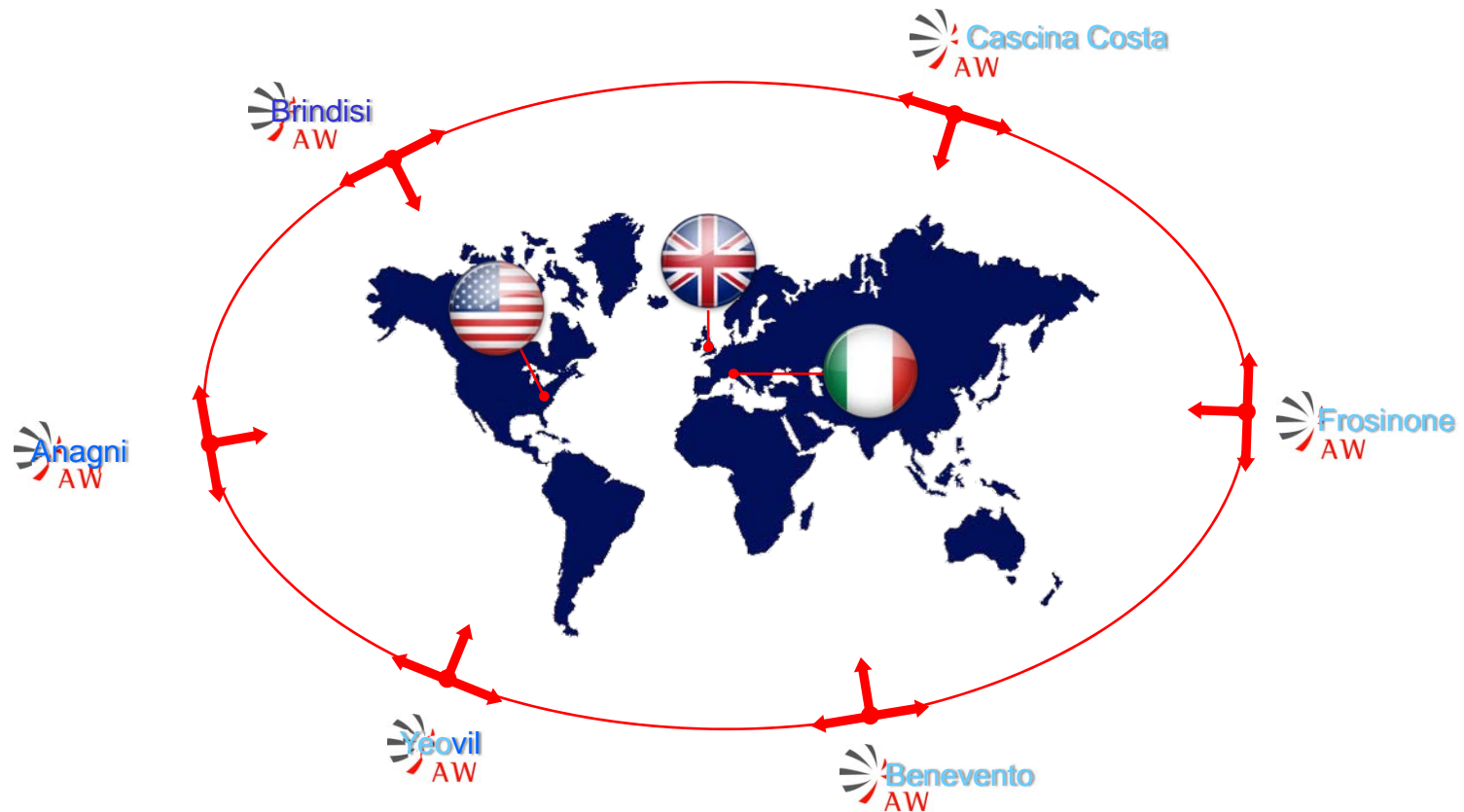




## Aerostructures



# Manufacturing network: the final assembly lines



# AgustaWestland's Manufacturing Challenge



## The Goal

- Service Improvement
- Leadership position in the industry
- Profit Enhancement

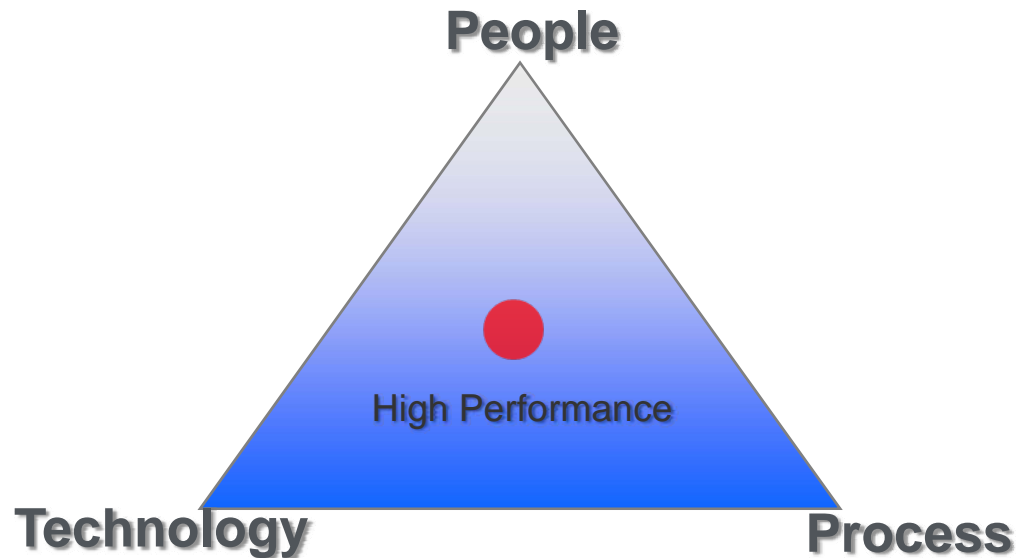
## The Overall Challenge

- Increasing number of AC to be delivered
- Increasing Operating fleet flying hours
- Increasing number and complexity of the configurations
- Reduce new & existing product lead times
- Increasing number and complexity of offset obligations
- Need for suppliers with higher reliability and capabilities
- Supplies shortage and competition for new sources
- New products introduction
- Increasing number and complexities of alliances
- More clients – more countries
- Financial Global scenario

**How do we translate these challenges and aims into a recognised approach to manufacturing excellence?**

# A Model for High Performances ?

- ➡ **Advanced Manufacturing needs a balance of Technology, Process and People!**





# A Model for High Performances ?

- ➡ Manufacturing Technology is Mandatory to compete, but not the WHOLE solution, and probably not the only Differentiator;
- ➡ Use Technology assets (imitable) to develop capabilities (non-imitable);
- ➡ Harmonised, Engineering and Manufacturing Capability is Key and is a Differentiator;
- ➡ A Highly Motivated, Knowledgeable, Teamed Workforce is a Differentiator;

**Advanced Manufacturing needs a balance of Technology,  
Process and People!**

# The AgustaWestland Digital manufacturing programme

In the 2006 AgustaWestland started with a new strategy...

“...Imagine a scenario where everyone involved in the design and manufacture of an AgustaWestland helicopter is working from a single 3D model – from the design team to the foundry to the manufacturing and assembly. This is the essence of the Digital Manufacturing programme, an ambitious plan to transform the way that AgustaWestland brings its products to market...”

From AgustaWestland Rotary Wing (June 2008)



**A shared vision:  
to make AgustaWestland  
Synonymous  
with Helicopters and Vertical Lift**





Heading for Continuous Success

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