



ОРГАНИЗАТОР

**ЦЕНТР СТРАТЕГИЧЕСКИХ
РАЗРАБОТОК В ГРАЖДАНСКОЙ
АВИАЦИИ (ЦСР ГА)**



ПРИ УЧАСТИИ

**ФЕДЕРАЛЬНЫХ И
РЕГИОНАЛЬНЫХ
ОРГАНОВ ВЛАСТИ**

РЕГИОНАЛЬНАЯ АВИАЦИЯ РОССИИ И СНГ - 2018

VIII международная конференция

ПАРТНЕРЫ



**ГЕНЕРАЛЬНЫЙ
ИНФОРМАЦИОННЫЙ ПАРТНЕР**

Транспорт России
ФЕДЕРАЛЬНОЕ АГЕНТСТВО ТРАНСПОРТА
ФЕДЕРАЛЬНОЕ АГЕНТСТВО ПО ТЕХНИЧЕСКОМУ РЕГУЛИРОВАНИЮ И МЕТРОЛОГИИ

20-21 сентября 2018

**Marriott
Moscow Grand**

ATR aircraft

the latest generation turboprop
for Russian and CIS airlines



Moscow, 21 September 2018

Jerome Gabory

VP Sales, Europe, Russia and Central Asia



ATR
PROPELLING THE NEXT CONNECTION

REGIONAL MARKET IS ESSENTIAL



25%
OF WORLDWIDE FLEET



6,500
AIRCRAFT IN SERVICE



>3,800
AIRPORTS



~300M
PASSENGERS/YEAR

Regional aviation is a more **resilient business**

- More immune to **external shocks**
- **Less competition** on thinner routes
= less threat of over capacity

A close-up photograph of the tail section of an ATR aircraft, showing the vertical stabilizer and horizontal stabilizer. The aircraft is white with red accents. The letters 'ATR' are partially visible on the tail. The background is a clear blue sky.

AGENDA

- ❑ **European manufacturer**
- ❑ **Aircraft overview**
- ❑ **Economics**

EUROPEAN MANUFACTURER

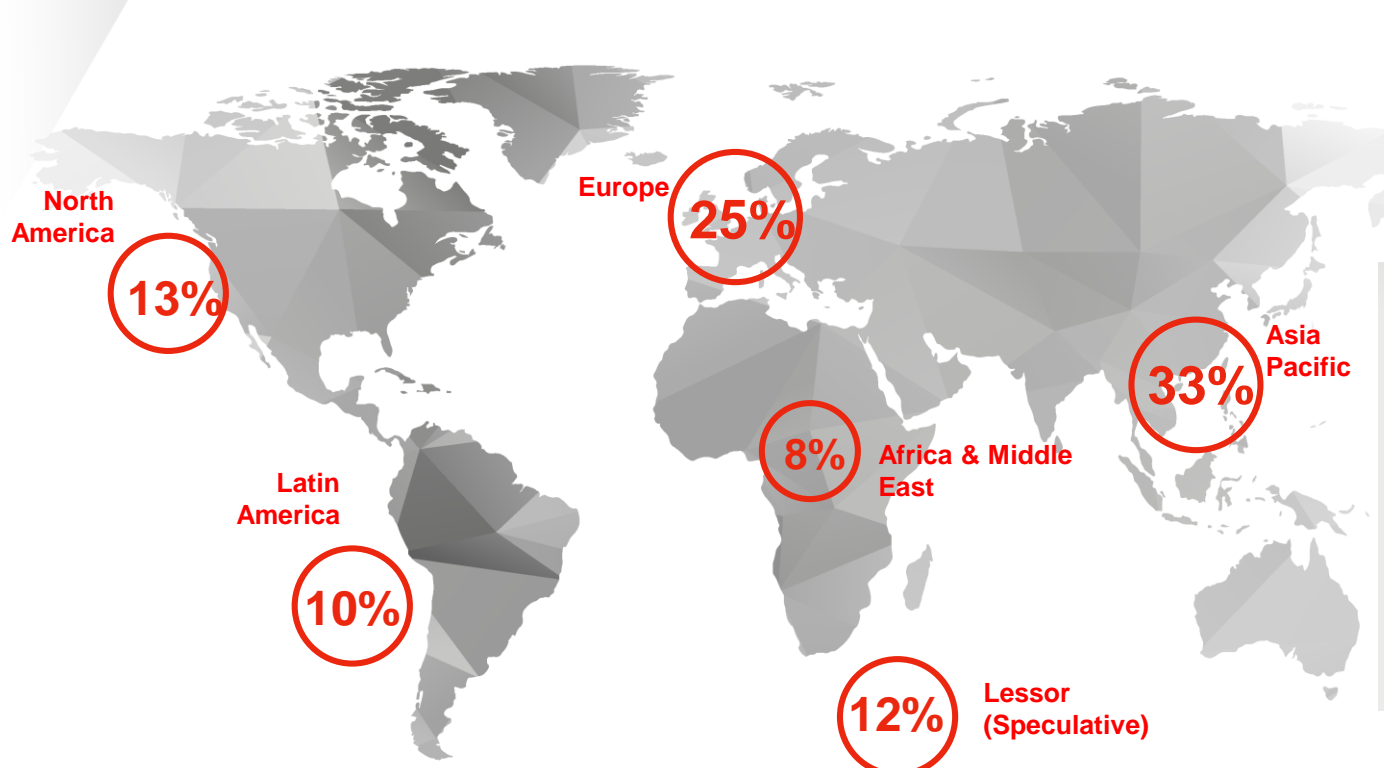
- Established in 1982
- Equal partnership between 2 aerospace leaders

AIRBUS  **LEONARDO**

- \$ 2 bn turnover in 2017
- Final assembly line in **Toulouse**
- 1,300 people worldwide

1089
F-WWEB

STRONG TRACK RECORD IN REGIONAL AVIATION



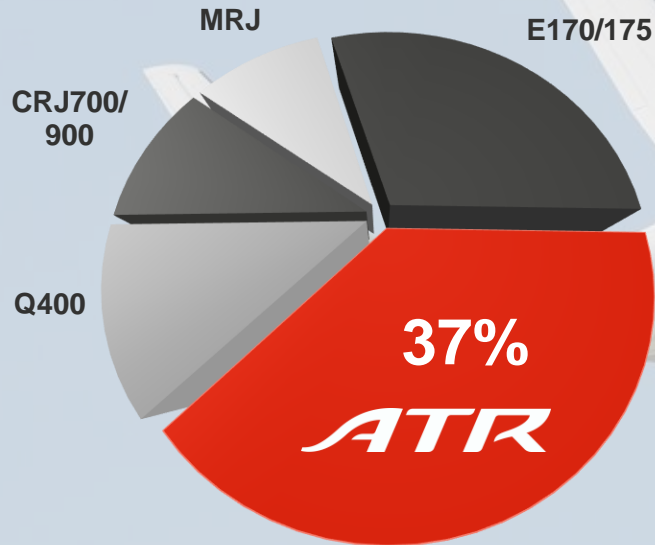
35 YEARS OF SUCCESS

1,700 sales
1,450 deliveries

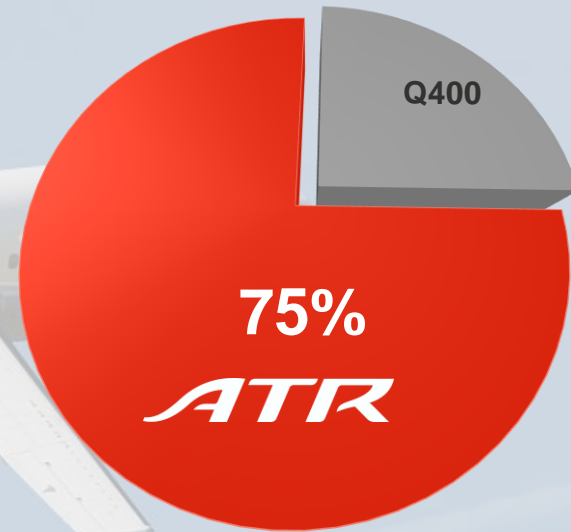


BEST SELLER IN THE 50-70 SEAT MARKET

Regional Aircraft Firm Orders
(2010-2017)



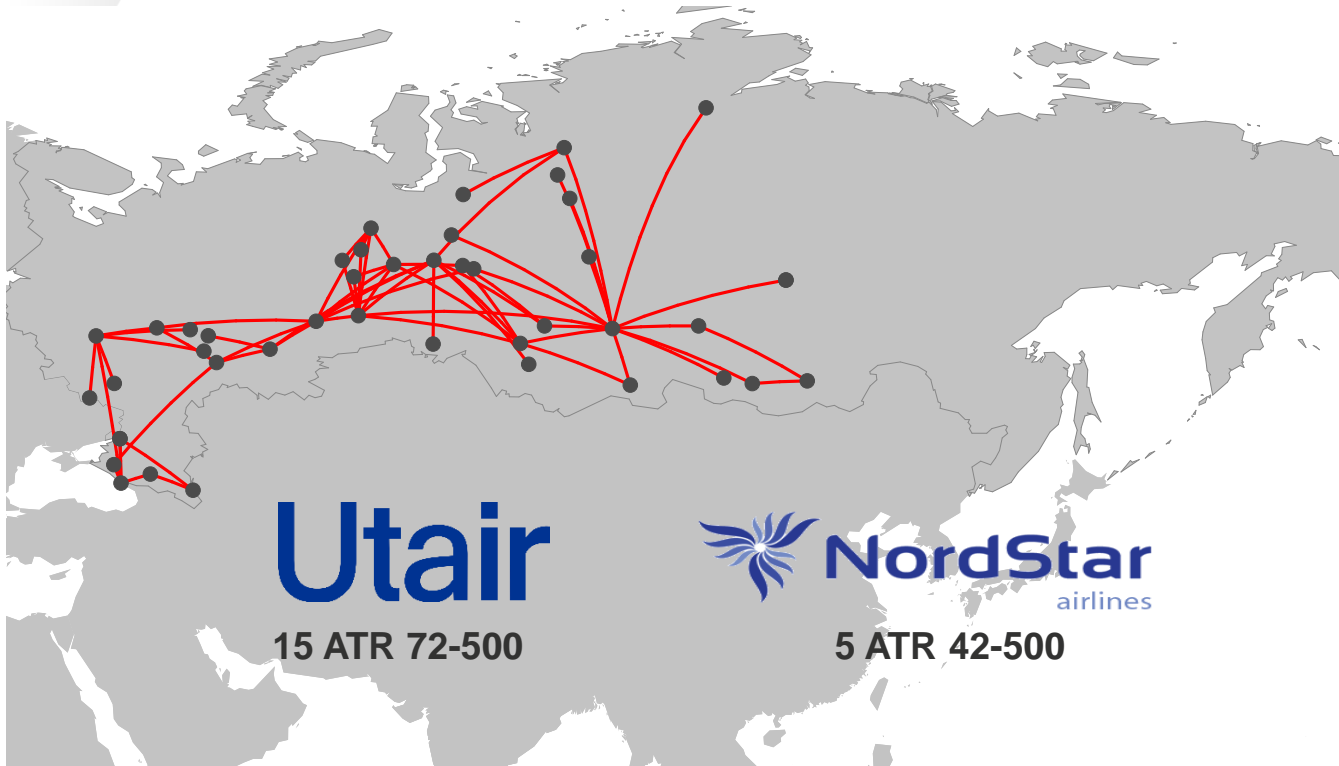
Turboprop Aircraft Firm Orders
(2010-2017)



A LARGE AND DIVERSE CUSTOMER BASE



A KEY MARKET FOR ATR



- 20 ATR in operation
- 45 airports
- 70 routes

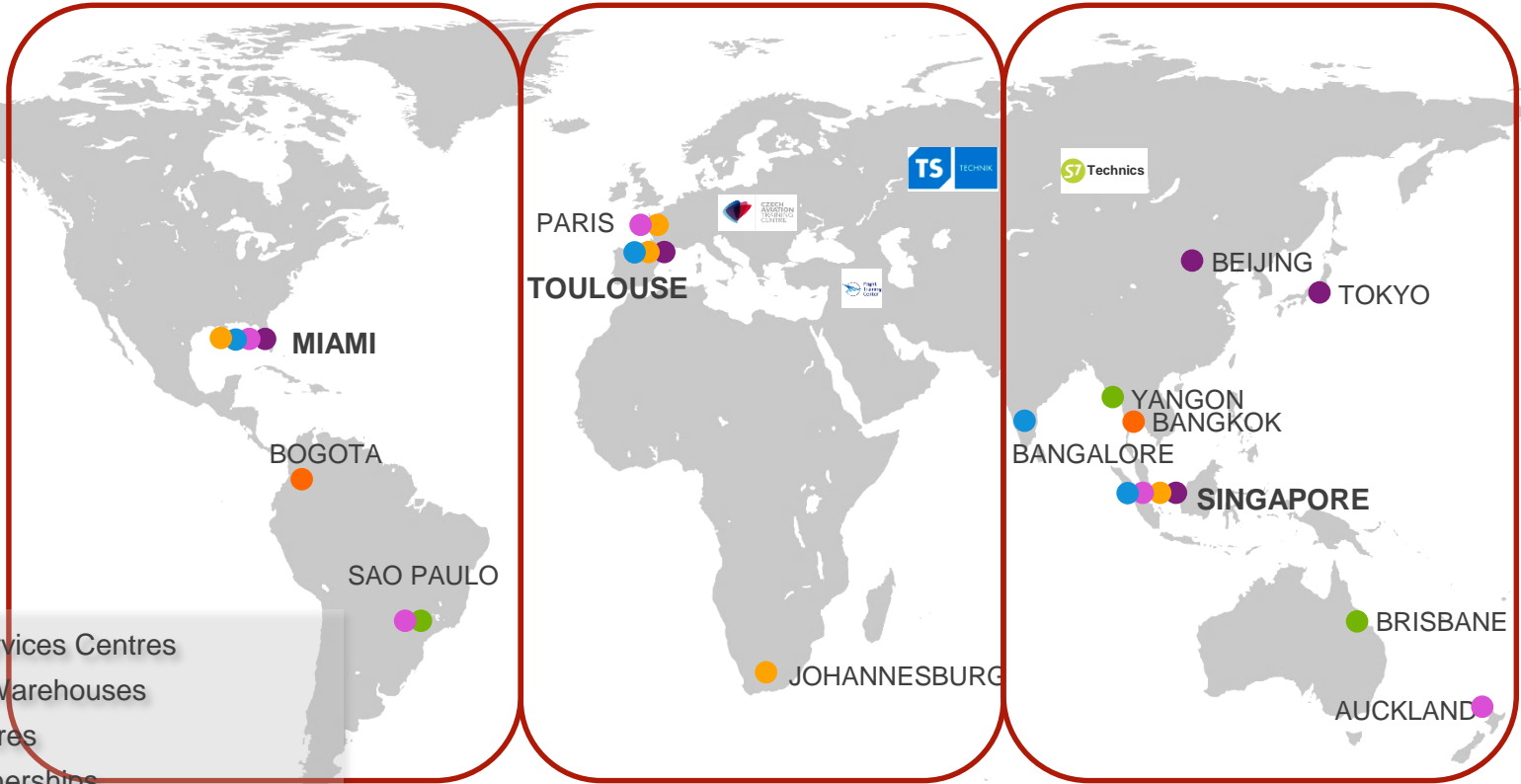
Average 700 km (380 NM)

Longest routes

Krasnoyarsk - Polyarny
1530 km (825 NM) – 3:30

Krasnoyarsk - Khatanga
1800 km (980 NM) – 4:30

TRAINING AND MAINTENANCE SUPPORT



- Customer Services Centres
- Spare Parts Warehouses
- Training Centres
- Training Partnerships
- Commercial Offices
- Regional Customer Support Offices



Aircraft overview

ATR

ATR

The most successful turboprop family

ATR 42-600
46-50 seats
Low trip cost

ATR 72-600
70-78 seats
Low seat cost

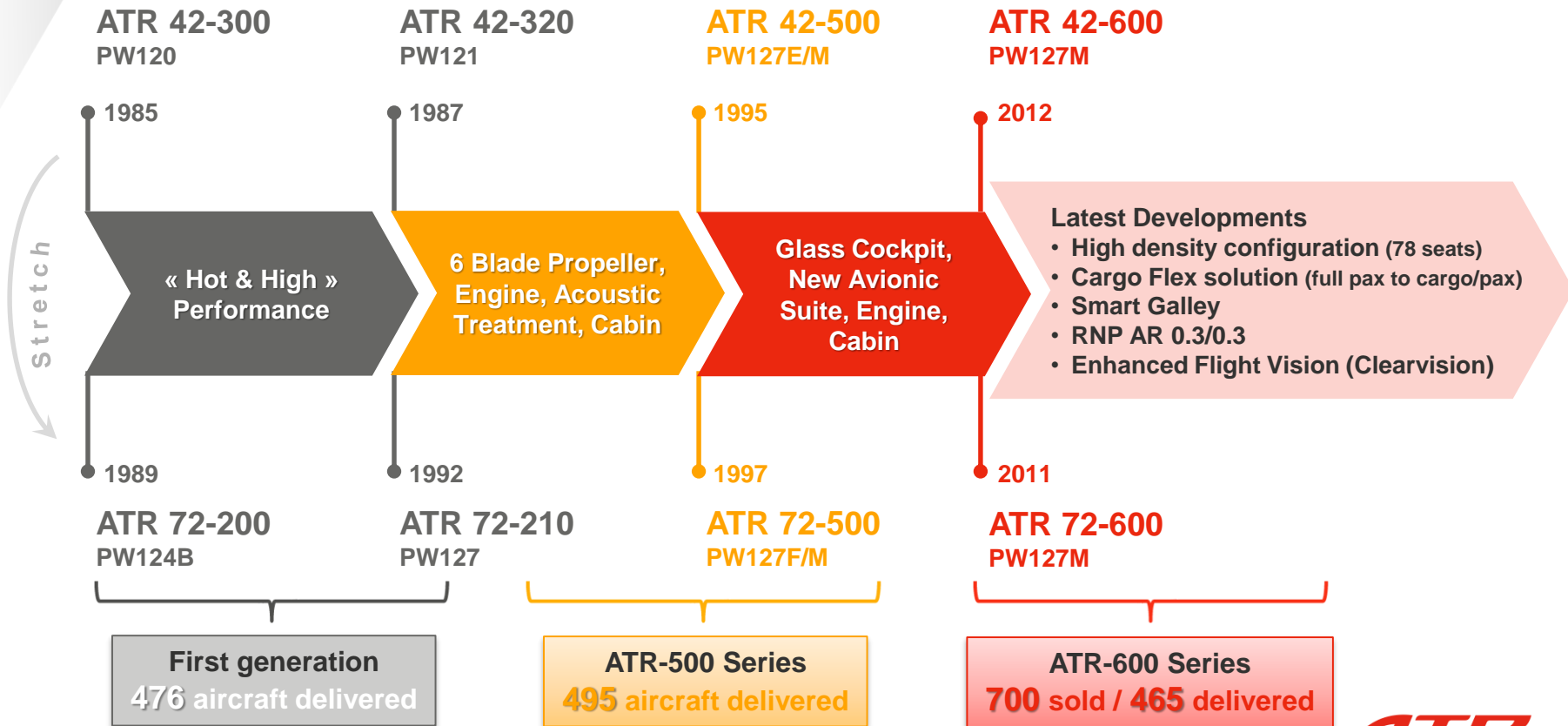
One product, Two models

Matching a variety of needs

High commonality

- Single Type Rating ATR 42/72
- Same PW 127M engines
- Same flight deck and propellers
- 90% of common spare parts

FROM FIRST GENERATION TO -600 SERIES



ATR/600 THE TURBOPROP REFERENCE

Excellent Cabin COMFORT

The widest cabin in the TP market
Space & Appeal

Enhanced PERFORMANCE

Expanded operational versatility
Efficient ground operations



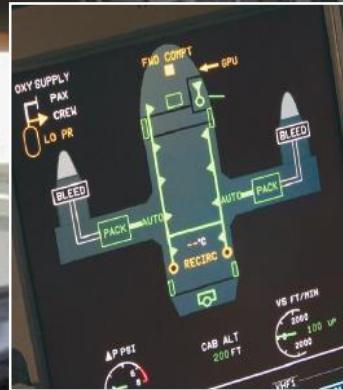
Advanced TECHNOLOGY

RNP AR, Vertical NAVigation
EFB with Ipad, Dual GPS, MTOW flexibility

CONTINUOUS Development

Wifi streaming, new seats
Maintenance cost reduction

THE MOST MODERN COCKPIT IN REGIONAL AVIATION



Same cockpit
concept as SSJ100

- **State-of-the-art avionics**
 - 5 large LCD displays
 - Intuitive systems monitoring
- **Efficient operations**
 - Better situational awareness
 - Smart electronic check-list management
 - Improved airports accessibility
 - Shorter tracks and lower minimas
- **Modular & flexible architecture**
 - Easy software updates
 - Ready to integrate new functionalities

SUPERB CABIN COMFORT

- Wide cross-section
- Redesigned interior
- More personal space
- Larger overhead bins
- Warm LED lighting
- Reliably quiet
- Flexible layouts for different needs

ADAPTABLE TO ALL CHALLENGING AIRFIELDS



Certified for challenging operational environment

Hot & High – Extreme cold – Short & Narrow runways – Unpaved runways – Crosswind capability

UNPAVED RUNWAYS

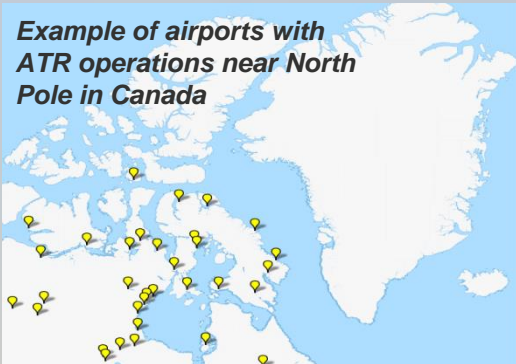


- ATR is certified for unpaved runway operations (Laterite, Soil, Gravel, Grass)
→ requires installation of protection kit

- ATR 42 and ATR 72 are **certified by MAK** for unpaved runway operations in Russia

EXTREME COLD WEATHER OPERATIONS

Example of airports with ATR operations near North Pole in Canada



Utair



Operated by
Regional Jet OÜ & Flybe



Demonstrated experience

11 operators / 90 aircraft



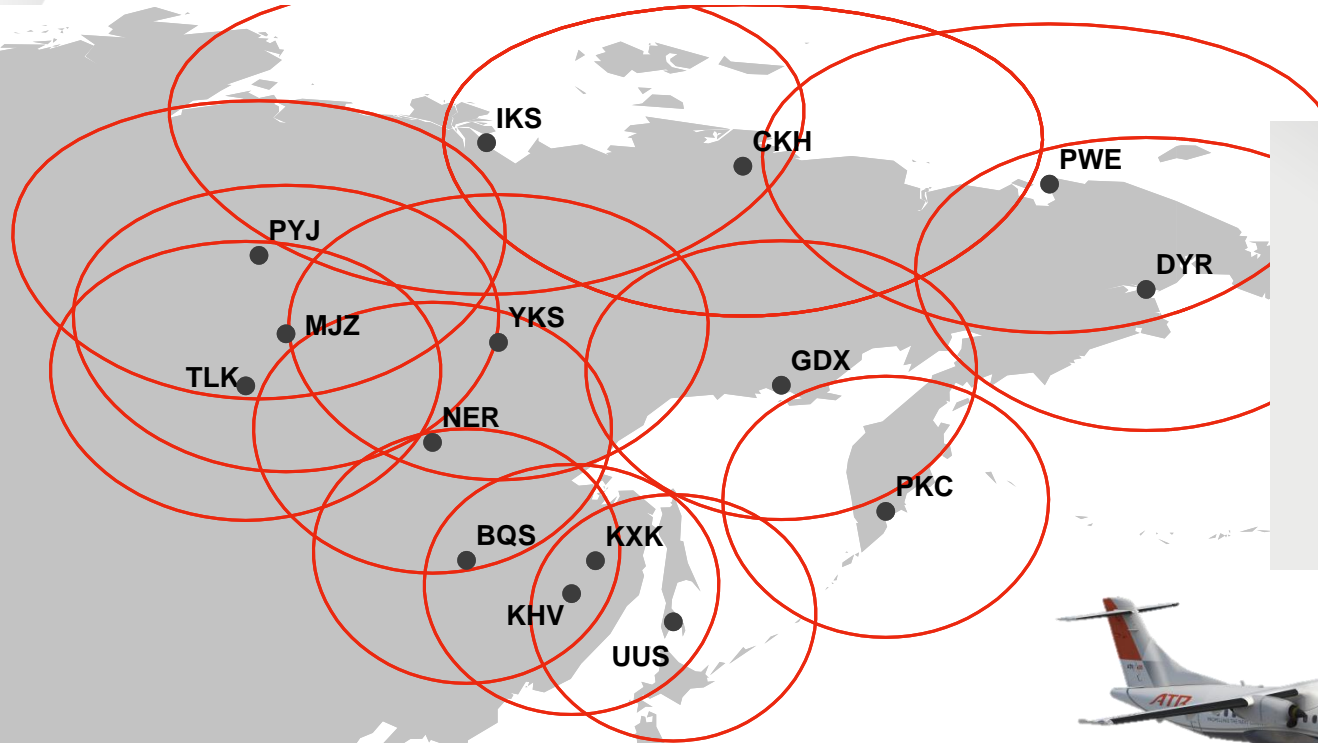
EXTREME COLD WEATHER CERTIFICATION

- Certification to operate down to **-45°C**



Based on encountered conditions during cold weather campaign. ATR42-300 certified up to -54°C at the beginning of the program.

ATR ETOPS CAPABILITY



Complete coverage
with ATR 120 minutes
ETOPS capability

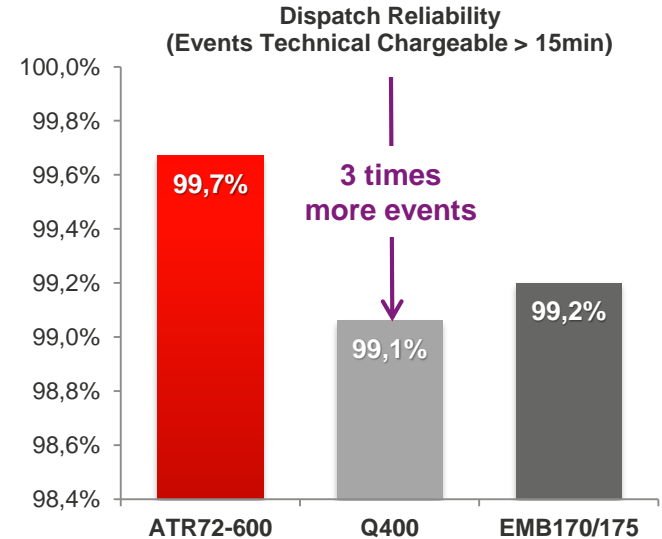
*Turboprop competition
has no ETOPS
approval and cannot
always on direct track*



ATR 42 – Threshold with ETOPS 120 min: **432nm**
ATR 72 – Threshold with ETOPS 120 min: **408nm**

EXCELLENT DISPATCH RELIABILITY

- Strong In-Service experience
→ **28 million cycles** (incl. **1.3 million cycles** for ATR-600 fleet)
- Average Yearly Aircraft Utilisation
→ **2,060FH / 2,220 FC** - ATR-600 average world fleet
- Outstanding Dispatch Reliability
→ **99.7%** - ATR-600 average world fleet
- Completion Rate
→ **99.9%** - ATR-600 average world fleet






NEW ATR 72-600 FREIGHTER

THE NEW REGIONAL PRODUCTION FREIGHTER,
PROVIDING UNIQUE FLEXIBILITY TO CARGO OPERATORS

- **Large Cargo Door** accomodating standard pallets, containers and outsized items
- **Last Gen Avionics** bringing more operational capabilities

ATR LEADER IN EXPRESS CARGO MARKET

- Flying for the major integrators   
- **340** ageing TP freighter worldwide (Avg: **30 years old**) - 1/3 are ATR

**Important replacement market & booming growth market fuelled by
E-Commerce development, especially in growing economies**



ATR CARGO CONVERSION



Low fuel burn



Wide cross-section able to
accommodate standard ULDs



Access to challenging
& remote airfields



Competitive conversion programmes

ATR



Economics

ATR

THE LOWEST COST IN ITS CATEGORY



Unbeatable **fuel** consumption

- ATR's fuel consumption is by far the most efficient in the regional market.



Low **maintenance** costs

- Simpler systems
- Lighter structure, large use of composite materials
- Hotel mode instead of APU

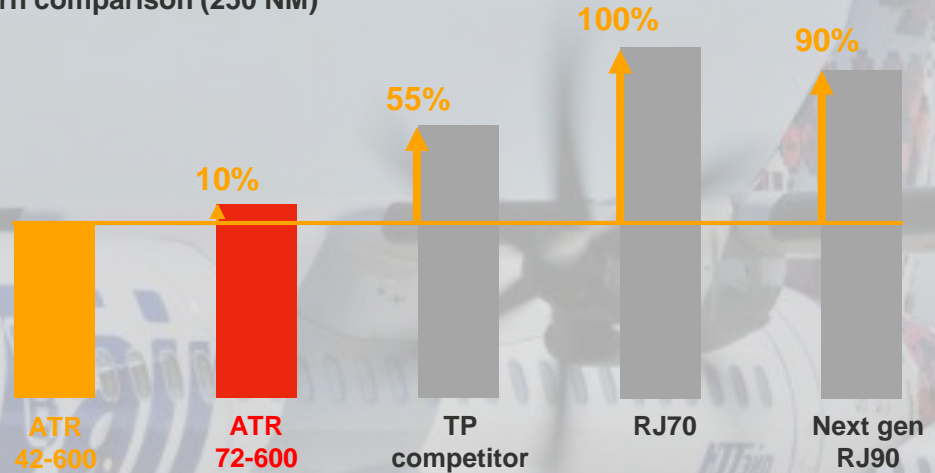


Low **weight** related charges

- Lower MTOW, higher structural efficiency.

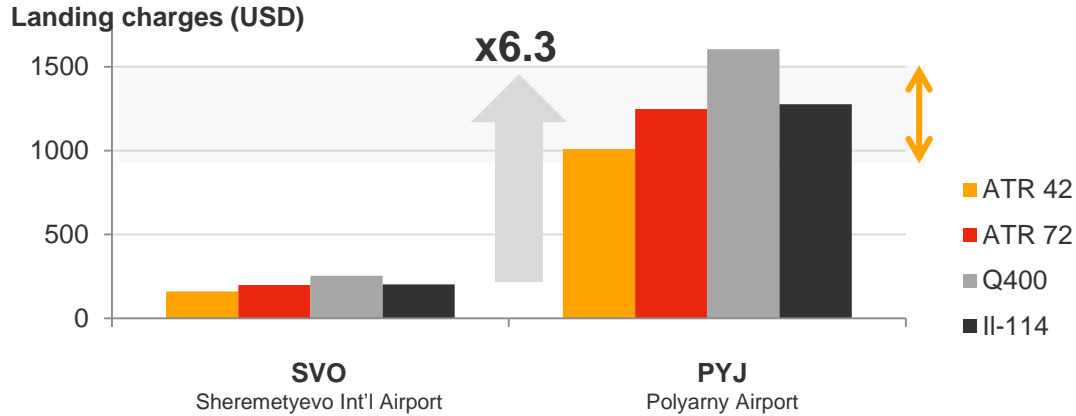
UNBEATABLE FUEL CONSUMPTION

Fuel burn comparison (250 NM)



ATR offers the lowest fuel burn and thus reduced exposure to fuel price volatility

WEIGHT RELATED CHARGES



→ **Very high** landing charges in Eastern Russia

→ **ATR42** offers perfect solution with lower MTOW

→ Up to **6** extra pax* required to cover extra landing fees

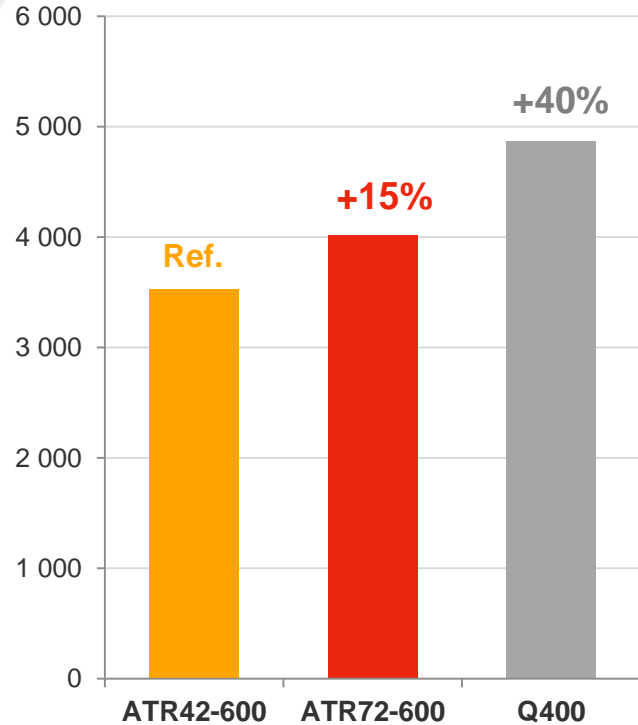
* Assuming 100USD of revenue per pax



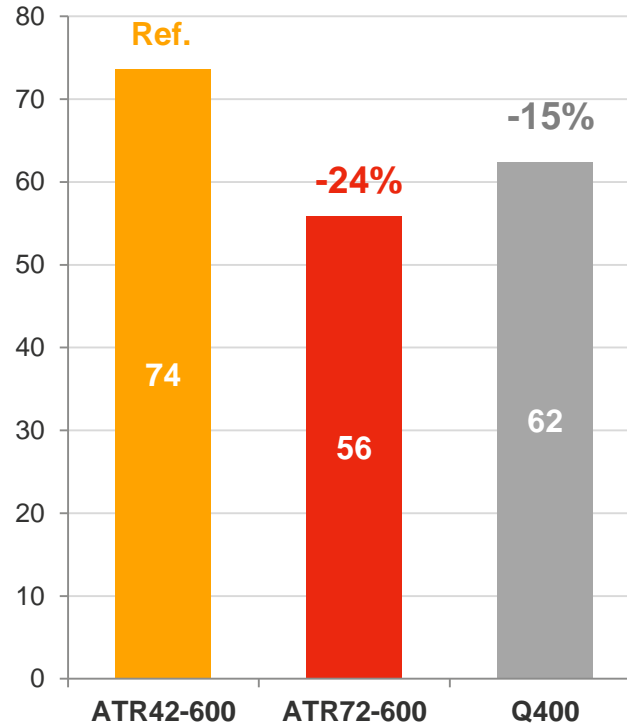
LOWEST COST IN ITS CATEGORY

Cash operating cost comparison for Yakutsk-Polyarny

Cash Operating Cost per trip (USD)



Cash Operating Cost per seat (USD)



ATR 42
Lowest
trip cost

ATR 72
Lowest
seat cost



CONCLUSION

ATR offers:

- ✓ A modern product
- ✓ Unrivalled airfield accessibility
- ✓ Lowest cost in its category
- ✓ Extended support market

**ATR features complement SSJ100
and is a perfect match
for Russia and CIS regional market needs**

БОЛЬШОЕ СПАСИБО !

MERCI !