

AIRFINANCE DEALS DATABASE

# Orders and deliveries report

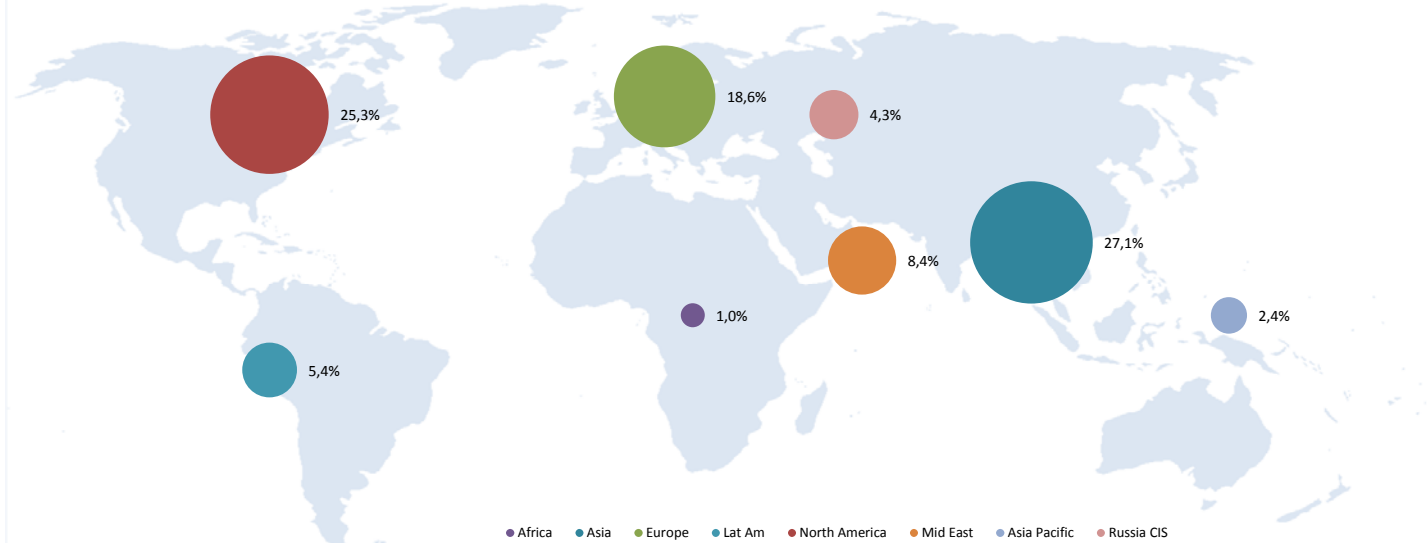
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Q4 2013

[www.airfinancejournal.com/dealsdatabase](http://www.airfinancejournal.com/dealsdatabase)

## BACKLOG OVERVIEW

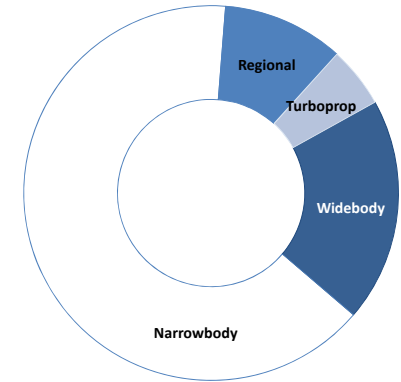
### WORLD BACKLOG DISTRIBUTION



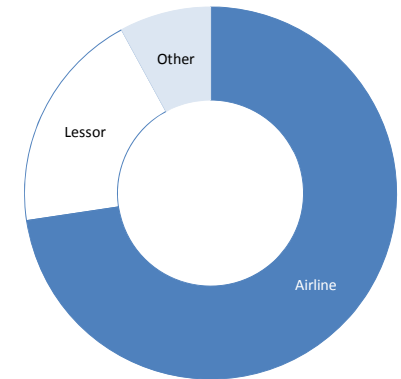
ORDERS BY REGION AND MANUFACTURER																		
	Airbus		Boeing		Bombardier		COMAC		Embraer		Irkut		MRJ		Sukhoi		Total	
Africa	72	1,3%	50	1,0%	10	3,1%	0	0,0%	1	0,2%	0	0,0%	0	0,0%	0	0,0%	133	1,0%
Asia	1698	30,5%	896	17,6%	18	5,6%	684	96,5%	13	3,0%	71	25,7%	15	9,1%	65	29,7%	3460	27,1%
Asia Pacific	221	4,0%	81	1,6%	1	0,3%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	303	2,4%
Europe	1200	21,6%	1010	19,9%	111	34,8%	0	0,0%	46	10,7%	0	0,0%	0	0,0%	10	4,6%	2377	18,6%
Latin America	377	6,8%	254	5,0%	0	0,0%	0	0,0%	14	3,3%	0	0,0%	0	0,0%	46	21,0%	691	5,4%
Middle East	630	11,3%	420	8,3%	15	4,7%	0	0,0%	7	1,6%	0	0,0%	0	0,0%	0	0,0%	1072	8,4%
North America	1084	19,5%	1520	29,9%	110	34,5%	25	3,5%	338	78,8%	0	0,0%	150	90,9%	6	2,7%	3233	25,3%
Russia CIS	80	1,4%	148	2,9%	32	10,0%	0	0,0%	2	0,5%	200	72,5%	0	0,0%	92	42,0%	554	4,3%
Not Disclosed	197	3,5%	701	13,8%	22	6,9%	0	0,0%	8	1,9%	5	1,8%	0	0,0%	0	0,0%	933	7,3%
<b>Total</b>	<b>5559</b>	<b>43,1%</b>	<b>5080</b>	<b>40,1%</b>	<b>319</b>	<b>2,6%</b>	<b>709</b>	<b>5,8%</b>	<b>429</b>	<b>3,0%</b>	<b>276</b>	<b>2,2%</b>	<b>165</b>	<b>1,4%</b>	<b>219</b>	<b>1,9%</b>	<b>12756</b>	

ORDERS BACKLOG BY CUSTOMER PROFILE																		
	No	%	No	%	No	%	No	%	No	%	No	%	No	%	No	%	No	%
Airline	4408	79,3%	3636	71,6%	226	70,8%	385	54,3%	336	78,3%	15	5,4%	165	100,0%	141	64,4%	9435	72,6%
Lessor	954	17,2%	699	13,8%	67	21,0%	315	44,4%	84	19,6%	256	92,8%	0	0,0%	78	35,6%	2525	19,4%
Other	197	3,5%	745	14,7%	26	8,2%	9	1,3%	9	2,1%	5	1,8%	0	0,0%	0	0,0%	1032	7,9%

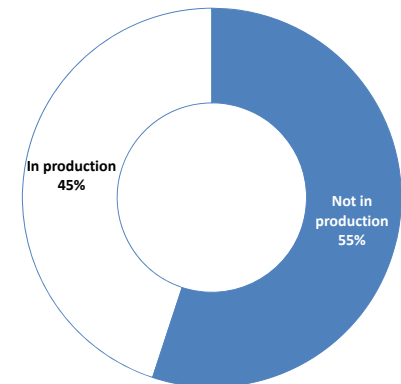
### BY ASSET CLASS



### BY CUSTOMER PROFILE

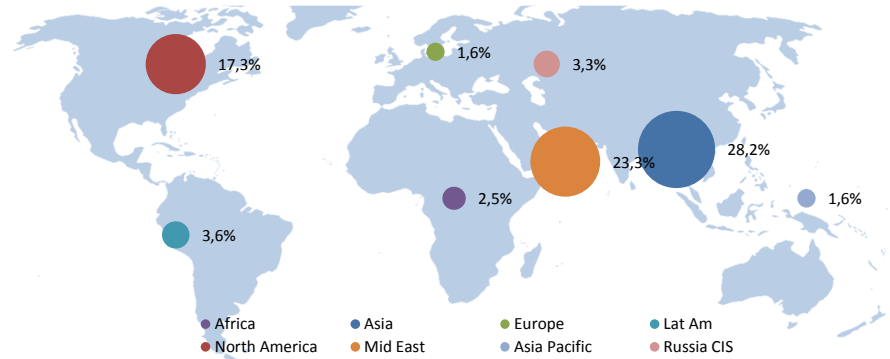


### BY PROGRAMME STATUS



## BACKLOG OVERVIEW-WIDEBODY AIRCRAFT

### WORLD BACKLOG DISTRIBUTION



### MARKET SHARE BY MANUFACTURER

	Airbus		Boeing		TOTAL	
	No	%	No	%	No	%
Africa	34	2,7%	34	2,4%	68	2,5%
Asia	397	31,5%	357	25,3%	754	28,2%
Asia Pacific	22	1,7%	21	1,5%	43	1,6%
Europe	222	17,6%	248	17,6%	470	17,6%
Lat Am	49	3,9%	47	3,3%	96	3,6%
Mid East	369	29,3%	253	17,9%	622	23,3%
North America	130	10,3%	331	23,5%	461	17,3%
Russia CIS	26	2,1%	42	3,0%	68	2,5%
Not Disclosed	11	0,9%	78	5,5%	89	3,3%
<b>Total</b>	<b>1260</b>	<b>47,2%</b>	<b>1411</b>	<b>52,8%</b>	<b>2671</b>	

### ORDERS BY CUSTOMER PROFILE

	Airbus	Boeing	TOTAL
Airline	1128 89,5%	1139 80,7%	2267 84,9%
Lessor	121 9,6%	180 12,8%	301 11,3%
Other	11 0,9%	92 6,5%	103 3,9%

### ORDERS BY REGION AND MANUFACTURER

	IN PRODUCTION				NOT IN PRODUCTION			
	No		(%)		No		(%)	
	Airbus	Boeing	Airbus	Boeing	Airbus	Boeing	Airbus	Boeing
Africa	8	27	1,8%	3,3%	26	7	3,2%	1,2%
Asia	153	203	34,2%	24,9%	244	154	30,0%	25,9%
Asia Pacific	22	11	4,9%	1,3%	0	10	0,0%	1,7%
Europe	75	108	16,7%	13,2%	147	140	18,1%	23,5%
Lat Am	9	37	2,0%	4,5%	40	10	4,9%	1,7%
Mid East	135	147	30,1%	18,0%	234	106	28,8%	17,8%
North America	32	179	7,1%	21,9%	98	152	12,1%	25,5%
Russia CIS	4	42	0,9%	5,1%	22	0	2,7%	0,0%
Not Disclosed	10	62	2,2%	7,6%	1	16	0,1%	2,7%
<b>Total</b>	<b>448</b>	<b>816</b>	<b>35,4%</b>	<b>64,6%</b>	<b>812</b>	<b>595</b>	<b>3,8%</b>	<b>2,2%</b>

### ORDERS BY CUSTOMER PROFILE

	Airbus	Boeing	Airbus	Boeing	Airbus	Boeing
Airline	403	661	90,0%	81,0%	725	478
Lessor	35	79	7,8%	9,7%	86	101
Other	10	76	2,2%	9,3%	1	16

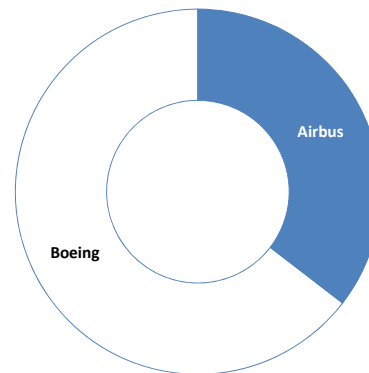
### TOP ORDERS, WIDEBODY AIRCRAFT

AIRBUS		Orders	BOEING		Orders
1	Emirates	166		Ethiad Airways	97
2	Qatar Airways	95		ILFC	68
3	Singapore Airlines	77		Emirates	61
4	Ethiad Airways	76		Air Lease Corporation	60
5	Cathay Pacific	54		United Airlines	57
6	Airasia X	50		FedEx	53
7	Asiana Airlines	36		American Airlines	52
8	United Airlines	35		All Nippon Airways	46
9	JAL	31		Air Canada	38
10	Lufthansa	30		British Airways	38
11	British Airways	27		Cathay Pacific	37
12	Hong Kong Airlines	27		Korean Air	36
13	TAM	27		Singapore Airlines	36
14	Air France-KLM Group	25		Aeroflot	34
15	US Airways	25		Lufthansa	33

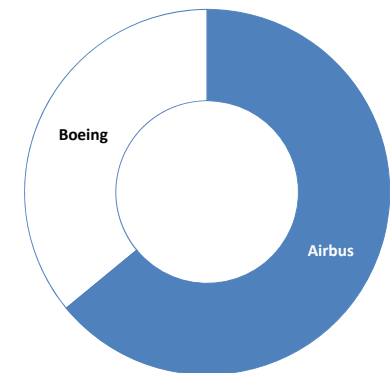
### TOP ORDERS, AIRCRAFT IN PRODUCTION

AIRBUS		Orders	BOEING		Orders
1	Emirates	96		Emirates	61
2	Airasia X	40		FedEx	53
3	Turkish Airlines	18		Aeroflot	34
4	Garuda Indonesia	17		Qatar Airways	27
5	Kingfisher Airlines	15		ILFC	27
6	Intrepid Aviation Group	15		Korean Air	26
7	Qatar Airways	15		American Airlines	22
8	Philippine Airlines	14		Turkish Airlines	20
9	Ethiad Airways	14		Air India	19
10	Hong Kong Airlines	12		Delta Air Lines	18
11	Delta Air Lines	10		Lan Airlines	17
12	Synergy Aerospace	9		All Nippon Airways	16
13	British Airways	9		Gulf Air	16
14	CIT	9		Cathay Pacific	16
15	Qantas	8		Air Canada	16

### AIRCRAFT IN PRODUCTION

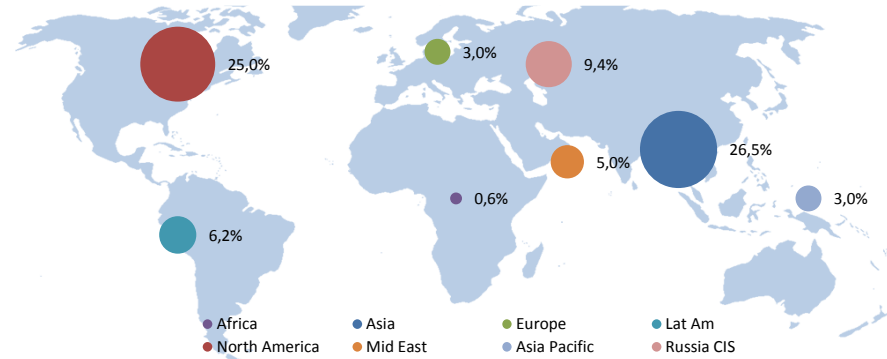


### AIRCRAFT NOT IN PRODUCTION



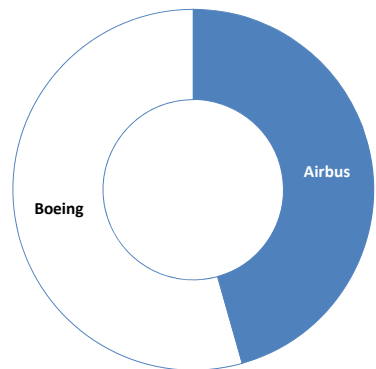
## BACKLOG OVERVIEW-NARROWBODY AIRCRAFT

### WORLD BACKLOG DISTRIBUTION

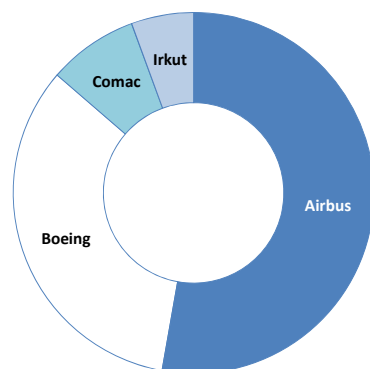


MARKET SHARE BY MANUFACTURER										
	Airbus		Boeing		Comac		Irkut		TOTAL	
	No	%	No	%	No	%	No	%	No	%
Africa	38	0,9%	16	0,4%	0	0,0%	0	0,0%	54	0,6%
Asia	1301	30,3%	539	14,7%	380	95,0%	71	25,7%	2291	26,5%
Asia Pacific	199	4,6%	60	1,6%	0	0,0%	0	0,0%	259	3,0%
Europe	978	22,7%	762	20,8%	0	0,0%	0	0,0%	1740	20,1%
Lat Am	328	7,6%	207	5,6%	0	0,0%	0	0,0%	535	6,2%
Mid East	261	6,1%	167	4,6%	0	0,0%	0	0,0%	428	5,0%
North America	954	22,2%	1189	32,4%	20	5,0%	0	0,0%	2163	25,0%
Russia CIS	54	1,3%	106	2,9%	0	0,0%	200	72,5%	360	4,2%
Not Disclosed	186	4,3%	623	17,0%	0	0,0%	5	1,8%	814	9,4%
<b>Total</b>	<b>4299</b>	<b>49,7%</b>	<b>3669</b>	<b>42,4%</b>	<b>400</b>	<b>4,6%</b>	<b>276</b>	<b>3,2%</b>	<b>8644</b>	
ORDERS BY CUSTOMER PROFILE										
Airline	3280	76,3%	2497	68,1%	140	35,0%	15	5,4%	5932	68,6%
Lessor	833	19,4%	519	14,1%	260	65,0%	256	92,8%	1868	21,6%
Other	186	4,3%	653	17,8%	0	0,0%	5	1,8%	844	9,8%

### AIRCRAFT IN PRODUCTION



### AIRCRAFT NOT IN PRODUCTION



### TOP ORDERS BY MANUFACTURER, NARROWBODY AIRCRAFT

	AIRBUS	Orders	BOEING	Orders	COMAC	Orders	IRKUT	Orders
1	AirAsia	338	Southwest Airlines	308	CCB Financial Leasing	50	Avia Capital Services	85
2	Lion Air	234	Lion Air	305	ICBC Leasing	45	Ilyushin finance	50
3	Indigo	191	American Airlines	180	ABC Financial Leasing	45	Crecom	50
4	ILFC	165	Ryanair	175	BOCOMM Leasing	30	VEB Leasing	30
5	Easyjet	150	United Airlines	163	China Southern Airlir	20	Air Excellence	21
6	Lufthansa	144	Norwegian	157	Air China	20	Sberbank Leasing	20
7	American Airlines	130	Air Lease Corporatio	143	BOC Aviation	20	IrAero	10
8	Spirit Airlines	112	GECAS	114	CALC (China Aircraft	20	Nordwind Airlines	5
9	JetBlue	112	flydubai	102	China Eastern Airline	20		
10	Qantas	110	Westjet	90	Sichuan Airlines	20		
11	Norwegian	100	GOL	90	GECAS	20		
12	GECAS	92	Delta Air Lines	88	Hainan Airlines	20		
13	Turkish Airlines	89	Turkish Airlines	85	Hebei Airlines	20		
14	Alafco	85	Aviation Capital Grou	84	Industrial Bank Finar	20		
15	BOC Aviation	84	TUI Travel PLC	68	Joy Air	20		

### TOP ORDERS, AIRCRAFT IN PRODUCTION

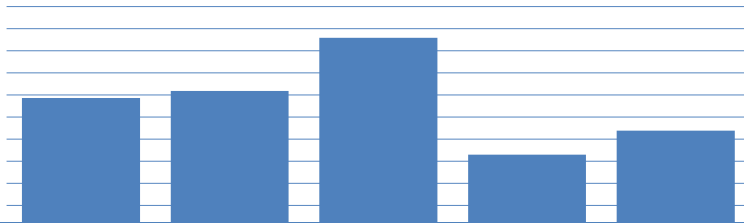
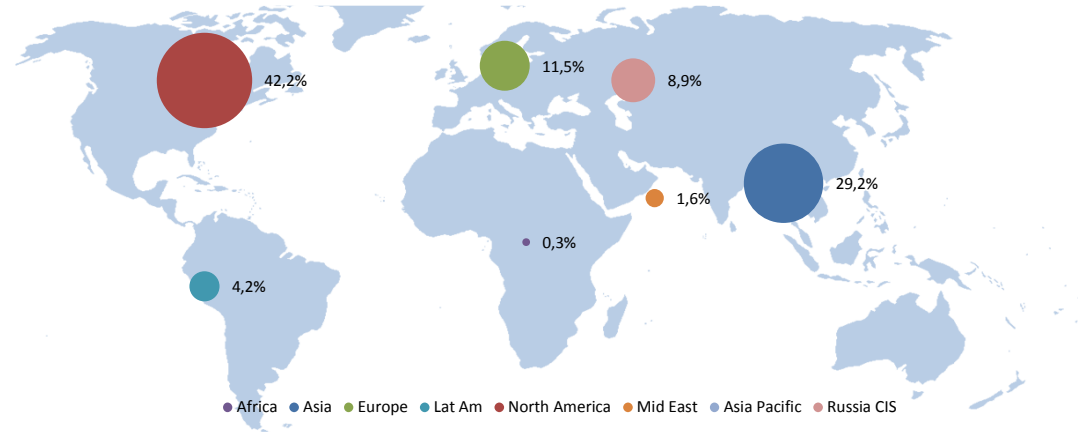
	AIRBUS	Orders	BOEING	Orders
1	AirAsia	74	Southwest Airlines	308
2	Wizz Air	70	Lion Air	305
3	Spirit Airlines	62	American Airlines	180
4	Lion Air	60	Ryanair	175
5	ICBC Leasing	57	United Airlines	163
6	JetBlue	52	Norwegian	157
7	Easyjet	50	Air Lease Corporation	143
8	BOC Aviation	47	GECAS	114
9	Lufthansa	44	flydubai	102
10	Latam	44	Westjet	90
11	Kingfisher Red	43	GOL	90
12	TAM	36	Delta Air Lines	88
13	CALC (China Aircraft Leasing Company)	35	Turkish Airlines	85
14	AWAS	35	Aviation Capital Group	84
15	Silkair	0	TUI Travel PLC	68

### ORDERS BY REGION AND MANUFACTURER

	IN PRODUCTION				NOT IN PRODUCTION							
	No		%		No		%		No		%	
Africa	35	16	2,1%	0,8%	3	0	0	0	0,1%	0,0%	0,0%	0,0%
Asia	532	307	31,5%	15,3%	769	232	380	71	29,5%	14,0%	95,0%	25,7%
Asia Pacific	81	37	4,8%	1,8%	118	23	0	0	4,5%	1,4%	0,0%	0,0%
Europe	382	434	22,6%	21,6%	596	328	0	0	22,8%	19,8%	0,0%	0,0%
Lat Am	143	87	8,5%	4,3%	185	120	0	0	7,1%	7,2%	0,0%	0,0%
Mid East	66	72	3,9%	3,6%	195	95	0	0	7,5%	5,7%	0,0%	0,0%
North America	298	622	17,6%	30,9%	656	567	20	0	25,1%	34,2%	5,0%	0,0%
Russia CIS	46	106	2,7%	5,3%	8	0	0	200	0,3%	0,0%	0,0%	72,5%
Not Disclosed	106	331	6,3%	16,5%	80	292	0	5	3,1%	17,6%	0,0%	1,8%
<b>Total</b>	<b>1689</b>	<b>2012</b>	<b>45,6%</b>	<b>54,4%</b>	<b>2610</b>	<b>1657</b>	<b>400</b>	<b>276</b>	<b>52,8%</b>	<b>33,5%</b>	<b>8,1%</b>	<b>5,6%</b>
ORDERS BY CUSTOMER PROFILE												
Airline	1252	1416	74,1%	70,4%	2028	1081	140	15	77,7%	65,2%	35,0%	5,4%
Lessor	331	235	19,6%	11,7%	502	284	260	256	19,2%	17,1%	65,0%	92,8%
Other	106	361	6,3%	17,9%	80	292	0	5	3,1%	17,6%	0,0%	1,8%

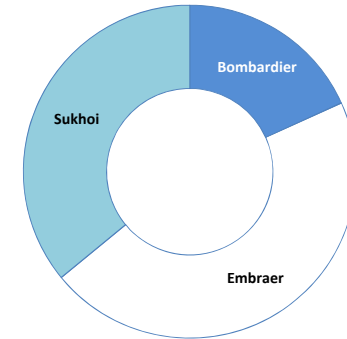
## BACKLOG OVERVIEW - REGIONAL AIRCRAFT

### WORLD BACKLOG DISTRIBUTION

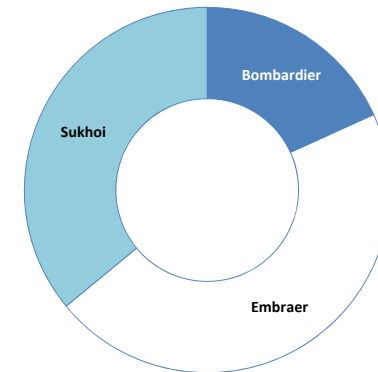


	AIRCRAFT ORDERS BY REGION AND MANUFACTURER											
	Bombardier		Comac		Embraer		MRJ		Sukhoi		Total	
	No	%	No	%	No	%	No	%	No	%	No	%
Africa	3	1,0%	0	0,0%	1	0,2%	0	0,0%	0	0,0%	4	0,3%
Asia	16	5,5%	304	98,4%	13	3,0%	15	9,1%	65	29,7%	413	29,2%
Asia Pacific	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%
Europe	107	36,5%	0	0,0%	46	10,7%	0	0,0%	10	4,6%	163	11,5%
Lat Am	0	0,0%	0	0,0%	14	3,3%	0	0,0%	46	21,0%	60	4,2%
Mid East	15	5,1%	0	0,0%	7	1,6%	0	0,0%	0	0,0%	22	1,6%
North America	98	33,4%	5	1,6%	338	78,8%	150	90,9%	6	2,7%	597	42,2%
Russia CIS	32	10,9%	0	0,0%	2	0,5%	0	0,0%	92	42,0%	126	8,9%
Not Disclosed	22	7,5%	0	0,0%	8	1,9%	0	0,0%	0	0,0%	30	2,1%
<b>Total</b>	<b>293</b>	<b>20,7%</b>	<b>309</b>	<b>21,8%</b>	<b>429</b>	<b>30,3%</b>	<b>165</b>	<b>11,7%</b>	<b>219</b>	<b>15,5%</b>	<b>1415</b>	
ORDERS BY CUSTOMER PROFILE												
Airline	200	68,3%	245	0,79288	336	78,3%	165	100,0%	141	64,4%	1087	76,8%
Lessor	67	22,9%	55	0,177994	84	19,6%	0	0,0%	78	35,6%	284	20,1%
Other	26	8,9%	9	0,029126	9	2,1%	0	0,0%	0	0,0%	44	3,1%

### AIRCRAFT IN PRODUCTION



### AIRCRAFT NOT IN PRODUCTION

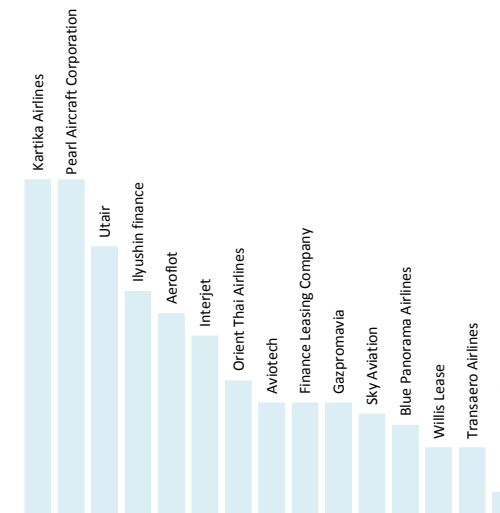
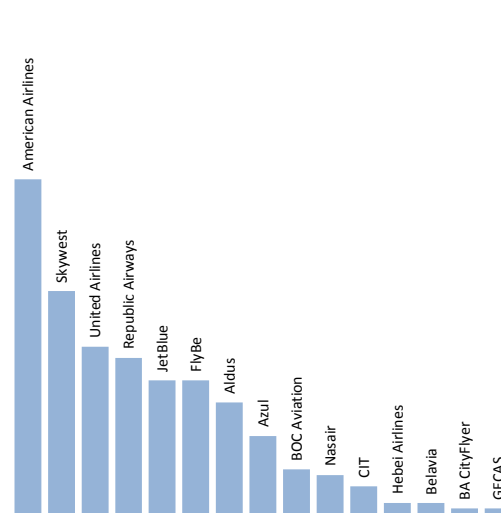
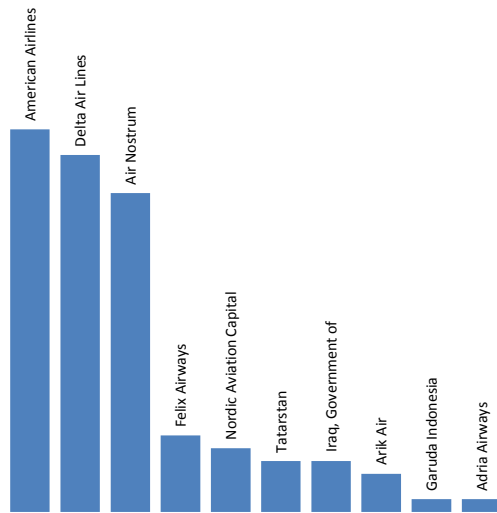


	AIRCRAFT IN PRODUCTION									
	Bombardier		Embraer		Sukhoi		Total			
	No	%	No	%	No	%	No	%		
Bombardier	3	2,7%	1	0,4%	0	0,0%	4	0,7%		
Embraer	6	5,4%	13	4,7%	65	29,7%	84	13,8%		
Sukhoi	0	0,0%	0	0,0%	0	0,0%	0	0,0%		
Total	32	28,8%	46	16,5%	10	4,6%	88	14,4%		
Bombardier	0	0,0%	14	5,0%	46	21,0%	60	9,9%		
Embraer	10	9,0%	7	2,5%	0	0,0%	17	2,8%		
Sukhoi	58	52,3%	188	67,4%	6	2,7%	252	41,4%		
Total	0	0,0%	2	0,7%	92	42,0%	10	1,6%		
Bombardier	2	1,8%	8	2,9%	0	0,0%	94	15,4%		
Embraer	111	18%	279	46%	219	36%	609			
Sukhoi	100	90,1%	236	84,6%	141	64,4%	477	78,3%		
Total	5	4,5%	34	12,2%	78	35,6%	117	19,2%		
Other	6	5,4%	9	3,2%	0	0,0%	15	2,5%		

## BACKLOG OVERVIEW-REGIONAL AIRCRAFT

TOP ORDERS BY MANUFACTURER, REGIONAL AIRCRAFT

Bombardier Orders		Comac Orders		Embraer Orders		MRJ Orders		Sukhoi Orders		
1	Republic Airways	40	Henan Airlines	100	Skywest	140	Skywest	100	Kartika Airlines	30
2	Ilyushin finance	32	Joy Air	50	American Airlines	60	Trans States Holdings	50	Pearl Aircraft Corporation	30
3	Deutsche Lufthansa	30	Merpati Nusantara Airlines	40	ILFC	50	All Nippon Airways	15	Utair	24
4	American Airlines	30	Shanghai Financial Leasing	30	United Airlines	30			Ilyushin finance	20
5	Delta Air Lines	28	Chengdu Airlines	30	Republic Airways	28			Aeroflot	18
6	Air Nostrum	25	Shenzhen Financial Leasing	20	JetBlue	24			Interjet	16
7	Lease Corporation Internationa	20	Shandong Airlines	10	FlyBe	24			Orient Thai Airlines	12
8	AirBaltic	10	Merkukh Enterprises	9	Aldus	20			Aviotech	10
9	Korean Air	10	Xiamen Airlines	6	Azul	14			Finance Leasing Company	10
10	Braathens Aviation/Malmö	10	Shanghai Airlines	5	undisclosed	8			Gazpromavia	10
11	Felix Airways	6	GECAS	5	BOC Aviation	8			Sky Aviation	9
12	Iraqi Airways	5	Myanma Airways	2	Nasair	7			Blue Panorama Airlines	8
13	Nordic Aviation Capital	5	Lao Airlines	2	CIT	5			Willis Lease	6
14	PrivatAir	5			Hebei Airlines	2			Transaero Airlines	6
15	Iraq, Government of	4			Belavia	2			Kyrgyzstan Airlines	2

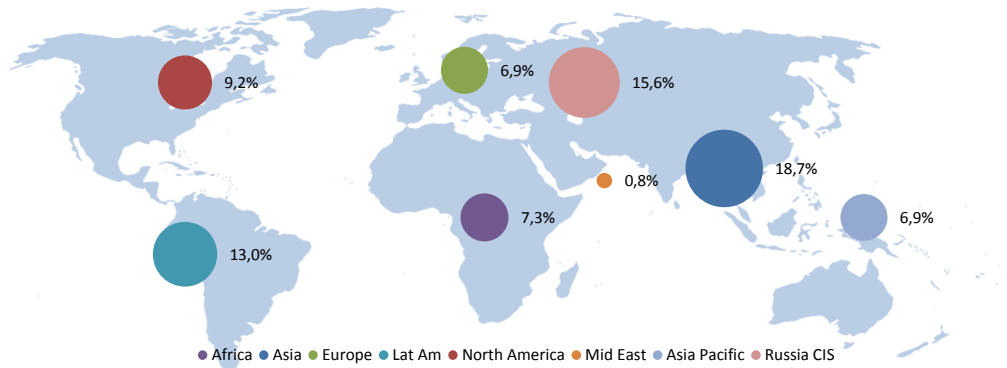


TOP ORDERS BY MANUFACTURER, REGIONAL AIRCRAFT

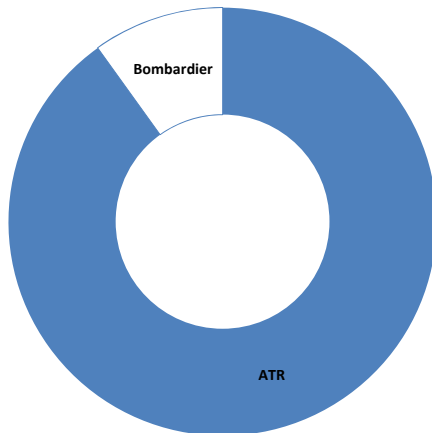
Bombardier Orders		Embraer Orders		Sukhoi Orders		
1	American Airlines	30	American Airlines	60	Kartika Airlines	30
2	Delta Air Lines	28	Skywest	40	Pearl Aircraft Corporation	30
3	Air Nostrum	25	United Airlines	30	Utair	24
4	Felix Airways	6	Republic Airways	28	Ilyushin finance	20
5	Nordic Aviation Capital	5	JetBlue	24	Aeroflot	18
6	Tatarstan	4	FlyBe	24	Interjet	16
7	Iraq, Government of	4	Aldus	20	Orient Thai Airlines	12
8	Arik Air	3	Azul	14	Aviotech	10
9	Garuda Indonesia	1	BOC Aviation	8	Finance Leasing Company	10
10	Adria Airways	1	Nasair	7	Gazpromavia	10
11			CIT	5	Sky Aviation	9
12			Hebei Airlines	2	Blue Panorama Airlines	8
13			Belavia	2	Willis Lease	6
14			BA CityFlyer	1	Transaero Airlines	6
15			GECAS	1	Kyrgyzstan Airlines	2

## BACKLOG OVERVIEW-TURBOPROP MARKET

### WORLD BACKLOG DISTRIBUTION



### AIRCRAFT IN PRODUCTION



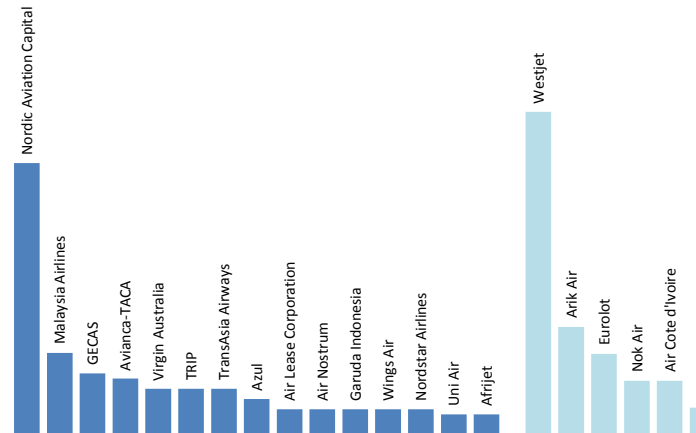
### MARKET SHARE BY MANUFACTURER

	ATR*		Bombardier		TOTAL	
	No	%	No	%	No	%
Africa	12	5,1%	7	26,9%	19	7,3%
Asia	47	19,9%	2	7,7%	49	18,7%
Asia Pacific	17	7,2%	1	3,8%	18	6,9%
Europe	66	28,0%	4	15,4%	70	26,7%
Lat Am	34	14,4%	0	0,0%	34	13,0%
Mid East	2	0,8%	0	0,0%	2	0,8%
North America	12	5,1%	12	46,2%	24	9,2%
Russia CIS	41	17,4%	0	0,0%	5	1,9%
Not Disclosed	5	2,1%	0	0,0%	41	15,6%
<b>Total</b>	<b>236</b>	<b>90,1%</b>	<b>26</b>	<b>9,9%</b>	<b>262</b>	

### ORDERS BY CUSTOMER PROFILE

	No	%	No	%	No	%
Airline	123	52,1%	26	100,0%	149	56,9%
Lessor	72	30,5%	0	0,0%	72	27,5%
Other	41	17,4%	0	0,0%	41	15,6%

\*There were 15 not considered cancellations during 2013

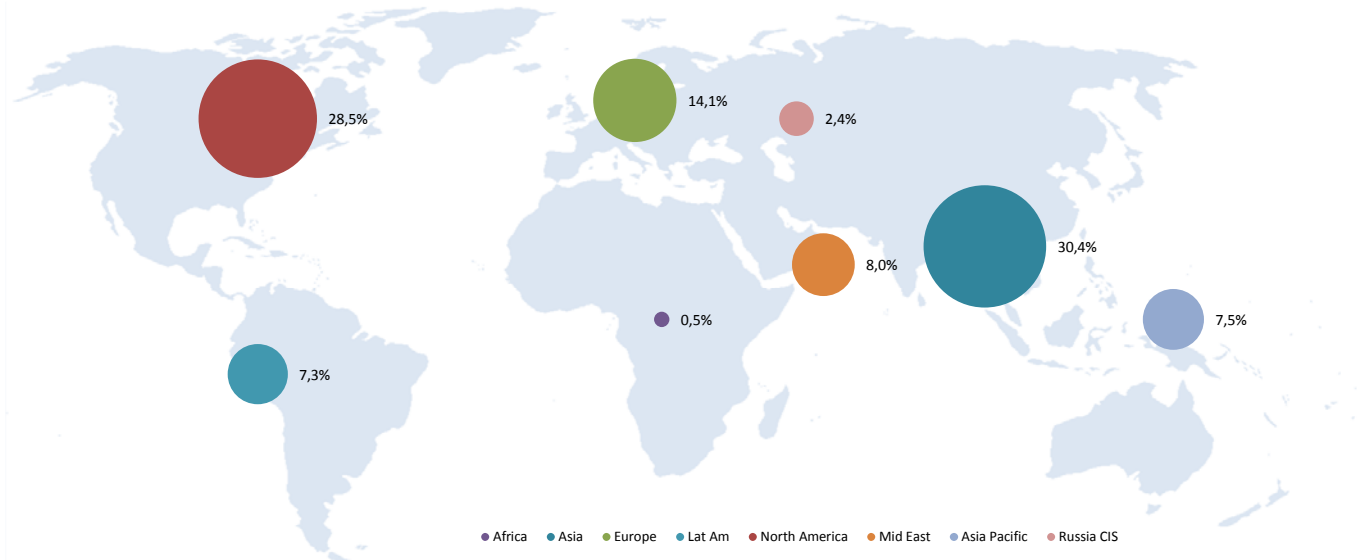


### TOP ORDERS. TURBOPROP AIRCRAFT

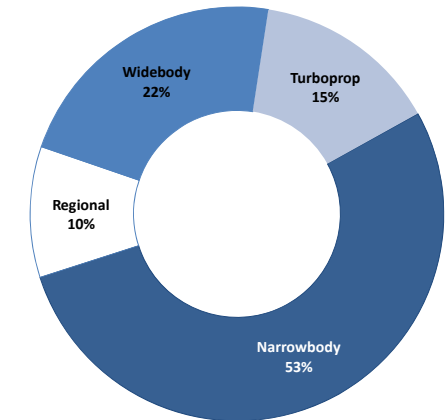
Rank	Manufacturer	Orders	Rank	Manufacturer	Orders
1	ATR	53	1	Bombardier	12
2	Nordic Aviation Capital	16	2	Westjet	4
3	Malaysia Airlines	12	3	Arik Air	3
4	GECAS	11	4	Eurolot	2
5	Avianca-TACA	9	5	Nok Air	2
6	Virgin Australia	9	6	Air Cote d'Ivoire	1
7	TRIP	9		Rwandair	
8	TransAsia Airways	9			
9	Azul	7			
10	Air Lease Corporation	5			
11	Air Nostrum	5			
12	Garuda Indonesia	5			
13	Wings Air	5			
14	Nordstar Airlines	5			
15	Uni Air	4			
	Afijet	4			

## DELIVERIES OVERVIEW

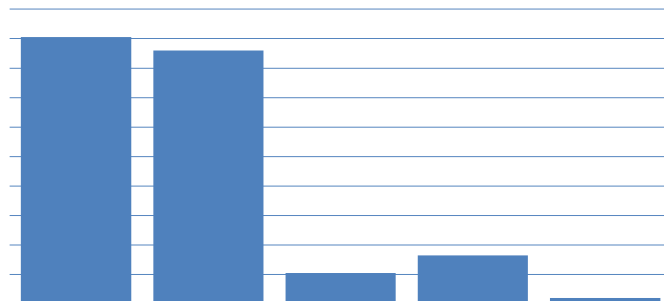
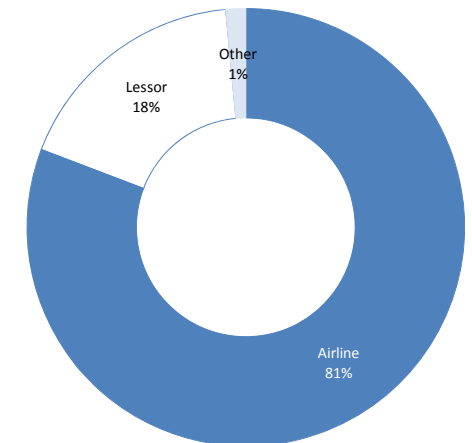
### GEOGRAPHIC DISTRIBUTION



### BY ASSET CLASS



### BY CUSTOMER PROFILE



### DELIVERIES BY REGION AND MANUFACTURER

	Airbus		Boeing		Bombardier		Embraer		Sukhoi		Total	
Africa	1	0,6%	0	0,0%	0	0,0%	1	3,0%	0	0,0%	2	0,5%
Asia	57	31,5%	61	35,5%	2	9,5%	4	12,1%	1	25,0%	125	30,4%
Asia Pacific	25	13,8%	6	3,5%	0	0,0%	0	0,0%	0	0,0%	31	7,5%
Europe	30	16,6%	23	13,4%	3	14,3%	2	6,1%	0	0,0%	58	14,1%
Latin America	11	6,1%	4	2,3%	0	0,0%	13	39,4%	2	50,0%	30	7,3%
Middle East	17	9,4%	16	9,3%	0	0,0%	0	0,0%	0	0,0%	33	8,0%
North America	32	17,7%	56	32,6%	16	76,2%	13	39,4%	0	0,0%	117	28,5%
Russia CIS	5	2,8%	4	2,3%	0	0,0%	0	0,0%	1	25,0%	10	2,4%
Not Disclosed	3	1,7%	2	1,2%	0	0,0%	0	0,0%	0	0,0%	5	1,2%
<b>Total</b>	<b>181</b>	<b>43,1%</b>	<b>172</b>	<b>40,1%</b>	<b>21</b>	<b>2,6%</b>	<b>33</b>	<b>3,0%</b>	<b>4</b>	<b>1,9%</b>	<b>411</b>	

### DELIVERIES BY CUSTOMER PROFILE

	No	%	No	%	No	%	No	%	No	%	No	%
Airline	134	74,0%	144	83,7%	21	100,0%	29	87,9%	4	100,0%	332	80,8%
Lessor	44	24,3%	25	14,5%	0	0,0%	4	12,1%	0	0,0%	73	17,8%
Other	3	1,7%	3	1,7%	0	0,0%	0	0,0%	0	0,0%	6	1,5%

**374 (80 %) DELIVERIES IN CAPE TOWN COUNTRIES**

**154 (33 %) DELIVERIES IN G8 COUNTRIES**

**89 (19 %) DELIVERIES IN BRICS COUNTRIES**



## DELIVERIES OVERVIEW-WIDEBODY AIRCRAFT

67 (64 %) DELIVERIES IN CAPE TOWN COUNTRIES



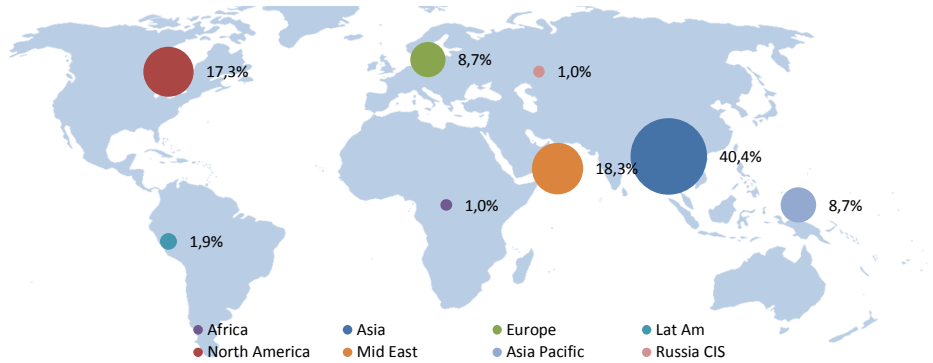
29 (28 %) DELIVERIES IN G8 COUNTRIES



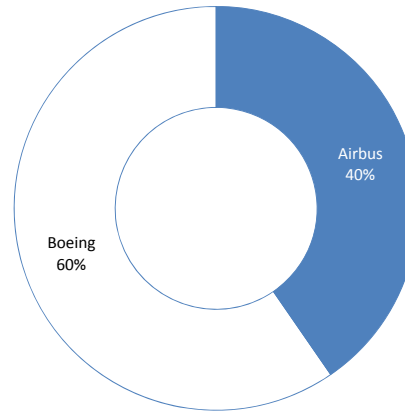
18 (17 %) DELIVERIES IN BRICS COUNTRIES



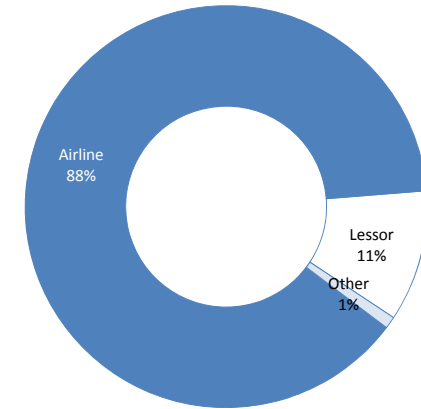
### GEOGRAPHIC DISTRIBUTION



### BREAKDOWN BY MANUFACTURER



### BREAKDOWN BY CUSTOMER TYPE



AIRCRAFT DELIVERIES BY MANUFACTURER						
	Airbus		Boeing		TOTAL	
	No	%	No	%	No	%
Africa	1	2,4%	0	0,0%	1	1,0%
Asia	12	28,6%	30	48,4%	42	40,4%
Asia Pacific	6	14,3%	3	4,8%	9	8,7%
Europe	6	14,3%	5	8,1%	11	10,6%
Lat Am	1	2,4%	1	1,6%	2	1,9%
Mid East	10	23,8%	9	14,5%	19	18,3%
North America	5	11,9%	13	21,0%	18	17,3%
Russia CIS	0	0,0%	1	1,6%	1	1,0%
Not Disclosed	1	2,4%	0	0,0%	1	1,0%
<b>Total</b>	<b>42</b>	<b>40,4%</b>	<b>62</b>	<b>59,6%</b>	<b>104</b>	
ORDERS BY CUSTOMER PROFILE						
	No	%	No	%	No	%
Airline	37	88,1%	55	88,7%	92	88,5%
Lessor	4	9,5%	7	11,3%	11	10,6%
Other	1	2,4%	0	0,0%	1	1,0%

### AVERAGE PRODUCTION RATES

	Airbus				Boeing							
	A330		A380		747		767		777		787	
	No	%	No	%	No	%	No	%	No	%	No	%
<b>Average (PM)</b>	<b>10,3</b>		<b>3,7</b>		<b>2,7</b>		<b>1,3</b>		<b>8,3</b>		<b>8,3</b>	
oct	9	69,2%	4	30,8%	1	13%	2	50,0%	8	32,0%	9	36,0%
nov	9	69,2%	4	30,8%	1	13%	1	25,0%	9	36,0%	5	20,0%
dic	13	81,3%	3	18,8%	6	75%	1	25,0%	8	32,0%	11	44,0%
<b>Total</b>	<b>31</b>	<b>73,8%</b>	<b>11</b>	<b>26,2%</b>	<b>8</b>	<b>13%</b>	<b>4</b>	<b>6,5%</b>	<b>25</b>	<b>40,3%</b>	<b>25</b>	<b>40,3%</b>
ORDERS BY CUSTOMER PROFILE												
	No	%	No	%	No	%	No	%	No	%	No	%
Airline	26	83,9%	11	100,0%	8	100%	4	100,0%	21	84,0%	22	88,0%
Lessor	4	12,9%	0	0,0%	0	0%	0	0,0%	4	16,0%	3	12,0%
Other	1	3,2%	0	0,0%	0	0%	0	0,0%	0	0,0%	0	0,0%

## DELIVERIES OVERVIEW-NARROWBODY AIRCRAFT

211 (85 %) DELIVERIES IN CAPE TOWN COUNTRIES



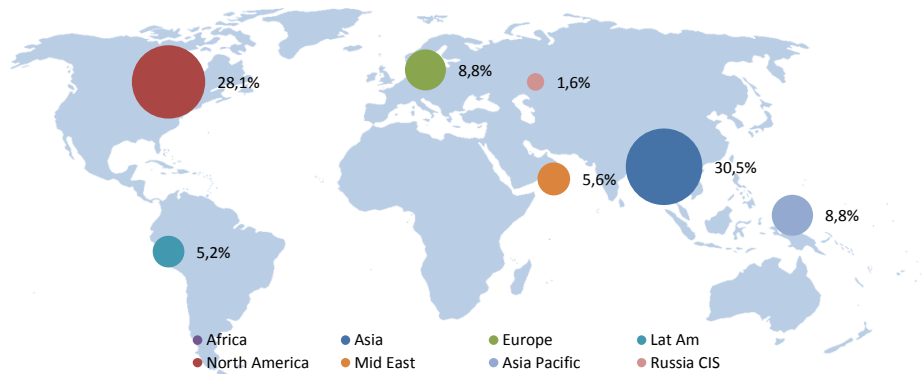
84 (34 %) DELIVERIES IN G8 COUNTRIES



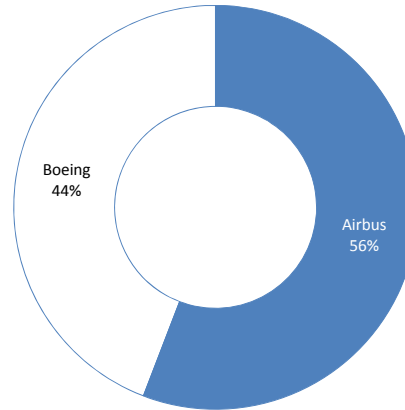
55 (22 %) DELIVERIES IN BRICS COUNTRIES



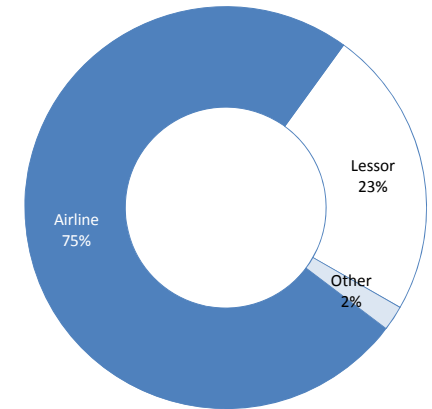
### GEOGRAPHIC DISTRIBUTION



### BREAKDOWN BY MANUFACTURER



### BREAKDOWN BY CUSTOMER TYPE



	Airbus		Boeing		TOTAL	
	No	%	No	%	No	%
Africa	0	0,0%	0	0,0%	0	0,0%
Asia	45	32,4%	31	28,2%	76	30,5%
Asia Pacific	19	13,7%	3	2,7%	22	8,8%
Europe	24	17,3%	18	16,4%	42	16,9%
Lat Am	10	7,2%	3	2,7%	13	5,2%
Mid East	7	5,0%	7	6,4%	14	5,6%
North America	27	19,4%	43	39,1%	70	28,1%
Russia CIS	5	3,6%	3	2,7%	8	3,2%
Not Disclosed	2	1,4%	2	1,8%	4	1,6%
<b>Total</b>	<b>139</b>		<b>110</b>		<b>249</b>	

	No	%	No	%	No	%
Airline	97	69,8%	89	80,9%	186	74,7%
Lessor	40	28,8%	18	16,4%	58	23,3%
Other	2	1,4%	3	2,7%	5	2,0%

### AVERAGE PRODUCTION RATES

	Airbus						Boeing					
	A319		A320		A321		737-700		737-800		737-900	
	No	%	No	%	No	%	No	%	No	%	No	%
<b>Average (PM)</b>	3,3		32,3		10,7		0,3		25,7		10,3	
oct	4	8,7%	31	67,4%	11	34,4%	0	0,0%	24	31,2%	10	32,3%
nov	4	8,9%	32	71,1%	9	28,1%	1	100,0%	20	26,0%	13	41,9%
dic	2	4,2%	34	70,8%	12	37,5%	0	0,0%	33	42,9%	8	25,8%
<b>Total</b>	<b>10</b>	<b>7,2%</b>	<b>97</b>	<b>69,8%</b>	<b>32</b>	<b>23,0%</b>	<b>1</b>	<b>0,9%</b>	<b>77</b>	<b>70,0%</b>	<b>31</b>	<b>28,2%</b>

### ORDERS BY CUSTOMER PROFILE

	No	%	No	%	No	%	No	%	No	%	No	%
Airline	1	10,0%	73	75,3%	23	72%	1	100,0%	57	74,0%	31	100,0%
Lessor	7	70,0%	24	24,7%	9	28%	0	0,0%	18	23,4%	0	0,0%
Other	2	20,0%	0	0,0%	0	0%	0	0,0%	2	2,6%	0	0,0%

## DELIVERIES OVERVIEW-REGIONAL AIRCRAFT

37 (.77 %) DELIVERIES IN CAPE TOWN COUNTRIES



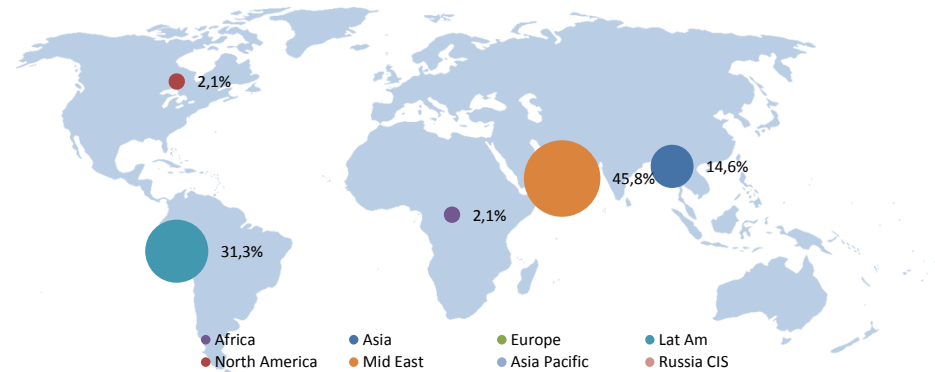
26 (.54 %) DELIVERIES IN G8 COUNTRIES



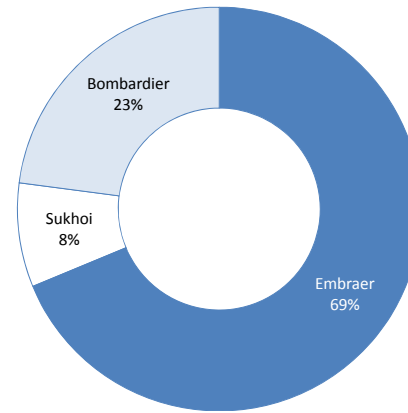
8 (.17 %) DELIVERIES IN BRICS COUNTRIES



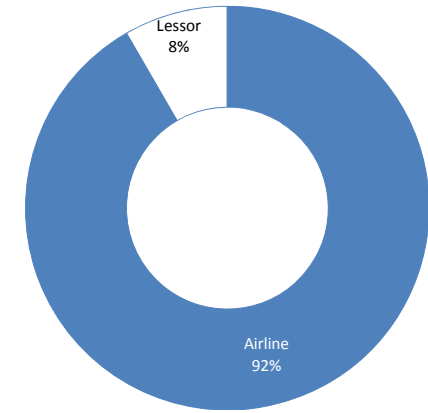
### GEOGRAPHIC DISTRIBUTION



### BREAKDOWN BY MANUFACTURER



### BREAKDOWN BY CUSTOMER TYPE



### AIRCRAFT DELIVERIES BY MANUFACTURER

	Bombardier		Embraer		Sukhoi		TOTAL	
	No	%	No	%	No	%	No	%
Africa	0	0,0%	1	3,0%	0	0,0%	1	2,1%
Asia	2	18,2%	4	12,1%	1	25,0%	7	14,6%
Asia Pacific	0	0,0%	0	0,0%	0	0,0%	0	0,0%
Europe	0	0,0%	2	6,1%	0	0,0%	2	4,2%
Lat Am	0	0,0%	13	39,4%	2	50,0%	15	31,3%
Mid East	9	81,8%	13	39,4%	0	0,0%	22	45,8%
North America	0	0,0%	0	0,0%	1	25,0%	1	2,1%
Russia CIS	0	0,0%	0	0,0%	0	0,0%	0	0,0%
Not Disclosed	0	0,0%	0	0,0%	0	0,0%	0	0,0%
<b>Total</b>	<b>11</b>		<b>33</b>		<b>4</b>		<b>48</b>	

### ORDERS BY CUSTOMER PROFILE

	No	%	No	%	No	%	No	%
Airline	11	100,0%	29	87,9%	4	100,0%	44	91,7%
Lessor	0	0,0%	4	12,1%	0	0,0%	4	8,3%
Other	0	0,0%	0	0,0%	0	0,0%	0	0,0%

### AVERAGE PRODUCTION RATES

	Embraer				Bombardier					
	E170s		E190s		CRJ700s		CRJ900s		CRJ1000s	
	No	%	No	%	No	%	No	%	No	%
<b>Total</b>	<b>13</b>	<b>39,4%</b>	<b>20</b>	<b>60,6%</b>	<b>0</b>	<b>0,0%</b>	<b>11</b>	<b>100,0%</b>	<b>0</b>	<b>0,0%</b>
Airline	13	100,0%	16	80,0%	0	0,0%	11	100,0%	0	0,0%
Lessor	0	0,0%	4	20,0%	0	0,0%	0	0,0%	0	0,0%
Other	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%

## DELIVERIES OVERVIEW-TURBOPROP AIRCRAFT

59 (.87 %) DELIVERIES IN CAPE TOWN COUNTRIES



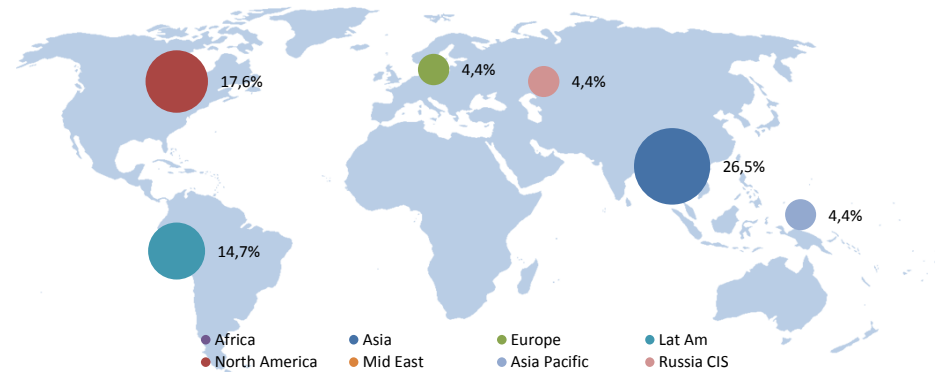
15 (.22 %) DELIVERIES IN G8 COUNTRIES



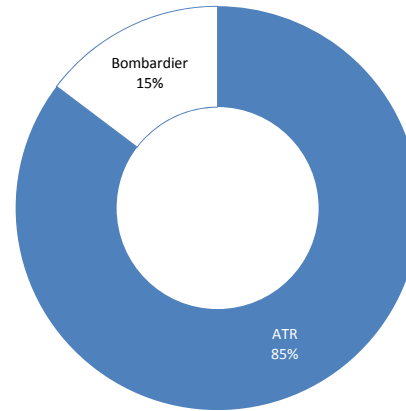
8 (.12 %) DELIVERIES IN BRICS COUNTRIES



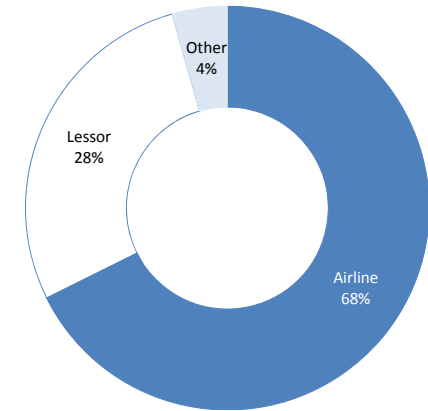
### GEOGRAPHIC DISTRIBUTION



### BREAKDOWN BY MANUFACTURER



### BREAKDOWN BY CUSTOMER TYPE



### AIRCRAFT DELIVERIES BY MANUFACTURER

	ATR		Bombardier		TOTAL	
	No	%	No	%	No	%
Africa	0	0,0%	0	0,0%	0	0,0%
Asia	18	31,0%	0	0,0%	18	26,5%
Asia Pacific	3	5,2%	0	0,0%	3	4,4%
Europe	17	29,3%	3	30,0%	20	29,4%
Lat Am	10	17,2%	0	0,0%	10	14,7%
Mid East	0	0,0%	0	0,0%	0	0,0%
North America	5	8,6%	7	70,0%	12	17,6%
Russia CIS	2	3,4%	0	0,0%	2	2,9%
Not Disclosed	3	5,2%	0	0,0%	3	4,4%
<b>Total</b>	<b>58</b>		<b>10</b>		<b>68</b>	

### ORDERS BY CUSTOMER PROFILE

	No	%	No	%	No	%
Airline	36	62,1%	10	100,0%	46	67,6%
Lessor	19	32,8%	0	0,0%	19	27,9%
Other	3	5,2%	0	0,0%	3	4,4%

### AVERAGE PRODUCTION RATES

	ATR				Bombardier	
	ATR42s		ATR72s		Q400s	
	No	%	No	%	No	%
<b>Total</b>	<b>5</b>	<b>8,6%</b>	<b>53</b>	<b>91,4%</b>	<b>10</b>	<b>100,0%</b>
<b>ORDERS BY CUSTOMER PROFILE</b>						
Airline	4	80,0%	32	60,4%	10	100,0%
Lessor	1	20,0%	18	34,0%	0	0,0%
Other	0	0,0%	3	5,7%	0	0,0%



# Airfinance

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