

Airbus Helicopters in Latin America

Airbus Helicopters has been present in Latin America for over 40 years. With a fleet of 1,400 helicopters across the region, Airbus helicopters make up a third of the operating fleet in this area of the world. The company is the market leader in the region with 39% of the market share in the last 5 years.

In 2017, Airbus Helicopters delivered 26 new helicopters in the region, which including support and services activities generated revenues of €437M. The Airbus customer centre network, with bases in Mexico, Brazil and Chile employs 1150 people and supports helicopter activities in 29 countries across the region.

Offering a true proximity service to Latin American operators, Airbus customer centres are responsible for the sale and customization of helicopters and for providing commercial support, training, spare parts distribution and maintenance for the Airbus Helicopters fleet all over the region. Four Airbus certified helicopter maintenance centres are also available in Argentina, Guatemala, Panama and Peru.

From Mexico, Airbus offers ab-initio helicopter training for technicians and pilots in collaboration with Safran and the HeliEscuela, a local helicopter training school, while Brazil provides a H225/H225M Full-Flight Simulator in Rio de Janeiro. In an effort to improve helicopter flight safety in the region, Airbus has also launched several initiatives such as the "safety roadshows", which are contributing to raise awareness among authorities and operators across the region.

Despite wavering market conditions in Latin America, Airbus Helicopters has seen its number of bookings increase in the last two years thanks to its vast portfolio of products and services particularly well adapted to the region's customer needs. Since 2016 three new helicopter models have been introduced in the region: the 7,5 ton H175 in the Gulf of Mexico for Oil and Gas operations, the AS565 MBe Panther with the Mexican Navy and the medium-twin H145 performing a wide range of missions in Brazil, Chile and Peru and soon entering into service with the police in Argentina.

Among the key factors having contributed to Airbus Helicopters' success in Latin America is the launch of industrial cooperation programs that have greatly contributed to the development of the regional aviation industry. Two examples of Airbus' active role in industrial cooperation and transfer of technology in the region include Brazil's state-of-the-art design and engineering center and final assembly lines for H125 and H225/H225M rotorcraft as well as Mexico's manufacturing facility of high technology aeronautical components.

The military sector in the region also holds great potential and Airbus Helicopters has successfully secured some important contracts in the last few years, including the sale of 50 H225M to the Brazilian Armed Forces, 18 H225/H225M to the Mexican Armed Forces, 10 AS565 MBe Panther to the Mexican Navy, 10 H215M to the Chilean Army, 11 AS350/550 to Ecuador's Army and 6 H215 to Bolivia's Air Force.

Airbus' long-term prospects for the region are optimistic as the helicopter fleet is estimated to grow 65% over the next 20 years resulting in the need of 2000 new helicopters. The energy sector as well as the public services and the private transport segments are bound to be particularly dynamic with the H125, H145, H215 and H225 being very well positioned due to their excellent performance in hot and high environments and optimized operational costs. The new H160, which will enter into service next year, is already attracting interest from private customers all over the region thanks to its highly stylized design and state of the art technology.

About Airbus

Airbus is a global leader in aeronautics, space and related services. In 2017 it generated revenues of € 67 billion and employed a workforce of around 129,000. Airbus offers the most comprehensive range of passenger airliners from 100 to more than 600 seats. Airbus is also a European leader providing tanker, combat, transport and mission aircraft, as well as one of the world's leading space companies. In helicopters, Airbus provides the most efficient civil and military rotorcraft solutions worldwide.

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