PILATUS

MEDIA RELEASE

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Pilatus Aircraft Ltd: 2006 operating results

2006 – A RECORD YEAR FOR PILATUS

Pilatus Aircraft Ltd has been on an upward curve for the past four years: both sales and operating income once again increased in 2006 by 23 and 56 percent respectively. There was also a double-digit increase in the number of aircraft sold.

The year 2006 was the best for Pilatus since the company was founded. In the year under review, Pilatus Aircraft Ltd generated CHF 106 million more group sales than the previous year. Turnover of CHF 572 million was accompanied by a 56 percent higher operating income of CHF 53 million. More than half the company's sales (51 percent) were generated in North and South America, and more than a quarter (29.2 percent) in Europe, followed by Asia (9.2 percent), Australia (7 percent) and Africa (3.6 percent).

102 aircraft were manufactured in the year under review – 13 more than in the previous year. With 90 aircraft, the PC-12 represented the highest proportion, followed by the seven trainer aircraft and five Pilatus Porter PC-6s. However, the limiting factor was not sales, but production. It simply was not possible to manufacture more than 102 aircraft in 2006, regardless of how many orders were received. For this reason, Pilatus is now planning a spacious extension – thus expressing its commitment to Switzerland as a business location.

Government Aviation back with the frontrunners

Having generated only 13 percent of Pilatus Aircraft Ltd's total sales in 2005, trainer aircraft and training systems increased their contribution to 19 percent in 2006, thus marking a return to the figures of previous years. After a slump in sales in 2005 due to cyclical conditions, seven trainer aircraft, four PC-7 MkIIs, two PC-9 Ms and one PC-9 were produced in the year under review.

Launch customer for the PC-21

At the end of the year under review it was definite that Pilatus had won its first two customers for the PC-21. On the one hand, the Republic of Singapore Air Force was the first customer to sign a PC-21 contract. Besides the delivery of 19 PC-21s, the order also includes providing all pilot training for the next 20 years as well as engineering and logistics support and aircraft maintenance.

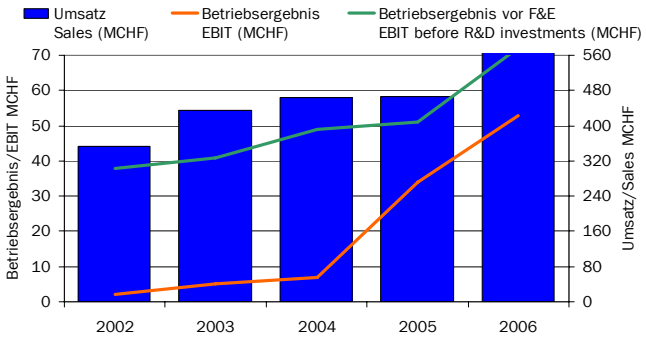
On the other hand, the PC-21 will soon also be used to train aspiring pilots in Switzerland: Pilatus will be delivering six PC-21s to the Swiss Air Force as well as providing logistics and maintenance services. For the PC-21, these first two customers present a significant breakthrough!

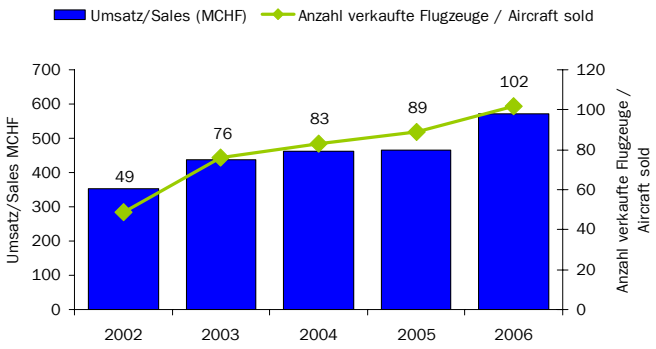
Upgraded PC-12 announced
Despite the continuing success of the PC-12, now in its 13th year of production, Pilatus did not rest on its laurels, and announced the Next Generation PC-12 at the National Business Aviation Association trade fair in Orlando (Florida) on 16 October 2006. The upgraded PC-12 boasts a state-of-the-art cockpit, a more powerful engine as well as other significant improvements. Thanks to these upgrades, the success of the PC-12 is sure to continue for many years to come.

Pilatus employees also benefit from the successful business year
A company's success depends to a large extent on its employees. Without their tireless dedication, Pilatus would not be where it is today – and it rewards its employees accordingly. Each member of staff receives a bonus equivalent to more than an entire month's salary – a good incentive to rise to the challenges of 2007.

A positive start to the year 2007
With an order backlog amounting to CHF 849 million, Pilatus Aircraft Ltd set off to a good start in 2007. The entire PC-12 production of the current year – again 90 aircraft – has already been sold. 2007 and 2008 are the years in which the PC-21 will be delivered to Switzerland and Singapore. Other renowned air forces are also about to make decisions that could turn out to be in favour of the PC-21. So all in all, things bode very well for the future!

Additional information





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Pilatus Aircraft Ltd was founded in 1939 and is currently world market leader in the manufacture and sale of single-engine turboprop aircraft. It is the only Swiss company that develops and produces private and training aircraft. At the headquarters in Stans, Switzerland, Pilatus is licensed to maintain and perform upgrades on a variety of aircraft. This service is complemented by four independent subsidiaries in Altenrhein and Geneva (Switzerland), in Broomfield (Colorado, USA) and Adelaide (Australia). With over 1100 employees at its headquarters, Pilatus is one of the largest employers in Central Switzerland, and is active in the promotion of almost 100 apprentices in seven different vocations.