Table 5.18 Middle East and African Civil Helicopter Submarkets Forecast 2013-2023 ($m, AGR %, CAGR %, Cumulative)

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<td>Medium/Heavy</td>
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<tr>
<td>CAGR (%) 2013-18</td>
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</table>

Source: Visiongain 2013

Figure 5.27 Middle East and African Civil Helicopter Submarkets Forecast 2013-2023 ($m)

Source: Visiongain 2013
7. Expert Opinion

7.1 Robinson Helicopter Company

Robinson Helicopter Company is among the world’s leading manufacturers of civil helicopters, producing large numbers of low-cost light helicopters. Its product line includes the two-seat R22 and four-seat R44, which are both light piston-engine helicopters. These were joined in recent years by the five-seat R66, the company’s entry into the turbine helicopter market.

Kurt Robinson is President of the Robinson Helicopter Company. He took over that position after the retirement of Frank Robinson, his father, who had founded the company in 1973. Visiongain interviewed Mr Kurt Robinson in October 2012 and we are grateful for his contribution.

7.1.1 Are Helicopter Sales Recovering?

Visiongain: How would you describe the general outlook for the civil helicopter market?

Robinson Helicopter’s Kurt Robinson: Over the last three or four years, it has definitely picked up. Obviously after the great recession in 2008, the worldwide market fell flat. (Robinson Helicopters) hit a low point a couple of years ago when it produced a little over 160 helicopters. Last year we did 365 helicopters and this year we’ll be closer to 500. So you can see that the market for us is trending back up. This is below the amounts in 2006-2008 when we were producing over 800 helicopters a year but it has certainly come back in the last couple of years. We are optimistic that it will continue to be fairly strong in the next few years.

7.1.2 Is Financing Driving Civil Helicopter Purchases?

Visiongain: To what would you attribute the increase in demand for civil helicopters?

Robinson Helicopter’s Kurt Robinson: Some of it is just financing that has become available worldwide. Obviously our helicopters are used all over the world and as the economy starts to pick up, the demand for our helicopters increases.

We (Robinson Helicopter Company) also have a new model: the R66, which is a turbine helicopter. This has been selling very well and we expect that to boost sales in the future.
<table>
<thead>
<tr>
<th>Programme</th>
<th>Country</th>
<th>Announced</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivery of AW139 medium helicopter to Weststar Aviation Company, a Malaysian offshore oil and gas transportation company.</td>
<td>Malaysia</td>
<td>September 2012</td>
</tr>
<tr>
<td>Order for a third AW139 from All Nippon Helicopter (ANH) for use in electronic news gathering by Japanese broadcasting company Nippon Housou Kyoukai (NHK).</td>
<td>Japan</td>
<td>September 2012</td>
</tr>
<tr>
<td>Fifth of five AW139s ordered by the New Jersey State Police to be delivered.</td>
<td>US</td>
<td>July 2012</td>
</tr>
<tr>
<td>Order for two AW139 medium twin helicopters, with options for six more, by the Italian Police. Delivery expected in 2013.</td>
<td>Italy</td>
<td>July 2012</td>
</tr>
<tr>
<td>Three AW139 medium twin helicopters to be delivered to a Russian security agency.</td>
<td>Russia</td>
<td>July 2012</td>
</tr>
<tr>
<td>Order for AW169 for corporate/VIP role.</td>
<td>South American country</td>
<td>July 2012</td>
</tr>
<tr>
<td>Order for 10 helicopters that include AW139 and AW189 medium twins and AW169 intermediate helicopters from Staverton, UK-based Bond Aviation Group for roles such as offshore oil and gas transportation, emergency medical services and to support offshore wind farms.</td>
<td>South American country</td>
<td>February 2012</td>
</tr>
<tr>
<td>Order for AW139 medium twin helicopters for firefighting missions from Japan’s Fire Disaster Management Agency (FDMA).</td>
<td>Japan</td>
<td>July 2012</td>
</tr>
<tr>
<td>Order for AW139 medium twin helicopters for firefighting missions from the city government of Yokohama, Japan.</td>
<td>Japan</td>
<td>July 2012</td>
</tr>
<tr>
<td>Order for AW139, AW189 and AW169 helicopters from Ireland-based Lease Corporation International (LCI) in a deal worth $398m.</td>
<td>Ireland</td>
<td>February 2012</td>
</tr>
</tbody>
</table>

Source: News reports, Company statements