

INFORMATION LETTER

DATE: **February 26th, 2016**

No.: **AW139-16-073**

To: All Finmeccanica Helicopter Division Customers

SUBJECT: Commercial Policy for BT139-417 and for the sale of Tail Rotor Damper P/N 3G6420V00455.

Helicopters Affected: *Optional BT - All AB139/AW139 helicopters, at Customer discretion*

Dear Customer,

Finmeccanica Helicopter Division (FNM HD) recently released BT139-417 to introduce new Tail Rotor (TR) Dampers (P/N 3G6420V00851) featuring an improved design, an increased reliability and requiring a reduced scheduled maintenance effort with respect to the previous design (P/N 3G6420V00455).

With this Information Letter FNM HD informs that the BT introduction on the operating AW139 helicopters is commercially supported as described herein.

Moreover, FNM HD informs that TR Dampers P/N 3G6420V00455 will be from now on no more repairable. Anyhow FNM HD is glad to inform that also the sale of TR Dampers P/N 3G6420V00455 in new condition is commercially supported.

As a result, FNM HD is pleased to announce to All AW139 Customers and Operators that:

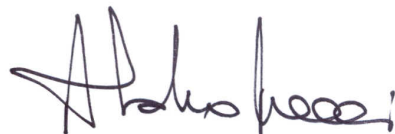
- The BT139-417 Kit Price will be discounted as a one-off concession to all AW139 Customers and Operators. As a result, a one-off discount of 40% will be applied to the BT Kit Price based on FNM HD applicable Price List.

- ✦ Customer Purchase Order shall refer to this Information Letter and include the S/N of the H/C affected in order to take benefit of the above Commercial Policy. Please note this discount cannot be cumulated with any additional discount.
- ✦ Also the sale of the TR Damper P/N 3G6420V00455 will be discounted as a one-off concession to all AW139 Customers and Operators. As a result, a one-off discount of 20% will be applied to the spare sale on the abovementioned TR Damper based on the FNM HD applicable Price List.
- ✦ This Commercial Policy will be time limited and will expire on 31st December 2017. Starting from 1st January 2018, the FNM HD applicable Price List will be applied for any orders related to subject provisioning.

The purpose of this dedicated Commercial Policy is to support the upgrade of AW139 in service fleet and benefit from the improvements provided through the newly designed TR Damper introduction.

For any clarifications or queries, our Customer Support Management network is available to provide all the support you might need.

Yours Sincerely,



Alessandro Baricci
Finmeccanica Helicopter Division
Vice President
Customer Support & Services Italy