



GAMA NEWS

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General Aviation

Manufacturers Association

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GAMA RELEASES 2012 YEAR-END REPORT AND FOCUSES ON THE OPPORTUNITIES AND GOALS THAT LIE AHEAD

WASHINGTON, DC, February 12, 2013 -- The General Aviation Manufacturers Association (GAMA) released the 2012 year-end shipments of general aviation airplanes. GAMA also expanded the data to include delivery data for helicopter manufacturers. Most general aviation aircraft flying in the world today were built by GAMA member companies.

"While the 2012 shipment and billing data were mixed, the numbers don't reflect the amount of development work in progress in general aviation," said Brad Mottier, 2013 GAMA Chairman. "The general aviation segment is poised for resurgence in the next few years as these new technologies certify and enter the market."

"The GAMA committees will focus on lowering the barriers in general aviation to enable advanced technologies to more easily enter service and help improve safety," said Mottier. "GAMA will also continue to expand the association throughout the general aviation industry as well as internationally."

The year-end airplane shipments increased 0.6 percent to 2,133 airplane deliveries in 2012. The airplane billings declined slightly to \$18.9 billion compared to 19.0 billion in 2011. The helicopter segment delivered 1,044 aircraft in 2012 which was a change of 21.5 percent compared to the 859 in 2011. The combined value of civil airplane and helicopter shipments in 2012 was \$3.4 billion.

"2012 saw an expansion of the GAMA membership to the agricultural airplane segment and helicopter manufacturers," said GAMA's President and CEO Pete Bunce. "The data that we are publishing today reflects deliveries through the full breadth of certified general aviation manufacturing and the significant impact our industry has in creating more jobs and boosting the global economy. The current economic challenges and changing market dynamics have broad implications for the industry. That is why we have an aggressive agenda for 2013 that is aimed at increasing government effectiveness, advancing policies that strengthen general aviation, and raising general aviation safety levels worldwide."

Airplane	<u>2011</u>	<u>2012</u>	<u>Change</u>
Piston	898	881	-1.9%
Turboprops	526	580	+10.3%
Business Jets	696	672	-3.4%
Airplane Shipments	2,120	2,133	+0.6%
Airplane Billings	\$19.0B	\$18.9B	-0.9%
Helicopters	<u>2011</u>	<u>2012</u>	<u>Change</u>
Piston	268	328	+22.4%
Single Engine Turbine	407	502	+23.3%
Multi Engine Turbine	184	214	+16.3%
Helicopter Shipments	859	1,044	+21.5%
Helicopter Billings	\$2.8B	\$3.4B	+21.0%

Turboprop airplanes ended the year positive at 580 deliveries compared to 526 in 2011. The piston engine segment declined slightly to 881 units which is a decline of 1.9 percent. Business jet shipments also declined from 696 to 672 units. Helicopter deliveries increased in 2012. Multi-engine and single-engine turbine helicopter deliveries increased 16.3

percent and 23.3 percent respectively while the piston engine helicopter segment increased 22.4 percent to 328 units in 2012.

GAMA is an international trade association representing over 80 of the world's leading manufacturers of general aviation airplanes and rotorcraft, engines, avionics, components and related services. GAMA's members also operate repair stations, fixed based operations, pilot and maintenance training facilities and they manage fleets of aircraft. GAMA fosters and advances the welfare, safety, and interests of general aviation by working with governments and the industry to promote a better understanding of the important role general aviation plays worldwide in economic growth and development. GAMA is headquartered in Washington, DC, with a European office in Brussels, Belgium. For additional information, visit GAMA's website at www.GAMA.aero.

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General Aviation Aircraft Shipment Report

General Aviation Manufacturers Association

1400 K Street NW, Suite 801 | Washington, DC 20005 | USA

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2012 Year-End

Airplane Shipments^{1, 2, 6} by Type - Manufactured Worldwide

	QI	QII	QIII	QIV	Year-To-Date
Single-Engine Piston	168	180	209	246	790
Multi-Engine Piston	17	19	17	38	91
Total Piston Airplanes	185	199	226	284	881
Turboprops	107	136	126	211	580
Business Jets	124	171	135	242	672
Total Turbine Airplanes	231	307	261	453	1,252
Grand Total Airplane Shipments	416	506	487	737	2,133
Grand Total Airplane Billings	\$3,493,417,155	\$4,737,932,849	\$4,114,003,939	\$6,550,175,258	\$18,872,514,646

Helicopter Shipments^{1, 2} by Type - Manufactured Worldwide

	QI	QII	QIII	QIV	Year-To-Date
Total Piston Helicopters	n/a	n/a	n/a	n/a	328
Single-Engine Turbine	47	84	75	105	502
Multi-Engine Turbine	30	47	53	84	214
Total Turbine Helicopters	77	131	128	189	716
Grand Total Helicopter Shipments	77	131	128	189	1,044
Grand Total Helicopter Billings	n/a	n/a	n/a	n/a	\$3,365,248,400

Airplane Shipments^{1, 2, 6} by Type - Manufactured in United States³

Type	QI	QII	QIII	QIV	Year-To-Date
Single-Engine Piston	133	153	152	206	645
Multi-Engine Piston	9	14	11	29	63
Total Piston	142	167	163	235	708
Turboprops	94	104	99	161	459
Business Jets	68	87	76	116	347
Total Turbine	162	191	175	277	806
Grand Total	304	358	338	512	1,514

Airplane Shipments^{1, 2, 6} by Geographic Region of Origin

	QI	QII	QIII	QIV	Year-To-Date
North America	330	402	376	560	1,674
South America	12	16	10	46	84
Europe	63	76	88	113	340
Rest of World	11	12	3	9	35
Grand Total	416	506	477	728	2,133

Airplane Shipments^{1, 2, 6} by Delivery Region

	North America	Europe	Asia Pacific	Latin America	Middle East & Africa
Piston Engine	50.4%	19.6%	16.3%	9.7%	4.1%
Turboprops	48.6%	12.6%	17.4%	14.5%	6.9%
Business Jets	49.7%	20.8%	11.8%	11.6%	6.1%
Total Shipments in Region	49.7%	18.1%	15.2%	11.5%	5.4%

Airplane Shipments^{1, 2, 6} by Type: Manufactured Worldwide

Make and Model	QI	QII	QIII	QIV	YTD
Airbus⁷					
ACJ318	0	1	1	0	2
ACJ319	2	1	0	3	6
ACJ320	0	0	0	0	0
ACJ330	<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>1</u>
Total Units	2	2	2	3	9
Total Billings	\$166,000,000	\$145,000,000	\$65,000,000	\$240,000,000	\$616,000,000
Air Tractor⁸					
AT-401B	0	1	0	0	1
AT-402A	1	0	0	0	1
AT-402B	5	5	4	7	21
AT-502A	0	0	0	1	1
AT-502B	22	21	13	25	81
AT-504	2	1	2	1	6
AT-602	4	2	0	4	10
AT-802	2	8	4	4	18
AT-802A	<u>8</u>	<u>5</u>	<u>7</u>	<u>10</u>	<u>30</u>
Total Units	44	43	30	52	169
Total Billings	\$18,177,397	\$19,170,273	\$13,375,374	\$22,627,164	\$73,350,207
American Champion Aircraft⁹					
7EC Champ	0	0	0	n/a	0
7ECA Aurora	0	0	0	n/a	0
7GCAA Adventurer	0	0	0	n/a	0
7GCBC Citabria Explorer	1	2	0	n/a	3
8GCBC Scout	2	1	4	n/a	7
8KCAB Super Decathalon	<u>2</u>	<u>2</u>	<u>4</u>	<u>n/a</u>	<u>8</u>
Total Units	5	5	8	0	18
Total Billings	\$832,500	\$802,500	\$1,375,200	\$0	\$3,010,200
Bell Helicopter¹⁰					
206B	0	0	0	0	0
206L/LT	1	2	2	4	9
407	18	22	20	25	85
427	0	1	0	3	4
429	2	11	13	17	43
412	9	11	10	9	39
Huey II	<u>0</u>	<u>0</u>	<u>1</u>	<u>7</u>	<u>8</u>
Total Units	30	47	46	65	188
Total Billings	n/a	n/a	n/a	n/a	\$1,700,000,000
Boeing Business Jets⁷					
BBJ	0	0	2	0	2
BBJ 2	1	1	0	0	2
BBJ 3	0	0	0	0	0
B747-8	<u>1</u>	<u>3</u>	<u>0</u>	<u>4</u>	<u>8</u>
Total Units	2	4	2	4	12
Total Billings	\$63,000,000	\$63,000,000	\$106,000,000	\$0	\$232,000,000
Bombardier					
Learjet 40XR / 45XR	2	3	8	11	24
Learjet 60XR	3	3	1	8	15
Challenger 300	11	13	11	13	48
Challenger 605	8	12	7	7	34
Global 5000 / 6000	4	14	17	19	54
CL850 / 870 / 890	<u>1</u>	<u>1</u>	<u>0</u>	<u>2</u>	<u>4</u>
Total Units	29	46	44	60	179
Total Billings	\$818,500,000	\$1,556,300,000	\$1,553,100,000	\$1,904,800,000	\$5,832,700,000

Airplane Shipments^{1, 2, 6} by Type: Manufactured Worldwide

Make and Model	QI	QII	QIII	QIV	YTD
Cessna Aircraft Company⁶					
162 Skycatcher	5	7	2	5	19
172R Skyhawk	14	5	4	4	27
172S Skyhawk SP	11	29	23	50	113
182T Skylane	9	12	4	23	48
T182T Turbo Skylane	8	4	3	4	19
206H Stationair	4	2	6	4	16
T206H Turbo Stationair	3	12	11	14	40
350 Corvalis	1	0	0	0	1
400 Corvalis TT	0	0	0	0	0
208 Caravan 675	4	3	3	1	11
208B Grand Caravan	12	21	22	41	96
510 Citation Mustang	7	11	6	14	38
525A Citation CJ2+	5	4	3	7	19
525B Citation CJ3	6	6	5	4	21
525C Citation CJ4	10	14	11	9	44
560 Citation XLS+	3	11	7	10	31
680 Citation Sovereign	4	3	8	7	22
750 Citation X	3	0	1	2	6
Total Units	109	144	119	199	571
Total Billings	\$380,559,427	\$454,059,923	\$460,066,676	\$557,406,415	\$1,852,092,441
Cirrus Aircraft					
Cirrus SR20	19	15	24	26	84
Cirrus SR22	13	18	15	35	81
Cirrus SR22T	13	27	25	23	88
Total Units	45	60	64	84	253
Total Billings	\$23,068,699	\$33,299,587	\$34,401,690	\$47,307,469	\$138,077,445
CubCrafters^{6, 11}					
CC11 Sport Cub S2	0	0	0	0	0
CC11 Carbon Cub SS	14	16	16	11	57
CC18 Top Cub	1	0	0	0	1
Total Units	15	16	16	11	58
Total Billings	\$2,989,990	\$3,232,000	\$3,232,000	\$2,255,000	\$11,708,990
Dassault Falcon Jet⁵					
Falcon 900LX	2	2	1	2	7
Falcon 2000LX	4	6	2	10	22
Falcon 7X	9	11	6	11	37
Total Units	15	19	9	23	66
Total Billings	\$683,800,000	\$852,800,000	\$420,200,000	\$982,000,000	\$2,938,800,000
Diamond Aircraft⁶					
HK-36	0	3	0	0	3
DV20	1	2	3	3	9
DA20-C1	6	6	6	5	23
DA40 (All)	21	15	36	21	93
DA42 (All)	8	5	6	9	28
Total Units	36	31	51	38	156
Total Billings	\$13,057,380	\$9,422,870	\$17,231,610	\$13,832,170	\$53,544,030
Embraer⁵					
Phenom 100	4	7	5	13	29
Phenom 300	8	10	6	24	48
Legacy 650	1	2	1	13	17
Lineage 1000 / E190 Head of State	0	1	0	1	2
Shuttles (ERJs and E-Jets)	0	0	1	2	3
Total Units	13	20	13	53	99
Total Billings	\$115,160,000	\$226,710,000	\$141,230,000	\$769,560,000	\$1,252,660,000
Enstrom Helicopter Corp.^{5, 12}					
F-28F	0	1	0	0	1
280FX	1	0	0	0	1
480B	0	1	0	2	3
Total Units	1	2	0	2	5
Total Billings	\$451,000	\$1,579,800	\$0	\$2,257,600	\$4,288,400

Airplane Shipments^{1, 2, 6} by Type: Manufactured Worldwide

Make and Model	QI	QII	QIII	QIV	YTD
Eurocopter¹³					
EC120	1	3	6	1	11
AS350 B2	2	6	10	18	36
AS350 B3	22	39	23	40	124
EC130	3	11	14	15	43
AS355 NP	0	4	0	3	7
EC135	9	6	16	25	56
EC145	3	4	7	14	28
AS365 N3	3	1	2	1	7
EC155	1	2	2	2	7
AS332	0	0	0	0	0
EC225	<u>3</u>	<u>7</u>	<u>2</u>	<u>3</u>	<u>15</u>
Total Units	47	83	82	122	334
Total Billings	\$239,300,000	\$415,200,000	\$328,000,000	\$481,600,000	\$1,464,100,000
Extra Aircraft¹⁴					
EA300	n/a	n/a	10	9	19
EA500	n/a	n/a	1	1	2
Total Units	n/a	n/a	11	10	21
Total Billings	n/a	n/a	\$4,300,000	\$4,000,000	\$8,300,000
Flight Design GmbH^{6, 15}					
ASTM CT Series	<u>23</u>	<u>20</u>	<u>16</u>	<u>17</u>	<u>76</u>
Total Units	23	20	16	17	76
Total Billings	\$2,530,386	\$2,259,051	\$1,830,584	\$1,985,543	\$8,605,565
GippsAero Pty Ltd.⁵					
GA8 Airvan	<u>6</u>	<u>4</u>	<u>2</u>	<u>2</u>	<u>14</u>
Total Units	6	4	2	2	14
Total Billings	n/a	n/a	n/a	n/a	n/a
Gulfstream Aerospace Corp.^{5, 16}					
Gulfstream 150 / 200 / 280	2	3	0	6	11
Gulfstream 350 / 450 / 500 / 550 / 650	<u>17</u>	<u>18</u>	<u>17</u>	<u>31</u>	<u>83</u>
Total Units	19	21	17	37	94
Total Billings	\$900,745,000	\$938,080,000	\$891,430,000	\$1,336,823,871	\$4,067,078,871
Hawker Beechcraft Corp.					
Beechcraft Bonanza G36	4	2	4	2	12
Beechcraft Baron G58	3	3	2	16	24
Beechcraft King Air C90GTx	10	2	5	8	25
Beechcraft King Air 250	2	4	8	8	22
Beechcraft King Air 350i	6	8	10	14	38
Beechcraft Premier IA	0	1	2	0	3
Hawker 900XP	3	7	5	2	17
Hawker 4000	<u>3</u>	<u>2</u>	<u>0</u>	<u>7</u>	<u>12</u>
Total Units	31	29	36	57	153
Total Billings	\$218,361,100	\$261,281,800	\$240,782,500	\$397,182,900	\$1,117,608,300
Liberty Aerospace					
XL2	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Units	0	0	0	0	0
Total Billings	\$0	\$0	\$0	\$0	\$0
Maule Air, Inc.					
MX-7-180B	0	1	0	0	1
MXT-7-180	2	0	0	1	3
M-7-235C	1	0	0	0	1
MT-7-235	0	1	0	0	1
M-7-260C	<u>1</u>	<u>0</u>	<u>2</u>	<u>0</u>	<u>3</u>
Total Units	4	2	2	1	9
Total Billings	\$760,830	\$327,844	\$364,640	\$162,278	\$1,615,592
Mooney Aircraft					
M20R Ovation	0	0	0	0	0
M20TN Acclaim	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Units	0	0	0	0	0
Total Billings	\$0	\$0	\$0	\$0	\$0

Airplane Shipments^{1, 2, 8} by Type: Manufactured Worldwide

Make and Model	QI	QII	QIII	QIV	YTD
Pacific Aerospace Ltd					
PAC 750XL	<u>3</u>	<u>5</u>	<u>1</u>	<u>1</u>	<u>10</u>
Total Units	3	5	1	1	10
Total Billings	\$5,332,446	\$9,338,990	\$1,950,000	\$1,605,575	\$18,227,011
Piaggio Aero					
P.180 Avanti II	<u>0</u>	<u>1</u>	<u>1</u>	<u>3</u>	<u>5</u>
Total Units	0	1	1	3	5
Total Billings	\$0	\$7,195,000	\$7,195,000	\$21,585,000	\$35,975,000
Pilatus					
PC-6	0	1	0	4	5
PC-12	<u>5</u>	<u>14</u>	<u>17</u>	<u>26</u>	<u>62</u>
Total Units	5	15	17	30	67
Total Billings	\$22,325,000	\$64,351,000	\$75,905,000	\$124,123,000	\$286,704,000
Piper Aircraft, Inc					
PA-28-161 Warrior III	8	4	4	4	20
PA-28-181 Archer III	2	0	1	1	4
PA-28R-201 Arrow	1	1	0	0	2
PA-34-220T Seneca V	4	3	1	9	17
PA-44-180 Seminole	2	8	8	4	22
PA-46-350P Malibu Mirage	12	10	13	14	49
PA-46R-350T Matrix	2	4	5	1	12
PA-46-500TP Meridian	<u>6</u>	<u>9</u>	<u>8</u>	<u>9</u>	<u>32</u>
Total Units	37	39	40	42	158
Total Billings	\$31,578,203	\$37,423,010	\$37,877,665	\$42,070,874	\$148,949,752
Quest Aircraft Company					
Kodiak 100	<u>2</u>	<u>4</u>	<u>3</u>	<u>6</u>	<u>15</u>
Total Units	2	4	3	6	15
Total Billings	\$3,340,000	\$7,000,000	\$5,250,000	\$10,500,000	\$26,090,000
Robinson Helicopter Company¹⁷					
R22	n/a	n/a	n/a	n/a	40
R44 Raven I	n/a	n/a	n/a	n/a	92
R44 Raven II	n/a	n/a	n/a	n/a	194
R66	<u>n/a</u>	<u>n/a</u>	<u>n/a</u>	<u>n/a</u>	<u>191</u>
Total Units	n/a	n/a	n/a	n/a	517
Total Billings	n/a	n/a	n/a	n/a	\$196,860,000
SOCATA					
TBM 850	<u>5</u>	<u>11</u>	<u>7</u>	<u>15</u>	<u>38</u>
Total Units	5	11	7	15	38
Total Billings	\$17,200,000	\$37,320,000	\$23,930,000	\$51,230,000	\$129,680,000
Thrush Aircraft, Inc.¹⁸					
S2R-T34	7	11	8	13	39
S2RHG-T65	0	0	0	0	0
S2R-T660	0	0	0	0	0
S2R-G10	1	0	2	0	3
S2R-H80	<u>0</u>	<u>0</u>	<u>0</u>	<u>9</u>	<u>9</u>
Total Units	8	11	10	22	51
Total Billings	\$6,098,797	\$9,559,000	\$7,976,000	\$19,118,000	\$42,751,797
WACO Aircraft Company¹⁹					
YMF-5D	n/a	n/a	n/a	n/a	<u>6</u>
Total Units	n/a	n/a	n/a	n/a	6
Total Billings	n/a	n/a	n/a	n/a	\$3,000,000
Grand Total Civil Aircraft Shipments⁶	536	684	649	959	3,351
Grand Total Airplane Billings	\$3,493,417,155	\$4,737,932,849	\$4,114,003,939	\$6,550,175,258	\$18,872,514,646
Grand Total Helicopter Billings	n/a	n/a	n/a	n/a	\$3,365,248,400

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Military Aircraft Shipments⁴

Make and Model	QI	QII	QIII	QIV	Year-To-Date
Air Tractor					
AT-802U	3	4	2	2	11
Total Units	3	4	2	2	11
Bell Helicopter					
H-1	4	6	5	6	21
V22	9	9	11	9	38
Total Units	13	15	16	15	59
Enstrom Helicopter Corp.					
F-28F	0	0	0	0	0
280FX	0	0	0	0	0
480B	3	2	3	3	11
Total Units	3	2	3	3	11
Eurocopter					
EC120	0	0	0	0	0
AS350 B2 / AS550 C2	0	0	0	0	0
AS350 B3 / AS550 C3	1	2	1	2	6
AS355 NP / AS555	0	0	0	1	1
EC135 / EC635	2	3	3	3	11
EC145 / EC645 / UH-72 / A	13	15	13	13	54
AS365 N3 / AS565 MB	1	1	1	1	4
AS332 / AS532	0	1	1	1	3
EC225 / EC725	4	4	4	5	17
NH90	8	9	9	9	35
Tiger	2	3	2	3	10
Total Units	31	38	34	38	141
Hawker Beechcraft Corp.					
T-6A	11	13	12	11	47
Beechcraft King Air C90	0	0	0	2	2
Beechcraft King Air B200	0	0	0	0	0
Beechcraft King Air 350	1	0	1	0	2
Total Units	12	13	13	13	51
Grand Total Military Shipments	59	70	65	68	262

Notes:

1. A shipment occurs when an aircraft is shipped from its production facility to a customer located anywhere in the world.
2. Shipments may include deliveries to a fractional operator owned by the company or to an aircraft dealer.
3. An airplane is considered to be manufactured in the United States when produced under an FAA production certificate.
4. Military aircraft shipments are not included in shipment table totals.
5. Company billings are not reported. Where available, GAMA estimates total billings using public information including B&CA Purchase Planning Handbook 2012.
6. Cessna Aircraft Company C162 SkyCatcher (SLSA), CubCrafters CC11, Diamond Aircraft HK36 Motor Glider and Flight Design GmbH ASTM CT Series models are included in civil make-model shipment total, but not summary tables. This change is intended to properly capture all deliveries by the companies listed while maintaining a consistent baseline of shipments from previous years' reports. GAMA will further integrate CS-VLA and S-LSA aircraft into future shipment reports.
7. Airbus and Boeing twin aisle shipments will be identified in the report as opposed to in the footnotes going forward. GAMA, however, is not including the value of twin aisle airplane shipments in the calculation of billings.
8. Air Tractor is new to the report starting first quarter 2012. Historical data was added to the 2011 report.
9. American Champion Aircraft fourth quarter 2012 data was not available at the time of publication.
10. Bell Helicopter was added to the report for year end 2012. Historical data was added to the 2011 report. Helicopter data is new to the 2012 report.
11. CubCrafters was added to the report for year end 2012. Historical data was added to the 2011 report.
12. Enstrom Helicopter Corporation was added to the report for year end 2012. Helicopter data is new to the 2012 report.
13. Eurocopter was added to the report for year end 2012. Historical data was added to the 2011 report. Helicopter data is new to the 2012 report.
14. Extra Aircraft was added to the report in third quarter 2012. Historical data is not available for the EA-300 and not used in year-over-year summary table.
15. Flight Design GmbH was added to the report for year end 2012. Historical data has been added to the 2011 report.
16. Gulfstream deliveries will be recognized at the time of completion ("outfitted") starting 2012 to better align with shipment recognition with other OEMs. The 2011 report has been updated and prior years data will be amended.
17. Robinson Helicopter Company was added to the report for year end 2012. Historical data was added to the 2011 report. Helicopter data is new to the 2012 report.
18. Thrush Aircraft is new to the report starting first quarter 2012. Historical data was added to the 2011 report.
19. WACO Aircraft Company was added to the report for year end 2012. Historical data has been added to the 2011 report.