

IBIS NEWS

Newsletter of the Ae270 Propjet from Ibis Aerospace



CONTENTS

Ae270 ... A Touch of Class 1

Momentum Builds in Asia-Pacific 1

Aero Vodochody Bolsters Ae270 Program 2

007 First Flight 2

European Distribution Expands 3

Letter from the President 4

From the Ramp 4

Trade Show Schedule 2004 4

A Quarterly Publication for Owners, Operators and Members of the Ae270 Propjet Community.



Ae270 ... A TOUCH OF CLASS



In a gorgeous February day in South Texas, when much of the US was shrouded in cold and damp, we paid a visit to Uvalde, Texas, just west of San Antonio. The first production Ae270, serial number six, presently calls Uvalde home while it undergoes a transformation of elegant proportions.

Number six was flown to Texas following its first intercontinental flight and appearance at NBAA in Orlando, Florida, last October. Since arriving in Uvalde, it has been stationed in a vast, neatly maintained hangar at the facilities of Southstar Interiors, Inc.

continued on page 2

Momentum Builds in Asia-Pacific

Asia-Pacific's largest and most influential aerospace and defense show, Asian Aerospace (AA), was a hot spot of activity for Ibis Aerospace. The show was held in Singapore on February 24–29, 2004, at the Changi Exhibition Centre. AA served as a place for Ibis to gain its foothold on the market there for its Ae270 Propjet. The venue also provided Ibis a chance to meet with its regional distributors to discuss plans for the aircraft.

High Expectations

Ibis' Asia-Pacific Director of Sales, Shaun Huang, met with Australian distributor Ibis

Aircraft Sales Pty. Ltd. for a review of the Ae270's potential in the region. Discussions centered around delivery of the continent's first Ae270. Stephen Lil and Jim Bradley, directors of the company, highly anticipate this arrival with expectations that the aircraft will be well received.

Lill, commented, "We are very pleased to be a part of the Ae270 program. We believe that the Ae270 will prove to be very suitable for aircraft operators in the region. With its comprehensive avionics package included in the base price, the

continued on page 3

LETTER FROM THE PRESIDENT

Jiří Fidrnský

A World-Class Team



Our idea of how to build and maintain valuable customer relationships starts with keeping you informed. At Ibis Aerospace, our customers and the Ae270 support team are as dynamic as the company itself. We are continuously working toward building a product that meets the highest customer expectations. This involves challenges, and we tackle each of these challenges head-on. It is my pleasure to share with you the recent advances at Ibis Aerospace.

To date, the Ae270 has progressed through flight test completing the full set of required flight characteristics tests. Results have been positive. As part of the investigation, some aesthetic enhancements have been incorporated into the aircraft. One of which was the addition of winglets. This change will derive performance benefits for the aircraft, and pilots will feel the improvement.

The second production airplane, serial number 007, recently completed its maiden flight. It is exciting each time we send a new aircraft out the factory door. This aircraft will be used in flight test for validation of aircraft systems. This will shorten the time required to complete other flight test duties. Serial number 007 will join the fleet of worldwide Ae270 operators shortly after type certification.

Aero Vodochody is a shareholder and key partner of Ibis Aerospace Ltd. On February 11, 2004, the Czech government committed its full support to Aero Vodochody and discussed restructuring of the company. A resolution was made by the Czech government to capitalize all Aero debts in return for a future stake in the company. Under an earlier agreement, Boeing held a 35-percent share in Aero. It is expected that by mid-2004 the Czech government will buy out Boeing's stake. The restructuring at Aero is intended to strengthen the company's position as a viable and profitable aerospace concern. This is a positive step towards increased focus on commercial programs such as the Ae270.

Ibis' other partner, AIDC, is presently a state-owned company with a secure financial position and highly marketable production capabilities. Like Aero, AIDC is also in the process of converting from its rich military history to more concentrated efforts in the commercial sector. This increased interest in commercial programs is a significant boost to Ibis Aerospace and the Ae270.

In light of the recent developments at Ibis, I feel more confident than ever the future of the Ae270 Propjet is assured. From the factory, the sense of achievement is strong. The certification program is accelerating. The Ae270 is shaping up to be a highly desirable aircraft. It will reflect all of the competent efforts of the Ibis team—from our parent companies to suppliers to distributors. Ibis is prepared to support Ae270 operators with a world-class team.



FROM THE RAMP

Comments from NBAA Static Display

"The Ae270 is much larger than I envisioned."

"This is a very capable aircraft having come from across Europe."

"With the extra-wide door, it is apparently easy to load and unload."

"The high level of craftsmanship shows in its unpainted state."

"It sits tall, lending to its utility characteristics. You could land this almost anywhere."

"The cabin will be less cramped than small jets."

"The cockpit has lots of room and excellent instrumentation."

TRADE SHOW SCHEDULE 2004

See Ibis Aerospace at the following trade shows:

April 15-17, 2004

LABACE – São Paulo, Brazil

July 27-August 2, 2004

EAA AirVenture – Oshkosh, Wisconsin

May 10-16, 2004

International Aerospace Exhibition – Berlin, Germany

October 6-9, 2004

MMOPA Convention – Indian Wells (Palm Springs), CA

May 25-27, 2004

EBACE – Geneva, Switzerland

October 6-10, 2004

Japan Aerospace – Yokohama, Japan

July 15-16, 2004

ABACE – Hong Kong

October 12-14, 2004

NBAA – Las Vegas, Nevada

July 19-25, 2004

Farnborough International – Farnborough, England

For more information go to Ae270.com/exbibits

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From the outside, the aircraft appears much the same as it did when it exhibited at the 2003 Static Display of Aircraft in Orlando. Its exterior, in two-color primer paint, highlights the precision-built nature of the airframe. To quote one NBAA observer, "The high level of craftsmanship really shows in the unpainted state."

Up close, the large size of the Ae270 is obvious. It stands high off the ground. It is further distinguished by dual exhausts set astride a workhorse engine that swings an awesome eight-foot-diameter propeller. From every angle, the Ae270 Propjet exudes power and strength. A look inside at the roomy cabin confirms its spacious dimensions.

While at Southstar, the aircraft will have an executive interior designed and installed. Southstar will take the Ae270's interior from visualization to reality and the resulting STC'd interior package will be standard equipment on the Ae270 Spirit. Most of the early production aircraft awaiting departure from the factory will be fitted with a similar executive interior.

The STC program is a detailed and demanding process. It involves a schedule that spans nearly 1-1/2 years from the conceptual stage to final approval. Southstar's highly skilled staff is well into that schedule making sure the interior components of the aircraft meet all requirements

for safety, comfort and flexibility. This expertly engineered interior will be appreciated by Ae270 owners and operators every time they board their aircraft.

The Spirit Within

Above all, the Ae270 Spirit interior is designed with the passenger in mind. It takes the greatest advantage of a spacious cabin, highlighted by five fully adjustable, executive leather seats in a club arrangement. The Ae270 cabin features fold-out tables in real wood veneer, individual passenger controls, on-board entertainment, finely finished wall and floor panels, and refreshment cabinetry. Other interior finishes include padded leatherette and ultra-suede sidewalls and headliner, accent-coordinated fabric panels, adjustable lighting, and individual environmental controls — all trimmed in simulated gold.

Interior storage on the aircraft includes compartments for flight manuals and an entertainment system. A private lavatory with belted seat is located aft, and includes a fabric enclosure. The Spirit will incorporate many cabin amenities and comfort features that demanding travelers have come to expect in luxury transportation. With its numerous interior features and designed-in mission capability, the Ae270 Spirit represents exceptional value with more than a touch of class.



Zdenek Sykora (left) and Jiří Fidrnský (both in jacket & tie) break with the Ae270 production team.

Aero Vodochody Bolsters Ae270 Program

Ibis Aerospace announced its primary contractor, Aero Vodochody, has appointed Zdenek Sykora as Vice President of Civil Programs as of February 27, 2004. The appointment of Sykora is expected to give a strong boost to Ae270 production. Sykora has extensive experience in aircraft production environments. As the Ae270 plays a very important role in Aero's Civil Programs division, the aircraft has much to gain from the new leader. Aero Vodochody is responsible for final assembly of the Ae270.

Aero stands firm on its belief that leadership growth is a way to solidify its position as a global aerospace producer. The company is backed by the Czech government and fully committed to Ibis Aerospace and its Ae270 Propjet. In taking a more proactive role in the operations at Aero, the Czech government recently committed to provide ongoing support of operational requirements at Aero.



Ae270 serial number 007 performs a low-pass on its inaugural flight.

007 First Flight

Ibis Aerospace celebrated the first flight of its second production Ae270 Propjet on February 25, 2004. The departure took place on a crisp day from the flight test facilities of Aero Vodochody near Prague, Czech Republic. Serial number 007 of the Ae270 production line successfully completed its 1-hour, 30-minute maiden flight. Systems, engine operation, and flight qualities were monitored and tested during the flight. At the controls were veteran Aero test pilots Ladislav Snyder and Petr Sindelar. Also on board was Chief of Flight Test, Petr Holasek. Jeff Conrad, Ibis VP of Marketing, commented, "Aero is continuing its production of the Ae270 as planned. As we near certification of the Ae270, the excitement builds. Customer anticipation is high for this aircraft and we expect to satisfy their demand with a robust, first class product."



Ae270 Team at Southstar Interiors



Shaun Huang, Asia-Pacific Area Sales Director, Exhibiting at Asian Aerospace 2004.

continued from page 1

Ae270 is real value for the money.”

Bradley noted, “We think the Ae270 is an excellent high performance single-engine aircraft, and believe that we should do well in the Asia-Pacific region as its general aviation marketplace expands. The long range and great payload make this aircraft so very flexible in corporate, commuter or special mission roles.”

Enthusiasm Swells

Ibis’ Japanese sales representative, Mr. Toshi Iwata, President & CEO of ABI Corp and ABIS Korea also met with Huang at AA. Iwata noted he is developing plans to establish flying clubs in three major metropolitan areas in Japan, with two to three Ae270 Propjets at each location. With Japan as the second largest economy in the world, after the United States, many indicators point to continued growth in the country for general aviation.

Iwata stated, “We are very excited to begin working with Ibis Aerospace as a sales representative for the Ae270. We look forward bringing this aircraft to the Japanese and Korean markets.” Huang added, “In terms of the potential for Ae270 sales, Japan ranks high on my priority list in this region, second only to Australia.”

Asian Business Aviation

Asian Aerospace is by-and-large the most important aviation venue in the Asia-Pacific region. Just around the corner, however, National Business Aviation

Association (NBAA) is planning its first Asia Business Aviation Conference (ABACE).

ABACE will take place in Hong Kong in the summer of 2004 and Shanghai, China, in 2005. The show will be modeled after the successful LABACE and EBACE in Latin America and Europe, respectively. There is a lot of optimism on the potential for business and general aviation in this vast region. The organizations supporting this new show have the highest confidence that they will succeed. Ibis plans to make an equally strong showing.

Asia-Pacific by the Numbers

Over the past decade, the number of business aircraft registered in Asia-Pacific has grown by 26 percent according to industry reports. However, the numbers are presently small compared to other areas. Europe has enjoyed a 13 percent growth in its business aviation fleet over the same time period. Latin America remains essentially unchanged over the same period, but it boasts more than three times the Asia-Pacific total. Growth in the Middle East was 28 percent with a similar number to the total of Asia-Pacific operators.

Stimulating the demand for business aircraft, manufacturers have turned to the charter sector, particularly fractional operators. Government use accounts for a number of business aircraft operations, including head-of-state and military transportation. This is where the Ae270 excels. The variety of special missions that can only be

performed by a versatile and fast aircraft makes the Ae270 a perfect fit.

The Asia-Pacific market varies as widely as it is geographically and culturally diverse. Some countries, such as China, have experienced high growth in the number of registered aircraft. By contrast, Indonesia has seen a drop in its fleet. Australia boasts stable growth of 6 percent. It remains the region’s dominant business aviation domain. India and Japan hold great potential as their economies find increasing need for more efficient transportation.

Ibis Perceptions from Asia

Shaun Huang concluded on the experience at Asian Aerospace, “We have basically accomplished the goal that we had for the show. This included meetings with distributors and representatives to map out

marketing plans for two of our most important markets in the Asia-Pacific region: Australia and Japan. We were pleased to see the Ae270 generate a lot of interest from visitors in the South East Asia region, particularly Thailand, Malaysia and Indonesia. Discussions were held with candidates for sales representation in the region. As a result, Ibis expects to sign up additional sales representatives in the near future.”

This is the second time that Ibis has participated in Asian Aerospace, following its first show in 2002. This year’s show set records in both the number of exhibitors and trade visitors, with participants from all over the world. As evidenced by Ibis Aerospace, the market for general and business aviation in the Asia-Pacific region is building momentum.



Mike Pierce (left), Managing Director of Air Touring, and Karel Sovak, European Area Sales Director; sign an accord for Ae270 distribution.

European Distribution Expands

Ibis Aerospace has widened its Ae270 support for European business aircraft operators with two recent appointments. Ibis named Air Touring UK as an authorized distributor for the Ae270. Air Touring, based at London’s Biggin Hill Airport, will handle sales and service for operators in the United Kingdom and Ireland. Air Touring is a highly professional organization and considered one of the premier business aircraft services providers in the region.

Ibis appointed Deep Blue Technology AG under a similar agreement. Deep Blue is based in Hallwil, Switzerland, near Zurich. The company will represent Ibis

throughout Europe including Switzerland, Austria, Italy, Croatia, Slovenia, Bosnia-Herzegovina, and Yugoslavia-Macedonia. Deep Blue provides a variety of services to business aviation professionals throughout Europe.

A third European distributor, Rheinland Air Service, located near Düsseldorf, covers Germany, Belgium, Netherlands and Scandinavia. For Ibis and its customers, the new appointments ensure that necessary services including sales, customer service, training, operations and maintenance will be the best available to Ae270 operators throughout Europe.