

Part I

Special Focus: Airliners Update for the 1st Quarter of 2013

1. Airbus Sales for March
2. Boeing: Deliveries for the 1st Quarter of 2013
3. Passenger Demand for January 2013
4. Cargo Demand for January 2013
5. Epicos “Industrial Cooperation and Offset Projects”
6. Non-destructive Testing (NDT) apparatuses calibration services for the aerospace and defense industry
7. Customised actuators for best possible control of movement for new generation all terrain UGV (Unmanned Ground Vehicle) systems and unattended sensors
8. Epicos - Amazon

Part II

Epicos Newsroom

1. Sri Lanka to get 10 new Airbus aircraft: official
2. United Airlines to buy 30 Embraer jetliners
3. Nepal's national airline to acquire two Airbus A320 planes
4. US-South Korea wrap up joint military drills
5. ANA says full-year profit surges 53.1%

Airbus Sales for March



March, was a rather active month for Airbus regarding the sales and delivery pace of commercial aircraft. It is indicative that the European company delivered (64) jetliners during this month to international customers. Additionally, there were in total (250) orders made for March. This activity brought Airbus' overall backlog to 4,948 as of 31 March,

ensuring more than seven years of production for the manufacturer.

Total orders booked for the single-aisle A320 Family reached 9,405 orders, while combined deliveries for the product line exceeded 5,500 (with 5,516 aircraft provided to customers).

The Lion Air ordered 234 A320 family aircraft. The deal sees the carrier become a new customer for Airbus. The order comprised 109 A320neo, 65 A321neo and 60 A320ceo. Another customer for the A320 Family aircraft during March was Hawaiian Airlines of the U.S., with a contract for 16 A321neo jetliners. The order marked the first single-aisle order of Airbus airliners for the carrier and followed the signing of a memorandum of understanding (MoU) in January.

As it is already mentioned Airbus delivered 64 aircraft to customers and operators in March bringing the number of deliveries in the year's first three months to 144. This actually depicts a 10% increase comparing to the 3 first months of 2012. Deliveries included the delivery of Airbus' 100th A380 – which was received by Malaysia Airlines. The 101st A380 was

	Total
Total Orders	12722
Total Deliveries	7774
Aircraft in Operation	7206

delivered eight days later to Thai Airways International. In its sixth year of commercial service, the A380 is flying with nine world class airlines. To date, the worldwide fleet has carried some 36 million passengers in 100,000 flights.

Currently the worldwide Airbus orders totals (12722) whereas there are (7206) aircrafts in operation.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

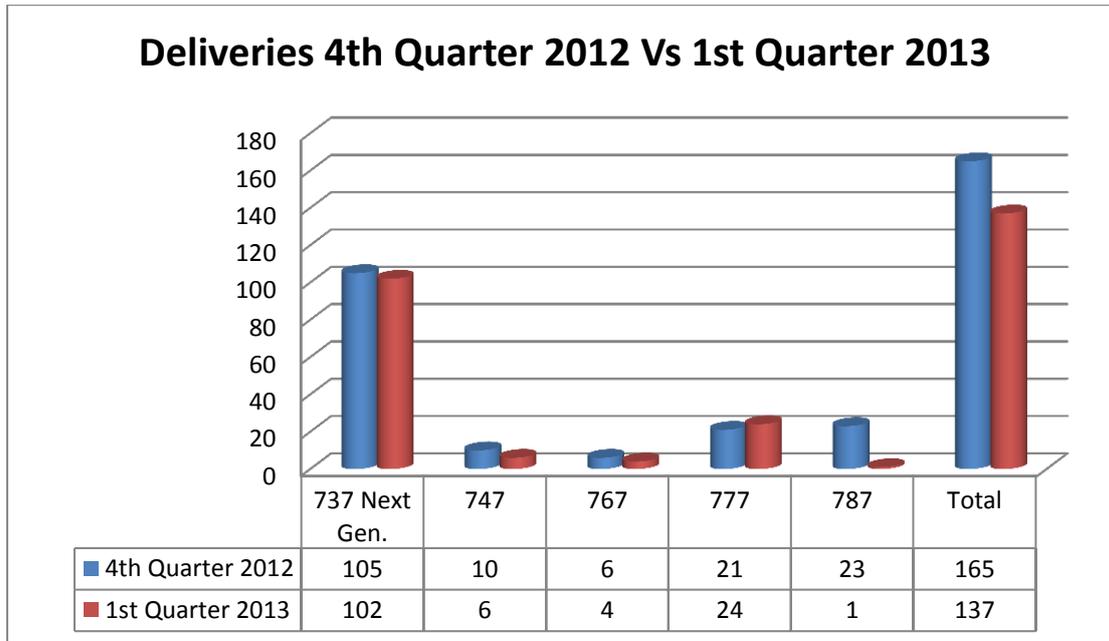
Boeing: Deliveries for the 1st Quarter of 2013



The Boeing Company delivered (137) airplanes in total during the 1th quarter of 2013. The aircraft with the most deliveries for this quarter was the 737 with (102) deliveries and was followed by the 777 and 747 with (24) and (6) deliveries respectively. The 767 followed with (4) aircraft and the 787 with (1) aircraft delivered.

Compared with the deliveries the company completed during the last quarter of 2012 these of the first quarter were slightly weakened. The Boeing Company delivered (165) airplanes in total during the 4th quarter of 2012. The aircraft with the most deliveries for that quarter was the 737 with (105) deliveries, followed by the 777 and 787 with (21) and (23) deliveries respectively. The 747 came after with (10) aircrafts and finally, the 767 shows (6) aircraft delivered.

Deliveries 4th Quarter 2012 Vs 1st Quarter 2013



One of the deliveries Boeing made during the 1st quarter of 2013 marked the supply of the 7,500th 737 type aircraft. The delivery was made to the Malaysia-based Malindo Air. Malindo Air is a joint venture by Jakarta, Indonesia-based Lion Air and Malaysia's National Aerospace and Defence Industries. Malindo Air is using the Next-Generation 737-900ER to launch their low-fare service.

Regarding the defence operation of the company, during the 1st quarter of 2013 Boeing delivered (15) Apache, (9) Chinook, (3) C-17, (12) F/A-18E/F and EA-18G, (2) P-8 and (1) Satellite.

The deliveries regarding the 4th quarter of 2012 were as follows: (1) early warning and control (AEW&C) system, (6) Apache, (11) Chinook, (2) C-17, (12) F/A-18E/F and EA-18G, (2) P-8 and (1) Satellite.

	4 th Quarter 2012	1 st Quarter 2013
AEW&C	1	-
Apache	6	15
Chinook	11	9
C-17	2	3
F-15	-	3
F/A-18E/F and EA-18G	12	12
P-8	2	2
Satellites (Government & Commercial)	1	1

In the beginning of February Boeing supplied the sixth production P-8A Poseidon aircraft to the U.S. Navy. The delivery is the final aircraft from a contract awarded in January 2011. Boeing is on schedule to build 24 P-8A maritime patrol aircraft as part of contracts awarded in 2011 and 2012.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

Passenger Demand for January 2013



On March 5th, 2013, (IATA) the International Air Transport Association released global air travel demand statistics for January. According to the statistics, passenger demand that began at the end of 2012 continued in January 2013. The passenger demand increased up to 2.7% in comparison to January 2012, slightly ahead of the 2.2% expansion in capacity, whereas load factors stood at 77.1%. Tony Tyler, IATA's

Director General and CEO regarding this development stated that: "passenger travel is growing in line with business confidence levels. Recent months have seen some positive economic signs emerge in both the US and China, and the Eurozone crisis seems to have stabilized. Of course risks remain; the impact of US budget cuts has yet to play out and fuel prices are high. But even with those headwinds—real and potential—we still see underlying support for continued and potentially even strengthened growth".

Region	Annual Passenger Growth Rate	Annual Capacity Expansion	Load Factors
Europe	2.1%	0.4%	77.1%
North America	1.5%	-0.8	79.4%
Asia-Pacific	3% (adjusted)		77.8%
Middle East	14.3%	14.4%	78.6%
Latin America	12.2%	13.7	79%
Africa	9.4%	5.8%	67.9%
Global	2.7%	2.2%	77.1%

The year-on-year growth rate of Asia-Pacific airlines showcased demand growth after adjusting for seasonal factors (Chinese New Year) of 3%, while load factors of the region's airlines stood at 77.8%. Middle East airlines, posted the strongest growth rates for January with a 14.3% increase in demand. Growth in capacity reached 14.4%. Region's load factors were above the global average at 78.6%. The airlines of the Africa region, posted a 9.4% growth, ahead of the 5.8% capacity expansion. Nevertheless, the region displayed the weakest load factors at 67.9%.

Airlines in Latin America, posted the second highest growth in demand at 12.2%. Demand was outpaced by capacity growth which reached 13.7%. Load factors at the region stood at 79%. The performance of expanding economies, namely Bolivia, Chile, Colombia and Peru, has boosted consumer demand including air travel. North America, reported a 1.5% expansion in demand and a reduced capacity of 0.8%. The region posted the highest load factor at 79.4%. Finally, European airlines were among the weaker performers. Demand growth reached 2.1%, where capacity expansion reached 0.4%. Load factors stood at 77.1%.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

Cargo Demand for January 2013



On March 4th, 2013, the Geneva based International Air Transport Association (IATA) released the global air freight demand statistics for January 2013. Compared to the Freight Tonne Kilometers (FTK) in December, air freight volumes in January were 0.9% lower. Year-on-year, capacity expanded by 2.1% and the global load factor stood at 41.9%. Tony Tyler, IATA's Director General and CEO stated regarding this development that: "The air freight business is showing some encouraging signs. But it's too early to be overly optimistic. While the decline has stopped, overall volumes are still below the levels of 2010 and 2011. Load factors are low. And the global economy is fragile. Our forecast remains for modest demand growth of 1.4%. But with weak load factors, yields are going to continue to be under severe downward pressure".

Region	Annual Passenger Growth Rate	Annual Capacity Expansion
Europe	1.2%	2.4%
North America	0.6%	-1%
Asia-Pacific	3% (Adjusted)	-0.4%
Middle East	16.3%	12.4%
Latin America	-1.6%	10.2%
Africa	3.7%	13.9%

The carriers of the Asia-Pacific region represent some 39.2% of global air cargo. The region showcased a year-on-year demand growth of 7.1% while capacity was down 0.4%. Adjusting for the effect of Chinese New Year, it is estimated that the region's carriers saw demand growth of about 3.0%. On the other hand North American airlines saw a modest 0.6% growth compared to January 2012, while capacity was trimmed by 1.0%.

The airlines of the European continent reported demand growth of 1.2% year-on-year, which was half the 2.4% growth in capacity. The persistent economic crisis Eurozone is experiencing is expected to limit the growth in air freight volumes in 2013. Airlines in the Middle East reported an annual demand increase of 16.3%, ahead of 12.4% capacity expansion as the region's airlines continue to benefit from route and capacity expansion into rapidly growing economies in West Africa and Asia.

Airlines in Latin America were the only region showcasing a fall in demand with a 1.6% decline on demand. That was against a 10.2% increase in capacity. The increase in capacity can be explained by the fact that the region's airliners are adding air freight capacity to seize the opportunities of solid trade growth as several economies in Latin America showcased. Finally, African airlines reported a demand increase of 3.7% while capacity expanded by 13.9%.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

Epicos “Industrial Cooperation and Offset Projects”



Epicos “Industrial Cooperation and Offset Projects” provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

[For Further Information Press Here](#)

Non-destructive Testing (NDT) apparatuses calibration services for the aerospace and defense industry



A company specializing on the sales and servicing of non-destructive testing apparatuses, running a NAT-accredited MSZ EN ISO/IEC 17025:2005 calibrating laboratory is proposing - in the frame of an offset program- the collaboration with a prime contractor or a third party company active within the NDT market, in order to provide its services as a certified NDT apparatus calibration center for Eastern Europe.

[For Further Information Contact our ICO Department](#)

Mail at: g-menexis@epicos.com

Customised actuators for best possible control of movement for new generation all terrain UGV (Unmanned Ground Vehicle) systems and unattended sensors



A company with extensive experience in designing and manufacturing precision actuators is proposing the implementation of the existing technology to new generation UGV systems and unattended sensors. The solution includes the initial customised design of automatic actuators, motor, sensor control electronics as well as field bus solutions for the UGV designs.

[For Further Information Contact our ICO Department](#)

Mail at: g-menexis@epicos.com

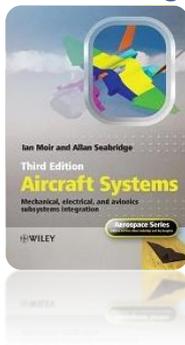


Commercial Aircraft Projects, by Hans-Henrich Altfeld



Commercial aircrafts are by their nature extremely complex products and their development equally complex and challenging. This should require the highest level of project management sophistication but in reality it cannot be afforded. However, cost reductions can be achieved by concentrating on the essential elements of such disciplines, to maintain their principal strengths, and combining them in an intelligent and pragmatic way. This is why the management of commercial aircraft must be performed on the basis of affordable essentials taken from state-of-the-art management disciplines as well as through an integrated architecture. Where this book goes beyond management essentials found elsewhere is its treatment of architecture integration, necessary to interlink product, process and resources data.

Aircraft Systems: Mechanical, Electrical and Avionics Subsystems Integration, by Ian Moir, Allan Seabridge



This third edition of Aircraft Systems represents a timely update of the Aerospace Series' successful and widely acclaimed flagship title. Moir and Seabridge present an in-depth study of the general systems of an aircraft – electronics, hydraulics, pneumatics, emergency systems and flight control to name but a few - that transform an aircraft shell into a living, functioning and communicating flying machine. Advances in systems technology continue to alloy systems and avionics, with aircraft support and flight systems increasingly controlled and monitored by electronics; the authors handle the complexities of these overlaps and interactions in a straightforward and accessible manner that also enhances synergy with the book's two sister volumes, Civil Avionics Systems and Military Avionics Systems.



Sri Lanka to get 10 new Airbus aircraft: official

Sri Lanka is set to re-fleet its loss-making national carrier with 10 new Airbus aircraft in a deal that could be worth over \$2.5 billion, a government official and a media report said on Sunday.

SriLankan Airlines will also secure an aircraft maintenance facility at the country's newest international airport in the south of the country as part of the deal with Airbus, the official said, asking not to be named

"There would be a financing package that will go along with this re-fleeting," said the official. "The aircraft would be acquired over the next seven years."

The privately-run Colombo-based Sunday Times newspaper said Sri Lanka's cabinet approved more than \$2.5 billion for the re-fleeting programme of SriLankan Airlines which is set to retire its ageing fleet of long-haul aircraft.

The paper said the government approved an initial payment of \$80 million for the re-fleeting of the carrier which made a loss of \$164 million last year.

It will get six new Airbus A330-300 and four new A350-900 aircraft, all fitted with Rolls Royce engines, the newspaper said.

There was no immediate comment from SriLankan Airlines or the aviation minister Priyankara Jayaratne who is reported to have proposed the re-fleeting deal with Airbus.

The carrier operates a fleet of 22 aircraft -- six A340-300 aircraft, seven A330-200/243, eight A320-200 and one De Havilland Twin Otter.

SriLankan Airlines ended its management contract with Emirates of Dubai in 2008 and since then has been making substantial losses.

Source: 2013 AFP, Agence France-Presse (AFP)

United Airlines to buy 30 Embraer jetliners

United Airlines Monday announced an order for 30 Embraer 175 jetliners as it updates its fleet of regional aircraft.

The US carrier did not disclose the price of the purchase.

The planes, built by Brazil's leading aircraft maker, will be added to the fleet of United Express. Flights are operated by partner carriers under the United Express brand.

The Embraer 175 jet will be the first 76-seat regional jet aircraft in the United Express fleet and consume 10 percent less fuel per seat than the current fleet of 50-seat aircraft, United said in a statement.

"With a large first-class cabin, wider fuselage, and larger overhead bins, this aircraft brings an improved regional flying experience to our customers," said Jim Compton, United's vice chairman and chief revenue officer.

United said it expected to take delivery of the aircraft in 2014 and 2015.

Embraer, in a separate statement, said that it had signed a firm order with United Airlines for the sale of the 30 175 jets, with options for an additional 40 of the same model.

If all options are exercised, the combined order for 70 aircraft has an estimated value of \$2.9 billion at current list prices, it said.

In another statement, the company said it had earned a net profit of 61.7 million reais (\$30.8 million at current rates) in the first quarter of 2013, a 67 percent drop from the same period a year earlier.

The world's third largest commercial aircraft maker blamed the sharp decline on higher taxes and employer obligations, coupled with a lower operating income.

In the first quarter of 2012, Embraer reported profits of 186.7 million reais, and in the fourth quarter, 253.7 million reais.

The planemaker delivered 17 commercial aircraft between January and March this year, four fewer than the same period of 2012, and 12 executive planes, one less than in the same period last year.

Source: 2013 AFP, Agence France-Presse (AFP)

Nepal's national airline to acquire two Airbus A320 planes

Airbus said Monday it had signed an agreement with Nepal Airlines for the sale of two short-to medium-range A320 planes in a deal worth \$183 million (140 million euros) at catalogue prices.

The planes will come with so-called "sharklets", fin-like devices fixed at the end of wings to reduce fuel burn, and can also be fitted with a navigation technique called RNP that allows an aircraft to fly precisely along a specific path.

Airbus said in the statement that RNP would be "particularly useful for operations at high altitude airports which are constrained by mountains such as (the capital) Kathmandu."

"For a landlocked nation, aviation really is our window to the world and the world's window to us," Madan Kharel, managing director of Nepal Airlines, said in the statement.

"Adding the A320 to our fleet will help us to capitalise on tourism growth and to enhance our network using the most fuel efficient aircraft available."

Nepal Airlines, founded in 1958, currently flies to four international destinations and 25 domestic airports in the heart of the Himalayas, according to the statement.

Planes are a key method of transport in the mountainous country, where some remote areas can be accessed more easily by air than by road.

Source: 2013 AFP, Agence France-Presse (AFP)

US-South Korea wrap up joint military drills

The United States and South Korea on Tuesday wrapped up joint military drills that infuriated North Korea, raising hopes for an easing of cross-border military tensions.

The two-month-long "Foil Eagle" air, ground and naval field training exercise involved more than 10,000 US troops along with a far higher number of South Korean personnel.

"The drill is over but the South Korean and US militaries will continue to watch out for potential provocations by the North, including a missile launch," Seoul's defence ministry spokesman Kim Min-Seok told reporters.

The North is still maintaining a number of missiles and missile launchers that were recently moved to its east coast in apparent preparation for a launch, Kim added.

Pyongyang regularly denounces joint US-South Korean drills as a rehearsal for invasion, but Seoul and Washington have insisted the manoeuvres were defensive in nature.

"With the military drills over, at least we can worry less about any accidental clash developing into a full-scale war," said Paik Hak-Soon, a North Korea expert at the Sejong Institute, a think-tank in Seoul.

He said a planned summit in Washington on May 7 between the US President Barack Obama and South Korean leader Park Geun-Hye -- who took office in February -- could be more significant in setting the tone for inter-Korean relations.

"If the North finds the outcome of the summit unsatisfying or unacceptable, that means we would have to live in constant fear of another military provocation near the border," Paik said.

The Korean peninsula has been in a state of heightened military tension since the North carried out its third nuclear test in February.

Incensed by fresh UN sanctions and the joint South Korea-US military exercises, the North has spent weeks issuing blistering threats of missile strikes and war.

The Foal Eagle exercises "are the main factor of pushing the situation on the Korean Peninsula to the brink of a nuclear war", the newspaper of the North's communist party, the Rodong Sinmun, said on Monday.

"The U.S. and South Korean warmongers should bear in mind that they will not be able to escape a miserable doom if they ignite a nuclear war against the DPRK in the end," it added.

But after weeks of apocalyptic threats, the North's state media has in recent days also reported on North Korean leader Kim Jong-Un's visits to a football match and a health complex with his wife, in what was seen as a sign of easing tensions.

Pyongyang has regularly accused the US of preparing to launch a nuclear strike on its territory, and reacted furiously to the use of nuclear-capable B-52s and B-2 stealth bombers in the joint South-US drills.

"This year's exercise was far more aggressive and public in nature than previous drills," Lee Jae-Joung, who served as the South's unification minister from 2006 to 2008, said in a radio interview.

"That prompted the North to take a more aggressive stance in turn, sparking the whole cycle of escalating tensions," Lee added.

South Korea's Yonhap news agency reported on Sunday that North Korea appeared to be preparing for a major live-fire military exercise of its own involving artillery units and air force jets.

A North Korean artillery attack on a South Korean island in November 2010 killed four people. Seoul also holds Pyongyang responsible for the sinking of one of its naval vessels with the loss of 46 sailors the same year.

Tensions between the two Koreas have been heightened by a row over a jointly run industrial zone inside the North that was once a rare symbol of inter-Korea cooperation.

Most remaining South Korean workers quit the complex early on Tuesday, but seven supervisors stayed to resolve administrative issues.

Source: 2013 AFP, Agence France-Presse (AFP)

ANA says full-year profit surges 53.1%

All Nippon Airways said Tuesday that its fiscal year net profit soared 53.1 percent, as cost-cutting and a boost in demand for international travel helped it shrug off its Dreamliner woes.

ANA said it earned 43.1 billion yen (\$441 million) in the year to March, up from 28.1 billion yen a year earlier, while it said it expected to earn 45.0 billion yen in the current fiscal year.

Source: 2013 AFP, Agence France-Presse (AFP)