

- IPTN produces the CN-212 and CN-235 aircraft under license and joint production agreements with CASA of Spain and five types of helicopters

Today, IPTN produces CN-212 and CN-235 aircraft under license and joint production agreements with CASA of Spain. In addition, IPTN produces five types of helicopters (NBO-105, NSA-330 PUMA, NSA-332 Super PUMA, NBK-117, and NB-412) under various licensing agreements with MBB (West Germany), Bell Textron (US), and Aerospatiale (France). As of May 1993, IPTN had sold a total of 145 helicopters and 106 airplanes.

### Sales and Production of Airplanes and Helicopters by IPTN as of May 1993

PRODUCT	FOREIGN ASSOCIATE	NUMBER SOLD
NB-105	MBB	103
NSA-330 PUMA	Aerospatiale	11
NSA-332 SUPER PUMA	Aerospatiale	11
NBK-117		3
NB-412	Bell	17
NC-212	CASA	88
CN-235	CASA	18

Tempo, July 1993

- IPTN plans to start production of its N-250 turboprop by 1996

IPTN plans to start production of its N-250 turboprop by 1996 and is working toward achieving an international bilateral air-worthiness agreement with the US Federal Aviation Administration by 1997. This is a crucial step towards enabling IPTN to expand its market beyond Asia. In addition, IPTN performs aircraft and engine maintenance and has a joint venture with NDO of Japan for on-board computer software development.

### Market Assessment

- Due to Indonesia's aging air fleet, there is considerable market opportunity for fleet replacement and overhaul as airlines race to compete to attract new customers

Because many of the scheduled airlines' fleets are dependent on turboprops, market demand exists for the replacement of F-27's before IPTN production sets into full gear in 1996. In addition, due to Indonesia's aging air fleet, there is considerable market opportunity for fleet replacement and overhaul as companies race to compete to attract new customers. The market for jet aircraft is still hampered due to the fact that only 38 out of Indonesia's 146 airports can sustain jet aircraft.