

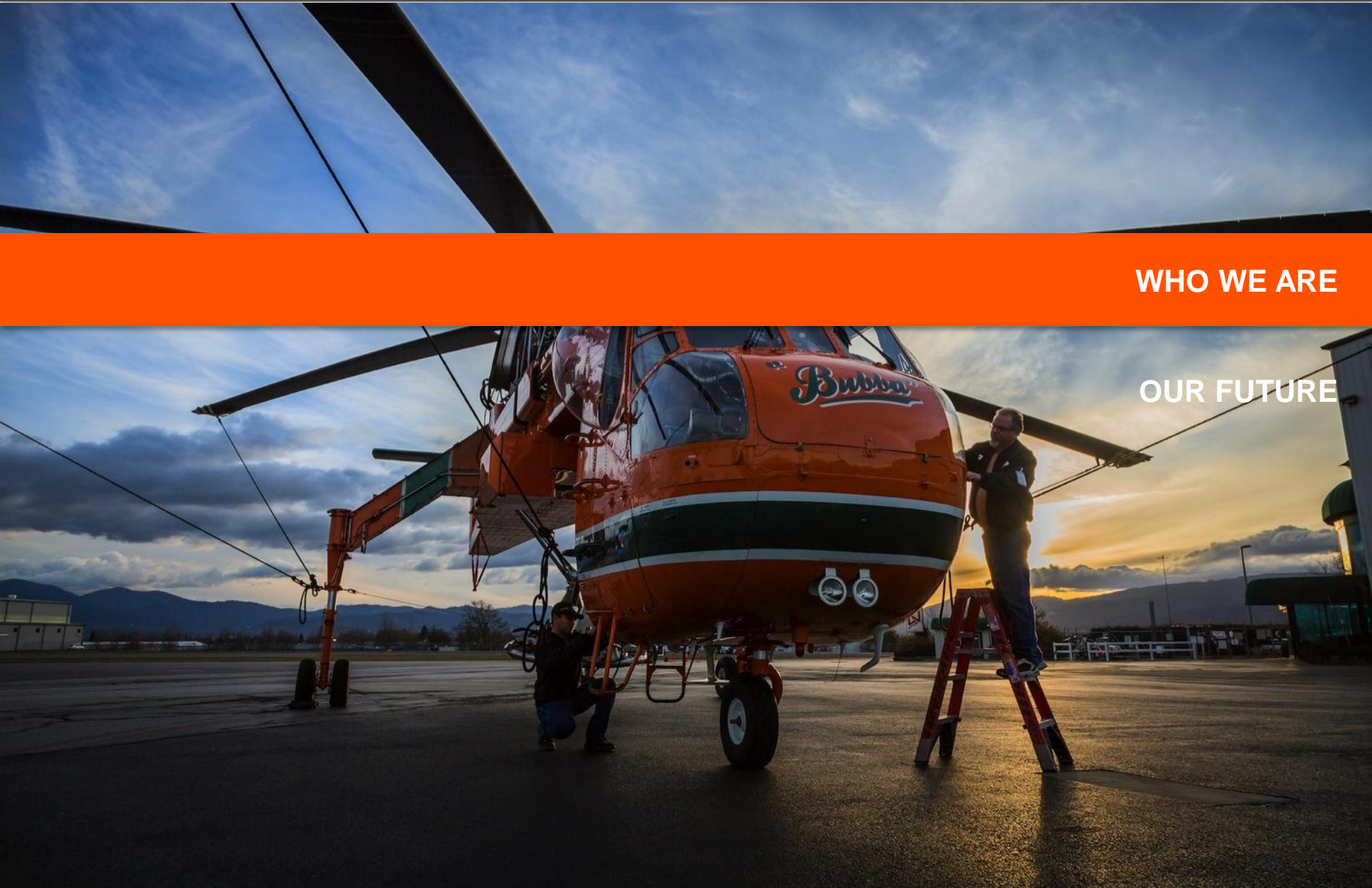


PROCUREMENT

ERICKSON WORLDWIDE

08/10/2015





WHO WE ARE

OUR FUTURE

Highlights

- Erickson is the largest global provider of utility helicopter solutions
 - Market leading positions in key end markets
 - Wide range of aerial services solutions ranging from heavy-lift to light-lift

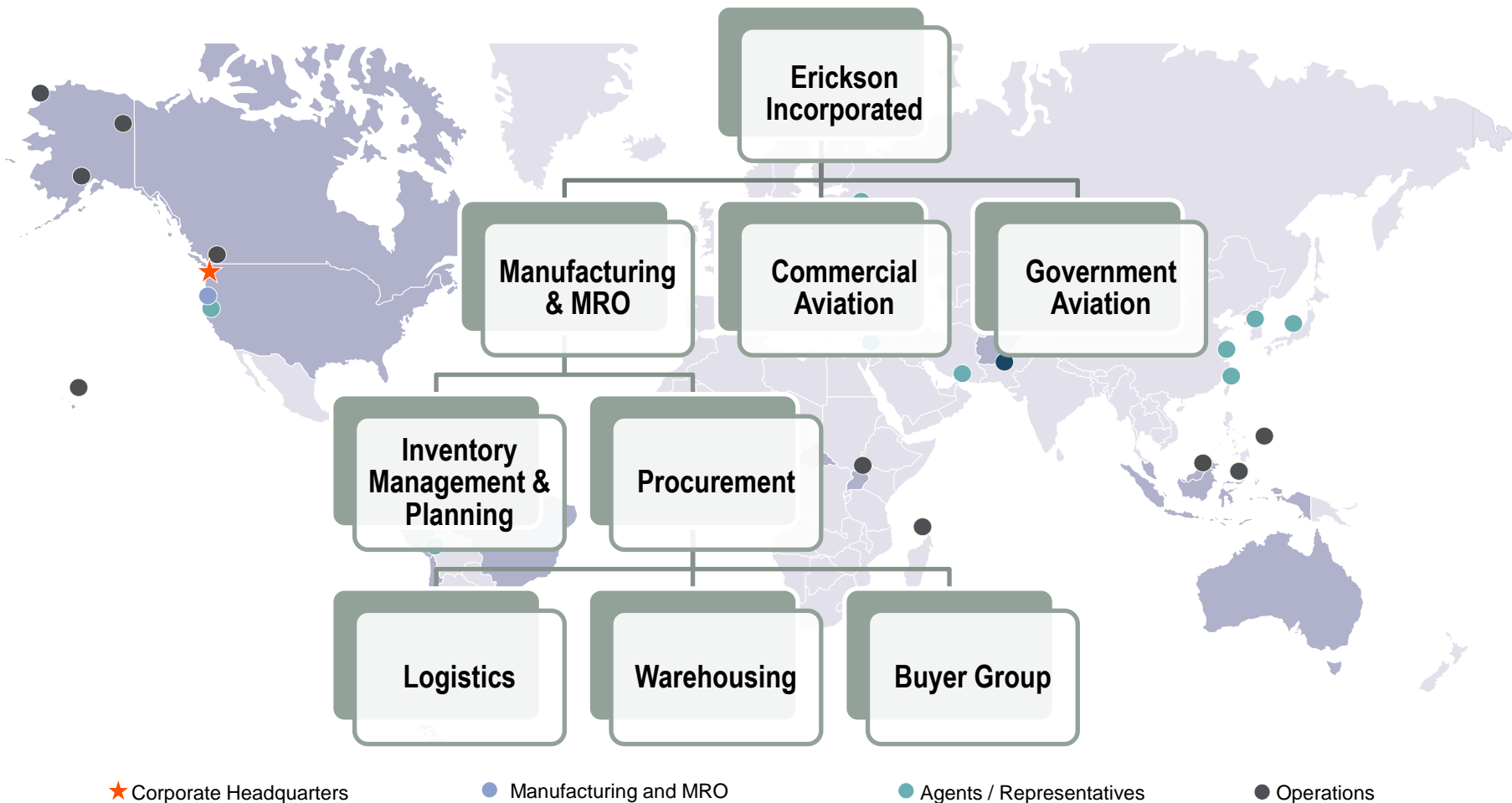
- Erickson's expansion across both services and geographies positions the company well for further penetration of high growth end markets

- Service offering:
 - Heavy, Medium and Light-Lift and Fixed-Wing Aerial Services (~93% of total revenues)
 - Manufacturing and Maintenance, Repair and Overhaul ("MRO") (~7% of total revenues)

Utility Helicopter Solutions



Mission: To safely operate and service a global fleet of aircraft with pride and precision, create competitive solutions for our customers and provide value to every stakeholder.



Erickson's diverse global footprint provides a competitive advantage



LOGGING - MRO

- Aircraft purchase
 - S64E – 20K Lift Capacity
 - Rigging for logging
 - Lower environmental impact
- Maintenance
 - Aircraft
 - Component Repair/Overhaul
 - Trucks, Equipment, Accessories

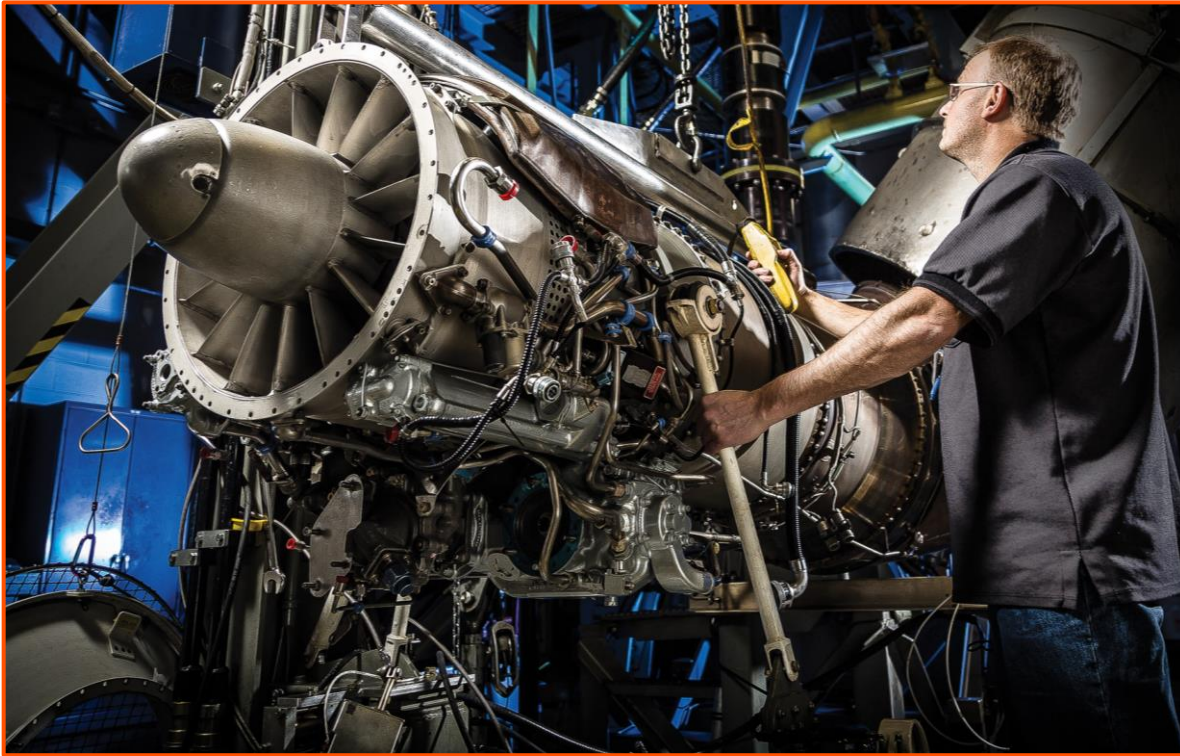
OEM - MFG

- Type Certificates
 - S-64E/F - Commercial
 - CH-54 - Military
 - JFTD12 - Engine
- Manufacturing
 - Sheet metal
 - Mills, Lathes, CNC
 - Composites
- Engineering
 - Resident DER/DAR
 - Certification, Flight Test, Ground Test
 - Repairs, Overhauls, New Design

ACQUISITIONS

- Evergreen Helicopters, Inc.
 - 90+ Aircraft
 - Worldwide operations
 - Government contracts
- Erickson Incorporated IPO
 - 89 Aircraft
 - Government MFG

- ▶ **ISO 9001:2008 Quality Management System**
- ▶ **Department of Defense Commercial Airlift Review Board (CARB)**
- ▶ **Oregon OSHA SHARP Employer**
- ▶ **HAI Safety Award**
- ▶ **ASSE Star Award**
- ▶ **AS 9100 Business Management System**



- We **MUST** get it done to stay in business
- We **MUST** get it done Safely
- We **ENJOY** being the small team that out performs larger companies
- We **NEED** flexibility, creative solutions and quick reactions
- We live by accountability, professionalism and setting a **Best in Class** standard

“WE BLEED ORANGE AND GREEN!!!”



OUR TRANSFORMATION



OUR FUTURE



Current Status:

- High Degree of Aircraft Availability
- High Safety Level and Professionalism
- Annual Procurement Spend \$35M+
- Annually release over 50,000 items on Purchase Orders
- Manage over 600 Suppliers

Current Challenges:

- Availability of Legacy Aircraft Parts
- Expansion to more parts/components not manufactured before
- Inventory Reduction (Just in Time)
- Variable Purchase Order Volumes/lead times
- Qualified Resource Availability
- Long Lead Items (Forged, Cast, Composites)

Opportunities:

- Additional Strategic Supplier Engagement
- Inventory Partnerships
- Outsourcing Partnerships
- Sharing of Best Practices



STRATEGIC PARTNERSHIP OPPORTUNITIES

• Raw Materials

- Composite material
- Sheet metal
- Bar, Round stock
- Square/Round Tube
- Extrusions

• Inventory

- Just in Time
- Outsourcing

**• Services**

- Anodic Films
- Heat treatment
- Plating
- Waterjet cutting
- Coatings

• Global Logistics

- Distribution
- Remote Hubs
- Outsourcing

Mission: To Advance Erickson's Supply Chain into a world-class organization characterized by:

- Efficiency
- Reliability
- Customer Focus
- Benchmarked Excellence

QUESTIONS?



