

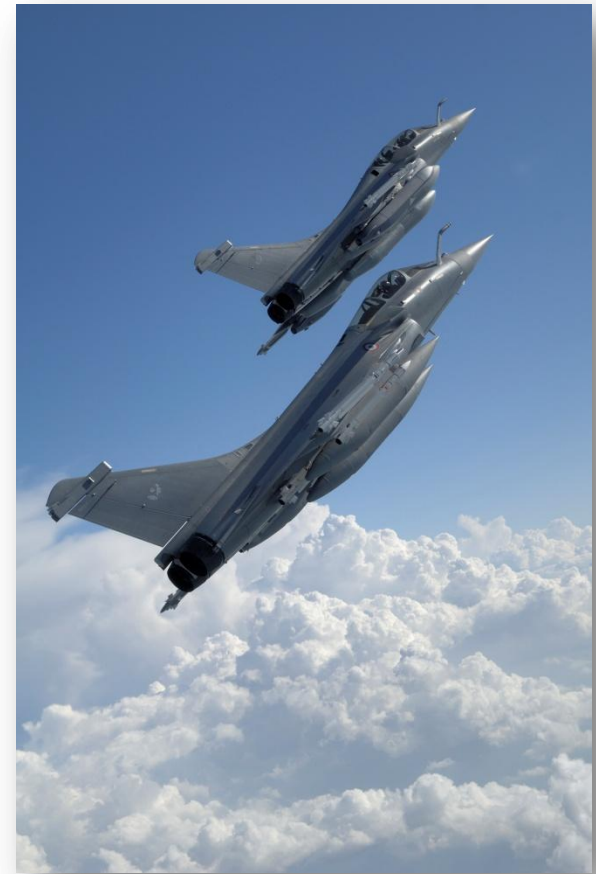


2012 annual results – 14 March 2013

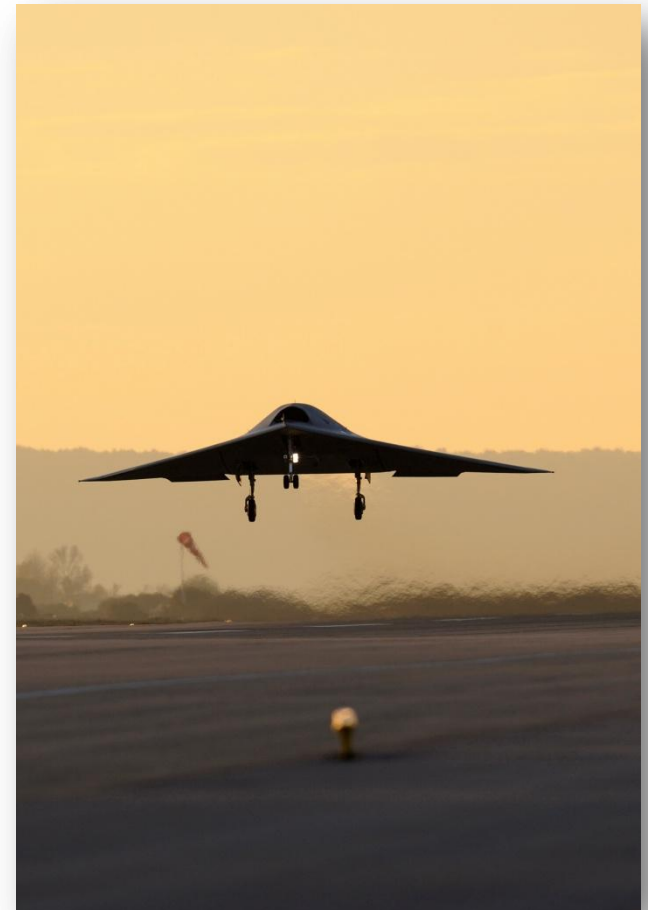


Rafale selection by India

In January 2012,
the Indian authorities have
decided to start exclusive
negotiations with Dassault
Aviation for the supply of 126
Rafale.



- Successful maiden flight for the nEUROn on 1 December 2012.
nEUROn is the first stealth drone designed and manufactured in European cooperation.
- Launch of a French-British study for UCAV in July 2012.



Dassault Aviation strengthens its presence in China

Opening of Dassault Falcon Aircraft Services – China.





Falcon 2000S

Entry-level FALCON, « Medium Large » segment

- Range: 3,350 nm
- EASA certification: 11 March 2013
- Delivery: 2nd quarter of 2013



Falcon 2000LXS

Evolution of Falcon 2000LX: improved « low-speed » performance, lower emission and quieter cabine, new cockpit design.

- Range: 4,000 nm
- Certification: 1st half year 2013
- Delivery: 2nd half year 2013



Falcon 900LX

2012 highlights: « steep slope » certification

- Range: 4,750 nm
- Certification: July 2010
- Delivery: July 2010



Falcon 7X

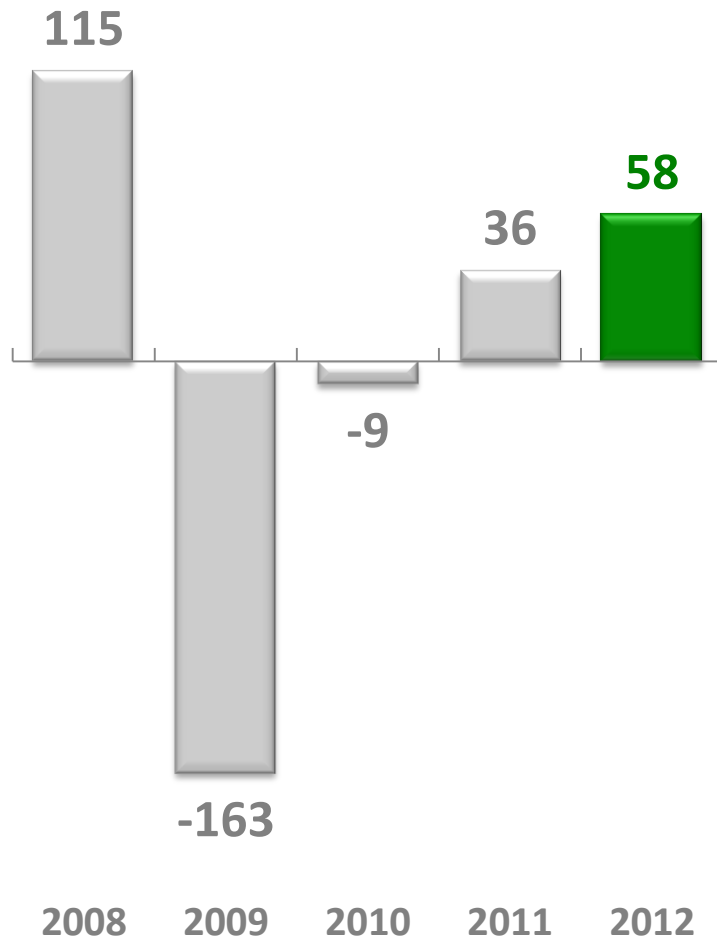
2012 highlights: delivery of the 1st Falcon 7X equipped with shower

- Range: 5,950 nm
- Certification: April 2007
- Delivery: June 2007

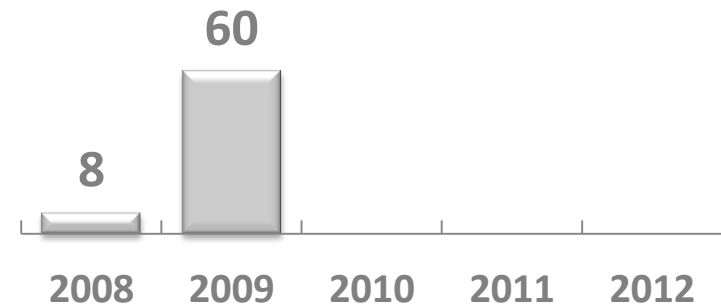
Order intake – Group

in units

FALCON

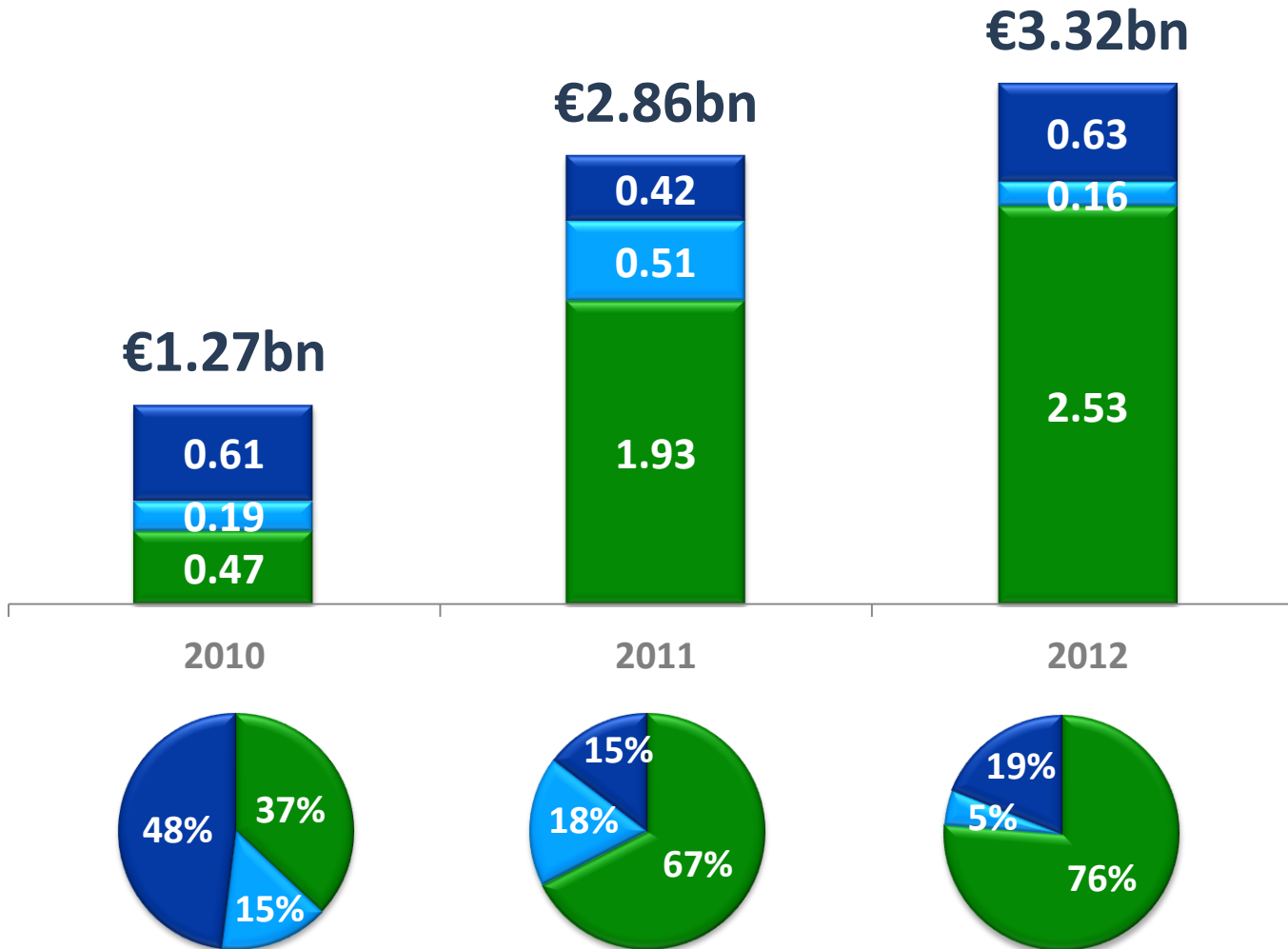


RAFALE



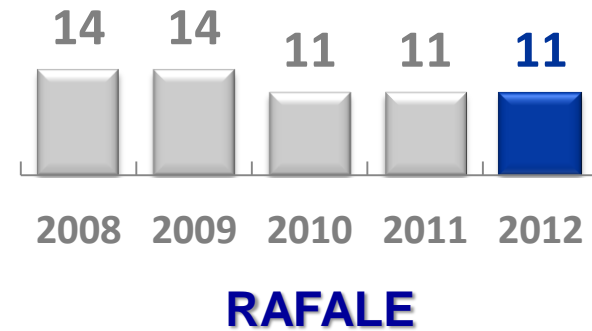
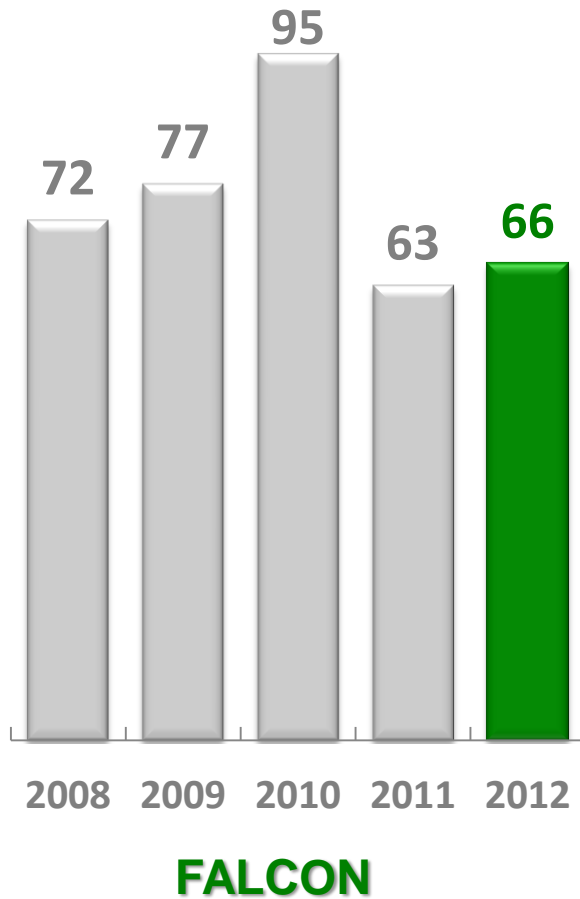
Order intake - Group

- Defense France
- Defense Export
- Falcon

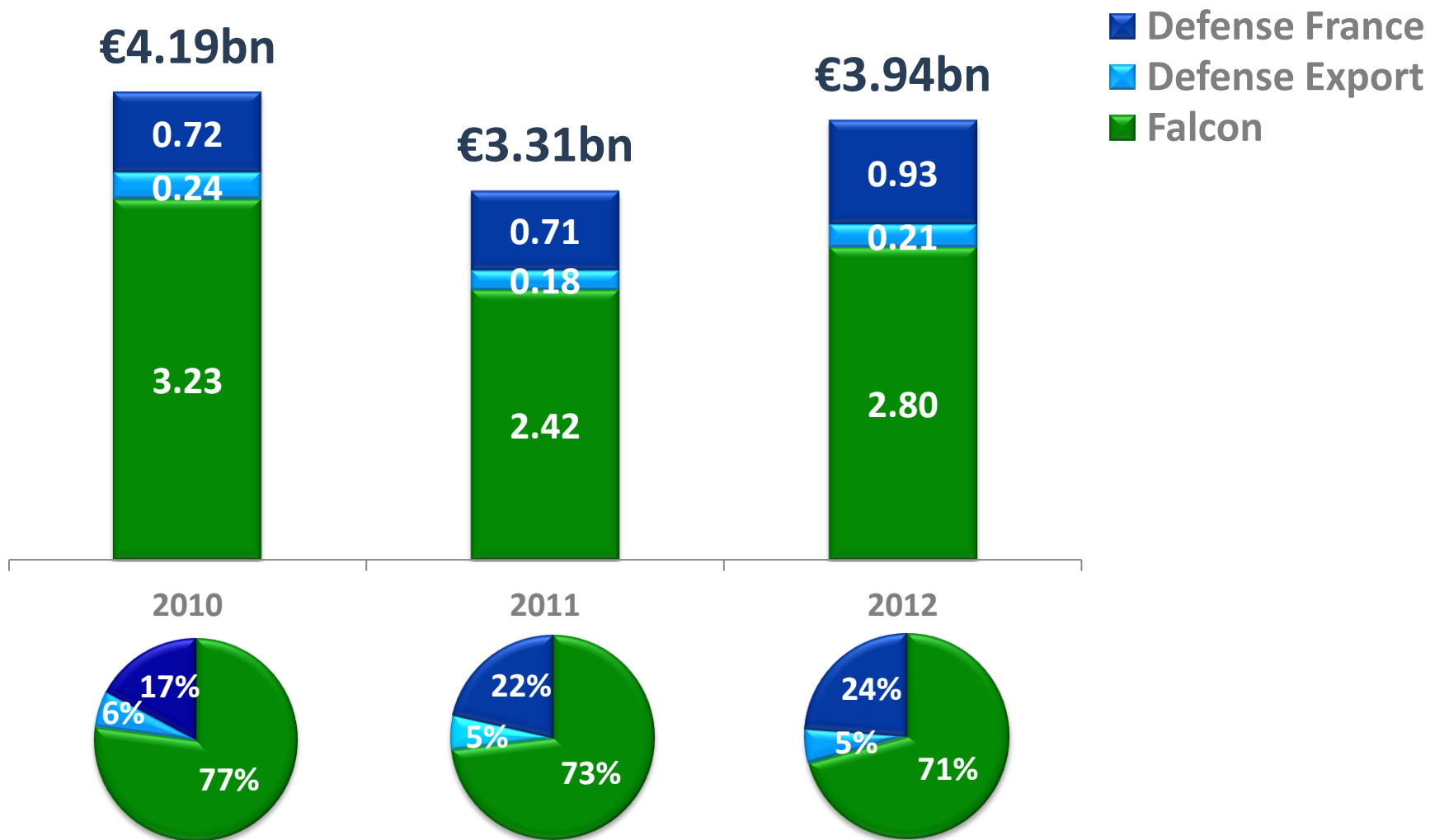


Deliveries - Group

in units

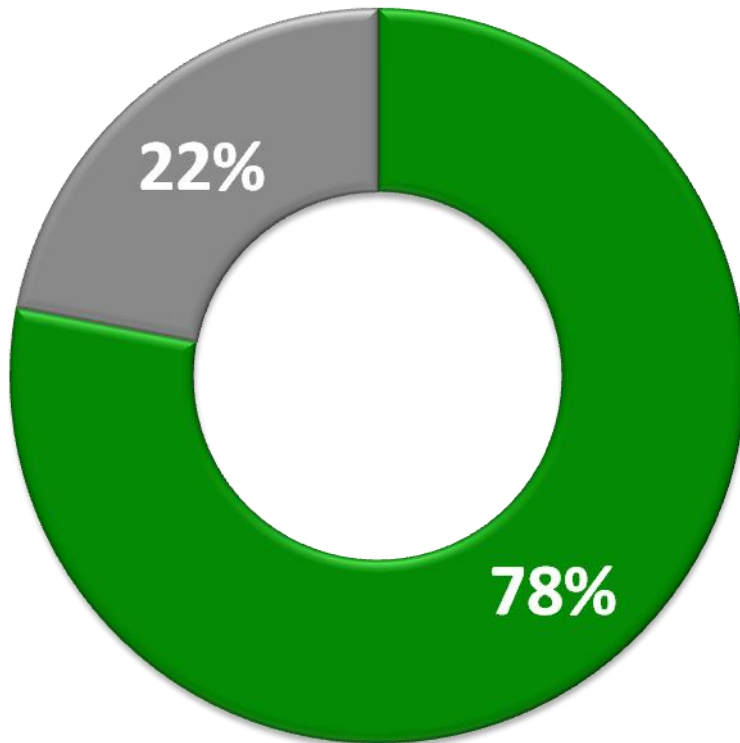


Sales - Group

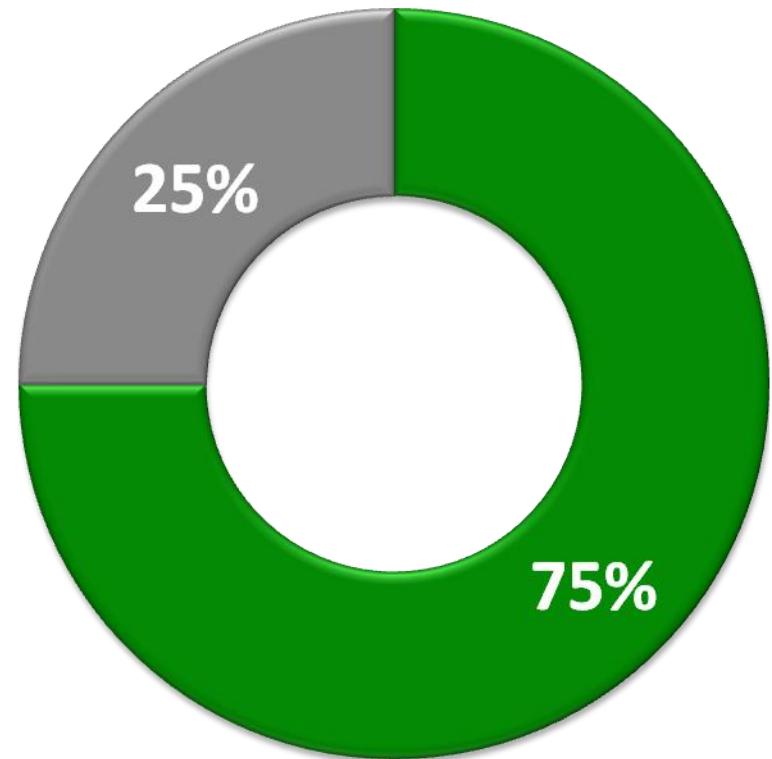


2012 geographic breakdown

Order intake



Sales



 **France**

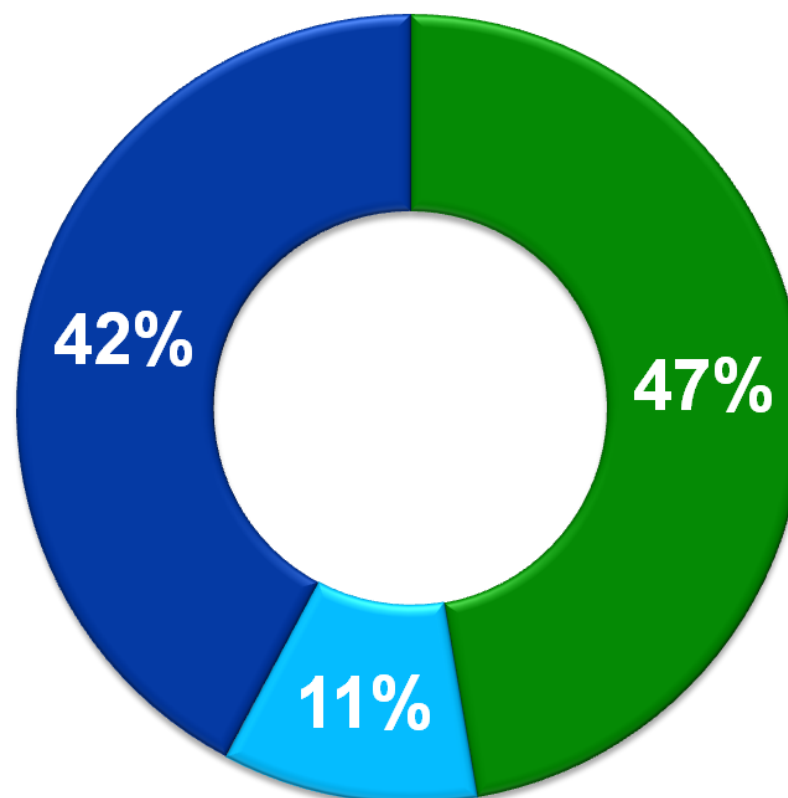
 **Export**

Consolidated backlog

As of 31 December 2012 : €7.99bn (from €8.75bn as of 31 December 2011)

Defense France

Falcon



Defense Export

Income statement disclosure

In order to enable a better monitoring and benchmarking of its economic performance, DASSAULT AVIATION has decided to present, from 2012 and on, an adjusted income statement.

The Group consolidated Income statement is adjusted with:

- neutralizing amortization of THALES purchase price allocation (PPA),
- neutralizing change in fair value of derivative exchange instruments not eligible to hedge accounting.

From now on, DASSAULT AVIATION will communicate on an adjusted net income basis.

Group Income Statement

<i>in EUR million</i>	2010	2011	2012
Net Sales	4,187	3,305	3,941
Operating income	591	377	547
<i>operating margin</i>	14.1%	11.4%	13.9%
Adjusted financial income/expense	-27	32	16
Adjusted corporate income tax	-169	-115	-197
Adjusted net income (excluding THALES)	395	294	366
<i>Adjusted net margin (excluding THALES)</i>	9.4%	8.9%	9.3%
Share of income/loss of THALES	-24	125	158
Adjusted net income	371	419	524
<i>Adjusted net margin</i>	8.9%	12.7%	13.3%
<i>Note : IFRS net income</i>	267	323	510

Consolidated balance sheet

<i>in EUR million</i>	31.12.2011	31.12.2012
Non-current assets	5,586	5,595
Inventories and work-in-progress	2,799	2,917
Trade and other receivables	536	490
Advances and progress payments to supplier	154	185
Hedging instruments	179	248
Cash and cash equivalents	922	950
Total Assets	10,176	10,385
Total equity	4,462	4,741
Non-current liabilities	277	264
Trade and other payables	729	769
Tax and employee-related liabilities	209	242
Customer advances and progress payments	2,898	3,043
Other current liabilities	1,601	1,326
Total Equity and liabilities	10,176	10,385

Consolidated available cash



Available cash = cash and cash equivalents (at market value)
+ available for sale marketable securities (at market value)
- borrowings



2012 annual results – 14 March 2013

