



**Press conference - July, 23<sup>rd</sup> 2015**  
**Éric TRAPPIER, Chairman & CEO**



# Significant event subsequent to closure



**July, 20<sup>th</sup> 2015 :**  
**delivery of the first 3 RAFALE to Egyptian Air Force**



Press conference - 23 July 2015

# ACTIVITY and PROGRAMS

# RAFALE Export



**February, 16<sup>th</sup> 2015 :**

**execution of a contract with Egypt for 24 RAFALE  
coming into force in March 2015**

**May, 4<sup>th</sup> 2015 :**

**execution of a contract with Qatar for 24 RAFALE  
expecting its coming into force**



**April, 10<sup>th</sup> 2015 :**

**declaration of intend by India to purchase 36 RAFALE**

## Others Defense export programs



**March, 25<sup>th</sup> 2015 :**  
**delivery of the first 2 MIRAGE 2000**  
**'Mid-Life Upgrade' to India**



**April , 22<sup>th</sup> 2015 :**  
**execution (and coming into force) of a**  
**contract for 2 FALCON 2000 by Japan**  
**Cost Guards**

# RAFALE France



- Delivery of 1 RAFALE, raising total deliveries up to 138 ; 42 to be delivered still in backlog
- 14 aircraft among 26 to be delivered in accordance with 2014-2019 French Defense Program ; 28 afterwards
- Development of the F3-R standard.

## Others Defense French programs



**May, 21<sup>st</sup> 2015 :**  
**Delivery of the 3<sup>rd</sup> FALCON 50 SURMAR to French Defense Procurement Agency (DGA).**



**Continued work to renovate the ATLANTIQUE 2 combat system, using a “PLM systems” tooling process, involving the leading project stakeholders around a V6 type platform: AIA, DCNS, THALES and DASSAULT AVIATION.**

# UAV projects - nEUROn



February, 26<sup>th</sup> 2015 : 100<sup>th</sup> flight of the nEUROn



- **Completion of stealth demonstration campaign involving air-to-air and ground-to-air systems, in France and Italy,**
- **Preparation of test campaign in Sweden**



# UAV projects - FCAS/SCAF

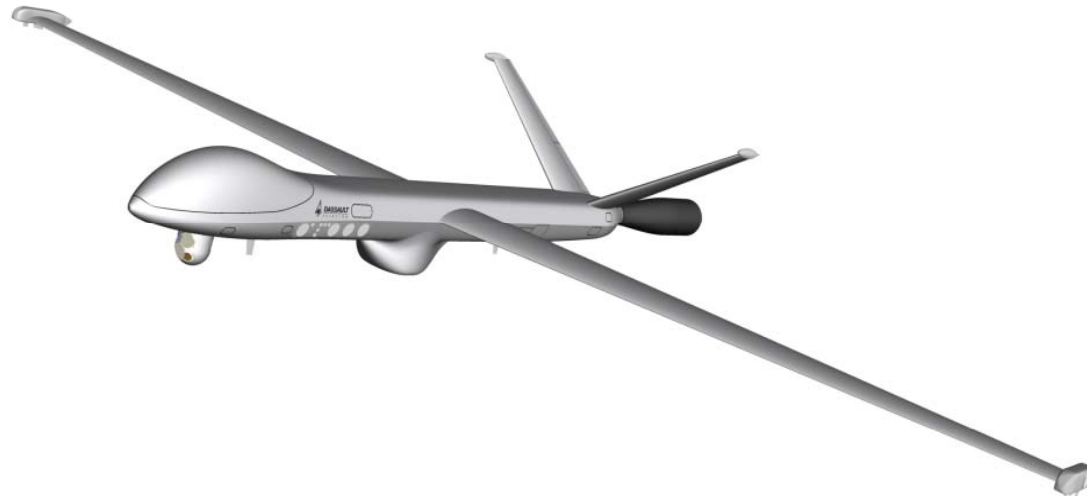


## **FCAS / SCAF (Future Combat Air System)**

**October, 30<sup>th</sup> 2014 :**  
**notification of a 2-year feasibility  
study to prepare a demonstration  
program**

**BAE SYSTEMS and DASSAULT AVIATION are heading the industrial  
organization comprising ROLLS-ROYCE, SAFRAN, SELEX and THALES**

# UAV - MALE 2020



**May, 18<sup>th</sup> 2015 :**

**Announcement by French, German and Italian Defense Ministries of their intend to order to DASSAULT AVIATION, AIRBUS DEFENCE & SPACE and FINMECCANICA a 2-year definition study of a MALE (Medium Altitude Long Endurance) UAV (Unmanned Air Vehicle) with European technologies.**

# New FALCON programs



**February, 6<sup>th</sup> 2015 :**  
**Maiden flight of the FALCON 8X**  
**in Mérignac**



**June, 2<sup>nd</sup> 2015 :**  
**Roll out of the FALCON 5X**  
**in Mérignac**

# FALCON range



**FALCON 2000S**  
**3,350 NM**



**FALCON 2000LXS**  
**4,000 NM**



**FALCON 900LX**  
**4,750 NM**



**FALCON 5X**  
**5,200 NM**



**FALCON 7X**  
**5,950 NM**

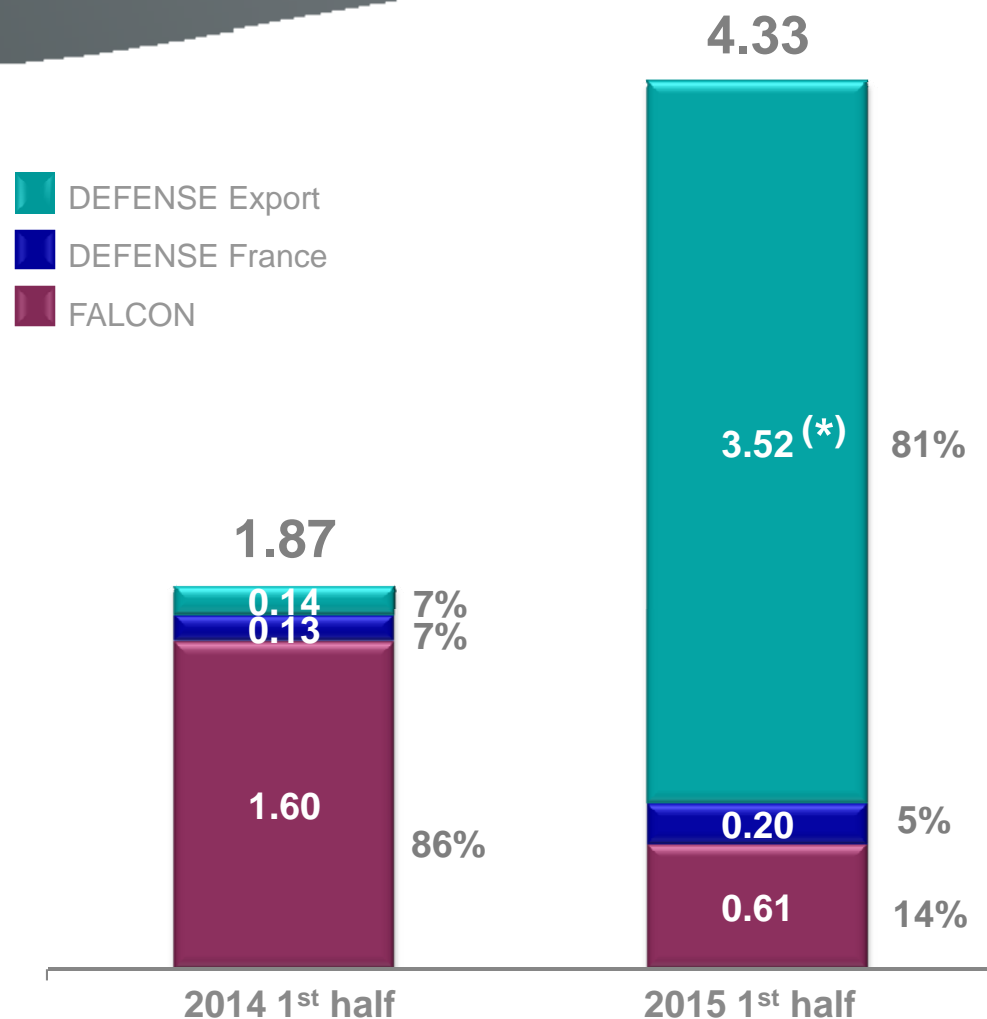
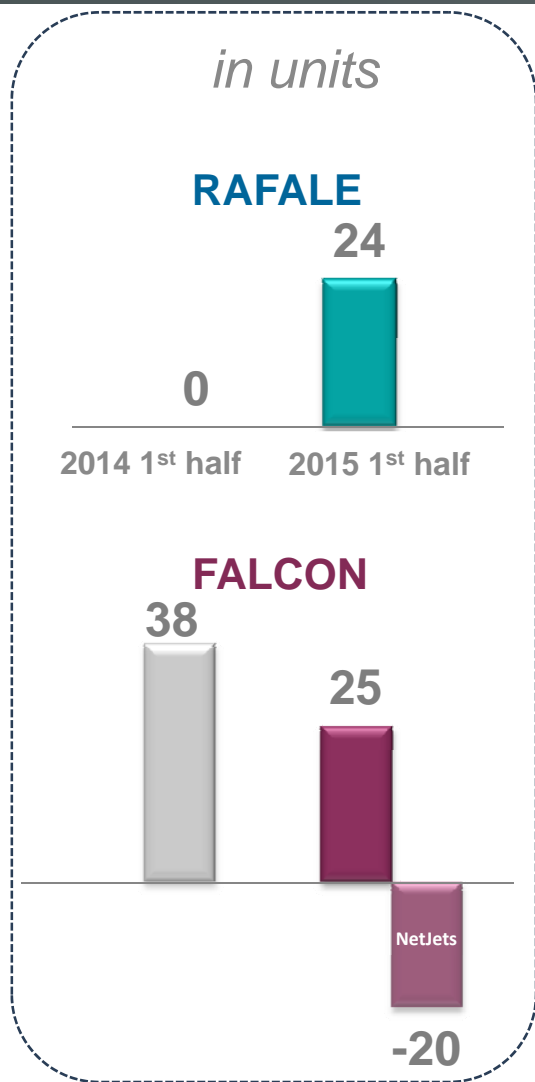


**FALCON 8X**  
**6,450 NM**

# 2015 1<sup>st</sup> HALF YEAR RESULTS

# Order intake

in units and €bn



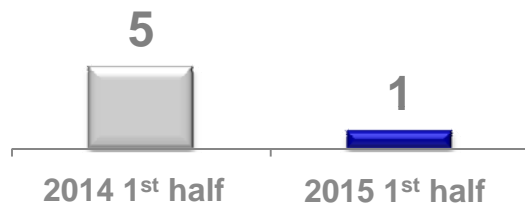
(\*) RAFALE Export including THALES and SNECMA parts

# Group deliveries and sales

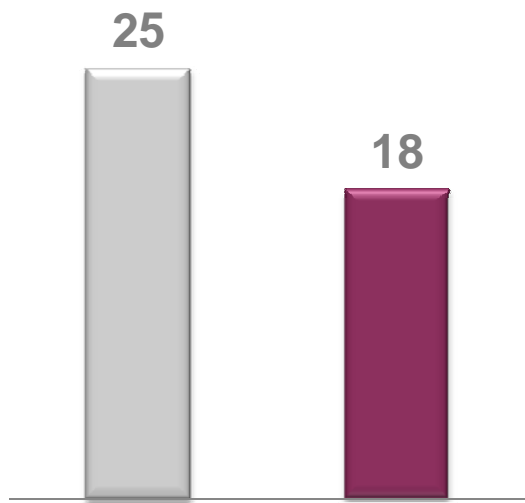


## Deliveries

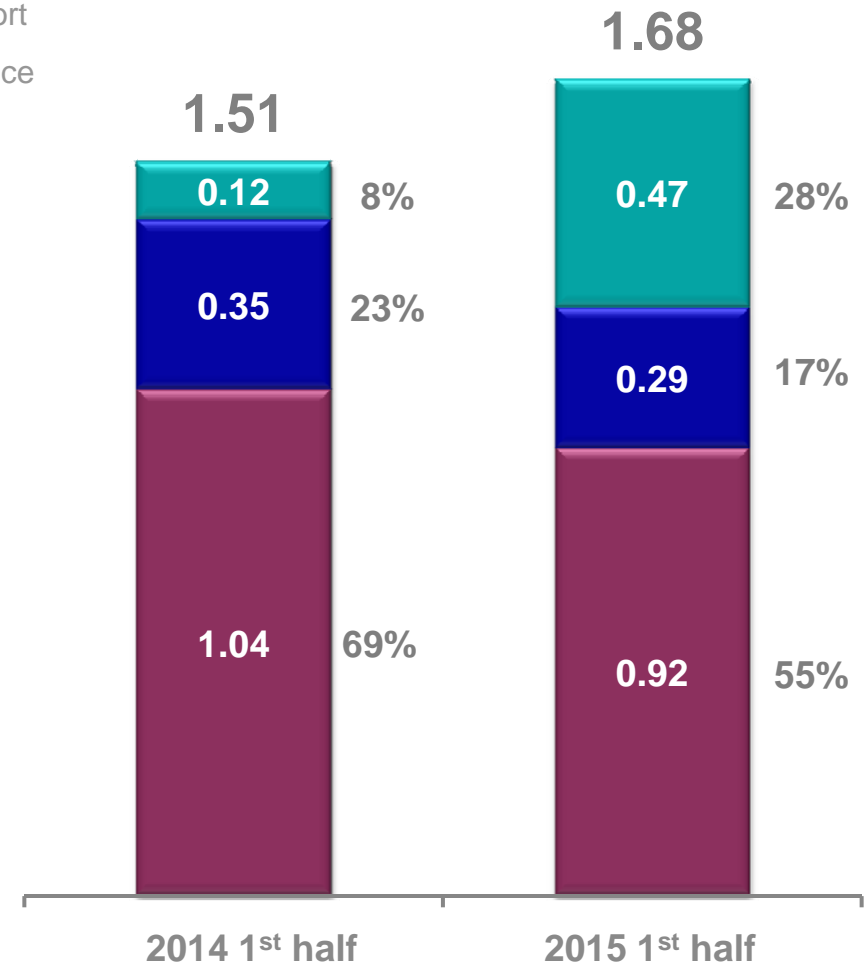
### RAFALE



### FALCON

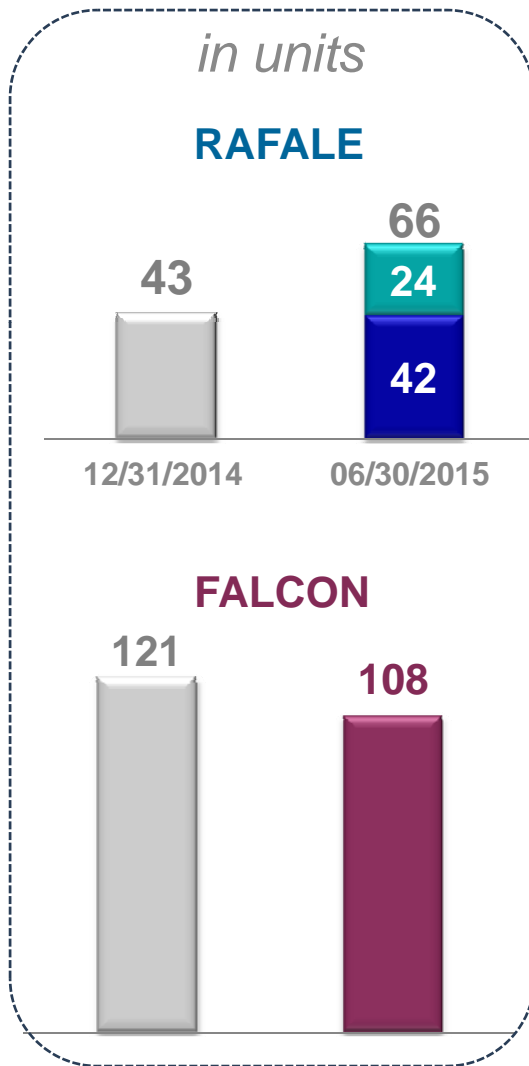


- DEFENSE Export
- DEFENSE France
- FALCON

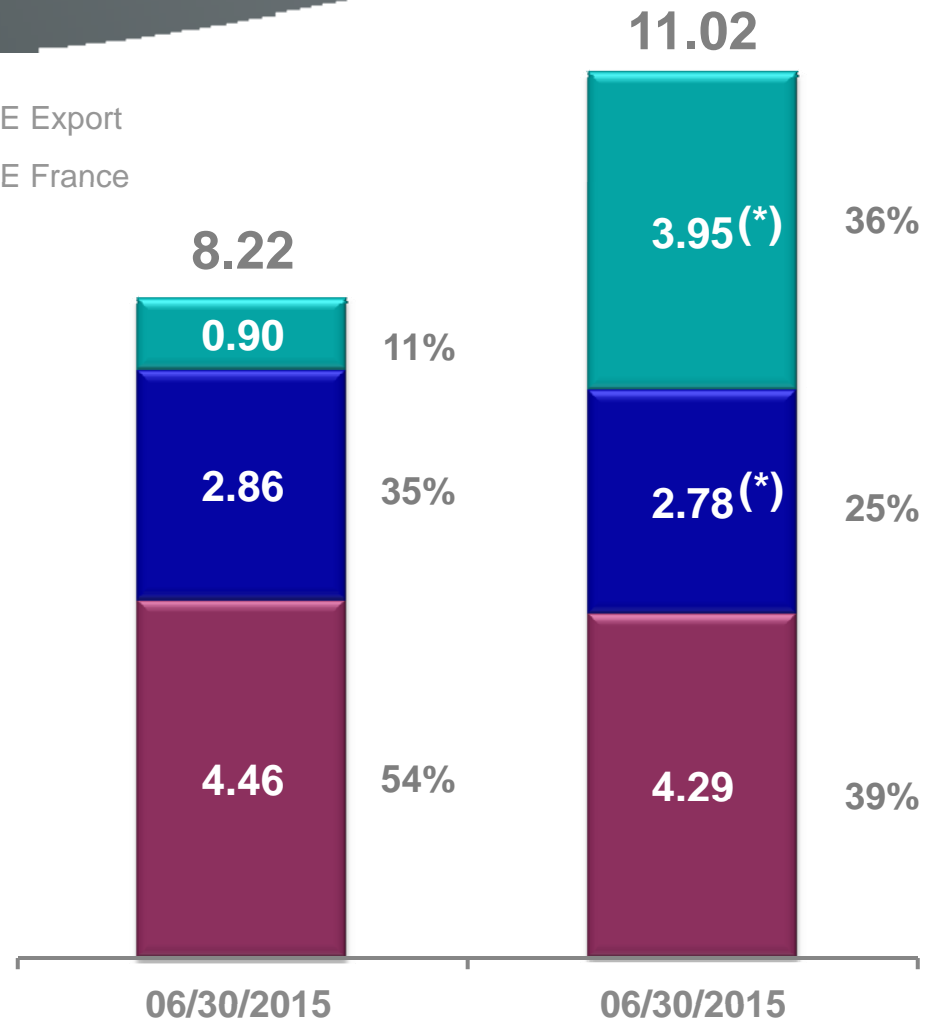


# Group backlog

in units and €bn



- DEFENSE Export
- DEFENSE France
- FALCON



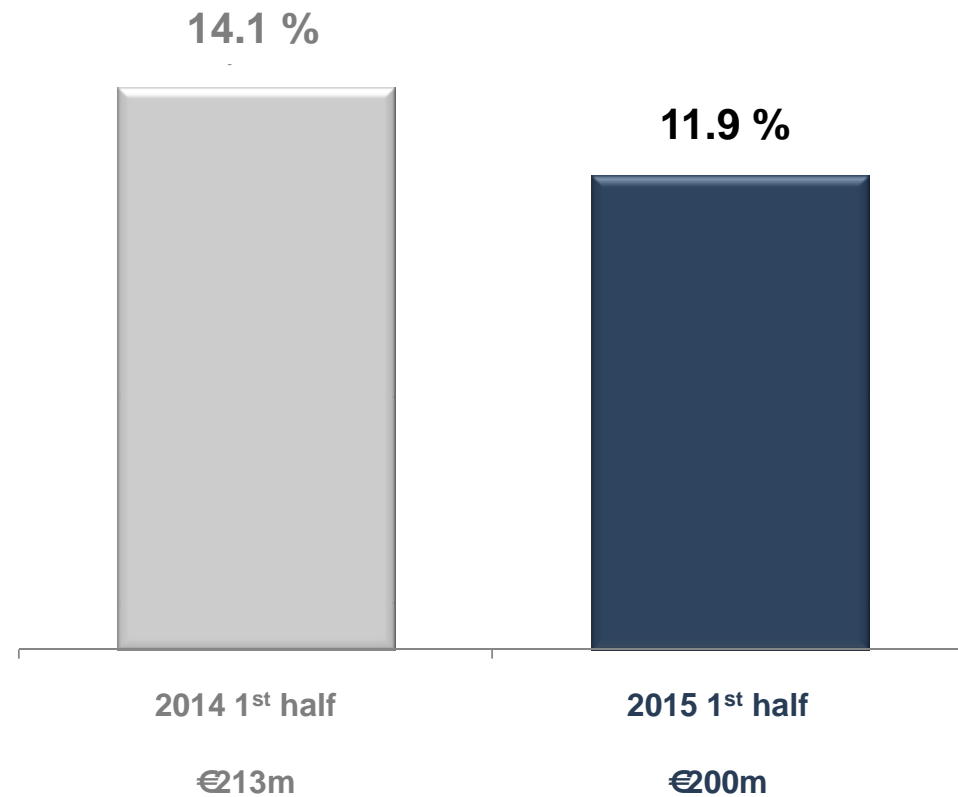
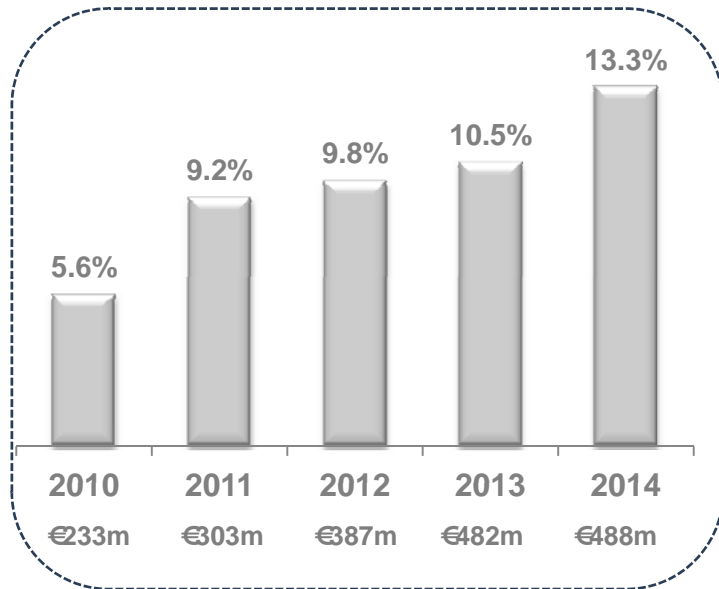
(\*) RAFALE :  
 - Export *including THALES and SNECMA parts*  
 - France *without THALES and SNECMA parts*



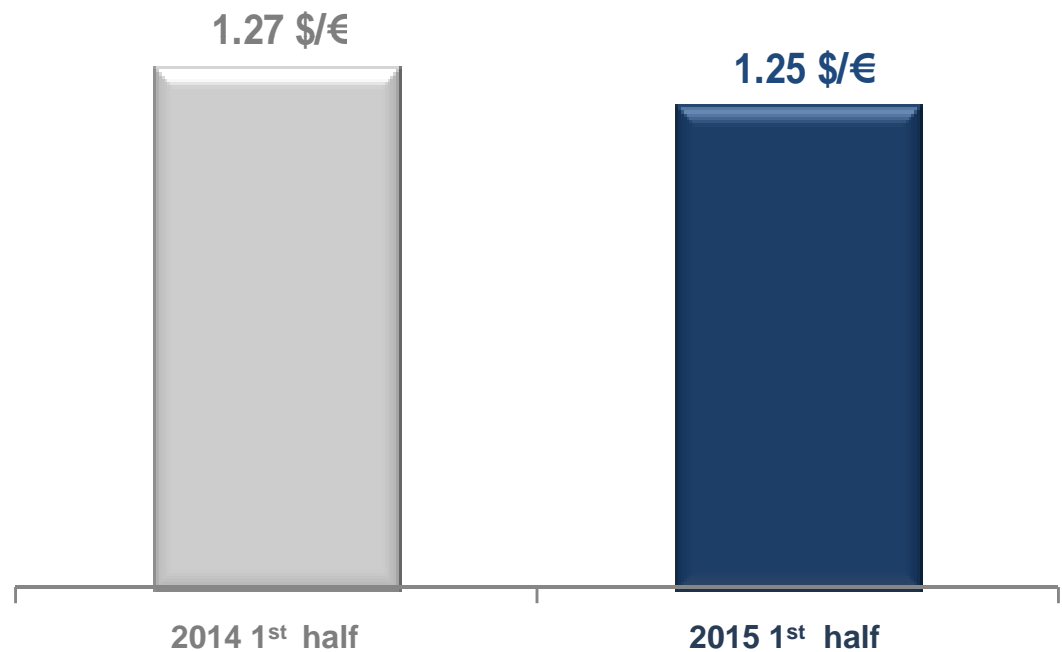
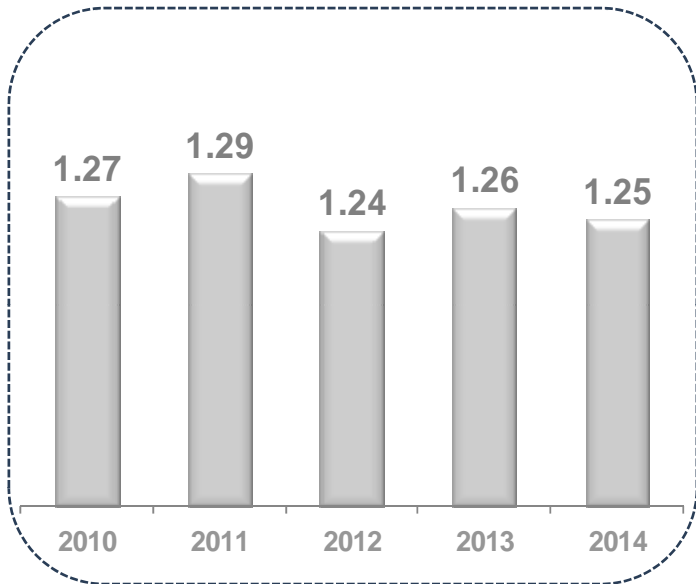
- **2015 expected deliveries :**
  - **65 FALCON**
  - **8 RAFALE : 5 France and 3 Egypt**
  
- **Including others activities, 2015 consolidated net sales should be higher than 2014's.**

# Group self-funded R & D

*in % of sales*



# \$ / € hedging rate



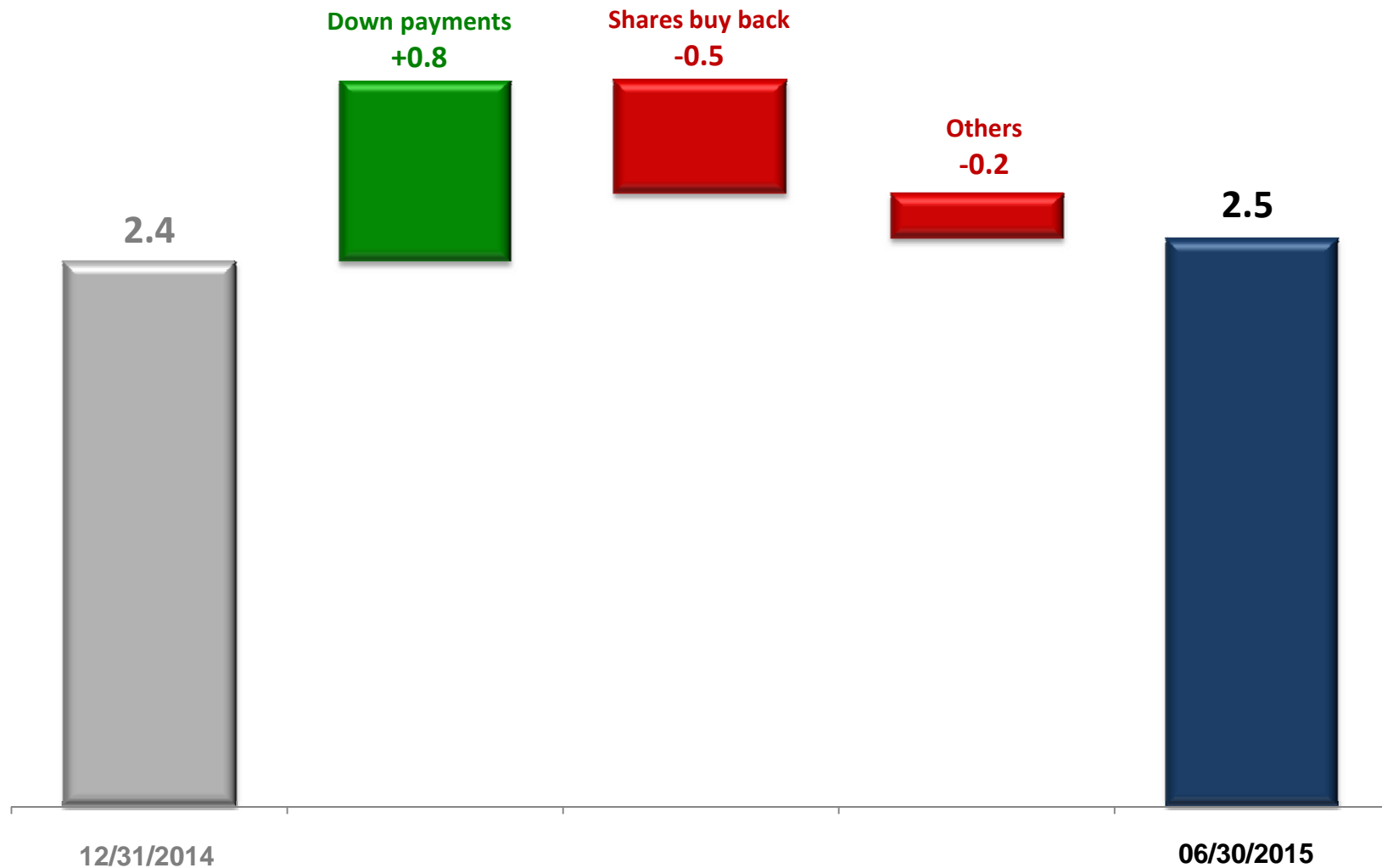
# Group adjusted income statement



<i>in € million</i>	2014 H1	2015 H1
<b>Net sales</b>	1,514	1,675
Operating income	107	<b>144</b>
<i>Operating margin</i>	7.1%	8.6%
Adjusted financial income	17	<b>16</b>
Adjusted income tax	-43	<b>-55</b>
THALES	57	<b>72</b>
Other equity affiliates	0	<b>2</b>
<b>Adjusted net income</b>	<b>138</b>	<b>179</b>
<i>Adjusted net margin</i>	9.1%	10.7%
<i>Adjusted net income per share</i>	13.6 €/share	20.1 €/share

# Group available cash

in €bn



# Shares buy back

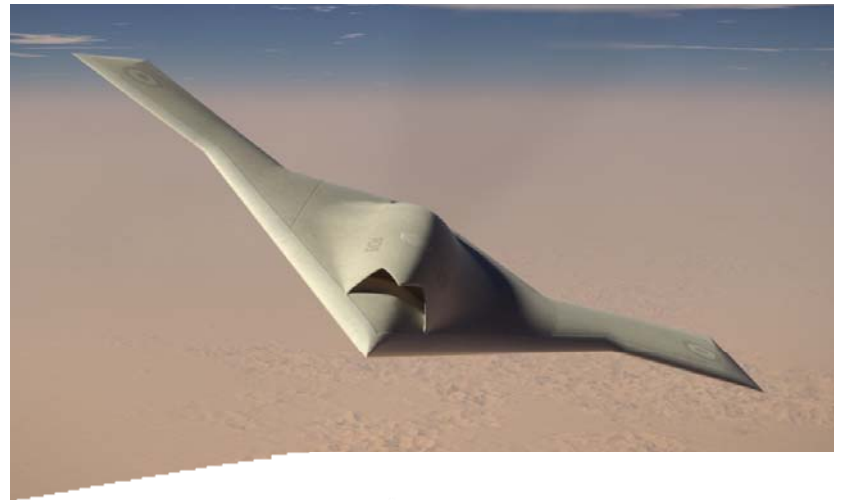


**Sale by AIRBUS GROUP of 18.75% of DASSAULT AVIATION's shares among which 5% were bought back by DASSAULT AVIATION, on March 25th 2015.**

**Among the 460,687 treasury shares bought back at €980 per share, 91,216 shares will be cancelled during 2015 2<sup>nd</sup> half-year, while 369,471 shares will be cancelled following the legal waiting period of 24 months (starting from December 22, 2014).**

## Shares and voting rights:

	Shares	% Interest	% Voting rights	Shares	% Interest	% Voting rights
GIMD	5,118,240	55.55%	55.79%	5,118,240	55.55%	58.74%
AIRBUS GROUP	3,880,235	42.11%	42.3%	2,152,656	23.36%	24.71%
FREE FLOAT	174,779	1.9%	1.91%	1,441,671	15.65%	16.55%
DASSAULT AVIATION	40,500	0.44%		501,187	5.44%	
TOTAL	9,213,754	100.00%	100.00%	9,213,754	100.00%	100.00%



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