

COMMUNICATION DEPARTMENT

Rafale contract for India: clarifications by Dassault Aviation

(Saint-Cloud, France, October 10, 2018) – Within the framework of the September 2016 Inter-Government Agreement between France and India, Dassault Aviation has sold 36 Rafale aircraft to India. In compliance with the Indian regulations (Defence Procurement Procedure) and as frequent with such a contract, Dassault Aviation has committed to offsets in India worth 50% of the value of the purchase.

In order to deliver some of these offsets, Dassault Aviation has decided to create a joint-venture. Dassault Aviation has freely chosen to make a partnership with India's Reliance Group. This joint-venture, Dassault Reliance Aerospace Ltd (DRAL), was created February 10, 2017.

Other partnerships have been signed with other companies such as BTSL, DEFSYS, Kinetic, Mahindra, Maini, SAMTEL,... Other negotiations are ongoing with a hundred-odd other potential partners.

In compliance with French regulations, Chief Operating Officer Loïk Segalen informed, May 11, 2017, the Central Works Council of the Company's offset commitments and the strategy to deliver them.

The cornerstone for the DRAL plant in Nagpur (Maharashtra) was laid October 27, 2017. This plant will manufacture parts for Falcon 2000 business jets and, in a second step, parts for Rafale aircraft.

An initial team of Indian managers have been trained for six months to our manufacturing processes in our plant in Biarritz (France). The first Indian skilled workers have also benefited from an intensive training in our manufacturing techniques in France.

The first Falcon 2000 parts will be delivered by end 2018.

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About Dassault Aviation:

With over 10,000 military and civil aircraft delivered in more than 90 countries over the last century, Dassault Aviation has built up expertise recognized worldwide in the design, development, sale and support of all types of aircraft, ranging from the Rafale fighter, to the high-end Falcon family of business jets and military drones. In 2017, Dassault Aviation reported revenues of €4.8 billion. The company has 11,400 employees.

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