



## **DASSAULT AVIATION GROUP - Quarterly information as of March 31, 2012**

<b>Order intake</b>	<b>10 FALCON in the 2012 first quarter</b> compared to 11 in the 2011 first quarter
<b>Deliveries</b>	<b>15 FALCON and 2 RAFALE</b> delivered in the 2012 first quarter compared to 9 FALCON and 2 RAFALE in the 2011 first quarter
<b>Net sales</b>	<b>EUR 950 million</b> , up by 47%

### **Order intake**

2012 first quarter **orders** amounted to EUR **734 million**, compared to EUR 428 million in the 2011 first quarter, up by 71%. **Export** accounted for **67%** of this total.

Regarding business jets, new orders, net of cancellations, stood at 10 FALCON as of March 31, 2012 compared to 11 FALCON as of March 31, 2011. FALCON order intake were valued at EUR 450 million in the 2012 first quarter compared to EUR 349 million in the 2011 first quarter.

Defense orders rose to EUR 284 million as of March 31, 2012 compared to EUR 79 million as of March 31, 2011. They included in particular a support contract for the French Army.

### **Net sales**

**Consolidated net sales** amounted to EUR **950 million** as of March 31, 2012 compared to EUR 646 million as of March 31, 2011, up by 47%. **Export** net sales represented **72%** of this total.

FALCON net sales increased by 66% between the two periods, reaching EUR 644 million in the 2012 first quarter compared to EUR 388 million in the 2011 first quarter. 15 brand new aircraft were delivered in the 2012 first quarter compared to 9 in the 2011 first quarter.

DEFENSE net sales increased by 19% between the two periods, reaching EUR 306 million in the 2012 first quarter compared to EUR 258 in the 2011 first quarter. 2 RAFALE were delivered to the French Air Force and Navy in the 2012 first quarter, the same as over 2011 corresponding period.

Quarterly figures do not reflect the annual sales.



## Financial situation

**Consolidated available cash**, indicator of the Group's total liquidities net of borrowings, amounted to EUR **3 878 million** as of March 31, 2012.

The Group is not exposed to any significant market risk with regard to its borrowings and its investment portfolio. The Group investment portfolio mainly comprises short-term money market investments and guaranteed investments.

## Group activities

Regarding military activity, Indian Government announced, on January 31, 2012, the final selection of the RAFALE in the frame of the MMRCA program in order to equip the Indian Air Force with 126 new aircraft. Our teams are mobilized into obtaining the signature of the contract.

January was also marked by the nEUROn official presentation to the official departments of the Governments of the different countries involved in the program. nEUROn is the first European technological Unmanned Combat Aircraft Vehicle (UCAV) demonstrator.

In February, THALES delivered the first production RBE2 Active Electronically Scanned Array (AESA) radar to DASSAULT AVIATION.

Concerning FALCON programs, FALCON 7X passed in the 2012 first quarter the 100 000 flight hours milestone since its first delivery in June 2007. Moreover, FALCON 2000S received "Good Design" award for its specially designed interior crafted in conjunction with BMW Group Designworks USA.

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**More information on :** [www.dassault-aviation.com/finance](http://www.dassault-aviation.com/finance)