

# Financial information

April 25th, 2013



## DASSAULT AVIATION GROUP - Quarterly information as of March 31, 2013

<b>Order intake</b>	<b>14 FALCON in the 2013 first quarter</b> compared to 10 in the 2012 first quarter
<b>Deliveries</b>	<b>8 FALCON and 3 RAFALE</b> delivered in the 2013 first quarter compared to 15 FALCON and 2 RAFALE in the 2012 first quarter
<b>Net sales</b>	<b>EUR 662 million</b> , down by 30%

### Order intake

2013 first quarter **orders** amounted to EUR **746 million**, compared to EUR 734 million in the 2012 first quarter.

New orders, net of cancellations, stood at 14 FALCON as of March 31, 2013 compared to 10 FALCON as of March 31, 2012. FALCON order intake were valued at EUR 656 million in the 2013 first quarter compared to EUR 450 million in the 2012 first quarter.

Defense orders rose to EUR 90 million as of March 31, 2013 compared to EUR 284 million as of March 31, 2012. They correspond to support and development.

### Net sales

**Consolidated net sales** amounted to EUR **662 million** as of March 31, 2013 compared to EUR 950 million as of March 31, 2012, down by 30%.

FALCON net sales amounted to EUR 411 million in the 2013 first quarter compared to EUR 644 million in the 2012 first quarter. Net Sales decreased by 36% between the two periods. 8 brand new aircraft were delivered in the 2013 first quarter compared to 15 in the 2012 first quarter.

DEFENSE net sales decreased by 18% between the two periods, reaching EUR 251 million in the 2013 first quarter compared to EUR 306 in the 2012 first quarter. 3 RAFALE were delivered to the French Air Force and Navy in the 2013 first quarter compared to 2 over 2012 corresponding period. Though, DEFENSE net sales decrease because of the decrease of support and development.

Quarterly figures do not reflect the annual figures.

# Financial information

April 25th, 2013



## Financial situation

**Consolidated available cash**, indicator of the Group's total liquidities net of borrowings, amounted to EUR **3,849 million** as of March 31, 2013.

## Group activities

Concerning FALCON programs, both FALCON 2000LXS and FALCON 2000S were certified in the 2013 first quarter by the European Aviation and Safety Agency (EASA). FAA certification occurred in April 2013.

First FALCON 2000S delivery occurred in April 2013.

## 2013 outlook

DASSAULT AVIATION Group expects to deliver around 70 FALCON and 11 RAFALE in 2013. 2013 net sales should be higher than 2012 net sales.

**Contact:**  
Stéphane Fort  
Corporate Communication  
Tel. : + 33 (0)1 47 11 86 90

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