



**2013 1<sup>st</sup> half-year results - 25 July 2013**



# RAFALE



Deliveries of 5 RAFALE to the French Air Force and Navy, total deliveries reaching 120.

SERVAL operation in MALI.

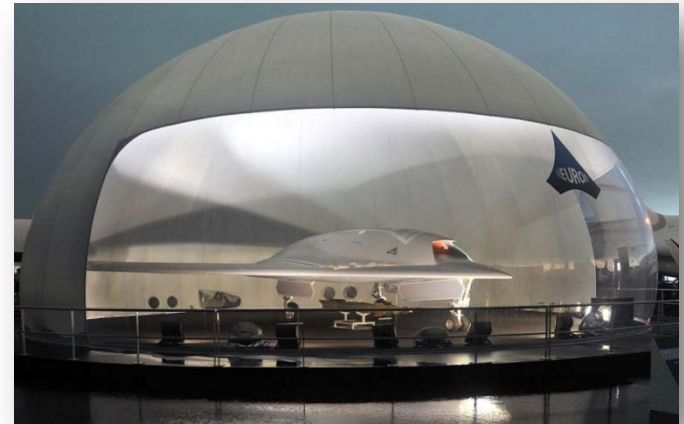
Contractual negotiations with the Government of India.

Pursuit of export prospecting.

Validation of stealthness performances in DGA center.

Exhibition of nEUROn at the Paris Air Show.

Pursuing test campaign in France, then in Sweden and in Italy (flight envelop, covertness measure, weapon firing).



# Drones projects



## FCAS (*Future Combat Air System*)

DASSAULT AVIATION and BAE SYSTEMS are pursuing the study of an armed Combat air System drone demonstrator.



## MALE (*Medium Altitude Longue Endurance*)

Paris Air Show: common declaration of intent with EADS-CASSIDIAN and ALENIA-AERMACCHI.  
Development of a proposal which can draw our Governments attention.



## Falcon 7X

EASy II cockpit certification : March 2013



## Falcon 2000S

Certification : March (EASA) and April (FAA) 2013

1<sup>st</sup> delivery : April 2013



## Falcon 2000LXS

Certification : March (EASA) et April (FAA) 2013





## Falcon 2000S

Range : 3,350 NM

## Falcon 2000LXS

Range : 4,000 NM

## Falcon 900LX

Range : 4,750 NM

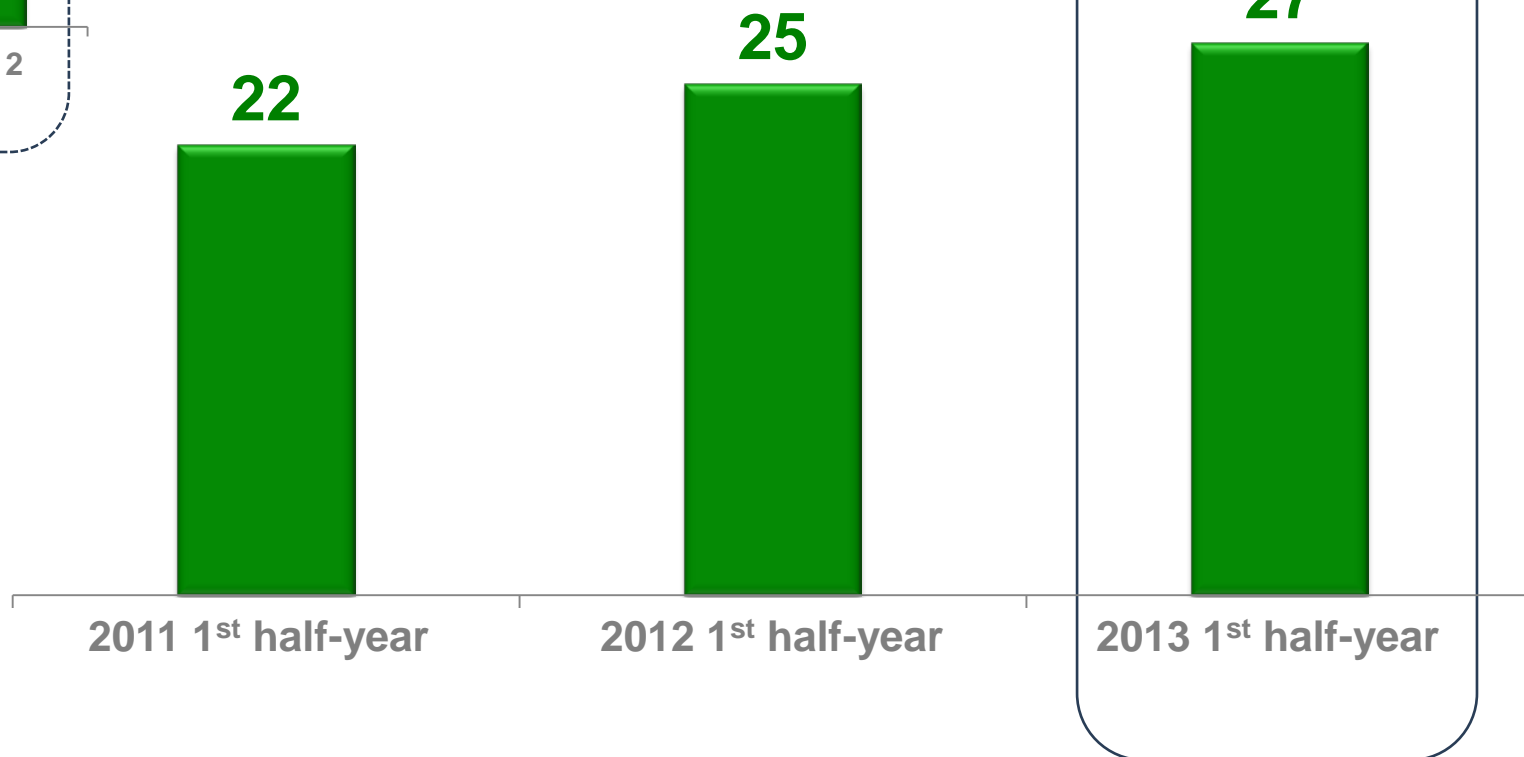
## Falcon 7X

Range : 5,950 NM

# Order intake - Group

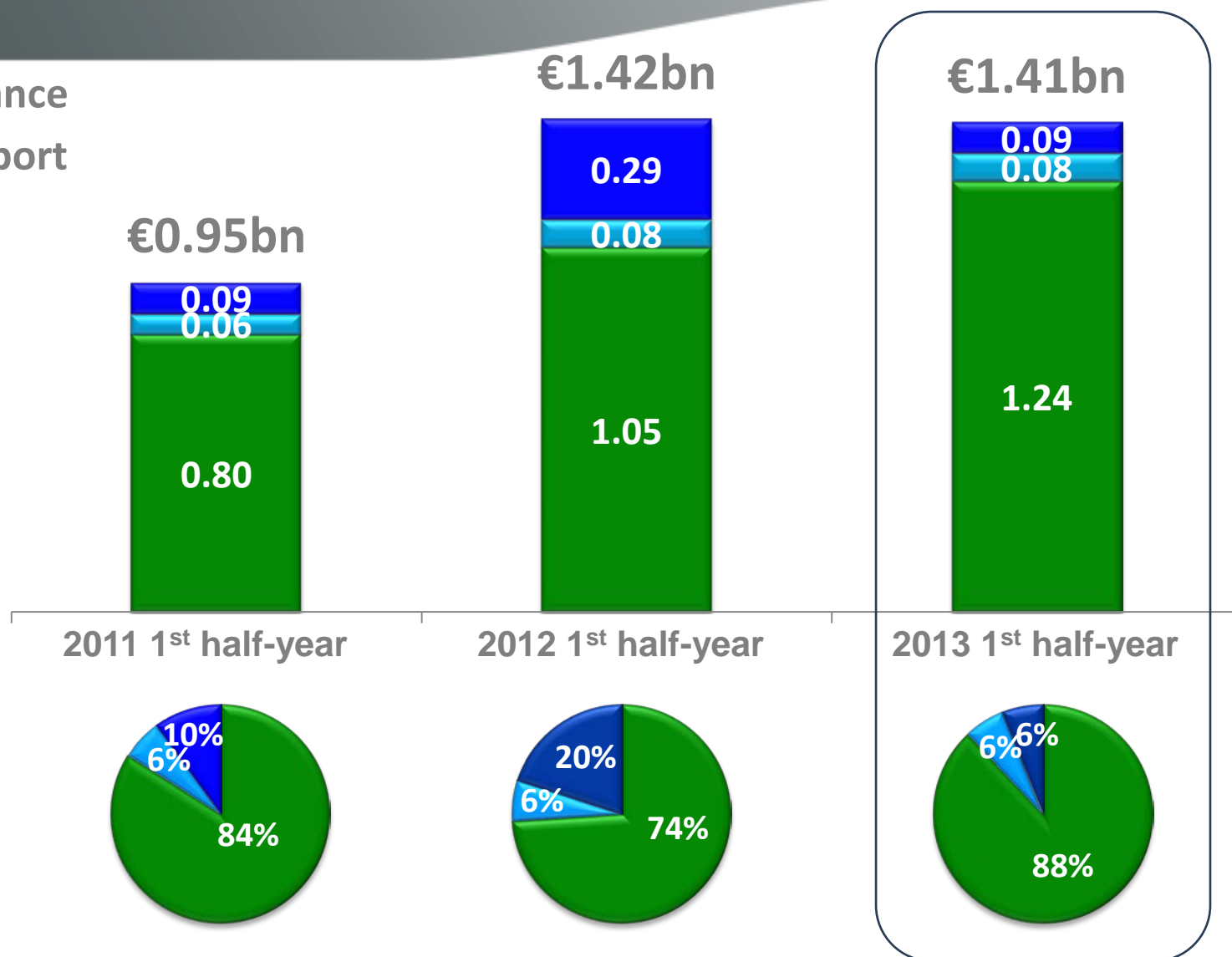
in units

## FALCON



# Order intake - Group

- Defense France
- Defense Export
- Falcon



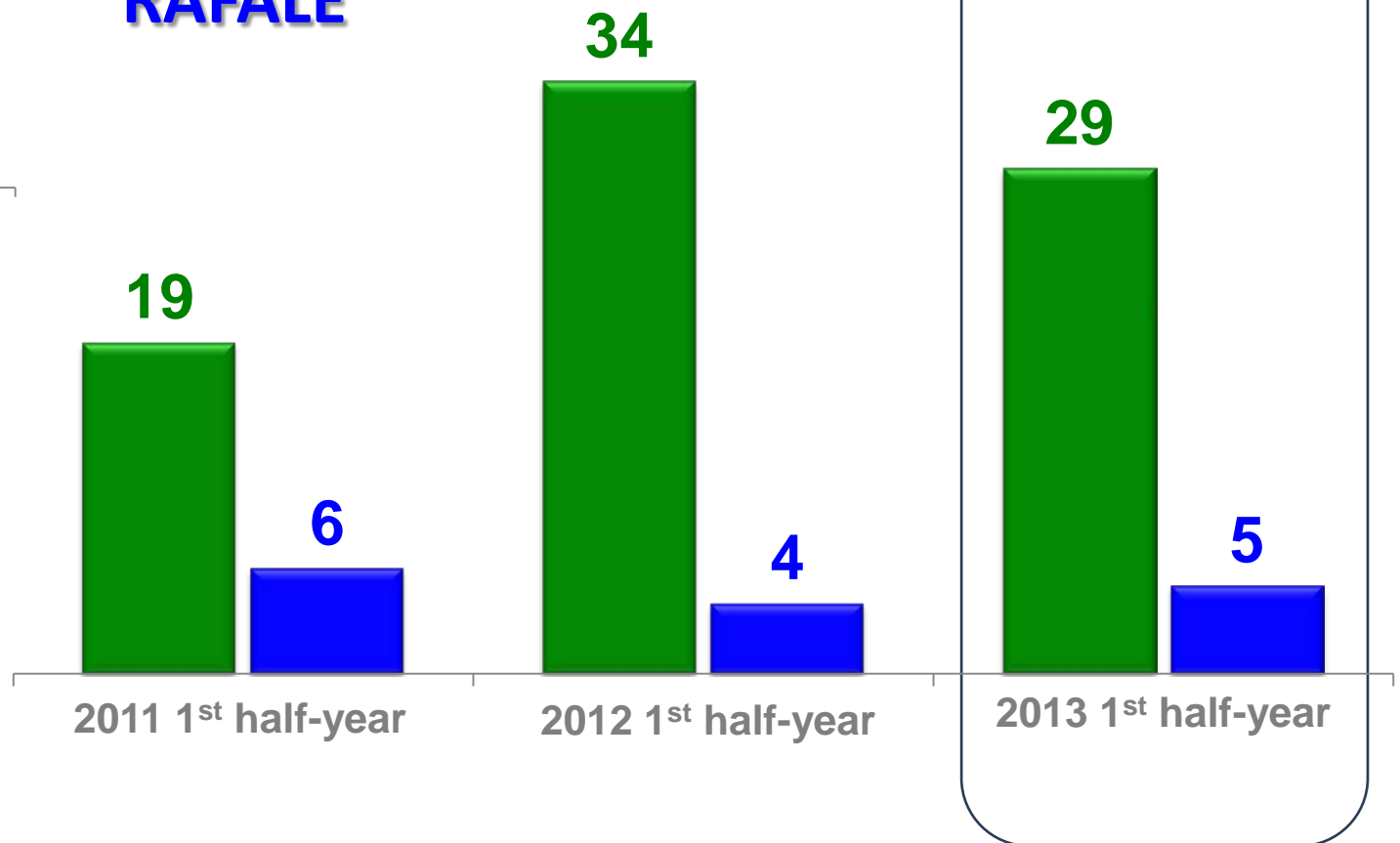


# Deliveries - Group

in units

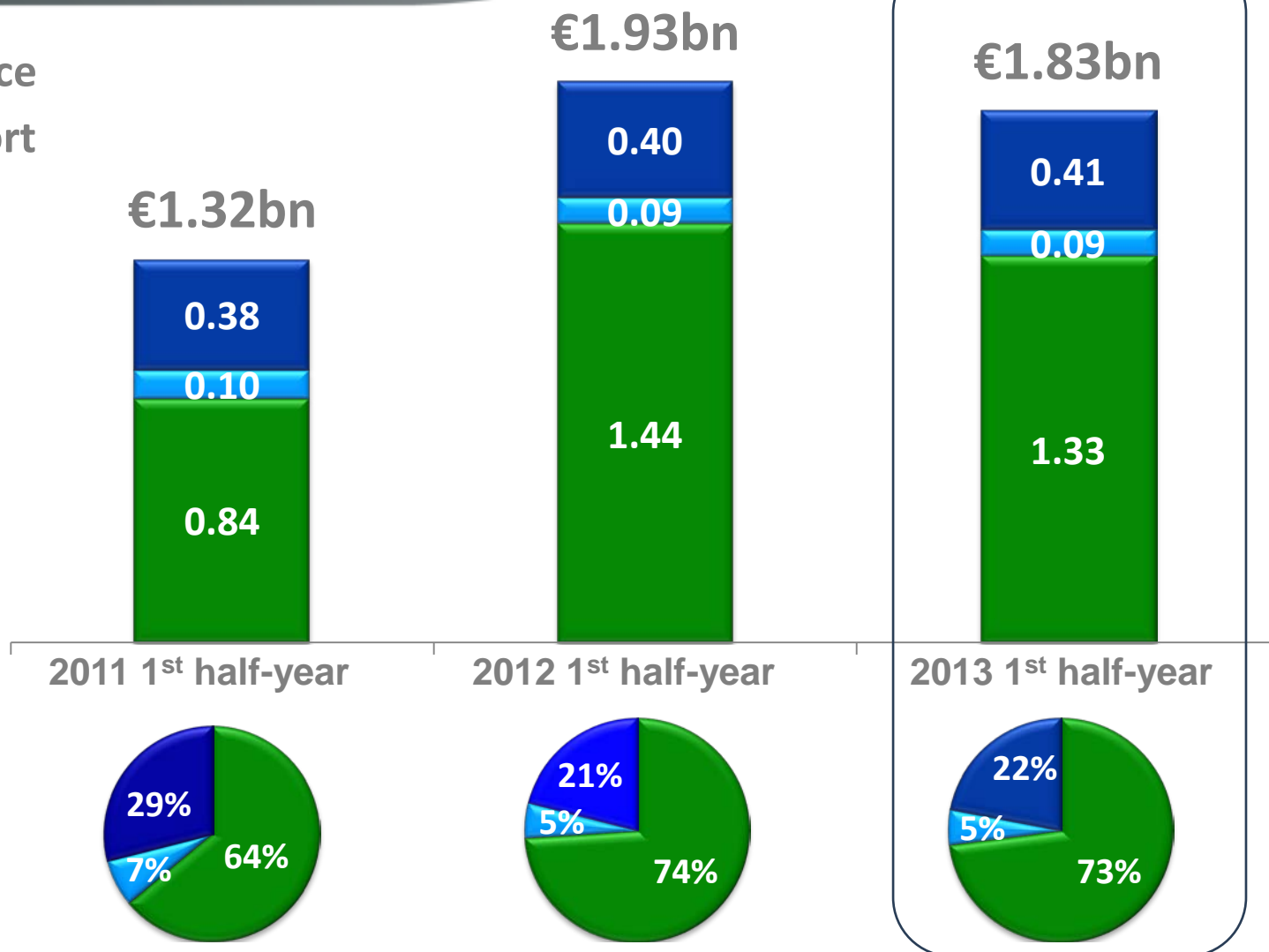


## FALCON RAFALE



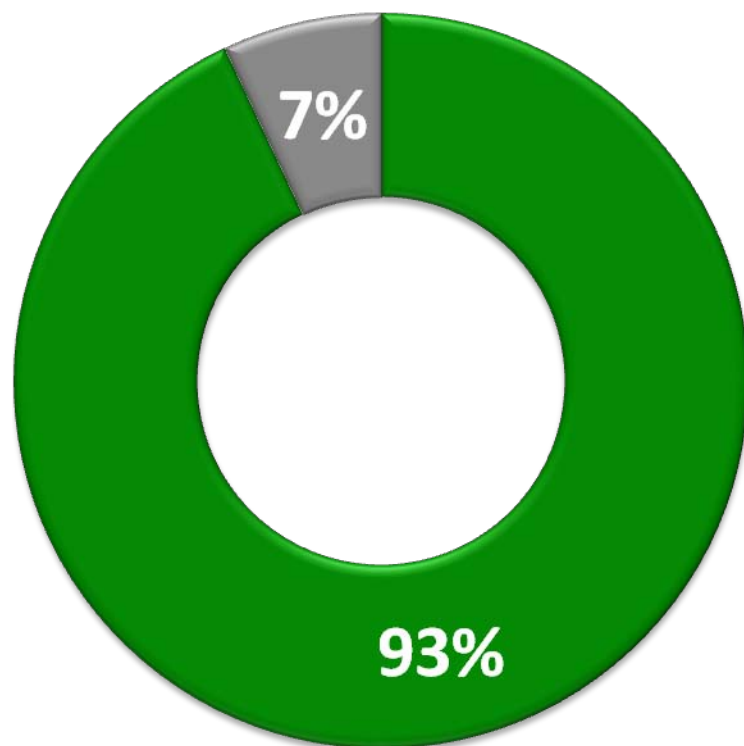
# Sales - Group

- Defense France
- Defense Export
- Falcon

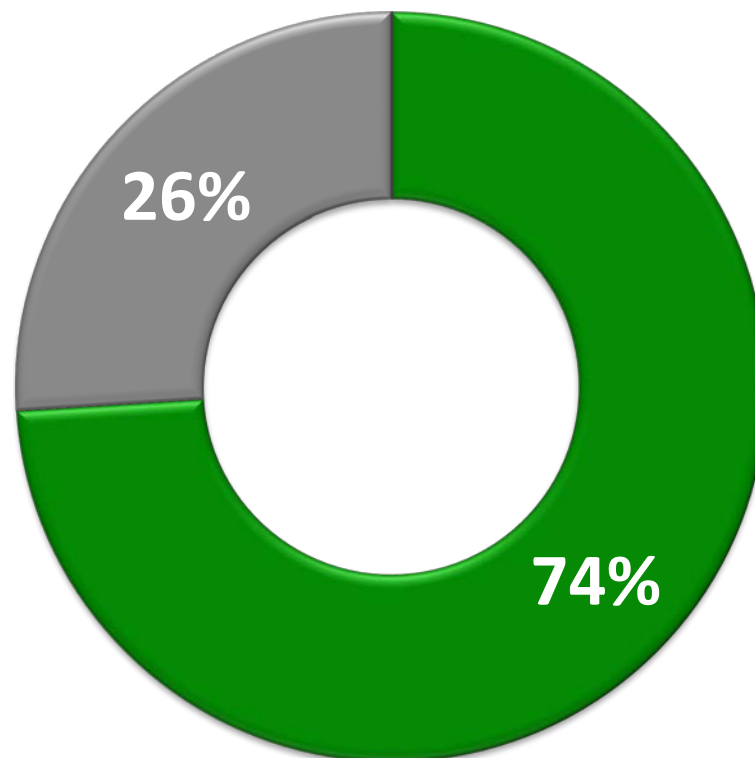


# Export

**Order intake**



**Sales**



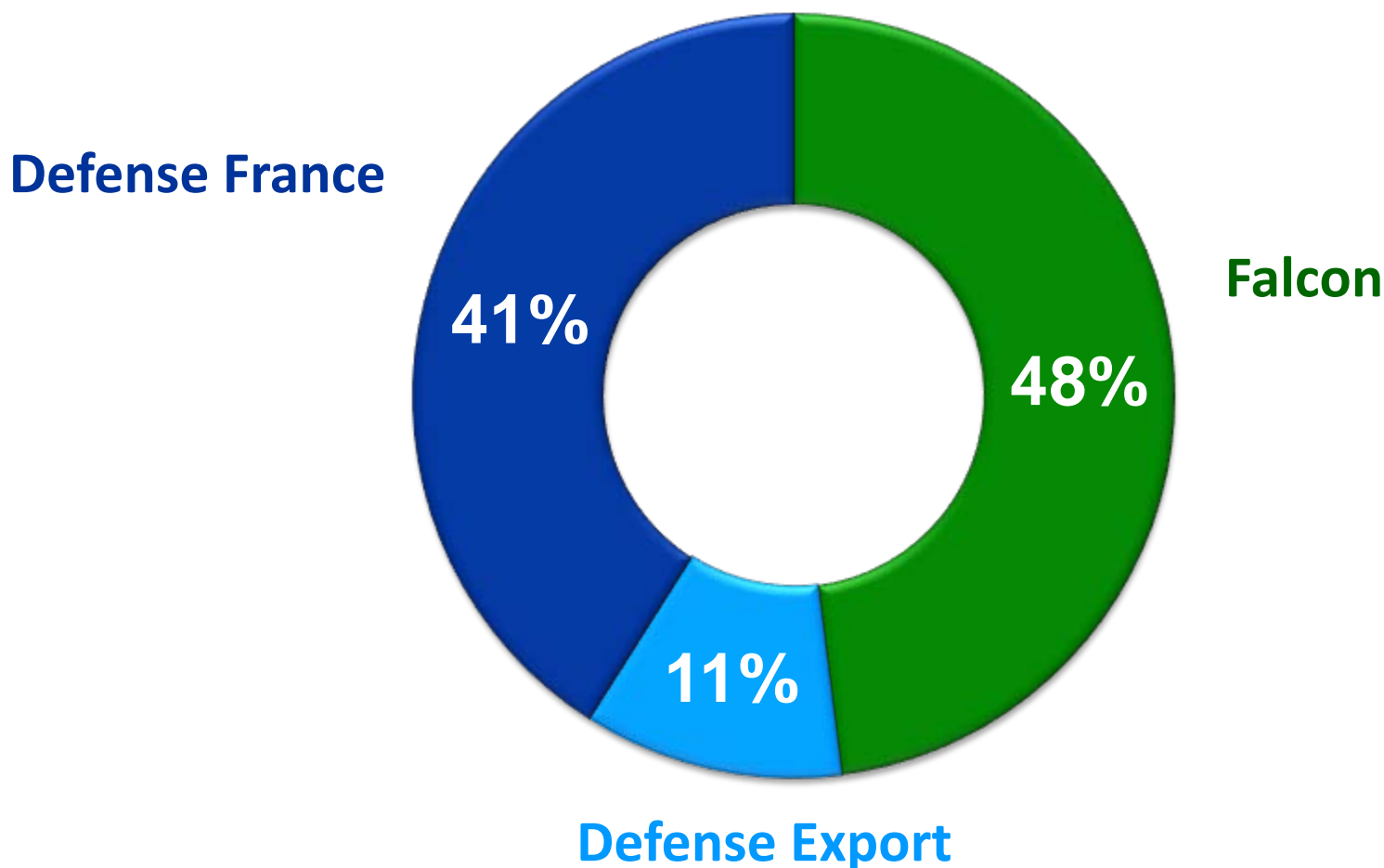
France



Export

# Consolidated backlog

As of 30 June 2013 : €7.52bn (from €7.99bn as of 31 December 2012)



# Income statement disclosure

In order to enable a better monitoring and benchmarking of its economic performance, DASSAULT AVIATION establishes since 2012, 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 communicates on an adjusted net income basis.

# Group income statement

<i>in EUR million</i>	2012 1st half-year*	2013 1st half-year
<b>Net Sales</b>	1 929	1 826
Operating income	244	187
<i>operating margin</i>	12,7%	10,3%
Adjusted financial income/expense	1	2
Adjusted corporate income tax	-81	-67
<b>Adjusted net income (excluding THALES)</b>	164	122
<i>Adjusted net margin (excluding THALES)</i>	8,5%	6,7%
Share of income/loss of THALES	41	43
<b>Adjusted net income</b>	205	165
<i>Adjusted net margin</i>	10,6%	9,0%
<i>Note : IFRS net income</i>	187	135
<i>(*) after IAS 19 revised restatements</i>		

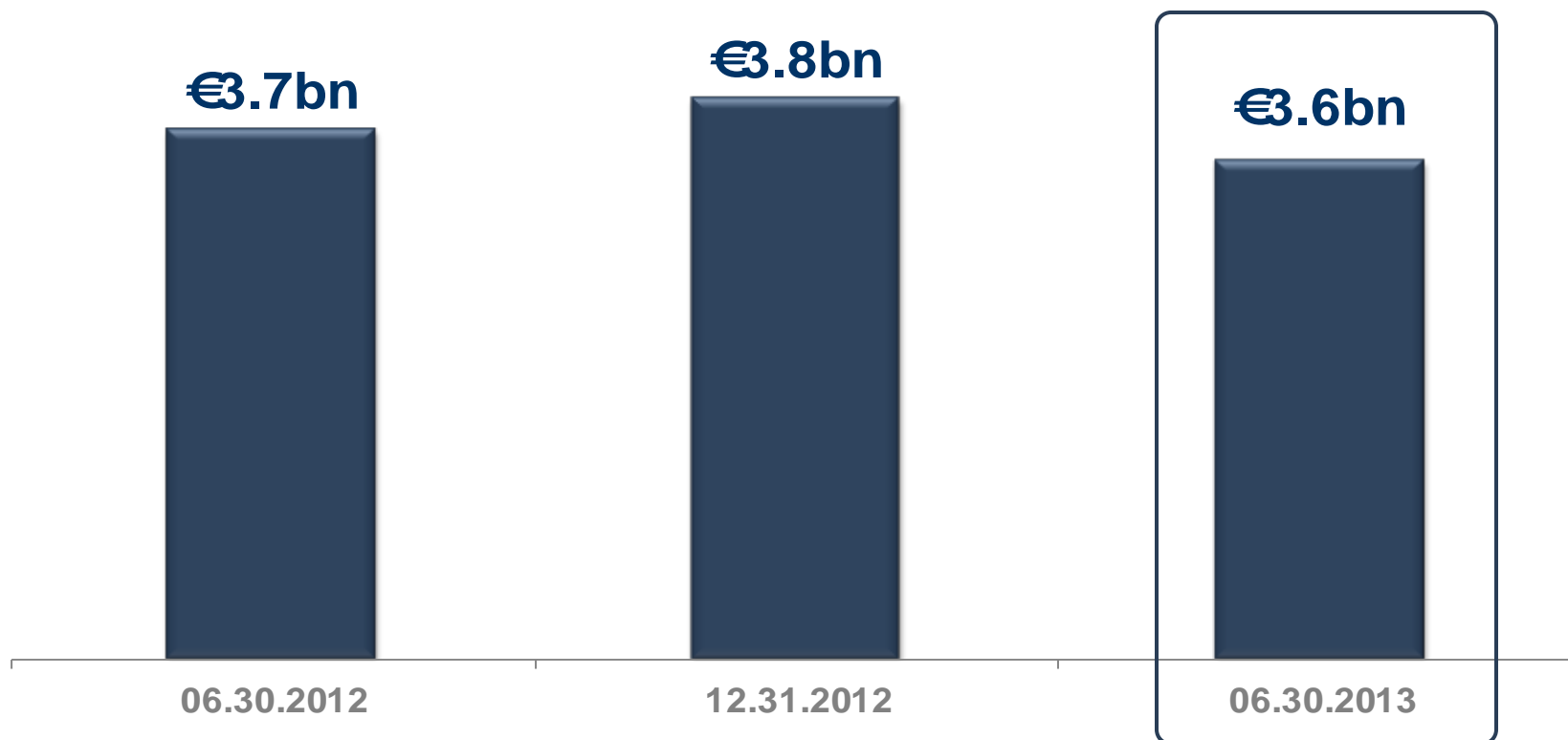


# Consolidated balance sheet

<i>in EUR million</i>	12.31.2012*	06.30.2013
Non-current assets	5 601	5 450
Inventories and work-in-progress	2 917	3 155
Trade and other receivables	490	580
Advances and progress payments to suppliers	185	189
Hedging instruments	248	194
Cash and cash equivalents	950	930
<b>Total Assets</b>	<b>10 391</b>	<b>10 498</b>
Total equity	4 747	4 792
Non-current liabilities	264	244
Trade and other payables	768	801
Tax and employee-related liabilities	243	255
Customer advances and progress payments	3 043	3 060
Other current liabilities	1 326	1 346
<b>Total Equity and liabilities</b>	<b>10 391</b>	<b>10 498</b>

(\*) after IAS 19 revised restatements

# Consolidated available cash



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



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