

17 october 2013

DASSAULT AVIATION Group **Quarterly information as of September 30, 2013**

Order intake	41 FALCON compared to 37 as of September 30, 2012
Deliveries	41 FALCON and 7 RAFALE compared to 43 FALCON and 6 RAFALE as of September 30, 2012
Net sales	EUR 2,588 million , up by 3%

Order intake and backlog

2013 first nine months orders amounted to **EUR 2,195 million**, compared to EUR 2,142 million over 2012 same period. **Export** represented **93%** of the total order intake.

New orders, net of cancellations, stood at 41 FALCON over 2013 first nine months compared to 37 FALCON over 2012 same period. FALCON order intake reached EUR 1,965 million as of September 30, 2013 compared to EUR 1,598 million as of September 30, 2012.

Defense orders stood at EUR 230 million over 2013 first nine months compared to EUR 544 million as of September 30, 2012. Defense orders correspond to support and development contracts. They are down by 58% compared to 2012 same period which was marked by a significant order of simulators.

As of September 30, 2013, **consolidated backlog** amounted to **EUR 7,480 million** compared to EUR 7,991 million as of December 31, 2012, down by 6%.

Net sales

Consolidated net sales amounted to **EUR 2,588 million** as of September 30, 2013 compared to EUR 2,521 million over 2012 first nine months, up by 3%. Export net sales represented **76%** of total net sales.

(EUR million)	2012	2013	Variation
First quarter	950	662	- 30 %
Second quarter	979	1,164	+ 19 %
Third quarter	592	762	+ 29 %
TOTAL	2,521	2,588	+ 3 %

FALCON net sales were stable between the two periods. FALCON net sales reached EUR 1,904 million as of September 30, 2013 compared to EUR 1,880 million as of September 30, 2012. **41 FALCON** were delivered in 2013 first nine months, compared to 43 as of September 30, 2012.

FALCON net sales represented 74% of the consolidated net sales.

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Defense net sales amounted to EUR 684 million as of September 30, 2013 compared to EUR 641 as of September 30, 2012, up by 7%. In particular, 7 RAFALE were delivered to French Air Force and Navy in 2013 first nine months, compared to 6 in 2012 same period.

The book-to-bill ratio reached 0.85.

Financial situation

The Group has defined a specific indicator, « available cash », that reflects the Group's total liquidities net of borrowings.

Consolidated available cash reached **EUR 3,350 millions as of September 30, 2013** compared to EUR 3,760 million as of December 31, 2012, down by EUR 410 million.

Group activities

Regarding business jets, FALCON 2000LXS and FALCON 2000S have both been certified in the first nine months of 2013. FALCON 2000S deliveries have also started.

Defense programs were marked by the publication of the French Government "Livre Blanc" on Defense and National Safety. The French Military Program law, which is its budgetary transcription, will have a direct impact on our Defense programs.

RAFALE program was marked, in the first nine months of 2013, by the continuation of exclusive negotiations in order to equip the Indian Air Force with 126 new aircraft, in the frame of the MMRCA program. Prospecting continues in other countries.

In addition, the Indian MIRAGE 2000 modernization program is on track. First flight, which occurred at the beginning of October in Istres, was a success.

Concerning drones:

- nEUROn (Unmanned Combat Aircraft demonstrator, with Dassault Aviation as prime contractor of the program, with five European industrial partners): the « Radar Cross Section » measurement campaign meets its goal and the display of the aircraft at the Paris Air Show was a great success. Flight tests campaign is being pursued.
- UCAS (Unmanned Combat Air System): Dassault Aviation and BAE Systems have pursued the preparatory studies to launch a demonstrator.
- MALE (Medium Altitude Long Endurance): following up Paris Air show common declaration of intent, Dassault Aviation and its industrial partners, EADS and Finmeccanica, are working on the possibilities of designing and producing together a European MALE drone.

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2013 outlook

DASSAULT AVIATION Group expects to deliver around 70 FALCON (compared to 66 in 2012) and 11 RAFALE in 2013. 2013 net sales should be higher than 2012 net sales. The "shutdown" in the United States might, however, impact these forecasts.

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