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Backgrounder: Dassault Aviation

(Geneva, Switzerland, May 19, 2008) Dassault Aviation belongs to a group of companies known as *Groupe Industriel Marcel Dassault*, or *Groupe Dassault* for short. It encompasses: Dassault Aviation, Dassault Falcon Jet Corp., Dassault Falcon Service, Dassault Investments, Dassault Systèmes, SABCA, Sogitec and a number of smaller companies.

The group has about 17,000 employees involved in aeronautics, space, electronics, communication and computing. The group's flagship company, *Dassault Aviation*, with about 12,000 employees, accounts for more than 15% of all French aerospace sales. The second largest member of the group is *Dassault Systèmes*, which develops and markets Product Lifecycle Management (PLM) solutions including CATIA®, three-dimensional software for computer-assisted design and manufacturing.

Dassault Aviation has three main subsidiaries: *Dassault Falcon Jet Corp.* (which sells and supports the Falcon business jets in North and South America and the Pacific Rim), *Dassault Falcon Service* (charter, maintenance and technical services for Falcon business jets in Europe), and *Sogitec* (simulation and documentation).

Rich History

Since its inception 60 years ago, Dassault Aviation has designed and built more than 7700 military and civil aircraft, which have logged more than 20 million flight hours collectively. Current military programs include several versions of the Mirage 2000 and Rafale fighter series. Dassault Aviation is also involved in various space programs through its cooperation with CNES, ESA and NASA.

The company has sold over 2000 Falcon business jets to customers in over 65 countries around the world. Dassault designs and produces the Falcon 2000DX, Falcon 2000LX, Falcon 900DX, Falcon 900LX and the Falcon 7X business jets at the same facilities responsible for its military programs.

Dassault Aviation also has a strong industrial capability. Its broad-based technology encompasses CAD/CAM, robotics, advanced structures and materials, as well as the ability to develop and test very high performance aircraft.

The French government has launched a program to develop Europe's UCAV demonstrator, "nEUROn", and has entrusted the design leadership to Dassault Aviation.

Dassault Aviation is owned 50.21% by Groupe Industriel Marcel Dassault, and the rest by public shareholders, including the EADS (European Aeronautics, Defense & Space Co). Current Chairman and CEO, Charles Edelstenne succeeded Serge Dassault (the son of company founder Marcel Dassault), who retired in April 2000.

Dassault Aviation has several locations in France involved in the design, manufacturing and customer service activities:

- Research and Design Centers in Saint-Cloud (Paris area) for military aircraft and Bordeaux-Mérignac for civil aircraft
- Facilities in Argenteuil, Argonay, Biarritz, Martignas, Mérignac, Poitiers and Seclin
- Flight Test Centers at Istres and Cazaux
- Main Offices in St. Cloud and Paris-Le Bourget for company management, marketing and logistic support

Dassault Falcon Jet Corp. has three major US locations: its corporate headquarters in New Jersey (at Teterboro Airport); one of the world's largest completion centers and service centers in Little Rock, Arkansas ; and a multi capability service center in Wilmington, Delaware. New Falcon jets are flown in "green" condition (without exterior paint or cabin fittings) from the factory in Bordeaux, France to Little Rock, where they are completed to customer specifications.

The Falcon Family

Today's Falcon jets are designed and manufactured alongside Dassault Aviation's famous fighter aircraft. The Falcon family of jets encompasses six aircraft, all positioned at the top end of the business jet market.

These versatile, high-performance jets can satisfy the broadest spectrum of business flying needs, from small-airport operations to long international flights.

Falcon 2000DX

Announced at the 2005 NBAA convention, the 3250 nm range Falcon 2000DX delivers the same spacious cabin as its longer range sibling, the 2000LX, but was developed for customers with less extensive city pair requirements. The 2000DX will have the capability to climb direct to 41,000 feet in 17 minutes and offer a low approach speed of 112 kts which is ideal for short field landings. The 2000DX comes standard with the EASy flight deck. First aircraft was delivered in early 2008.

Falcon 2000LX

Based on the popular Falcon 2000EX, the new Falcon 2000LX, announced at EBACE 2007, features a range of 4,000 nm at Mach .80 and a best-in class climb speed to 41,000 feet in just 18 minutes. The Falcon 2000LX's new wing aerodynamics reduces drag as much as 5%, offering corresponding range and efficiency improvements over the Falcon 2000EX.

The airplane will be able to connect New York to Moscow, Paris to Delhi and Hong Kong to Brisbane. It is the most fuel efficient large cabin business jet on the market. The 2000LX is expected to be certified shortly and will replace the Falcon 2000EX starting with 2010 deliveries.

Falcon 900DX

Announced at EBACE 2004, this large cabin, wide-body, intercontinental aircraft features a range of 4100 nm. It is equipped with the advanced EASy flight deck and the proven Honeywell TFE731-60 turbofan engines. Its three-engine configuration is ideally suited to extended over-water flight, yet its fuel consumption and direct operating costs are actually lower than those of some competing twins. The 900DX received certification in October 2005.

Falcon 900EX

With a range of 4,500 nautical miles with eight passengers and NBAA IFR reserves, the versatile Falcon 900EX tri-jet can combine long and short legs on the same mission. The Falcon 900EX offers all of the wide-body cabin features for which the Falcon 900 series is renowned, plus upgraded engines, additional fuel capacity, and the world's most advanced flight deck. 400 Falcon 900s have been delivered since this long-range flagship entered service in March 1986. Serial number 500 will soon be sold. Every Falcon 900 built is still in operation today.

Falcon 900LX

The new Falcon 900LX, introduced at EBACE 2008, will feature a range of 4,800 nm at Mach .75. Following initial flight testing, the Falcon 900LX's improved wing aerodynamics demonstrated a reduction in drag by as much as 7%, offering corresponding range and efficiency improvements over the Falcon 900EX. Climb performance will be also improved by 10%, allowing the airplane to reach FL390 in just 20 minutes. The 900LX will feature 55-70% better efficiency than other airplanes in its class.

The airplane will be able to connect London to Miami, New York to Sao Paulo, Mumbai to London. Certification is expected in the first half of 2010. It will be available for deliveries starting mid 2010 and will start to replace the Falcon 900EX on the production line.

Falcon 7X

With the introduction of the newest Falcon aircraft, Dassault has propelled itself into the twenty-first century. The Falcon 7X has a brand new wing and a dramatic increase in lift-to-drag ratio. The 5,950 nm range aircraft has an MMO of Mach 0.90. It is powered by three Pratt & Whitney Canada 307A engines, rated at 6,400 lb thrust each. Additionally, the 7X is the first business jet in the world equipped with Digital Flight Control System. First flight occurred in May 2005. The 7X received certification on April 27, 2007. First deliveries started in June 2007. Over 210 aircraft have already been sold.



Distinguished Heritage

Dassault Falcon has a proud and distinguished heritage. It all started in 1963, when Charles Lindbergh visited the Avions Marcel Dassault factory in Mérignac, France. He was part of a team sent by Pan American World Airways Inc., seeking a business aircraft to market in the United States. Lindbergh relayed his unequivocally positive impressions of the Mystère 20 directly to then-Pan Am Chairman Juan Trippe.

On that recommendation, Pan Am's newly created business jet division was established to market and support the Falcon 20, then known as the "Fan Jet Falcon." As sales grew and the number of Falcons in service increased, the need for closer coordination between the manufacturer and its marketing organization soon became apparent. In 1972, Dassault and Pan Am formed a joint venture company, Falcon Jet Corporation, and assigned it the sales and support duties previously held by Pan Am. In October 1980, Dassault purchased Pan Am's interest in the joint venture, making Falcon Jet a wholly owned subsidiary.

On January 1, 1995, Dassault Aviation and Falcon Jet merged certain worldwide operations and renamed the U.S. company Dassault Falcon Jet Corp. Today, Dassault Falcon Jet is responsible for selling and supporting Falcon Business Jets in North, South and Central America as well as Asia and the Pacific Rim. It employs a total workforce of more than 2300 persons in its 3 facilities, Teterboro, Wilmington and Little Rock. Little Rock facility is the biggest facility of the Dassault Group with 1800 employees. It is today one of the biggest completion center in the world.