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Dassault Falcon Opens Spares Distribution Centers; Adds Authorized Service Center

(Geneva, Switzerland, May 19, 2008) – Dassault Falcon recently announced the opening of a Falcon spares distribution center in Shanghai, China and the signing of an agreement for a spares distribution center in Mumbai, India. In addition, Aero Personal in Toluca, Mexico has been named an Authorized Service Center.

The maintenance capacity has to be increased worldwide at a rapid pace, and up to 40% within 5 years in Europe. "We have launched a 20 M\$ investment program to extend the capacity of our own service stations in Le Bourget (Dassault Falcon Service) and Little Rock, and we are developing additional partnerships to improve the geographical coverage of our ASC network" declared Charles Edelstenne, Chairman and CEO of Dassault Aviation. The Dassault Falcon worldwide customer service network now includes 30 factory-owned and Authorized Service Centers, nine spares distributions centers and three technical call centers.

"As the worldwide Falcon fleet continues to grow, Dassault Falcon has undertaken a number of proactive steps to aggressively grow our service capabilities," said Jacques Chauvet, Senior Vice President of Worldwide Customer Service at Dassault Falcon. "In addition to these agreements, we've also expanded the number of field technical representatives and opened a state-of-the-art technical call center all in the past year." The new technical call center in St-Cloud opened in mid-2007 and is staffed by dedicated 7X customer-service engineers, technical specialists, program engineers and specialists representing Dassault's industrial partners. Plans are underway to expand its capabilities to all Falcon models.



The worldwide spares inventory is now valued at approximately \$450 million U.S. supporting all Falcon models. "Dassault is committed to getting our operators the part they need, when they need it," said Frank Youngkin, Vice President, Customer Service Western Hemisphere and Worldwide Spares for Dassault Falcon. "We've steadily increased our service levels, extended warranties and decreased prices on spares. Now the focus is on a dramatic reduction in delivery times."

The inventories in Shanghai and Mumbai will support the current Falcon models based in the area, the majority of which are Falcon 2000s and Falcon 900s and a growing number of Falcon 7Xs. The Mumbai facility will be supplemented by larger parts inventories held in Singapore and Shanghai. Operators will continue to order parts directly from Dassault's support hotline. The order will generate a shipment from the correct distribution point for a timely delivery to the operator.

The agreement with Aero Personal in Toluca covers service and support of the Falcon 7X, and the Falcon 900 and Falcon 2000 families of aircraft. Service and support is also available for transient service, unscheduled maintenance and troubleshooting, AOG support and scheduled maintenance including basic inspection and 'A' checks.

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Dassault Falcon is responsible for selling and supporting Falcon business jets throughout the world. It is part of Dassault Aviation, a leading aerospace company with a presence in over 70 countries across 5 continents. Dassault Aviation produces the renowned Mirage and Rafale fighter jets as well as a complete line of Falcon business jets. The company has assembly and production plants in both France and the United States and service facilities on both continents. It employs a total workforce of over 12,000. Since the rollout of the first Falcon 20 in 1963, over 2000 Falcon jets have been sold worldwide.

The family of Falcon jets currently in production includes the tri-jets—the Falcon 7X, the Falcon 900DX and the new 900LX—as well as the twin-engine Falcon 2000LX and 2000DX.

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