

PRESS CONFERENCE

JULY 23, 2024



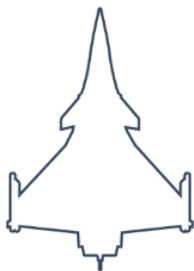
 **DASSAULT
AVIATION**

CONTEXT



/ **War in Ukraine and state of war in the Middle East**

Against the backdrop of a war economy, the President of the French Republic is calling for a special effort to respond to the current strategic context. We are expected to give priority to the production of Rafale France and Export.



/ **Elections in France, Europe and the United States**



HIGHLIGHTS (1/2)



Entry into force of additional 18 Rafale for Indonesia



Delivery of the first Falcon 6X

HIGHLIGHTS (2/2): SUPPLY CHAIN DIFFICULTIES

/ Deliveries in 2024 remain under pressure – some suppliers in serious difficulty

- Our chains are exposed to many shortages at all stages of production
- Suppliers face financial difficulties and capacity shortages
- Companies of all sizes, particularly in aerostructures, are affected
- Risks of new supplier inefficiencies weigh on the business
- This situation also affects our customer support

/ This is reflected in chaining delays, which persist in 2024. Dassault Aviation is responding through:

- GIFAS (French Aerospace Industries Association)
- Its participation in investment fund dedicated to supporting the French aerospace supply chain
- The support of the suppliers in difficulty and the research of alternative suppliers when appropriate
- The monitoring actions to anticipate the risks of new supplier inefficiencies



ACTIVITY AND PROGRAMS

RAFALE

- / **Priority given to the production of Rafale France and Export at the request of the President of the French Republic**
- / **Delivery of 6 Rafale to France**
- / **Indonesia:** entry into force of 18 Rafale in January 2024, bringing the total ordered to 42
- / **Continuous evolution of the Rafale**
 - Development of Rafale F4 standard in progress
 - Preparation of the Rafale F5 standard accompanied by a combat drone
- / **Continued business development and performance of current contracts**



FUTURE COMBAT AIR SYSTEM (FCAS)

/ Continuation of work on phase 1B of the demonstrator (detailed specifications) of the fighter aircraft

- Dassault Aviation, prime contractor and architect of pillar 1, the NGF (New Generation Fighter)
- Collaboration of industrial teams from the three partner countries in Saint-Cloud under the leadership of Dassault Aviation

FALCON H1 2024

/ **11 orders received vs. 12 in H1 2023**

/ **12 deliveries vs. 9 in H1 2023**

/ **Continued promotion**



FALCON 6X: WORLD TOUR

400+
Flights

600+
Flying Hours

Reliability, comfort and silence appreciated

FALCON 10X

- / **Most spacious and comfortable cabin on the market**
- / **Manufacture of the first development aircraft is underway**
- / **First deliveries scheduled for 2027**



FALCON SUPPORT: CONTINUED DEVELOPMENT OF THE MRO NETWORK

New service center in Asia

ExecuJet MRO Services Kuala Lumpur (Malaysia)

Opening
March
2024



Increase capacity in South America

Dassault Falcon Jet Catarina (Brazil)

Opening
May 2024



Increased capacity in North America

Dassault Falcon Jet Melbourne (Florida - USA)

Opening
2025



BUSINESS AVIATION AND TAXONOMY

Business aviation committed to being carbon neutral by 2050

- SAF trajectory of the EBAA (European Business Aviation Association), outlined in February 2024, more ambitious than ReFuel EU Aviation

Increased use of SAF (Sustainable Aviation Fuel)

- Savings of 900 tons of CO₂ in H1 2024 on Dassault Aviation flights (vs 680 tons over the whole of 2023)
- Objective: all production aircraft 100% SAF compatible by 2030 (Falcon 10X natively and launch of tests on Falcon 6X)

Partnership between Groupe ADP and Dassault Aviation stepping up their decarbonization action at Paris-Le Bourget airport

Action for annulment with the General Court of the European Union against the Delegated Regulation providing for the exclusion of business aviation from the European Taxonomy framework

- Proceedings are ongoing: market players (including EBAA) have filed applications to intervene in the proceedings in support of Dassault Aviation

CSR: HUMAN RESOURCES – RECRUITMENT

/ **2024 objective: ~2,000 recruitments in a job market that remains tense in the aerospace sector of which more than half has been achieved as of June 30th**

/ **Dassault Aviation offers a robust integration process**

- A welcome for new employees with an orientation process specific to each site allowing them to familiarize themselves with the facilities and how they operate, and raising awareness of issues related to occupational safety, the environment, ethics, airworthiness, safety, security and cybersecurity
- Mentoring and training: Technical mentoring (first aid training) on all sites and professional training
- A Company induction with ENVOL days and the “Défense Académie”

CSR: HUMAN RESOURCES – 2024 PAY POLICY (PARENT COMPANY)

- / **New Dassault Aviation pay scale for minimum salaries higher than those in metallurgy, in force since January 1, 2024**
- / **The pay policy signed by the CFDT, the CGC-CFE and the UNSA has introduced:**
 - For executives, a budget for individual raises of 4.2%, with the guarantee that at least 95% of executives, employed as of December 31, 2023, and still employed on December 31, 2024, will receive an individual raise
 - For non-executives, a budget for pay raises of 4.2%, including a general raise of 2.4% with a minimum of EUR 80 gross/month, retroactive to January 1, 2024
 - For all employees receiving an individual raise, a guarantee of at least 1.5%
- / **Profit-sharing and incentives paid in 2024 in respect of the 2023 fiscal year represented, on average, 2.9 months of extra wages for employees of the parent company**

MODERNIZING OF THE INDUSTRIAL INFRASTRUCTURE

/ The Company is continuing its efforts to invest in its industrial infrastructure

- **Mérignac:** continued construction of the multi-purpose production building as well as the building that will house the Falcon fuselage assembly line,
- **Cergy:** acceptance at the beginning of July and start of production unit transfer in the summer



Mérignac / multipurpose production building



Mérignac / T15 Falcon assembly building
(10X and other aircraft)



Cergy

MAKE IN INDIA

/ The India-based joint venture Dassault Reliance Aerospace Limited (DRAL) continues to produce the T12 and T4 sections of the Falcon 2000

/ Dassault Aviation contributes to the development of the Indian supply chain

- Development of new partnerships in India at a time when the French supply chain is in difficulty
- Qualification of new major sub-contractors: signing of contracts this half-year with Indian companies, including:
 - TATA, for wing panels
 - DYNAMATIC for the T5 tank of the Falcon 6X and for the supply of primary parts
 - AEROLLOY, a subsidiary of the PTC Group, for the development of a titanium foundry sector

/ Training and local skills

- Engineering center in Pune fully operational
- “Dassault Skill Academy”: “*Bac Professionnelle Aéronautique*” (Aeronautical Structure and Equipment Fitter diploma program) offered in the state of Mahārāshtra is currently being rolled out in the states of Uttar Pradesh and Karnataka



H1 RESULTS

In EUR billions

Order Intake

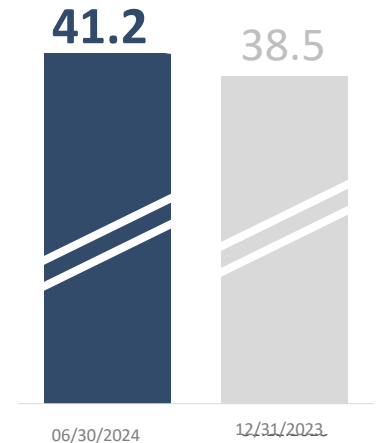
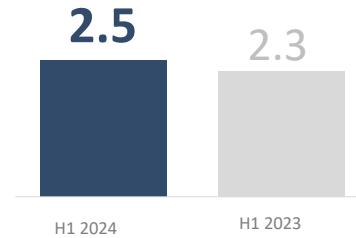
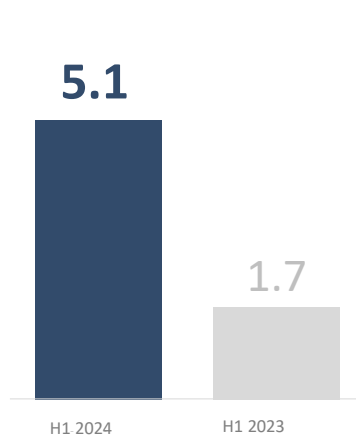
Falcon	€1.0 Bn (11 a/c)	€0.9 Bn (12 a/c)
Defense Export	€3.9 Bn (18 a/c)	€0.6 Bn
Defense France	€0.2 Bn	€0.2 Bn

Net sales

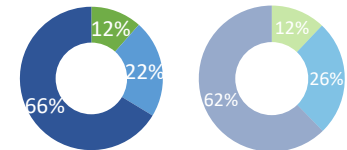
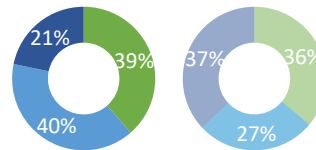
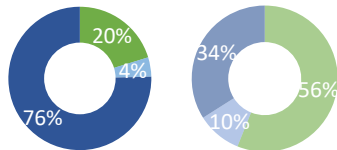
Falcon	€1.0 Bn (12 a/c)	€0.8 Bn (9 a/c)
Defense Export	€0.5 Bn	€0.9 Bn (2 a/c)
Defense France	€1.0 Bn (6 a/c)	€0.6 Bn (2 a/c)

Backlog

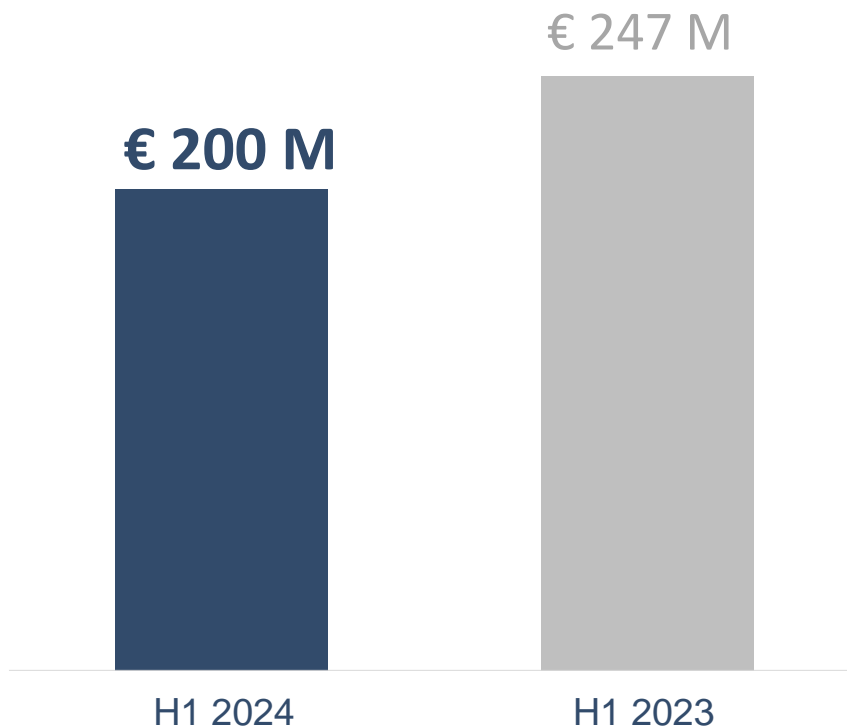
Falcon	€4.8 Bn (83 a/c)	€4.6 Bn (84 a/c)
Defense Export	€27.3 Bn (159 a/c)	€24.0 Bn (141 a/c)
Defense France	€9.1 Bn (64 a/c)	€9.9 Bn (70 a/c)



Falcon
Defense Export
Defense France



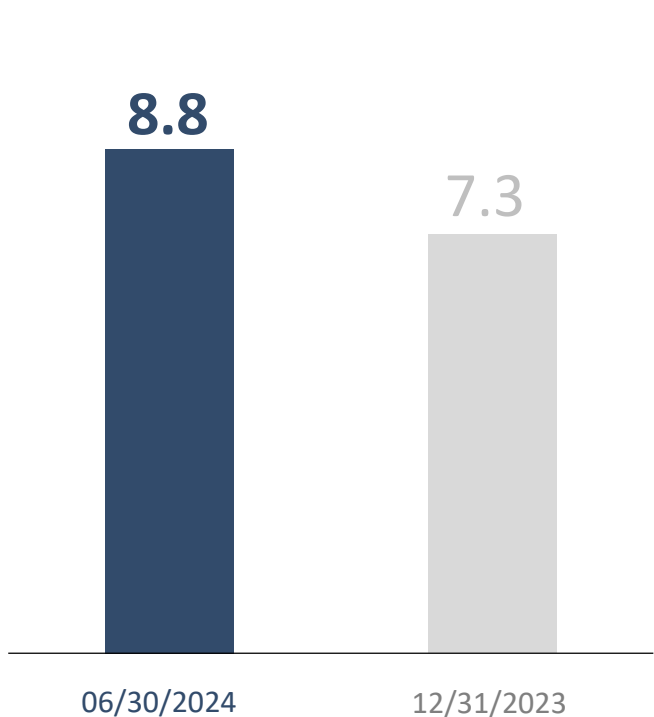
CONSOLIDATED SELF-FINANCED R&D IN EUR millions



ADJUSTED CONSOLIDATED INCOME STATEMENT

<i>in million euros</i>	First Half	
	2024	2023
NET SALES	2 538	2 295
OPERATING INCOME	170	151
<i>Operating margin</i>	6.7%	6.6%
FINANCIAL INCOME	106	110
THALES and other equity affiliates	236	210
TAXES	-70	-66
NET INCOME	442	405
<i>Net income margin</i>	17.4%	17.6%

CONSOLIDATED AVAILABLE CASH in EUR billions



/ The increase in cash is mainly the result of advances received under Rafale Export contracts.

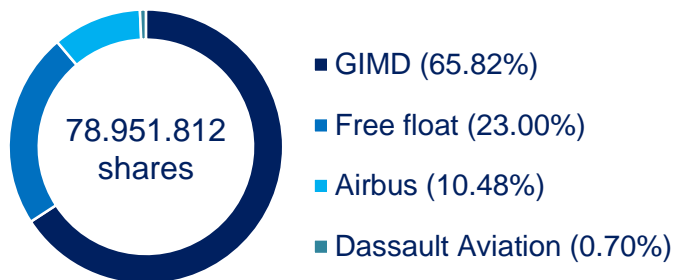
2024 OBJECTIVES

2024 Guidance unchanged : Increased revenue compared to 2023, EUR 6 Bn range (of which 35 Falcon and 20 Rafale)

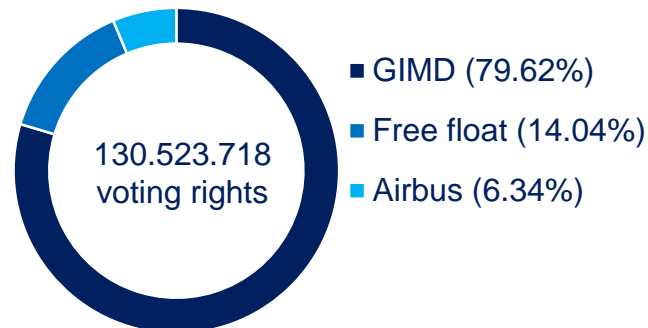
BREAKDOWN OF CAPITAL AND VOTING RIGHTS (POSITIONS AS OF JUNE 30, 2024)

Breakdown of capital

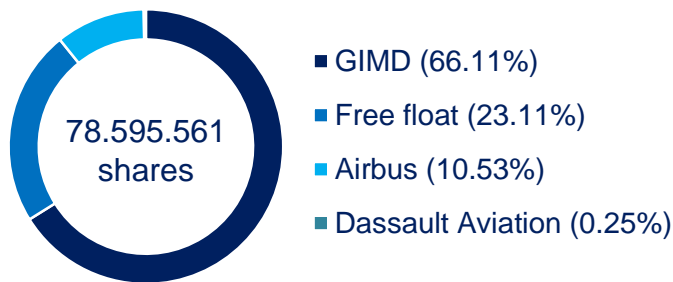
As of June 30, 2024



Breakdown of exercisable voting rights



Post-reduction scheduled for July 26



DISCLAIMER

This press conference may contain forward-looking statements which represent targets and should not be regarded as earnings forecasts or any other performance indicator. The actual results may differ significantly from the forward-looking statements due to various risks and uncertainties, as described in the Half-year financial report.

Photos :

Dassault Aviation - Eridia/V.Almansa

Dassault Aviation - V.Almansa

Dassault Aviation / C.Cosmao

Dassault Aviation