An excellent first half Financial results for the first half of 2010/ 2011

- The recovery seen in the market, combined with a favorable base effect, has enabled Zodiac Aerospace to report sales revenue growth of 35.6\%.
- Organic growth in the first half was $17.5 \%$, excluding the effect of consolidating recent acquisitions (Sell, Cantwell Cullen and Quinson) and exchange rate gains.
All these factors, in conjunction with effective cost controls, delivered Current Operating Income up $141 \%$ to $€ 184.2$ million $^{1}$, reflecting a margin rate of $14.1 \%^{2}$.
- Against this background, the Zodiac Aerospace Group has revised its targets upwards. The Group is now forecasting sales revenue growth of between $15 \%$ and $20 \%{ }^{3}$, with an operating margin rate of above $13 \%$ on the basis of a euro/ dollar exchange rate of 1.30 .

Plaisir, April 19, 2011 - The Zodiac Aerospace Supervisory Board approved the Group financial statements for the first half of 2010/2011 at its meeting of April 15, 2011.

Strong growth in Current Operating Income

| € MILLION | Half year 1 <br> $\mathbf{2 0 1 0 / 2 0 1 1}$ | Half year 1 2009/2010 | Variance \% |
| :--- | :---: | :---: | :---: |
| Sales revenue | $\mathbf{1 3 0 9 . 5}$ | 965.8 | $+35.6 \%$ |
| COI $^{4}$ | $\mathbf{1 8 4 . 2}^{1}$ | $\mathbf{7 6 . 5}$ | $\mathbf{+ 1 4 1 \%}$ |
| COI/REV | $\mathbf{1 4 . 1 \%}$ | $7.9 \%$ |  |
| Net Earnings | $\mathbf{1 1 4 . 3}$ | 44.2 | $+158.8 \%$ |
|  |  |  |  |
| Net Debt | $\mathbf{7 9 6}$ | 646 |  |
| Gearing ${ }^{5}$ | $\mathbf{0 , 5 2}$ | 0.48 |  |
| $€ / \$$ translation | $\mathbf{1 . 3 5}$ | 1.45 |  |
| $€ / \$$ transaction | $\mathbf{1 . 3 0}$ | 1.44 |  |

## Sustained business activity in the first half

During the first half of 2010/2011, Zodiac Aerospace benefited from a combination of positive factors, the most influential being the continued recovery in the aerospace industry cycle and a base effect more favorable than that seen in the first half of 2009/2010. The Zodiac Aerospace Group also benefited from the integration of those companies acquired at the end of the 2009/2010 fiscal year (Quinson and Cantwell Cullen) and the beginning of the 2010/2011 fiscal year (Sell, which was first consolidated in October 2010), as well as a stronger dollar (giving a euro/dollar transaction rate of 1.30 , compared with 1.44 in the first half of 2009/2010).

[^0]Group sales revenue grew strongly by $35.6 \%$ to end the first half of the year at $€ 1,309.5$ million. Sales revenue growth on the basis of like-for-like consolidation scope and exchange rate was $17.5 \%$. The exchange rate effect impacted the results by 6.4 points and the change in consolidation scope by 11.8 points.

## Strong growth in Current Operating Profit supported by the recovery seen in Aircraft Systems and the Cabin Interiors Segment

## - AeroSafety \& Technology

The Aerosafety \& Technology Segment benefited from sustained sales in its Evacuation Systems division (largely in the retro-fit market) and strong sales growth in Emergency Arresting Systems. Sales revenue grew by $19.3 \%$ in terms of published data, and by $5.8 \%$ at like-for-like consolidation scope and exchange rate. Over the first half of the fiscal year, the integration of Cantwell Cullen, the Canadian market leader in wiring protection, had a positive impact of 9.2 points on growth in this segment.
At $€ 26.7$ million, its operating income grew by $39.5 \%$ in terms of published data. On the basis of like-for-like consolidation scope and exchange rate, COI was up by $11.2 \%$, reflecting a current operating margin rate 1.5 points higher at $10 \%$.

## - Aircraft Systems

The Aircraft Systems Segment benefited from improvement in its sales related to the business jets market. Its sales revenue grew by $20.4 \%$ to $€ 264$ million ( $12.2 \%$ in terms of organic growth). This segment also benefited by 7.1 points from a favorable trend in the dollar/euro exchange rate.
The recovery seen in business volumes enabled improved coverage of fixed costs, in conjunction with more favorable currency exchange rates (which contributed $€ 14$ million), delivering a significant improvement in Current Operating Income, which rose from $€ 5.7$ million in the first half of $2009 / 2010$ to $€ 32.5$ million in the first half of $2010 / 2011$. This represents an increase of $474 \%$ in terms of published data, and $134 \%$ on the basis of like-for-like consolidation scope and exchange rate. Its current operating margin rate improved from $2.6 \%$ to $12.3 \%$ over the period.

## - Cabin Interiors

The Cabin Interiors Segment benefited from a recovering market and the 5-month integration of Sell. Its sales revenue grew by $49 \%$ on the basis of published data and by $24.6 \%$ in terms of organic growth. In this segment, particularly strong contributions were made by the Cabin Equipment (sanitary systems for aircraft and trains), Cabin Interiors (complete fitment) and galleys and trolleys divisions.
During the first half of the year, the Equipment Division was awarded a major contract to supply aircraft-derived sanitary systems for high-speed trains in China.
As a result of these diverse factors, operating income for this segment rose by $149.2 \%$ to $€ 129.7$ million ( $120.3 \%$ at like-for-like consolidation scope and exchange rate). Its current operating margin rate was $16.8 \%$, compared with $10 \%$ in the first half of 2009/2010.

Total Current Operating Income for the Group grew overall by $141 \%$ to $€ 184.2$ million.

## Strong growth in net earnings

Total non-current operating items for the first half of 2010/2011 represented a loss of $€ 6.6$ million (of which $€ 5.4$ million refers to the effect of IFRS $3^{6}$ ), compared with a loss of $€ 2.2$ million in the first half of $2009 / 2010$. Operating Income was up by $139.4 \%$ to $€ 177.6$ million.
Financial expenses for the period were $€ 14.2$ million, compared with $€ 13.1$ million.
Net earnings grew strongly by $158.8 \%$ to $€ 114.3$ million, compared with $€ 44.1$ million.

[^1]
## Tightly-controlled net financial debt

At the end of the period, net financial debt totaled €796 million, compared with € $€ 46$ million at the end of the first half of 2009/2010 and €514 million at the end of the 2009/2010 fiscal year.
The main reason for this increase is the acquisition of Sell at the end of September 2010, which valued the company at $€ 213$ million. The company has been consolidated in the financial statements since October 1, 2010.
The Working Capital Requirement increased in proportion to the strong growth seen in sales revenue.

## Sound prospects for growth

Trading conditions in the aerospace industry remain favorable overall. Based on this and on its results for the first half of the fiscal year, Zodiac Aerospace has revised its targets upwards for the full 2010/2011 fiscal year. The Group is now forecasting sales revenue growth of between $15 \%$ and 20\% (excluding exchange rate impact and potential new acquisitions) with a current operating margin rate of above $13 \%$, on the basis of a euro/dollar exchange rate of 1.30.

The Group maintains its full-year targets of a $\mathrm{WCR}^{7} /$ Sales Revenue ratio comparable to that reported for the 2009/2010 fiscal year, and a Net Debt/EBITDA ${ }^{8}$ ratio close to that reported at August 31, 2010, excluding new acquisitions.

## About Zodiac Aerospace

Zodiac Aerospace is a world leader in aerospace equipment and systems for commercial, regional and business aircraft, as well as helicopters and space applications. Zodiac Aerospace employs 20,000 people worldwide, and generated revenue of $€ 2.15$ billion in 2009/2010 from its three business segments of Aerosafety \& Technology, Aircraft Systems and Cabin Interiors.

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[^2]Appendices

## Consolidated sales revenue by quarter

| (€ million) | $\begin{aligned} & \hline \text { Quarter } 1 \\ & 2010 / 2011 \end{aligned}$ | $\begin{aligned} & \text { Quarter } 2 \\ & \text { 2010/2011 } \end{aligned}$ | $\begin{aligned} & \text { Quarter } 3 \\ & \text { 2010/2011 } \end{aligned}$ | $\begin{gathered} \hline \text { Quarter } 4 \\ \text { 2010/2011 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| AeroSafety \& Technology | 134.9 | 134.8 |  |  |
| Aircraft Systems | 131.5 | 132.6 |  |  |
| Cabin Interiors | 377.1 | 398.6 |  |  |
| Group Total | 643.6 | 665.9 |  |  |
| €/\$ | 1.35 | 1.34 |  |  |
| (€ million) | Q1 | Q2 | Q3 | Q4 |
|  | 2009/2010 | 2009/2010 | 2009/2010 | 2009/2010 |
| AeroSafety \& Technology | 107.8 | 118.4 | 136.9 | 146.1 |
| Aircraft Systems | 111.0 | 108.3 | 127.3 | 134.5 |
| Cabin Interiors | 252.7 | 267.7 | 319.0 | 320.7 |
| Group Total | 471.5 | 494.3 | 583.3 | 601.2 |
| €/\$ | 1.48 | 1.42 | 1.32 | 1.26 |

## VARIANCES

(Quarter versus the same quarter of the previous year)

| On the basis of published | Q1 | Q2 | Q3 | Q4 |
| :--- | :---: | :---: | :---: | :---: |
| data | $2010 / 2011$ | $2010 / 2011$ | $2010 / 2011$ | 2010/2011 |


| AeroSafety \& Technology | $\mathbf{+ 2 5 . 2 \%}$ | $\mathbf{+ 1 3 . 9 \%}$ |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Aircraft Systems | $\mathbf{+ 1 8 . 4 \%}$ | $\mathbf{+ 2 2 . 5 \%}$ |  |  |
| Cabin Interiors | $+49.2 \%$ | $\mathbf{+ 4 9 . 1 \%}$ |  |  |
| Group Total | $+36.5 \%$ | $\mathbf{+ 3 4 . 7 \%}$ |  |  |
|  |  |  | Q3 | Q4 |
| Organic growth | Q1 | Q2 | $2010 / 2011$ | $2010 / 2011$ |
| AeroSafety \& Technology | $\mathbf{+ 1 0 . 4 \%}$ | $\mathbf{+ 1 . 6 \%}$ |  |  |
| Aircraft Systems | $+9.3 \%$ | $\mathbf{+ 1 5 . 3 \%}$ |  |  |
| Cabin Interiors | $+25.5 \%$ | $\mathbf{+ 2 3 . 7 \%}$ |  |  |
| Group Total | $+18.3 \%$ | $\mathbf{+ 1 6 . 6 \%}$ |  |  |

Reminder : variances in organic growth 2009/2010 versus 2008/09

| Organic growth | Q1 | Q2 | Q3 | Q4 |
| :--- | :---: | :---: | :---: | :---: |
|  | $2009 / 2010$ | $2009 / 2010$ | $2009 / 2010$ | $2009 / 2010$ |
| AeroSafety \& Technology | $-3.0 \%$ | $+2.0 \%$ | $+3.1 \%$ | $0.0 \%^{*}$ |
| Aircraft Systems | $-16.6 \%$ | $-24.9 \%$ | $-12.3 \%$ | $+7.0 \%$ |
| Cabin Interiors | $-9.0 \%$ | $+1.3 \%$ | $+10.9 \%$ | $+10.8 \%$ |
| Group Total | $-9.7 \%$ | $-5.7 \%$ | $+3.1 \%$ | $+7.1 \%$ |
| *Segment organic growth was $+3.4 \%$ excluding Airbags |  |  |  |  |

[^3]0

Consolidated sales revenue

| (€ million) | Quarter 1 | Half year 1 | 9 months | Fiscal year |
| :--- | :---: | :---: | :---: | :---: |
|  | $2010 / 2011$ | $\mathbf{2 0 1 0 / 2 0 1 1}$ | $2010 / 2011$ | $2010 / 2011$ |
| AeroSafety \& Technology | 134.9 | $\mathbf{2 6 9 . 7}$ |  |  |
| Aircraft Systems | 131.5 | $\mathbf{2 6 4 . 1}$ |  |  |
| Cabin Interiors | 377.1 | $\mathbf{7 7 5 . 7}$ |  |  |
| Groupe Total | 643.6 | $\mathbf{1 , 3 0 9 . 5}$ |  |  |
| $€ / \$$ conversion | 1.35 | $\mathbf{1 . 3 5}$ |  |  |
| $€ / \$$ transaction | 1.29 | $\mathbf{1 . 3 0}$ |  |  |


| ( $€$ million) | Quarter 1 <br> $2009 / 2010$ | Half year 1 <br> $\mathbf{2 0 0 9 / 2 0 1 0}$ | 9 months <br> $2009 / 2010$ | Fiscal year <br> $2009 / 2010$ |
| :--- | :---: | :---: | :---: | :---: |
| AeroSafety \& Technology | 107.8 | $\mathbf{2 2 6 . 1}$ | 363.0 | 509.2 |
| Aircraft Systems | 111.0 | $\mathbf{2 1 9 . 3}$ | 346.6 | 481.1 |
| Cabin Interiors | 252.7 | $\mathbf{5 2 0 . 5}$ | 839.5 | $1,160.1$ |
| Group Total | 471.5 | 965.8 | $1,549.1$ | $2,150.3$ |
| $€ / \$$ conversion | 1.48 | $\mathbf{1 . 4 5}$ | 1.40 | 1.37 |
| $€ / \$$ transaction | 1.48 | $\mathbf{1 . 4 4}$ | 1.42 | 1.37 |

VARIANCES

| (Period-end total versus the same period of the previous year) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| On the basis of published | Quarter 1 | Half year 1 | months | Fiscal year |
| data | $2010 / 2011$ | $\mathbf{2 0 1 0 / 2 0 1 1}$ | $2010 / 2011$ | $2010 / 2011$ |
| AeroSafety \& Technology | $+25.2 \%$ | $\mathbf{+ 1 9 . 3 \%}$ |  |  |
| Aircraft Systems | $+18.4 \%$ | $\mathbf{+ 2 0 . 4 \%}$ |  |  |
| Cabin Interiors | $+49.2 \%$ | $\mathbf{+ 4 9 . 0 \%}$ |  |  |
| Group Total | $\mathbf{+ 3 6 . 5 \%}$ | $\mathbf{+ 3 5 . 6 \%}$ |  |  |


| Organic growth | Quarter 1 | Half year 1 | 9 months | Fiscal year |
| :--- | :---: | :---: | :---: | :---: |
|  | $2010 / 2011$ | $\mathbf{2 0 1 0 / 2 0 1 1}$ | $\mathbf{2 0 1 0 / 2 0 1 1}$ | 2010/2011 |
| AeroSafety \& Technology | $\mathbf{+ 1 0 . 4 \%}$ | $\mathbf{+ 5 . 8 \%}$ |  |  |
| Aircraft Systems | $+9.3 \%$ | $\mathbf{+ 1 2 . 2 \%}$ |  |  |
| Cabin Interiors | $+25.5 \%$ | $\mathbf{+ 2 4 . 6 \%}$ |  |  |
| Group Total | $+18.3 \%$ | $\mathbf{+ 1 7 . 5 \%}$ |  |  |


| In € million | H1 2010/2011 | H1 2009/2010 | \% change |
| :--- | :---: | :---: | :---: |
| Aerosafety \& Technology | $\mathbf{2 6 . 7}$ | 19.1 | $+39.5 \%$ |
| Aircraft Systems | $\mathbf{3 2 . 5}$ | 5.7 | $+\mathbf{4 7 4 . 1 \%}$ |
| Cabin Interiors | $\mathbf{1 2 9 . 7}$ | 52 | $+\mathbf{1 4 9 . 2 \%}$ |
| Holding | $\mathbf{- 4 . 6}$ | -0.3 |  |
| Total Group | $\mathbf{1 8 4 . 2}$ | $\mathbf{7 6 . 5}$ | $\mathbf{+ 1 4 1 . 0 \%}$ |


|  | H1 2010/ 2011 | H1 2009/ 2010 |
| :---: | :---: | :---: |
| Sales revenue | 1309.5 | 965.8 |
| Amortization and provisions |  |  |
| Current Operating Income (1) | 184.2 | 76.5 |
| Other operating (2) | -6.6 | - 2.3 |
| Operating Income | 177.6 | 74.2 |
| Cost of net debt | -13.9 | - 12.6 |
| Other financial income and expenses | -0.3 | - 0.5 |
| Income Taxes | 49.2 | 16.9 |
| Net Income | 114.3 | 44.2 |
| Net Income-Group share | 114.4 | 44.1 |

(1) Including $€-1.7 \mathrm{~m}$ related to IFRS3
(2) Including $€-5.3 \mathrm{~m}$ related to IFRS3

## cash flow statement

|  |  | 02/ 2011 | 08/2010 | 02/ 2010 |
| :---: | :---: | :---: | :---: | :---: |
|  | Cash flow | 155.1 | 234.5 | 69.0 |
|  | Net change in inventories | -50,6 | 21,3 | 11,7 |
|  | Net change in operating assets | -70,1 | 37,1 | 55,0 |
|  | Net change in liabilities | -3,1 | 35,2 | -28,5 |
|  | Cash Generated from Operations | 31,3 | 328,1 | 107,2 |
|  | Acquisition of non-current assets | -22,9 | 35,1 | - 16,0 |
|  | Others | -24,8 | -53,3 | - 25,6 |
|  | Acquisitions / Disposals of entities, net of cash acquired | -209,8 | -64,9 | - 7,9 |
|  | Cash generated from I nvestments | -256,9 | -153,3 | - 49,5 |
|  | Change in Financial Debt | 238,1 | -88,2 | -21,8 |
|  | Change in Financial instruments | 12,8 | 1,6 | -0,5 |
|  | Change in Equity | 4,3 | 10,8 | 3,0 |
|  | Treasury stocks | -0,7 | -3,5 | -3,5 |
|  | Dividends | -53,4 | -53,0 | -52,9 |
|  | Cash generated from financing | 201,1 | -132,3 | -75,7 |
| Currency translation adjustments, beginning of period |  | -17,9 | 15,4 | 5,1 |
| Change in cash |  | -42.5 | 58.0 | -12.9 |


| ASSETS | 02/ 2011 |  <br> LIABILITIES |  |  | 02/ 2011 | 08/ 2010 | 02/ 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill | 1190.4 | 1095.4 | 1022.4 | Equity |  |  |  |
| I ntangible assets | 307.8 | 241.2 | 216.4 | Capital | 1405.1 | 1400.1 | 1309.5 |
| Property, Plant \& | 247.8 | 244.2 | 247.1 | Net Income | 114.3 | 148.3 | 44.2 |
| Other non-current | 15.4 | 16.3 | 14.0 | Equity | 1519.4 | 1548.4 | 1353.7 |
|  |  |  |  | Non current provisions and deferred taxes Non-current Debt | $149.9$ <br> 673.5 | $107.5$ <br> 511.7 | $\begin{gathered} 83.6 \\ 440.8 \end{gathered}$ |
| Non-current Assets | 1761.4 | 1597.1 | 1499.9 | Non-current Liabilities | 823.4 | 619.2 | 524.4 |
| Inventories | 581.0 | 507.9 | 488.9 | Current provisions Current financial liabilities | $\begin{gathered} 50.9 \\ 237.6 \end{gathered}$ | $\begin{gathered} 44.5 \\ 167.4 \end{gathered}$ | $\begin{gathered} 42.2 \\ 288.8 \end{gathered}$ |
| Trade Receivables | 544.2 | 474.2 | 442.5 | Accounts Payables | 216.0 | 223.4 | 163.0 |
| Others | 49.3 | 41.7 | 39.7 | Liabilities to employees and payroll liabilities | 117.1 | 119.8 | 96.4 |
| Cash and Cash Equivalents | 114.9 | 164.7 | 83.1 | Others | 98.9 | 75.8 | 85.6 |
| Current Assets | 1289.4 | 1188.5 | 1054.2 | Current Liabilities | 720.5 | 630.9 | 676.0 |
| Held-for-sale assets | 12.5 | 12.9 |  |  |  |  |  |
| Total ASSETS | 3063.3 | 2798.5 | 2554.1 | TOTAL EQUITY \& LIABILITIES | 3063.3 | 2798.5 | 2554.1 |


[^0]:    ${ }^{1}$ Including the impact of IFRS 3 compliance: €1.7 million in H1 2010/2011.
    ${ }^{2}$ Current Operating Income / Sales Revenue
    ${ }^{3}$ Excluding the effects of the dollar exchange rate and recent acquisitions
    ${ }^{4}$ COI: Current Operating Income
    ${ }^{5}$ Net Financial Debt / Net Equity

[^1]:    ${ }^{6}$ The impact of IFRS 3 compliance on the financial statements for the first half of 2010/2011 breaks down as follows: - $€ 1.7$ million in Current Operating Income and-€5.4 million in Non-Recurring Operating Income, i.e. a pre-tax total of -€7.1 million.

[^2]:    ${ }^{7}$ Operational Working Capital Requirement
    ${ }^{8}$ Current Operating Income before Depreciation, Amortization and Provisions

[^3]:    * Segment organic growth was $+3.4 \%$ excluding Airbags

