

## Zodiac Aerospace confirms its growth objectives

**An increase of 14.6% in sales over the first nine months of the 2012-2013 fiscal year**

Plaisir, June 13, 2013 - Zodiac Aerospace recorded income of € 2,836.9 million over the first nine months of its 2012-2013 fiscal year, an increase of 14.6% as reported and 7,0% on a comparable basis<sup>1</sup>. The effects of changes in the scope of consolidation related to the inclusion of Contour into Zodiac Seats in the first half<sup>2</sup>, of IMS into Zodiac Aircraft Systems for five months and NAT into Zodiac Cabin and Structures for three months had a positive impact of 5.7 points on growth in the first nine months of the year, with the exchange rate effect contributing 1.9 points. As in the first half, the spare parts and maintenance activities continued to grow.

### Changes in sales – New organizational structure

In millions of euros	9 months 2012/2013	9 months 2011/2012	% Change	Exchange rate	Scope	Organic growth
<b>Zodiac Aerosafety</b>	<b>397.2</b>	364.0	+9.1%	+2.4%	0.0%	+6.7%
<b>Zodiac Aircraft Systems</b>	<b>798.1</b>	709.4	+12.5%	+1.8%	+5.1%	+5.6%
<b>Aircraft Interiors</b>	<b>1641.6</b>	1402.3	+17.1%	+1.8%	+7.4%	+7.9%
<b>Zodiac Seats</b>	<b>804.3</b>	629.9	+27.7%	+1.4%	+15.2%	+11.1%
<b>Zodiac Cabin &amp; Structures</b>	<b>493.3</b>	467.2	+5.6%	+2.7%	+1.9%	+1.0%
<b>Zodiac Galleys &amp; Equipment</b>	<b>344.0</b>	305.2	+12.7%	+1.1%	0.0%	+11.6%
<b>Group Total</b>	<b>2,836.9</b>	2,475.7	+14.6%	+1.9%	+5.7%	+7.0%
€/\$( Conversion)	<b>1.30</b>	1.33				

### Changes in sales – Former organizational structure

In millions of euros	9 months 2012/2013	9 months 2011/2012	% Change	Exchange rate	Scope	Organic growth
<b>AeroSafety &amp; Technology</b>	<b>490.3</b>	454.3	+7.9%	+2.0%	0.0%	+5.9%
<b>Aircraft Systems</b>	<b>571.0</b>	501.3	+13.9%	+2.1%	+7.3%	+4.5%
<b>Cabin Interiors</b>	<b>1,775.6</b>	1,520.1	+16.8%	+1.8%	+6.8%	+8.2%
<b>Group Total</b>	<b>2,836.9</b>	2,475.7	+14.6%	+1.9%	+5.7%	+7.0%
€/\$( Conversion)	<b>1.30</b>	1.33				

The major changes in the divisions occurring under the new organizational format in effect since September 1, 2012 are as follows:

- **AeroSafety, representing 14.0% of overall sales** achieved sales in the amount of € 397.2 million, an increase of 9.1% as reported and of 6.7% at constant exchange rates. As in the first half, business for Emergency Evacuation systems, Elastomer and Parachutes and Protection are driving growth.
- Sales for **Aircraft Systems representing 28.1% of sales** rose by 12.5% to € 798.1 million, and by 5.6% on a like-for-like basis and at constant exchange rates. The inclusion of IMS into the scope of consolidation, a "Passenger centric" in-flight entertainment systems specialist for five months, and IPS for three months, contributed 5.1 percentage points to the growth of the division over the first nine months.

<sup>1</sup> Excluding changes to scope of consolidation and exchange rate effects.

<sup>2</sup> Contour (Zodiac Seats UK) has been within the scope of consolidation since February 29, 2012.

Aircraft Interiors businesses grew by 17.1% to a total of € 1641.6 million, up 7.9% on a like-for-like basis. The perimeter effects (+7.4 points) are mainly related to the Seats segment, and to a smaller extent, to Cabin & Structures.

- The **Seats business, accounting for 28.4% of revenue** posted gains in sales of 27.7% amounting to € 804.3 million, and an increase of 11.1% on a like-for-like basis and at constant exchange rates. The entry of Contour (Zodiac Seats UK) had a positive impact amounting to 15.2 points on sales for the division over the first nine months.
- **Cabin & Structures, which boasts 17.4% of company sales** experienced a gain of 5.6% as reported and 1.0% at constant exchange rates. The inclusion of Northwest Aerospace Technologies (NAT) into the scope of consolidation pushed up growth in the division by 1.9 points.
- Sales for **Galleys & Equipment, representing 12.1% of revenue**, are up 12.7% as reported and 11.6% at constant exchange rates, driven by growth in the galley equipment business.

### Significant events of the third quarter

**Pursuit of the external growth strategy** On June 5, 2013, Zodiac Aerospace signed a definitive agreement to acquire La Jonchère, a French company specializing in ducts and flexible joints. La Jonchère employs 115 people at its Compiègne, France site and produced sales of € 28 million in 2012. This company will round out the expertise of the Fluid Management division of Aircraft Systems in the area of ducts and joints. Nano ball joints manufactured by La Jonchère are used in many motors in the commercial aviation sector. The company's technology has been patented.

**A new selection of a fuel and inerting system.** The Brazilian manufacturer Embraer has opted for the Zodiac Aerospace fuel and inerting system to fit out its new second generation regional aircraft. These systems are developed by the Fluid Management division of Aircraft Systems.

### **Renewed and significant commercial success**

- **The ISIS solution for refitting cabin interiors has met with renewed commercial success.** As of today, orders for the full ISIS solution of ISIS elements total around 350 aircraft to equip. A major airline has decided to integrate the ISIS pivoting compartments for its medium distance carriers. Another large U.S airline has chosen to retrofit its aircraft with the new lavatories developed by Zodiac Aerospace.
- Regarding seats, Air-France-KLM has selected the new business class seat produced by Zodiac Seats to be used in the Boeing 787s. Zodiac Seats was also chosen for the retrofit of Air France's Boeing 777s for both the Business and the Economy class.

### Outlook

The Group is confirming its forecast for another year of organic growth to cover the entire 2012-2013 fiscal year, evolving in a general environment of increased traffic and a ramping up of commercial aviation programs, and a dissymmetrical Current operating income profile to that of the first half. The improvement in the Q3 margin with relation to that of the first half meets Group expectations.

The Group has also decided to increase its currency hedges for euro-dollar parity. Zodiac Aerospace has hedged a bit less of 10% of its 2013/2014 net transaction exposure at 1,2850. Regarding the FY2012/2013, H2 was 55% hedged at 1.2650.

## Zodiac Aerospace at the 2013 Paris Air Show

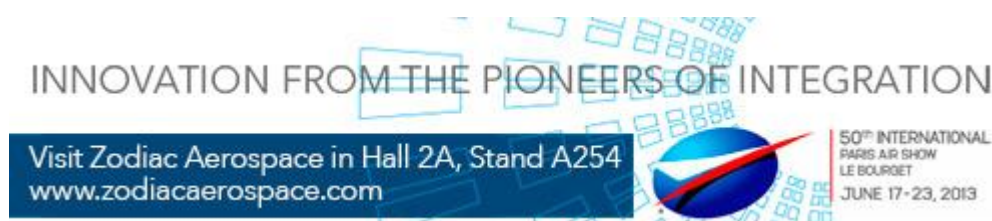
Zodiac Aerospace will participate in the 50<sup>th</sup> Paris Air Show at Le Bourget, the largest world event for the aeronautics and space industries, with 2,113 exhibitors in 2011.

The ISIS innovative cabin concept, which was awarded the Crystal Cabin Award and a Reddot Design Award, intended for the refitting of the Airbus A320 and the Boeing 737, will be introduced for the first time at the Bourget show, displayed in a full-scale A320 cabin. This new concept will optimize onboard space by offering improved cabin density to airlines while improving passenger comfort.

Zodiac Aerospace will be unveiling an aircraft wing model showing electrical and fuel circuits to highlight its work in these two system types.

The Group is contributing to the limiting of carbon footprints of aircraft and will use this occasion to display its fuel cell and OBBIGS inert gas generator demonstrators.

Zodiac Aerospace will also display its other products, such as Oxygen-related, in-flight entertainment and safety equipment.



### About Zodiac Aerospace

Zodiac Aerospace is a world leader in aerospace equipment and systems for commercial, regional and business aircraft and for helicopters and spacecraft. Zodiac Aerospace employs 30.000 people throughout the world and registered sales of €3.4 billion in 2011-2012, generated through its five business segments: Zodiac Cabin & Structures, Zodiac Galleys & Equipment, Zodiac Seats, Zodiac Aerosafety and Zodiac Aircraft Systems. [www.zodiacaerospace.com](http://www.zodiacaerospace.com)

### Next meetings:

Consolidated sales revenue for the 4<sup>th</sup> quarter

September 17, 2013 (after closing)

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## APPENDICES

Reminder: Current Operating Income (new organization)

Current Operating Income (new organization)						
In millions of Euro	H1 2011/2012	H2 2011/2012	FY 2011/2012	H1 2012/2013	H2 2012/2013	FY 2012/2013
Aerosafety	28.9	46.1	75.0	34.7		
Zodiac Aircraft Systems	58.7	78.4	137.1	72.4		
Activités Aircraft Interiors	141.7	145.4	287.1	138.0		
Holding	-5.5	-7.3	-12.8	-6.8		
<b>Total Group</b>	<b>223.8</b>	<b>262.6</b>	<b>486.4</b>	<b>238.3</b>		

## APPENDICES

## Consolidated sales revenue by quarter – New organizational structure

In millions of euros	1 <sup>st</sup> quarter 2012-2013	2 <sup>nd</sup> quarter 2012-2013	3 <sup>rd</sup> quarter 2012-2013	4 <sup>th</sup> quarter 2012-2013
<b>Zodiac Aerosafety</b>	133.4	122.2	<b>141.6</b>	
<b>Zodiac Aircraft Systems</b>	251.7	257.2	<b>289.2</b>	
<b>Aircraft Interiors</b>	525.9	538.9	<b>576.8</b>	
<b>Zodiac Seats</b>	258.7	268.1	<b>277.5</b>	
<b>Zodiac Cabin &amp; Structures</b>	156.2	155.4	<b>181.7</b>	
<b>Zodiac Galleys &amp; Equipment</b>	111.0	115.4	<b>117.6</b>	
<b>Group Total</b>	911.0	918.3	<b>1007.6</b>	
€/ \$ conversion	1.29	1.33	<b>1.30</b>	

In millions of euros	1 <sup>st</sup> quarter 2011-2012	2 <sup>nd</sup> quarter 2011-2012	3 <sup>rd</sup> quarter 2011-2012	4 <sup>th</sup> quarter 2011-2012
<b>Zodiac Aerosafety</b>	114.7	116.3	<b>133.0</b>	153.2
<b>Zodiac Aircraft Systems</b>	218.8	237.9	<b>252.7</b>	265.7
<b>Aircraft Interiors</b>	445.1	434.5	<b>522.6</b>	546.1
<b>Zodiac Seats</b>	192.6	185.1	<b>252.2</b>	264.1
<b>Zodiac Cabin &amp; Structures</b>	152.3	152.2	<b>162.6</b>	169.8
<b>Zodiac Galleys &amp; Equipment</b>	100.2	97.2	<b>107.8</b>	112.2
<b>Group Total</b>	778.6	788.7	<b>908.3</b>	965.0
€/ \$ conversion	1.37	1.31	<b>1.31</b>	1.24

## CHANGES

(Quarter compared with the same quarter of the previous year)

Based on published figures	Q1	Q2	Q3	Q4
<b>Zodiac Aerosafety</b>	+16.3%	+5.1%	<b>+6.4%</b>	
<b>Zodiac Aircraft Systems</b>	+15.0%	+8.1%	<b>+14.5%</b>	
<b>Aircraft Interiors</b>	+18.1%	+24.0%	<b>+10.4%</b>	
<b>Zodiac Seats</b>	+34.3%	+44.9%	<b>+10.0%</b>	
<b>Zodiac Cabin &amp; Structures</b>	+2.5%	+2.1%	<b>+11.7%</b>	
<b>Zodiac Galleys &amp; Equipment</b>	+10.7%	+18.7%	<b>+9.2%</b>	
<b>Group Total</b>	+17.0%	+16.4%	<b>+10.9%</b>	
<b>Aerospace activities*</b>	+17.5%	+16.0%	<b>+11.8%</b>	

Based on organic revenue	Q1	Q2	Q3	Q4
<b>Zodiac Aerosafety</b>	+10.1%	+4.8%	<b>+5.3%</b>	
<b>Zodiac Aircraft Systems</b>	+10.5%	+3.9%	<b>+2.8%</b>	
<b>Aircraft Interiors</b>	+2.7%	+13.2%	<b>+7.9%</b>	
<b>Zodiac Seats</b>	+6.0%	+18.9%	<b>+9.5%</b>	
<b>Zodiac Cabin &amp; Structures</b>	-4.3%	+2.5%	<b>+4.8%</b>	
<b>Zodiac Galleys &amp; Equipment</b>	+7.0%	+19.3%	<b>+8.8%</b>	
<b>Group Total</b>	+6.0%	+9.2%	<b>+6.1%</b>	
<b>Aerospace activities*</b>	+6.2%	+8.4%	<b>+7.0%</b>	

### Consolidated sales revenue by quarter – New organizational structure

In millions of euros	1 <sup>st</sup> quarter 2012-2013	1 <sup>st</sup> half 2012/2013	9 months 2012/2013	2012-2013 fiscal year
<b>Zodiac Aerosafety</b>	133.4	255.6	<b>397.2</b>	
<b>Zodiac Aircraft Systems</b>	251.7	508.9	<b>798.1</b>	
<b>Aircraft Interiors</b>	525.9	1064.8	<b>1641.6</b>	
<b>Zodiac Seats</b>	258.7	526.8	<b>804.3</b>	
<b>Zodiac Cabin &amp; Structures</b>	156.2	311.7	<b>493.3</b>	
<b>Zodiac Galleys &amp; Equipment</b>	111.0	226.3	<b>344.0</b>	
<b>Group Total</b>	911.0	1,829.3	<b>2,836.9</b>	
€/ \$ conversion	1.29	1.31	<b>1.30</b>	
€/ \$ transaction	1.28	1.29	<b>1.29</b>	

In millions of euros	1 <sup>st</sup> quarter 2011-2012	1 <sup>st</sup> half 2011-2012	9 months 2011/2012	2011/2012 fiscal year
<b>Zodiac Aerosafety</b>	114.7	230.9	<b>364.0</b>	517.2
<b>Zodiac Aircraft Systems</b>	218.8	456.7	<b>709.4</b>	975.0
<b>Aircraft Interiors</b>	445.1	879.7	<b>1402.3</b>	1948.4
<b>Zodiac Seats</b>	192.6	377.7	<b>629.9</b>	894.0
<b>Zodiac Cabin &amp; Structures</b>	152.3	304.6	<b>467.2</b>	636.9
<b>Zodiac Galleys &amp; Equipment</b>	100.2	197.4	<b>305.2</b>	417.5
<b>Group Total</b>	778.6	1,567.3	<b>2,475.7</b>	3,440.6
€/ \$ conversion	1.37	1.34	<b>1.33</b>	1.31
€/ \$ transaction	1.36	1.34	<b>1.33</b>	1.32

#### VARIANCES 2012-2013

(Aggregate at end of period compared with the same period of last year)

Based on published figures	1 <sup>st</sup> quarter	1 <sup>st</sup> half	9 months	Fiscal year
<b>Zodiac Aerosafety</b>	+16.3%	+10.7%	<b>+9.1%</b>	
<b>Zodiac Aircraft Systems</b>	+15.0%	+11.4%	<b>+12.5%</b>	
<b>Aircraft Interiors</b>	+18.1%	+24.0%	<b>+10.4%</b>	
<b>Zodiac Seats</b>	+34.3%	+39.5%	<b>+27.7%</b>	
<b>Zodiac Cabin &amp; Structures</b>	+2.5%	+2.3%	<b>+5.6%</b>	
<b>Zodiac Galleys &amp; Equipment</b>	+10.7%	+14.6%	<b>+12.7%</b>	
<b>Group Total</b>	+17.0%	+16.7%	<b>+14.6%</b>	
<b>Aerospace activities*</b>	+17.5%	+16.7%	<b>+14.9%</b>	

Based on organic revenue	1 <sup>st</sup> quarter	1 <sup>st</sup> half	9 months	Fiscal year
<b>Zodiac Aerosafety</b>	+10.1%	+7.4%	<b>+6.7%</b>	
<b>Zodiac Aircraft Systems</b>	+10.5%	+7.1%	<b>+5.6%</b>	
<b>Aircraft Interiors</b>	+2.7%	+13.2%	<b>+7.9%</b>	
<b>Zodiac Seats</b>	+6.0%	+12.2%	<b>+11.1%</b>	
<b>Zodiac Cabin &amp; Structures</b>	-4.3%	-0.9%	<b>+1.0%</b>	
<b>Zodiac Galleys &amp; Equipment</b>	+7.0%	+13.0%	<b>+11.6%</b>	
<b>Group Total</b>	+6.0%	+7.5%	<b>+7.0%</b>	
<b>Aerospace activities*</b>	+6.2%	+7.3%	<b>+7.2%</b>	

\*Excluding Landing gear and Airbags businesses

### Consolidated sales revenue by quarter – Former organizational structure

In millions of euros	1st quarter 2012- 2013	2 <sup>nd</sup> quarter 2012- 2013	3 <sup>rd</sup> quarter 2012- 2013	4 <sup>th</sup> quarter 2012- 2013
<b>AeroSafety &amp; Technology</b>	163.8	151.4	175.1	
<b>Aircraft Systems</b>	175.7	183.0	212.3	
<b>Cabin Interiors</b>	571.5	583.9	620.2	
<b>Group Total</b>	911.0	918.3	1,007.6	
€/ \$ conversion	1.29	1.33	1.30	

In millions of euros	1 <sup>st</sup> quarter 2011- 2012	2 <sup>nd</sup> quarter 2011- 2012	3 <sup>rd</sup> quarter 2011- 2012	4 <sup>th</sup> quarter 2011- 2012
<b>AeroSafety &amp; Technology</b>	142.5	148.6	163.2	190.5
<b>Aircraft Systems</b>	156.8	168.0	176.5	176.8
<b>Cabin Interiors</b>	479.3	472.1	568.6	597.7
<b>Group Total</b>	778.6	788.7	908.3	965.0
€/ \$ conversion	1.37	1.31	1.31	1.24

#### VARIANCES

(Quarter compared with the same quarter of the previous year)

Based on published figures	Q1	Q2	Q3	Q4
<b>AeroSafety &amp; Technology</b>	+14.9%	+1.8%	+7.2%	
<b>Aircraft Systems</b>	+12.0%	+8.9%	+20.3%	
<b>Cabin Interiors</b>	+19.2%	+23.7%	+9.1%	
<b>Group Total</b>	+17.0%	+16.4%	+10.9%	
<b>Aerospace activities*</b>	+17.5%	+16.0%	+11.8%	

Based on organic revenue	Q1	Q2	Q3	Q4
<b>AeroSafety &amp; Technology</b>	+9.7%	+1.8%	+6.3%	
<b>Aircraft Systems</b>	+7.3%	+2.6%	+3.8%	
<b>Cabin Interiors</b>	+4.3%	+13.8%	+6.7%	
<b>Group Total</b>	+6.0%	+9.2%	+6.1%	
<b>Aerospace activities*</b>	+6.2%	+8.4%	+7.0%	

#### Organic changes 2011/2012

Based on organic revenue	Q1	Q2	Q3	Q4
<b>AeroSafety &amp; Technology</b>	+6.7%	+9.2%	+11.7%	+9.3%
<b>Aircraft Systems</b>	+21.9%	+26.6%	+12.0%	+12.3%
<b>Cabin Interiors</b>	+19.8%	+11.8%	+13.0%	+15.8%
<b>Group Total</b>	+17.5%	+14.2%	+12.5%	+13.6%
<b>Aerospace activities*</b>	+20.8%	+17.6%	+13.9%	+15.0%

\*Excluding Landing Gear and Airbags businesses

**Aggregate consolidated sales revenue by quarter – Former organizational structure**

In millions of euros	1 <sup>st</sup> quarter 2012- 2013	1st half 2012- 2013	9 months 2012/2013	2012-2013 fiscal year
<b>AeroSafety &amp; Technology</b>	163.8	315.2	<b>490.3</b>	
<b>Aircraft Systems</b>	175.7	358.7	<b>571.0</b>	
<b>Cabin Interiors</b>	571.5	1,155.4	<b>1,775.6</b>	
<b>Group Total</b>	911.0	1,829.3	<b>2,836.9</b>	
€/ \$ conversion	1.29	1.31	<b>1.30</b>	
€/ \$ transaction	1.28	1.29	<b>1.29</b>	

In millions of euros	1 <sup>st</sup> quarter 2011- 2012	1st half 2011- 2012	9 months 2011/2012	2011-2012 fiscal year
<b>AeroSafety &amp; Technology</b>	142.5	291.1	<b>454.3</b>	644.8
<b>Aircraft Systems</b>	156.8	324.8	<b>501.3</b>	678.1
<b>Cabin Interiors</b>	479.3	951.4	<b>1,520.0</b>	2,117.8
<b>Group Total</b>	778.6	1,567.3	<b>2,475.7</b>	3,440.6
€/ \$ conversion	1.37	1.34	<b>1.33</b>	1.31
€/ \$ transaction	1.36	1.34	<b>1.33</b>	1.32

**VARIANCES**

(Aggregate at end of period compared with the same period of last year)

Based on published figures	1 <sup>st</sup> quarter	1st half	9 months	Fiscal year
<b>AeroSafety &amp; Technology</b>	+14.9%	+8.3%	<b>+7.9%</b>	
<b>Aircraft Systems</b>	+12.0%	+10.4%	<b>+13.9%</b>	
<b>Cabin Interiors</b>	+19.2%	+21.4%	<b>+16.8%</b>	
<b>Group Total</b>	+17.0%	+16.7%	<b>+14.6%</b>	
<b>Aerospace activities*</b>	+17.5%	+16.7%	<b>+14.9%</b>	

Based on organic revenue		1st half	9 months	Fiscal year
<b>AeroSafety &amp; Technology</b>	+9.7%	+5.7%	<b>+5.9%</b>	
<b>Aircraft Systems</b>	+7.3%	+4.9%	<b>+4.5%</b>	
<b>Cabin Interiors</b>	+4.3%	+9.0%	<b>+8.2%</b>	
<b>Group Total</b>	+6.0%	+7.5%	<b>+7.0%</b>	
<b>Aerospace activities*</b>	+6.2%	+7.3%	<b>+7.2%</b>	

\*Excluding Landing Gear and Airbags businesses