

Wings India

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As far as the Indian market is concerned, Mr Trappier said 2017 was a key year with the creation of the Dassault Reliance Aerospace Limited joint venture and the laying of the cornerstone of the Nagpur plant, in Maharashtra, to manufacture, from 2018, Falcon 2000 parts and some Rafale sub-assemblies. "The success of offsets in India, in particular with our partners, and of the development of



2017 WAS A KEY YEAR WITH THE CREATION OF THE DASSAULT RELIANCE AEROSPACE LTD JV

Make-in-India is essential; the entire company is mobilising to make them a success," Mr Trappier added.

In addition, 2017 was also an intense year for Dassault Aviation, with mainly two global highlights:

- The signing of an agreement with Qatar to exercise the option for 12 additional Rafale (which will come into force upon receipt of the first down-payment) and of an agreement on a future cooperation (option for another 36 Rafale). This new success was achieved thanks to the partnership Dassault Aviation has with Qatari Air Force for decades and to all teams involved in the country.

- Initiation of the termination process of the Silvercrest contract leading to the end of the Falcon 5X program. Last

October, Safran encountered new problems with the high-pressure compressor and announced they were unable to meet the commitment they took in 2016 (even though the engine was already four years behind contract schedule). "Given the remaining need of customers for an aircraft of this category, we have launched the Falcon 6X, featuring the same cross-section as the Falcon 5X, with a range of 5,500 NM and powered by Pratt & Whitney PW812 engines; its entry into service is scheduled in 2022," Mr Trappier said.

2018 OUTLOOK

Taking about this year's outlook, Mr Trappier said a new French Military Procurement Law 2019-2025 was pre-

sented at the beginning of the year. It gives to the company outlooks until 2030. These include F4 standard to improve the Rafale capabilities, resumption of deliveries of the 4th Rafale batch and, in 2023, a new batch of 30 additional Rafale, Multi-Role, Surveillance, MALE, Future Combat System, upgrade of the airborne component," he said.

Lastly, he added that, in 2018, the group forecasts to deliver 40 Falcon 2000, the company having reacted to the previous years' market weakness with a conservative management leading to a production rate ramp-down—and 12 Rafale for export and 3 for France). "Net sales for 2018 should be close to 2017's," Mr Trappier said.