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Dassault Aviation to deliver 10 Falcon 8Xs by end-2016

K RAJANI KANTH

Hyderabad, 16 March

Dassault Aviation, French manufacturer of military aircraft and business jets, will deliver 10 long-range Falcon 8Xs globally, including one to an Indian corporate customer, this year. This was revealed by the company's senior vice-president (civil aircraft), Olivier Villa (*pictured*).

The large-cabin trijet business jet, 3.2 feet longer than its predecessor Falcon 7X, is set to be certified in mid-2016. The Falcon 8X can fly non-stop from anywhere in India to destinations such as London City Airport.

"We have been seeing good traction in the Indian market and expect the country's accelerated economic growth to translate into rising Falcon sales going forward," said Villa.

Currently, 22 aircraft from the Falcon family are in service in India. According to the company, a majority of new Indian Falcon orders are for longer range models such as the Falcon 7X and Falcon 8X.

Dassault's popular Falcon 2000 twin-jet, which is now approaching the 600th production mark, accounts for the largest portion of the present Indian fleet.

Stating that the market has been disappointing, resulting in a drop in sales since the past two years, Villa said the company was optimistic on future sales thanks to its good customer base and demand, primarily for the Falcon 2000 series and the Falcon 7X and 8Xs.

Since the rollout of the first Falcon in 1963, Dassault has so far delivered around 2,400 Falcon jets globally. Dassault predicts strong demand among Indian customers for its new Falcon 5X very-large-body twin-jet, which is currently in development.

According to the company, the Falcon 5X is due to enter service in 2020.



First Ultra Long Range Falcon 8X Set for Delivery to Indian Operator by end 2016

SAINT-CLOUD, FRANCE. Dassault Aviation is presenting its fleet of Falcon large cabin, long range business jets at India Aviation.

The fifth edition of this prestigious event is featuring Dassault's popular 4,000 nm/7,410 km range Falcon 2000LXS widebody twinjet.

Dassault is the Indian market leader for large cabin, long range aircraft, with 22 aircraft currently in service and several more on order. This position stems in part from the Indian Air Force's long experience with Dassault fighters, whose advanced technologies, notably digital flight control, served as the basis for that on the Falcon 7X.

"We expect the country's accelerating economic growth to translate into rising Falcon sales going forward," said Dassault Aviation Chairman/CEO Eric Trappier. "No other business jet line is more suited to local requirements, whether it be in terms of cabin design, flying performance, fuel economy or versatility, than Falcon."

Dassault's popular Falcon 2000 twinjet - now approaching the 600th production mark - accounts for the largest portion of the present Indian fleet. Sales are currently being driven by the Falcon 2000LXS, the newest edition in the 2000 line, which offers a short-field capability comparable to smaller midsize and super midsize business jet models but with a range and comfort level far better than these aircraft. This summer, the Falcon 2000 line will be certified to carry Dassault's new FalconEye Combined Vision System option, allowing the LXS and the shorter range Falcon 2000S entry level jet to be offered with this revolutionary head up display, the first in the industry to meld synthetic and enhanced vision capabilities.

BULK OF NEW SALES COMING FROM FALCON 7X, 8X

The majority of new Indian Falcon orders, however, are for longer range models like the Falcon 7X and the new ultra long range Falcon 8X that can fly non-stop from anywhere in India to destinations such as London City Airport that are



typically off limits to big business jets.

The 6,450 nm/11,945 km Falcon 8X, which will feature the quietest and most comfortable cabin in business aviation, is due to be delivered to its first Indian operator by the end of 2016. The 8X will offer all the advanced technological features of the popular Falcon 7X, from which is derived, including the industry's leading digital flight control suite. It will also be certified with the advanced FalconEye Combined Vision System.

Set to be certified in mid-2016, the new trijet will offer the longest range of any Falcon along with the most extensive selection of cabin configurations available on any large cabin business jet. The three 8X's in the flight test programme have nearly completed all certification test requirements, having accumulated over 550 flight hours to date. This spring, s/n 03, the first 8X with a fully fitted interior, will undergo a global test campaign to demonstrate aircraft operational reliability and performance in different flight conditions. The month-long campaign will subject the aircraft to the extremes of what Falcon 8X customers might expect to face during its operational life and focus particular attention on the performance of cabin equipment and functionalities and other high speed communications systems, especially during long intercontinental flights.

Dassault also predicts strong demand among Indian customers for the all-new

Falcon 5X very large body twin, currently in development. Due to enter service in 2020, the 5,200 nm/9,630 km 5X will offer the largest cabin cross-section of any business jet and the lowest ownership and operating costs in the 5,000 nm segment.

"The unmatched ability of Falcons to combine short and long haul flights and fly out of short hard-to-reach airstrips with full range performance - even at high altitudes and high temperature conditions - make them perfect for Indian operating conditions," continued Trappier.

REINFORCED SUPPORT NETWORK

Meanwhile, Dassault continues to reinforce its regional support presence. Last year, the company opened a new Bangalore office and authorized Ligare Engineering, a division of Ligare Voyages, to provide AOG Service Level Maintenance for the Falcon 7X at its Delhi service facility.

The deal with Ligare followed previous Authorized Service Center agreements with Taj Air/Metrojet, for the Falcon 2000 series, and Air Works India, for the Falcon 900EX/LX line. Both of these operations are located in Mumbai and supported by satellite facilities around the country.

The regional service centers are backed up by spares warehouses in Mumbai and Chennai and offshore facilities in Dubai, Singapore and Paris. ■

First Ultra Long Range Falcon 8X set for delivery to Indian operator by end of 2016

By **SP's CORRESPONDENT**

Dassault Aviation will present its fleet of Falcon large cabin, long range business jets at India Aviation, India's biggest civilian aviation Exhibition from March 16-20, 2016, Hyderabad, India.

The fifth edition of this prestigious event, which opens on March 16 at Hyderabad Begumpet Airport, will feature Dassault's popular 4,000 nm/7,410 km range Falcon 2000LXS widebody twinjet.

Dassault is the Indian market leader for large cabin, long range aircraft, with 22 aircraft currently in service and several more on order. This position stems in part from the Indian Air Force's long experience with Dassault fighters, whose advanced technologies, notably digital flight control, served as the basis for that on the Falcon 7X.

"We expect the country's accelerating economic growth to translate into rising Falcon sales going forward," said Dassault Aviation Chairman/CEO Eric Trappier. "No other business jet line is more suited to local requirements, whether it be in terms of cabin design, flying performance, fuel economy or versatility, than Falcon."

Dassault's popular Falcon 2000 twinjet – now approaching the 600th production mark – accounts for the largest portion of the present Indian fleet. Sales are currently being driven by the Falcon 2000LXS, the newest edition in the 2000 line, which offers a short-field capability comparable to smaller midsize and super midsize-business jet models but with a range and comfort level far better than these aircraft. This summer, the Falcon 2000 line will be certified to carry Dassault's new FalconEye Combined Vision System option, allowing the LXS and the shorter range Falcon 2000S entry level jet to be offered with this revolutionary head up display, the first in the industry to meld synthetic and enhanced vision capabilities.

Bulk of New Sales Coming from Falcon 7X, 8X.



FALCON FAMILY

The majority of new Indian Falcon orders, however, are for longer range models like the Falcon 7X and the new ultra long range Falcon 8X that can fly non-stop from anywhere in India to destinations such as London City Airport that are typically off limits to big business jets.

The 6,450 nm/11,945 km Falcon 8X, which will feature the quietest and most comfortable cabin in business aviation, is due to be delivered to its first Indian operator by the end of 2016. The 8X will offer all the advanced technological features of the popular Falcon 7X, from which its is derived, including the industry's leading digital flight control suite. It will also be certified with the advanced FalconEye Combined Vision System.

Set to be certified in mid-2016, the new trijet will offer the longest range of any Falcon along with the most extensive selection of cabin configurations available on any large cabin business jet. The three

8X's in-the flight test program have nearly completed all certification test requirements, having accumulated over 550 flight hours to date. This spring, s/n 03, the first 8X with a fully fitted interior, will undergo a global test campaign to demonstrate aircraft operational reliability and performance in different flight conditions. The month-long campaign will subject the aircraft to the extremes of what Falcon 8X customers might expect to face during its operational life and focus particular attention on the performance of cabin equipment and functionalities and other high speed communications systems, especially during long intercontinental flights.

Dassault also predicts strong demand among Indian customers for the all-new Falcon 5X very large body twin, currently in development. Due to enter service in 2020, the 5,200 nm/9,630 km 5X will offer the largest cabin cross-section of any business jet and the lowest ownership and operating costs in the 5,000 nm segment.

"The unmatched ability of Falcons to combine short and long haul flights and fly out of short hard-to-reach airstrips with full range performance – even at high altitudes and high temperature conditions – make them perfect for Indian operating conditions," continued Trappier.

Meanwhile, Dassault continues to reinforce its regional support presence. Last year, the company opened a new Bangalore office and authorised Ligare Engineering, a division of Ligare Voyages, to provide AOG Service Level Maintenance for the Falcon 7X at its Delhi service facility.

The deal with Ligare followed previous Authorized Service Center agreements with Taj Air/Metrojet, for the Falcon 2000 series, and Air Works India, for the Falcon 900EX/LX line. Both of these operations are located in Mumbai and supported by satellite facilities around the country.

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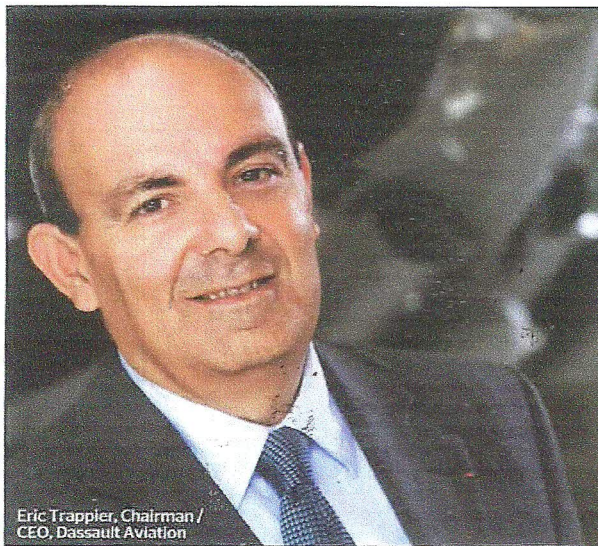
First ultra long range Falcon 8x set for delivery to Indian operator by end of 2016

Dassault Aviation is presenting its fleet of Falcon large cabin, long range business jets at the show. The company will show the popular 4,000 nm/7,410 km range Falcon 2000LXS widebody twinjet. Dassault is largely claimed to be the market leader in the Indian market for large cabin, long range aircraft, with 22 aircraft currently in service and several more on order. This position stems in part from the Indian Air Force's long experience with Dassault fighters, notably the digital flight control, served as the basis for that on the Falcon 7X.

"We expect the country's accelerating economic growth to translate into rising Falcon sales going forward," said Eric Trappier, Chairman/CEO, Dassault Aviation. "No other business jet line is more suited to local requirements, whether it be in terms of cabin design, flying performance, fuel economy or versatility, than Falcon," he added.

Dassault's Falcon 2000 twinjet, which is now approaching the 600th production mark - accounts for the largest portion of the present Indian fleet. Sales are currently being driven by the Falcon 2000LXS, the newest edition in the 2000 line, which offers a short-field capability comparable to smaller midsize and super midsize business jet models but with a range and comfort level far better than these aircraft.

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carry Dassault's new FalconEye Combined Vision System option, allowing the LXS and the shorter range Falcon 2000S entry level jet to be offered with this revolutionary head up display, the first in the industry to meld synthetic and enhanced vision capabilities.

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the most extensive selection of cabin configurations available on any large cabin business jet added Trappier.

The three 8X's in the flight test programme have nearly completed all certification test requirements, having accumulated over 550 flight hours to date.

This spring, s/n 03, the first 8X with a fully fitted interior, will undergo a global test campaign to demonstrate aircraft operational reliability and performance in different flight conditions. The month-long campaign will subject the aircraft to the extremes of what Falcon 8X customers might expect to face during its operational life and focus particular attention on the performance of cabin equipment, functionalities and other high speed communications systems, especially during long intercontinental flights.

Dassault also predicts strong demand among Indian customers for the all-new Falcon 5X very large body twin, currently in development. Due to enter service in 2020, the 5,200 nm/9,630 km 5X will offer the largest cabin cross-section of any business jet and the lowest ownership and operating costs in the 5,000 nm segment.

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Reinforced support network

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Dassault sales soar with Falcon 2000LXS, hopes on Falcon 8X

Dassault is presenting its fleet of Falcon large cabin, long range business jets at the show this year. The show stopper for the company is the Falcon 2000 LXS, the Indian market leader for large cabin, long range aircraft accounting for nearly two thirds of the Indian fleet. And the company hopes that the Falcon 8X will deliver for the future. One Falcon 8X is set for delivery to an Indian operator by end of 2016.

Dassault has 22 aircraft currently in service and more on order with the 4000nm/7410km range Falcon 2000LXS leading the way. This position stems from and part of the Indian Air Force's long experience with Dassault fighters, whose advanced technologies, notably digital flight control, served as a basis for that on the Falcon 7X.

"We expect the country's accelerating economic growth to translate into rising Falcon sales going forward," says Dassault Aviation Chairman/CEO Eric Trappier. "No other business jet line is more suited to local requirements, whether it is in terms of cabin design, flying performance, fuel economy or



Falcon 2000LXS

versatility, than the Falcon."

Dassault's popular Falcon 2000 twin jet is now approaching the 600th production mark. Sales are currently being driven by the Falcon 2000LXS, the newest edition in the 2000 line, which

offers a short-field capability comparable to smaller midsize and super midsize jet models, but with a range and comfort level far better than these aircraft.

This summer, the Falcon 2000 line will be certified to

carry Dassault's new Falcon Eye Combined Vision System option, allowing the LXS and the shorter range Falcon 2000S entry level jet to be offered with the revolutionary head up display (HUD), the first in the industry to meld synthetic and enhanced vision capabilities.

Combined Vision System (CVS) is the first HUD to combine synthetic database-driven terrain mapping along with thermal and low-light camera images. "It is in our DNA to innovate in ways that bring value to the customer," said Eric Trappier. "With the advent of our CVS we will be able to offer a superior solution that improves operational situational awareness and safety, regardless of the time of the day and the weather," he added.

The system combines both a simulated terrain database and a real-world view and as such, will dramatically improve situational awareness. Dassault's CVS will also allow approaches with operational credit and increased aircraft capabilities. It will be certified in the summer of 2016. The bulk of the new Indian Falcon orders, however are for longer range models like the Falcon 7X and the new ultra range long range Falcon 8X that can fly anywhere in India to destinations such as London City Airport that are typically off limits to big business jets. ■



Club One Air on an expansion drive

Inducts 3rd Falcon and opens airport & aviation service, targeting combined turnover of more than ₹ 200 crore by 2020

Club One Air- India's largest and oldest luxury jet charter operator is all set to increase its total fleet size to a double digit! With the introduction of their 3rd Falcon-2000 into its fleet, the Delhi headquartered private jet operator has now doubled its total fleet size to 10 within just two years.

Commenting on this new addition to the family; Bhupesh Joshi, Director & CEO, Club One Air said, "It gives me immense pleasure to introduce one more Falcon -2000 into our fleet. We believe this initiative will help us to provide best in class services to our customers in a seamless manner."

The third Falcon 2000 was manufactured by Dassault who strongly have presence since 50' as provider of fighter jet for the Indian Air force such as iconic 'Mirage 2000'. Dassault aviation is also a business jet market leader in India in the long range large cabin segment.

"We want to congratulate Club One Air for the addition of one more Falcon 2000 to its fleet. We are looking forward to support the aircraft through extended customer service network in India," Gilles Gautier, Senior Vice President-Sales, Dassault Aviation.

"We are very proud to be associated with Dassault whose aircrafts are also Indian Airforce's pride. We are extremely impressed with the timely delivery of Falcon's which are the backbone of our fleet," Joshi added.

Besides, introducing new jets, Club One Air has also doubled their revenue since 2013-14 along with the flying hours per plane per month. Growing at 20% the company has also opened F&B services and ground handling services under the brand name of Club One Class and Club One Concierge. The organization is set to achieve Rs.100cr. by next financial year and is eyeing a combined turnover of over Rs.200 cr. by 2020. Club One Air is already operating at over 100 airstrips in India and played an instrumental role during recent natural calamities in Uttarakhand and Chennai. •



L-R, BHUPESH JOSHI, GILLES GAUTIER AND DASSAULT TEAM MEMBERS