

## PRESS RELEASE

Turnover for the 3rd quarter – 9 Months  
2010/2011 financial year  
9<sup>th</sup> of February 2011



**A passion for excellence and innovation**

### **The Group's turnover grows by 7.6% in nine months GECI Aviation in good working order Skylander: a prestigious industrial partnership**

In M€	2010/2011 (April-December)	2009/2010 (April-December)	Variation
<b>Engineering division</b>	<b>39.5</b>	<b>36.6</b>	<b>+8.0%</b>
1 <sup>st</sup> Quarter (April-June)	14.8	12.1	+22.5%
2 <sup>nd</sup> Quarter (July-Sept.)	12.3	12.5	-1.6%
3 <sup>rd</sup> Quarter (Oct.-Dec.)	12.4	12	+3.3%
<b>Aviation division</b>	<b>5.0</b>	<b>4.8</b>	<b>+5.1 %</b>
1 <sup>st</sup> Quarter (April-June)	1.3	1.3	-
2 <sup>nd</sup> Quarter (July-Sept.)	2.6	2.1	+19.8%
3 <sup>rd</sup> Quarter (Oct.-Dec.)	1.1	1.3	-14.8%
<b>Turnover (9 months)</b>	<b>44.5</b>	<b>41.4</b>	<b>+7.6%</b>

For the first nine months of the 2010/2011 financial year, the GECI International Group posted a turnover of €44.5 M, up by 7.6 % compared to the same period in the preceding year.

#### **Engineering division: the driving force in innovation**

In the first nine months of its 2010/2011 financial year, the GECI International group's engineering business declared a turnover of 39.5 M€, giving it a growth rate of 8.0 % compared to the same period in the preceding year.

The engineering division, the group's core business, collaborates with the most prestigious industrial companies in the world of Transport and Infrastructure, and more especially in the aeronautics and space sectors.

The group has capitalised on its expertise and know how to expand its offer to the modification of aircraft, fitting out interiors and industrial design.

Marked by the group's intention to increase its presence in France, the engineering business has distinguished itself with a year-on-year growth rate of more than 20%, illustrated by the progress recorded in the Bordeaux, Belfort and La Seyne sur Mer agencies.

The group is also deploying a strategy of conquering the high growth markets with the creation of a subsidiary in India, GEI Transportation India, and the signing of a Joint Venture agreement with the engineering subsidiary of the Punj Lloyd group, a conglomerate employing 15,000 people, specialising in the oil, gas, nuclear and infrastructure industries and with a turnover of USD 2.4 billion.

The prime aim of this Joint Venture is to supply engineering services to the Indian aerospace market, which has vast needs, and to support the group's businesses in Europe.

GEI International has consolidated its presence in Eastern Europe by strengthening its agency in Bucharest and creating an additional subsidiary in Ukraine.

With this international deployment, the group intends to take additional market share, due to its high quality and competitive offer.

### **Aviation division: development of the international network**

In the first nine months of its 2010/2011 financial year, the GEI Aviation business posted a turnover of 5.0 M€, made exclusively by the Reims Aviation Industries subsidiary, and chalked up a growth rate of 5.1 % compared to the same period in the preceding year. In accordance with the company's accounting rules, this turnover does not include the business related to the production of the Chinese aircraft.

The Aviation Division intensified the marketing of its F406 and SK-105 aircraft and developed its international sales, distribution and support network. A sales office is being created in Kuala Lumpur, Malaysia, to cover South-East Asia. The division also signed an exclusive distribution agreement recently with the DAIHYAKU SHOJI company, to target the Japanese archipelago market. This installation in the Asia-Pacific region will soon be completed by the opening of an office in Brisbane, to cover the Australia, New-Zealand and Pacific area. The group now has a solid network of agents, representatives and distributors in around fifty countries.

### **Sky Aircraft: a prestigious industrial partnership**

The Sky Aircraft teams at Chambley are devoting themselves to preparing for the industrialisation of the Skylander SK-105. The aircraft's design phase is over and efforts are now focused on the phase of building airframes for ground and flight tests with all of the company's industrial partners.

The equipment makers and suppliers contributing to the SK-105 programme are all recognised specialists in the aeronautic industry. The partnership brings together such prestigious industrial companies as Pratt & Whitney Canada, Cobham, Hartzell, Meggitt, Parker, Intertechnique, Leach, Heggeman, Saint-Gobain, S.Mona, Beringer and PPG.

The aerostructures and tools are supplied by Latecis, Lauak, Figeac Aéro, Mazair, Masa and Romaéro.

With this industrial partnership, Sky Aircraft is preparing for the production of 1,500 aircraft between 2012 and 2018.

The Skylander, which offers exceptional performance for particularly competitive purchase and operating costs, is targeted at a market in which the needs of operators in the fields of regional transport, freight transport, medical evacuation, humanitarian missions and government applications are considerable.

The SK-105 has a commercial portfolio of around 570 aircraft for civil and government operators, 14 of which are formal agreements: firm orders, Memoranda of Understanding and Letters of Intent.

### **Reims Aviation Industries: the 100<sup>ème</sup> F406 in production**

Due to the intensive commercial efforts made by the GECI Aviation teams, the F406 is undergoing a major commercial renaissance, especially in the surveillance market, which is expanding rapidly worldwide.

The F406 is a renowned specialist in this type of light airborne surveillance mission and can be equipped with the latest generation of systems. It is the subject of 17 formal agreements with customers, in the form of firm order, Memoranda of Understanding or Letters of Intent and work is continuing on a portfolio of nearly 220 aircraft.

On the 30<sup>th</sup> of November last year, Reims Aviation Industries celebrated putting its 100th F406 aircraft into production in the presence of many celebrities and professionals from the aeronautic sector.

#### About GECI International

For 30 years, GECI International has been established as a specialist in high technology engineering, with a preponderant presence in the world of aeronautics. Working in the four corners of the world, GECI International's 950 staff, engineers and researchers are constantly ready to meet today's and tomorrow's technological challenges.

GECI International combines excellence, passion to innovation to propose, on the one hand, via its GECI Engineering division an offer of expertise and global solutions in the fields of aeronautics, transport and infrastructures and, on the other, via its GECI Aviation a range of twin turboprop aircraft: the F406 and the Skylander SK-105.

The F406, produced by Reims Aviation Industries, is recognised by operators throughout the world as being an aircraft particularly suitable for surveillance missions. The Skylander SK-105, produced by Sky Aircraft, stands out due to its exceptional performances, its ability to operate in extreme environments and its very competitive purchase and maintenance costs.

With the success of the F406 in the surveillance market and the Skylander, an aircraft unequalled in its category, GECI Aviation intends to play a major role in the world of light twin turboprop aircraft.

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GECI International is quoted in compartment C of NYSE – Euronext Paris  
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GECI Aviation is quoted on the Alternext market of NYSE – Euronext Paris  
**ISIN code (share): FR0010449199 – ALRAI**

GECI International and GECI Aviation have both been classified as an "Innovating Enterprise" by OSEO/ANVAR

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