

## PRESS RELEASE

Q3 Revenues – 9 Months  
FY 2011/2012  
February 3, 2012



Passion for excellence and innovation

**Q3 up 29%**

**Engineering: continued sequential growth**

**Aviation: a significant rise in activity**

In M€	2011/2012 (April-December)	2010/2011 (April-December)	Variation
<b>Engineering Activity</b>	<b>39.7</b>	<b>39.5</b>	<b>+0.4%</b>
Q1 (April-June)	11.8	14.8	-20.5%
Q2 (July-Sept)	13.0	12.3	+5.7%
Q3 (Oct.-Dec.)	14.9	12.4	+20%
<b>Aviation Activity</b>	<b>4.3</b>	<b>5.0</b>	<b>-14.0%</b>
Q1 (April-June)	0.9	1.3	-30.4%
Q2 (July-Sept)	0.8	2.6	-68.1%
Q3 (Oct.-Dec.)	2.6	1.1	+122.9%
<b>Revenue (9 months)</b>	<b>44.0</b>	<b>44.5</b>	<b>-1.3%</b>

The GECI International Group recorded revenues of €17.5M in Q3, versus quarterly revenues of €13.5M the previous year. This represents a 29% increase in activity.

Over the first nine months of 2011/2012, revenues for the financial year stand at €44M, in relation to €44.5M for the same period the previous year. Revenues for the FY are down 1.3% in relation to the same period the previous year.

## **Engineering Division: a significant increase in quarterly revenues and continued sequential growth**

Q3 revenues for the Engineering Division amount to €14.9M, versus €12.4M the previous financial year, marking a 20% growth in activity and confirming continued sequential growth with a growth rate of 14.1% in relation to the previous year's Q3.

Revenues for the first 9 months of FY 2011/2012 for the GEI International Group Engineering Division amount to €39.7M, slightly up on the same period for the previous year.

French activity continues to improve with a growth rate of 24.2% over the first nine months of the year, compared with the previous financial year. After a difficult first quarter, in particular in Germany where our subsidiary was subject to end-of-program budget restrictions, international business began to improve.

GEI International consolidates its position with its major contractors and in particular in terms of its E2S referencing renewed as "preferred supplier" of EADS group engineering services. GEI International's skills, technical performance, project management ability and organizational expertise provide it with extensive access to all EADS - Airbus, Eurocopter, Astrium and Cassidian division requests of proposals. Thus, in December 2011, GEI International won a major request for proposals concerning the Airbus A320 Neo engine pylon project, representing a contract for approximately 180,000 hours.

## **Aviation Division: Significant rise in quarterly revenues**

Aviation division revenues were raised entirely by its subsidiary Reims Aviation Industries. Over the first nine months of the financial year, revenues fell by 14%. However, revenues for Q3, which amounted to €2.6M, versus €1.1M for the same period the previous year, show significant growth and are proof that Reims Aviation Industries is in recovery.

On November 22, 2011, Reims Aviation signed a new order for an F406 surveillance aircraft for a European customer. This order is in addition to the seven mission aircraft destined for China for which protocols have already been issued.

The French Customs request for proposals, won in 2010, in partnership with EADS Group company Cassidian, to equip eight King Air 350 surveillance aircraft, also brings business to Reims Aviation Industries: experimental flights are currently taking place at the Prunay site in Reims and are performed nominally.

On December 12, 2011, Reims Aviation and the Defense Acquisition Program Administration (DAPA), Democratic People's Republic of Korea, signed the biennial maintenance contract, covering the repair of structural parts and equipment of the five F406, in service since 1998 within the Republic of Korea Navy (ROKN).

## **About GEI International**

For 30 years, GEI 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, GEI International's 1,000 staff, engineers and researchers are constantly ready to meet today's and tomorrow's technological challenges.

GEI International combines excellence, passion to innovation to propose, on the one hand, via its GEI Engineering division an offer of expertise and global solutions in the fields of aeronautics, transport and infrastructures and, on the other, via its GEI 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 worldwide as an aircraft that is particularly suited to 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.

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