



➔ **Business trends at 31 December 2007**
Patrice Durand, CFO

12 Feb. 2008

2007 Business trends



| At 31 December, in €m | 2007 | 2006 | <i>change</i> | |
|-----------------------|--------|--------|---------------|----------------|
| | | | <i>total</i> | <i>organic</i> |
| ■ Revenues | 12,296 | 10,264 | + 20% | + 6.4% |
| ■ Order intake | 12,856 | 10,818 | + 19% | + 1% |
| → <i>book to bill</i> | 1.05 | 1.05 | | |

in €m

Scope & exchange impacts

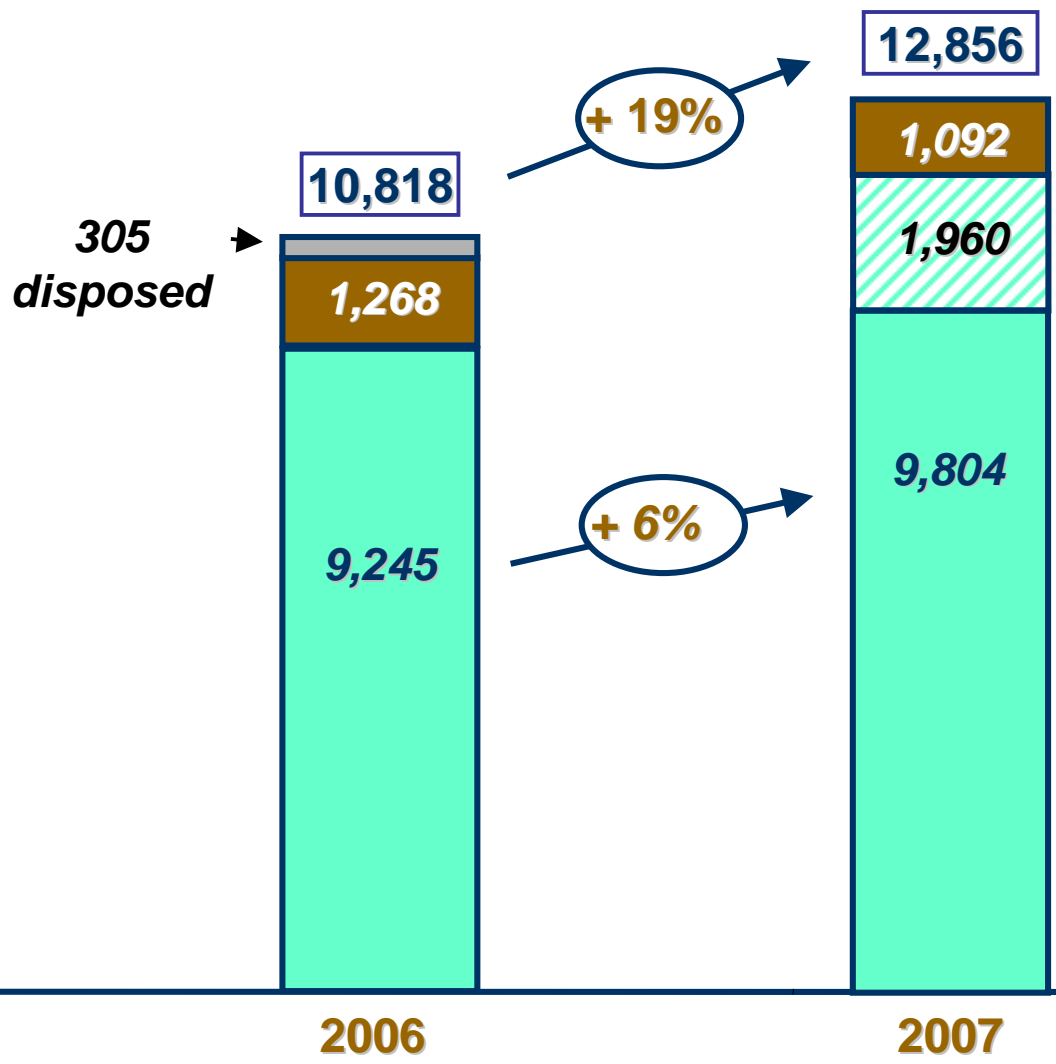
| | |
|------------------------|----------------|
| At 31 Dec. 2006 | 10,264 |
| Scope impact | 1,583 |
| <i>Acquisitions</i> | 2,072 |
| <i>Disposals</i> | (489) |
| Exchange impact | (162) |
| Organic change | 611 |
| At 31 Dec. 2007 | 12,296 |
| Total change | + 19.8% |
| Organic change | + 6.4% |

Revenues at 31 December 2007

| Revenues in €m | 2007 | 2006 | change | |
|-----------------------------|---------------|---------------|--------------|---------------|
| | | | total | organic |
| ■ Aerospace/Space | 3,597 | 2,492 | + 44% | + 4.5% |
| ■ Defence | 5,222 | 5,320 | - 2% | + 6.0% |
| ■ Security | 3,415 | 2,278 | + 50% | + 8.8% |
| Other & disposals | 62 | 174 | <i>ns</i> | <i>ns</i> |
| Total at 31 December | 12,296 | 10,264 | + 20% | + 6.4% |

19% increase in order intake at 31 Dec. 2007

in €m



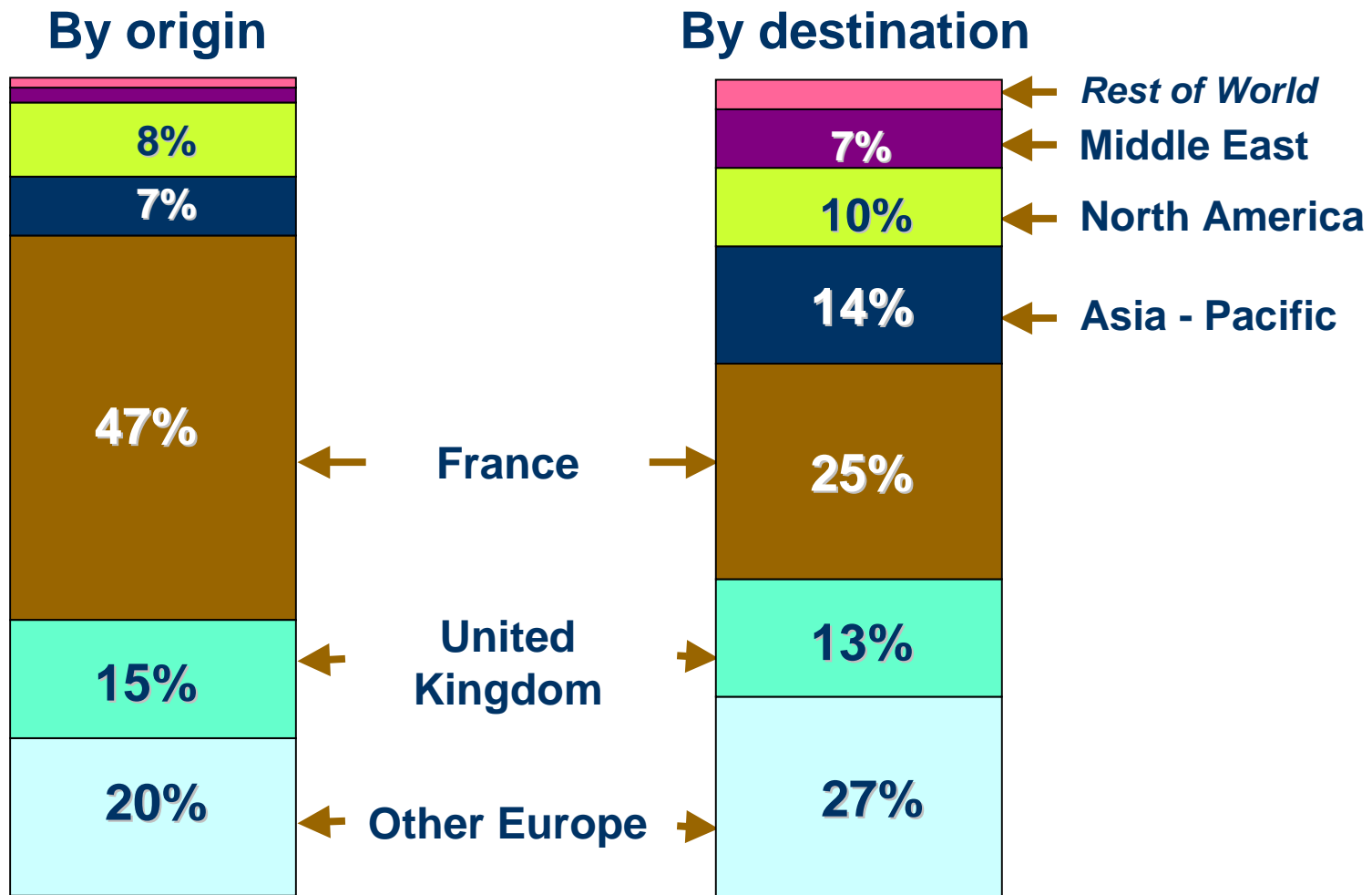
February 2008

Unit value > 100 M€
 Acquisitions < 100 M€
 Unit value < 100 M€

Order intake by domain at 31 December

| Orders in €m | 2007 | 2006 | change | | book/bill |
|-------------------|---------------|---------------|--------------|-------------|-------------|
| | | | total | organic | |
| ■ Aerospace/Space | 4,026 | 2,389 | + 69% | + 14% | 1.12 |
| ■ Defence | 5,402 | 5,573 | - 3% | + 1% | 1.03 |
| ■ Security | 3,372 | 2,684 | + 26% | - 11% | 0.99 |
| ■ Others | 56 | 172 | ns | | |
| Total | 12,856 | 10,818 | + 19% | + 1% | 1.05 |

2007 revenues by geographic areas



€12.3bn

2007 revenues by destination

| Revenues in €m | 2007 | 2006 | change | 2007 in % |
|--------------------------|--------|--------|--------|-----------|
| France | 3,108 | 3,064 | + 1% | 25% |
| UK | 1,584 | 1,342 | + 18% | 13% |
| Other European countries | 3,276 | 2,079 | + 58% | 27% |
| ■ Total Europe | 7,968 | 6,485 | + 23% | 65% |
| Asia & Pacific | 1,679 | 1,577 | + 6% | 14% |
| North America | 1,226 | 1,192 | + 3% | 10% |
| Middle East | 878 | 617 | + 42% | 7% |
| Rest of World | 545 | 393 | + 39% | 4% |
| ■ Total international | 4,328 | 3,779 | + 15% | 35% |
| ■ Total revenues | 12,296 | 10,264 | + 20% | 100% |



Back-up

Business trends in Q4 2007

| in €m | Q4 2007 | Q4 2006 | change | |
|-----------------------|---------|---------|--------------|----------------|
| | | | <i>total</i> | <i>organic</i> |
| ■ Revenues | 4,110 | 3,381 | + 22% | + 7.5% |
| ■ Order intake | 5,286 | 4,141 | + 28% | + 7.5% |
| → <i>book to bill</i> | 1.28 | 1.22 | | |

Q4 2007 revenues

| Revenues in €m | Q4 2007 | Q4 2006 | change | |
|--------------------------|--------------|--------------|--------------|---------------|
| | | | total | organic |
| ■ Aerospace/Space | 1,313 | 817 | + 61% | + 6.4% |
| ■ Defence | 1,704 | 1,780 | - 4% | + 9.2% |
| ■ Security | 1,071 | 765 | + 40% | + 4.6% |
| Other & disposals | 22 | 19 | ns | ns |
| Total Q4 revenues | 4,110 | 3,381 | + 22% | + 7.5% |

Q4 2007 order intake

| Orders in €m | Q4 2007 | Q4 2006 | change | | <i>book/bill</i> |
|---------------------|--------------|--------------|--------------|----------------|------------------|
| | | | <i>total</i> | <i>organic</i> | |
| ■ Aerospace/Space | 1,888 | 970 | + 95% | + 27% | 1.44 |
| ■ Defence | 2,250 | 2,202 | + 2% | + 9% | 1.32 |
| ■ Security | 1,128 | 951 | + 19% | - 15% | 1.05 |
| ■ Others | 20 | 18 | <i>ns</i> | <i>ns</i> | |
| Total orders | 5,286 | 4,141 | + 28% | + 7.5% | 1.29 |