



Press release

Toulouse, October 31, 2012 – 6:00 pm

YTD revenue at September 30 up by 11.7%
(excluding non-recurring items)

FY 2012 expected operational margin
revised at around 4% of consolidated revenue

<i>In € million</i>	H1			Q3			YTD at September 30		
	2012	2011	<i>Change (%)</i>	2012	2011	<i>Change (%)</i>	2012	2011	<i>Change (%)</i>
Aerostructures									
- Revenue exc. non-recurring items	163.7	147.8	+10.8%	68.6	63.2	+8.4%	232.3	211.0	+10.1%
- Non-recurring items	62.5	55.0	-	-	-	-	62.5	55.0	-
Interconnexion systems	86.0	75.9	+13.2%	39.1	31.4	+24.3%	125.0	107.3	+16.5%
Engineering and Services	40.6	37.5	+8.2%	18.8	17.2	+9.7%	59.4	54.7	+8.7%
Total revenue	352.8	316.3	+11.6 %	126.4	111.8	+13.1%	479.3	428.1	+12.0%
Revenue exc. non-recurring items	290.3	261.3	+11.1%	126.4	111.8	+13.1%	416.7	373.1	+11.7%

Growth in activity continues to be strong

For the 9 first months of 2012, the Group posted revenue, excluding non-recurring items, of €416.7 million, up +11.7% year on year. At a constant €/US\$ exchange rate, organic growth stood at +7.85%; the hedging strategy implemented has allowed the Group to partially benefit of a year on year strengthening of US \$ against Euro

The Group recorded on the period an additional non-recurring revenue of €62.5 million corresponding to billing of development costs (refer to press release dated February 2, 2012). As a result, total consolidated revenue reached €479.3 million.

3rd quarter activity was up +13.1% to €126.4 million, fuelled by strong delivery rates despite persisting tensions on the supply chain.

Based on the latest delivery rates released by aircraft manufacturers, the Group reassesses around 9% its FY 2012 revenue growth (both for total revenue and revenue excluding non-recurring items), which was previously expected around 10%.

October disturbed by Tunisian events

Interconnexion Systems were affected in October by movements disrupting Tunisian production on social tensions background; industrial solutions securing the schedule of deliveries to customers were immediately implemented, generating temporary overruns. The production activity is gradually resuming in Tunisia. This episode will weigh on the operating margin of the Group previously expected closed to 8% of consolidated sales for FY 2012, and which is now projected at around 4%, taking into account an exceptional provision based on a scenario assuming a return to normal situation in 2013.

About Latécoère

Latécoère is a tier 1 partner to major international aircraft manufacturers (Airbus, Embraer, Dassault, Boeing and Bombardier), in all segments of the aeronautical market (commercial, regional, corporate and military aircraft), specializing in three fields:

- Aerostructures (59% of total revenue): fuselage sections and doors.
- Interconnexion systems (27% of total revenue): onboard wiring, electrical harnesses and avionics bays.
- Engineering and Services (14% of total revenue): design, stress analysis and definition of industrial products - design, manufacturing & maintenance of tooling and special assemblies.

The Group employs 4,175 people, in 9 countries.

Latécoère had total consolidated revenues of €575.6 million in 2011 and as of June 30, 2012 its order book stood at €2.2 billion (based on a USD/EUR exchange rate of 1.25).

Latécoère, a French corporation (société anonyme) with capital of €18,621,608 divided into 9,310,804 shares with a par value of €2 per share is listed on Euronext Paris - Compartment C.

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