Background

• Company Overview
  – General Dynamics
  – Gulfstream
  – Product Support
  – Strengthening the relationship
General Dynamics Aerospace Group

• Gulfstream Aerospace Corporation
  – Acquired in 1999
  – Leading manufacturer of business aircraft

• Jet Aviation
  – Acquired in 2008
  – Leading worldwide aviation service company
  – Facilities throughout Europe, Middle East, Asia, North and South America

The GD Aerospace Group has a global reputation for superior business-jet design, quality, safety and reliability; award-winning aircraft-support services; and high-quality aircraft outfitting and refurbishing.
Solid Foundation in Georgia Since 1967

• 1967 Gulfstream facility built in Savannah
  – GII and subsequent large cabin aircraft built in Savannah

• Savannah remains:
  – Gulfstream’s worldwide headquarters
  – Site for initial phase manufacturing of all large cabin aircraft
Gulfstream Product Line

G150
3,000 nm (5,566 km) at M0.75

G280
3,600 nm (6,667 km) at M0.80

G450
4,350 nm (8,056 km) at M0.80

G550
6,750 nm (12,501 km) at M0.80

G650
7,000 nm (12,964 km) at M0.85

G150, G280 range with 4 passengers / G350 – G650 range with 8 passengers
G150/G280 shown with optional Enhanced Vision System (EVS)
The New Super Midsize Gulfstream G280

The G280 establishes leadership in the super midsize market segment with the largest cabin, the best performance and the most advanced systems.

- **Best performance in class**
  - 3,600 nm (6,667 km) at Mach 0.80 / short takeoff distances - 4,750 ft (1,448 m)

- **Largest, most comfortable cabin in class**
  - Longer and more spacious cabin with in-flight access to baggage
  - Best overall cabin environment

- **Most advanced cockpit and systems**
  - PlaneView280™ flight deck with optional EVS II and HUD II
  - Standard auto-throttles and auto-braking
New Gulfstream Flagship - The Gulfstream G650

• Longest range and fastest speeds
  – 7,000 NM (12,964 km) at Mach 0.85 / 5,000 NM (9,260 km) at Mach 0.90

• Largest, most comfortable cabin in class
  – Widest purpose built business jet
  – New, larger cabin windows & lowest cabin altitude

• Most advanced cockpit and systems
  – PlaneView® II, EVS II, SV-PFD
  – Fly-by-wire flight control system / New Rolls Royce BR 725 engines
Gulfstream Current Manufacturing Facilities

14,000+ Gulfstream Employees
9,000+ in Savannah

- **Appleton, Wisconsin**
  - Completions
  - Paint/Stripping Facility
    - 275,200 ft² (25,567 m²)

- **Savannah, Georgia**
  - Corporate Headquarters
  - Major Assembly, Engineering, and Completions
  - Paint/Stripping Facility
    - 3,181,074 ft² (295,531 m²)

- **Dallas, Texas**
  - Completions
  - Paint/Stripping Facility
    - 403,561 ft² (37,492 m²)

- **Brunswick, Georgia**
  - Completions
  - 110,070 ft² (10,226 m²)

- **Long Beach, California**
  - Completions
  - Paint/Stripping Facility
    - 335,000 ft² (31,123 m²)

- **Mexicali, Mexico**
  - Sub-Assembly Support and Spares
    - 335,000 ft² (31,123 m²)
PRODUCT SUPPORT

Making A Difference

Gulfstream
Strategic Parts Locations

Over $1.4 billion in inventory distributed globally
Airborne Product Support™

- Dedicated Gulfstream G100 for delivering flight essential parts and technicians 24 / 7 / 365
- Completed over 2,550 flight-saving trips since 2002
- Continued dedication with 4 flight crews and back-up aircraft capability
- Provided at no cost
Product Support Growth

- 2011 Westfield, Mass.
  - Expansion
- 2011 Luton, England
  - Expansion
- 2012 Sorocaba, Brazil
  - New Facility
- 2012 Beijing, China
  - New Facility
- 2015 Brunswick, GA
  - Expansion
- 2016 Savannah, GA
  - Expansion

14,000+ Gulfstream Jobs Worldwide
2014 Product Support Surveys

• Gulfstream ranks first in ProPilot’s Corporate Aircraft Product Support Survey
  – We’ve ranked first in 14 of the last 17 surveys

• No. 1 in Aviation International News’ (AIN) annual product support survey for the 12th consecutive year
Gulfstream Service and Support Solutions

- 11 company-owned service centers
- Worldwide support network
- More than $1.4B parts located worldwide
- 24-hour technical support
- Field and Airborne Support Teams (FAST)
- Top-rated Product Support Network
Current Hangar & Materials Warehouse - Luton
Gulfstream Luton

- Two Hundred and sixty five (265) employees in London, Luton.
- Personnel: 55 B1, 17 B2, 6 A licence holders
- Over 70 employees hired within the last 2 years. Equating to a 26% Increase.
- Currently certified to work on all the Gulfstream models.
- Luton’s region of coverage is Europe, Africa and the Middle East.
- Home of European based FAST (Field and Airborne Support Team).
- Increase Service maintenance slots by 60% , when moving from old Signature Flight support hangars to Hangar 125 and site, in November 2011. (Total 2115 Inputs during 2015).
- Holder of EASA DOA approval (EASA.21J.164)
- Holder of 3 CAMO approvals (EASA Part M UK.MG.0235, Cayman Islands & Bermuda)
- Holder of 22 Part 145 Regulatory Approvals and in the process for a further 2
How can the CAA & Business Aviation work together towards a stronger partnership

• Operators of these aircraft can be owned and operated by individuals and this requires to be understood further by the Regulatory Authorities

• Development of a focal group for Corporate Business Group similar to UK OTG (Operators Technical Group)
Areas of improvement & discussion

- EASA / ANAC Bi-lateral delays
- Delays in the processing of applications for personnel licensing, Bi-lateral approvals
- Performance Based Oversight