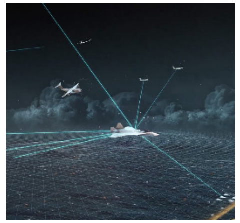
Airbus SE - Investor Guide

2018 AIRBUS





A Global Leader

- A global leader in aeronautics, space and related services
- **84% civil** revenues, **16% defence**
- Three reportable segments: Airbus, Helicopters, Defence and Space
- Robust and diverse backlog
- Global footprint with European industrial roots

2018 Consolidated Airbus
External Revenue by Division

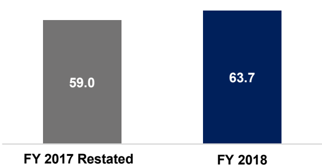
Airbus	74%
Helicopters	9%
Defence and Space	17%

2018 Consolidated Airbus
Order Book in value by Region

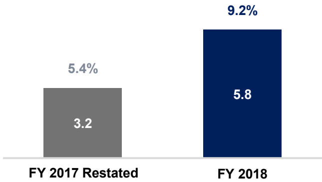
Asia Pacific	30%	Middle East	8%
Europe	28%	Latin America	6%
North America	19%	Other	9%

Financial Performance

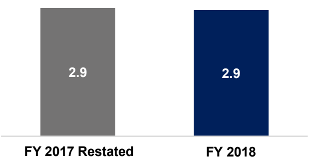
Revenues in € bn



EBIT Adjusted in € bn / RoS (%)



FCF before M&A and Customer Financing in € bn

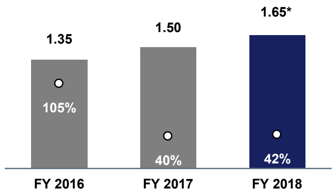


- Strong 2018 performance, Guidance delivered
- A380 deliveries cease in 2021
- A400M re-baselining negotiated
- 2019 Guidance confirms growth trajectory

Focus on Shareholder Return

- 2018 dividend proposal of € 1.65 per share, +10% vs. FY 2017
- Pay-out ratio of 42%, in line with our commitment to sustainable dividend growth

Dividend per Share in € / **Pay-out Ratio**



* Board proposal to be submitted to the AGM 2019, subject to AGM approval.

Key Financials

	2017 as reported	2017 restated	2018
Revenues (€ bn)	66.8	59.0	63.7
EBIT adjusted (€ bn)	4.3	3.2	5.8
RoS based on EBIT adjusted	6.4%	5.4%	9.2%
EBIT reported (€ bn)	3.4	2.7	5.0
Net Income (€ bn)	2.9	2.4	3.1
EPS reported (€)	3.71	3.05	3.94
Dividend (€)	1.50	1.50	1.65*
Net Cash Position (€ bn)	13.4	13.4	13.3
FCF before M&A and Customer Financing (€ bn)	2.9	2.9	2.9

Click here for guidance. * Board proposal to be submitted to the AGM 2019, subject to AGM approval.

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Further information on https://www.airbus.com/investors.html

Airbus

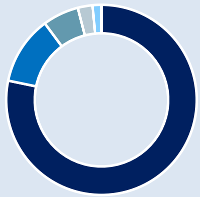
Key Financials

	2017	2018
Order Intake net (€ m)	N/A	41,519
Order Book (€ m)	N/A	411,659
Revenues (€ m)	43,486	47,970
R&D Expenses (€ m)	1,842	2,214
EBIT adjusted (€ m)	2,383	4,808
RoS (based on EBIT adj.)	5.5%	10.0%

2018 External Revenue Split

Platforms	94%
Services	6%

2018 Deliveries by Programme (units)



A320	78%
A350	12%
A330	6%
A220	3%
A380	2%

2018 Orders & Deliveries

- Net Aircraft **Orders: 747**
- Aircraft **Deliveries**: **800**
- **Operators** worldwide: **433**
- **Aircraft in operation: 10,716**

Click here for Commercial Aircraft Orders & Deliveries.

Airbus Helicopters

Key Financials

	2017	2018
Order Intake net (€ m)	N/A	6,339
Order Book (€ m)	N/A	14,943
Revenues (€ m)	6,335	5,934
R&D Expenses (€ m)	306	315
EBIT adjusted (€ m)	247	380
RoS (based on EBIT adj.)	3.9%	6.4%

2018 External Revenue Split

Platforms	59%
Services	41%

Civil	51%
Defence	49%

2018 Orders & Deliveries

- Net Helicopter **Orders: 381**
- Helicopter **Deliveries: 356**
- **Operators** worldwide: **433**
- **Global fleet** of approx. **12,000** in-service rotorcraft to support

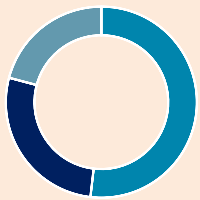
Airbus Defence and Space

Key Financials

	2017	2018
Order Intake net (€ m)	N/A	8,441
Order Book (€ m)	N/A	35,316
Revenues (€ m)	10,596	11,063
R&D Expenses (€ m)	322	328
EBIT adjusted (€ m)	815	935
RoS (based on EBIT adj.)	7.7%	8.5%

2018 External Revenue Split

Platforms	70%
Services	30%



Military Aircraft	52%
Space Systems	27%
CIS* & Others	21%

* Communications, Intelligence & Security

2018 Orders & Deliveries

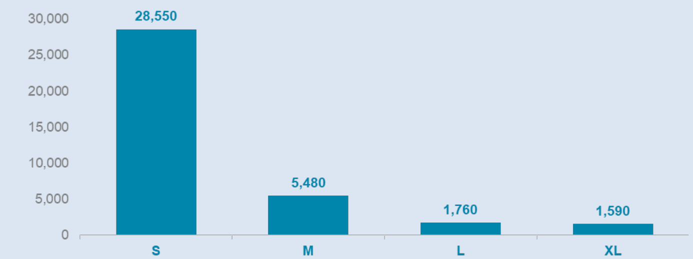
- **Major orders** include EF Qatar, 4 A330 MRTT, 4 C-295, 2 Telecom Satellites & Heron TP drones
- **Major deliveries** include 17 A400M, 6 A330 MRTT, 13 EF Typhoon & 2 Telecom Satellites

Airbus

Market Outlook

- The **world's passenger air traffic is set to grow at 4.4% per year between 2018 and 2037** supporting strong aircraft demand.
- **~37,400 new deliveries between 2018-2037**

20 Years New Deliveries of Passenger and Freighter Aircraft (units)



	S	M	L	XL
% units	76%	15%	5%	4%
% value	54%	25%	10%	11%

Source: Airbus Global Market Forecast Passenger aircraft (≥ 100 seats) | Jet freight aircraft (>10 tonnes)

Portfolio Highlights

A **world leading** manufacturer of aircraft in the category of 100 seats and more

- **A220 – The response to a worldwide market demand** for smaller single-aisle jetliners. Backlog*: 480 aircraft.
- **A320 Family – The undisputed leader in the single-aisle category** with New Engine Option (neo) entry into service 2016. Backlog*: 6,056 aircraft.
- **A330 Family – The most popular widebody aircraft** with first neo version delivered in 2018. Backlog*: 295 aircraft.
- **A350 XWB – New generation** designed to reduce operating costs, fuel burn and CO2 emissions with entry into services of 14 A350-1000 in 2018. Backlog*: 659 aircraft.
- **A380 – the world´s largest commercial aircraft:** in service with 14 operators. Backlog: 87 aircraft.

** December 2018*


A220


A321neo

Investment Case

- **Strong aircraft demand** over the next 20 years.
- **Market leading** products (A220, A320neo, A330neo, A350 XWB).
- **Partnership** with Bombardier since 1st July 2018. The A220 extends our product offering into a fast growing market sector.
- **Continuous innovation:** in 2018, entry into service of the A321LR, the A330neo, the A350-900 Ultra Long Range and the A350-1000.
- **Backlog: new industry record** supporting ramp-up plans.
- **Production rate increase** on **A320** family aircraft to 60 per month by mid-2019 and rate 63 targeted in 2021. On **A350 XWB** rate 10 per month reached end of 2018.

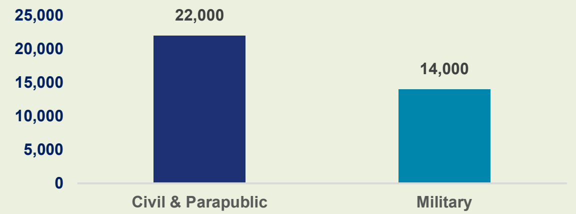

A330neo


A350 XWB

Airbus Helicopters

- **Civil & Parapublic demand is 40% driven by replacements** essentially coming from North America & Europe **and 60% driven by growth**, essentially from Emerging Markets (~80%).
- **Military demand is mainly driven by budgetary and strategic considerations**, as well as the **need to replace ageing fleets**.

20 years Global Helicopter Delivery Forecast (units)



	Civil & Parapublic	Military
% units	61%	39%

Source: Airbus Helicopters

A **global leader** in the civil and military helicopter market

- **Light and light twin engine** – H130, H135 and H145 multi-purpose helicopter
- **Medium-lift:** H175, a new standard for offshore, VIP and public service transport and the all-new H160
- **Medium-heavy:** Super Puma (H225/H215) full multi-purpose helicopter for military and civil missions
- **Multi-mission NH90:** Multi-role military helicopter for both tactical transport and naval applications
- **Tiger combat helicopter:** Air-to-air and fire support helicopter
- **Airbus Corporate Helicopters** (ACH): Dedicated Private and Business Aviation Helicopter Brand


H145M


H215

- **Leading civil and parapublic market share** with ~52 % in unit in 2018
- **Increased military market share** from 9% in 2017 to 25% in 2018 thanks to several major contracts
- **Services visibility:** large in-service fleet of approx. 12,000 helicopters worldwide
- **Customer proximity:** covering over 150 countries worldwide
- **New product introduction:** First serial H160 performed its first flight in Dec'18 ahead of certification
- Investigating **future unmanned Vertical Take-Off and Landing systems** (VSR700) and **Urban Air Mobility** (CityAirbus, RACER)

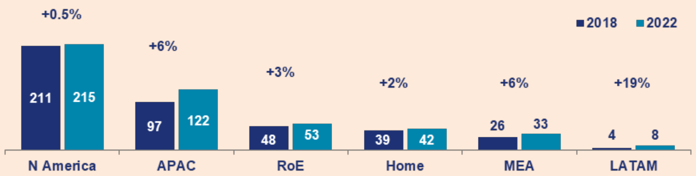

Tiger


H160

Airbus Defence and Space

- **Global defence and space budget** in 2018 ~€ 1,640 bn; highest level since the end of the Cold War, can be interpreted as a measured response to the volatility, uncertainty, complexity and ambiguity of the security environment
- **Annual defence procurement** ca. € 393 bn in 2018, CAGR 2.7% to 2022
- **Annual space procurement (governmental)** ca. € 32 bn in 2018, CAGR 2.4% until 2022

Defence & Space procurement & RDTE budgets*
(by region in € bn, 2018 vs. 2022)



Source: Airbus DS Global Market Forecast 2018
* excluding Personnel, Operations and Maintenance some of which may be addressable

Europe's #1 defence and space company

- **Military Aircraft –** Designs, develops, delivers and supports a large family of aircraft including combat, mission, transport and tanker aircraft worldwide. Key products: Eurofighter Typhoon, A400M, A330 MRTT, C295.
- **Space Systems –** Satellites, orbital systems, space equipment; deep-space exploration and space transportation capabilities (via ArianeGroup).
- **CIS** – Satellite and secure land communications, large system integration projects, satellite-based intelligence, cyber security and digital applications.
- **UAS** – Solutions for military & commercial applications: Zephyr, Eurodrone, Operational Services and Airbus Aerial.


Eurofighter


A330 MRTT

- Comprehensive portfolio with **leading position** in European home markets — and **strong export potential**.
- Clear **growth strategy** based on strengthening core products and expanding services business with a focus on digitalization ("smarter products – more services – more digital").
- **Growth opportunities** driven by increasing defence spending and dynamic shift of the space market ('New Space').
- **Favourable political context** with increasing Franco-German cooperation and new European programme opportunities including Future Combat Air System (FCAS) and European Medium-Altitude Long-Endurance (Euro-MALE).


Eurostar E3000(e)


Zephyr