AIRBUS AT A GLANCE – AS OF FY18

Consolidated Airbus
External Revenue by Division

- Airbus 74%
- Helicopters 9%
- Defence and Space 17%

€ 63.7 bn
t/o defence € 9.9 bn

Airbus
Passenger Aircraft, Freighter Conversion, Services

Helicopters
Civil / Parapublic and Military Helicopters for a wide range of missions, Support and Services

Defence and Space
Military Aircraft, Space Systems, Comms, Intelligence and Security, Unmanned Aerial Systems

Deliveries by Programme (units)
- A320 78%
- A350 12%
- A330 6%
- A220 3%
- A380 1%

External Revenue Split
- Platforms 59%
- Services 41%

External Revenue Split
- Platforms 70%
- Services 30%
A ROBUST COMMERCIAL AIRCRAFT ENVIRONMENT

2019

22,680 Fleet in service

2038

39,210 Deliveries

14,210 Replace

8,470 Stay

25,000 Grow

Strong & Resilient passenger traffic growth:
~40% of deliveries for replacement, ~60% for growth

Notes: Passenger aircraft (≥100seats), Freighters (>10t) | Rounded figures to nearest 10
Source: Airbus GMF 2019
Box sizes for illustrative purposes only
COMPETITIVE AIRCRAFT PORTFOLIO UNDERPINS RECORD BACKLOG

Solid and well diversified Backlog*
7,276 aircraft

- North America: 13%
- Europe & CIS: 17%
- Latin America: 8%
- Africa: 7%
- Middle-East: 1%
- Asia Pacific: 25%
- Middle-East: 3%
- Asia Pacific: 42%
- Middle-East: 16%
- Asia Pacific: 23%
- Middle-East: 8%
- Asia Pacific: 8%
- Middle-East: 1%
- Asia Pacific: 25%
- Middle-East: 3%
- Asia Pacific: 21%
- Middle-East: 1%
- Asia Pacific: 8%

Airbus backlog* aligned with regional needs and demand forecast

* Commercial aircraft
8% of undisclosed customers

% Backlog as of end of June 2019
% Share of 2019-2038 new deliveries (GMF 2019)
H1 2019 PERFORMANCE & 2019 GUIDANCE

**Revenues** in € bn & **Deliveries** in # units

<table>
<thead>
<tr>
<th>H1 2018</th>
<th>FY 2018</th>
<th>H1 2019</th>
<th>2019 Guidance</th>
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<td>#303</td>
<td>#800</td>
<td>#389</td>
<td>#880-890</td>
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<tr>
<td>25.0</td>
<td>63.7</td>
<td>30.9</td>
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**FCF before M&A and Customer Financing** in € bn

<table>
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<th>H1 2019</th>
<th>2019 Guidance</th>
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<tr>
<td>(4.0)</td>
<td>2.9</td>
<td>(4.0)</td>
<td>~4.0</td>
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**EBIT Adjusted** in € bn

<table>
<thead>
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<th>H1 2018</th>
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<td>1.2</td>
<td>5.8</td>
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**2019 Guidance**

As the basis for its 2019 guidance, Airbus expects the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions.

**Airbus 2019 Earnings and FCF guidance is before M&A**

- Airbus targets 880 to 890 commercial aircraft deliveries in 2019
- On that basis:
  - Airbus expects to deliver an increase in EBIT Adjusted of approximately +15% compared to 2018 and FCF before M&A and Customer Financing of approximately €4 bn
KEY PROGRAMME UPDATE

• Programme fully consolidated into Airbus since July 1st 2018
• 78 aircraft now in operation. Customer interest confirmed with 95 firm orders and commitments at Le Bourget
• Focusing on commercial momentum, production ramp-up and cost reduction

A220

Backlog of 5,800+ aircraft supports our ramp-up. Preparing for rate 63 in 2021
• Continuing to study potential further rate increases beyond 2021
• ACF ramp up in H2’19 remains challenging

A320

Progressing on Neo transition – working closely with engine partner and suppliers to deliver in line with customer commitments
• A330-800 flight test campaigns progressing

A330

Rate 10 reached in Q4’18 – stabilising production at current rates including -1000 ramp-up
• A350 breakeven targeted in 2019. Continuing our journey toward cost convergence.

A350

Progressing on Programme wind-down and securing in-service support for the next decades

A380

Continuing with development activities as agreed in the revised capability roadmap
• Retrofit activities advancing in line with customer agreed plan
• Contract Amendment signed with OCCAR. Anticipated impact reflected in FY’18 results.

A400M

A220

A320

A330

A350

A380

A400M
**DELIVER EPS & FCF GROWTH POTENTIAL**

2018 - 2021

**EPS Growth**
- A320neo Volume & Price
- A350 Turning Profitable
- Boost Competitiveness
- Investment in Digital & Innovation

**FCF Growth**
- EPS Growth
- A400M*
- A220**
- Working Capital Control

**Future Growth Potential**
- A350 Margin improvement
- A320 Higher Rate potential
- Boost Competitiveness

* A400M will continue to weigh until 2021.
** A220 will continue to weigh until 2021. Partnership funding arrangement not included in FCF.
Box sizes for illustration purpose only.