SAFE HARBOUR STATEMENT

DISCLAIMER

This presentation includes forward-looking statements. Words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “projects”, “may” and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about strategy, ramp-up and delivery schedules, introduction of new products and services and market expectations, as well as statements regarding future performance and outlook.

By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

THESE FACTORS INCLUDE BUT ARE NOT LIMITED TO:

- Changes in general economic, political or market conditions, including the cyclical nature of some of Airbus Group’s businesses;
- Significant disruptions in air travel (including as a result of terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
- The successful execution of internal performance plans, including cost reduction and productivity efforts;
- Product performance risks, as well as programme development and management risks;
- Customer, supplier and subcontractor performance or contract negotiations, including financing issues;
- Competition and consolidation in the aerospace and defence industry;
- Significant collective bargaining labour disputes;
- The outcome of political and legal processes including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
- Research and development costs in connection with new products;
- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties.

As a result, Airbus Group’s actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements. For a discussion of factors that could cause future results to differ from such forward-looking statements, see Airbus Group “Registration Document” dated 5 April 2016.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus Group undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.
MARKET UPDATE

- **Macroeconomic environment**
  - Dynamic landscape

- **Resilient air travel**
  - Structural demand for competitive products

- **Long term growth market**
  - Commercial aircraft demand 4.5% growth p.a. for next 20 years

*Healthy commercial aircraft environment confirmed*
2016 PRIORITIES

Managing short-term challenges to drive operational progress

Continuing focus on competitiveness

Implementing strategy to focus on Core

Progressing to achieve EPS and FCF growth potential
INNOVATION – DESIGNING THE FUTURE OF AEROSPACE

State of the art products

New concepts

Digitalisation

Innovation will shape tomorrow’s Aerospace
Robust backlog with FY 2016 book to bill target > 1 maintained, supporting production plans

---

Strong product portfolio

Competitive product family

Robust backlog

Regionally diversified backlog, supporting production plans

Focus on delivery

Managing ramp-up and transition
A320 FAMILY

A320
Ramp-up & Transition

- Backlog: 5,466 (t/o 4,575 NEOs), orders 127 and deliveries 244 (t/o 8 NEOs)
- Managing ramp-up to rate 60 in mid-2019
- Deliveries H2 loaded
  - GTF “Golden engine” being delivered
  - 1st delivery with LEAP engine expected soon

Commercial figures: end of June
A350 FAMILY

A350 Ramp-up

- Backlog 775, orders 25 and deliveries 12
- Improving dispatch reliability and performance
- Driving the ramp-up: target 50+ aircraft in 2016
- First A350-1000 delivery in H2 2017
- Rate 10 target confirmed end of 2018, breakeven expected before end of decade

Commercial figures: end of June
A380 FAMILY

A380
Passengers’ Choice

- Backlog 126 and deliveries 14
- Breakeven achieved at 27 deliveries
- New baseline: 12 deliveries p.a from 2018. Target further cost reduction to lower breakeven level
- Traffic growth supports long term programme perspective

I FLY A380

Commercial figures: end of June
A330 Neo Development & Transition

- Backlog 349 (t/o 186 NEOs), orders 31 and deliveries 28
- A330 transition secured rate 6, increase to rate 7 in 2017
- NEO brings 14% fuel efficiency improvement per seat
- Development on track, 1st delivery targeted end 2017

Commercial figures: end of June
2016 PERSPECTIVE ON EBIT BEFORE ONE-OFF

2015 EBIT* before one-off
€4.1bn

2016 EBIT* before one-off
Stable

- FX Hedging impact
- R&D Reduction
- A320 Volume
- A330 Volume
- Transition pricing
- A350 Ramp-up cost

2016 stable EBIT* before one-off at stable perimeter vs 2015
Earnings profile H2 loaded

* Pre-goodwill impairment and exceptionals
Box sizes for illustration only
Stable EPS before one-off – 2016 EPS supported by divestments
2016 PERSPECTIVE ON NET CASH

2015 Net Cash
€10 bn

2016 Net Cash supported by proceeds from divestments

FCF before M&A stable with 2015
Divestment proceeds / M&A
Perimeter change
Dividend
Share Buyback
DRIVING EARNINGS PERFORMANCE

On track to deliver significant EPS growth potential

End of decade

- Boost Performance
- R&D Reduction
- A350 Turning profitable
- A320 Volume and Price
- FX Hedging impact
- No more capital gains*
- Defence & Space Perimeter change

2016 EPS

On track to deliver significant EPS growth potential

* Assumes Defence Electronics closes in Q4 16
FCF generation and increasing cash conversion by end of decade
KEY TAKEAWAYS

- Robust and diversified backlog supporting production plans
- Continued focus on ramp-up and transition
- Driving competitiveness and innovation
- EPS and FCF growth story confirmed
- Sustainable shareholder returns

Enhancing shareholder value and securing the future