Pre-Farnborough Media Day
Bruno Even – Airbus Helicopters CEO
A global leader

Strengthening our position in a new market environment

5-year civil & parapublic evolution of gross bookings

2013: 44%, 775 units
2014: 43%, 707 units
2015: 52%, 621 units
2016: 53%, 569 units
2017: 52%, 555 units

Revenue in 2017: 6.33 Bn€
Resilient by design

Robust mix of activities provides platform for growth

The Airbus Helicopters network

External Revenue split 2017

- Platforms: 56%
- Services: 44%
- Civil: 51%
- Military: 49%
Over the next 20 years, the global civil market will represent nearly 22,000 units

Supported by growth in emerging markets

<table>
<thead>
<tr>
<th>Model</th>
<th>Category</th>
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</thead>
<tbody>
<tr>
<td>H125 / H130</td>
<td>Single-Engine</td>
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<tr>
<td>H135 / H145</td>
<td>Light Twin-Engine</td>
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<tr>
<td>H160</td>
<td>Medium</td>
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<td>H175</td>
<td>Super Medium</td>
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<tr>
<td>H215 / H225</td>
<td>Heavy</td>
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Airbus Helicopters has the widest and most modern product range to meet the demand
Capturing growth

Emerging regions will represent half the fleet in service by 2036…

…and will contribute to more than 80% of the growth
HELIicopters

Addressing future military needs

The widest and most modern military range

Meeting current and future requirements of armed forces worldwide
Building customer loyalty

Support & Services at the core of our strategy

- HCare tailored services
- Global integrated contracts
- Analytics / Connected services
- Continued focus on cost reduction and fleet availability
A new industrial model

Supporting faster and standardised operations

Driving quality and competitiveness for our customers
eVTOLs and UAVs will enter the market over the next decade

Investing today in enabling technologies

Preparing the future of vertical flight
Thank you