aero-notes

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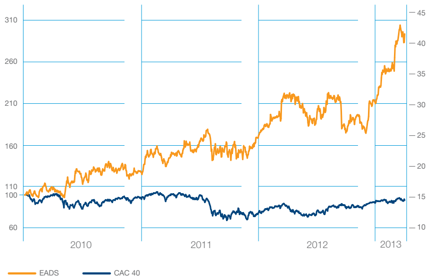


PHILIPPE BALDUCCHI
EADS Head of Investor Relations and Financial Communication

Dear Shareholder,

It gives me great pleasure to present to you the latest issue of aeronotes at this momentous time for our company. At the Extraordinary General Meeting, held in Amsterdam on 27 March this year, EADS shareholders approved a far-reaching overhaul of the company’s shareholding structure and governance. You will find more details on our website: www.eads.com (Investor Relations > Extraordinary General Meeting).

In the following pages, you can read an interview with our CFO, Harald Wilhelm, in which he elucidates the key figures of 2012 and explains his priorities for the time ahead.

Along with the entire Investor Relations team, I look forward to meeting many of you soon, whether at the EADS Annual General Meeting at the end of May, or at any of our many other special events for private investors. You will find details in our shareholder calendar on page 8.

I hope you enjoy this issue. If you have any comments or suggestions, please feel free to send them to ir@eads.com.

Yours,
Philippe Balducchi

EADS

"IMPROVED PROFITABILITY IS OUR PRIORITY NUMBER ONE"

INTERVIEW WITH HARALD WILHELM

In 2012, EADS delivered what appears an improved set of figures. Could you talk us through the main highlights?

Our 2012 results are a good reflection of the progress I believe we are making at EADS. Despite a difficult macro-economic environment, our revenues are up 15%. Commercial momentum remains healthy. Our order book now stands at the record level of € 566 billion, which is an immense platform for future growth. It's also worth highlighting the broad geographical spread of the backlog, which reflects dynamic growth in Asia-Pacific and Middle East.

But most importantly of all: our results show that we are making progress in terms of profitability. Our EBIT before one-off was up 68%, and our net income has risen 19% to € 1.2 billion. Though we still have some way to go to reach longer-term profitability targets, it's a major step. Going forward, improved profitability is priority number one for the management team. And we'll be focusing especially on our operations. Within the major new programmes, we'll be devoting our utmost attention to the A350, which is progressing though it remains a key risk.

Can you explain what's behind the dividend proposal for this year?

The proposed dividend of € 0.60 per share is a clear sign that we are focused on delivering value to our shareholders. The increase on the previous year's dividend (€ 0.45) reflects our improved earnings per share. Beyond that, it also shows an increased payout ratio, which is now up to 40% from 35% last year.

Why are you proposing a share buyback?

As you know, EADS is moving towards a new shareholding structure. It's a transformational development which will normalise our governance and significantly increase the free-float. I believe that our shareholders should benefit from these developments. That is why the management proposed a share buyback programme for up to € 3.75 billion over an 18-month period. This is a sign of our confidence in the new set-up and, above all, a recognition of our shareholders' loyalty. With a net cash position at € 12.3 billion, we have the resources to reward shareholders while preserving the flexibility to invest in our business. Going forward, maintaining a strong liquidity position will continue to be a clear priority. We won't compromise on that.

Free cash flow outlook for 2013 is quite moderate, though, at break-even. Why is that?

In 2013, clearly, we are expecting a further improvement in underlying profitability, with an EBIT before one-off target of € 3.5 billion. That will translate into a significant improvement in operating cash flow. However, in 2013 we will also see continued investment in the programme ramp-up, not only at Airbus but also Eurocopter. We have the start of the A350 industrialisation, ramp-up of the A400M programme and a temporary reduction in A380 deliveries as we transition to the new wing rib feet. This will all have some impact on capital expenditure and working capital. As in 2012, we expect a rather back loaded pattern, and will push hard to recover by the end of the year.

EC175

You mentioned longer-term profitability targets. What level of profitability would you be aiming at over the coming years?

Our operational performance is improving, driven above all by the civil aircraft business, but also with positive contributions from Eurocopter and Astrium, and in Cassidian core activities are also performing well. In the coming years, while the positive progression should be supported by falling costs on the A380 programme, we are entering a critical stage in the A350 development. As in any new aircraft programme we would expect first deliveries here to have a rather dilutive effect on profitability. Leaving aside the A350 risk and assuming the dollar-euro rate remains at a level of around 1.30$/€, our ambition is clearly to reach a return on sales of 10% by the full year 2015.

As part of the effort to reach that level, we are focusing amongst others on reducing risk in our portfolio. The new management at Cassidian, for example, completed a comprehensive business review in 2012, which should pave the way for improving margins within the Division's core business. Of course, our primary focus is on programme execution across the Group, with a particular focus on the A350, which has made good progress in the past year though it remains a challenging programme.

Front fuselage for the first flyable A350 XWB, Toulouse, France

How do you view the current share price development?

After a 38% rise in 2011, and another 22% rise in 2012, the share price development in the first few months of 2013 has again been very positive. It's a sign that investors share our optimism and trust in our capacity to deliver. Together with the entire EADS management team, I'm aware of the responsibility that goes with that trust. We are fully motivated to meet the challenge.

"Our primary focus is on programme execution across the Group, with a particular focus on the A350, which has made good progress in the past year though it remains a challenging programme."

The A320 neo has continued to generate strong orders into 2013.

CONTINUED GROWTH

"EADS achieved double-digit revenue and profit growth during 2012 while the order backlog increased further", – SAID EADS CEO TOM ENDERS. "Going-forward, the focus on bottom line growth remains our priority number one as a management team. If anything, the new governance, the new shareholder structure and the new Board as of end March will further energize the company and its employees on their successful international growth path."

EADS achieved strong revenue and underlying profit growth for the full year 2012. Despite a difficult macro-economic environment, EADS saw continued momentum in its commercial activities while defence revenues were broadly stable.

For the full year 2012, EADS' **revenues** increased by 15 percent to € 56.5 billion (FY 2011: € 49.1 billion). This strong performance was driven mainly by higher volume and more favourable U.S. dollar rates at Airbus Commercial as well as solid increases at Eurocopter and Astrium. The companies acquired in 2011 contributed around € 1.5 billion to the 2012 revenues. Defence revenues were flat compared to 2011.

Physical deliveries remained strong with a record 588 aircraft for Airbus Commercial, 29 aircraft for Airbus Military, 475 helicopters at Eurocopter and the 53rd consecutive successful Ariane 5 launch.

EBIT* before one-off increased sharply to € 3.0 billion (FY 2011: € 1.8 billion) for EADS and to around € 1.8 billion for Airbus (FY 2011: around € 0.5 billion). The Group performance was driven by the strong underlying performance at Airbus Commercial while Eurocopter and Astrium also delivered absolute increases to the EBIT* before one-off.

EADS' **reported EBIT*** increased to € 2,186 million (FY 2011: € 1,696 million) with one-off charges totalling € 820 million booked during the year.

Of these total one-off charges, € 522 million were booked at Airbus during 2012, including the anticipated € 251 million on the A380 related to the wing rib feet repair. The A350 XWB charge of € 124 million to reflect the latest programme update is unchanged since H1 2012. Good progress is being made on the A350 XWB programme but it remains challenging and there is no room left in the schedule. Also included is a € 71 million charge for the foreign exchange impact on pre-delivery payments mismatch and balance sheet revaluation. At Eurocopter, the on-going renegotiation of certain contracts for governmental customers resulted in a € 100 million charge in the fourth quarter. At Cassidian, a total of € 198 million of charges were booked in the final quarter to reflect restructuring costs in line with the business transformation (€ 98 million) and a charge related to portfolio de-risking (€ 100 million), in particular for the secure systems and solutions business.

Net Income increased by 19 percent to € 1,228 million (FY 2011: € 1,033 million), or earnings per share of € 1.50 (earnings per share FY 2011: € 1.27).

Based on Earnings per Share (EPS) of € 1.50, the EADS Board of Directors proposes payment on 5 June 2013 of a dividend of € 0.60 per share to the Annual General Meeting of shareholders (FY 2011: € 0.45 per share). The record date should be 4 June 2013.

OUTLOOK

As the basis for its 2013 guidance, EADS expects the world economy and air traffic to grow in line with prevailing independent forecasts and assumes no major disruption due to the current sovereign debt crisis.

In 2013, gross commercial aircraft orders should be above the number of deliveries, in the range of 700 aircraft. Airbus deliveries should continue to grow to between 600 and 610 commercial aircraft.

Due to lower A380 deliveries and assuming an exchange rate of € 1 = $ 1.35, EADS revenues should see moderate growth in 2013.

By stretching the 2012 underlying margin improvement, in 2013 EADS targets an EBIT* before one-off of € 3.5 billion and an EPS* before one-off of around € 2.50 (FY 2012: € 2.24), prior to the proposed share buyback.

Excluding the known wing rib feet A380 impact in 2013 of around € 85 million based on 25 deliveries, going forward, from today's point-of-view, the "one-offs" should be limited to potential charges on the A350 XWB programme and foreign exchange effects linked to PDP mismatch and balance sheet revaluation.

The A350 XWB programme remains challenging. Any schedule change could lead to an increasingly higher impact on provisions.

EADS aims to be Free Cash Flow breakeven after customer financing and before acquisitions in 2013.

Self-financed Research & Development (R&D) expenses remained broadly stable at € 3,142 million (FY 2011: € 3,152 million), due to IAS38 capitalisation of € 366 million on the A350 XWB. The focus continues on major development programmes across the portfolio, in particular the A350 XWB and at Eurocopter.

Free Cash Flow before acquisitions of € 1,449 million exceeded expectations.
The traditional end of year seasonal payment pattern has been very strong.

Despite the record level of commercial aircraft deliveries, EADS' customer financing gross exposure was broadly stable compared to the 2011 level.

EADS' **Net Cash position** increased to a solid € 12.3 billion (year-end 2011: € 11.7 billion) after a cash contribution of € 856 million to pension assets and the dividend payment of about € 370 million.

EADS' **order intake**[3] amounted to € 102.5 billion (FY 2011: € 131.0 billion) and reflected continuing commercial momentum across the EADS portfolio. Airbus Military, Eurocopter, Astrium and Cassidian all recorded year-on-year increases in order intake while Airbus Commercial exceeded its order target, booking 914 gross orders for 2012. At the end of December 2012, the Group's **order book**[3] had increased by 5 percent to € 566.5 billion (year-end 2011: € 541.0 billion). The defence order book decreased to € 49.6 billion (year-end 2011: € 52.8 billion).

EADS GROUP (in € million)	FY 2012	FY 2011	Change
Revenues	**56,480**	49,128	+15%
thereof defence	11,605	11,561	0%
EBIT*	**2,186**	1,696	+29%
Self-financed Research and Development	3,142	3,152	0%
Net Income[1]	1,228	1,033	+19%
Earnings Per Share (EPS)[1]	€ 1.50	€ 1.27	+€ 0.23
Free Cash Flow (FCF)	1,248	958	+30%
Free Cash Flow before Customer Financing	1,394	823	+69%
Dividend per share	€ 0.60[3]	€ 0.45	+€ 0.15
Order Intake[2]	102,471	131,027	−22%
Order Book[2]	**566,493**	540,978	+5%

* Earnings before interest and taxes, pre goodwill impairment and exceptionals.
1) EADS continues to use the term Net Income. It is identical with Profit for the period attributable to equity owners of the parent as defined by IFRS Rules.
2) Contributions from commercial aircraft activities to EADS Order Intake and Order Book based on list prices.
3) To be proposed to the Annual General Meeting.

The full EADS press release is available at www.eads.com

AIRBUS

Airbus' consolidated revenues increased by 17 percent to € 38,592 million (FY 2011: € 33,103 million), reflecting strong commercial aircraft deliveries. The Airbus consolidated EBIT* more than doubled to € 1,230 million (FY 2011: € 584 million).

Airbus Commercial revenues amounted to € 36,943 million (FY 2011: € 31,159 million), driven by record commercial deliveries of 588 (FY 2011: 534), including 30 A380s. Revenues also benefitted from favourable U.S. dollar rates.

Airbus Commercial's reported EBIT* amounted to € 1,125 million (FY 2011: € 543 million). It benefited from an improved operational performance including favourable volume and pricing, net of escalation. It also reflected the hedge rate improvement. The Division's self-financed R&D expenses fell slightly to € 2,442 million. Despite stable deliveries, revenues at Airbus Military decreased by 15 percent to € 2,131 million (FY 2011: € 2,504 million) driven by lower A400M and tanker revenues. Airbus Military's EBIT* improved significantly to € 93 million (FY 2011: € 49 million).

During 2012, Airbus Commercial registered 914 gross orders (FY 2011: 1,608 gross orders). Net orders totalled 833 (FY 2011: 1,419).

The A350 XWB development remains on track, based on the revised schedule, with the final assembly line fully operational. Another milestone was achieved in February 2013 with the award of the European Aviation Safety Agency's Engine Type Certification for the Trent XWB turbofan.

Regarding the A380, the wing rib issue has been resolved with repairs on-going on deployed aircraft and design modifications embodied into the new production standard. The avenue for breakeven in 2015 is set at 30 deliveries.

Airbus delivered 30 A380s in 2012.

At the end of the year, AirAsia became the first operator of a fuel-saving 'Sharklet'-equipped A320.

Airbus Military achieved 32 aircraft orders (FY 2011: 5 orders) and delivered 29 aircraft (FY 2011: 29 deliveries). First A400M delivery is due in Q2 2013 and four deliveries are expected this year. Airbus Military was selected by India as the preferred bidder to supply A330 MRTT aircraft.

At the end of 2012, Airbus' consolidated order book was valued at € 523.4 billion (year-end 2011: € 495.5 billion). The Airbus Commercial backlog amounted to € 503.2 billion (year-end 2011: € 475.5 billion), which comprises 4,682 units representing an industry record (year-end 2011: 4,437 aircraft). At the end of the year, Airbus Military's order book stood at € 21.1 billion (year-end 2011: € 21.3 billion).

Oman signed a contract for the purchase of 12 Eurofighters.

CASSIDIAN

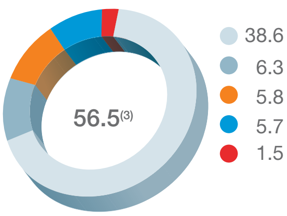
Cassidian revenues in 2012 were broadly stable as expected at € 5,740 million (FY 2011: € 5,803 million). EBIT* in 2012 fell to € 142 million (FY 2011: € 331 million) reflecting the € 198 million of one-off charges booked in the fourth quarter.

Cassidian's order intake rose significantly to € 5.0 billion in 2012 (FY 2011: € 4.2 billion) despite the challenging market environment. This was driven mainly by the Eurofighter and missile export business. In December, Oman signed a contract for the purchase of 12 Eurofighter Typhoon aircraft which is yet to be included in the order book.

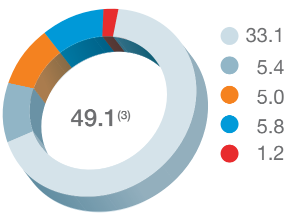
At the end of December 2012, the order book of Cassidian had risen slightly to € 15.6 billion (year-end 2011: € 15.5 billion).

EADS BY DIVISION

REVENUES (in € billion)

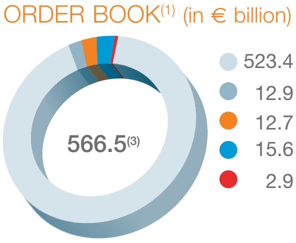


FY 2012

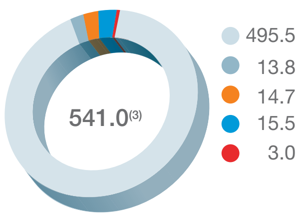


FY 2011

ORDER BOOK[1] (in € billion)



30 December 2012



31 December 2011

Airbus[2]
Eurocopter
Astrium
Cassidian
Other businesses

* Earnings before interest and taxes, pre goodwill impairment and exceptionals.
1) Contributions from commercial aircraft activities to EADS Order Intake and Order Book based on list prices.
2) The reportable Segments Airbus Commercial and Airbus Military form the Airbus Division. Eliminations are treated at the Division level.
3) Total figure includes Headquarters Consolidation.

ASTRIUM

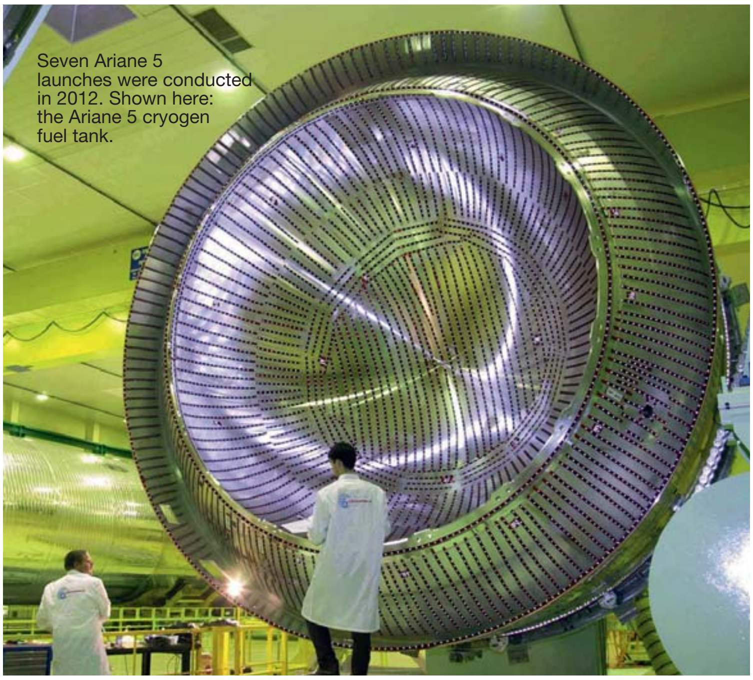
Astrium revenues in 2012 increased to € 5,817 million (FY 2011: € 4,964 million) driven mainly by growth in services including the Vizada integration and strong programme execution. EBIT* increased by 17 percent to € 312 million (FY 2011: € 267 million).

The Division achieved an order intake of € 3.8 billion in 2012 (FY 2011: € 3.5 billion), despite continued tough competition in the marketplace.

Seven Ariane 5 launches were conducted during 2012, taking the number of successful consecutive launches to 53. Nine Astrium-built satellites were delivered during the year.

In November, the European Space Agency's Ministerial Council broadly confirmed European space budgets related to key programmes of Astrium. This resulted in initial contracts worth € 108 million received in January 2013 to secure the development of Ariane 6 and Ariane 5 ME.

At the end of 2012, Astrium's order book amounted to € 12.7 billion (year-end 2011: € 14.7 billion).



Seven Ariane 5 launches were conducted in 2012. Shown here: the Ariane 5 cryogen fuel tank.

Eurocopter recorded a 15% increase in order intake.

EUROCOPTER

Revenues at **Eurocopter** increased 16 percent to a record € 6,264 million (FY 2011: € 5,415 million), driven mainly by higher repair and overhaul support activities and the full year inclusion of the Vector Aerospace business consolidation. Total deliveries declined to 475 helicopters (FY 2011: 503 helicopters).

The Division's EBIT* increased by 20 percent to € 311 million (FY 2011: € 259 million).

Eurocopter's order intake for 2012 rose 15 percent to € 5,392 million (FY 2011: € 4,679 million) with the number of net bookings rising for the third consecutive year to 469 (FY 2011: 457).

Eurocopter continues to work in close collaboration with the investigating authorities on further identifying and explaining the root cause of the Super Puma incidents. The root cause of the recent Ecureuil incidents has been identified and a programme is in place to implement a retrofit approved by EASA.

At the end of 2012, Eurocopter's order book was worth € 12.9 billion (year-end 2011: € 13.8 billion) comprising 1,070 helicopters (year-end 2011: 1,076 helicopters).

ATR achieved a record number of 64 aircraft deliveries in 2012.

HEADQUARTERS AND OTHER BUSINESSES (not belonging to any Division)

Revenues of Other Businesses increased 22 percent to € 1,524 million (FY 2011: € 1,252 million), driven by volume increases at EADS North America and higher ATR deliveries. The EBIT* of Other Businesses decreased to € 49 million (FY 2011: € 59 million).

ATR in 2012 secured 61 firm orders (FY 2011: 119 orders) with its order backlog reaching 221 aircraft at the end of the year. ATR achieved a record annual delivery level of 64 aircraft (FY 2011: 54 aircraft).

In late 2012, the U.S. Army awarded EADS North America a $ 181.8 million contract option to deliver 34 additional UH-72A Lakota light utility helicopters.

At the end of December 2012, the order book of Other Businesses had decreased slightly to € 2.9 billion (year-end 2011: € 3.0 billion).

GOVERNANCE OVERHAUL

At the EADS Extraordinary General Meeting, held in Amsterdam on 27 March 2013, shareholders approved a far-reaching overhaul of the company's governance structure and the appointment of new directors.

Shareholders also authorised a plan to repurchase up to 15% of EADS' outstanding share capital and cancel shares purchased through the buyback. Further details can be found on the EADS website: www.eads.com (Investor Relations > Extraordinary General Meeting)

EADS Annual General Meeting will be held in Amsterdam on 29 May 2013. For full details, please refer to the EADS website (Investor Relations > Annual General Meeting).

SHAREHOLDER CALENDAR

14 May 2013: EADS Q1 Results 2013

22 May 2013: Private shareholder site visit, Manching, Germany

29 May 2013: Annual General Meeting, Amsterdam, The Netherlands

17 – 23 June 2013: Paris Air Show, Paris Le Bourget, France

26 June 2013: Private shareholder information meeting, Paris, France

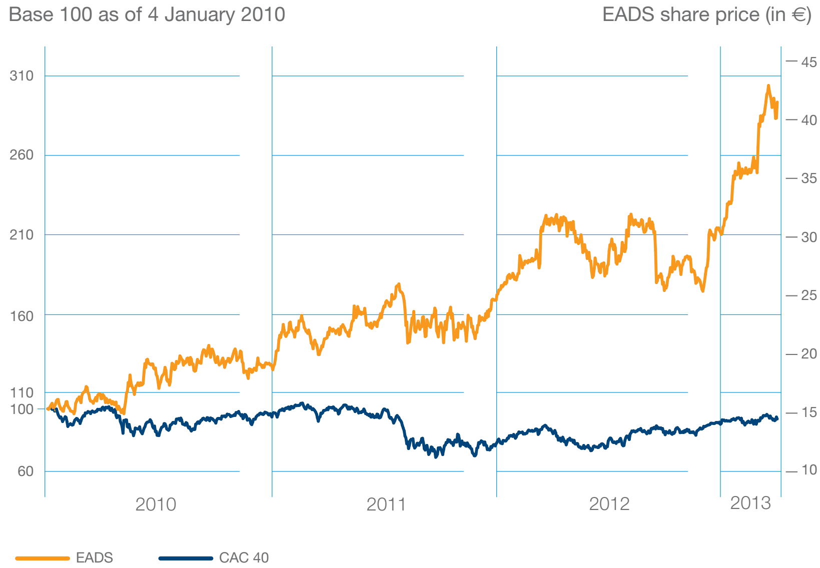
4 July 2013: Private shareholder information meeting, Munich, Germany

10 July 2013: Private shareholder forum (DSW), Hamburg, Germany

31 July 2013: EADS Half-Year Results 2013

YOUR EADS SHARES

SHARE PRICE EVOLUTION as of 3 April 2013



SHARE PRICE EVOLUTION IN 2013 (Paris Stock Market)

- High: € 42.585 (on 15 March)
- Low: € 30.065 (on 2 January)
- Performance year-to-date: +34.10%
- Closing price 3 April: € 40.33
- Gross dividend per share: € 0.60*

*Subject to shareholder approval at the AGM 2013. Record date 4 June 2013; payment date 5 June 2013.

EADS SHAREHOLDERS' MEETINGS

Private investors and shareholders may also attend one of our two dedicated EADS Private Shareholders Information Meetings in Paris and Munich:

26 June 2013, La Villette, Paris, France

4 July 2013, Künstlerhaus, Lenbachplatz 8, Munich, Germany

If you would like to take part or find out more about these and other events, please visit our website: www.eads.com under Investor Relations > Private Shareholders, write to ir@eads.com or phone the Shareholder Information number as indicated on this page.

SHAREHOLDER INFORMATION

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