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’ 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’ 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 the Airbus “Registration Document” dated 28 March 2018, including the Risk Factors section.

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

Rounding disclaimer:
Due to rounding, numbers presented may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

IFRS 15 Disclaimer:
The Company has adopted the IFRS 15 standard as of 1st January 2018. 2017 figures are pro forma, amended with IFRS15 restatements and new segment reporting.
FY 2018 HIGHLIGHTS

- Strong 2018 performance, Guidance delivered
- A380 deliveries cease in 2021
- A400M re-baselining negotiated
- Dividend proposal: € 1.65 / share, +10% vs. FY 2017
- 2019 Guidance confirms growth trajectory
FY 2018 COMMERCIAL POSITIONING

**Airbus Commercial Aircraft**

- **Order Book in units by Programme**
  - 7,577 units
  - t/o A220: 480 units
  - A320: 80%
  - A350: 9%
  - A220: 6%

**Consolidated Airbus**

- **Order Book in value by Region**
  - € 460 bn
  - t/o defence: € 39 bn
  - Asia Pacific: 30%
  - Europe: 28%
  - North America: 19%
  - Middle East: 8%
  - Latin America: 6%
  - Other: 9%

- **Consolidated Airbus**
  - € 63.7 bn
  - t/o defence: € 9.9 bn
  - Airbus: 74%
  - Helicopters: 9%
  - Defence and Space: 17%

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Order Book units reflect contractual view. Order Book value measured under IFRS 15 reflects assessment of recoverability and net transaction price, including engines.

- **AIRBUS**: Gross orders: 831 a/c; net orders: 747 a/c, incl. 40 A350, 27 A330 and 135 A220; Backlog: 7,577 a/c
- **HELICOPTERS**: Net book to bill > 1; 381 net orders including 15 H160, 51 Lakota LUH, 29 NH90, 8 H215M, and 4 H225M
- **DEFENCE AND SPACE**: Net book to bill of ~0.8. Key contract wins include EF Qatar, 4 MRTTs, Heron TP drones for Germany, 2 satellites and first contract for Ariane 6 signed with Eutelsat

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AIRBUS
## FY 2018 Financial Performance

<table>
<thead>
<tr>
<th></th>
<th>FY 2018 (Restated)</th>
<th>FY 2017 (Original)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>In € Million</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues</td>
<td>63,707</td>
<td>59,022</td>
<td>7.9%</td>
</tr>
<tr>
<td>EBIT Adjusted</td>
<td>5,834</td>
<td>3,190</td>
<td>82.9%</td>
</tr>
<tr>
<td>(in % of Revenues)</td>
<td>9.2%</td>
<td>5.4%</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>5,048</td>
<td>2,665</td>
<td>89.4%</td>
</tr>
<tr>
<td>(in % of Revenues)</td>
<td>7.9%</td>
<td>4.5%</td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td>3,054</td>
<td>2,361</td>
<td>29.4%</td>
</tr>
<tr>
<td>EPS Reported (1) (in €)</td>
<td>3.94</td>
<td>3.05</td>
<td>29.2%</td>
</tr>
<tr>
<td>FCF before M&amp;A and Customer Financing</td>
<td>2,912</td>
<td>2,949</td>
<td>-1.3%</td>
</tr>
<tr>
<td>FCF Reported</td>
<td>3,505</td>
<td>3,735</td>
<td>-6.2%</td>
</tr>
</tbody>
</table>

(1) FY 2018 Average number of shares: 775,167,941 compared to 773,772,702 in FY 2017
2018 figures include A220, consolidated into Airbus as of July 1st 2018
2017 figures are amended with IFRS15 restatements
VALUES, ETHICS & COMPLIANCE

A top priority for Airbus in 2018 and 2019

2018: Substantial progress

- Independent Compliance Review Panel
- Airbus Values Journey
- E&C Committee
- Improved Speak Up Culture
- E&C Training & Engagement

2019: “Enforce respect of Airbus ethics and compliance standards, principles”
RESPONSIBILITY & SUSTAINABILITY

Reinforcing our culture via an R&S Charter

Transparency via disclosure
- First Non-Financial Statement published in the 2017 Registration Document
- Registration Document contained outline of Airbus' first Vigilance Plan

Influencing the value chain
- Supply chain risk mapping
- Launch of pilot phase for R&S performance ratings of suppliers

R&S Highlights

Starling earth observation services (mapping deforestation)

Sustainable fuel project Mobile in Alabama

Airbus Foundation Youth and Humanitarian activities
Gross Dividend per share increase to € 1.65 (+10% vs. 2017)
Confidence in 2019 earnings and future cash generation
Strong commitment to shareholder returns

- **Ex-dividend date**: Monday 15 April 2019
- **Record date**: Tuesday 16 April 2019
- **Payment date**: Wednesday 17 April 2019

(1) Board proposal to be submitted to the AGM 2019. Subject to AGM approval
2012 – 2018: GROWTH STORY

**EBIT Adjusted**
- FY 2012: €3.0 bn
- FY 2018: €5.8 bn

**FCF before M&A and Customer Financing**
- FY 2012: €1.6 bn
- FY 2018: €2.9 bn

**Dividend per Share**
- FY 2012: €0.60
- FY 2018: €1.65

**Notes:**
- 2018 figures reflect IFRS 15.
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 PRIORITIES

- Deliver on 2019 commitments
- Ramp-up A320
- Improve A350 margins
- Leverage military portfolio
- Services, Digital and Innovation

Deliver Earnings and FCF growth potential