SAFE HARBOUR STATEMENT

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 4 April 2017.

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.
Delivered all guidance KPIs

Commercial a/c net BtB>1; record deliveries and backlog supports ramp-up

Further steps towards efficiency initiated to prepare the future

A400M remains an area of concern

Future EPS / FCF growth confirmed

Dividend proposal: € 1.35 per share (+ 4% vs. 2015)
FY 2016 COMMERCIAL POSITIONING

- **COMMERCIAL AIRCRAFT**: Net book-to-bill > 1; 731 net orders (949 gross) incl. 41 A350 and 83 A330. Backlog: 6,874 a/c
- **HELICOPTERS**: 353 net orders (incl. UK MFTS and H225 for Singapore)
- **DEFENCE AND SPACE**: Book to bill > 1; Strong order momentum in Military Aircraft with 16 L&M Canada and EF Sustainment and support contracts as well as in Space mainly with telecom and earth navigation and science

* Commercial Order Intake and Order Book based on list prices
## 2016 Financial Performance

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2015</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order Intake</td>
<td>134,480</td>
<td>158,967</td>
<td>-15.4%</td>
</tr>
<tr>
<td>Order Backlog</td>
<td>1,060,447</td>
<td>1,005,864</td>
<td>5.4%</td>
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<tr>
<td>Revenues</td>
<td>66,581</td>
<td>64,450</td>
<td>3.3%</td>
</tr>
<tr>
<td>EBIT Adjusted</td>
<td>3,955</td>
<td>4,108</td>
<td>-3.7%</td>
</tr>
<tr>
<td></td>
<td>5.9%</td>
<td>6.4%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>EBIT</td>
<td>2,258</td>
<td>4,062</td>
<td>-44.4%</td>
</tr>
<tr>
<td></td>
<td>3.4%</td>
<td>6.3%</td>
<td>-2.9%</td>
</tr>
<tr>
<td>Net Income</td>
<td>995</td>
<td>2,696</td>
<td>-63.1%</td>
</tr>
<tr>
<td>EPS Reported (in €)</td>
<td>1.29</td>
<td>3.43</td>
<td>-62.4%</td>
</tr>
<tr>
<td>FCF before M&amp;A and Customer Financing</td>
<td>1,408</td>
<td>1,325</td>
<td>6.3%</td>
</tr>
<tr>
<td>FCF Reported</td>
<td>3,181</td>
<td>2,825</td>
<td>12.6%</td>
</tr>
</tbody>
</table>

(1) FY2016 Average number of shares: 773,798,837 compared to 785,621,099 in FY2015
DIVIDEND PER SHARE

IN €

FY 2014 FY 2015 FY 2016

1.2 1.3 1.35(1)

40% 40% 40%

Pay-out Ratio

Gross Dividend per share increase to € 1.35(1) (+4% vs. 2015)
Pay-out ratio proposal increased exceptionally to deliver sustained dividend growth despite 2016 charges impacting EPS
Strong commitment to shareholder returns

(1) Board Proposal to be submitted to the AGM 2017. Subject to AGM approval
SHARE PRICE EVOLUTION AND SHAREHOLDING STRUCTURE

31/12/2015
62.00€

31/12/2016
62.84 €

772,912,869 shares issued as of 31 December 2016

Shareholder Agreement 26.4%
SOGEPA 11.1%, GZBV 11.1%, SEPI 4.2%

Free Float 73.6%
Institutional Investors & Retail

Treasury shares 0.0%
Without economic / voting rights

AIRBUS
EUROSTOXX 600
CAC40
As the basis for its 2017 guidance, Airbus expects the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions.

Airbus 2017 earnings and FCF guidance is based on a constant perimeter.

- Airbus expects to deliver more than 700 commercial aircraft.
- Free Cash Flow is expected to be similar to 2016 before M&A and Customer Financing.
KEY PRIORITIES

- Deliver commercial aircraft ramp-up and transition
- De-risk A400M and strengthen programme execution
- Implement restructuring
- Investment in our future for improved efficiency

► Deliver EPS / FCF growth