# Annual Results 2010

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## 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 EADS' 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, EADS' 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 EADS' "Registration Document" dated 21st April 2010.

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



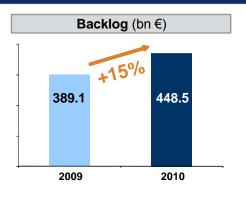
# **Group Highlights**

Financial Highlights
Divisional Performance
Guidance





# From stabilisation to expansion



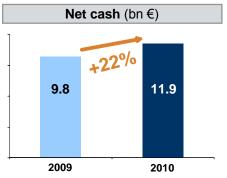
## Further profit potential, laying the foundation for future growth:

- Post-crisis backlog at record level;
- Innovative product portfolio: NEO, A350 XWB, UAS, X3 ....
- Progress on programme development:
  - Significant de-risking: A400M / A380;
  - ▶ A350 XWB: "stop & fix" strategy, challenging time schedule.
- Extract profitable value to improve mid-term margin.



## Poised to benefit from the commercial up-cycle:

- Leverage the strong fundamentals we have built;
- Regional balance, robust market opportunities;
- Improvement of US airline profitability gives us optimism in their ability to start new ordering wave.



## Flexibility and fuel for growth:

- Strategic flexibility through high liquidity;
- Strong Cash Flow;
- Ability to finance our ambitions.



# 2010: Financials above expectation

## Guidance

IIO	-	hn
	$\overline{}$	UH

**Gross Orders – Airbus\*\*** 

**Deliveries – Airbus\*\*** 

Revenues

EBIT\*

**EBIT\*** before one-off

Free Cash Flow\*\*\*

March	Nov.
250 - 300	Up to 500
Up to 498	> 500
~ 42.8	> 44.0
~ 1.0	≥ 1.1
n.a.	~ 1.2
~ -1.0	> 0.8

Actuals	
644	
510	
45.8	
1.2	
1.3	
27	

	l
Actuals	
644	
510	
45.8	
1.2	
1.3	
2.7	

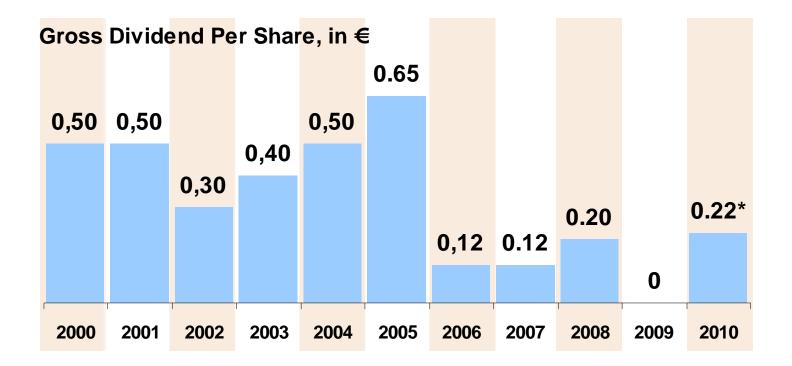


Pre-goodwill impairment and exceptionals

Units of commercial Airbus aircraft

<sup>\*\*\*</sup> Excluding change in securities and contribution to plan assets of pension schemes

# **Dividend Policy 2011**



Ex-dividend date: 1 June 2011

Record date: 3 June 2011 Payment date: 6 June 2011



<sup>\*</sup> Board proposal to be submitted to the AGM 2011, subject to AGM approval

**Group Highlights** 

# Financial Highlights

Divisional Performance Guidance





# **FY 2010 Financial Highlights**

in €bn	FY 2010	FY 2009	Change
Revenues of which Defence	<b>45</b> .8 12.3	<b>42.8</b> <i>10.8</i>	+7% +14%
EBIT* before one-off	1.3	2.2	-41%
Order intake	83.1	45.8	+81%
in€bn	Dec. 2010	Dec. 2009	Change
Total Order book** of which Defence	448.5 58.3	389.1 <i>57.</i> 3	+15% +2%

- Strong delivery patterns across all businesses;
- Order intake significantly increased; high level of commercial aircraft orders;
- Decrease in EBIT\* before one-off mainly due to hedge rate deterioration;
- ▶ A380 continues to weigh substantially on EBIT\* before one-off.



<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> Commercial order book based on list prices

# **FY 2010 EBIT\* Before One-off**

in €bn	EADS Group	Airbus Division	Airbus Comm.
EBIT* before one-off 2010 (See slide 25 for division breakdown) % Revenues	1.34 2.9%	<b>0.30</b> 1.0 %	<b>0.28</b> 1.0 %
One-off impacts:			
Currency effect from revaluation of commercial Loss Making Contract provisions	0.03	0.03	0.03
\$ PDP mismatch and balance sheet revaluation	-0.12	-0.12	-0.12
▶ Other one-off Airbus	0.10	0.10	0.10
Non Airbus division one-timers (See slide 25 for breakdown)	-0.12		
EBIT* Reported	1.23	0.31	0.29

EADS

# **FY 2010 Profit & Loss Highlights**

	FY 2010		FY 2009	
	€m	in % of Revenues	€m	in % of Revenues
EBIT*	1,231	2.7%	(322)	(0.8%)
Self-financed R&D**	2,939	6.4%	2,825	6.6%
EBIT* before R&D	4,170	9.1%	2,503	5.8%
Interest result	(99)	(0.2%)	(147)	(0.3%)
Other financial result	(272)	(0.6%)	(445)	(1.0%)
Taxes	(244)	(0.5%)	220	0.5%
Net income (loss)	553	1.2%	(763)	(1.8%)
EPS***	€0.68		€(0.94)	



<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> IAS 38: € 145 m capitalised during FY 2010; € 53 m capitalised during FY 2009

<sup>\*\*\*</sup> Average number of shares outstanding: 810,693,339 in FY 2010; 809,698,631 in FY 2009

# **Currency Hedge Policy**

- ▶ Approximately 50% of EADS' US\$ revenues naturally hedged by US\$ procurement;
- ▶ In FY 2010, hedges of \$ 18.5 bn\* matured at an average hedge rate of € 1 = \$ 1.35;
- In FY 2010, new hedge contracts of \$ 28.9 bn\*\* were added at an average rate of € 1= \$ 1.33\*\*\*.

EADS hedge portfolio\*, 31st Dec. 2010 (\$ 70.2 bn), average rates of €1 = \$ 1.38\*\*\* and £ 1 = \$ 1.64



Mark-to-market value = €- 1.9 bn Closing rate @ 1.34 €vs.\$

- Total hedge amount contains \$/€ and \$/£ designated hedges
- \*\* Includes \$ 1.9 bn of options restructuring
- \*\*\* Includes collars at their least favourable rates



## **Free Cash Flow**

in €m	FY 2010	FY 2009
Net cash position at the beginning of the period	9,797	9,193
Gross Cash Flow from Operations*	2,177	2,423
Change in working capital	2,819	15
of which Customer Financing	63	(406)
Cash used for investing activities**	(2,289)	(1,853)
of which Industrial Capex (additions)	(2,250)	(1,957)
of which Others	(39)	104
Free Cash Flow**	2,707	585
Free Cash Flow before customer financing**	2,644	991
Capital increase and change in non–controlling interests	(48)	17
Change in treasury shares	(3)	(5)
Contribution to plan assets of pension schemes	(553)	(173)
Cash distribution to shareholders / non-controlling interests	(7)	(166)
Others	25	346
Net cash position at the end of the period	11,918	9,797

<sup>\*</sup> Gross cash flow from operations, excluding working capital change



<sup>\*\*</sup> Excluding change in securities and contribution to plan assets of pension schemes

Group Highlights
Financial Highlights

# **Divisional Performance**

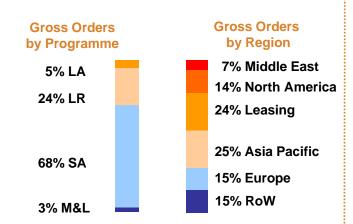
Guidance





## **Airbus Division**

#### Airbus Division (after elimination) in € m **FY 2010** FY 2009 **Deliveries 527** a/c a) 510 a/c 29,978 28,067 Revenues R&D self-financed\*\* 2,321 2,306 in % of revenues 7.7% 8.2% EBIT\* 305 (1,371)in % of revenues 1.0% Order book\*\*\* 400,400 339,722 in units\*\*\* Net orders\*\*\*



# Airbus Commercial (excl. A400M)

FY 2010	FY 2009
510 a/c b)	<b>498</b> a/c
27,673	26,370
2,311	2,293
8.4%	8.7%
291	386
1.1%	1.5%
378,907	320,321
3,552	3,488
<b>574</b> a/c	

## Airbus Military

(Former MTAD, incl. A400M)

FY 2010	FY 2009
<b>20</b> a/c	16 a/c
2,684	2,235
10	13
0.4%	0.6%
21	(1,754)
0.8%	
22,819	20,686
241	250
11 a/c	

- a) Excluding 3 green aircraft delivered to Airbus Military
- 5) 508 aircraft with revenue recognition (2 A330-200 delivered under operating lease)
- \* Pre-goodwill impairment and exceptionals
- \* Capitalised R&D: € 31 m in FY 2010 and € 15 m in FY 2009
- \*\*\* Commercial a/c valued at list prices, units excl. freighter conversions Airbus Military order book includes positive adjustment for A400M negotiation outcome



## **Airbus Division**

## Airbus Commercial (excl. A400M)

### Revenues +5%

- 508 deliveries with revenue recognition:
  - 18 A380, 401 SA, 89 LR.
- · Favourable volume and mix effect:
- · Pricing improvement, net of escalation;
- Impact from fx (€ 0.5 bn).

## EBIT\* before one off ~ -70%

- Favourable volume, mix, pricing improvement net of escalation, Power 8 savings reduced by:
  - Deterioration of hedge rates (€ 0.94 bn) see slide 24;
  - Cost escalation, costs related to business growth.
- A380 continues to weigh on underlying performance.

## Airbus Military (incl. A400M)

#### Revenues +20%

- Higher A400M revenue recognition (+ 0.5 bn);
- Lower revenues in Medium and Light and Tankers.

#### EBIT\*

- Favourable mix from Medium and Light and Tankers;
- A400M at zero margin compared to € 1.8 bn charge in 2009.

## **Key Achievements**

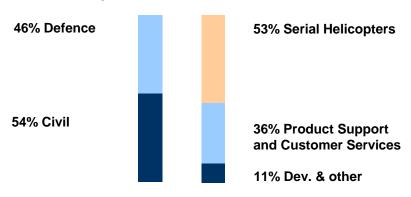
- Increasing Production Rates: Single Aisle 36 to 40 by Q1 2012 and Long Range ~8 to 10 by Q2 2013;
  - A320neo launched;
  - A380: Significant improvement on the learning curve;
- A350 XWB: start of manufacturing sub components and sub assemblies at section level. Programme remains challenging;
  - A400M: negotiations concluded on overall discussions, Export Levy Facility negotiations are being finalised.



## Eurocopter

in € m	FY 2010	FY 2009
Revenues R&D self-financed** in % of revenues EBIT* in % of revenues Order book in units	4,830 189 3.9% 183 3.8% 14,550 1,122	4,570 164 3.6% 263 5.8% 15,064 1,303

## Revenue split



#### based on FY 2010 EADS external revenues

- \* Pre-goodwill impairment and exceptionals
- \*\* Capitalised R&D: € 26 m in FY 2010 and € 25 m in FY 2009

#### Overview

- Net order trend stable with the 2009 level, 346 net orders booked in 2010. Cancellation trend slowing;
- Slow recovery in civil market, high number of second-hand helicopters;
- Progress in SHAPE to mitigate negative impacts:
   Workforce and operating cost reduction.

### Revenues +6%

- 527 deliveries compared to 558 in 2009:
  - 28 NH90, 15 Tiger double the 2009 level.
- Higher support and development revenues.

#### EBIT\* -30%

- · Favourable mix offset by:
  - Negative one-time effects € 0.12 bn, including NH90 and restructuring charges;
  - Higher R&D Investment.

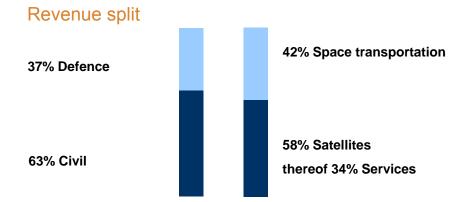
## Key achievements

- First NH90 naval version deliveries to France and the Netherlands;
- First flight of long range high speed X3 demonstrator;
- · First flight of Korean Utility Helicopter;
- Second EC175 prototype begun flight testing.



## **Astrium**

in € m	FY 2010	FY 2009
Revenues R&D self-financed in % of revenues EBIT* in % of revenues	5,003 85 1.7% 283 5.7%	4,799 74 1.5% 261 5.4%
Order book	15,760	14,653



#### based on FY 2010 EADS external revenues

## Revenues +4%, above expectations:

- Strong deliveries in telecom and earth observation satellites more than compensated the one-time catch up effect for inorbit incentive schemes booked in 2009 (€ 0.2 bn);
- Growth in defence revenues.

## EBIT\* +8%

- Growth and productivity in defence and military services;
- · Operational improvement in institutional activities.

## Order Intake € 6.0 bn, better than expected.

- Momentum in commercial and institutional markets so far;
- · French DGA contracts awarded:
  - M51 evolution and maintenance contracts;
  - 2 optical reconnaissance satellites.
- Skynet 5 contract extension with UK MoD.

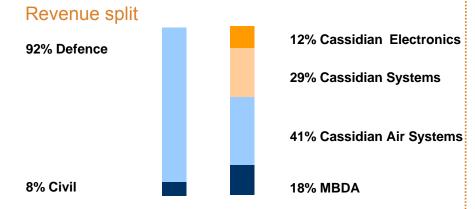
## **Key Achievements**

- · Strong programme execution:
  - M51 final acceptance launch;
  - 41st consecutive success for Ariane 5, 6 launches.
- Launch AGILE transformation programme to prepare for changing competitive environment.



## Cassidian

in € m	FY 2010	FY 2009
Revenues	5,933	5,363
R&D self-financed	251	216
in % of revenues	4.2%	4.0%
EBIT*	457	449
in % of revenues	7.7%	8.4%
Order book	16,903	18,796



based on FY 2010 EADS external revenues

## Changing business environment

- Defence budget pressure, first signs in 2010, however robust operational performance:
  - Some order intake delayed; higher R&D.
- Growth in Security;
- German budget decisions expected in Spring;
- Transformation plan being prepared for new business environment.

#### Revenues +11%

- Volume growth in core and export for Eurofighter and Missile programmes;
- Progress in Lead Systems Integrator border security contracts.

## EBIT\* +2%

- Volume and margin growth in mature programmes weighed down by:
  - Significant growth in R&D driven by UAS and secure communication segments;
  - Net one time effects € 0.02 bn including Firecontrol cancellation.

## **Key Achievements**

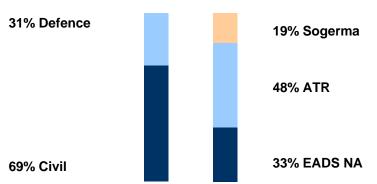
- Order intake € 4.3 bn in a challenging market;
- Globalisation strategy advances:
  - India: Engineering centre and JV with Larsen & Toubro;
  - Brazil: JV with Odebrecht.



## Other Businesses

in € m	FY 2010	FY 2009
Revenues R&D self-financed in % of revenues EBIT* in % of revenues Order book	1,182 10 0.8% 25 2.1% 2,519	1,096 6 0.5% 21 1.9% 1,952

## Revenue split



based on FY 2010 EADS external revenues

### Revenues +8%

• LUH delivery ramp up: 53 compared to 45 in 2009, all on time.

#### EBIT\* +19%

 Increases at ATR (including € 15 m positive foreign exchange effect) and Sogerma reduced by higher investment at EADS North America.

#### **ATR**

- 78 net orders and 33 options;
- 52 deliveries compared to 53 in 2009;
- Backlog at 159 a/c; production rates increasing for 2011 thanks to a real improvement in market and financing environments.

### North America

- First flight of Armed Aerial Scout 72X Technical Demonstration Aircraft in December:
- 150th UH-72A Lakota Light Utility Helicopter to the U.S. Army.



Group Highlights
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Guidance





## Guidance

## 2011 guidance is based on €:\$ 1.35

#### Airbus Orders & Deliveries:

Airbus deliveries : 520 – 530 commercial aircraft; Book to bill > 1.

#### Revenues:

EADS revenues above the 2010 level

#### EBIT\* before one off:

EADS expects 2011 EADS EBIT\* before one-off to remain stable compared to the 2010 level, at around €1.3bn. Increasing volume and price improvement at Airbus Commercial are roughly compensated by the deterioration of hedge rates, increasing R&D and less favourable mix of activities at Cassidian.

### EBIT\*/EPS:

- Going forward, the reported EBIT\* and EPS performance of EADS will be dependent on the Group's ability to execute on the A400M, A380 and A350XWB programmes, in line with the commitments made to its customers;
- Reported EBIT\* and EPS also depend on exchange rate fluctuations;
- At € 1 = \$ 1.35, EADS expects 2011 EPS to be above the 2010 level of € 0.68.

#### Free Cash Flow:

 Free Cash Flow is expected to be positive. It is the most volatile item and EADS will give a more precise guidance later in the year.

## 2012 EBIT\* before one-off

Should materially improve thanks to Airbus with volume increase, better pricing and A380 improvement.



# Conclusion



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# Appendix



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# FY 2010 Forex EBIT\* Impact Bridge

### in €m

## Forex impact on EBIT\*

- ▶ Revaluation of Airbus Commercial LMC provisions
- Revaluation of Airbus Military A400M provision
- Deterioration of hedge rates (€: \$ 1.26 to 1.35)
  out of which Airbus
- Other one-off forex effect including PDP reversal

Compared to FY 2009 out of which Airbus Division

## **BRIDGE**

0.07

(0.03)

(0.95)

(0.94)

0.32

(0.59)

(0.58)



## FY 2010 EBIT\* Before One-off detail

#### in €bn

## EBIT\* before one-off 2010

% Revenues

▶ Airbus Division – Net one time effects from Airbus Commercial only Thereof:

Airbus Commercial – Foreign currency effects (- 0.09 ), other provision release ( + 0.10 )

Airbus Military

- Eurocopter Programme charges, mainly NH90 and restructuring
- Cassidian Negative one-time effects including UK Firecontrol contract cancellation
- ▶ Other Businesses Positive foreign exchange effect booked in ATR

## **EBIT\* Reported**

1.34 2.9%

0.01

0.01

0.00

-0.12

-0.02

+0.02

1.23



# FY 2009 EBIT\* Before One-off

in €bn		EADS Group	Airbus Division	Airbus Comm.
EBIT* before one-off 2009 % Revenues (excl. A400M early stage revenues € 0.5 bn)		2.15 5.1%	1.07 3.9%	1.04 3.9%
One off impacts:				
<b>▶</b> A400M **	A400M Provision €- 1.8 bn	<b>(1.85)</b>	(1.82)	
▶ Foreign exchange impact on A400M	impact on A400M €- 1.8 bn		0.03	
A380 Loss Making Contract provision update	•	(0.24)	(0.24)	(0.24)
▶ Revaluation of all Loss Making Contracts (\$	and £)	(0.05)	(0.05)	(0.05)
\$ PDP reversal and balance sheet revaluation	n	(0.44)	(0.44)	(0.44)
>> Other one-off		0.08	0.08	0.08
EBIT* Reported		(0.32)	(1.37)	0.39



<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> After currency impact: € - 1.82 bn at EADS, € - 1.79 bn at Airbus

# **FY 2010 Financial Highlights**

	F	Y <b>2010</b> in % of	<b>FY 2009</b> in %	
	€m	Revenues	€m	Revenues
Revenues	45,752		42,822	
self-financed R&D**	2,939	6.4%	2,825	6.6%
EBITDA*	2,769	6.1%	1,446	3.4%
EBIT*	1,231	2.7%	(322)	(0.8%)
EBIT* before R&D	4,170	9.1%	2,503	5.8%
Net income (loss)	553	1.2%	(763)	(1.8%)
EPS***	€0.68		€(0.94)	
Net Cash position at the end of the period	11,918		9,797	
Free Cash Flow	2,707		585	

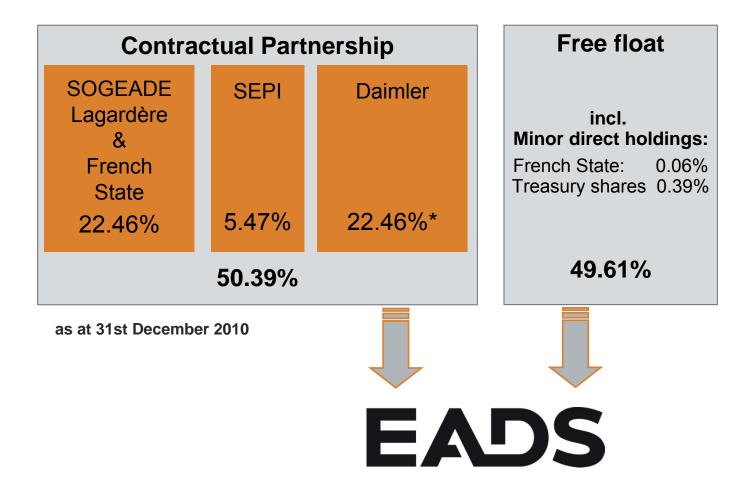


<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> IAS 38: € 145 m capitalised during FY 2010; € 53 m capitalised during FY 2009

<sup>\*\*\*</sup> Average number of shares outstanding: 810,693,339 in FY 2010; 809,698,631 in FY 2009

# **Shareholding structure**

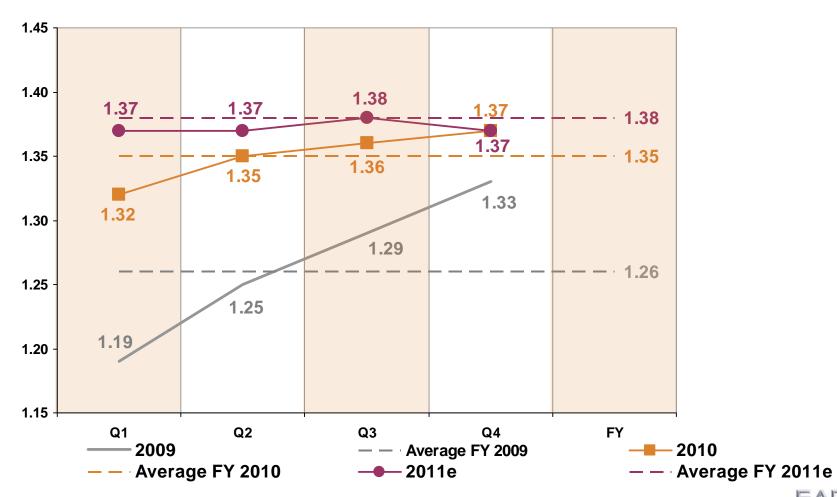


On February 9, 2007, Daimler reached an agreement with a consortium of private and public-sector investors through which it will reduce its shareholding in EADS by 7.5%.



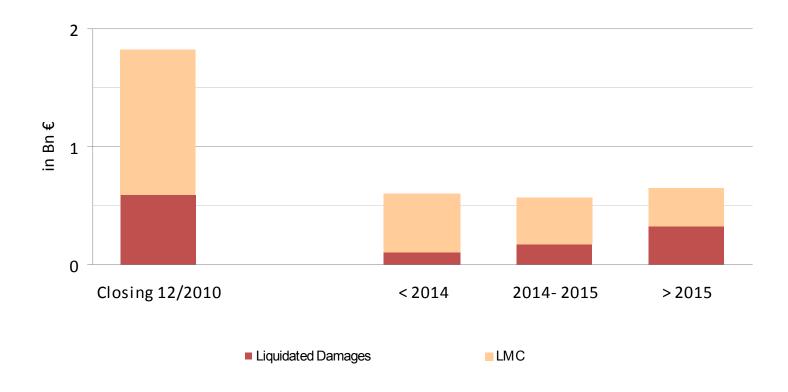
# **Expected EADS Average Hedge Rates €vs. \$**

## Average hedge rates





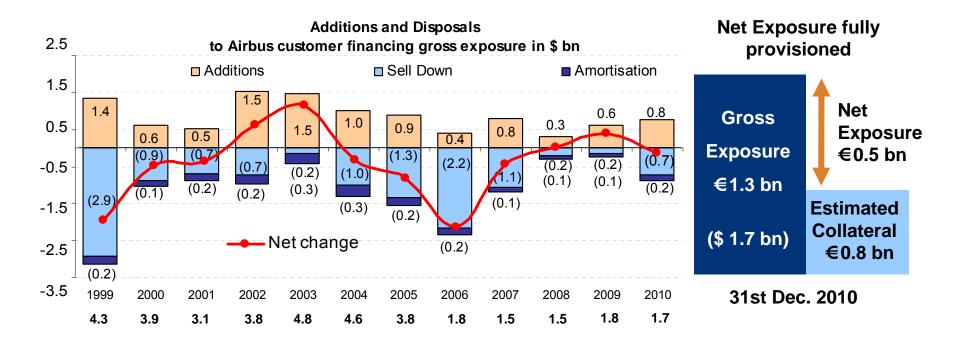
# Provision Consumption excluding A400M (as at 31 Dec. 2010)





# **Airbus Customer Financing**

## **Active exposure management**



Gross exposure in \$ bn



# **Customer Financing Exposure**

## in €m

Closing rate €1 =

## **Total Gross exposure**

of which off-balance sheet

Estimated value of collateral

## Net exposure

Provision and asset impairment

**Net exposure after provision** 

100% AIRBUS		50% ATR			100%	EC	
\$ 1.34	Dec. 2009 \$ 1.44	De	ec. 2010	Dec. 2009	De	c. 2010	Dec. 2009
	1,260		115	159		89	76
333	335		46	47		48	47
(759)	(772)		(105)	(145)		(62)	(55)
507	488		10	14		27	21
(507)	(488)		(10)	(14)		(27)	(21)
0 _	0		0_	0		0_	0



# Q4 2010 Key Figures

## in €bn

Revenues

EBIT\*

FCF before customer financing\*\*

New orders

## **EADS Group**

Q4 2010	Q4 2009
14.2	13.1
0.4	(1.4)
1.8	1.9
25.4	21.3

## in € m

Airbus
Eurocopter
Astrium
Cassidian
HQ & Others
of which Other businesses
of which HQ & eliminations

## **Total EADS**

Rever	Revenues			
Q4 2010	Q4 2009			
8,238 1,745 1,777 2,463	7,874 1,531 1,571 2,067 56			
(25) 377 (402) <b>14,198</b>	373 (317) <b>13,099</b>			

EDII				
Q4 2010	Q4 2009			
9	(1,894)			
62	98			
125	106			
253	229			
(2)	50			
31	18			
(33)	32			
447	(1,411)			

**FRIT\*** 



<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> Excluding change in securities

## **EBIT\* Calculation**

П	n	-	m
		$\overline{}$	

## **EBIT\***

Exceptionals:

Disposal (fixed assets in other income)

Fair value depreciation

Profit (loss) before finance cost and income taxes

FY 2010	FY 2009
1,231	(322)
0 (44)	(2) (56)
1,187	(380)



# **Net Income (Loss) pre-exceptionals**

ın	4	m
	-	

Net income (loss) \*
EPS\* (1)

Exceptionals:

Fair value adjustment Related tax impact

Net income (loss) EPS (1)

FY 2010	FY 2009
584	(722)
€0.72	€(0.89)
(44)	(58)
13	17
553	(763)
€0.68	€(0.94)



<sup>\*</sup> Pre-goodwill impairment and exceptionals; the term "exceptionals" refers to such items as depreciation expenses of fair value adjustments relating to the EADS merger, the Airbus creation and the formation of MBDA.

<sup>(1)</sup> Average number of shares outstanding: 810,693,339 in FY 2010; 809,698,631 in FY 2009.

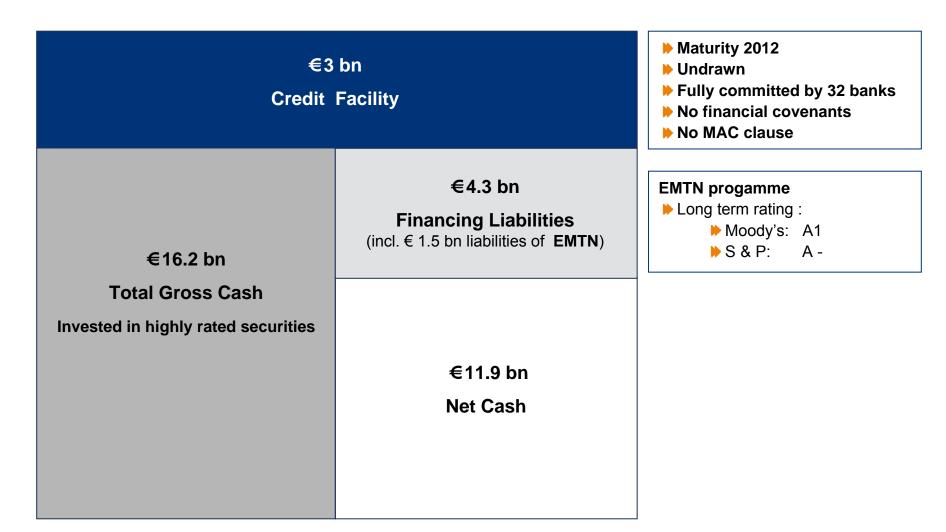
## **Net Cash Position**

in €m	Dec. 2010	Dec. 2009
Gross cash	16,196	15,093
Financing Debts		
Short-term Financing Debts*	(1,408)	(2,429)
Long-term Financing Debts	(2,870)	(2,867)
Reported Net cash	11,918	9,797
Airbus non-recourse debt	532	652
Net cash excl. non-recourse	12,450	10,449



<sup>\*</sup> Proceeds from the Eurobond issued in August 09 were used to refinance the 1 billion euro bond that matured in March 2010.

# EADS: Strong Liquidity Position as at 31 Dec. 2010





## **>>**

# **Balance Sheet Highlights: Assets**

in €m	Dec. 2010	Dec. 2009
Non-current Assets of which Intangible & Goodwill of which Property, plant & equipment of which Investments & Financial assets of which positive hedge mark-to-market of which Non-current securities	41,197 11,299 13,427 4,837 602 5,332	<b>37,792</b> 11,060 12,508 4,724 1,307 3,983
Current Assets of which Inventory of which Cash of which Current securities of which positive hedge mark-to-market	41,990 20,862 5,030 5,834 364	<b>42,512</b> 21,577 7,038 4,072 937
Total Assets Closing rate €/\$	<b>83,187</b> 1.34	<b>80,304</b> 1.44



# **Balance Sheet Highlights: Liabilities**

	Data 0040	
in €m	Dec. 2010	Dec. 2009
<b>Total Equity</b> of which OCI (Other Comprehensive Income) of which Non-controlling interests	<b>8,936</b> 446 95	<b>10,641</b> 2,646 106
Total Non-current liabilities of which pensions of which other provisions of which financing debts of which European governments refundable advances of which Customer advances	<b>30,481</b> 5,037 3,176 2,870 5,968 8,817	27,287 5,080 3,057 2,867 4,882 8,579
of which negative hedge mark-to-market	2,109	732
Total Current liabilities of which pensions of which other provisions of which financing debts of which European gvts refundable advances of which Customer advances	43,770 184 5,582 1,408 52 23,285	<b>42,376</b> 226 5,657 2,429 412 21,271
of which negative hedge mark-to-market	821	220
Total Liabilities and Equity	83,187	80,304



# **Quarterly Revenues Breakdown (cumulative)**

in €m	Q1		H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	6,264	5,883	13,853	13,951	21,740	20,193	29,978	28,067
Thereof Airbus Comm.*	5,989	5,470	12,965	13,204	20,446	18,949	27,673	26,370
Thereof Airbus Military	384	456	1,007	855	1,540	1,637	2,684	2,235
Eurocopter Astrium	798 924	758 904	2,109 2,110	1,908 2,194	3,085 3,226	3,039 3,228	4,830 5,003	4,570 4,799
Cassidian	928	934	2,183	2,161	3,470	3,296	5,933	5,363
<b>HQ &amp; others</b>	36	(12)	53	(19)	33	(33)	8	23
of which other BUs of which HQ & elim.	246 (210)	214 (226)	554 (501)	480 (499)	805 (772)	723 (756)	1,182 (1,174)	1,096 (1,073)
Total EADS	8,950	8,467	20,308	20,195	31,554	29,723	45,752	42,822



# **Quarterly EBIT\* Breakdown (cumulative)**

in €m	Q	1	H1		H1 9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	7	89	104	519	296	523	305	(1,371)
Thereof Airbus Comm.**	6	205	241	737	328	743	291	386
Thereof Airbus Military	1	(116)	(161)	(218)	(35)	(216)	21	(1,754)
Eurocopter	26	38	71	99	121	165	183	263
Astrium	41	36	106	99	158	155	283	261
Cassidian	21	21	110	143	204	220	457	449
HQ & others	(12)	48	15	28	5	26	3	76
of which other BUs of which HQ & elim.	(1) (11)	0 48	0 15	2 26	(6) 11	3 23	25 (22)	21 55
Total EADS	83	232	406	888	784	1,089	1,231	(322)



<sup>\*</sup> Pre goodwill impairment and exceptionals

<sup>\*\*</sup> Airbus Commercial incl. EFW and excludes A400M

# **Quarterly Order intake Breakdown (cumulative)**

in €m	Q1		H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	11,158	1,792	24,542	6,194	47,949	11,335	68,223	23,904
Thereof Airbus Comm.*	11,035	1,667	24,302	6,025	47,384	10,487	68,210	23,461
Thereof Airbus Military	146	164	285	247	626	1,049	152	637
Eurocopter Astrium	1,057 1,234	1,016 5,641	1,785 2,667	2,252 6,396	3,050 3,803	2,743 6,956	4,316 6,037	5,810 8,285
Cassidian	964	918	1,856	2,346	2,581	3,408	4,312	7,959
HQ & others	(31)	(39)	(82)	(29)	339	114	259	(111)
of which other BUs of which HQ & elim.	199 (230)	134 (173)	372 (454)	364 (393)	1,008 (669)	550 (436)	1,668 (1,409)	969 (1,080)
Total EADS	14,382	9,328	30,768	17,159	57,722	24,556	83,147	45,847



# **Quarterly Order book Breakdown (cumulative)**

in €m	C	1	H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	366,051	365,412	405,027	343,584	377,325	332,035	400,400	339,722
Thereof Airbus Comm.*	346,182	345,123	385,677	323,497	358,110	311,674	378,907	320,321
Thereof Airbus Military	21,155	21,999	20,773	21,680	20,586	21,698	22,819	20,686
Eurocopter Astrium Cassidian	15,324 14,961 18,864	14,082 15,877 15,954	14,740 15,524 18,548	14,167 15,597 16,440	15,029 15,300 17,763	13,528 14,920 16,259	14,550 15,760 16,903	15,064 14,653 18,796
HQ & others	592	1,304	659	1,191	933	1,265	880	832
of which other BUs of which HQ & elim.	1,990 (1,398)	2,306 (1,002)	2,007 (1,348)	2,139 (948)	2,228 (1,295)	1,963 (698)	2,519 (1,639)	1,952 (1,120)
Total EADS	415,792	412,629	454,498	390,979	426,350	378,007	448,493	389,067

