

# AIRBUS

## FY 2020 Roadshow Presentation

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February / March 2021



**AIRBUS**

# Safe Harbour Statement

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## 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 the spread of disease or 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;
- The full impact of the COVID-19 pandemic and the resulting health and economic crisis.

As a result, Airbus' actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.

For more information about the impact of the COVID-19 pandemic, see note 2 "Impact of the COVID-19 pandemic" of the Notes to the Airbus SE Unaudited Condensed IFRS Consolidated Financial Statements published 18 February 2021. For more information about factors that could cause future results to differ from such forward-looking statements, see Airbus SE's annual reports, including its Universal Registration Document and the most recent Risk Factors.

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.

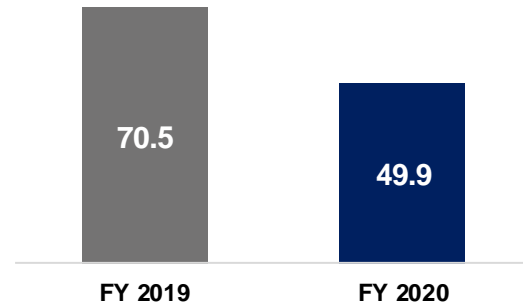
### **Rounding disclaimer:**

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

- 566 commercial aircraft delivered in adverse market environment
- Financials reflect the early business adaptation and cash containment plan
  - FY EBIT Adjusted of € 1.7 bn; EBIT reported of € - 0.5 bn
  - FY FCF before M&A and Customer Financing of € - 6.9 bn
  - Q4 FCF before M&A and Customer Financing of € 4.9 bn
  - Net Cash position at € 4.3 bn by year-end
- EPS reported of € - 1.45; No dividend proposed for 2020
- 2021 Guidance issued

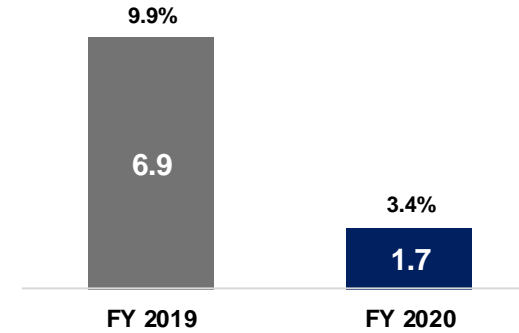
## Revenues

in € bn



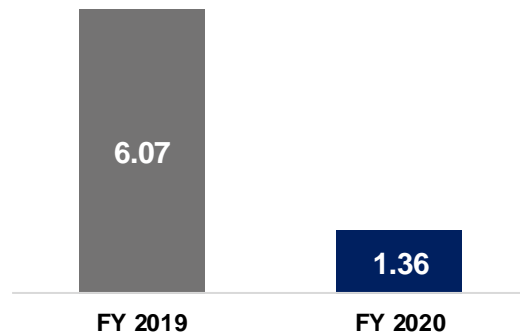
## EBIT Adjusted

in € bn / RoS (%)



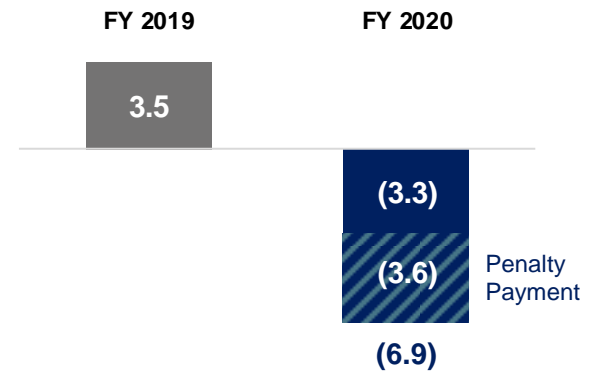
## EPS<sup>(1)</sup> Adjusted

in €



## FCF before M&A and Customer Financing

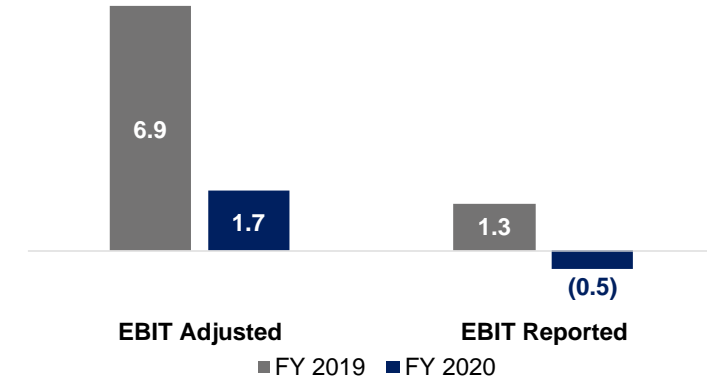
in € bn



(1) FY 2020 Average number of shares: 783,178,191 compared to 777,039,858 in FY 2019  
Capitalised R&D: € 101 m in FY 2020 and € 133 m in FY 2019

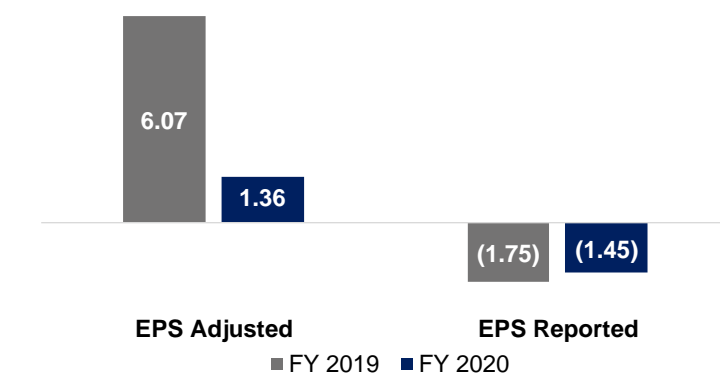
## EBIT Performance

in € bn



## EPS<sup>(1)</sup> Performance

in €

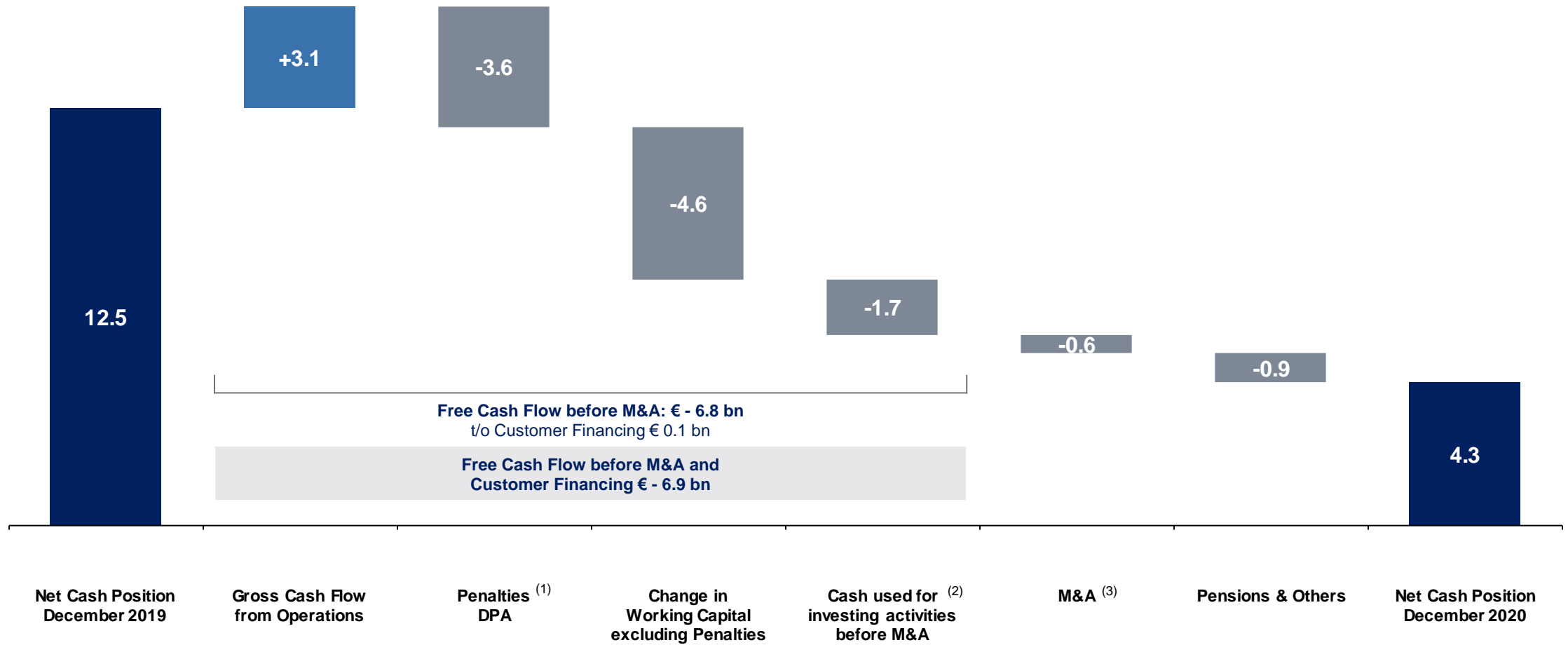


- FY 2020 **EBIT Reported** of € - 510 m
- FY 2020 EBIT Adjustments resulting from:
  - € - 1,202 m Restructuring provision
  - € - 385 m A380 programme cost
  - € - 480 m PDP mismatch / BS revaluation
  - € - 149 m Others
- FY 2020 **Net Adjustments** of € - 2,216 m
  
- FY 2020 **Net Loss** of € - 1,133 m
- FY 2020 **Net Income Adjusted** of € 1,065 m

(1) FY 2020 Average number of shares: 783,178,191 compared to 777,039,858 in FY 2019  
Capitalised R&D: € 101 m in FY 2020 and € 133 m in FY 2019

# FY 2020 Cash Evolution

IN € BILLION



(1) DPA: "Deferred Prosecution Agreement"

(2) Thereof CapEx of € - 1.8 bn

(3) M&A transactions include acquisitions and disposals of subsidiaries and businesses

*As the basis for its 2021 guidance, the Company assumes:*

- *no further disruptions to the world economy, air traffic, the Company's internal operations, and its ability to deliver products and services.*

*The Company's 2021 guidance is before M&A.*

On that basis, the Company targets to at least achieve in 2021:

- Same number of commercial aircraft deliveries as in 2020;
- EBIT Adjusted of € 2 billion;
- Breakeven Free Cash Flow before M&A and Customer Financing.

No dividend proposed for 2020.

- Manage deliveries and backlog, including defence contracts
- Finalise the implementation of the restructuring plan
- Prepare the industrial ecosystem for when the market recovers
- Transformation of commercial aircraft industrial value chain
- Lead the development of sustainable aerospace
- Focus on earnings and cash growth trajectory beyond 2021