

Airbus Group

Harald Wilhelm
Airbus Group, CFO

London
10 December 2014

GLOBAL
INVESTOR
FORUM

2014

AIRBUS
GROUP

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:

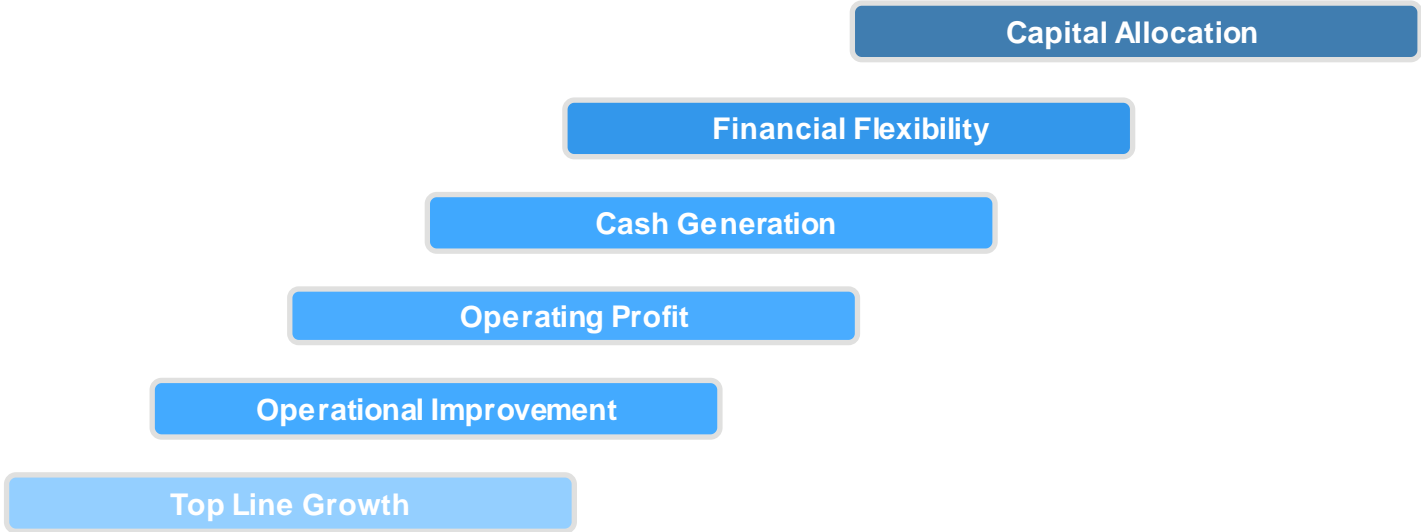
- Changes in general economic, political or market conditions, including the cyclical nature of some of Airbus Group’s businesses;
- Significant disruptions in air travel (including as a result of terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
- 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 2014.

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.

Building Blocks of Airbus Group Shareholder Value

Driving Total Shareholder Returns



Macro Environment

GDP



Air Traffic



Oil



Interest Rates



€/ \$ rate

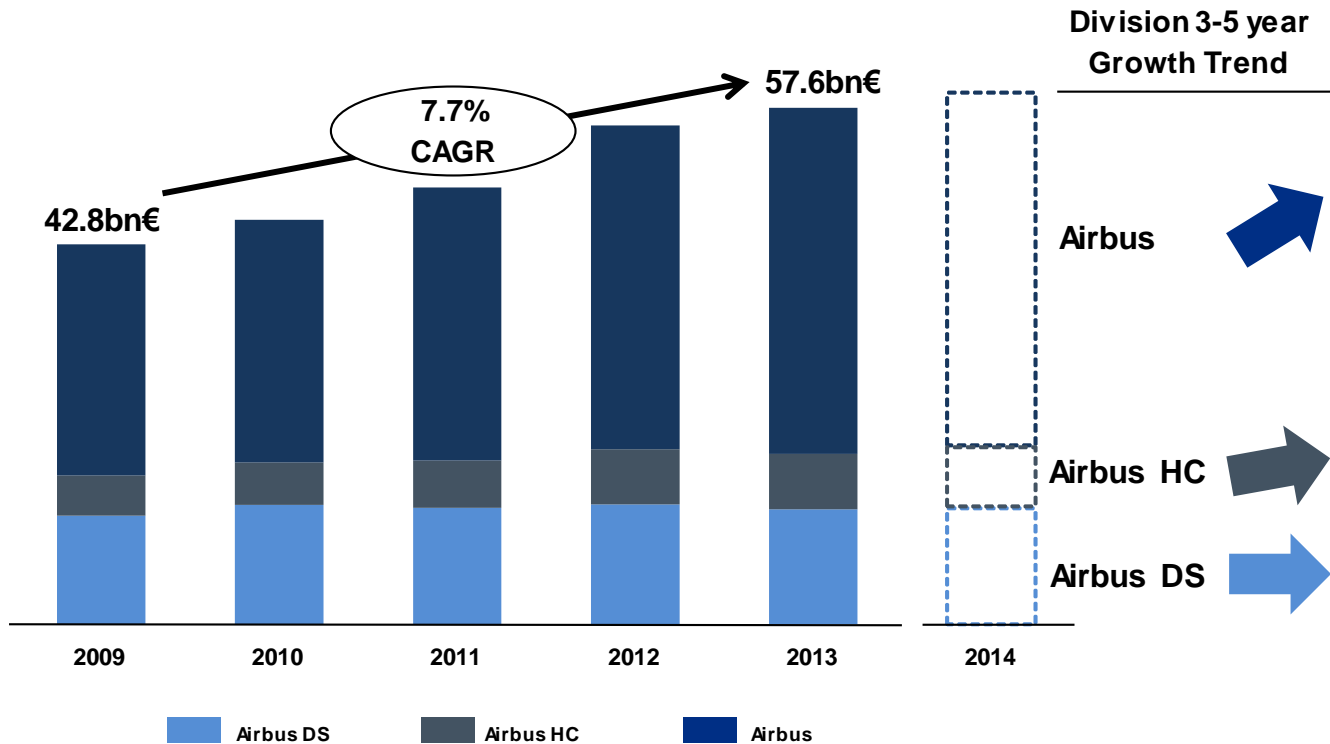


Defence Budgets



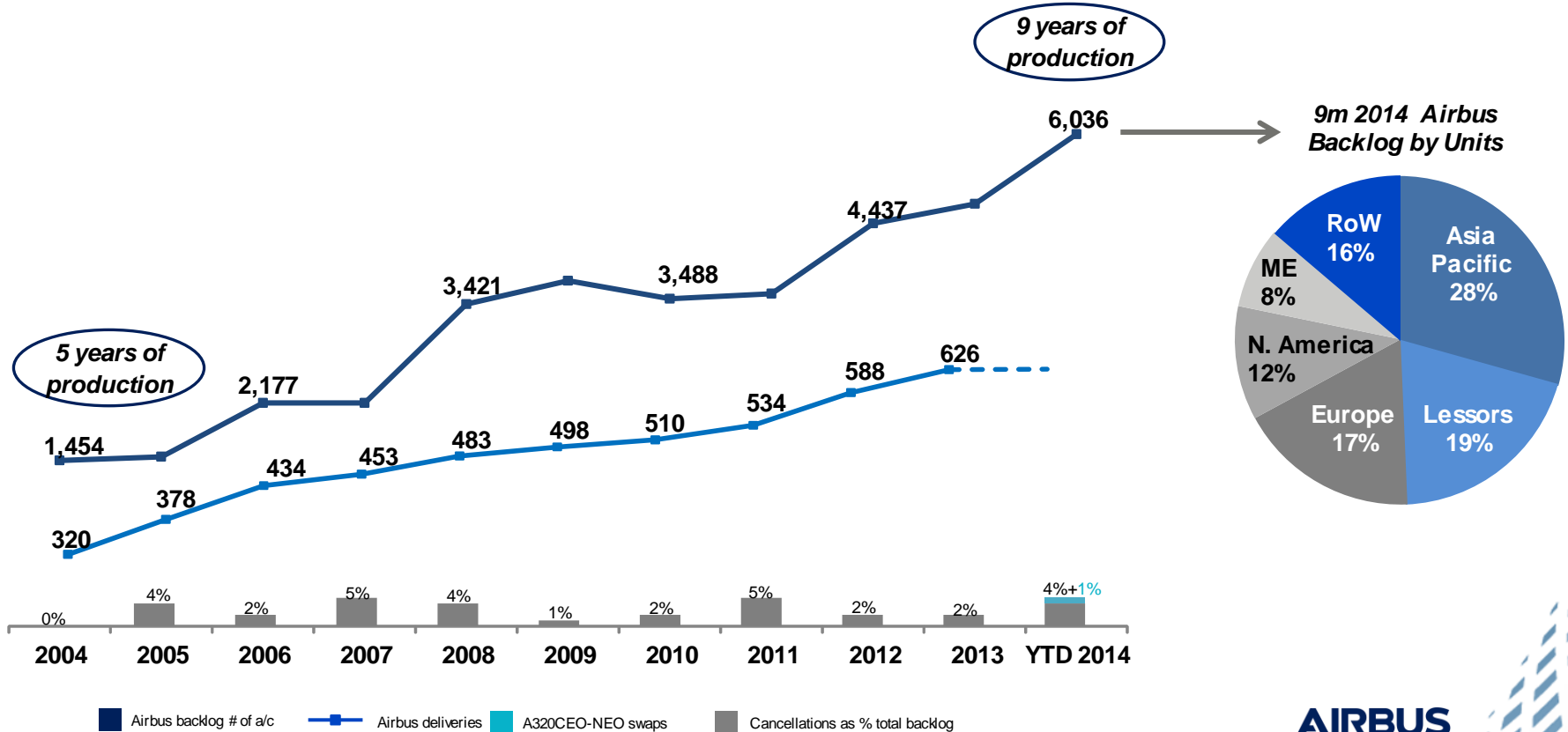
Macro environment overall favourable for Airbus Group

Consistent Topline Growth



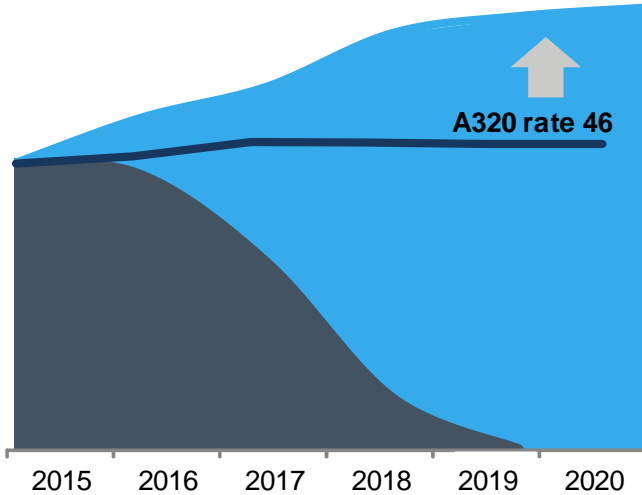
■ Airbus DS
 ■ Airbus HC
 ■ Airbus

Growing Airbus Backlog Supporting Topline Growth

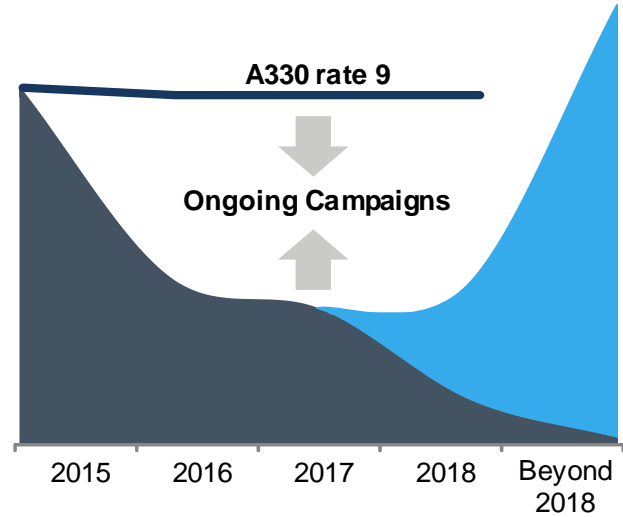


Transitioning Ceos to Neos

A320 Family



A330 Family



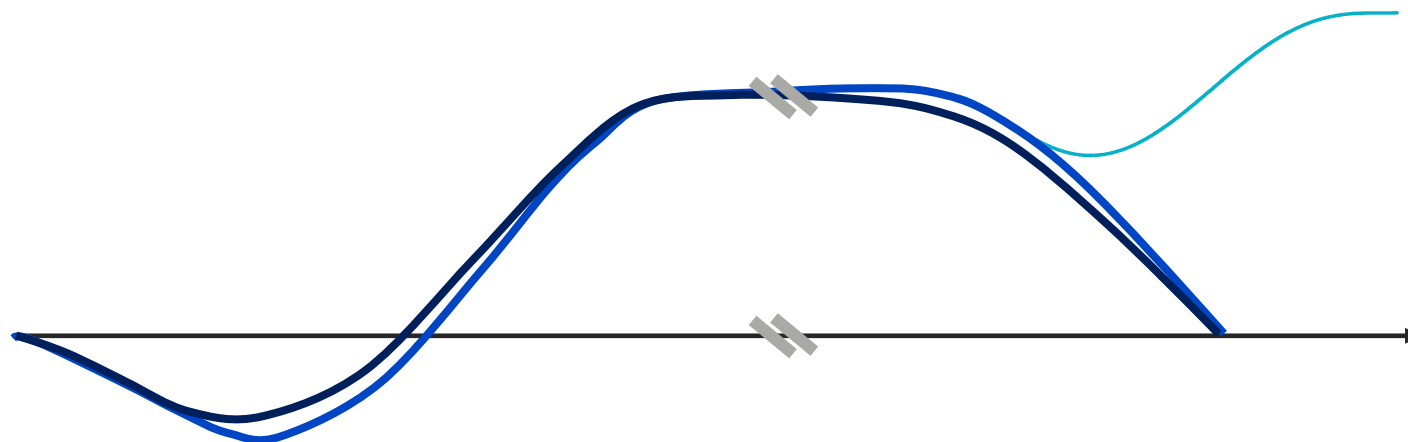
neo backlog* ceo backlog*

Ready to adapt production rates on A320 and A330 to market demand

* Backlog includes MoUs, options, and commitments

Product Life Cycle EBIT and Cash Flow Curves

ILLUSTRATIVE



Incremental Upgrades

- Extend programme life
- Less investment
- Less risk

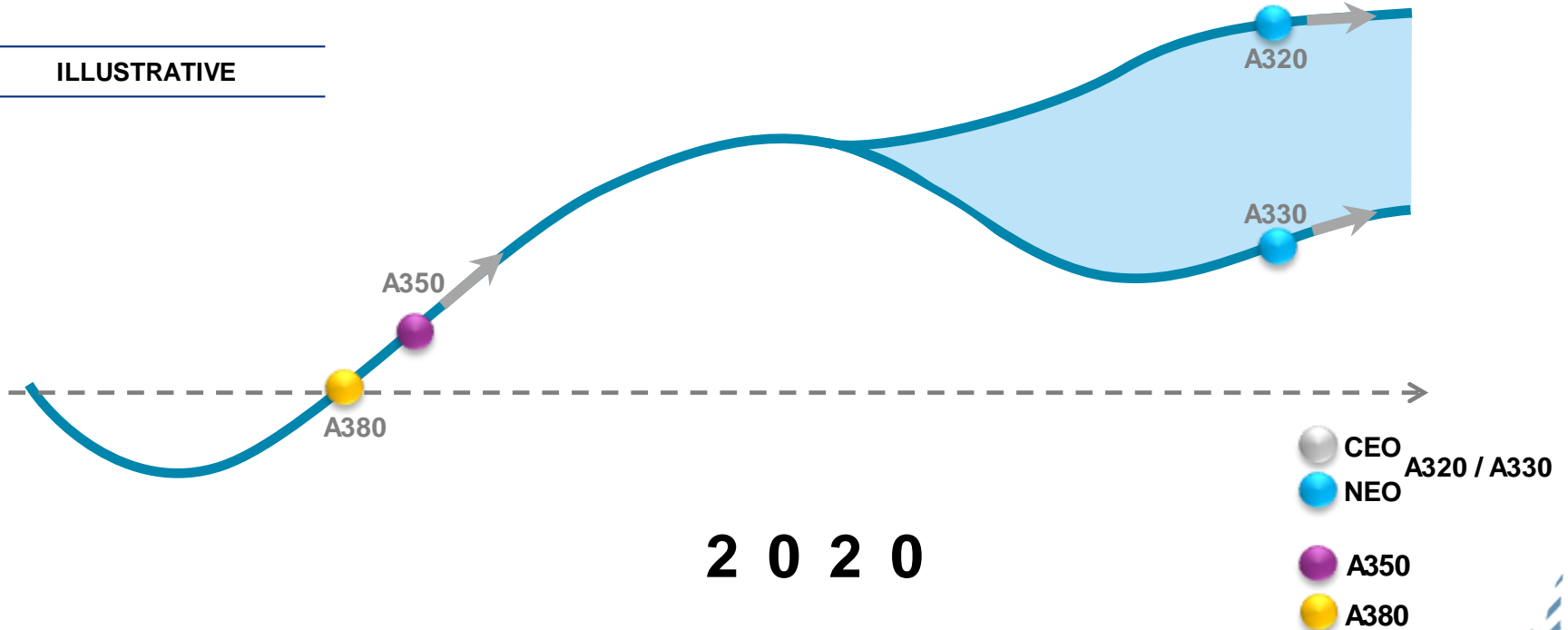
New Development Programmes

- Upfront investment
- Learning curve brings down recurring costs

— EBIT Contribution
 — Cashflow Contribution

Airbus Product Portfolio Positioned to Produce EBIT and Cash

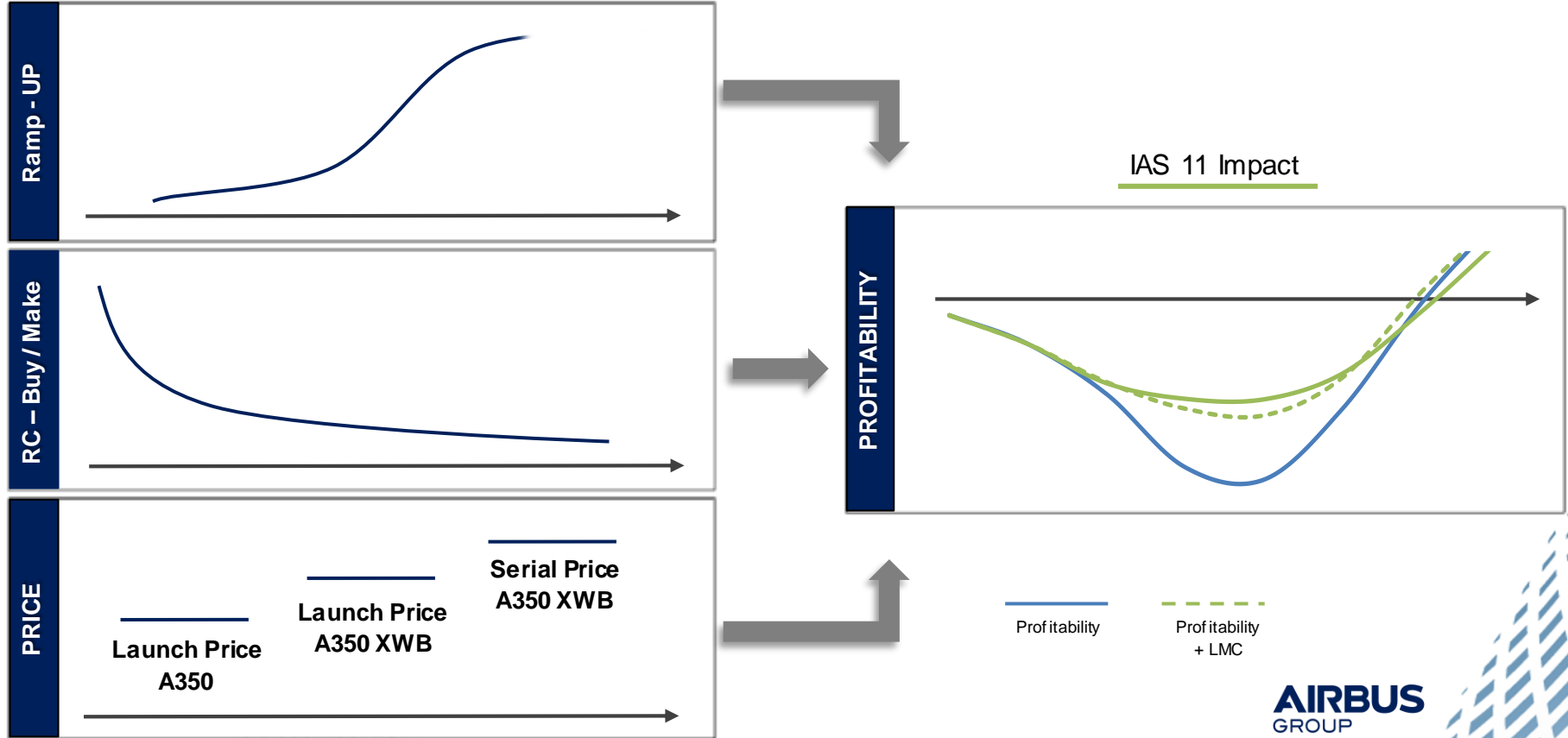
ILLUSTRATIVE



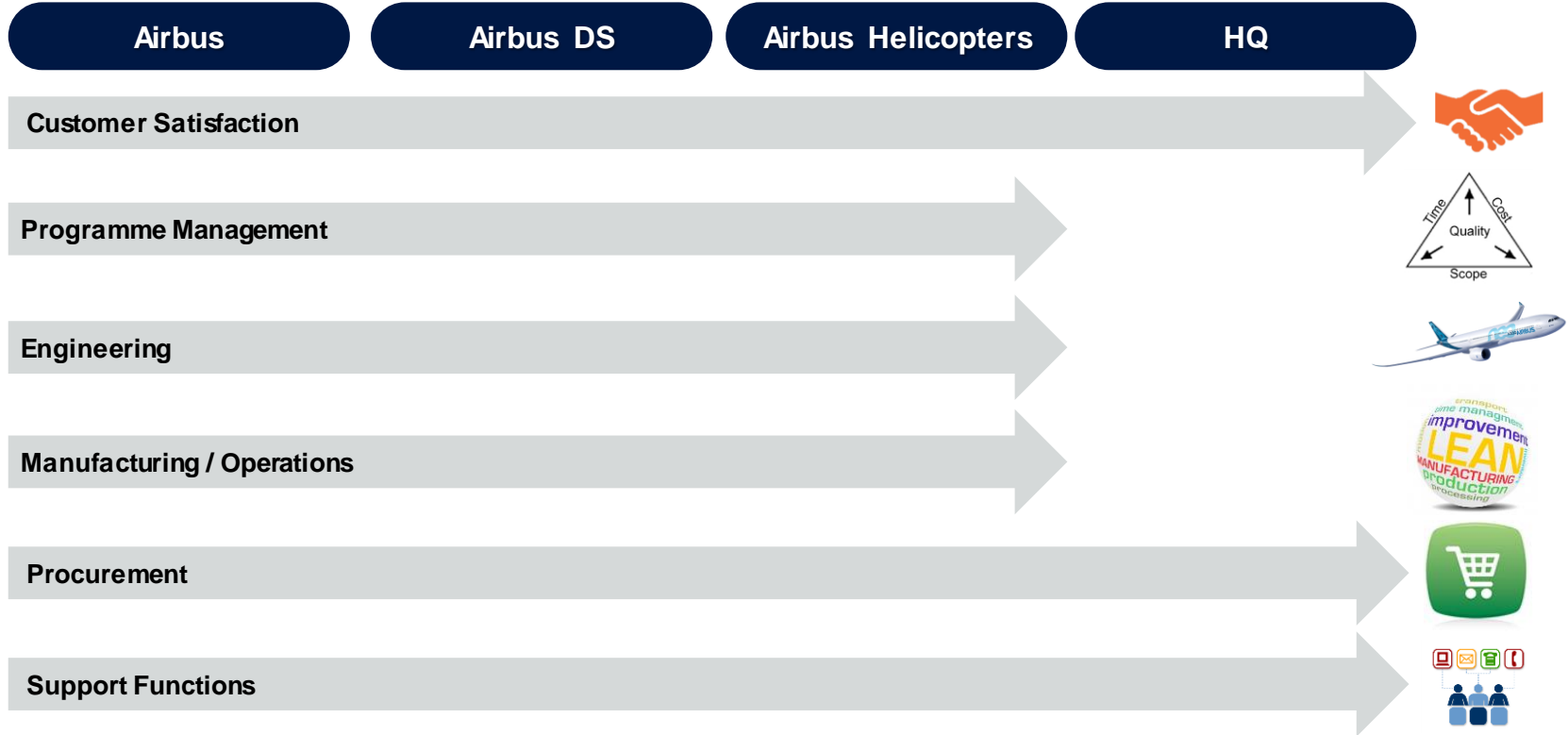
2 0 2 0

- CEO
- NEO
- A350
- A380

A350 Profitability



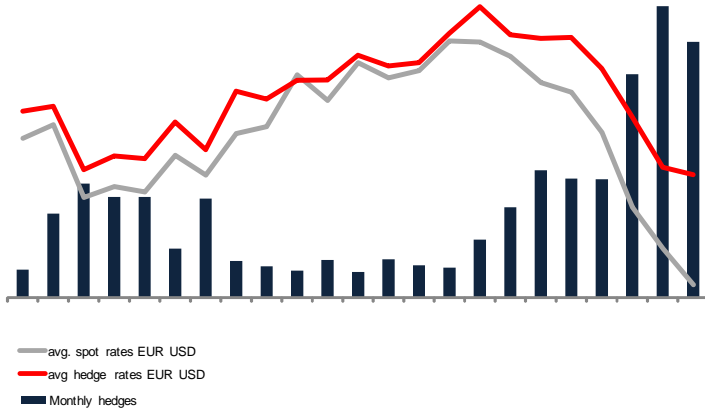
Consistently Seeking Competitiveness Across the Group



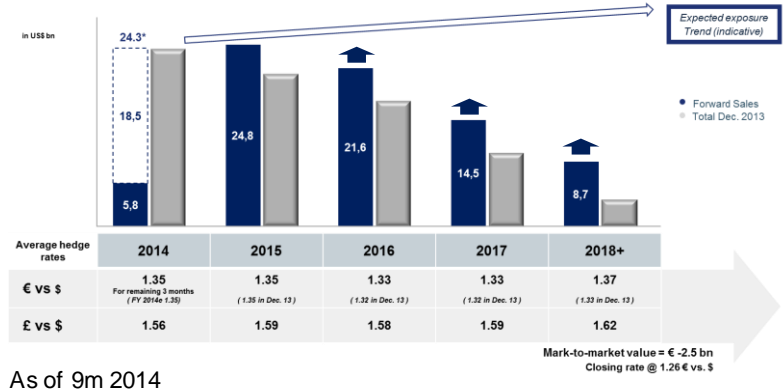
Securing EBIT with Hedging Policy

Hedging Activity Increasing

Monthly FX Hedging 2013 - YTD 2014



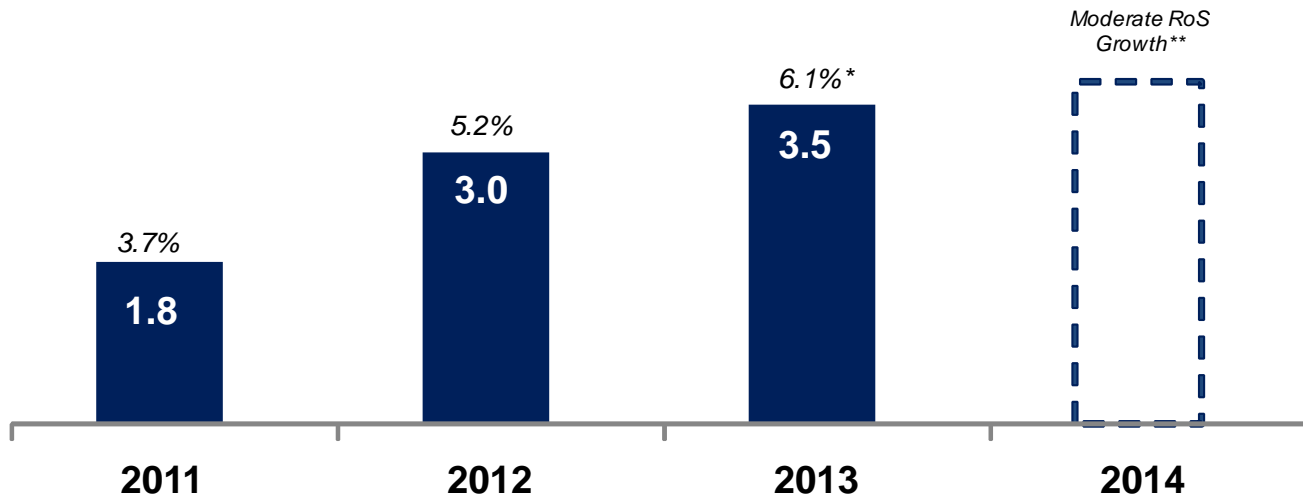
Hedging and Exposure




As of 9m 2014

Protection and visibility gained with hedging, taking advantage of strengthening \$

Profitability Performance



Track record of profitability improvement – 2014 guidance reaffirmed

■ EBIT (bn€) and RoS (%) before one off  EBIT Outlook

** Compared to 2013 RoS before restatement at 6%

* 2013 figures are pro forma amended with IFRS 11 restatement

EBIT before one-off Drivers Year on Year Evolution

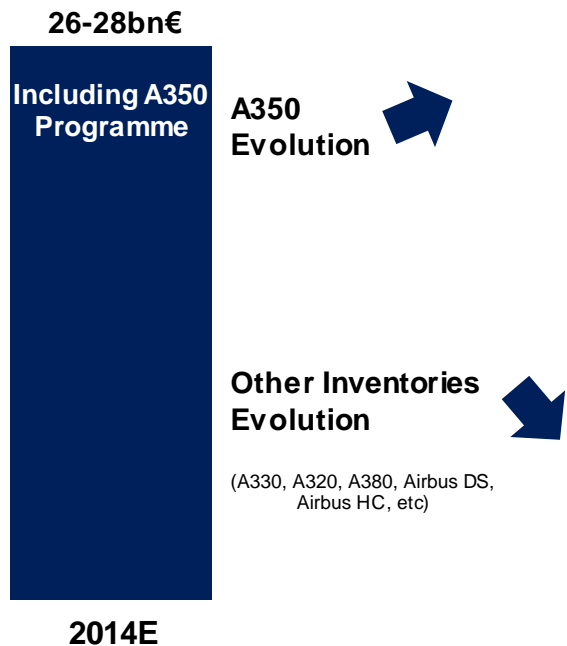
| Driver | 2015 vs 2014 | 2016 vs 2015 | 2017 vs 2016 | 2018+ |
|-----------|--------------|--------------|--------------|-------|
| A320/A330 | ➔ | ➔ | ➔ | ➔ |
| A380 | ➔ | ➔ | ➔ | ➔ |
| A350 | ➔ | ➔ | ➔ | ➔ |
| Airbus DS | ➔ | ➔ | ➔ | ➔ |
| Airbus HC | ➔ | ➔ | ➔ | ➔ |
| R&D | ➔ | ➔ | ➔ | ➔ |
| FX | ➔ | ➔ | ➔ | ➔ |
| | ➔ | ➔ | ➔ | ➔ |

2015 guidance reaffirmed – long term trajectory confirmed

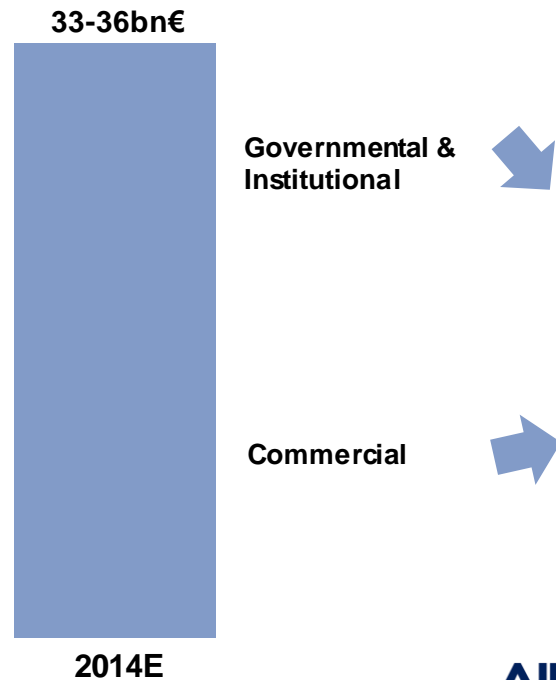
| | | | |
|------------|---|---|---------------------------------------|
| Divestment | ➔ | ➔ | <i>Divestments support short-term</i> |
|------------|---|---|---------------------------------------|

Inventory and PDP Evolution







Inventories



Customer Advances



Outlook on Key Cash Drivers

| Driver | 2014 | 2015 | 2016 | 2017 | 2018+ |
|-------------------|-------|------|------|-------|---|
| A320/A330 | +++++ | ++++ | ++++ | +++++ |  |
| A380 | - | ~ | ~ | ~ |  |
| A350 | --- | --- | -- | -- |  |
| A400M | -- | -- | - | - |  |
| Airbus DS/HC & HQ | + | + | + | + |  |
| Summary View | ~ | ~/- | ++ | +++ |  |

2014 guidance reaffirmed – long term trajectory confirmed

Divestment

+

+

+

Divestments support short-term

Financial Policy



Conclusion: Driving Total Shareholder Returns

