

AIRBUS GROUP

H1 2016

ROADSHOW PRESENTATION

KEPLER CHEUVREUX – AUTUMN CONFERENCE
PARIS, 15 SEPTEMBER 2016

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CFO AIRBUS GROUP

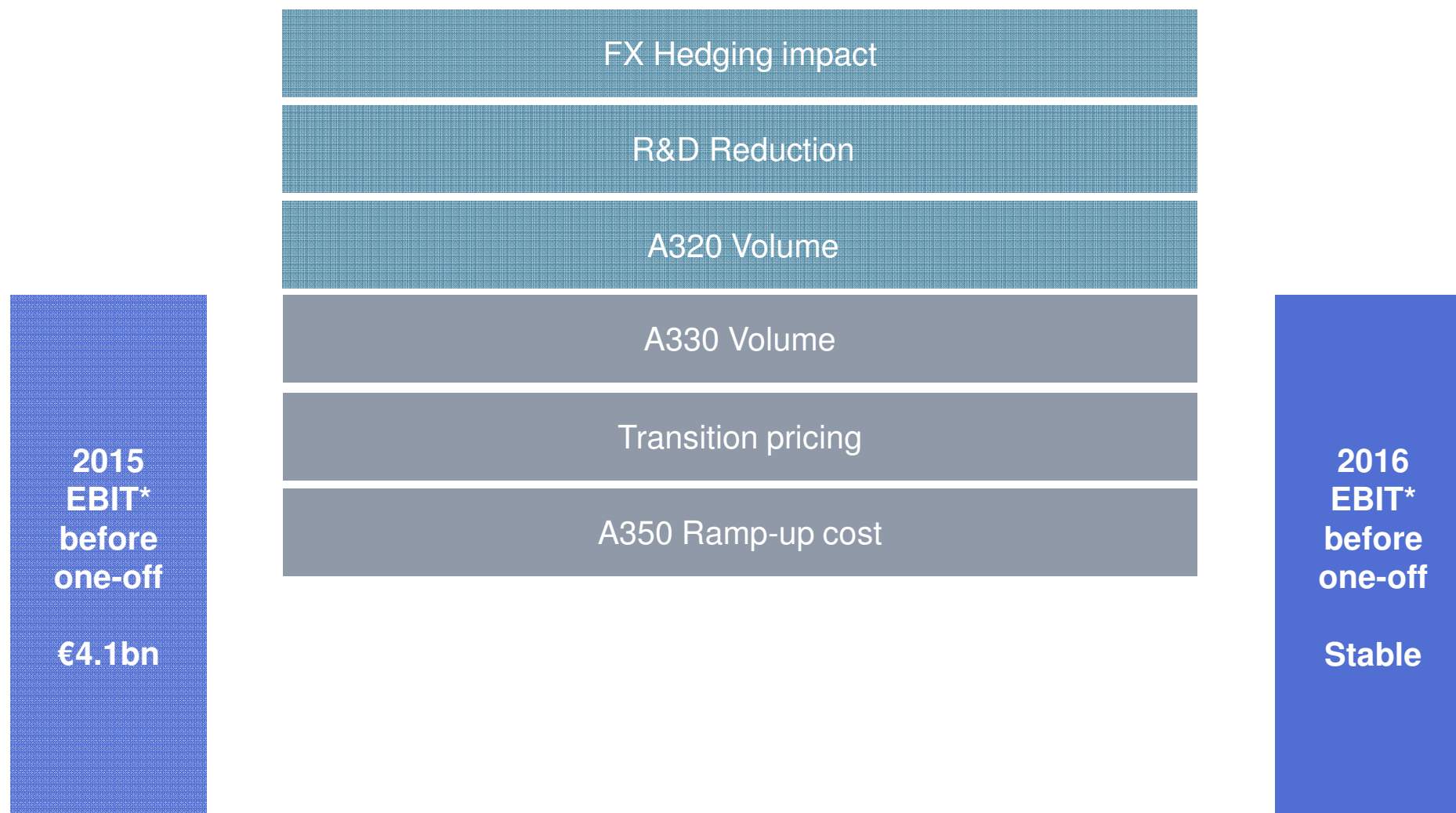
- Robust and diversified commercial backlog supporting ramp-up
- H1 financials driven by back-loaded delivery schedule
- Continued focus on ramp-up and transition
- A400M and A350 programme charges recognised in Q2 2016
- Significant progress on strategy to focus on core – material capital gains
- 2016 Guidance confirmed*
- EPS / FCF growth story confirmed

As the basis for its 2016 guidance, Airbus Group expects the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions

Airbus Group confirms its 2016 earnings and Free Cash Flow guidance based on a constant perimeter:

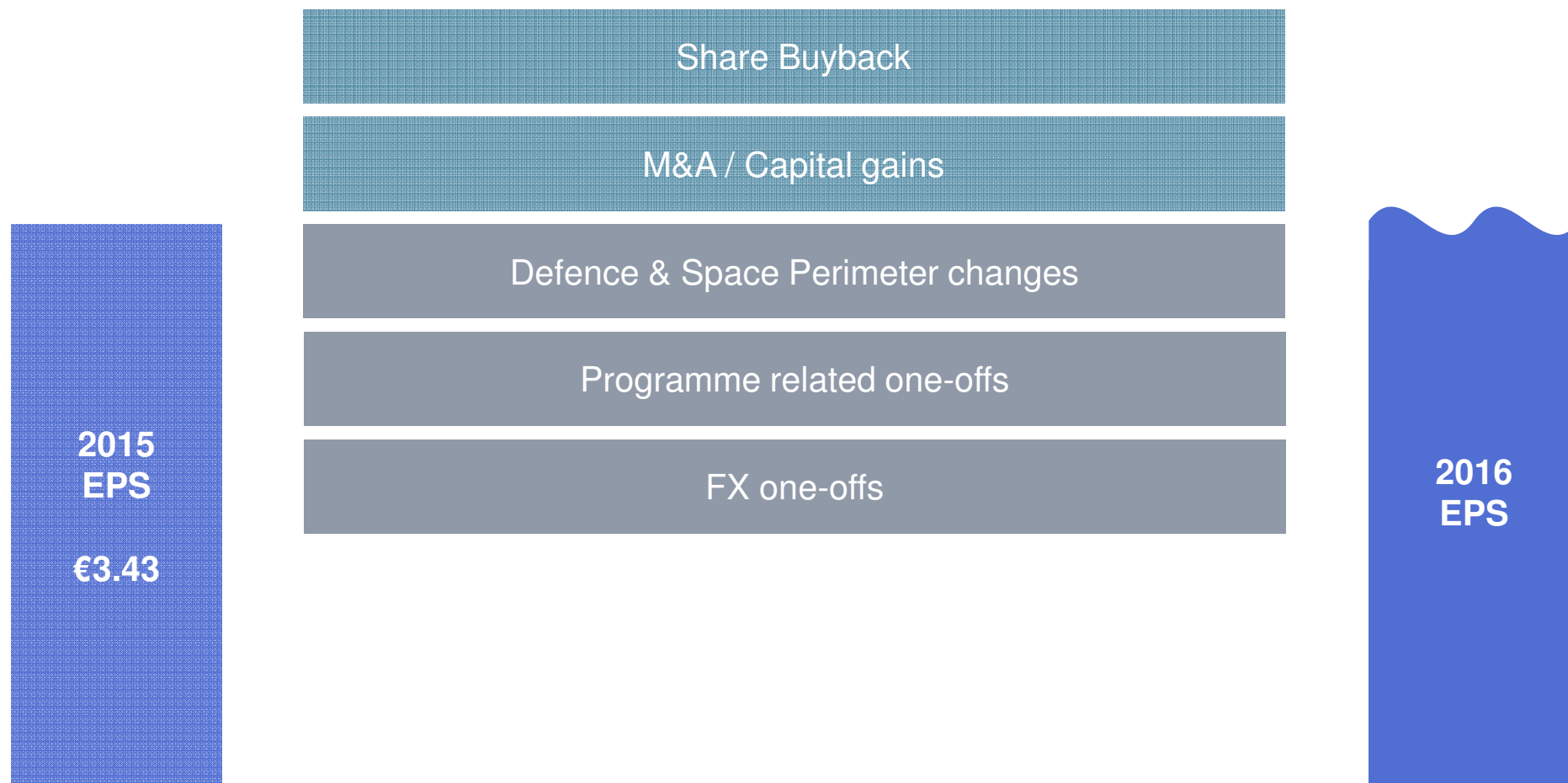
- Airbus expects to deliver more than 650 aircraft and the commercial order book is expected to grow.
- Before M&A, Airbus Group expects stable EBIT* before one-off and EPS* before one-off compared to 2015.
- Before M&A, Airbus Group expects to deliver stable Free Cash Flow compared to 2015, although the A400M industrial situation and delivery re-scheduling makes the achievement of 2016 free cash flow guidance more difficult. Export Credit Agency financing is targeted to resume in the fourth quarter of 2016.

The perimeter change in Airbus Defence & Space implemented at H1 2016 is expected to reduce EBIT* before one-off and Free Cash Flow before M&A by around € 200 million and EPS* before one-off by around 20 cents.

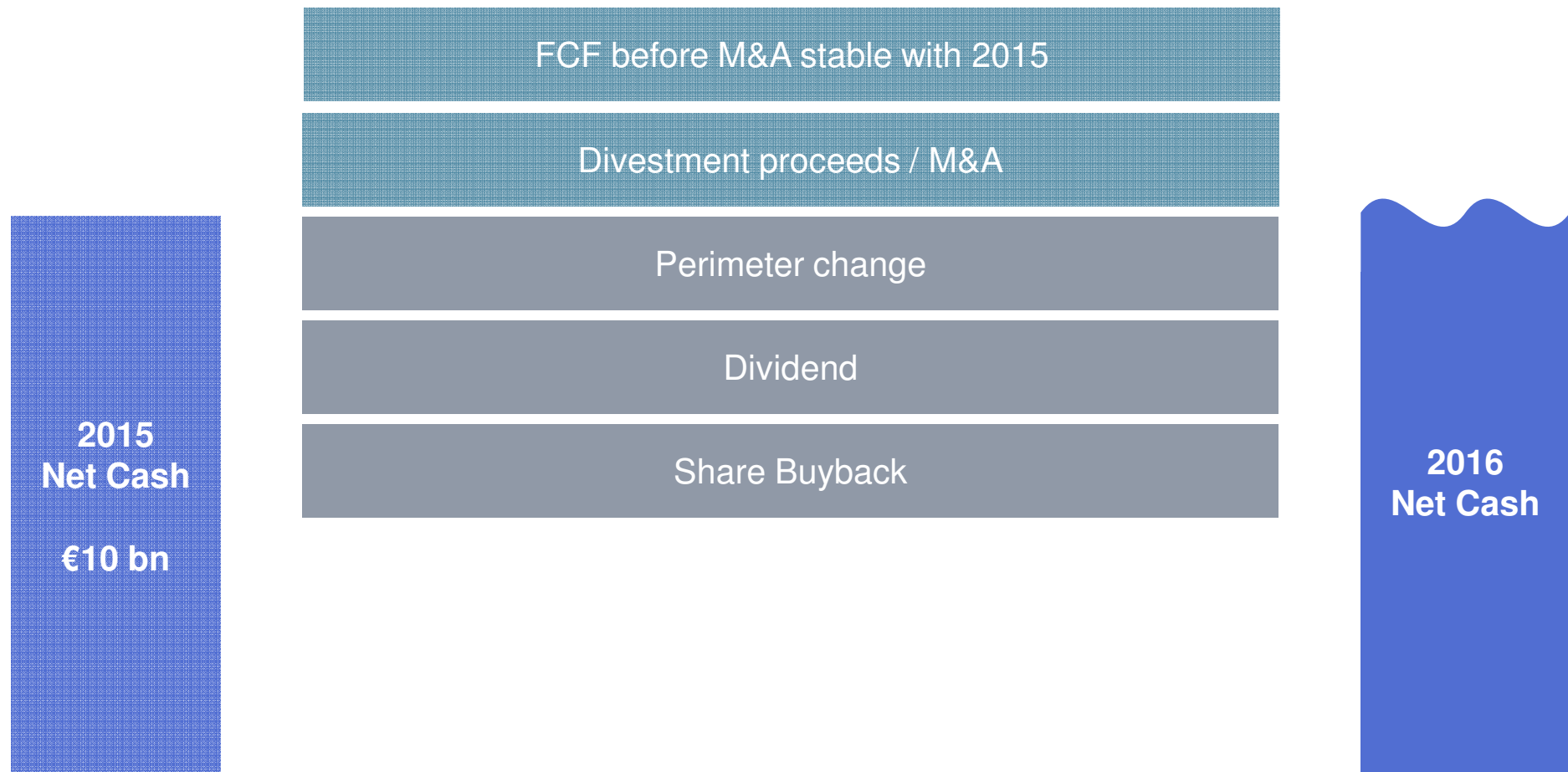


**2016 stable EBIT* before one-off at stable perimeter vs 2015
Earnings profile H2 loaded**

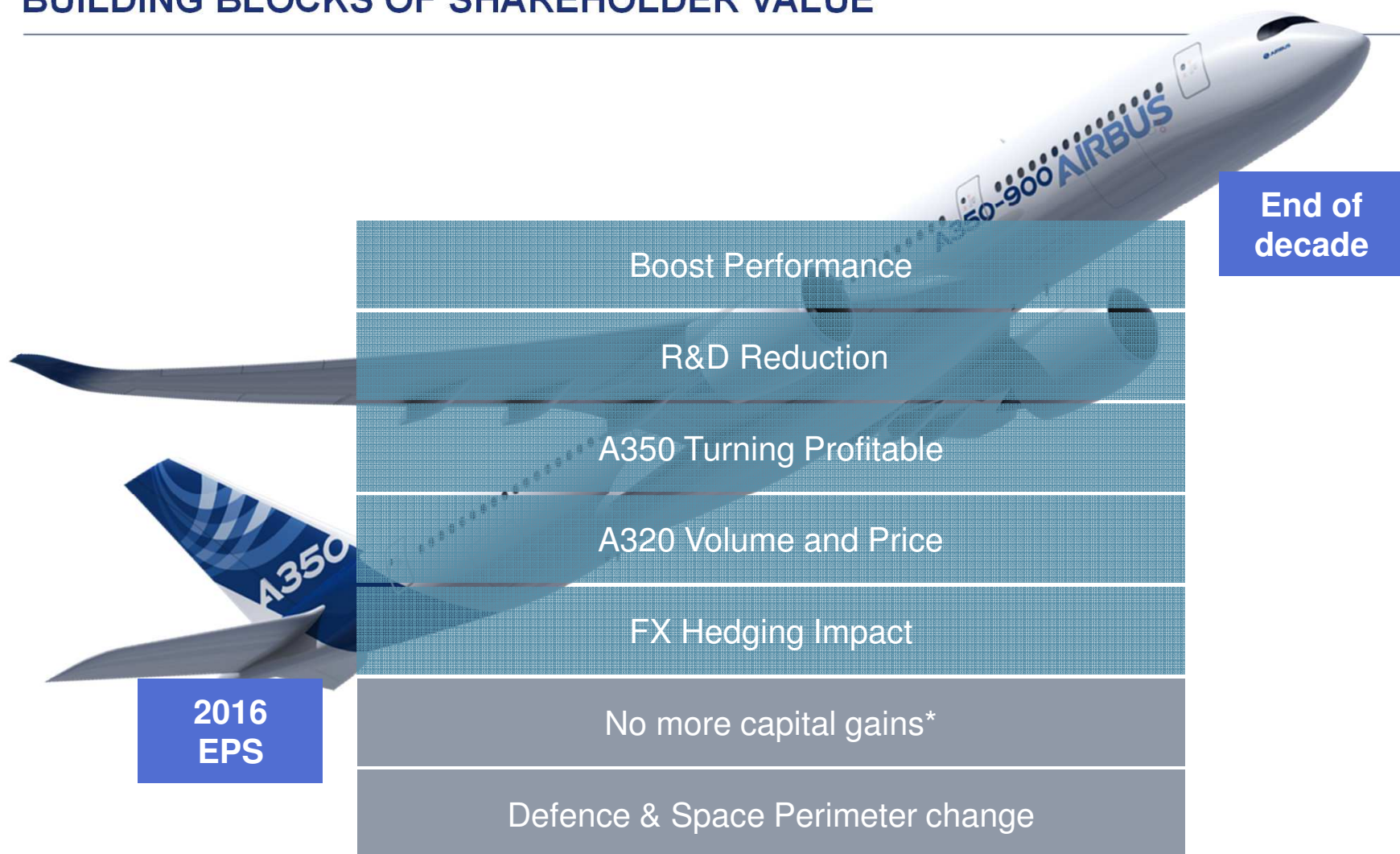
* Pre-goodwill impairment and exceptionals
Box sizes for illustration only



Stable EPS before one-off – 2016 EPS supported by divestments



2016 Net Cash supported by proceeds from divestments

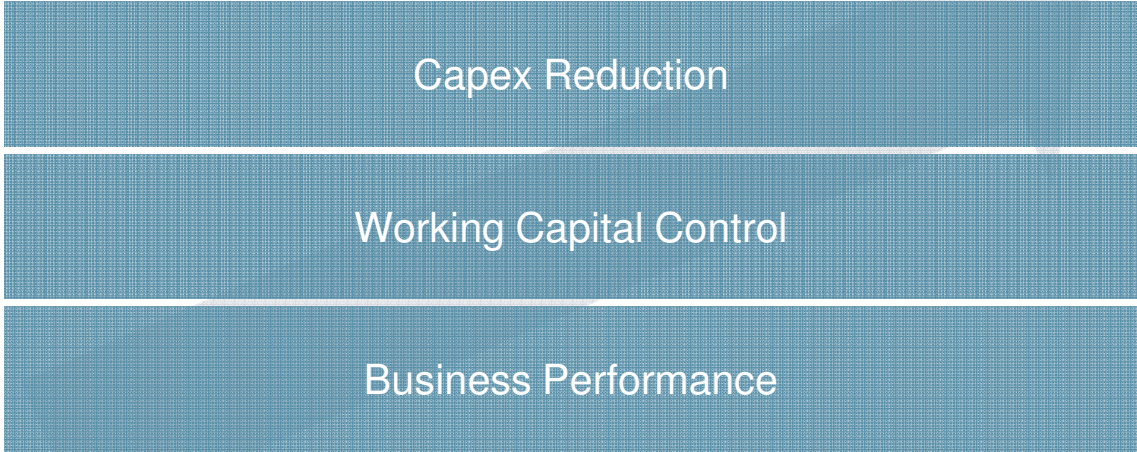


On track to deliver significant EPS growth potential

Box sizes for illustration only
* Assumes Defence Electronics closes in Q4 16

CASH CONVERSION

End of decade



2016 FCF
(before M&A)

FCF generation and increasing cash conversion by end of decade

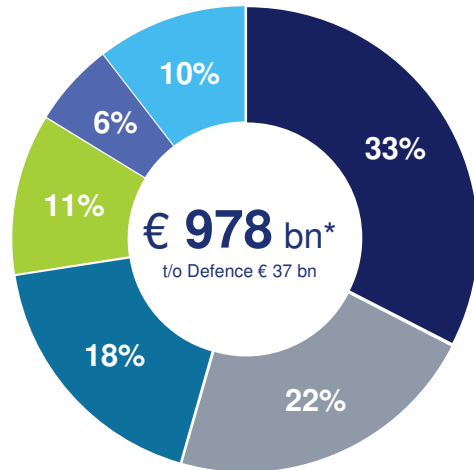
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- Robust and diversified backlog, supporting ramp-up plans
- Continued focus on ramp-up and transition
- EPS / FCF growth story confirmed



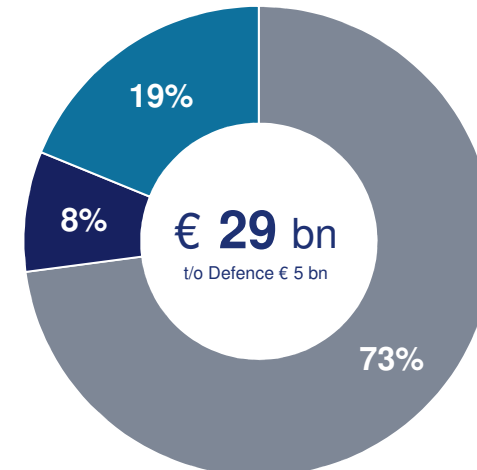
BACK UP

Airbus Group Order Book* by Region (by value)



Asia Pacific
 North America
 Europe
 Middle East
 Latin America
 Other countries

Airbus Group External Revenue Split by Division

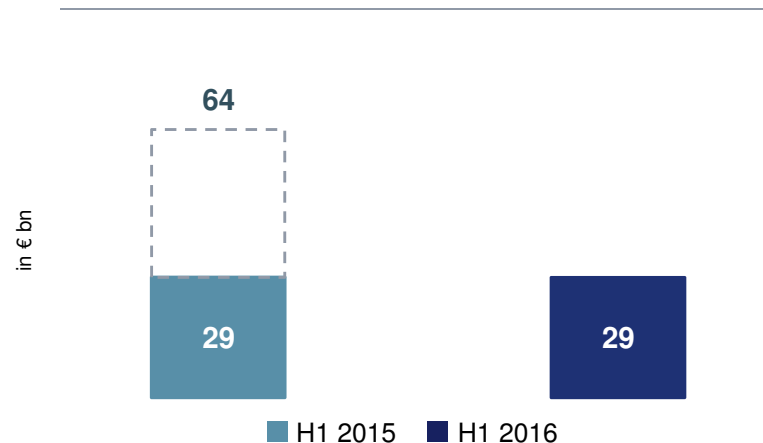


Airbus
 Airbus Helicopters
 Airbus D&S

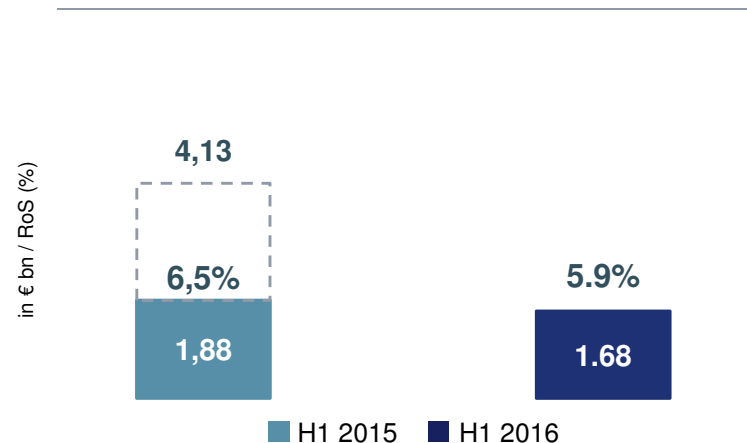
- **AIRBUS:** 227 gross orders (183 net) including 27 A350XWB, 14 A330neo (19 CEO to NEO conversions).
 Backlog 6,716 a/c
 Farnborough: 197 firm orders and 82 commitments not in H1 numbers
 A380: 12 aircraft deliveries p.a. from 2018
 August: 517 Gross orders, 438 net orders; Backlog of 6,869
- **AIRBUS HELICOPTERS:** 127 net orders including 67 Ecureuil
 Services contract for UK Military Flying Training System and agreement for 100 H135 with Chinese consortium
- **AIRBUS DEFENCE & SPACE:** Continuing order momentum, mainly in Space driven by earth observation and telecom satellites. Order book decrease due to perimeter change (€ - 4.6 bn)

* Commercial Order Book based on list prices

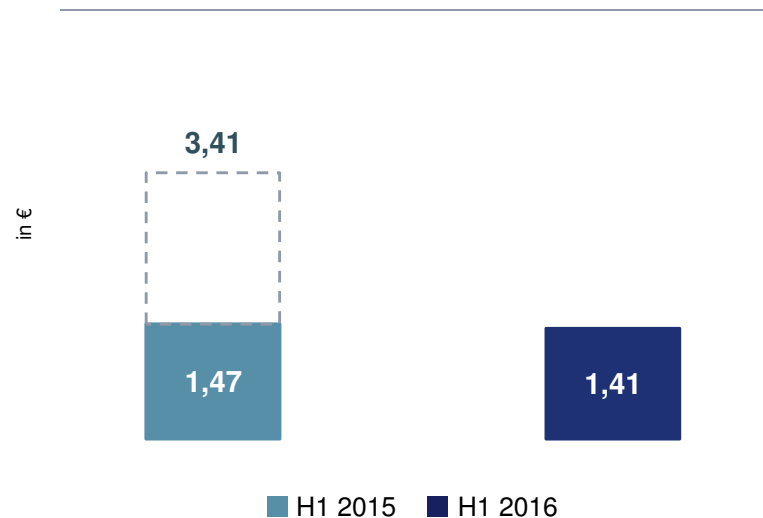
Revenues



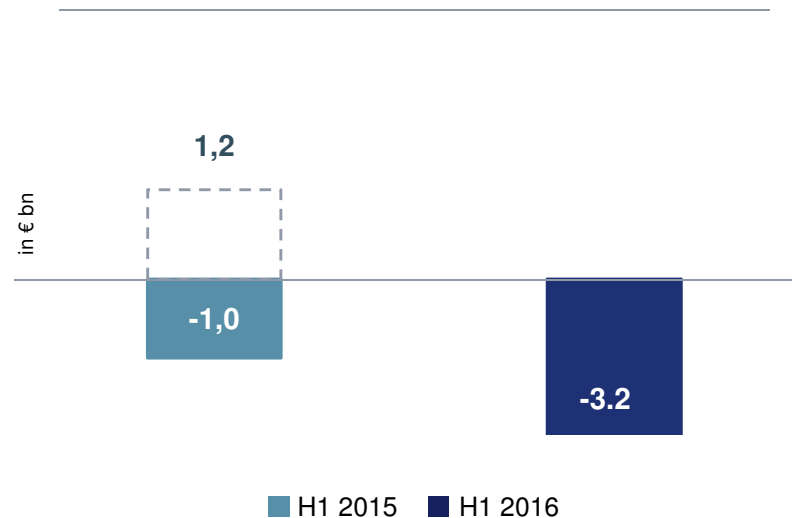
EBIT* before one-off



EPS** before one-off



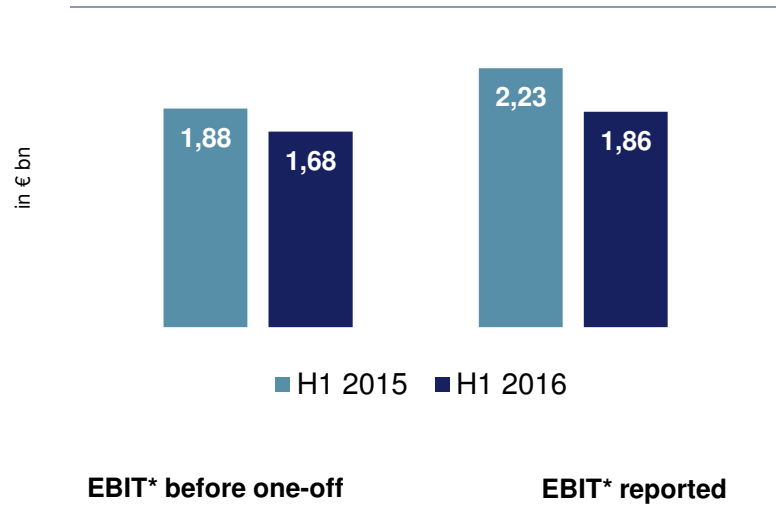
FCF before M&A



--- FY Results

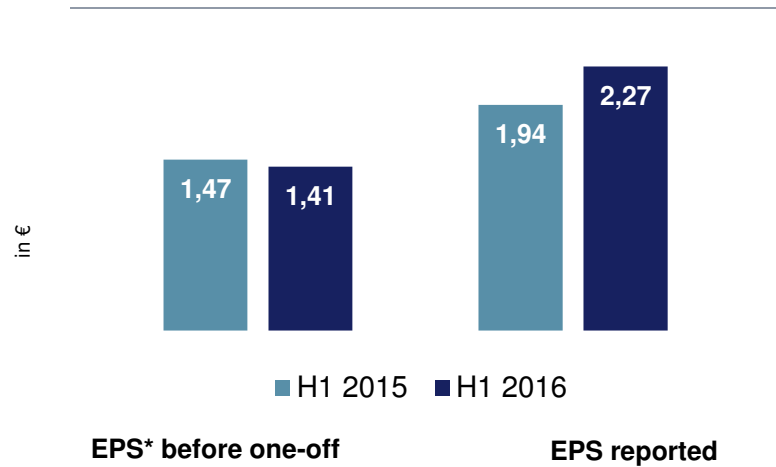
* Pre-goodwill impairment and exceptionals; ** H1 2016 Average number of shares: 775,116,098 compared to 785,672,234 in H1 2015; Capitalised R&D: € 112 m in H1 2016 and € 76 m in H1 2015

EBIT* Performance



- H1 2016 EBIT* reported of € 1.9 bn
- H1 2016 one-offs resulting from:
 - € - 1,026 m A400M LMC
 - € - 385 m A350 LMC
 - € - 509 m \$ PDP mismatch / BS Revaluation
 - € + 1,139 m ASL creation
 - € + 868 m Dassault disposal
 - € + 85 m Portfolio (€ 19 m at Airbus and € 66 m at Airbus DS)
- **€ + 172 m Net one-offs**

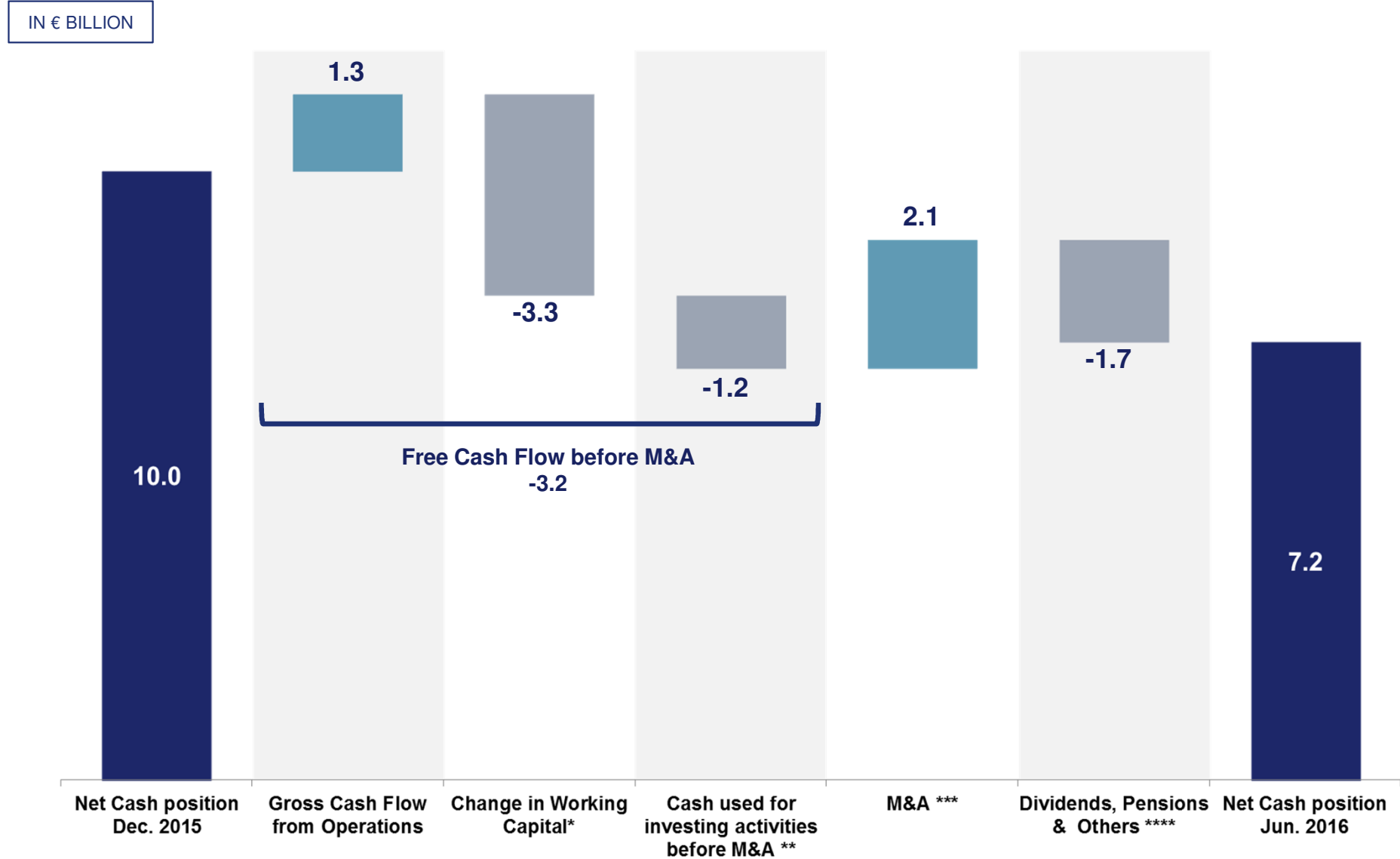
EPS Performance



- H1 2016 Net Income of € 1.8 bn
- H1 2016 EPS of € 2.27; ~1.5% accretion from SBB
- H1 2016 tax rate -3.4%, driven by capital gain taxation and deferred tax income on provisions

H1 2016 Average number of shares: 775,116,098 compared to 785,672,234 in H1 2015

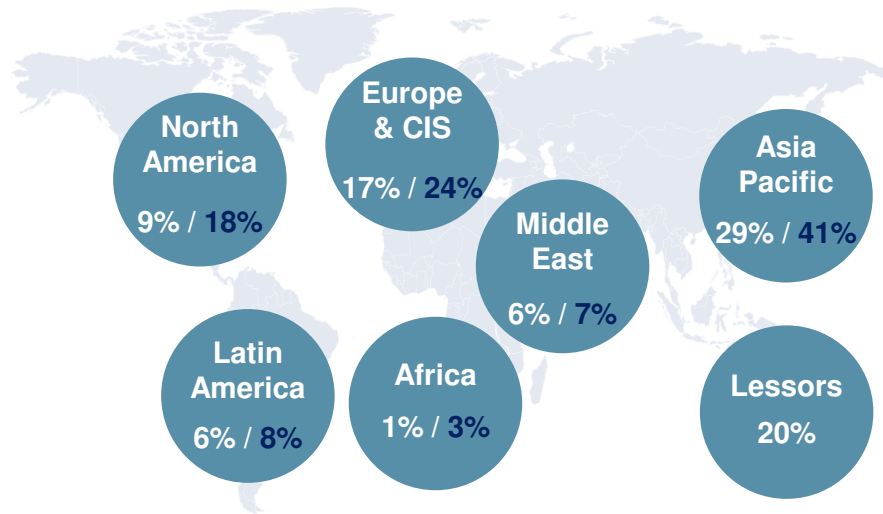
* Pre-goodwill impairment and exceptionals



- Temporary unavailability of European Export Credit Financing as a result of heightened compliance programme

* Excluding reclassification of certain trade liabilities ** Thereof Capex of € - 1.3 bn; *** M&A transactions include acquisitions and disposals of subsidiaries and businesses; **** thereof share buyback / change in treasury shares of € 0.7 bn

Airbus backlog* well aligned with regional needs and demand forecast

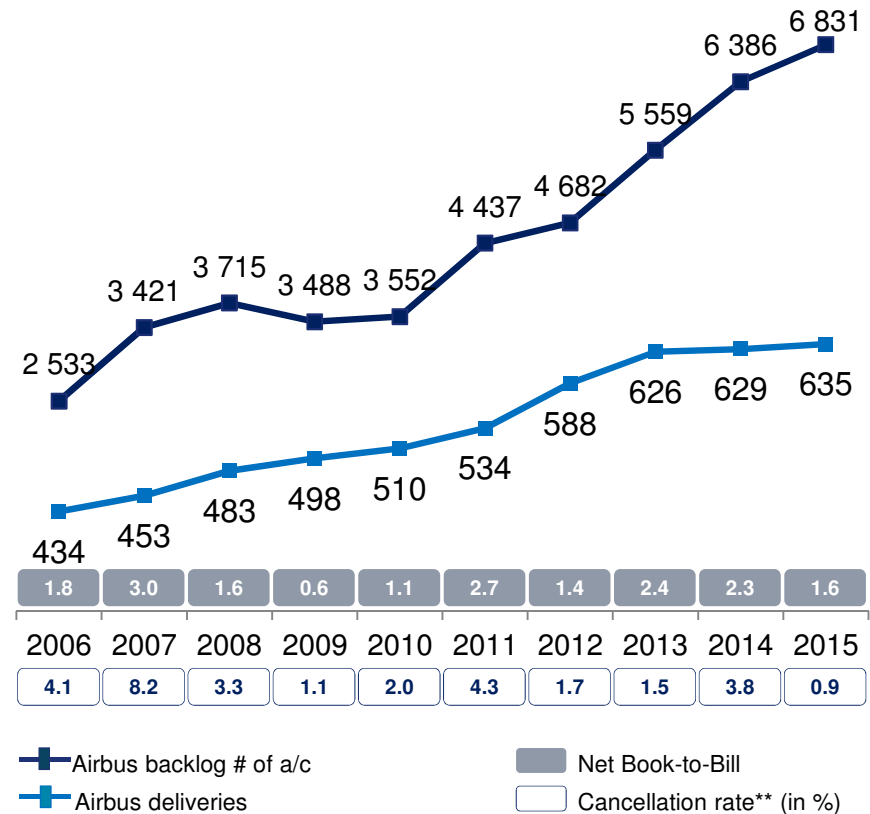


% Backlog as of end June. 2016
 % Share of 2016-2035 deliveries (GMF 2016)

Europe, North America and Lessors to take highest share of our deliveries over the next years

Over 10 years production in backlog *in units*

H1'16 Cancellation rate of 0.7% below historical levels



Steady increase of our delivery stream even when order intake slows down

Robust and well diversified backlog supports production rate increases

*11% of undisclosed customers; ** Yearly cancellations – excluding Ceo-Neo conversions / backlog, annualised for H1'16