



AIRBUS

9m Results

2017

31 October 2017



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' 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' 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 the Airbus “Registration Document” dated 4 April 2017, including the Risk Factors section.

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.

9m Results 2017

Company
Highlights

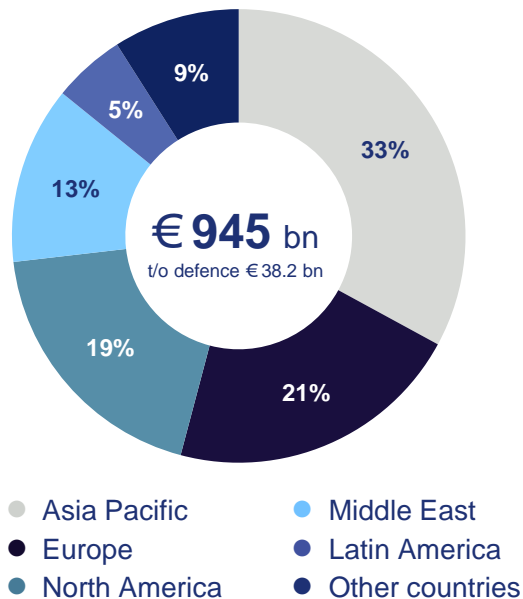
Divisional
Highlights

Guidance
Highlights

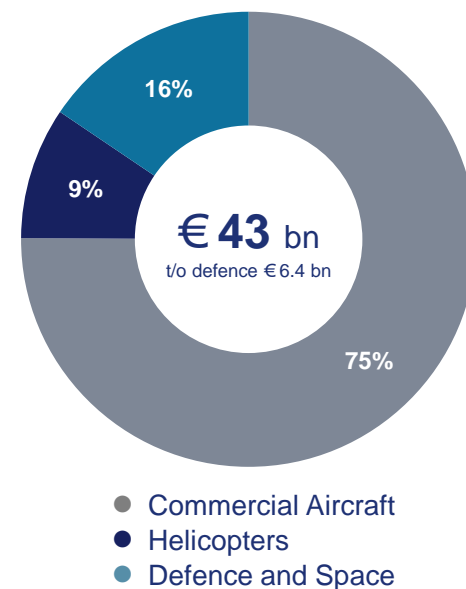


- Healthy commercial aircraft market; robust backlog supports ramp-up plans
- Engine delays impacting 9m results
- Focus on Q4 deliveries and ramp-up
- 2017 Guidance confirmed

Airbus Order Book* by Region (by value)



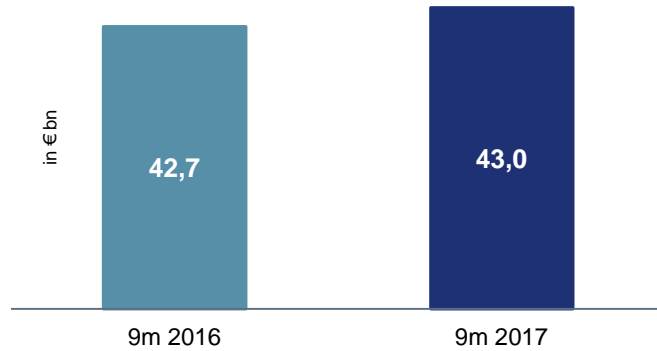
Airbus External Revenue Split by Division



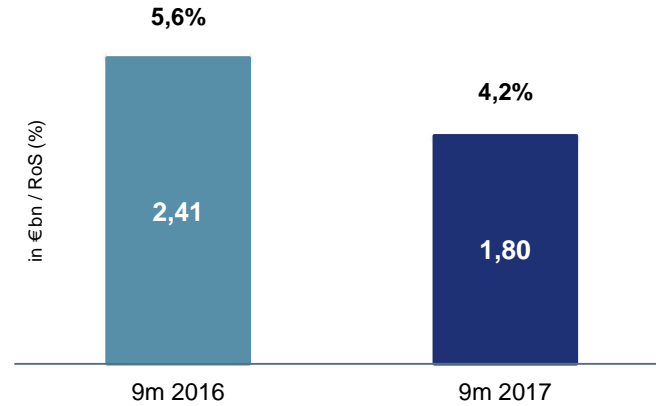
- **COMMERCIAL AIRCRAFT:** 319 gross orders, 271 net. Backlog: 6,691 a/c
- **HELICOPTERS:** 210 net orders, including 14 H175 in Q3
- **DEFENCE AND SPACE:** Order book impacted by the perimeter change (€1.9 bn). 5 A330 MRTT booked in Military Aircraft

* Commercial Order Intake and Order Book based on list prices

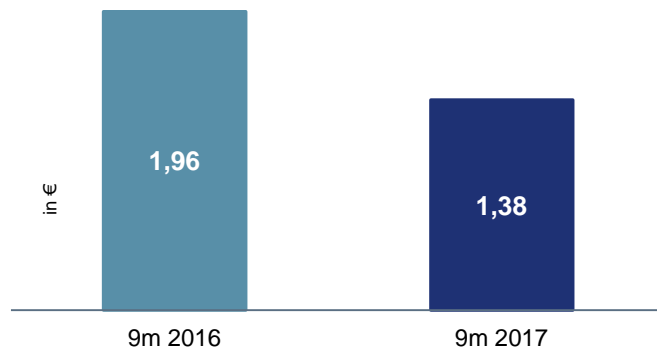
Revenues



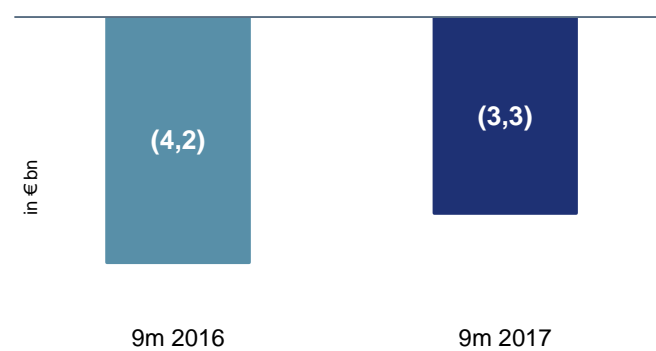
EBIT Adjusted



EPS ⁽¹⁾ Adjusted

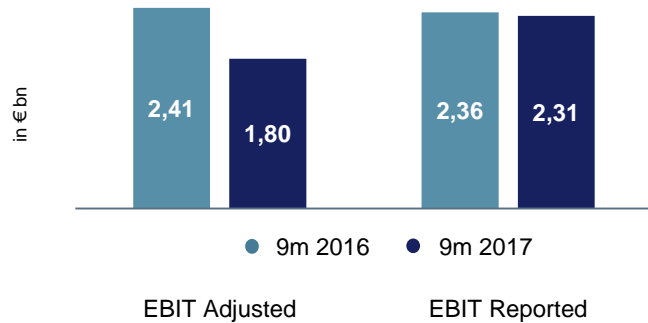


FCF before M&A and Customer Financing



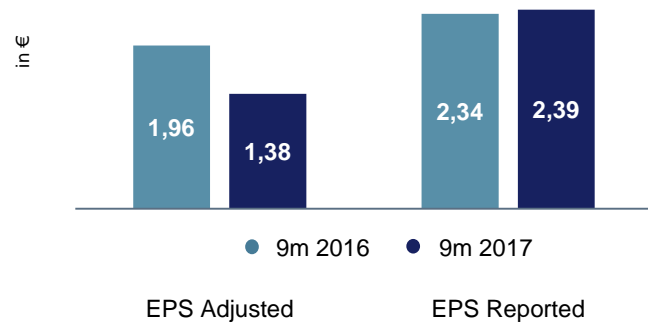
(1) 9m 2017 Average number of shares: 773,574,878 compared to 774,211,224 in 9m 2016
Capitalised R&D: €203 m in 9m 2017 and €178 m in 9m 2016

EBIT Performance



- 9m 2017 EBIT Reported of €2.3 bn
- 9m 2017 Adjustments resulting from:
 - €- 150 m A400M LMC
 - €+ 43 m \$ PDP mismatch / BS revaluation
 - €+ 19 m Other AD Portfolio
 - €+ 604 m Defence Electronics net capital gain
- **€+ 516 m Net Adjustments**

EPS Performance



- 9m 2017 Net Income of €1.9 bn
- 9m 2017 Net Income Adjusted of €1.1 bn
- 9m 2017 tax rate on core business is 28 %

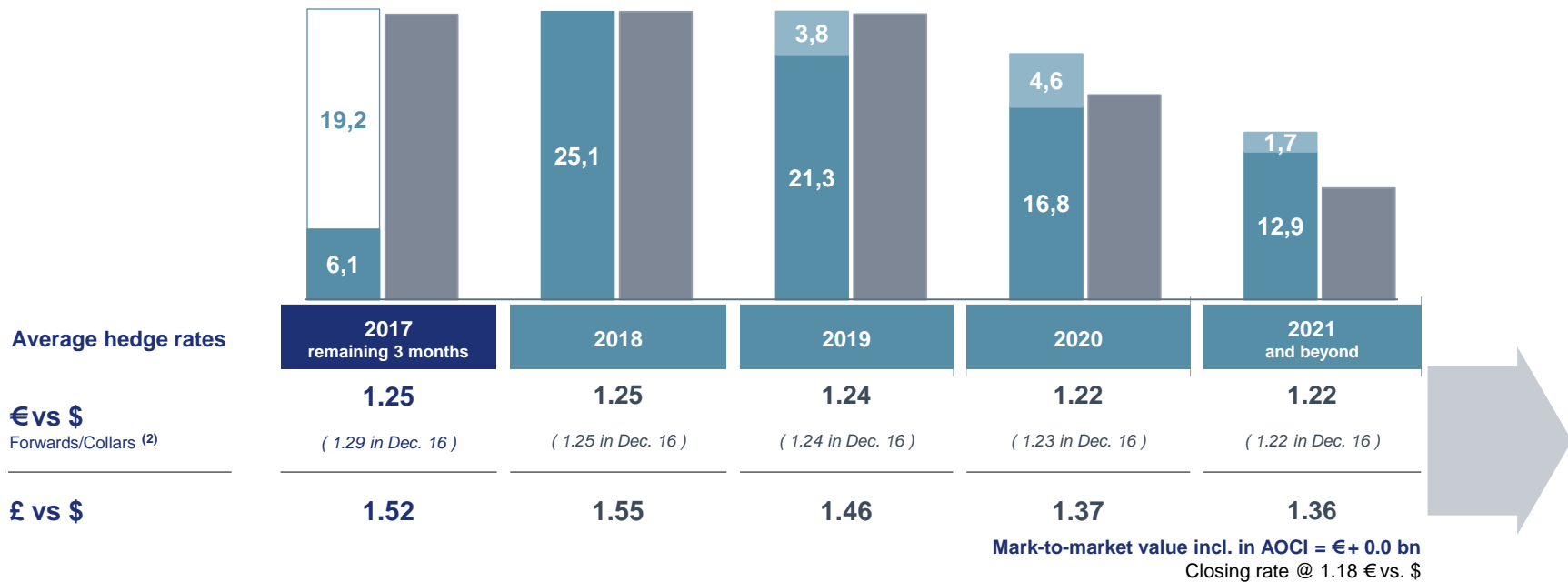
Average number of shares: 9m 2017= 773,574,878; 9m 2016= 774,211,224

CURRENCY HEDGE POLICY

IN \$ BILLION

Net Exposure

- Forward Sales as of Sep. 2017
- Collars as of Sep. 2017
- Forward Sales and Collars as of Dec. 2016

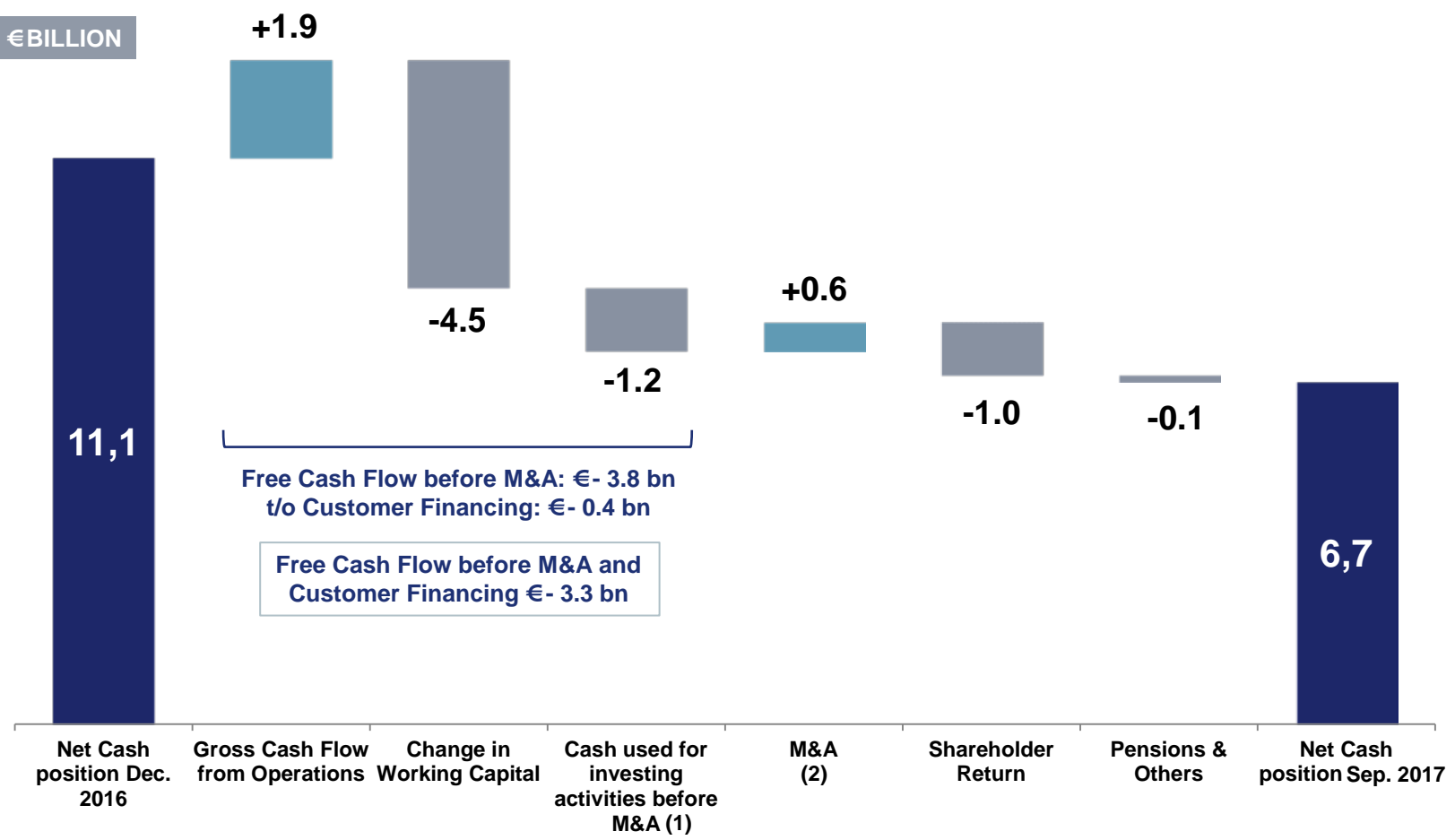


- In 9m 2017, new hedge contracts of \$ 9.1 bn were added at an average rate of € 1 = \$ 1.20 (1) of which \$ 8.5 bn Forwards at € 1 = \$ 1.19 and \$ 0.6 bn Zero-cost Collars
- \$ 19.2 bn of hedges matured at an average rate of € 1 = \$ 1.30
- Hedge portfolio (1) 30 September 2017 at \$ 92.3 bn (vs. \$ 102.4 bn in Dec. 2016), at an average rate of \$ 1.23 (2)

Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement. Graph shows US\$ Forward Sales and Collars, net exposure trend for illustrative purposes
(1) Total hedge amount contains \$/€ and \$/£ designated hedges; (2) Blended Forwards and Collars rate includes Collars at least favourable rate

9M 2017 CASH EVOLUTION

IN €BILLION



(1) Thereof Capex of €- 1.7 bn; (2) M&A transactions include acquisitions and disposals of subsidiaries and businesses

IFRS 15 requirements

- IFRS 15 will become effective 1st January 2018
- Restate FY17 results and recognise a cumulative catch-up adjustment to opening equity balance as of 1st January 2017 - Retrospective approach
- FY18 will be prepared under full application of IFRS 15

Principles

- Timing of revenue recognition will reflect the transfer of control
- Measurement of revenue will change to reflect the contractual considerations

Impact on KPIs

- Order backlog previously based on list prices will be measured on the minimum future revenue to be recognised on the contracts
- Cumulative profit and cash flow recognised over product lifecycle is unchanged

Main programmes impacted



Quantitative assessment ongoing

Next updates

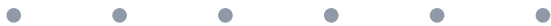
- IFRS 15 quantitative impact assessment to be communicated in the context of FY17 disclosure

9m Results 2017

Company
Highlights

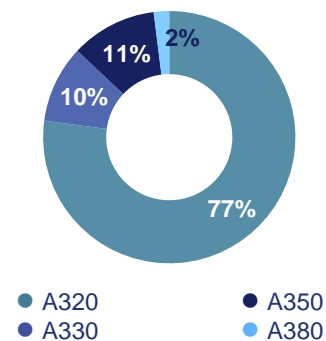
**Divisional
Highlights**

Guidance
Highlights

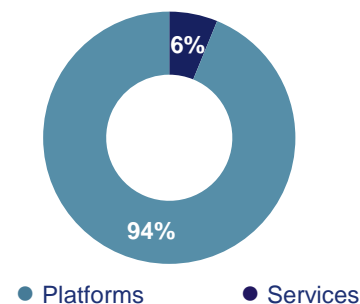


IN € MILLION		9m 2017	9m 2016	Change
Order Intake (net)		271	380	-28.7%
Order Book	Units	6,691	6,749	-0.9%
Order Intake (net)		40,814	63,103	-35.3%
Order Book	Value	897,128	939,079	-4.5%
Deliveries (units)		454	462	-1.7%
Revenues		32,643	31,511	3.6%
R&D Expenses		1,368	1,479	-7.5%
<i>in % Revenues</i>		4.2%	4.7%	
EBIT Adjusted		1,545	1,836	-15.8%
<i>in % Revenues</i>		4.7%	5.8%	
EBIT		1,518	773	96.4%
<i>in % Revenues</i>		4.7%	2.5%	

Deliveries by Programme (units)



External Revenue Split

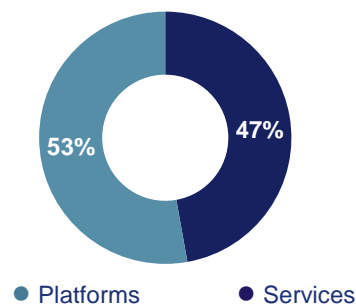
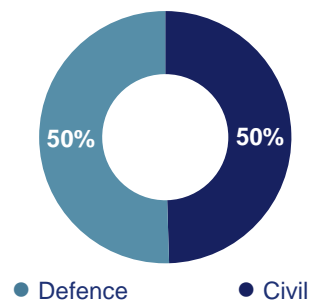


- EBIT Adjusted reflects delivery mix and phasing as well as transition pricing
- A350: 50 a/c delivered. Progress on industrial ramp-up and cost convergence
- A320neo ramp-up impacted by engine availability. Delivery profile Q4 loaded
- A380 deliveries protected by backlog until end of 2019

(1) 452 a/c with revenue recognition (2 A330 on Operating Lease)
Capitalised R&D: € 97 m in 9m 2017 and € 112 m in 9m 2016

IN € MILLION		9m 2017	9m 2016	CHANGE
Order Intake (net)	Units	210	211	-0.5%
Order Book		710	784	-9.4%
Order Intake (net)	Value	4,729	3,588	31.8%
Order Book		11,636	11,075	5.1%
Deliveries (units)		266	258	3.1%
Revenues		4,388	4,282	2.5%
R&D Expenses		205	226	-9.3%
<i>in % Revenues</i>		4.7%	5.3%	
EBIT Adjusted		165	200	-17.5%
<i>in % Revenues</i>		3.8%	4.7%	
EBIT		165	200	-17.5%
<i>in % Revenues</i>		3.8%	4.7%	

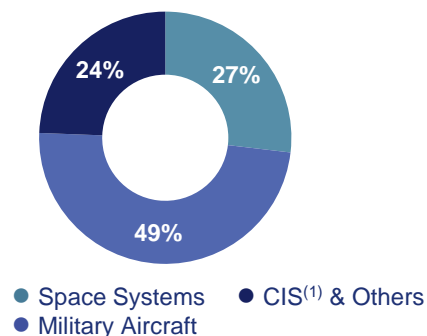
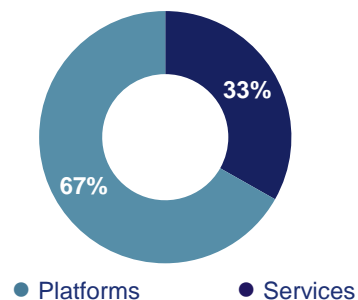
External Revenue Split



- Despite higher deliveries and revenues, EBIT Adjusted reflects unfavourable mix incl. lower commercial flight hour services as well as impact associated with H225 past grounding, partially mitigated by transformation efforts

IN € MILLION	9m 2017	9m 2016	CHANGE
Order Intake (net)	5,714	8,189	-30.2%
Order Book	38,551	38,355	0.5%
Revenues	6,733	7,714	-12.7%
R&D Expenses	220	237	-7.2%
<i>in % Revenues</i>	<i>3.3%</i>	<i>3.1%</i>	
EBIT Adjusted	357	436	-18.1%
<i>in % Revenues</i>	<i>5.3%</i>	<i>5.7%</i>	
EBIT	900	579	55.4%
<i>in % Revenues</i>	<i>13.4%</i>	<i>7.5%</i>	

External Revenue Split



- Performance broadly stable before perimeter change (Revenues perimeter change ~ € 1.4 bn)
- A400M: 12 a/c delivered in 9m 2017; provision updated for production adjustment. Challenges remain; discussions ongoing with customers

(1) Communications, Intelligence & Security
Capitalised R&D: € 17 m in 9m 2017 and € 28 m in 9m 2016

9m Results 2017

Company
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Divisional
Highlights

Guidance
Highlights



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 which depends on engine manufacturers meeting commitments
- Before M&A, Airbus expects mid-single-digit % growth in EBIT Adjusted and EPS Adjusted compared to 2016
- Free Cash Flow is expected to be similar to 2016 before M&A and Customer Financing

The perimeter change in Defence and Space is expected to reduce EBIT Adjusted and Free Cash Flow before M&A and Customer Financing by around € 150 million and EPS Adjusted by around 14 cents

- 9m performance on track, affected by engine issues
- Ramp-up prepared and committed by engine manufacturers for Q4
- 2017 Guidance confirmed
- Shaping the future
- Focused on EPS / FCF growth

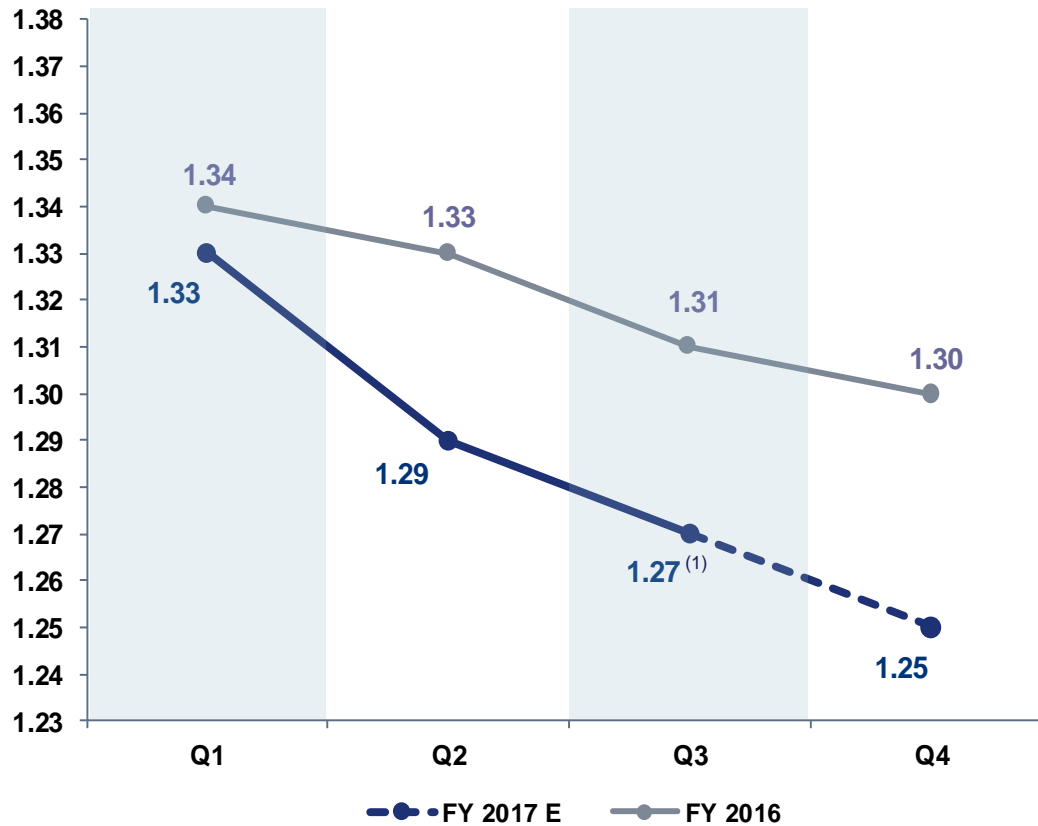
9m Results 2017

APPENDIX



EXPECTED AIRBUS AVERAGE HEDGE RATES €VS. \$

Active exposure management



	Average Hedge Rates
FY 2016	1.32
FY 2017E	1.29

(1) Q3 actual

9M 2017 DETAILED INCOME STATEMENT AND ADJUSTMENTS

IN € MILLION

	9m 2017	thereof Adjustments			9m 2017 Adjusted
		Impact on EBIT		Financial Result	
		Operational	FX		
		Defence and Space ⁽¹⁾	Comm. a/c and DS ⁽²⁾		
EBIT	2,312	473	43		1,796
in % of revenues	5.4%				4.2%
Interest income	134				134
Interest expenses	(385)				(385)
Other Financial Result	343			403	(60)
Finance Result	92			403	(311)
Income before taxes	2,404	473	43	403	1,485
Non-controlling interest	0				0
Net Income reported	1,851				1,068
Number of shares	773,574,878				773,574,878
EPS reported (in €)	2.39				1.38

Net Income Adjusted excludes the following items:

- Adjustments impacting the EBIT line (as reported in the EBIT Adjusted)
- The Other Financial Result, except for the unwinding of discount on provisions

The tax effect on Adjusted Income before taxes is calculated at 28%

(1) Thereof € + 604 m Defence Electronics net capital gain, € + 19 m Other AD portfolio, € - 150 m A400M LMC; (2) Thereof € - 27 m Commercial Aircraft, € + 70 m Defence and Space

9M 2016 DETAILED INCOME STATEMENT AND ADJUSTMENTS

IN € MILLION

	9m 2016	thereof Adjustments				Financial Result	9m 2016 Adjusted
		Impact on EBIT					
		Operational	HQ	FX			
		Commercial Aircraft	Defence and Space ⁽¹⁾	Dassault sale	Comm. a/c and DS ⁽²⁾		
EBIT	2,356	(366)	169	868	(723)		2,408
in % of revenues	5.5%						5.6%
Interest income	186						186
Interest expenses	(389)						(389)
Other Financial Result	(139)					(73)	(66)
Finance Result	(342)					(73)	(269)
Income before taxes	2,014	(366)	169	868	(723)	(73)	2,139
Non-controlling interest	1						1
Net Income reported	1,811						1,520
Number of shares	774,211,224						774,211,224
EPS reported (in €)	2.34						1.96

Net Income Adjusted excludes the following items:

- Adjustments impacting the EBIT line (as reported in the EBIT Adjusted)
- The Other Financial Result, except for the unwinding of discount on provisions

The tax effect on Adjusted Income before taxes is calculated at 29%

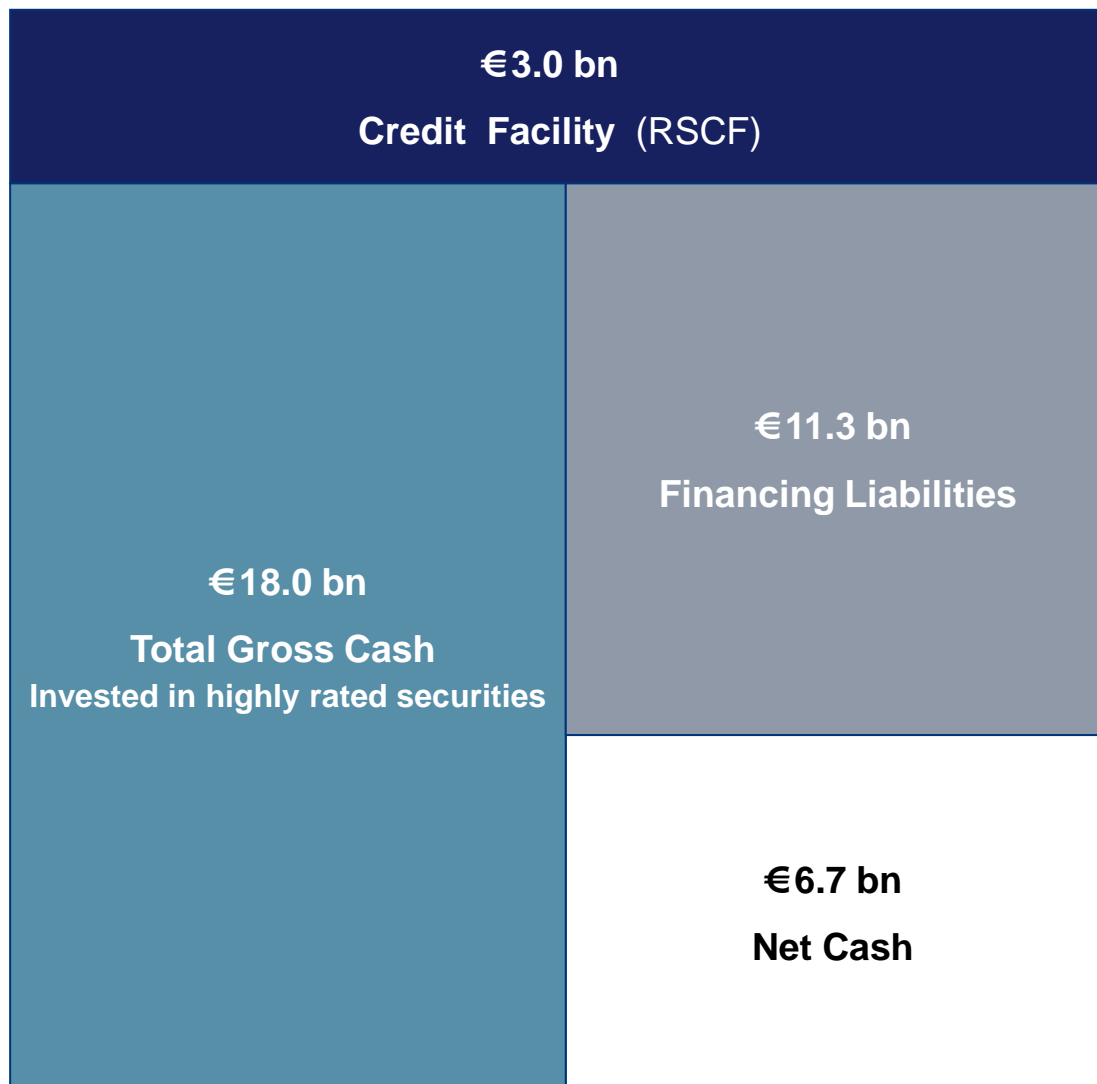
(1) Thereof € - 1,026 m A400M LMC, € + 1,139m ASL creation and € 56 m portfolio ; (2) Thereof € - 697 m Commercial Aircraft, € - 26 m Defence and Space

Q3 2017 KEY FIGURES

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IN €MILLION	Q3 2017	Q3 2016
Order Intake	13,626	34,083
Revenues	14,244	13,950
EBIT Adjusted	697	729
EBIT	521	505
Net Income	348	50
FCF before M&A	(1,234)	(1,493)
FCF before M&A and Customer Financing	(1,251)	(1,535)

IN €MILLION	Q3 2017		Q3 2016		Q3 2017		Q3 2016		Q3 2017		Q3 2016	
	Revenues	EBIT Adjusted	EBIT	Revenues	EBIT Adjusted	EBIT	Revenues	EBIT Adjusted	EBIT	Revenues	EBIT Adjusted	EBIT
Commercial Aircraft	10,854	591	440	10,450	567	353						
Helicopters	1,467	72	72	1,595	56	56						
Defence and Space	2,108	109	84	2,274	114	104						
HQ / Elim.	(185)	(75)	(75)	(369)	(8)	(8)						
Airbus	14,244	697	521	13,950	729	505						



Credit Facility:

- Maturity 2021, undrawn
- Fully committed by 40 banks
- No financial covenants, no MAC clause

Financing Liabilities:

of which long-term : €9.5 bn

- Includes €3.5 bn EMTN, €0.5 bn Convertible Bond, €1.1 bn exchangeable bond and \$2.5 bn USD 144A/RegS ⁽¹⁾

Credit Ratings:

Short-term rating:

- S & P: A-1+
- Moody's: P-1

Long-term rating:

- S & P: A+ stable
- Moody's: A2 stable

(1) US Debt Capital Markets: On April 10, Airbus issued \$1.5 bn under 144A Rule as a dual-tranche: \$750 m with 10y maturity and \$750 m with a 30y maturity

DETAILED FREE CASH FLOW

IN €MILLION	9m 2017	9m 2016
Net Cash position at the beginning of the period	11,113	10,003
Gross Cash Flow from Operations ⁽¹⁾	1,915	1,675
Change in working capital ⁽²⁾	(4,459)	(4,475)
Cash used for investing activities ⁽³⁾	(664)	151
of which Industrial Capex (additions) ⁽⁴⁾	(1,655)	(1,990)
Free Cash Flow ⁽⁵⁾	(3,208)	(2,649)
of which M&A	573	2,080
Free Cash Flow before M&A	(3,781)	(4,729)
of which Customer Financing	(437)	(545)
Free Cash Flow before M&A and Customer Financing	(3,344)	(4,184)
Change in capital and non-controlling interests	79	54
Change in treasury shares / share buyback	0	(736)
Contribution to plan assets of pension schemes	(171)	(203)
Cash distribution to shareholders / non - controlling interests	(1,047)	(1,010)
Others	(48)	94
Net cash position at the end of the period	6,718	5,553

(1) Excluding working capital change, contribution to plan assets of pension schemes and realised FX results on Treasury swaps

(2) Including net customer financing and, in 2016, excluding reclassification of certain trade liabilities; (3) Excluding change of securities and change in cash from changes in consolidation and excluding bank activities; (4) Excluding leased and financial assets; (5) Excluding change in securities, change in cash from changes in consolidation, contribution to plan assets, realised FX results on Treasury swaps, bank activities and, in 2016, reclassification of certain trade liabilities

NET CASH POSITION

IN €MILLION	Sep. 2017	Dec. 2016
Gross Cash	17,980	21,591
Financing Debts	(11,262)	(10,478)
Short-term Financing Debts	(1,748)	(1,687)
Long-term Financing Debts	(9,514)	(8,791)
Reported Net Cash	6,718	11,113
Airbus non-recourse debt	(58)	(43)
Net Cash excl. non-recourse	6,776	11,156

CUSTOMER FINANCING EXPOSURE

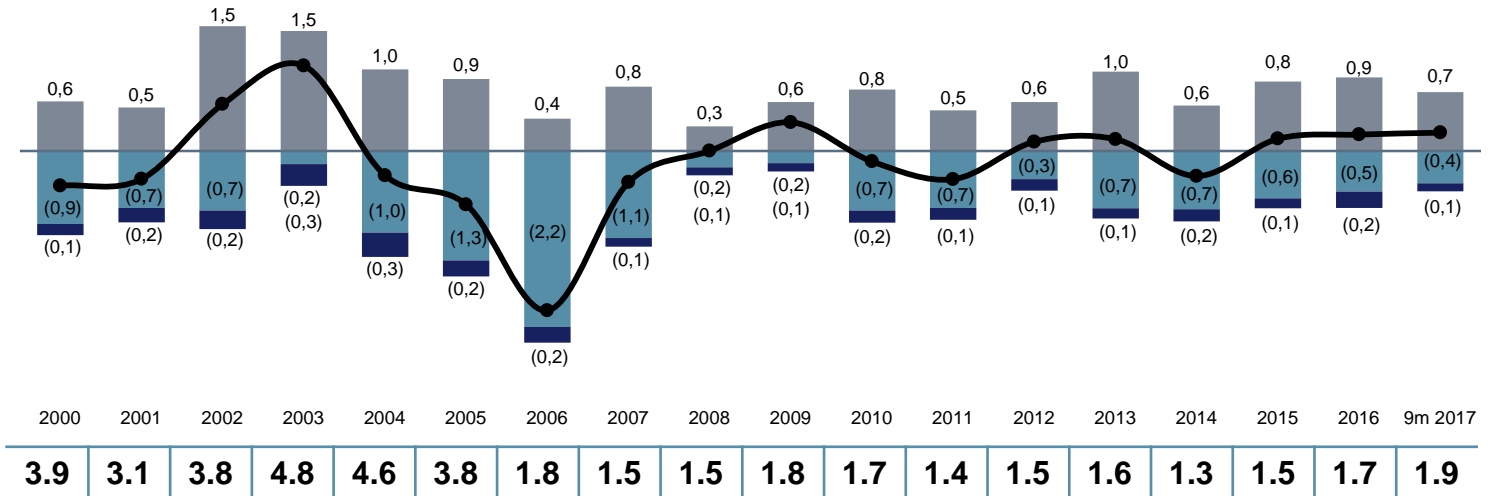
IN € MILLION	Sep. 2017	Dec. 2016	Sep. 2017	Dec. 2016
	Commercial Aircraft		Helicopters	
Closing rate € 1 =	\$ 1.18	\$ 1.05	\$ 1.18	\$ 1.05
Total Gross Exposure	1,589	1,572	141	119
of which off-balance sheet	150	182	5	21
Estimated value of collateral	(1,259)	(1,157)	(81)	(60)
Net Exposure	330	415	60	59
Provision and asset impairment	(330)	(415)	(60)	(59)
Net Exposure after provision	0	0	0	0

AIRBUS COMMERCIAL AIRCRAFT CUSTOMER FINANCING

IN \$ BILLION

— Additions — Sell Down — Amortization — Net change

Commercial Aircraft Customer Financing Gross Exposure



Net Exposure fully provisioned

Net Exposure fully provisioned

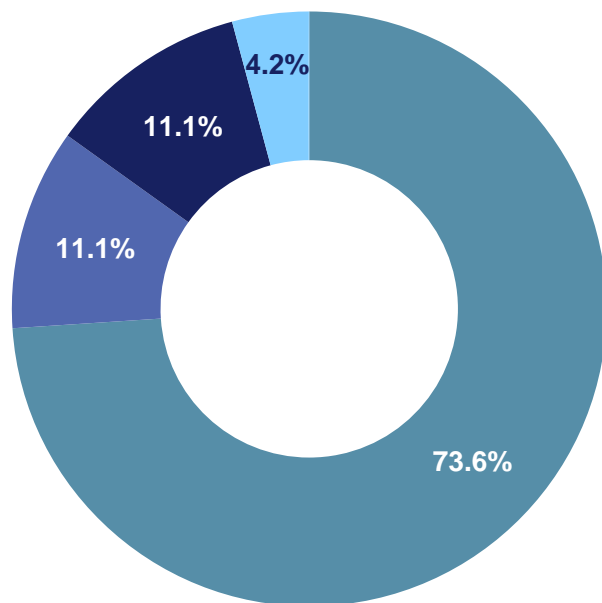


BALANCE SHEET HIGHLIGHTS: ASSETS

IN € MILLION	Sep. 2017	Dec. 2016
Non-current Assets	54,728	55,037
of which Intangible & Goodwill	11,658	12,068
of which Property, plant & equipment	16,546	16,913
of which Investments & Financial assets	5,876	5,263
of which positive hedge mark-to-market	2,470	893
of which Non-current securities	10,071	9,897
Current Assets	57,784	54,948
of which Inventory	35,443	29,688
of which Cash	6,592	10,143
of which Current securities	1,317	1,551
of which positive hedge mark-to-market	544	258
Assets of disposal groups classified as held for sale	951	1,148
Total Assets	113,463	111,133
Closing rate € vs. \$	1.18	1.05

BALANCE SHEET HIGHLIGHTS: LIABILITIES

IN € MILLION	Sep. 2017	Dec. 2016
Total Equity	11,499	3,652
of which OCI (Other Comprehensive Income)	1,845	(4,845)
of which Non-controlling interests	0	(5)
Non-current liabilities	47,307	50,789
of which pensions	8,179	8,342
of which other provisions	2,212	2,484
of which financing debts	9,514	8,791
of which European governments refundable advances	6,569	6,340
of which Customer advances	16,092	15,714
of which negative hedge mark-to-market	1,451	6,544
Current liabilities	54,184	55,701
of which pensions	213	314
of which other provisions	5,015	5,829
of which financing debts	1,748	1,687
of which European governments refundable advances	347	730
of which Customer advances	26,250	24,115
of which negative hedge mark-to-market	1,751	4,476
Liabilities of disposal groups classified as held for sale	473	991
Total Liabilities and Equity	113,463	111,133



Free Float **73.6%**

Shareholder Agreement **26.4%**

SOGEPa **11.1%**

GZBV **11.1%**

SEPI **4.2%**

Treasury Shares **0.0%**

- 774,467,480 shares issued as at 30 September 2017

QUARTERLY ORDER INTAKE BREAKDOWN (CUMULATIVE)

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IN €MILLION	Q1		H1		9m		FY	
	2017	2016	2017	2016	2017	2016	2017	2016
Commercial Aircraft	1,153	4,311	30,272	32,302	40,814	63,103		114,938
Helicopters	1,417	1,004	3,630	2,338	4,729	3,588		6,057
Defence and Space ⁽¹⁾	1,521	2,515	3,616	5,189	5,714	8,189		15,393
HQ / Elim.	(268)	(585)	(354)	(694)	(467)	(1,662)		(1,908)
Airbus	3,823	7,245	37,164	39,135	50,790	73,218		134,480

(1) Defence and Space figures reflect perimeter change impact

QUARTERLY ORDER BOOK BREAKDOWN (CUMULATIVE)

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IN €MILLION	Q1		H1		9m		FY	
	2017	2016	2017	2016	2017	2016	2017	2016
Commercial Aircraft	981,958	904,589	932,291	930,885	897,128	939,079		1,010,200
Helicopters	11,392	11,615	11,996	11,421	11,636	11,075		11,269
Defence and Space ⁽¹⁾	39,421	42,596	38,708	37,665	38,551	38,355		41,499
HQ / Elim.	(2,613)	(1,820)	(2,138)	(1,884)	(2,129)	(2,508)		(2,521)
Airbus	1,030,158	956,980	980,857	978,087	945,186	986,001		1,060,447

(1) Defence and Space figures reflect perimeter change impact

QUARTERLY REVENUES BREAKDOWN (CUMULATIVE)

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IN €MILLION	Q1		H1		9m		FY	
	2017	2016	2017	2016	2017	2016	2017	2016
Commercial Aircraft	9,825	8,668	21,789	21,061	32,643	31,511		49,237
Helicopters	1,291	1,158	2,921	2,687	4,388	4,282		6,652
Defence and Space ⁽¹⁾	2,114	2,534	4,625	5,440	6,733	7,714		11,854
HQ / Elim.	(242)	(177)	(626)	(433)	(811)	(802)		(1,162)
Airbus	12,988	12,183	28,709	28,755	42,953	42,705		66,581

(1) Defence and Space figures reflect perimeter change impact

QUARTERLY EBIT BREAKDOWN (CUMULATIVE)

34

IN €MILLION	Q1		H1		9m		FY	
	2017	2016	2017	2016	2017	2016	2017	2016
Commercial Aircraft	336	289	1,078	420	1,518	773		1,543
Helicopters	(2)	33	93	144	165	200		308
Defence and Space ⁽¹⁾	620	88	816	475	900	579		(93)
HQ / Elim.	(102)	(48)	(196)	812	(271)	804		500
Airbus	852	362	1,791	1,851	2,312	2,356		2,258

(1) Defence and Space figures reflect perimeter change impact

QUARTERLY EBIT ADJUSTED BREAKDOWN (CUMULATIVE)

35

IN €MILLION	Q1		H1		9m		FY	
	2017	2016	2017	2016	2017	2016	2017	2016
Commercial Aircraft	281	406	954	1,269	1,545	1,836		2,811
Helicopters	(2)	33	93	144	165	200		350
Defence and Space ⁽¹⁾	63	107	248	322	357	436		1,002
HQ / Elim.	(102)	(48)	(196)	(56)	(271)	(64)		(208)
Airbus	240	498	1,099	1,679	1,796	2,408		3,955

(1) Defence and Space figures reflect perimeter change impact

9M 2017 IFRS VS. APM CASH FLOW RECONCILIATION

IN €BILLION	9m 2017	IN €BILLION	9m 2017
Cash provided by (used for) operating activities	(2.6)	Cash provided by (used for) operating activities	(2.6)
t/o Reimbursement from / contribution to plan assets	(0.2)	Cash provided by (used for) investing activities	(1.0)
t/o Treasury swaps	0.1	t/o Net proceeds (payment)	(0.0)
t/o Change in working capital	(4.5)	Others	0.3
Gross Cash Flow from Operations	1.9	Free Cash Flow	(3.2)
		t/o Proceeds from disposals (incl. DE)	0.8
		t/o Others M&A transactions	(0.2)
		Free Cash Flow before M&A	(3.8)
		t/o Customer Financing	(0.4)
		FCF before M&A and Customer Financing	(3.3)

2016 QUARTERLY EBIT* BEFORE ONE-OFF TO EBIT ADJUSTED RECONCILIATION

37

IN €MILLION

	Q1			H1		
	EBIT* before one-off	Exceptionals	EBIT Adjusted	EBIT* before one-off	Exceptionals	EBIT Adjusted
Commercial Aircraft	407	(1)	406	1,270	(1)	1,269
Helicopters	33	0	33	144	0	144
Defence and Space	109	(2)	107	325	(3)	322
HQ / Elim.	(48)	0	(48)	(55)	(1)	(56)
Airbus	501	(3)	498	1,684	(5)	1,679

	9m			FY		
	EBIT* before one-off	Exceptionals	EBIT Adjusted	EBIT* before one-off	Exceptionals	EBIT Adjusted
Commercial Aircraft	1,838	(2)	1,836	2,813	(2)	2,811
Helicopters	200	0	200	350	0	350
Defence and Space	440	(4)	436	1,007	(5)	1,002
HQ / Elim.	(63)	(1)	(64)	(171)	(37)	(208)
Airbus	2,415	(7)	2,408	3,999	(44)	3,955

* Pre-goodwill impairment and exceptionals

AIRBUS

GLOSSARY ON ALTERNATIVE PERFORMANCE MEASURES (APM)

The following Presentation also contains certain “non-GAAP financial measures”, *i.e.* financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measure calculated and presented in accordance with IFRS. For example, Airbus makes use of the non-GAAP measures “EBIT Adjusted”, “EPS Adjusted” and “Free Cash Flow”.

Airbus uses these non-GAAP financial measures to assess its consolidated financial and operating performance and believes they are helpful in identifying trends in its performance. These measures enhance management’s ability to make decisions with respect to resource allocation and whether Airbus is meeting established financial goals.

Non-GAAP financial measures have certain limitations as analytical tools, and should not be considered in isolation or as substitutes for analysis of Airbus’ results as reported under IFRS. Because of these limitations, they should not be considered substitutes for the relevant IFRS measures.

- **EBIT:** Airbus continues to use the term EBIT (Earnings before interest and taxes). It is identical to Profit before finance cost and income taxes as defined by IFRS Rules.
- **Adjustment** is an alternative performance measure used by Airbus which includes material charges or profits caused by movements in provisions related to programmes, restructuring or foreign exchange impacts as well as capital gains/losses from the disposal and acquisition of businesses.
- **EBIT Adjusted:** Airbus uses an alternative performance measure, EBIT Adjusted as a key indicator capturing the underlying business margin by excluding material charges or profits caused by movements in provisions related to programmes, restructuring or foreign exchange impacts as well as capital gains/losses from the disposal and acquisition of businesses.
- **EPS Adjusted** is an alternative performance measure of a basic EPS as reported whereby the net income as the numerator does include Adjustments. For reconciliation see slide 20.
- **Gross Cash position:** Airbus defines its consolidated gross cash position as the sum of (i) cash and cash equivalents and (ii) securities (all as recorded in the consolidated statement of financial position).
- **Net cash position:** Airbus defines its consolidated net cash position as the sum of (i) cash and cash equivalents and (ii) securities, minus (iii) financing liabilities (all as recorded in the consolidated statement of financial position) as defined in MD&A section 2.1.6.
- **Gross cash flow from operations:** Gross cash flow from operations is an alternative performance measure and an indicator used by Airbus to measure its operating cash performance before changes in working capital. It is defined in Registration Document, MD&A section 2.1.6 as cash provided by operating activities, excluding (i) changes in other operating assets and liabilities (working capital), (ii) contribution to plan assets of pension schemes and (iii) realised foreign exchange results on Treasury swaps.
- **Change in working capital:** it is identical to changes in other operating assets and liabilities as defined by IFRS Rules. It is comprised of inventories, trade receivables, other assets and prepaid expenses netted against trade liabilities, other liabilities (including customer advances), deferred income and customer financing.
- **FCF:** For the definition of the alternative performance measure free cash flow, see Registration Document, MD&A section 2.1.6.1. It is a key indicator which allows the Company to measure the amount of cash flow generated from operations after cash used in investing activities.
- **FCF before M&A** refers to FCF as defined in the Registration Document, MD&A section 2.1.6.1. adjusted for net proceeds from disposals and acquisitions. It is an alternative performance measure and indicator that is important in order to measure FCF excluding those cash flows from the disposal and acquisition of businesses.
- **FCF before M&A and Customer Financing** refers to free cash flow before mergers and acquisitions adjusted for cash flow related to aircraft financing activities. It is an alternative performance measure and indicator that may be used from time to time by the Company in its financial guidance, esp. when there is higher uncertainty around customer financing activities, such as during the suspension of ECA financing support.