

INVESTOR MEETING

PARIS AIRSHOW 2015

Tom Enders	CEO – Airbus Group
Fabrice Bregier	CEO – Airbus
Harald Wilhelm	CFO – Airbus Group & Airbus

AIRBUS
GROUP

- Healthy commercial aircraft market
- Operational progress & programme execution
- Competitiveness & innovation
- Progress on divestments
- Cash control and FCF generation

Driving EPS & DPS Growth

**Long-Term
Growth Market**



5.2% annual traffic growth for next decade

**Volatile
Fuel Price**



Structural demand for more efficient aircraft

**Improving
Airline
Profitability**



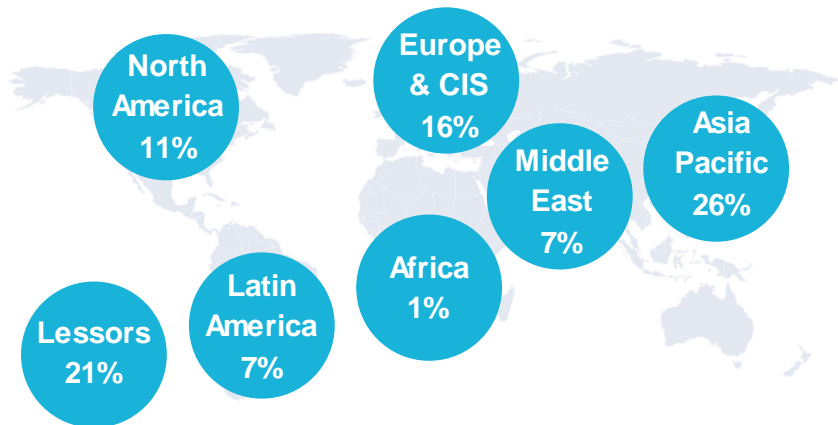
Ongoing fleet expansion and renewal

***Healthy commercial aircraft market, 225 net orders end of May
Orders at Le Bourget confirm book to bill > 1***

AIRBUS BACKLOG AND DELIVERIES

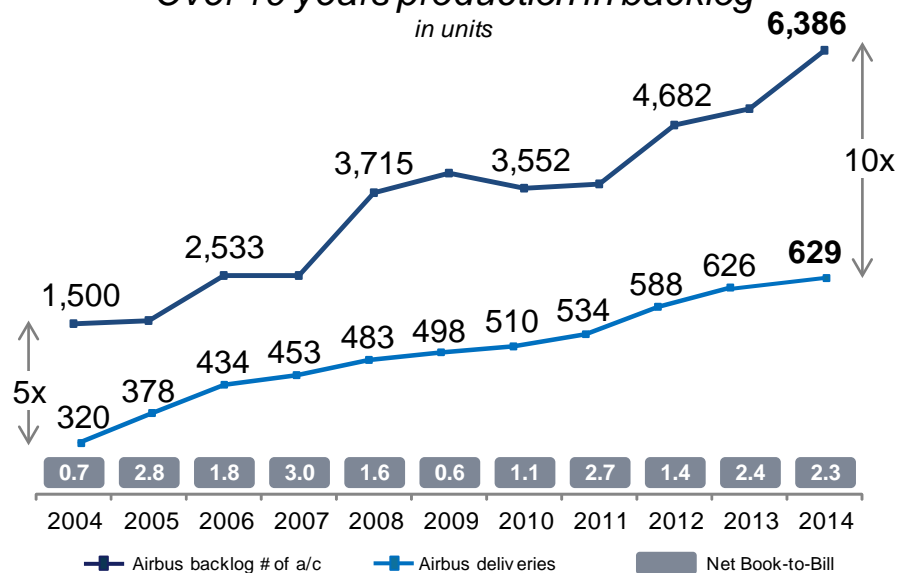
Backlog by Region*

6,368 aircraft in backlog
as of end May 2015



Deliveries vs. Backlog

Over 10 years production in backlog
in units



Solid, diversified backlog

Proactive risk management tools in place

* Based on units, 11% undisclosed customers not shown in backlog

Leading market-driven innovation:

- Successful incremental innovation
- Reducing time to market
- Higher standard of new product deployment and ramp-up controls
- Competitive leadership position



Product portfolio positioned for success

***Industry leading
single aisle aircraft***



- 5,123 A320 family aircraft in backlog*
- Rate 42 today to 50 in 2017, potential to go higher
- CEO to NEO transition on-track industrially and commercially
- Continuous innovation

* Backlog at end May

***Most versatile
wide-body aircraft***



- 313 A330 family aircraft in backlog*
- Managing transition to NEO with rate 6 in 2016
- Different variants tailored to specific customer needs
- A330neo development on-track – EIS Q4 2017

* Backlog at end May

***Growth and
revenue driver for
customers***



- 155 A380 aircraft in backlog*
- On-track to reach breakeven in 2015
- Innovation to maximise efficiency and add value for our customers
- Preferred aircraft for passengers

* Backlog at end May

Meeting customer commitments



- Strong A350 backlog, 780 ordered, 3 delivered*
- Demonstrating early maturity in operations
- 15 deliveries for 2015, rate 10 per month by end 2018
- A350-1000 development on-track

* Backlog and deliveries at end May

*Ramp-up, execution,
product renewal*



- **H175** endorsed by market
- **H160** development on track, EIS 2018
- **X6** concept phase launched
- Momentum in **military** campaigns

Programme management in focus



- **A400M** schedule, military capability, cost control
- **Light & Medium** transport & **MRTT** continue leadership position
- **Eurofighter** services & upgrades, export capability
- **Ariane 5** reliable execution, **Ariane 6** preparing the future
- **Missile** integration on military aircraft platforms progressing well

DRIVING COMPETITIVENESS & INNOVATION

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Airbus



Boost competitiveness through operational efficiency and continuous improvement

Helicopters



Transformation on-track, addressing customer value proposition

D&S



Restructuring and reshaping while implementing strategy to focus on core

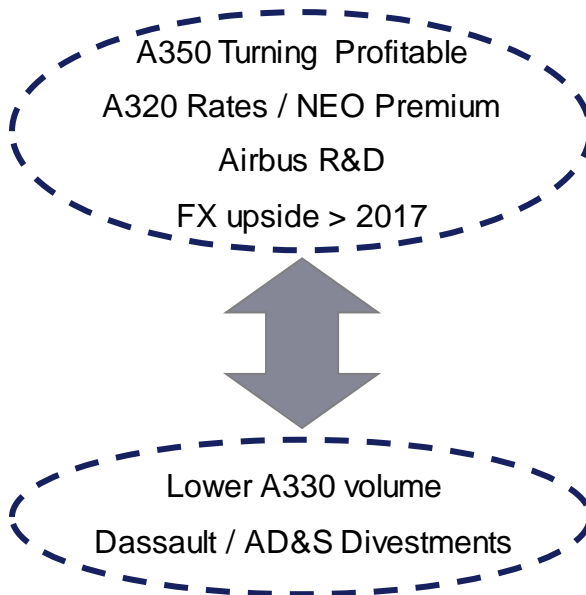
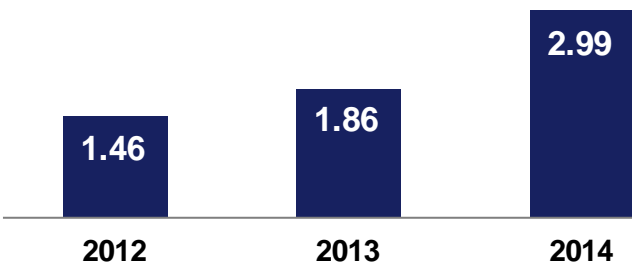
Group



Transversal initiatives: Quality, “one-roof” for key regions
Digital Strategy, Innovation Centre, Corporate Venture Capital
Dassault divestment

STRONG POTENTIAL FOR EPS & DPS GROWTH

- ✓ **2014 EPS**
€ 2.99 + 61%
- ✓ **2014 Dividend**
€ 1.20 +60%

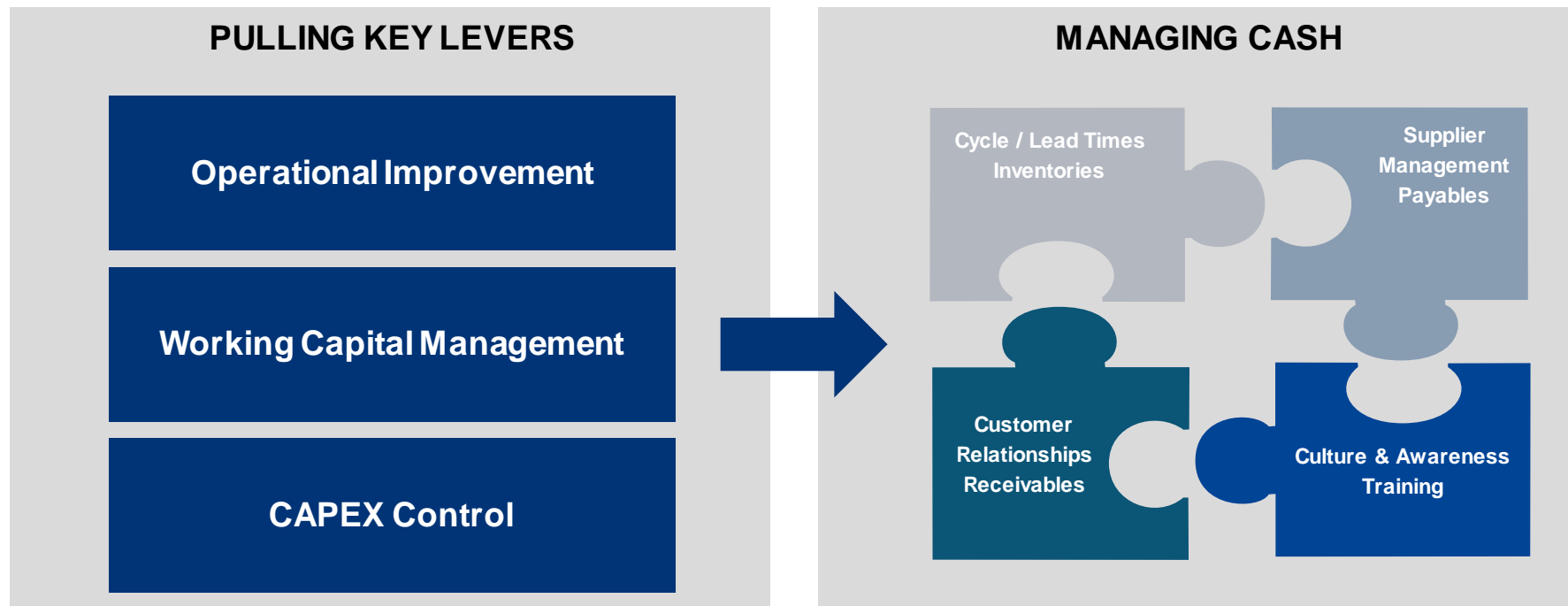


End of decade

DPS: sustainable growth within a 30-40% pay-out ratio
SBB: AGM approved, decision based on operational / strategic progress

* Before FX one-offs, EPS is illustrative

CASH CONTROL & FCF GENERATION



Focused on improving FCF generation and conversion

- Confirming healthy commercial aircraft market
- Delivering operational progress with programme focus
- Leading innovation and competitiveness
- Demonstrating FCF control and improvement measures
- Driving EPS and DPS growth

Generating Shareholder Value