



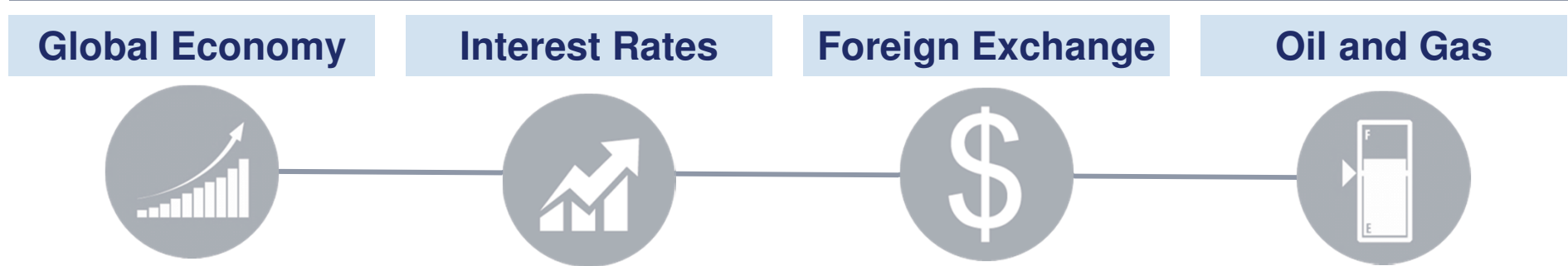
AIRBUS Q1 2017 Roadshow Presentation

Berenberg USA Conference 2017

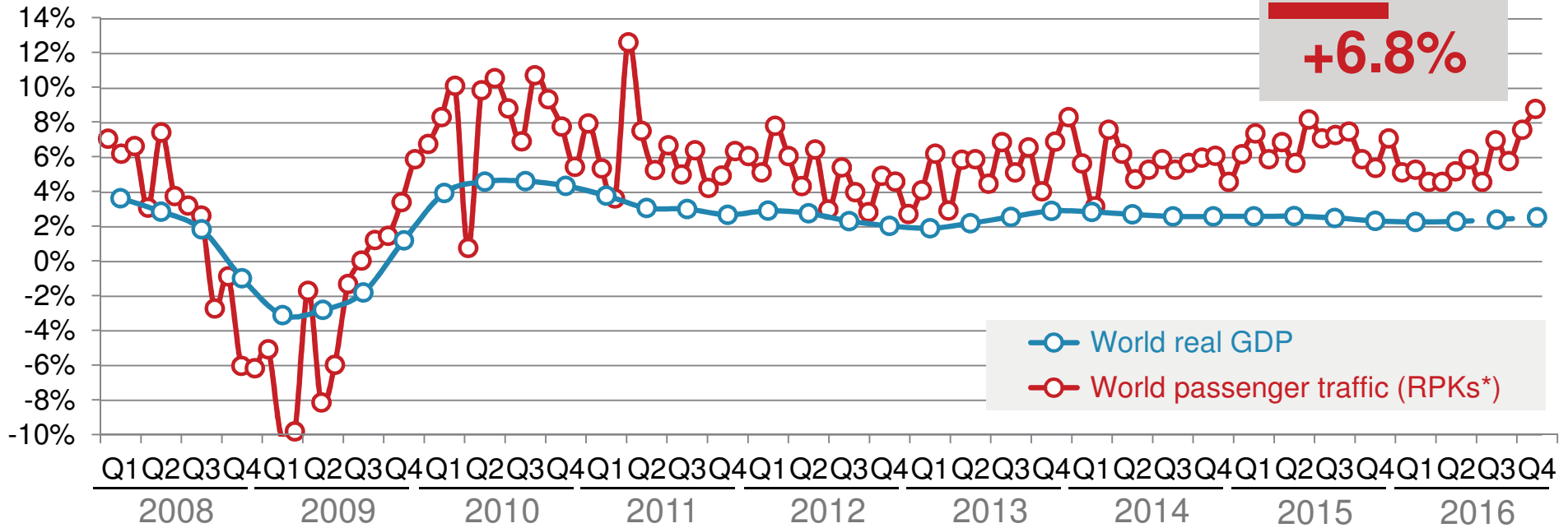
Tarrytown, NY – May 22, 2017



MARKET ENVIRONMENT



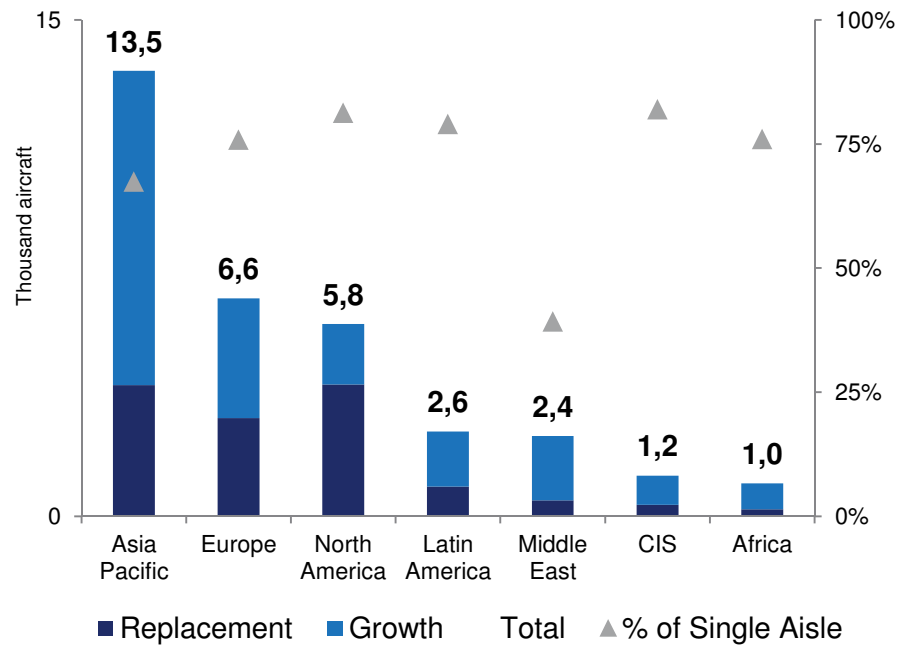
World real GDP and passenger traffic
% (year-over-year)



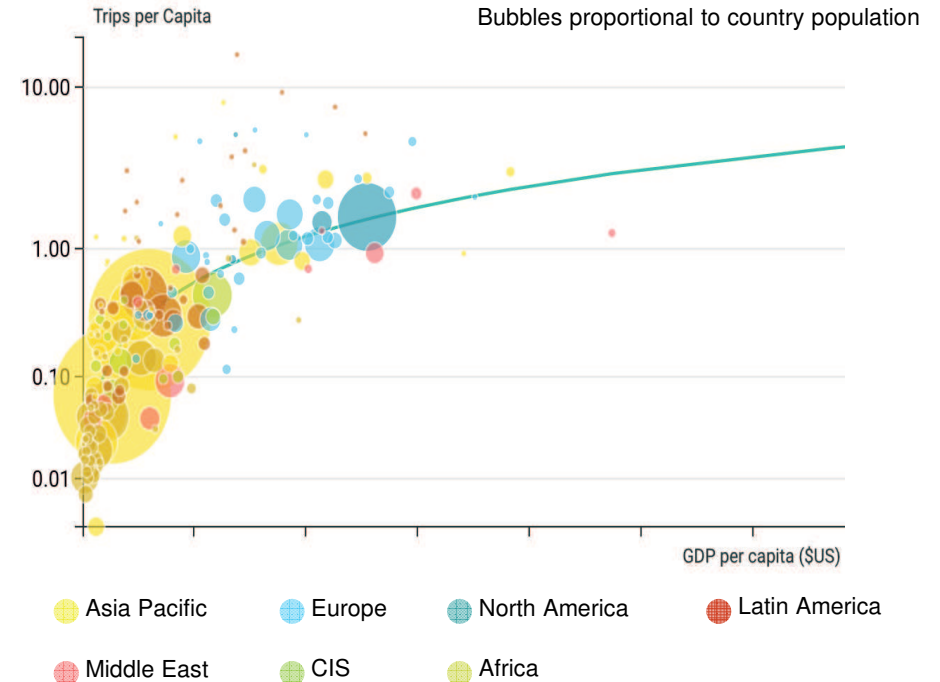
Air Traffic continues to run ahead of GDP

* Based on IATA monthly traffic report which covers ~50% of world passenger traffic
Source: IATA, IHS Economics, OAG, Airbus

2016-2035 demand for 33,070 aircraft



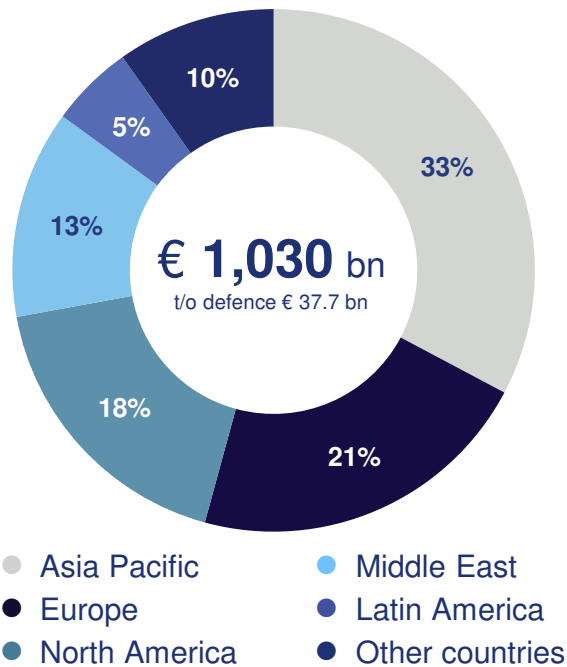
Propensity to travel



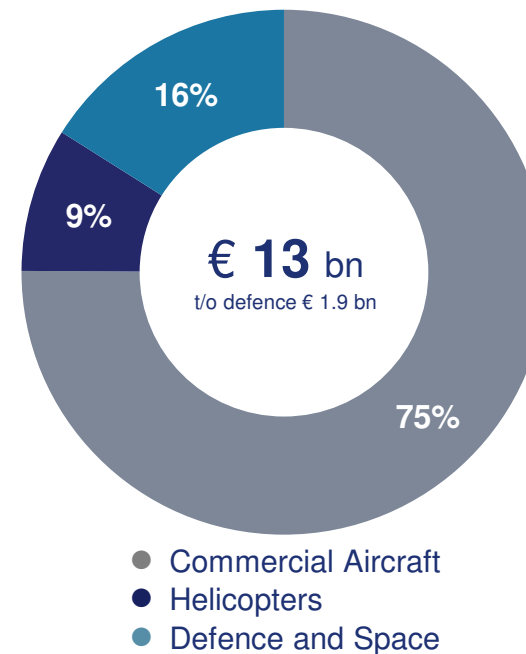
- **Asia-Pacific** will be a **key driver** for growth in the next 20 years (40% of demand)
- **59%** of future demand to come from **growth, with strong SA potential in most regions**
- Propensity to travel in **Emerging regions will progressively catch up with Developed markets**
- **Market size** among the regions **will converge** towards the **demographic share**

Emerging markets will drive long-term growth as their propensity to travel will catch up with developed economies

Airbus Order Book* by Region (by value)



Airbus External Revenue Split by Division

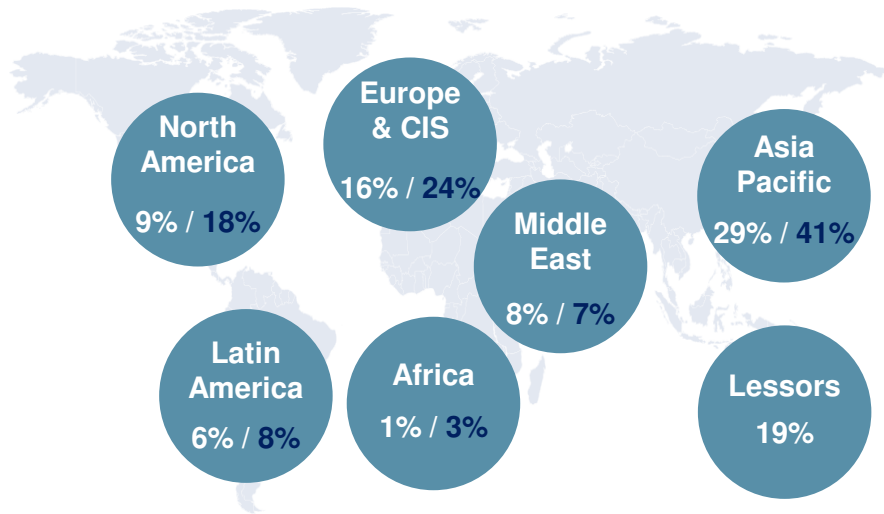


- **COMMERCIAL AIRCRAFT:** 26 gross, 6 net orders. Backlog: 6,744 a/c
- **HELICOPTERS:** 60 net orders (incl. 10 Super Puma, 3 H175 and 14 H145)
- **DEFENCE AND SPACE:** Successful repositioning through portfolio reshaping

* Commercial Order Intake and Order Book based on list prices

BACKLOG AND DELIVERIES

Airbus backlog* well aligned with regional needs and demand forecast



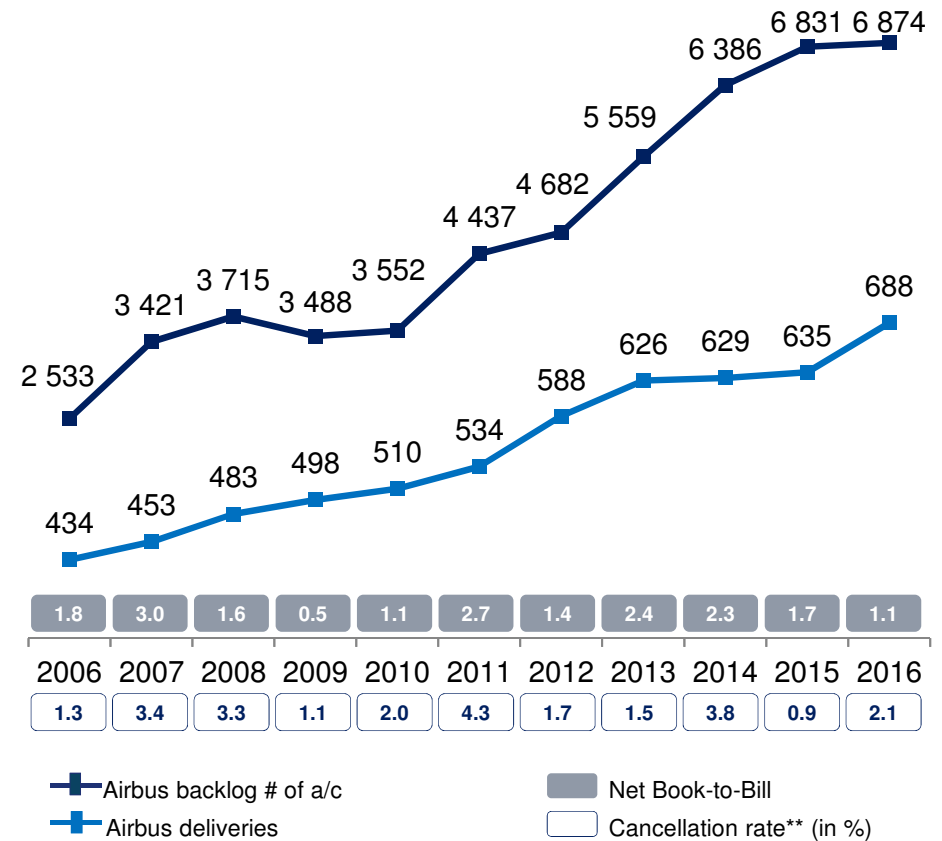
% Backlog as of end of March 2017
 % Share of 2016-2035 deliveries (GMF 2016)

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

Over 10 years production in backlog

in units

April 2017 YtD Cancellation rate** of 0.3%

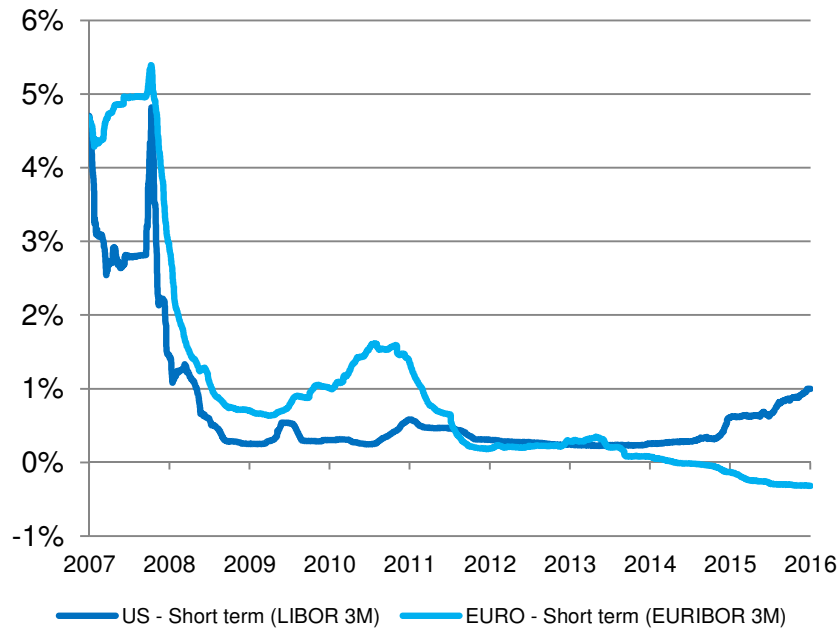


Steady increase of our delivery stream even when order intake slows down

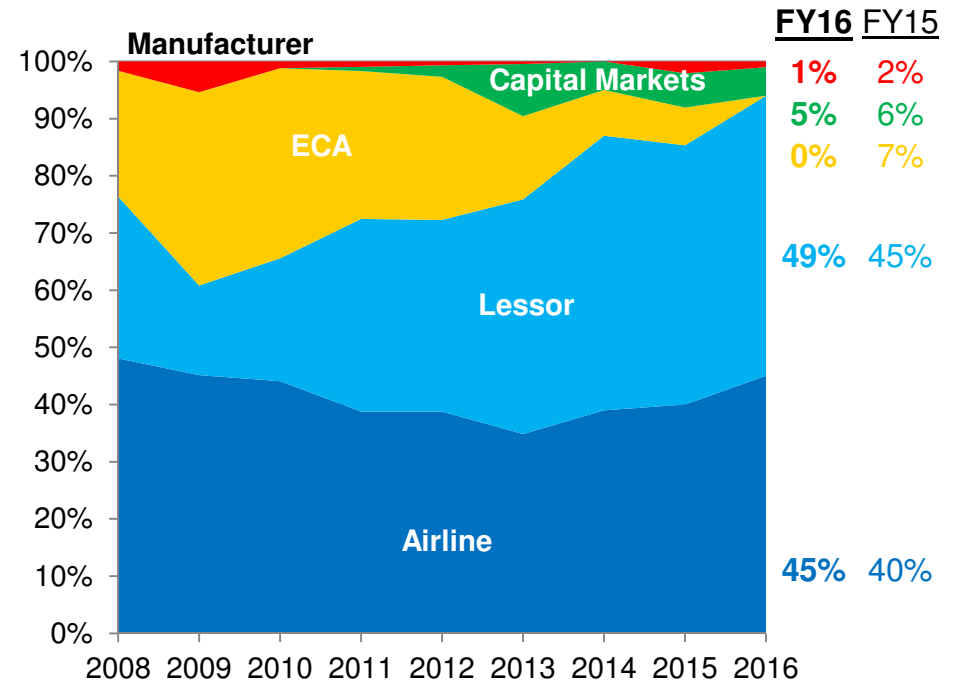
Strong and well diversified backlog supports production rate increases

*12% of undisclosed customers; ** Cancellations (excluding Ceo-Neo conversions) / backlog

Interest rates
(in %)



Financing Sources for Airbus Deliveries



High level of available liquidity supporting Airbus deliveries despite suspension of ECA support

STRONG PRODUCT PORTFOLIO – FOCUS ON RAMP UP AND TRANSITION

7



Product portfolio positioned to capture growth

A320: Significant backlog supporting ramp-up plans to rate 60 in 2019;

A320neo: Exceeding expectations but in-service issues to be resolved (GTF)

A330: production well covered by backlog for the next couple of years

A350: ramp-up to rate 10 end 2018, supported by backlog. Focus on recurring cost convergence

A380: 12 deliveries in 2018, further effort on fixed cost reduction to minimise impact on breakeven



Product renewal to be well positioned on future growth segments

Super Puma: Continue to work with the investigation authorities and customers to resume flights and services in all regions

Transformation: good progress on ADAPT with social partners. Timing of implementation will only benefit our cost base later



Competitive product portfolio in Defence and Space

Repositioning of business largely completed in line with 2014 strategy. Defence Electronics divestment to KKR

A400M: 4 a/c delivered Q1 2017

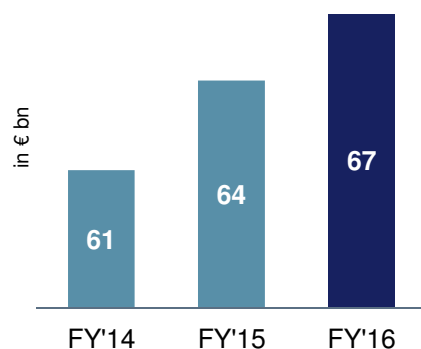
Customer discussions started

Challenges remain on contractual capabilities, export orders, cost reduction and commercial exposure.

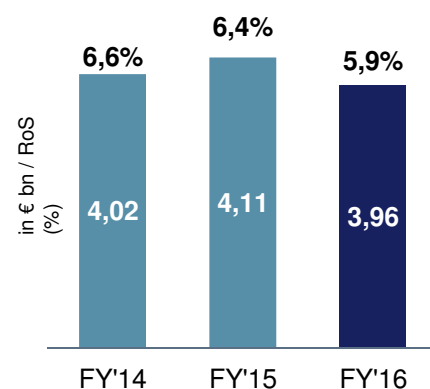
FY 2016 FINANCIAL PERFORMANCE

FY 2017 GUIDANCE

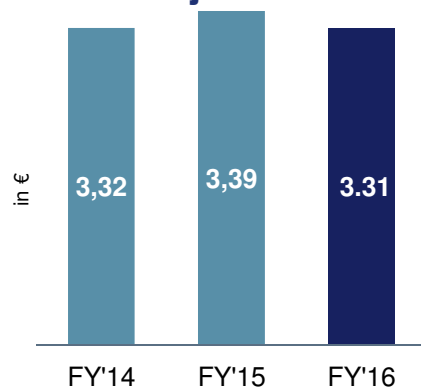
Revenues



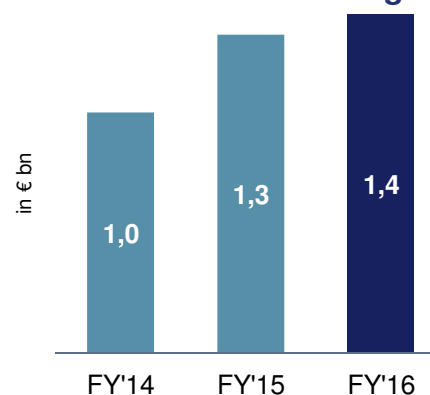
EBIT Adjusted



EPS⁽¹⁾ Adjusted



FCF before M&A and Customer Financing



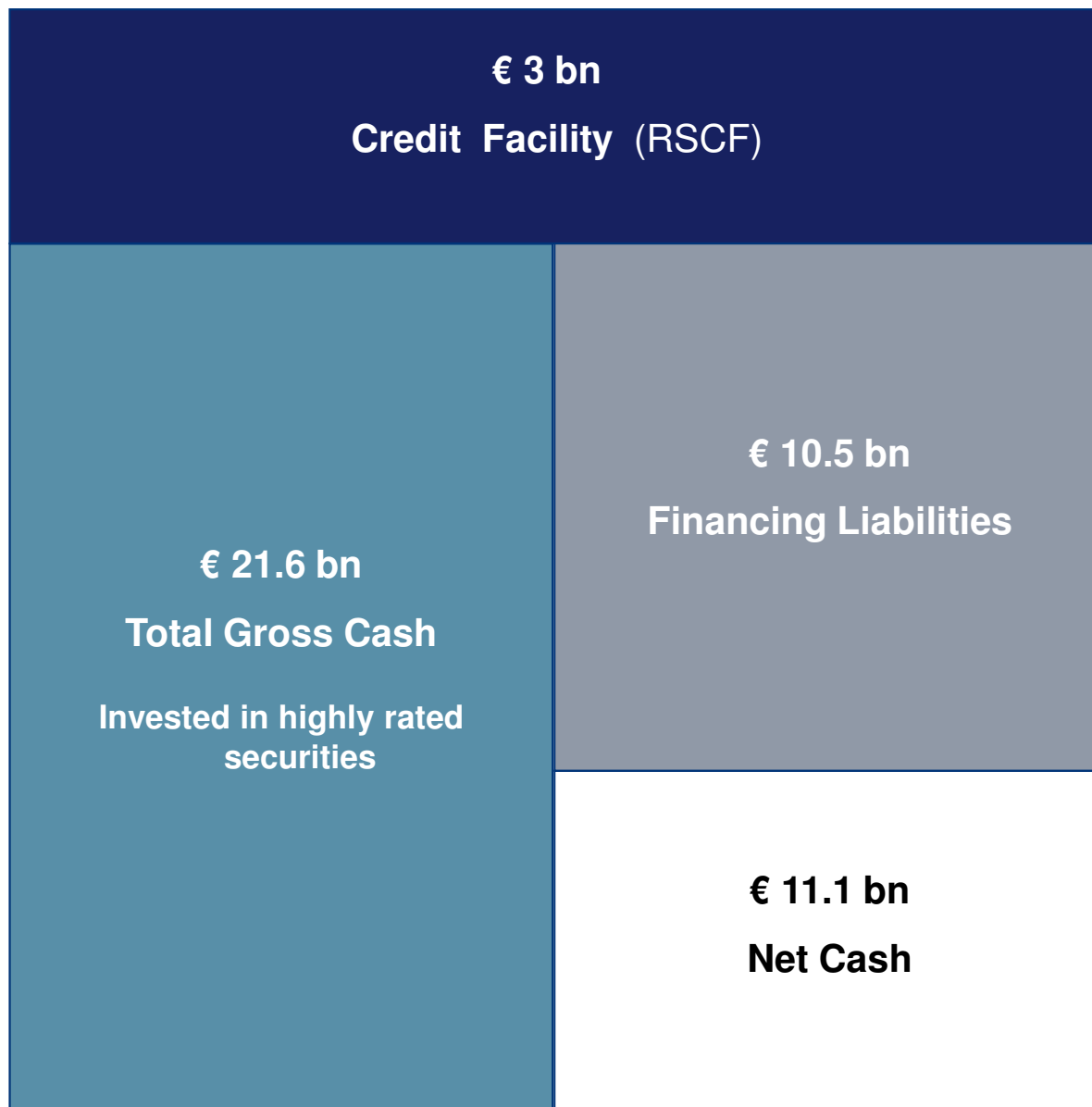
As the basis for its 2017 guidance, Airbus expects the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions

Airbus 2017 earnings and FCF guidance is based on a constant perimeter

- Airbus expects to deliver more than 700 commercial aircraft
- 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

(1) FY 2016 Average number of shares: 773,798,837 compared to 785,621,099 in FY 2015.
Capitalised R&D: € 311 m in FY 2016 and € 154 m in FY 2015.



Credit Facility:

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

Financing Liabilities:

Short-term: € 1.7 bn

Long-term: € 8.8 bn

- Includes € 3.5 bn EMTN, € 0.5 bn Convertible Bond, € 1.1 bn Exchangeable Bond, \$ 1 bn USD 144A/RegS and \$1.9 bn loans with EIB

Credit Ratings:

Short-term rating:

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

Long-term rating:

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

EPS Growth

FCF Growth

End of decade

End of decade

Boost Performance

Capex Reduction

A350 Turning profitable

Working Capital Control

A320 Volume & Price

Business Performance

FX Hedging impact

A400M*

2017 EPS

2017 FCF
before M&A

Cash Conversion
~ 1x

* A400M will continue to weigh significantly in 2017 & 2018 in particular

FY 2016 Adjusted Net profit to FCF conversion ~ 1x Before A400M

- Deliver commercial aircraft ramp-up and transition
- De-risk A400M and strengthen programme execution
- Implement new organisation
- Invest in our future for improved efficiency and competitiveness

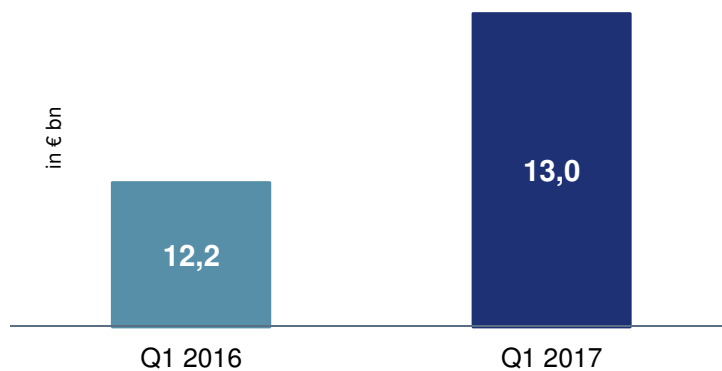
▶ **Deliver EPS / FCF growth**

Q1 Results 2017

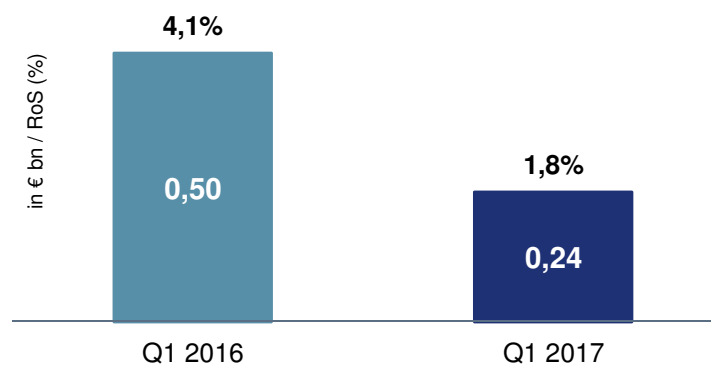
APPENDIX



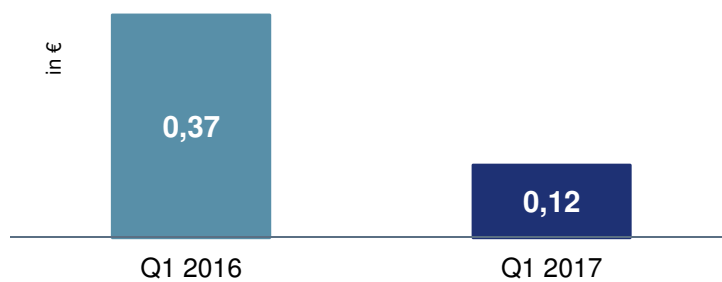
Revenues



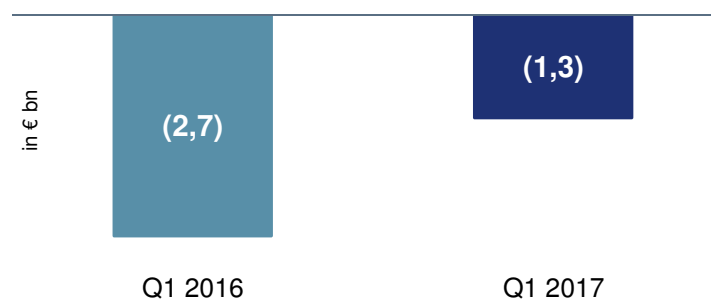
EBIT Adjusted



EPS⁽¹⁾ Adjusted

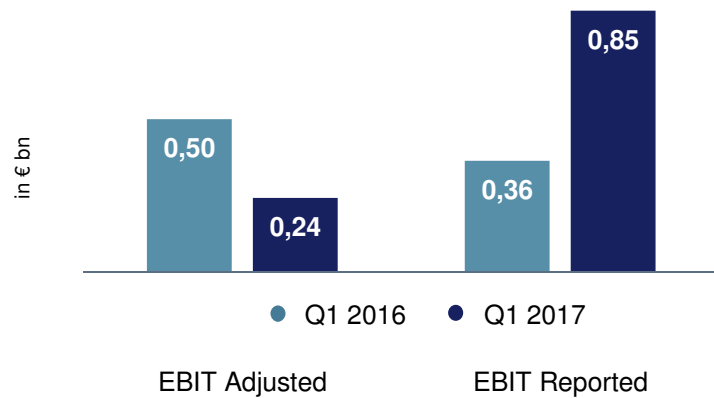


FCF before M&A and Customer Financing



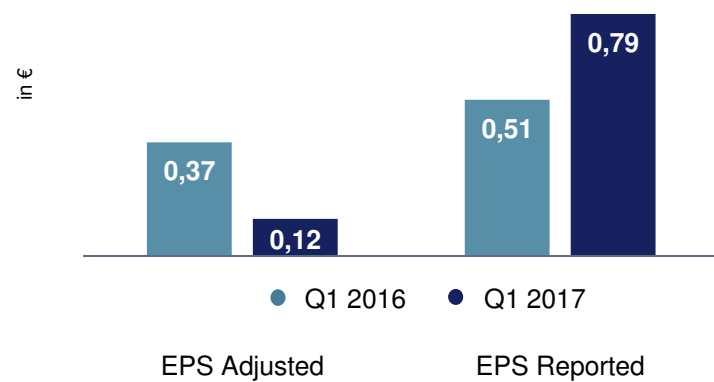
(1) Q1 2017 Average number of shares: 772,728,699 compared to 776,552,505 in Q1 2016.
Capitalised R&D: € 61 m in Q1 2017 and € 51 m in Q1 2016.

EBIT Performance



- Q1 2017 EBIT reported of € 0.9 bn
- Q1 2017 Adjustments resulting from:
 - € + 560 m Defence Electronics net capital gain
 - € + 55 m \$ PDP mismatch / BS Revaluation
 - € - 3 m Other AD Portfolio
- **€ + 612 m Net Adjustments**

EPS Performance

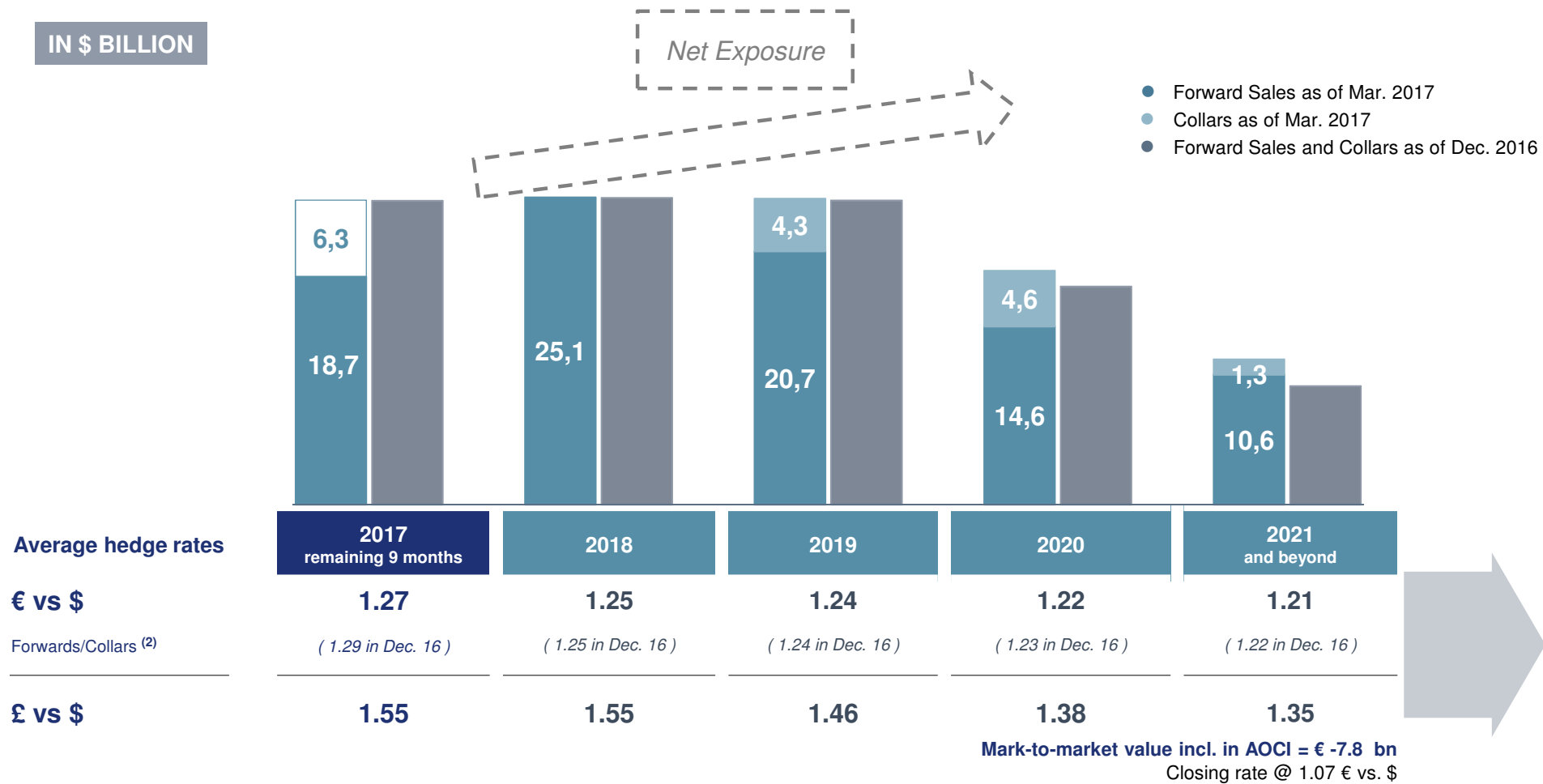


- Q1 2017 Net Income of € 0.6 bn
- Q1 2017 Net Income Adjusted of € 0.1 bn
- Q1 2017 tax rate on core business is 28%

Average number of shares: Q1 2017= 772,728,699, Q1 2016= 776,552,505

CURRENCY HEDGE POLICY

IN \$ BILLION

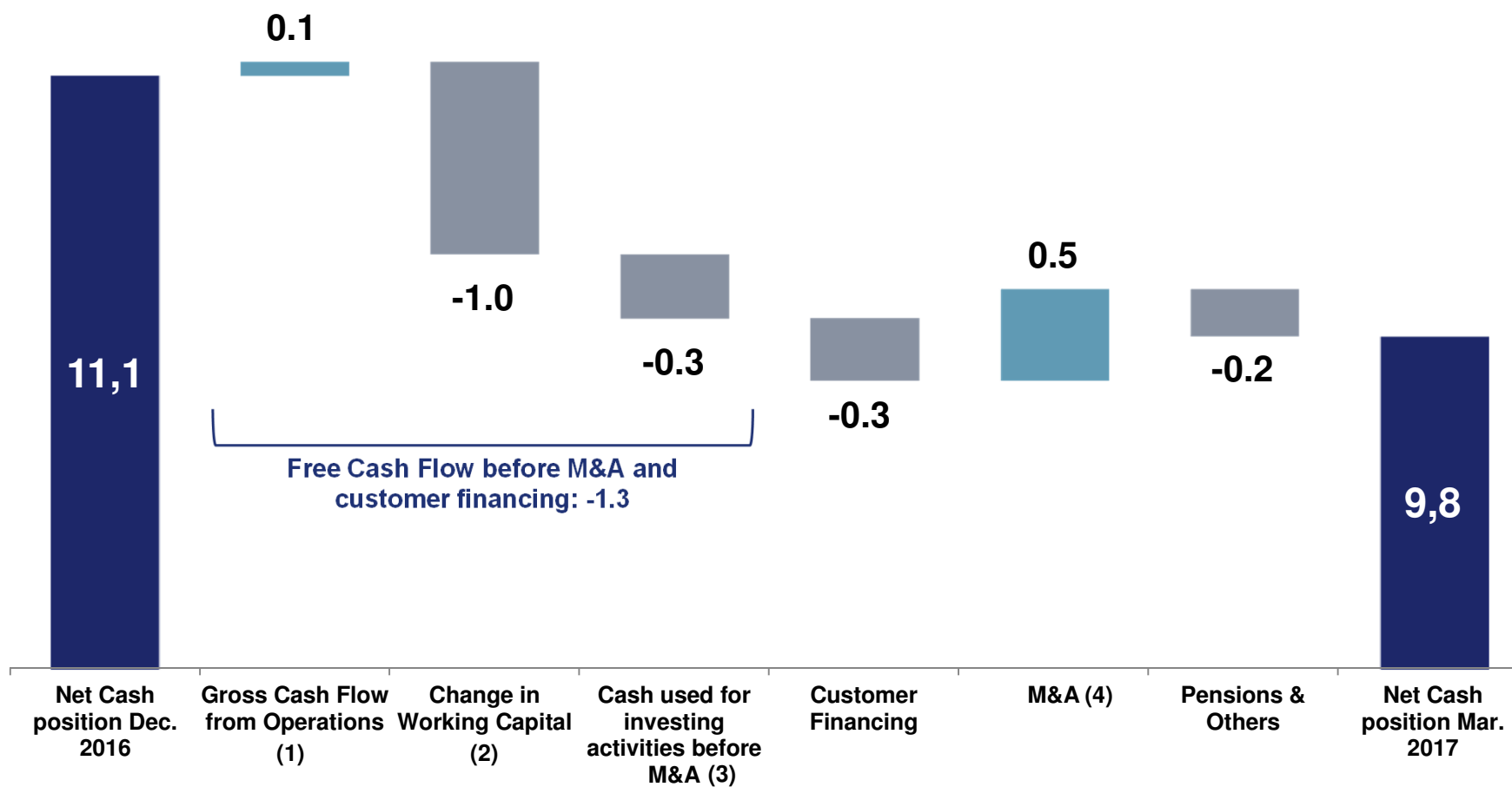


- In Q1 2017, new hedge contracts of \$ 3.8 bn ⁽¹⁾ were added at an average rate of € 1 = \$ 1.18 ⁽²⁾ of which \$ 3.2 bn Forwards at € 1 = \$ 1.16 and \$ 0.6 bn Zero-cost Collars
- \$ 6.3 bn of hedges matured at an average rate of € 1 = \$ 1.33
- Hedge portfolio ⁽¹⁾ 31 March 2016 at \$ 99.9 bn (vs. \$ 102.4 bn in Dec. 2016), at an average rate of \$ 1.24 ⁽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

Q1 2017 CASH EVOLUTION

IN € BILLION



Controlled growth in Inventory, healthy PDP inflows and emphasis on other working capital

(1) Excluding net customer financing (2) Excluding net customer financing (3) Thereof Capex of € - 0.5 bn; (4) M&A transactions include acquisitions and disposals of subsidiaries and businesses