

FY Results 2021

AIRBUS



FY21 Roadshow

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 the spread of disease or 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;
- Changes in societal expectations and regulatory requirements about climate change;
- The full impact of the COVID-19 pandemic and the resulting health and economic crisis.

As a result, Airbus' actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.

For more information about the impact of the COVID-19 pandemic, see note 2 "Impact of the COVID-19 pandemic" of the Notes to the Airbus SE Unaudited Condensed IFRS Consolidated Financial Statements published 17 February 2022. For more information about factors that could cause future results to differ from such forward-looking statements, see Airbus SE's annual reports, including its Universal Registration Document and the most recent Risk Factors.

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.

AIRBUS FY Results 2021

Company Highlights

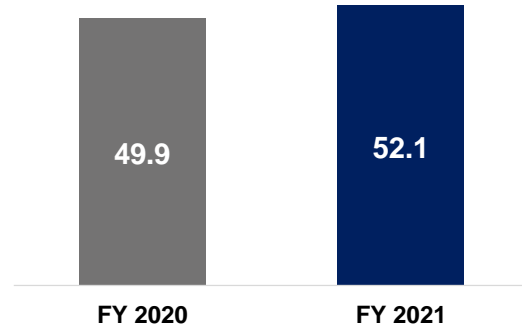
Guidance Highlights



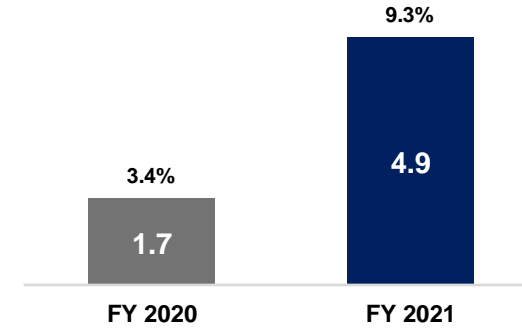
AIRBUS

- Strong results in a year of transition
- 611 commercial aircraft delivered in FY 2021
- FY 2021 financials reflect deliveries as well as efforts on cost containment and competitiveness:
 - EBIT Adjusted of € 4.9 bn; EBIT reported of € 5.3 bn
 - Record Net Income of € 4.2 bn; EPS reported of € 5.36
 - FCF before M&A and Customer Financing of € 3.5 bn
 - Net Cash of € 7.6 bn
- Dividend proposal: € 1.50 per share

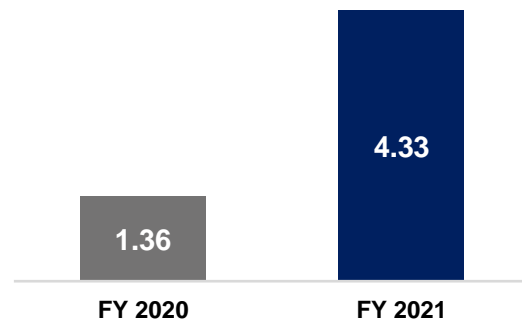
Revenues
in € bn



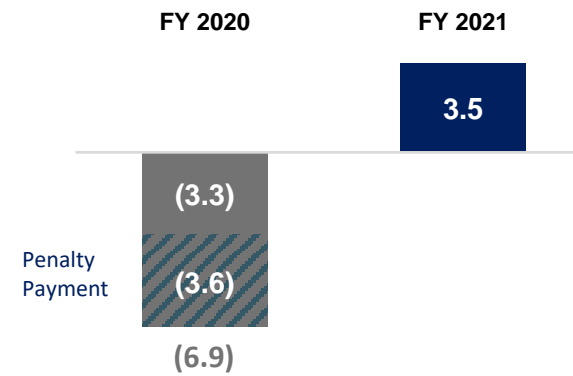
EBIT Adjusted
in € bn / RoS (%)



EPS⁽¹⁾ Adjusted
in €



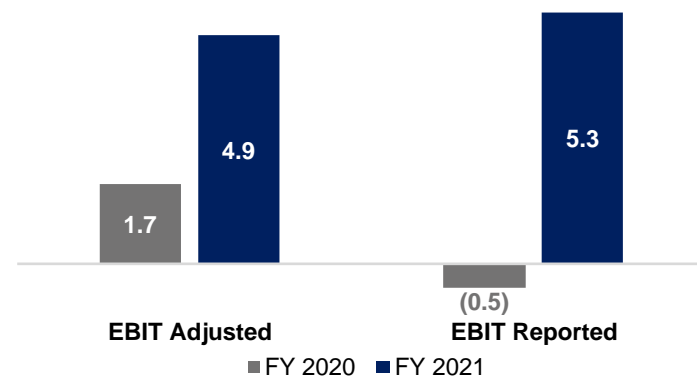
FCF before M&A and Customer Financing
in € bn



(1) FY 2021 Average number of shares: 785,326,074 compared to 783,178,191 in FY 2020
Capitalised R&D: € 152 m in FY 2021 and € 101 m in FY 2020

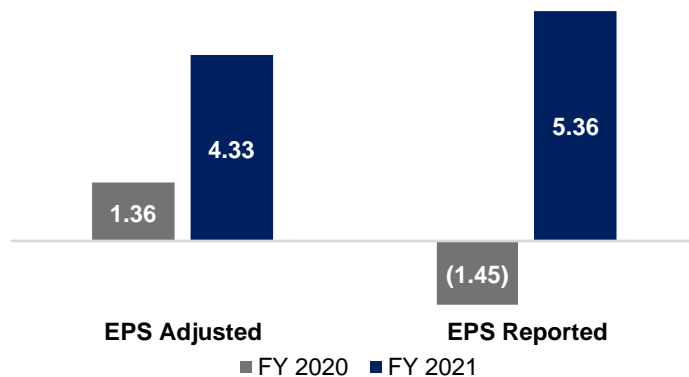
EBIT Performance

in € bn



EPS⁽¹⁾ Performance

in €



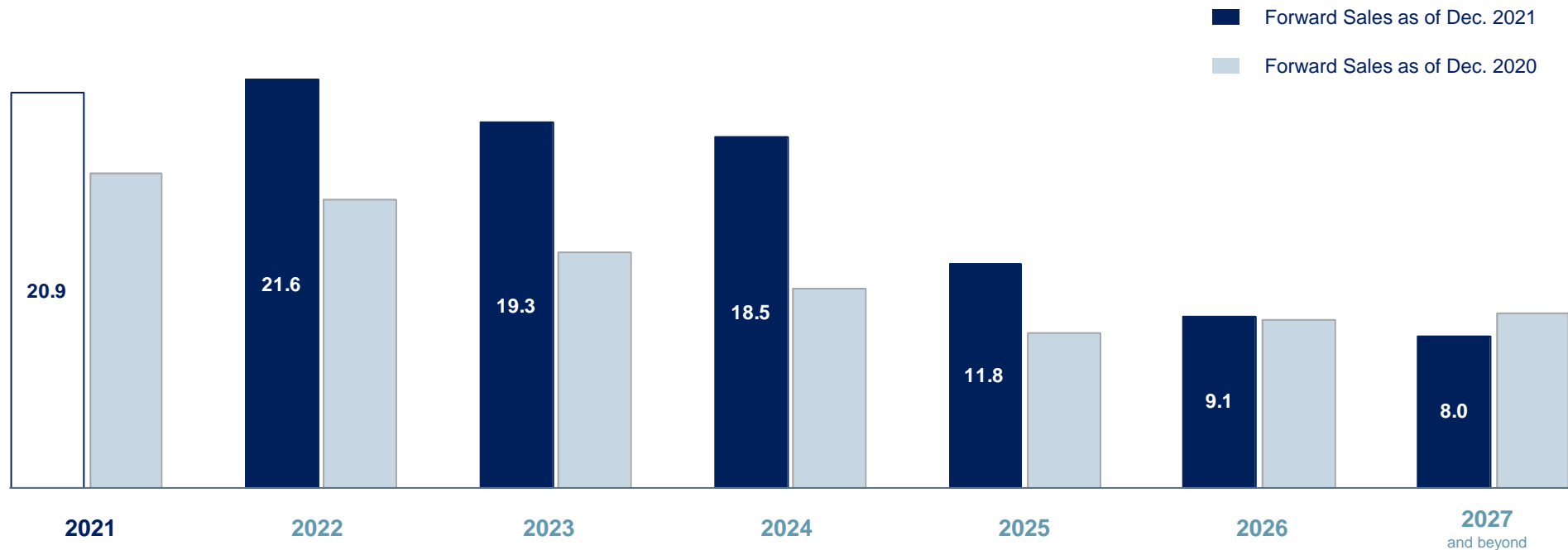
- FY 2021 **EBIT Reported** of € 5,342 m
- FY 2021 EBIT Adjustments resulting from:
 - € + 274 m A380 programme
 - € + 122 m Gain on disposal
 - € - 212 m A400M charge
 - € - 38 m PDP mismatch / BS revaluation
 - € + 331 m Others
- FY 2021 **Net Adjustments** of € + 477 m

- FY 2021 **Net Income** of € 4,213 m
- FY 2021 **Net Income Adjusted** of € 3,397 m

(1) FY 2021 Average number of shares: 785,326,074 compared to 783,178,191 in FY 2020
Capitalised R&D: € 152 m in FY 2021 and € 101 m in FY 2020

Currency Hedge Policy

IN \$ BILLION



Average hedge rates

	2021	2022	2023	2024	2025	2026	2027 and beyond
€ vs \$ Forwards	1.20 (1.21 in Dec. 20)	1.22 (1.23 in Dec. 20)	1.23 (1.26 in Dec. 20)	1.24 (1.26 in Dec. 20)	1.26 (1.28 in Dec. 20)	1.31 (1.31 in Dec. 20)	1.34 (1.32 in Dec. 20)
£ vs \$	1.37	1.36	n/a	n/a	n/a	n/a	n/a

Mark-to-market value incl. in AOCI = € - 4.7 bn
Closing rate @ 1.13 € vs. \$

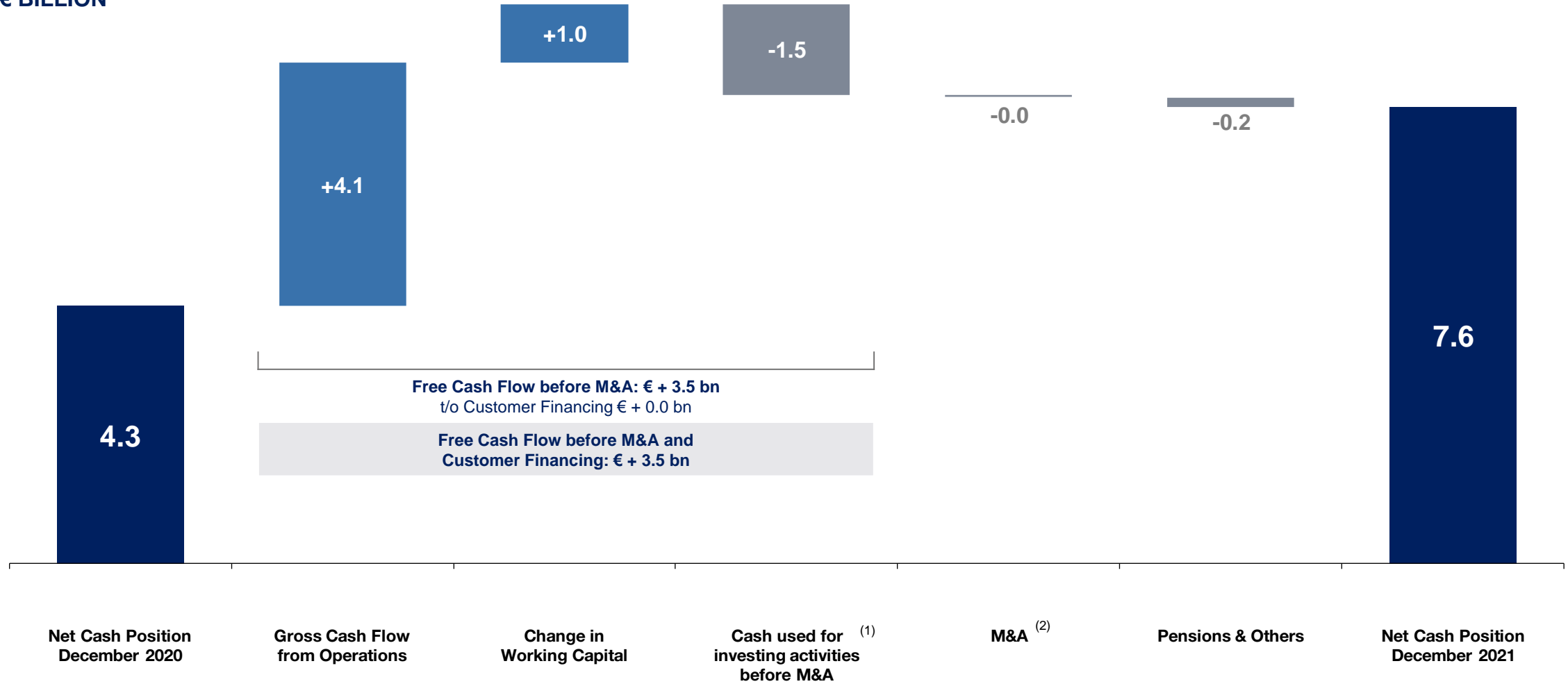
- In FY 2021 \$ 20.9 bn⁽¹⁾ of hedges matured at an average rate of € 1 = \$ 1.20
- \$ 29.5 bn⁽¹⁾ of new Forwards were added at € 1 = \$ 1.21
- Hedge portfolio^{(1) (2)} as of 31 December 2021 at \$ 88.3 bn (vs. \$ 81.0 bn in December 2020), at an average rate of \$ 1.25

Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement. Graph shows US\$ Forward Sales
Hedge rates reflect EBIT impact of the US\$ hedge portfolio

(1) Total hedge amount contains €/€ and £/\$ designated hedges.
(2) £/\$ designated hedges represent < 1% of the total Hedge portfolio

FY 2021 Cash Evolution

IN € BILLION



(1) Thereof CapEx of € - 1.9 bn

(2) M&A transactions include acquisitions and disposals of subsidiaries and businesses

AIRBUS FY Results 2021

Company Highlights

Guidance Highlights



AIRBUS

As the basis for its 2022 guidance, the Company assumes:

- *no further disruptions to the world economy, air traffic, the Company's internal operations, and its ability to deliver products and services.*

The Company's 2022 guidance is before M&A.

On that basis, the Company targets to achieve in 2022 around:

- 720 commercial aircraft deliveries;
- EBIT Adjusted of € 5.5 billion;
- Free Cash Flow before M&A and Customer Financing of € 3.5 billion

- Further strengthen the backlog across businesses
- Deliver on our commercial aircraft ramp-up
- Continue the transformation of the Company
- Lead the development of sustainable aerospace
- Focus on earnings and cash growth trajectory beyond 2022

Glossary on Alternative Performance Measures (APM)

This 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 “Detailed Income Statement and Adjustments”.
- **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 the Universal Registration Document, 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 other operating assets and liabilities (working capital). It is defined in the Universal Registration Document, MD&A section 2.1.6.1. 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.
- **Changes 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, contract assets and contract liabilities (including customer advances), trade liabilities, and other assets and other liabilities.
- **FCF:** For the definition of the alternative performance measure free cash flow, see Universal 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 Free Cash Flow as defined in the Universal 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 acquisition and disposal 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 occasionally by the Company in its financial guidance, especially when there is higher uncertainty around customer financing activities.