
Annual General Meeting 2023



Guillaume FAURY | Chief Executive Officer

AIRBUS

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;
- Aggravation of adverse geopolitical events, including Russia's invasion of Ukraine and the resulting imposition of export control restrictions and international sanctions, and rising military tensions around the world.

As a result, Airbus SE's 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 Russia's invasion of Ukraine, see also note 2 "Ukraine Crisis" of the Notes to the 2022 IFRS Consolidated Financial Statements of Airbus SE. For more information about the impact of the Macroeconomic Environment, see also note 3 "Macroeconomic Environment" of the Notes to the 2022 IFRS Consolidated Financial Statements of Airbus SE. 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 2022 Universal Registration Document published 4 April 2023 and the most recent Risk Factors.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus SE 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.





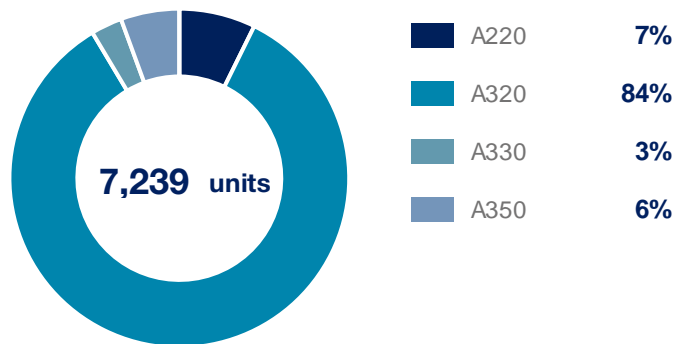
Company Highlights

- Adverse operating environment
- 661 ⁽¹⁾ commercial aircraft delivered in FY 2022
- FY 2022 financials:
 - EBIT Adjusted of € 5.6 bn; EBIT reported of € 5.3 bn
 - FCF before M&A and Customer Financing of € 4.7 bn
- Dividend proposal: € 1.80 per share

(1) After a reduction of 2 a/c previously recorded as sold in December 2021 for which a transfer was not possible due to international sanctions against Russia

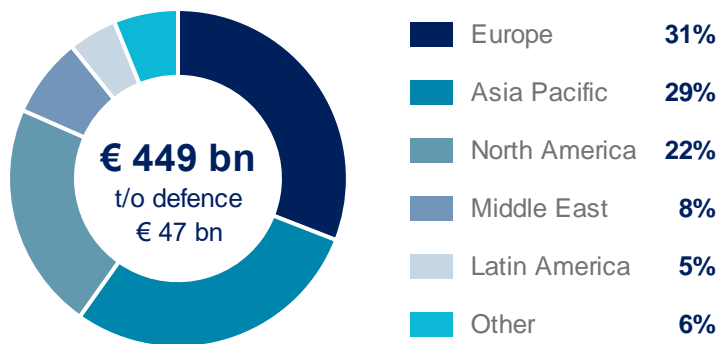
Airbus Commercial Aircraft

Order Book in units by Programme



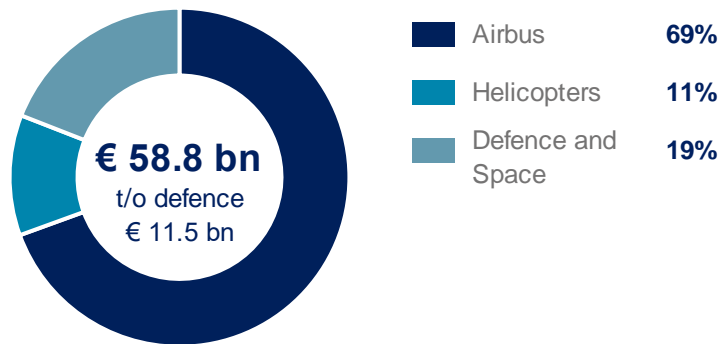
Consolidated Airbus

Order Book in value by Region



Consolidated Airbus

External Revenue by Division



- **AIRBUS:** Gross orders: 1,078 a/c; Net orders: 820 a/c; Backlog: 7,239 a/c
- **HELICOPTERS:** 362 net orders of which 12 H160, and the Tiger MKIII upgrade programme
- **DEFENCE AND SPACE:** Order intake € 13.7 bn, including Eurodrone, FCAS Demonstrator Phase 1B and 20 Eurofighters for the Spanish Air Force

IN € MILLION	FY 2022	FY 2021	Change
Revenues	58,763	52,149	12.7%
EBIT Adjusted	5,627	4,865	15.7%
<i>in % of Revenues</i>	9.6%	9.3%	
EBIT	5,325	5,342	-0.3%
<i>in % of Revenues</i>	9.1%	10.2%	
Net Income	4,247	4,213	0.8%
EPS reported ⁽¹⁾ (in €)	5.40	5.36	0.7%
FCF before M&A and Customer Financing	4,680	3,515	33.1%
Free Cash Flow	4,324	3,511	23.2%
Commercial a/c deliveries (in units)	661 ⁽²⁾	611 ⁽³⁾	8.2%

(1) FY 2022 Average number of shares: 787,080,579 compared to 785,326,074 in FY 2021

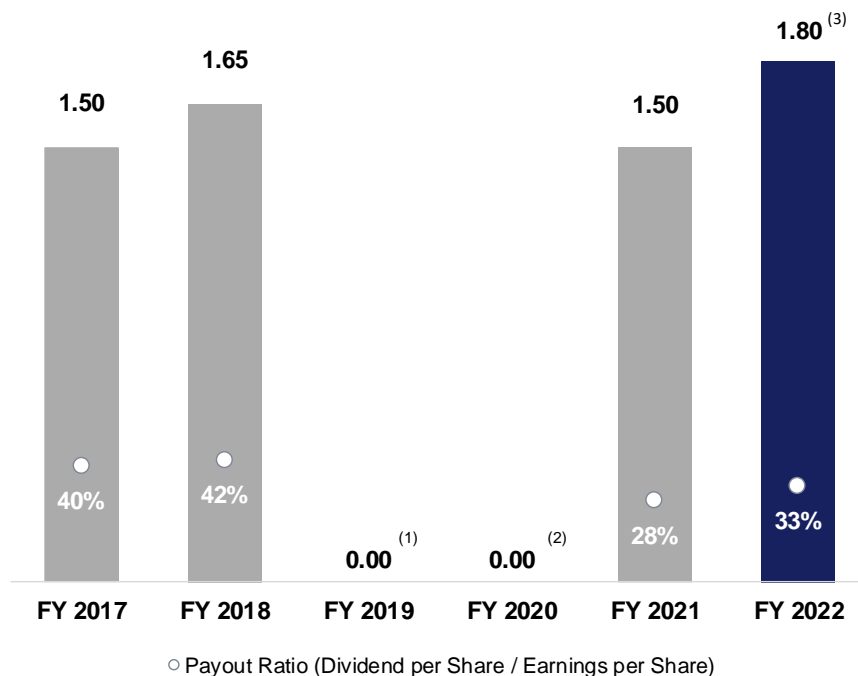
(2) After a reduction of 2 a/c previously recorded as sold in December 2021 for which a transfer was not possible due to international sanctions against Russia

(3) Two A330 delivered on operating lease

Dividend per Share & Payout Ratio

7

IN €



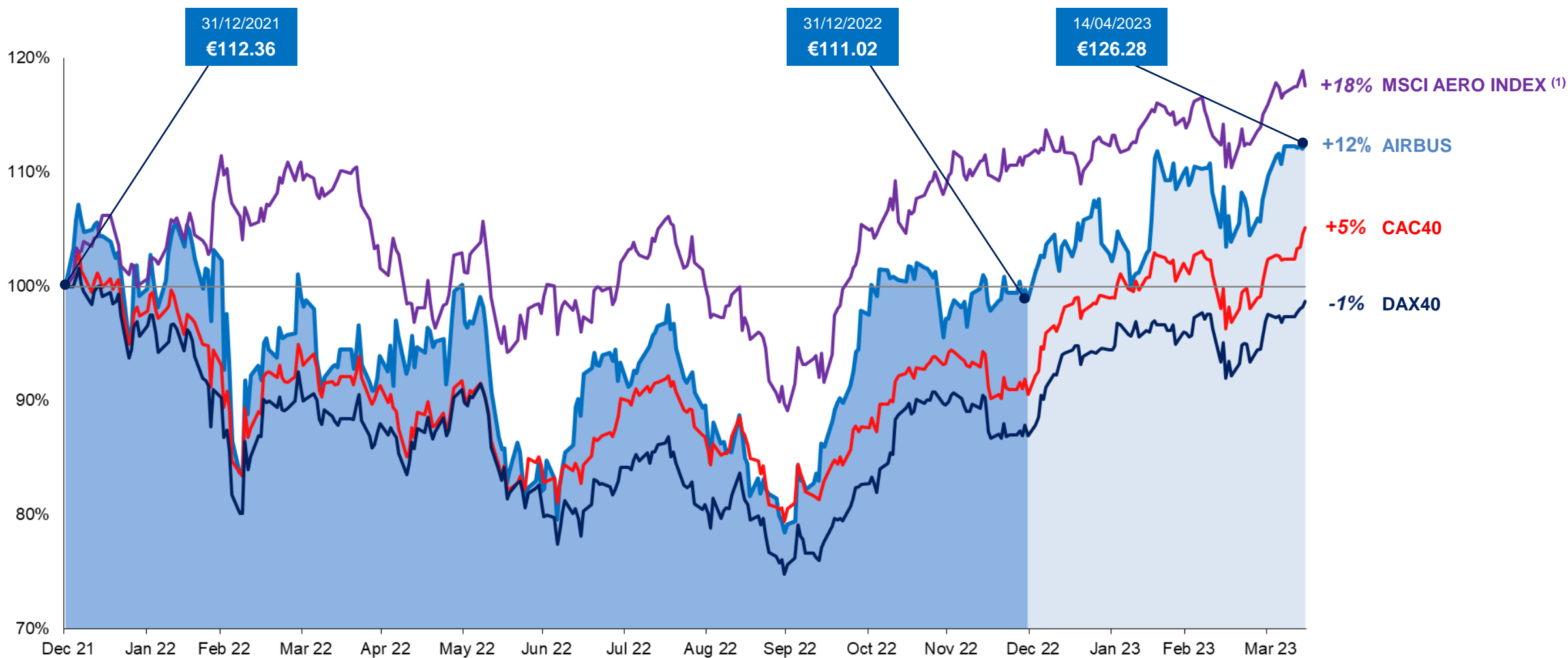
- **Dividend** per share increase to **€ 1.80** ⁽³⁾, +20% vs. 2021
 - Confidence in future financial performance
-
- **Ex-dividend date:** Tuesday 25 April 2023
 - **Record date:** Wednesday 26 April 2023
 - **Payment date:** Thursday 27 April 2023

(1) FY 2019: dividend proposal of € 1.80 per share revoked following the COVID-19 outbreak

(2) FY 2020: no dividend proposed for 2020

(3) Board proposal submitted to the AGM 2023. Subject to AGM approval

Share Price Evolution



(1) The MSCI World Aerospace and Defense Index is composed of large and mid cap stocks across 23 Developed Markets countries

As the basis for its 2023 guidance, the Company assumes:

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

The Company's 2023 guidance is before M&A.

On that basis, the Company targets to achieve in 2023 around:

- 720 commercial aircraft deliveries;
- EBIT Adjusted of € 6.0 billion;
- Free Cash Flow before M&A and Customer Financing of € 3.0 billion

An aerial photograph of a vast desert landscape featuring rolling sand dunes. The sun is positioned in the upper left corner, casting long, dark shadows across the undulating sand. The sky is a clear, deep blue. The word "Sustainability" is written in white, sans-serif font in the upper right area, with a thin white horizontal line above it.

Sustainability



Environment



- Airbus **climate targets validated by the Science-Based Targets initiative** (SBTi) in January 2023
- 2022 Scope 1 & 2 **CO₂ target overachieved: -8.5% on TCO scope vs. - 5% target** supported by the combination of the acceleration of our decarbonisation roadmap and deployment of our energy crisis contingency plan
- Maintained Airbus **A- score from CDP** in 2022



Human Rights Inclusion & Diversity



- **Human Rights Policy** released, taking into account international standards and principles (UNGPs/OECD)
- Integration of **Human Rights** due diligence in supply chain and own operations - progressing for defence product sales
- Positive trend in **female representation**



Safety



- Over **29% reduction in the frequency of lost time injuries**,
- Continued to pursue cultural change through awareness campaigns, health and wellbeing initiatives, and externally verified Leadership training



Business Integrity



- Terms of Deferred Prosecution Agreements with PNF, SFO and US DoJ expired on 31 January 2023
- Continuous effort to **digitalise and simplify the Ethics & Compliance programme** and processes on both Anti-Corruption & Export Controls



Supply Chain



- Enhanced **risk mapping and due diligence** process
- Cooperation reinforced with the creation of the **Airbus Supply Chain Sustainability Council**

Key Priorities



- Deliver on our commercial aircraft ramp-up
- Continue the transformation of the Company
- Further strengthen the backlog across businesses
- Lead the development of sustainable aerospace
- Deliver earnings and free cash flow growth potential