

Business update

21 June 2023



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 note 2 "Ukraine Crisis" of the Notes to the Airbus SE Unaudited Condensed Interim IFRS Consolidated Financial Statements for the three-month period ended 31 March 2023. For more information about the impact of the Macroeconomic Environment, see note 3 "Macroeconomic Environment" of the Notes to the Airbus SE Unaudited Condensed Interim IFRS Consolidated Financial Statements for the three-month period ended 31 March 2023. For more information about factors that could cause future results to differ from such forward-looking statements, please refer to Airbus SE's most recent annual report, including the financial statements and notes thereto, the most recent 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 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.

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SELL

Christian Scherer

Chief Commercial Officer

MAKE

Guillaume Faury

Chief Executive Officer

BUY

Jürgen Westermeier

Chief Procurement Officer



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Sell

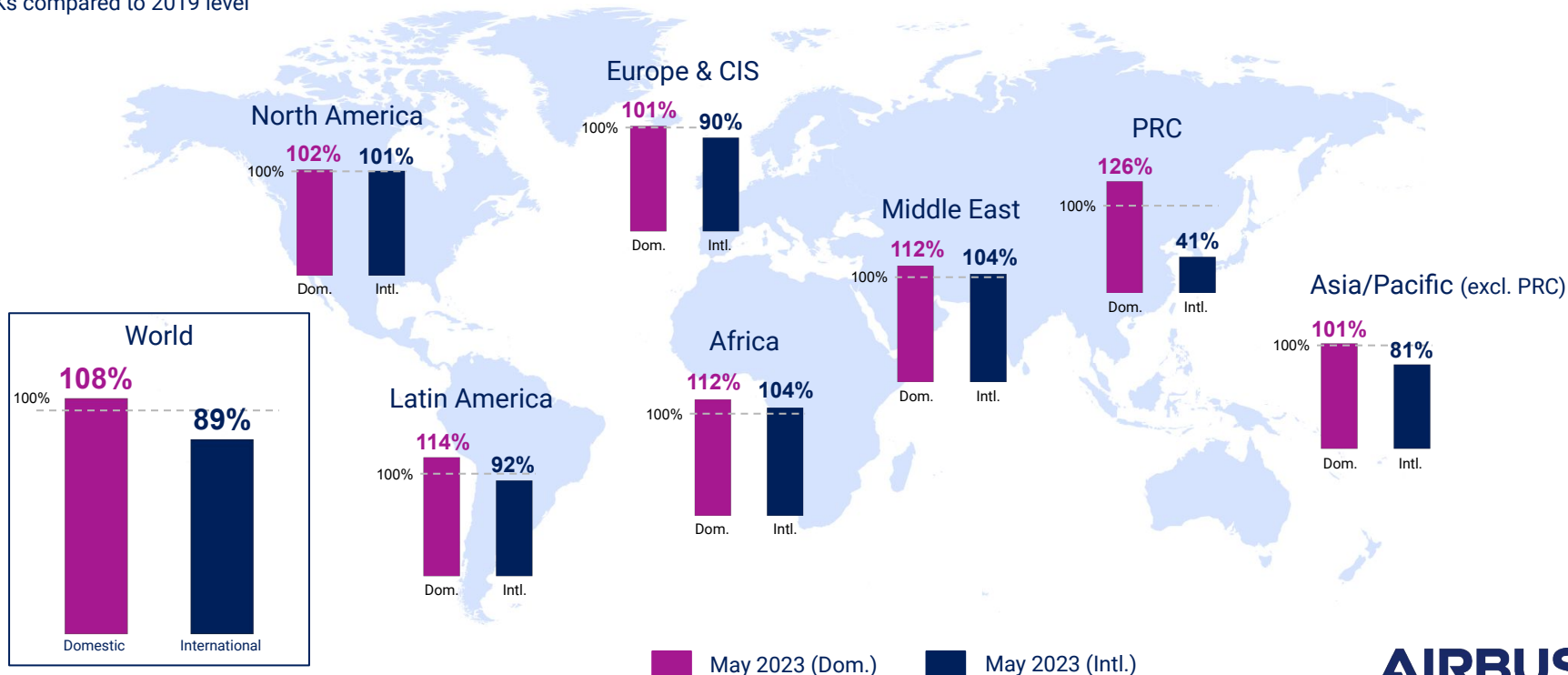


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Post-Covid capacity has recovered quickly as restrictions were lifted

Source OAG, Airbus GMF

ASKs compared to 2019 level



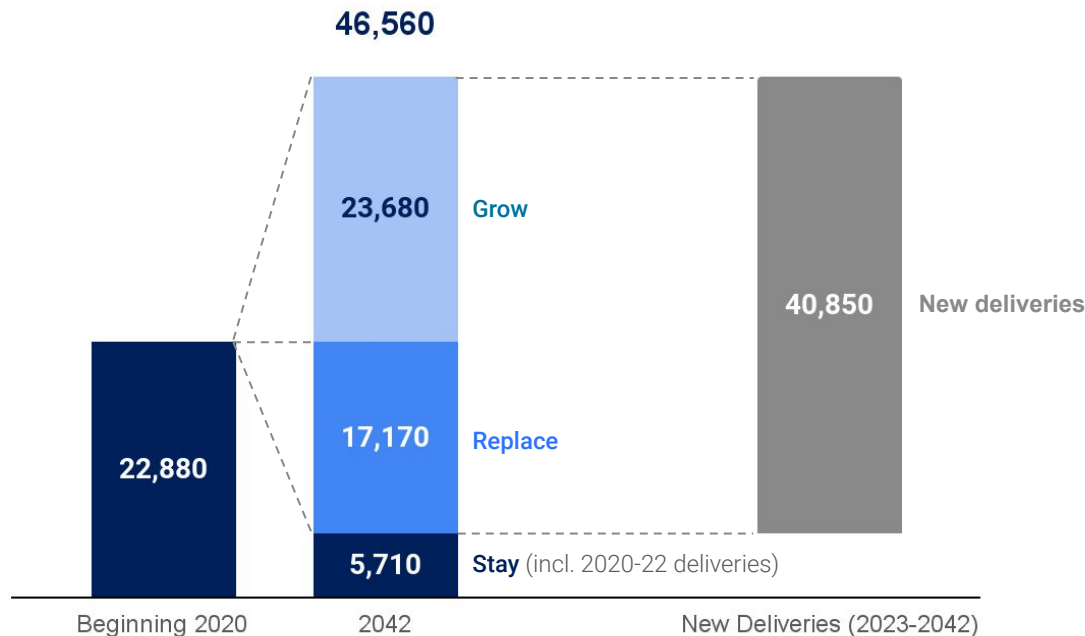
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Demand for 40,850 new passenger & freighter aircraft

Source: Airbus GMF

Notes: Passenger aircraft above 100 seats & freighters with a payload above 10t

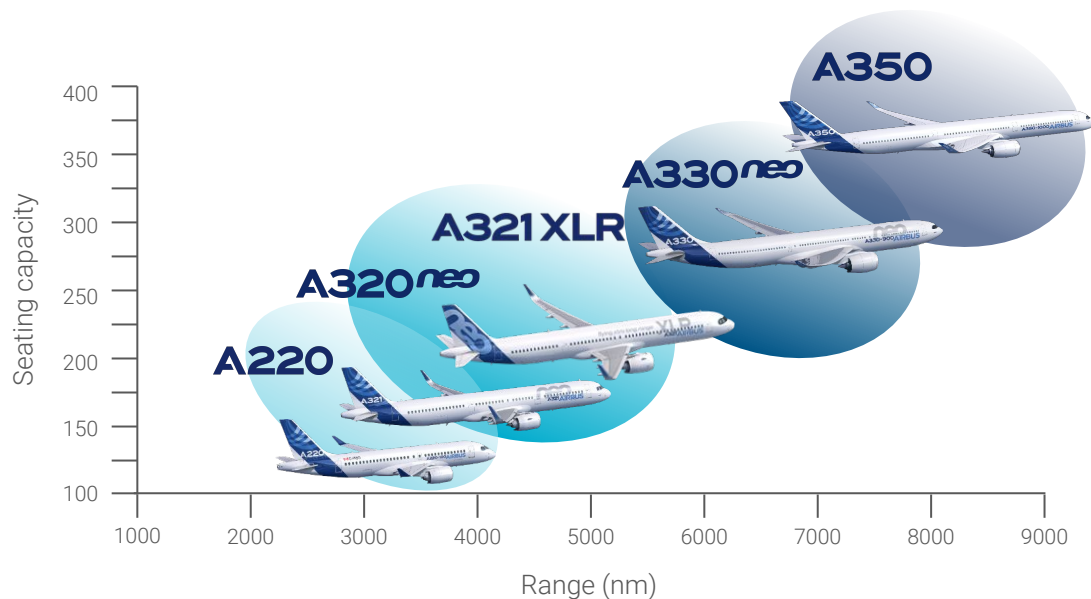
Number of aircraft



- 22,880 aircraft in-service beginning of 2020:
 - 25% will stay in-service (including 2020-22 deliveries)
 - 75% will be replaced
- 40,850 new deliveries 2023-2042, of which typically:
 - 32,630 Single Aisle
 - 8,220 Widebody

Airbus Family of new generation Aircraft & Services

Single aisle: typical 2-cl layout. Widebody: 3-cl layout; Typical airline rules



The latest generation Airbus Family,
for efficiency and versatility
on all segments

A Services

Train



Operate



Maintain



Enhance



Expand

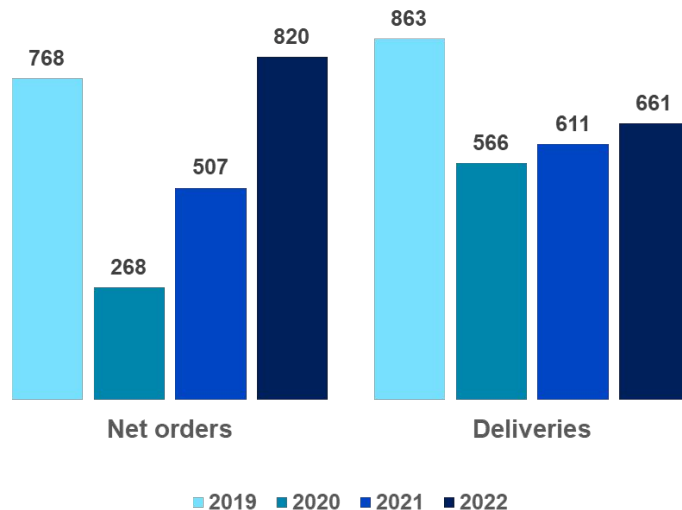


Airbus commercial performance since 2019

Rapid recovery of aircraft orders

Data: Airbus end 2022

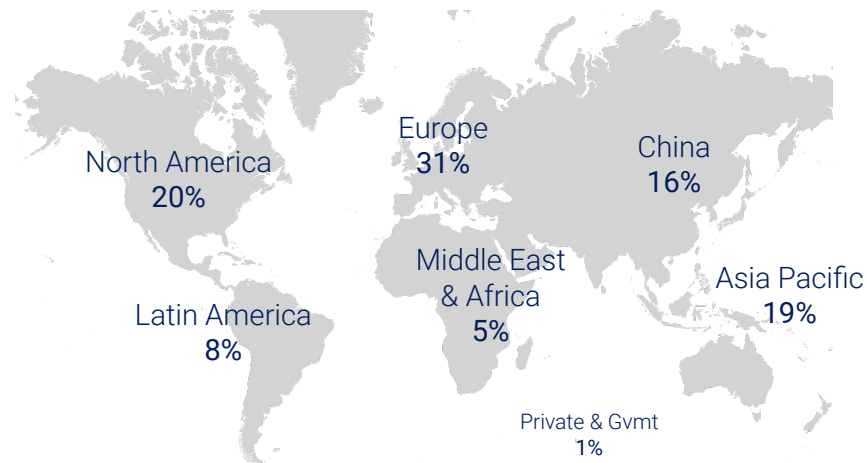
Net order & Delivery trend



Deliveries by region in 2022

Classified by end operator

84 customers (including lessors leasing to airlines)

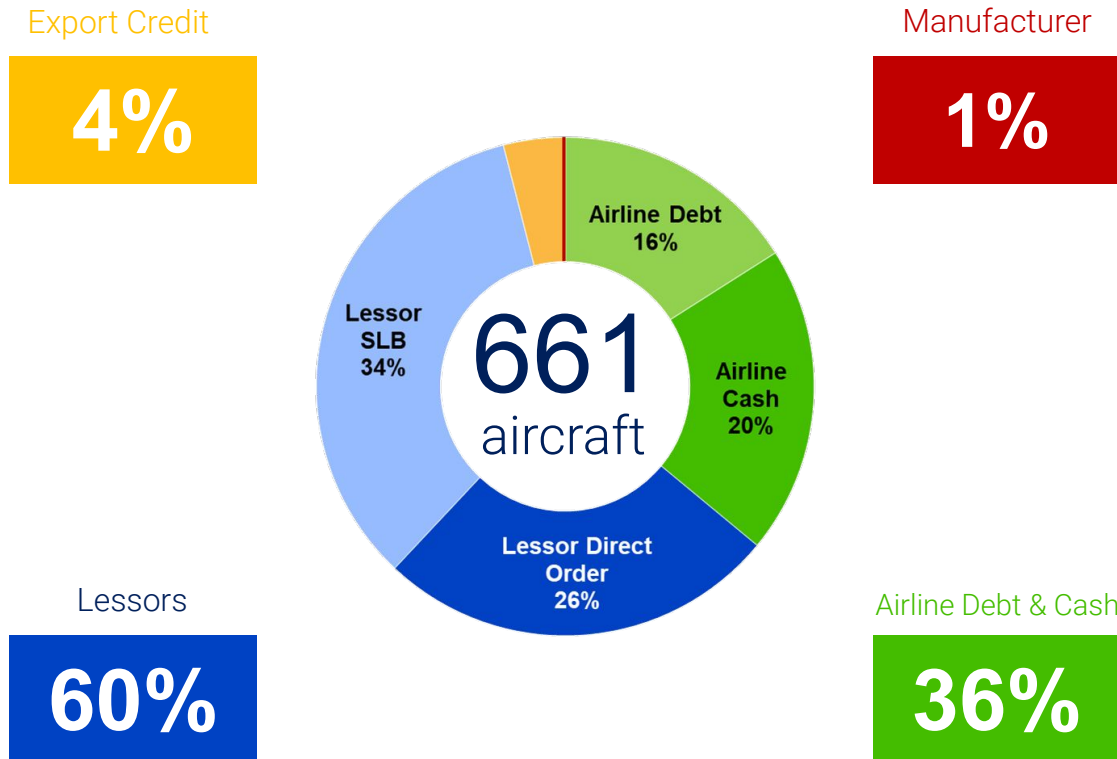


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Breakdown of 2022 deliveries by source of financing

Source: Airbus

Financing at time of delivery (as at end of period for Export Credit).
Overlap possible between categories, rounded figures.



Airbus aircraft continue to attract diverse financing

- Lessors in the lead again, strong appetite for Sale and Lease-Back
- Airline Debt & Cash still below pre-Covid levels
- Export Credit continues to support as necessary
- Manufacturer financing limited

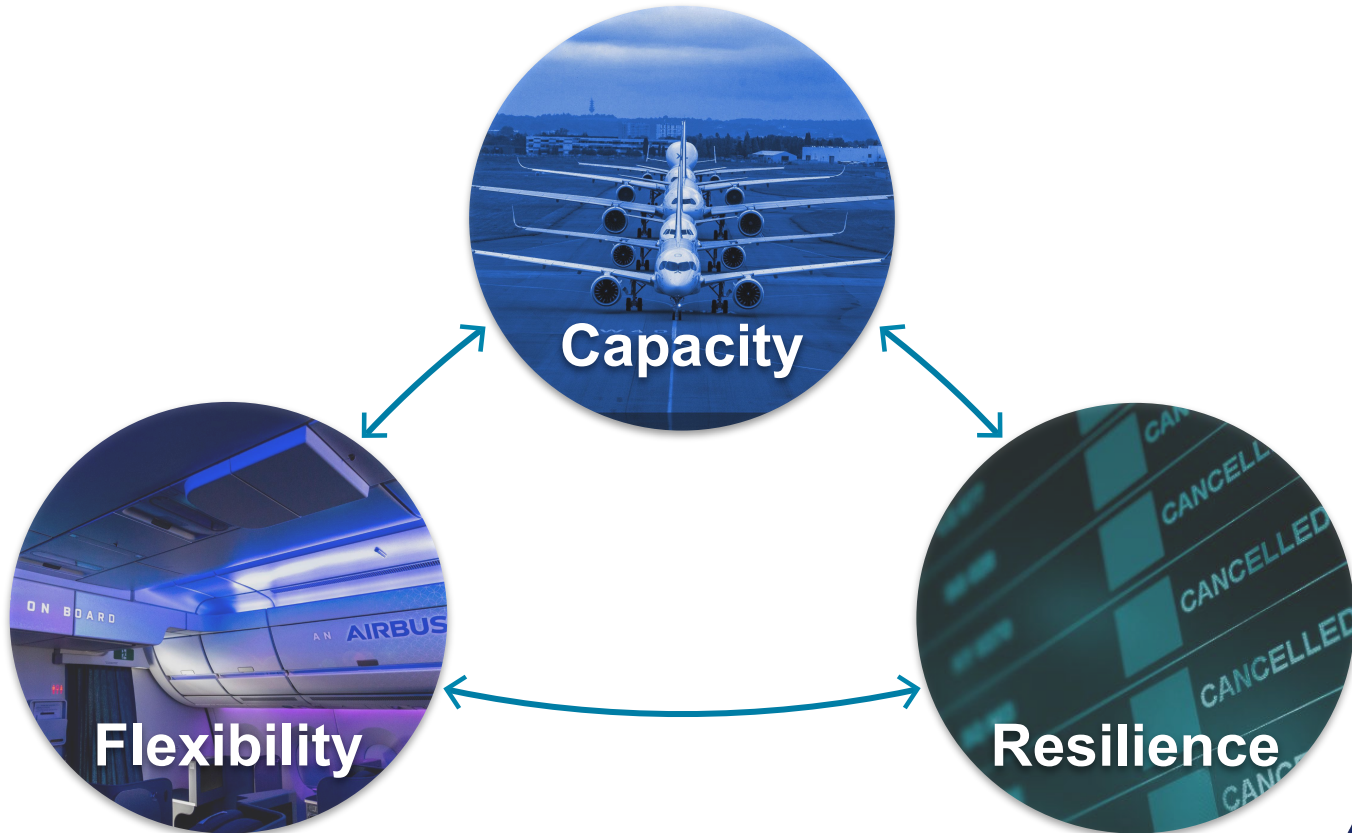
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A front-facing view of an Airbus A380-800 on a runway at night. The aircraft is illuminated by its own lights and ground lights, with its wings spread wide. The background is dark, and the runway surface is visible in the foreground.

Make

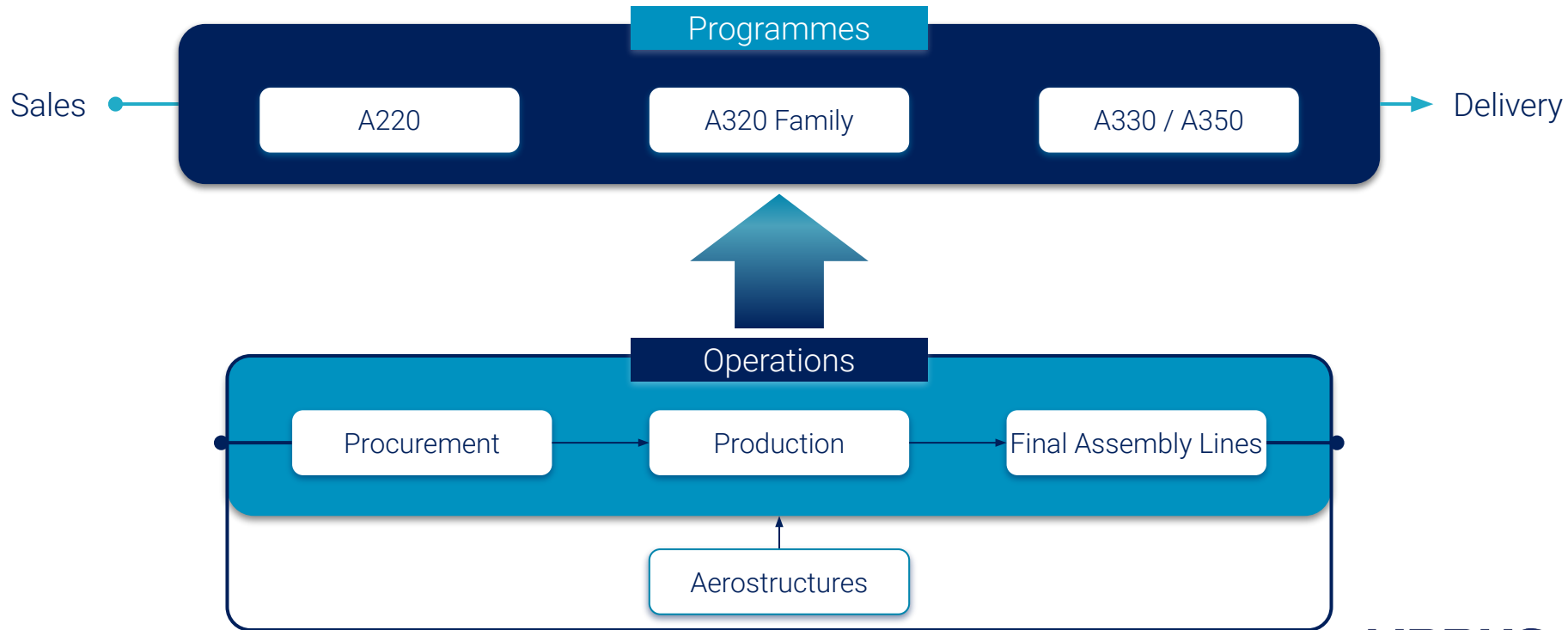
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Three objectives



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One operating system



Bringing Aerostructures to the core

Before

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STELIA
Aerospace



Premium
AEROTEC



After

AIRBUS



Airbus
Atlantic

Airbus
Aerostructures

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Developing our **assembly lines** footprint..

	North America	Europe	China	Target
A320	1 +1	4 + 2	1 +1	10
A220	1 +1			2
Widebody		2		2

All sites are now **A321-capable**



**AIRBUS**

Enabling our people, today and tomorrow



Recruitment &
Early Training



Continuous Development



New Competencies



Buy

AIRBUS

A global, deep and interconnected supply chain recovering from crisis



80%

Externally sourced

2+ mio

Received parts per day

3,000+

Direct suppliers sites

10,000+

Indirect suppliers

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Performing in a **challenging ecosystem**



**Labour
shortages**



**Costs &
financing**

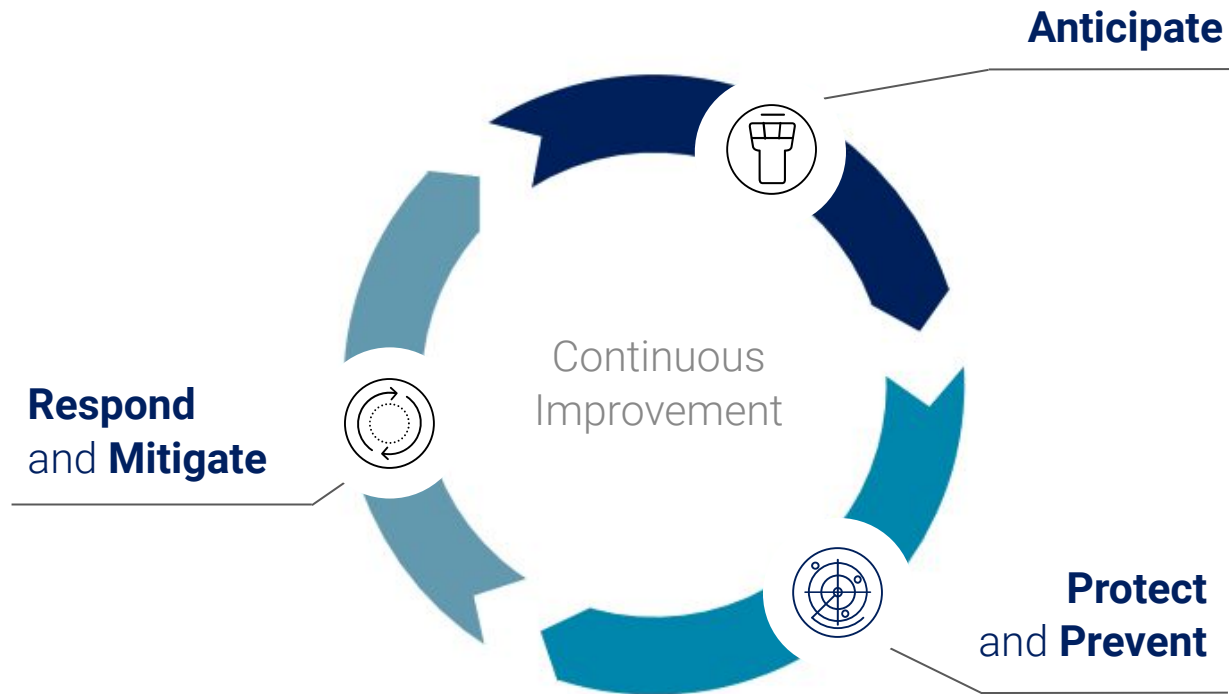


**Systemic
disruptions**

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Building resilience on a proven supply chain management



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Anticipate



Ramp-up assessment



Supplier watchtower



Powerful **digital** tools

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Protect and Prevent



Early and strategic
communication



**Consolidated
bidding**



Buffer policy



Quality with end to end
dynamic containment

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Respond and Mitigate



Global Footprint



**Dedicated team of
Supply Chain Experts**



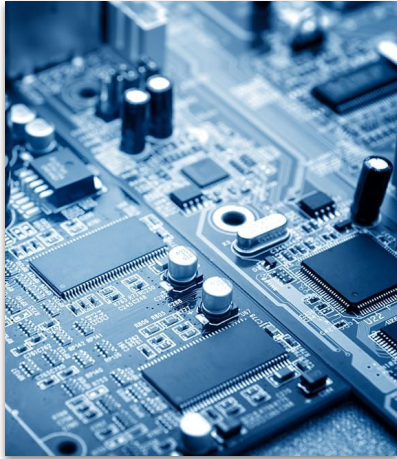
Task Force



**Joint
improvement plan**

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Current focus in supply chain



Electronic components



Engines



Raw materials

Going forward



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