# 9m 2010 Earnings









**Conference Call, 12th November 2010** 

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## 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:

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- Significant disruptions in air travel (including as a result of 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.

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# **Group Highlights**

Financial Highlights

**Divisional Performance** 

Guidance

# 9m 2010 Group Highlights

#### **Business Highlights**

- Improvement in commercial aircraft environment confirmed:
  - Airbus net orders reached 328 in 9m 2010 compared to 123 in 9m 2009;
  - Increasing Long Range production rates to 9 per month in Q1 2012;
- EADS order intake more than double the 2009 level at €57.7 bn;
- Deliveries: 380 commercial aircraft; 367 helicopters; 38th consecutive success for Ariane 5;
- A400M:
  - Negotiations concluded on overall A400M discussions; Export Levy Facility to be finalised before year-end; FY 2009 provision remains valid.

#### **Financial Highlights**

- Revenues €31.6 bn, of which €21.7 bn for Airbus;
- EBIT\* before one-off: €0.8 bn for EADS, €0.3 bn for Airbus;
- Net cash: €10.3 bn after pension contributions of €0.3 bn;
  - Better cash performance;
  - Favourable phasing;
  - Receipts from governments for development programmes roughly compensate payment delays.
- Net income €0.2 bn.











**Group Highlights** 

**Financial Highlights** 

**Divisional Performance** 

**Guidance** 

in €bn	9m 2010	9m 2009	Change
Revenues of which Defence	31.6 7.9	29.7 7.0	+6% +13%
EBIT* before one-off	0.8	1.7	-50%
Order intake	57.7	24.6	+135%
in €bn	Sept. 2010	Dec. 2009	Change
Total Order book** of which Defence	426.4 56.4	389.1 <i>57.3</i>	+10% -2%

- Higher level of commercial aircraft orders;
- Decrease in EBIT\* before one-off mainly due to hedge rate deterioration and higher R&D expenditure;
- A380 continues to weigh substantially on EBIT\* before one-off.



<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> Order book based on list prices

in €bn	EADS Group	Airbus Division
EBIT* before one-off 2010 (See slide 22 for Airbus Commercial split) % Revenues	0.83	<b>0.28</b> 1.3 %
One-off impacts:		
<ul> <li>Eurocopter one time effects include a charge and margin adjustment for NH90, restructuring and KUH technical milestone recognition</li> </ul>	(0.07)	
<ul> <li>Currency effect from revaluation of Loss Making Contract provisions A380, A350 (€+ 0.03 bn), A400M (€- 0.03 bn)</li> </ul>	0.00	0.00
\$ PDP mismatch and balance sheet revaluation	(0.01)	(0.01)
Other one-off	0.03	0.03
EBIT* Reported	0.78	0.30



<sup>\*</sup> Pre-goodwill impairment and exceptionals

# 9m 2010 Profit & Loss Highlights

9m 2010		9m 2009	
€m	in % of Revenues	€m	in % of Revenues
784	2.5%	1,089	3.7%
2,038	6.5%	1,834	6.1%
2,822	9.0%	2,923	9.8%
(176)	(0.6%)	(89)	(0.3%)
(276)	(0.9%)	(526)	(1.8%)
(96)	(0.3%)	(140)	(0.5%)
198	0.6%	291	1.0%
€0.24		€0.36	
	€m  784 2,038 2,822  (176) (276) (96)	in % of Revenues  784 2.5% 2,038 6.5% 2,822 9.0%  (176) (276) (276) (96) (0.9%) (96)  198 0.6%	in % of Revenues €m  784 2.5% 1,089 2,038 6.5% 1,834 2,822 9.0% 2,923  (176) (0.6%) (276) (0.9%) (526) (96) (0.3%)  198 0.6% 291



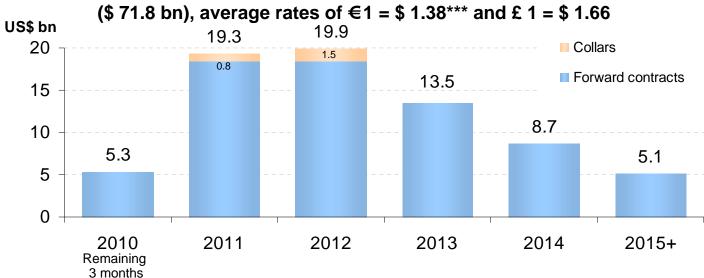
<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> IAS 38: €76 m capitalised during 9m 2010; €69 m capitalised during 9m 2009

<sup>\*\*\*</sup> Average number of shares outstanding: 810,745,035 in 9m 2010; 810,057,593 in 9m 2009

- Approximately 50% of EADS' US\$ revenues naturally hedged by US\$ procurement;
- In 9m 2010, hedges of \$ 13.3 bn\* matured at an average hedge rate of € 1 = \$ 1.35;
- In 9m 2010, new hedge contracts of \$ 25.3 bn\*\* were added at an average rate of € 1= \$ 1.33\*\*\*.

### EADS hedge portfolio\*, 30th Sept. 2010



#### Average hedge rates

€ vs \$***	1.37	1.38	1.37	1.38	1.38	1.41
£ vs \$	1.75	1.75	1.62	1.58	1.58	1.63

Mark-to-market value = €- 1.1 bn Closing rate @ 1.36 €vs.\$

EADS

<sup>\*</sup> Total hedge amount contains \$/€ and \$/£ designated hedges

<sup>\*\*</sup> Includes \$ 1.9 bn of options restructuring

<sup>\*\*\*</sup> includes collars at their least favourable rates

# **Free Cash Flow**

in €m Net cash position at the beginning of the period	9m 2010 9,797	9m 2009 9,193
Gross Cash Flow from Operations* Change in working capital of which Customer Financing	<b>1,553 531</b> (91)	1, <b>820</b> (1, <b>838)</b> (290)
Cash used for investing activities** of which Industrial Capex (additions) of which Others	<b>(1,293)</b> (1,307) 14	<b>(1,164)</b> (1,274) 110
Free Cash Flow** Free Cash Flow before customer financing**	791 <b>882</b>	(1,182) <b>(892)</b>
Change in non–controlling interests and capital increase Change in treasury shares Contribution to plan assets of pension schemes Cash distribution to shareholders / non-controlling interests Others	(25) (14) (323) (6) 106	2 (15) 0 (162) 223
Net cash position at the end of the period	10,326	8,059

<sup>\*</sup> Gross cash flow from operations, excluding working capital change



<sup>\*\*</sup> Excluding change in securities and contribution to plan assets of pension schemes









**Group Highlights Financial Highlights** 

**Divisional Performance** 

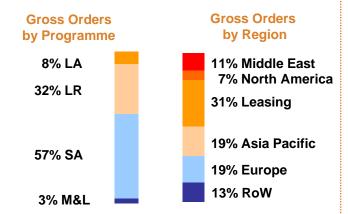
**Guidance** 

# **Airbus Division**

#### **Airbus Division**

(after interco elimination)

€m	9m 2010	9m 2009
Deliveries	<b>391</b> a/c <sup>a)</sup>	368 a/c
Revenues	21,740	20,193
R&D self-financed**	1,613	1,473
in % of revenues	7.4%	7.3%
EBIT*	296	523
in % of revenues	1.4%	2.6%
Order book***	377,325	332,035
in units***		
Net orders***		



#### **Airbus Commercial**

(excl. A400M)

9m 2010	9m 2009
	restated
380 a/c b)	358 a/c
20,446	18,949
1,607	1,463
7.9%	7.7%
328	743
1.6%	3.9%
358,110	311,674
3,436	3,480
<b>328</b> a/c	

#### **Airbus Military**

(Former MTAD, incl. A400M)

9m 2010	9m 2009 restated
<b>13</b> a/c	10 a/c
1,540	1,637
6	10
0.4%	0.6%
(35)	(216)
20,586	21,698
248	259
11 a/c	

- a) excluding 2 green aircraft delivered to Airbus Military
- b) 376 aircraft with revenue recognition incl. 3 A320 sell downs in Q3
- \* Pre-goodwill impairment and exceptionals
- \*\* Capitalised R&D: € 46 m in 9m 2010 and € 45 m in 9m 2009
- \*\*\* Commercial a/c valued at list prices, units excl. freighter conversions



# **Airbus Division**

#### Airbus Commercial (excl. A400M)

#### Revenues +8%

- Favourable volume and mix effect;
- Pricing improvement;
- 380 deliveries: 300 SA, 66 LR, 14 A380;
- Impact from fx (€ 0.6 bn).

#### **EBIT\* -56%**

- Favourable volumes and mix, pricing improvement and Power8 reduced by:
  - Impact from fx effects (€ 0.5 bn) see slide 21;
  - Higher R&D driven by the A350XWB Programme;
  - Higher non-series costs, less favourable phasing effect compared to 2009.
- A380 continues to weigh on underlying performance.

#### Airbus Military (incl. A400M)

#### **Revenues -6%**

- Higher A400M revenue recognition (+ € 0.1 bn)
- Lower revenues in Tankers and Medium and Light.

#### **EBIT\***

- Positive mix effect in Medium and Light;
- Lower losses on A400M:
  - 9m 2010 (€ 0.06 bn);
  - 9m 2009 (€ 0.22 bn).

#### **Key Achievements**

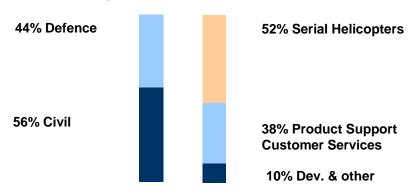
- Long Range production rate increase to 9 a/c per month from Q1 2012;
  - A350XWB EIS: H2 2013 no significant impact on financials;
- Military certification achieved for A330 MRTT paving way for first delivery to Australia.



# Eurocopter

€m	9m 2010	9m 2009
Revenues	3,085	3,039
R&D self-financed**	135	107
in % of revenues	4.4%	3.5%
EBIT*	121	165
in % of revenues	3.9%	5.4%
Order book	15,029	13,528
in units	1,166	1,304
	\	

#### Revenue split



#### based on 9m 2010 EADS external revenues

- \* Pre-goodwill impairment and exceptionals
- \*\* Capitalised R&D: €21 m in 9m 2010 and €19 m in 9m 2009 EADS 9m 2010 earnings

#### Overview

- Start of a positive order trend compared to 2009; 230 net orders in 9m 2010 vs. 179 in 9m 2009. Cancellation trend slowing.
- Slow recovery in civil market, high number of second hand helicopters;
- Progress in SHAPE to mitigate negative impacts: Temporary workforce and overhead reduction;
- 367 deliveries (including 19 NH90, 7 Tiger) compared to 392 in 9m 2009.

#### Revenues +2%

- Higher NH90 volume, support revenues and progress on Korean Utility Helicopter;
- Lower commercial deliveries.

#### **EBIT\* -27%**

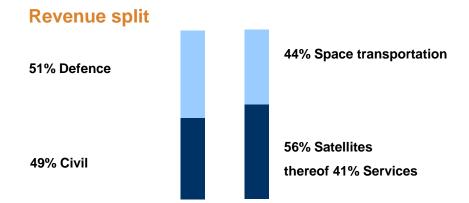
- Favourable mix offset by:
  - NH90 charge and margin adjustment € 50 m;
  - Restructuring charge € 40m;
  - One time KUH technical milestone €24 m;
  - Higher R&D Investment.

#### **Key achievements**

- First flight of long range high speed X3 demonstrator;
- 10 NH90 deliveries in Q3.

## **Astrium**

€m	9m 2010	9m 2009
Revenues	3,226	3,228
R&D self-financed	50	52
in % of revenues	1.5%	1.6%
EBIT*	158	155
in % of revenues	4.9%	4.8%
Order book	15,300	14,920
		<b>'</b>



based on 9m 2010 EADS external revenues

#### **Revenues stable:**

 Positive volume effects across core businesses compensate the one-time catch up effect for in-orbit incentive schemes booked in 2009 (- € 0.2 bn).

#### **EBIT\* +2%**

- Growth and productivity in military and institutional activities;
- Lower activity in navigation satellites and earth observation services.

#### Order Intake €3.8 bn

- Momentum in commercial and institutional markets so far, increasing competition across business segments;
- M51.2 evolution contract awarded from the French DGA.

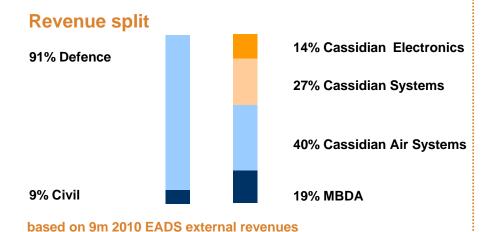
#### **Key Achievements**

- Strong programme execution:
  - M51 Successful Acceptance Launch;
  - 38th consecutive success for Ariane 5:
  - ALSAT-2A earth observation satellite launched.
- Exclusive partnership with ScanEx for distribution rights on Spot 6 & 7 satellites.



# Cassidian

€m	9m 2010	9m 2009
Revenues	3,470	3,296
R&D self-financed	181	138
in % of revenues	5.2%	4.2%
EBIT*	204	220
in % of revenues	5.9%	6.7%
Order book	17,763	16,259



## 2010 earnings \* Pre-goodwill impairment and exceptionals

#### **Defence Budget Pressure**

- No significant impact in 2010;
- Looking forward: stable revenues, limited EBIT impact from higher R&D and less favourable mix.

#### Revenues +5%

 Volume growth in core and export for Eurofighter and Missile programmes.

#### **EBIT\* -7%**

 Volume and margin growth in mature programmes offset by significant growth in R&D investment driven by UAV and secure communication segments.

#### Order Intake €2.6 bn

#### **Key Achievements**

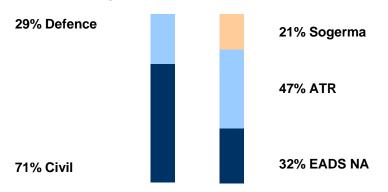
- Strengthening Cyber Security Solutions capabilities:
  - Acquisition of UK-based Regency IT Consulting.
- Successful completion of the MEADS final system Critical Design Review;
- Development start for a next generation radar system to improve Eurofighter export potential.



# **Other Businesses**

€m	9m 2010	9m 2009
Revenues	805	723
R&D self-financed	6	3
in % of revenues	0.7%	0.4%
EBIT*	(6)	3
in % of revenues		0.4%
Order book	2,228	1,963

#### Revenue split



based on 9m 2010 EADS external revenues

#### Revenues +11%

- Higher deliveries and asset management at ATR;
- Ramp-up in LUH with 36 deliveries in 9m 2010;
- Lower aerostructures revenues at Sogerma.

#### **EBIT\*** negative

- Negative foreign exchange impact at ATR;
- Positive contribution from Sogerma.

#### **ATR**

- Market and financing environment improving, 63 net orders and 33 options in 9m 2010;
- 35 deliveries in 9m 2010 compared to 30 in 9m 2009;
- 9m 2010 backlog at 161 a/c.

#### **North America**

• LUH Ramp up progressing well.











Group Highlights
Financial Highlights
Divisional Performance

**Guidance** 

2010 at €1: \$1.35

#### **Airbus Orders & Deliveries:**

Airbus gross orders up to 500 aircraft; Airbus deliveries should be slightly more than 500.

#### **Revenues:**

EADS revenues more than €44 billion.

#### **EBIT\*** before one off:

EADS confirms EBIT\* before one off at around €1.2 billion.

#### EBIT\*:

- Going forward, the EBIT\* performance of EADS will be dependent on the Group's ability to execute on the A400M, A380 and A350XWB programmes, in line with the commitments made to its customers.
- At €1 / \$1.35, EADS increases EBIT\* guidance to at least € 1.1 billion.

#### **Free Cash Flow:**

- Increase of Free Cash Flow guidance.
- Provided a sustainable year end cash inflow of institutional and government business, free cash flow before customer financing should be around €1 billion.
- Free cash flow after customer financing should be above € 800 million compared to the previously expected free cash outflow of around € 600 million.



# Appendix EADS

# 9m 2010 Forex EBIT\* Impact Bridge

#### Forex impact on EBIT\* ( in €bn )

- Revaluation of Airbus Commercial LMC provisions
- Revaluation of Airbus Military A400M provision
- Deterioration of hedge rates (€: \$ 1.24 to 1.35)
   out of which Airbus
- Other one-off forex effect including PDP reversal

Compared to 9m 2009 out of which Airbus Division

#### BRIDGE

(0.02)

0.08

(0.85)

(0.82)

0.29

(0.50)

(0.47)



# 9m 2010 Airbus Division EBIT\* Before One-off detail

#### in €bn

#### EBIT\* before one-off 2010

% Revenues

#### **One-off impacts:**

- Currency effect from revaluation of Loss Making Contract provisions A380, A350 (€+0.03 bn), A400M (€-0.03 bn)
- \$ PDP mismatch and balance sheet revaluation
- Other one-off

#### **EBIT\*** Reported

Division	Commercial
<b>0.28</b> <i>1.3%</i>	<b>0.28</b> 1.4 %
0.00	0.03
0.01)	0.01)
0.30	0.33



<sup>\*</sup> Pre-goodwill impairment and exceptionals

**Airhus** 

FADS

# 9m 2009 EBIT\* Before One-off

in €bn	Group	Division
EBIT* before one-off 2009	1.66	1.09
% Revenues (excl. A400M early stage revenues: € 0.4 bn)	5.6%	5.5%
One-off impacts:		
Impact of A400M Early Stage Accounting**	(0.12)	(0.12)
<ul> <li>Revaluation of all LMCs (\$ and £)***</li> </ul>	(0.06)	(0.06)
\$ PDP reversal and balance sheet revaluation	(0.30)	(0.30)
Other one-off	(0.09)	(0.09)
EBIT* Reported	1.09	0.52

<sup>Pre-goodwill impairment and exceptionals
After currency impact: €-224 m</sup> 



# 9m 2010 Financial Highlights

	9m 2010 in % of		9	<b>9m 2009</b> in % of
	€m	Revenues	€m	Revenues
Revenues	31,554		29,723	
self-financed R&D**	2,038	6.5%	1,834	6.1%
EBITDA*	1,900	6.0%	2,283	7.7%
EBIT*	784	2.5%	1,089	3.7%
EBIT* before R&D	2,822	9.0%	2,923	9.8%
Net income	198	0.6%	291	1.0%
EPS***	€0.24		€0.36	
Net Cash position at the end of the period	10,326		8,059	
Free Cash Flow	791		(1,182)	

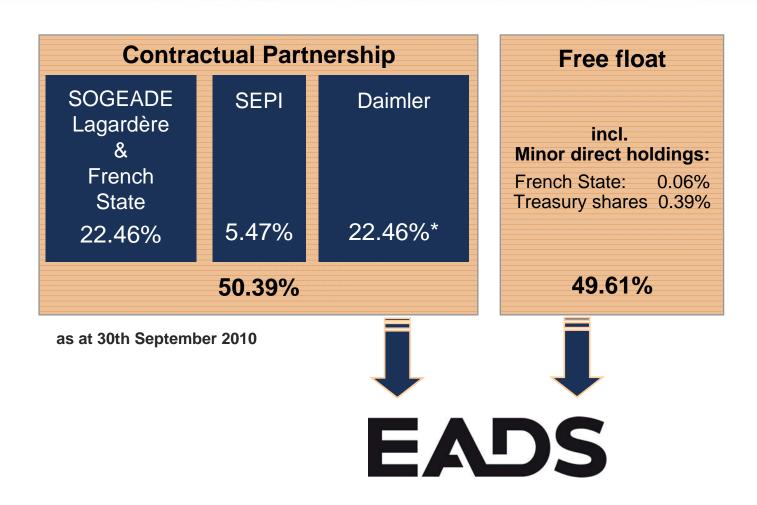


<sup>\*</sup> Pre-goodwill impairment and exceptionals

<sup>\*\*</sup> IAS 38: €76 m Capitalised during 9m 2010; €69 m Capitalised during 9m 2009

<sup>\*\*\*</sup> Average number of shares outstanding: 810,745,035 in 9m 2010; 810,057,593 in 9m 2009

# **Shareholding structure**

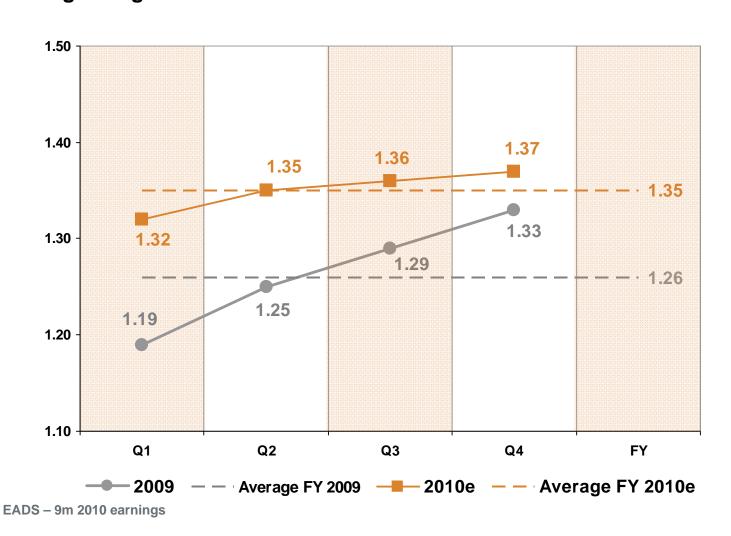


On February 9, 2007, Daimler reached an agreement with a consortium of private and public-sector investors through which it will reduce its shareholding in EADS by 7.5%.



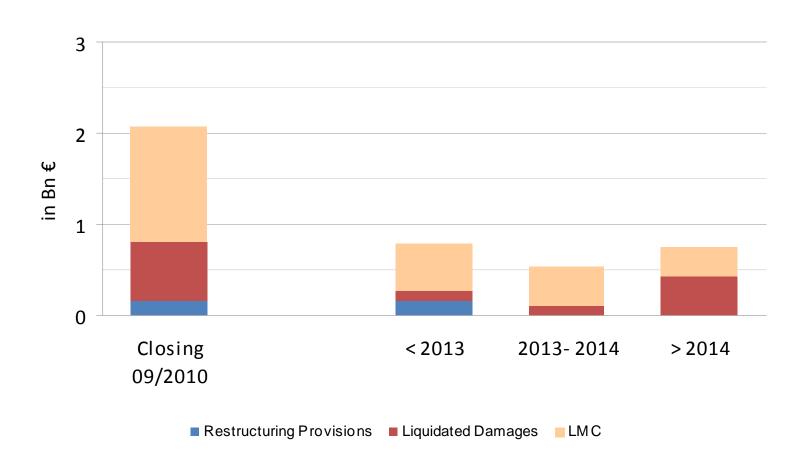
# **Expected EADS Average Hedge Rates €vs. \$**

#### **Average hedge rates**





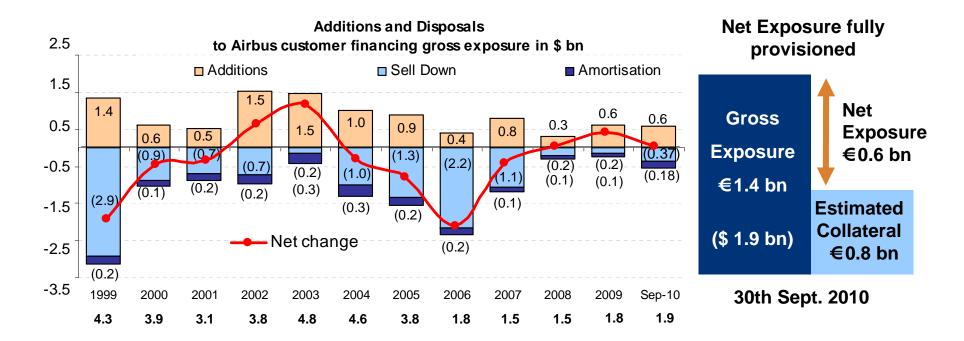
# Provision Consumption excluding A400M (as at 30 Sep 2010)





# **Airbus Customer Financing**

#### **Active exposure management**



Gross exposure in \$ bn



# **Customer Financing Exposure**

in €m Closing rate €1 =

#### **Total Gross exposure**

of which off-balance sheet Estimated value of collateral

#### **Net exposure**

Provision and asset impairment

**Net exposure after provision** 

100% A	IRBUS	50% ATR		100% EC			
Sept 2010 \$ 1.36	Dec 2009 \$ 1.44	Sep	t 2010	Dec 2009	Se	pt 2010	Dec 2009
( >			-				,
1,365	1,260		120	159		84	76
322	335		41	47		48	47
(802)	(772)		(108)	(145)		(57)	(55)
563	488		12	14		27	21
(563)	(488)		(12)	(14)		(27)	(21)
0	0		0	0		0	0



# Q3 2010 Key Figures

in €bn	Q3 2010	Q3 2009
Revenues	11.2	9.5
EBIT*	0.4	0.2
FCF before customer financing**	1.4	0.1
New orders	27.0	7.4

	Reven	ues	EBI	<b>T</b> *
in € m	Q3 2010	Q3 2009	Q3 2010	Q3 2009
Airbus	7,887	6,242	192	4
Eurocopter	976	1,131	50	66
Astrium	1,116	1,034	52	56
Cassidian	1,287	1,135	94	77
HQ & Others	(20)	(14)	(10)	(2)
of which Other businesses	251	243	(6)	1
of which HQ & eliminations	(271)	(257)	(4)	(3)
Total EADS	11,246	9,528	378	201



<sup>\*</sup> Pre-goodwill impairment and exceptionals\*\* Excluding change in securities

# **EBIT\* Calculation**

in €m
EBIT*
Exceptionals:
Disposal (fixed assets in other income)
Fair value depreciation

Profit before finance cost
and income taxes

9m 2009	9m 2010
1,089	784
(1) (38)	0 (33)
1,050	751



# **Net Income pre-exceptionals**

in €m	9m 2010	9m 2009
Net income*	221	318
EPS* (1)	€0.27	€0.39
Exceptionals: Fair value adjustment Related tax impact	(33) 10	(39) 12
Net income	198	291
EPS <sup>(1)</sup>	€0.24	€0.36



<sup>\*</sup> Pre-goodwill impairment and exceptionals; the term "exceptionals" refers to such items as depreciation expenses of fair value adjustments relating to the EADS merger, the Airbus creation and the formation of MBDA.

<sup>(1)</sup> Average number of shares outstanding: 810,745,035 in 9m 2010; 810,057,593 in 9m 2009.

# **Net Cash Position**

in €m	Sept. 2010	Dec. 2009	Sept. 2009
Gross cash	14,675	15,093	13,159
Financing Debts			
Short-term Financing Debts*	(1,425)	(2,429)	(2,226)
Long-term Financing Debts	(2,924)	(2,867)	(2,874)
Reported Net cash	10,326	9,797	8,059
Airbus non-recourse debt	536	652	627
Net cash excl. non-recourse	10,862	10,449	8,686



<sup>\*</sup> Proceeds from the Eurobond issued in August 09 were used to refinance the 1 billion euro bond that matured in March 2010.



- Maturity 2012
- Undrawn

- Fully committed by 32 banks
- No financial covenants
- No MAC clause

#### **EMTN** progamme

- Long term rating :
  - Moody's: A1
  - S&P: A-

# **Balance Sheet Highlights: Assets**

in €m	Sept. 2010	Dec. 2009
Non-current Assets of which Intangible & Goodwill of which Property, plant & equipment	<b>39,976</b> 11,109 12,892	<b>37,792</b> 11,060 12,508
of which Investments & Financial assets of which positive hedge mark-to-market of which Non-current securities	4,848 899 4,896	4,724 1,307 3,983
Current Assets of which Inventory of which Cash of which Current securities of which positive hedge mark-to-market	<b>42,506</b> 23,128 4,791 4,988 406	<b>42,512</b> 21,577 7,038 4,072
Total Assets Closing rate €/\$	<b>82,482</b> 1.36	<b>80,304</b> 1.44



# **Balance Sheet Highlights: Liabilities**

in €m	Sept. 2010	Dec. 2009
<b>Total Equity</b> of which OCI (Other Comprehensive Income) of which Non-controlling interests	<b>8,738</b> 991 94	<b>10,641</b> 2,646 106
Total Non-current liabilities of which pensions of which other provisions of which financing debts of which European governments refundable advances of which Customer advances	30,537 5,489 3,157 2,924 5,866 8,827	27,287 5,080 3,057 2,867 4,882 8,579
of which negative hedge mark-to-market	1,931	732
Total Current liabilities of which pensions of which other provisions of which financing debts of which European gvts refundable advances of which Customer advances	<b>43,207</b> 226 5,659 1,425 354 23,016	<b>42,376</b> 226 5,657 2,429 412 21,271
of which negative hedge mark-to-market	640	220
Total Liabilities and Equity	82,482	80,304



# Quarterly Revenues Breakdown (cumulative)

in €m	Q1		H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	6,264	5,883	13,853	13,951	21,740	20,193		28,067
Thereof Airbus Comm.*	5,989	5,470	12,965	13,204	20,446	18,949		26,370
Thereof Airbus Military	384	456	1,007	855	1,540	1,637		2,235
Eurocopter Astrium Cassidian	798 924 928	758 904 934	2,109 2,110 2,183	1,908 2,194 2,161	3,085 3,226 3,470	3,039 3,228 3,296		4,570 4,799 5,363
<b>HQ &amp; others</b>	36	(12)	53	(19)	33	(33)		23
of which other BUs of which HQ & elim.	246 (210)	214 (226)	554 (501)	480 (499)	805 (772)	723 (756)		1,096 (1,073)
Total EADS	8,950	8,467	20,308	20,195	31,554	29,723		42,822



# **Quarterly EBIT\* Breakdown** (cumulative)

in €m	Q1		H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	7	89	104	519	296	523		(1,371)
Thereof Airbus Comm.**	6	205	241	737	328	743		386
Thereof Airbus Military	1	(116)	(161)	(218)	(35)	(216)		(1,754)
Eurocopter	26	38	71	99	121	165		263
Astrium	41	36	106	99	158	155		261
Cassidian	21	21	110	143	204	220		449
<b>HQ &amp; others</b>	(12)	48	15	28	5	26		76
of which other BUs of which HQ & elim.	(1) (11)	0 48	0 15	2 26	(6) 11	3 23		21 55
Total EADS	83	232	406	888	784	1,089		(322)
				)		1		



<sup>\*</sup> Pre goodwill impairment and exceptionals

<sup>\*\*</sup> Airbus Commercial incl. EFW and excludes A400M

in €m	Q1		H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	11,158	1,792	24,542	6,194	47,949	11,335		23,904
Thereof Airbus Comm.*	11,035	1,667	24,302	6,025	47,384	10,487		23,461
Thereof Airbus Military	146	164	285	247	626	1,049		637
Eurocopter	1,057	1,016	1,785	2,252	3,050	2,743		5,810
Astrium	1,234	5,641	2,667	6,396	3,803	6,956		8,285
Cassidian	964	918	1,856	2,346	2,581	3,408		7,959
<b>HQ &amp; others</b>	(31)	(39)	(82)	(29)	339	114		(111)
of which other BUs of which HQ & elim.	199 (230)	134 (173)	372 (454)	364 (393)	1,008 (669)	550 (436)		969 (1,080)
Total EADS	14,382	9,328	30,768	17,159	57,722	24,556		45,847



# Quarterly Order-book Breakdown (cumulative)

in €m	Q1		H1		9m		FY	
	2010	2009	2010	2009	2010	2009	2010	2009
<b>Airbus Division</b>	366,051	365,412	405,027	343,584	377,325	332,035		339,722
Thereof Airbus Comm.*	346,182	345,123	385,677	323,497	358,110	311,674		320,321
Thereof Airbus Military	21,155	21,999	20,773	21,680	20,586	21,698		20,686
Eurocopter Astrium	15,324 14,961	14,082 15,877	14,740 15,524	14,167 15,597	15,029 15,300	13,528 14,920		15,064 14,653
Cassidian	18,864	15,954	18,548	16,440	17,763	16,259		18,796
<b>HQ &amp; others</b>	592	1,304	659	1,191	933	1,265		832
of which other BUs of which HQ & elim.	1,990 (1,398)	2,306 (1,002)	2,007 (1,348)	2,139 (948)	2,228 (1,295)	1,963 (698)		1,952 (1,120)
Total EADS	415,792	412,629	454,498	390,979	426,350	378,007		389,067

