

---

# AIRBUS

## Annual General Meeting

### 2019

10 April 2019

Tom Enders | Chief Executive Officer  
Guillaume Faury | President Airbus Commercial Aircraft



**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 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.

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

For a discussion of factors that could cause future results to differ from such forward-looking statements, see the Airbus “Registration Document” dated 28 March 2018, including the Risk Factors section.

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.

**IFRS 15 Disclaimer:**

The Company has adopted the IFRS 15 standard as of 1<sup>st</sup> January 2018. 2017 figures are pro forma, amended with IFRS15 restatements and new segment reporting.

## FY 2018 HIGHLIGHTS

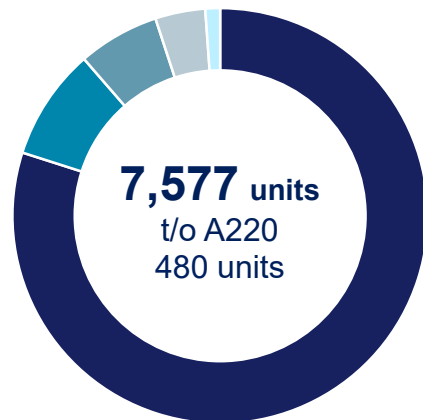
- Strong 2018 performance, Guidance delivered
- A380 deliveries cease in 2021
- A400M re-baselining negotiated
- Dividend proposal: € 1.65 / share, +10% vs. FY 2017
- 2019 Guidance confirms growth trajectory



# FY 2018 COMMERCIAL POSITIONING

## Airbus Commercial Aircraft

Order Book in units by Programme



● A320	80%	● A330	4%
● A350	9%	● A380	1%
● A220	6%		

## Consolidated Airbus

Order Book in value by Region



● Asia Pacific	30%	● Middle East	8%
● Europe	28%	● Latin America	6%
● North America	19%	● Other	9%

## Consolidated Airbus

External Revenue by Division



● Airbus	74%
● Helicopters	9%
● Defence and Space	17%

Order Book units reflect contractual view. Order Book value measured under IFRS 15 reflects assessment of recoverability and net transaction price, including engines

- **AIRBUS:** Gross orders: 831 a/c; net orders: 747 a/c, incl. 40 A350, 27 A330 and 135 A220; Backlog: 7,577 a/c
- **HELICOPTERS:** Net book to bill > 1; 381 net orders including 15 H160, 51 Lakota LUH, 29 NH90, 8 H215M, and 4 H225M
- **DEFENCE AND SPACE:** Net book to bill of ~0.8. Key contract wins include EF Qatar, 4 MRTTs, Heron TP drones for Germany, 2 satellites and first contract for Ariane 6 signed with Eutelsat

**AIRBUS**

## FY 2018 FINANCIAL PERFORMANCE

IN € MILLION	FY 2018	FY 2017 Restated	Change
<b>Revenues</b>	<b>63,707</b>	<b>59,022</b>	<b>7.9%</b>
<b>EBIT Adjusted</b>	<b>5,834</b>	<b>3,190</b>	<b>82.9%</b>
<i>in % of Revenues</i>	9.2%	5.4%	
<b>EBIT</b>	<b>5,048</b>	<b>2,665</b>	<b>89.4%</b>
<i>in % of Revenues</i>	7.9%	4.5%	
<b>Net Income</b>	<b>3,054</b>	<b>2,361</b>	<b>29.4%</b>
<b>EPS Reported <sup>(1)</sup> (in €)</b>	<b>3.94</b>	<b>3.05</b>	<b>29.2%</b>
<b>FCF before M&amp;A and Customer Financing</b>	<b>2,912</b>	<b>2,949</b>	<b>-1.3%</b>
<b>FCF Reported</b>	<b>3,505</b>	<b>3,735</b>	<b>-6.2%</b>

(1) FY 2018 Average number of shares: 775,167,941 compared to 773,772,702 in FY 2017  
 2018 figures include A220, consolidated into Airbus as of July 1<sup>st</sup> 2018  
 2017 figures are amended with IFRS15 restatements

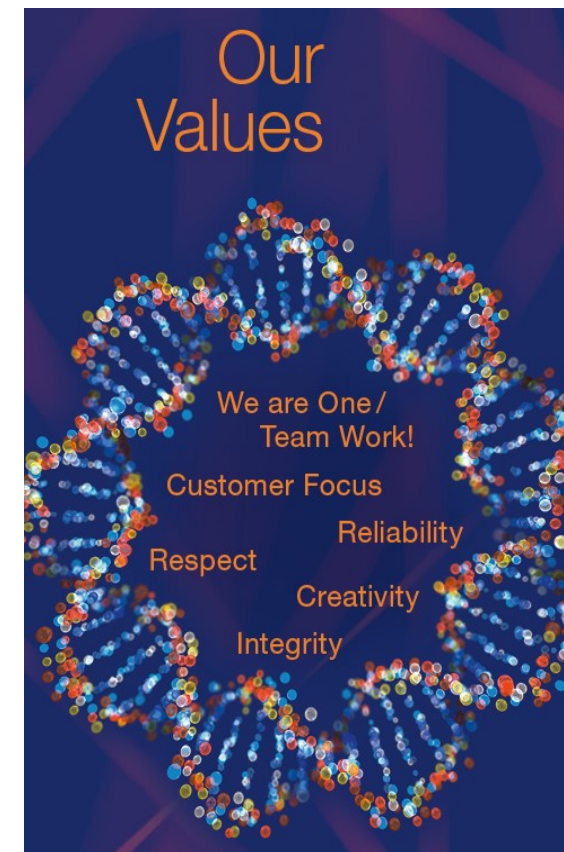
## VALUES, ETHICS & COMPLIANCE

A top priority for Airbus in 2018 and 2019

### 2018: Substantial progress

- Independent Compliance Review Panel
- Airbus Values Journey
- E&C Committee
- Improved Speak Up Culture
- E&C Training & Engagement

2019: “Enforce respect of Airbus ethics and compliance standards, principles”





# RESPONSIBILITY & SUSTAINABILITY

## Reinforcing our culture via an R&S Charter

<p><b>Promoting Responsible Business</b></p> <p>We are determined to conduct our business responsibly with integrity.</p> <p><b>COMMITMENTS</b></p> <p><b>Product Safety:</b> We are committed to our duty of accident prevention, and constantly champion safety improvements so that we can achieve this.</p> <p><b>Anti-corruption and bribery:</b> The Airbus Ethics &amp; Compliance Programme seeks to ensure that the company's business practices conform to applicable laws, regulations and ethical business principles, as well as developing a culture of integrity.</p> <p><b>Labour relations:</b> In a context of globalisation, we set a strong labour structure to ensure the respect of common principles and standards where we operate.</p> <p><b>Environment:</b> We are committed to acting responsibly by reducing our own environmental impacts and influencing the reduction of those of our value chain, to promoting international goals for the aerospace industry in these areas, and even to bringing solutions to monitor climate change.</p> <p><b>Respect for human rights:</b> We expect all people to be treated, and to treat others, with respect and dignity.</p> <p><b>Diversity:</b> We promote diverse profiles and an inclusive working environment in which all employees are respected and valued for their distinctive characteristics.</p> <p><b>Health &amp; Safety:</b> We are committed to protect people and the business through responsible management of health, safety and well-being at work.</p> <p><b>Supply Chain:</b> We are resolute to continue integrating high standards of responsibility throughout our operations and to require them in our supply chain.</p> <p><b>Community Impact:</b> We support communities by partnering with local stakeholders and international organisations, encouraging employee volunteering and providing resources to the Airbus Foundation.</p>	<p><b>Helping to Solve Societal Challenges</b></p> <p>A commitment to achieving inclusive and quality training or development aligns to our belief that education is one of the most powerful vehicles for progress.</p> <p>We believe engineering success, promoting equal opportunity, and ending all forms of discrimination is not only a human right, but also has a multiplier effect across all other development areas.</p> <p>Promoting inclusive and sustainable economic growth, full and productive employment, decent work and equal pay for employees is at the heart of our business philosophy.</p> <p>We believe sustained investment in infrastructure and innovation are crucial drivers of economic growth and development.</p> <p>Reducing environmental footprint and ensuring responsible health and safety management are key to achieving sustainable development. We are focused on meeting both the short and long term challenges we face.</p> <p>We are committed to reducing our contribution to climate change by reducing the carbon intensity of our operations. We are also working in partnership with suppliers, industry and government stakeholders to address our ambitious aviation emissions reduction goals.</p> <p>We work together with national governments, international organisations and customers to develop aviation solutions that help to keep our world safer. In doing so, we are committed to innovation in and believe Airbus to make their own most effective in addressing societal needs.</p> <p>All Airbus, we come together as one commitment to that we can act together as responsible citizens in meeting societal and environmental challenges.</p>
--	---

## Transparency via disclosure

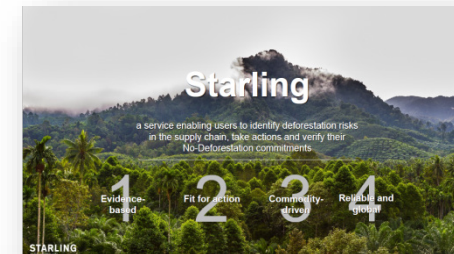
- First Non-Financial Statement published in the 2017 Registration Document
- Registration Document contained outline of Airbus' first Vigilance Plan

## Influencing the value chain

- Supply chain risk mapping
- Launch of pilot phase for R&S performance ratings of suppliers

## R&S Highlights

### Starling earth observation services (mapping deforestation)

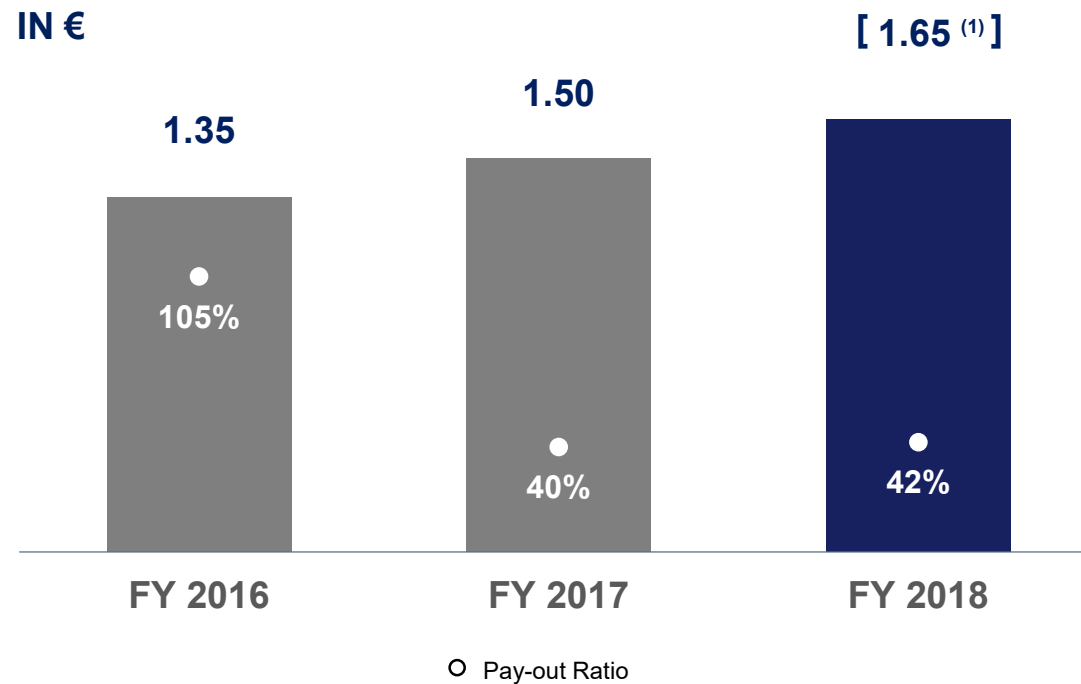


### Airbus Foundation Youth and Humanitarian activities



## DIVIDEND PER SHARE

IN €



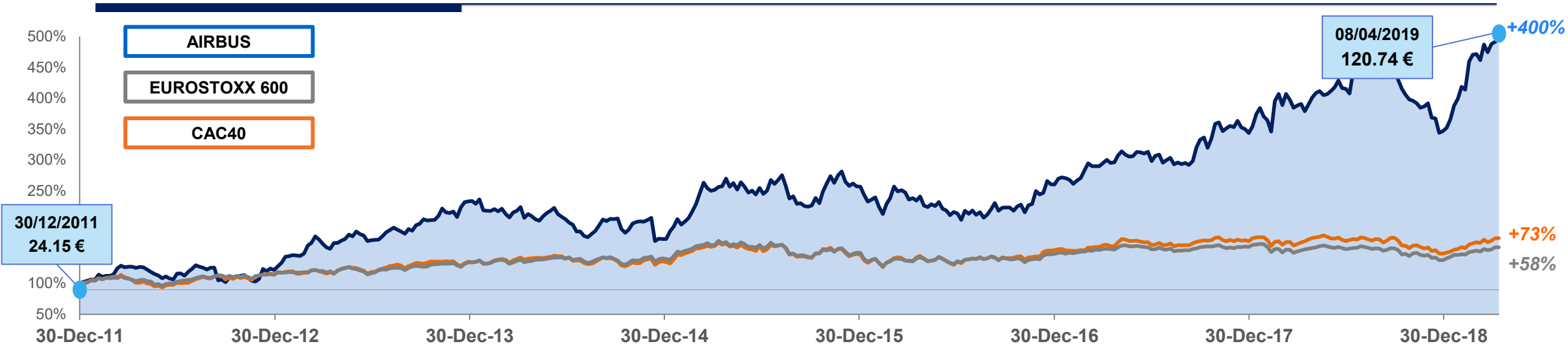
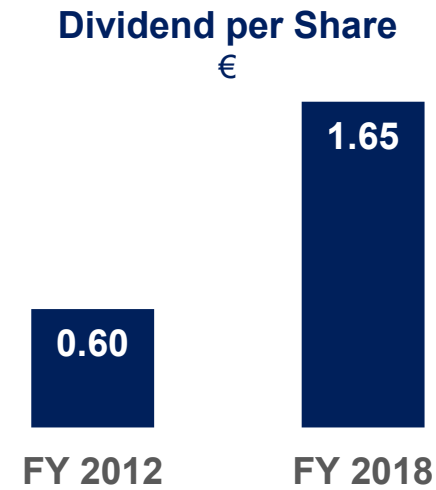
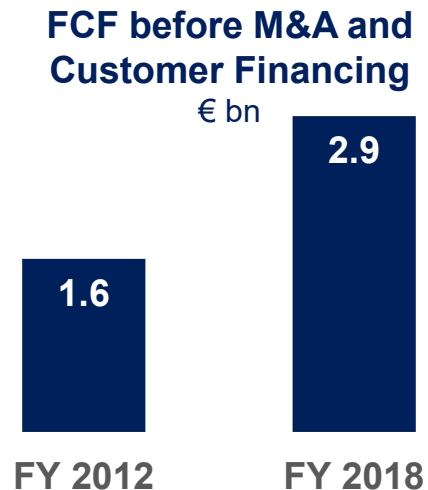
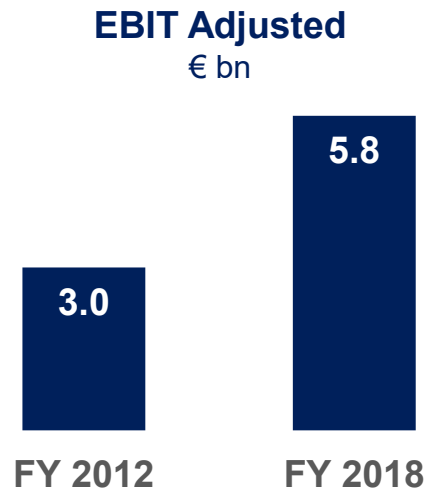
- **Ex-dividend date:** Monday 15 April 2019
- **Record date:** Tuesday 16 April 2019
- **Payment date:** Wednesday 17 April 2019

- Gross Dividend per share increase to € 1.65 (+10% vs. 2017)
- Confidence in 2019 earnings and future cash generation
- Strong commitment to shareholder returns

(1) Board proposal to be submitted to the AGM 2019. Subject to AGM approval



# 2012 – 2018: GROWTH STORY



2018 figures reflect IFRS 15

## 2019 GUIDANCE

*As the basis for its 2019 guidance, Airbus expects the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions*

*Airbus 2019 Earnings and FCF guidance is before M&A*

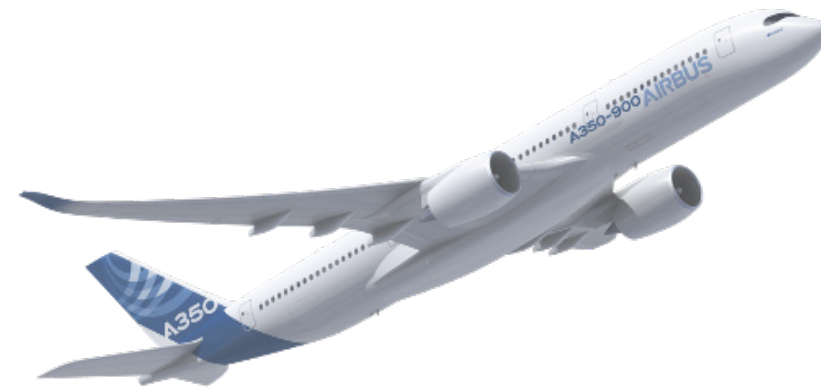
- Airbus targets 880 to 890 commercial aircraft deliveries in 2019
- On that basis:  
Airbus expects to deliver an increase in EBIT Adjusted of approximately +15% compared to 2018 and FCF before M&A and Customer Financing of approximately € 4 bn



---

## KEY PRIORITIES

- Deliver on 2019 commitments
- Ramp-up A320
- Improve A350 margins
- Leverage military portfolio
- Services, Digital and Innovation



**Deliver Earnings and FCF growth potential**