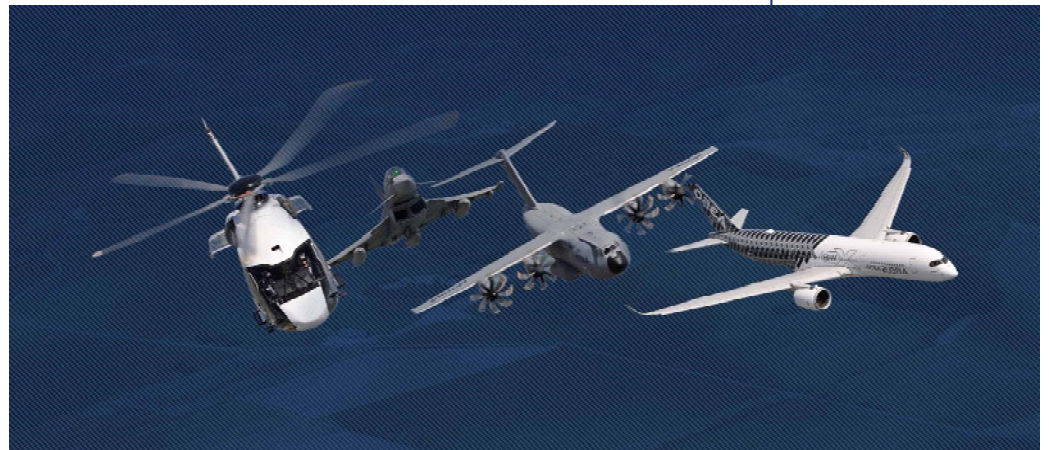


AIRBUS

Annual General Meeting

2018

11 April 2018



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 4 April 2017, 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 Estimate Disclaimer:

The actual IFRS 15 impacts may differ from the estimates when adopting the standard as of 1st January 2018. The Company has not finalised the re-run of the IFRS 15 changes on IT systems. The new accounting policies are subject to change until the Company presents its first consolidated financial statements that include the date of initial application.

- All 2017 KPIs overachieved, driven by strong underlying business performance
- Solid commercial environment, book to bill 1.5; record backlog supporting ramp-up plans
- A400M FY17 € 1.3 bn charge; remaining exposure significantly reduced
- Dividend proposal of € 1.50 per share, +11% v FY16, at upper end of policy
- 2018 Guidance supports EPS / FCF growth potential
- Preparing the future

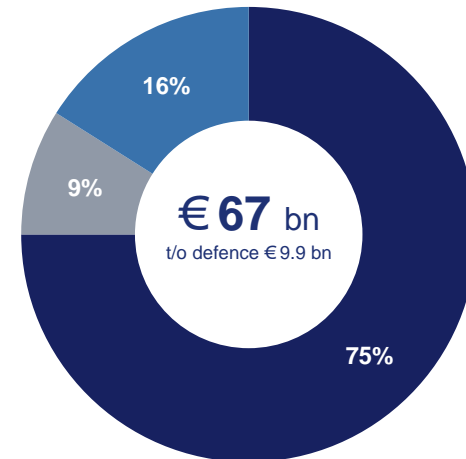


Airbus Order Book*
by Region (by value)



- Asia Pacific
- Europe
- North America
- Middle East
- Latin America
- Other countries

Airbus External Revenue
by Division



- Commercial Aircraft
- Helicopters
- Defence and Space

- **COMMERCIAL AIRCRAFT:** Net book to bill of 1.5; 1,109 net orders (1,229 gross). Backlog: 7,265 a/c
- **HELICOPTERS:** Net book to bill > 1; 335 net orders, including 48 Super Pumas and 17 H175
- **DEFENCE AND SPACE:** Net book to bill of ~0.8. Good momentum in military aircraft. 2 Telecom Satellites booked in a soft market environment. Order book perimeter change of €1.9 bn

* Commercial Order Intake and Order Book based on list prices

FY 2017 FINANCIAL PERFORMANCE

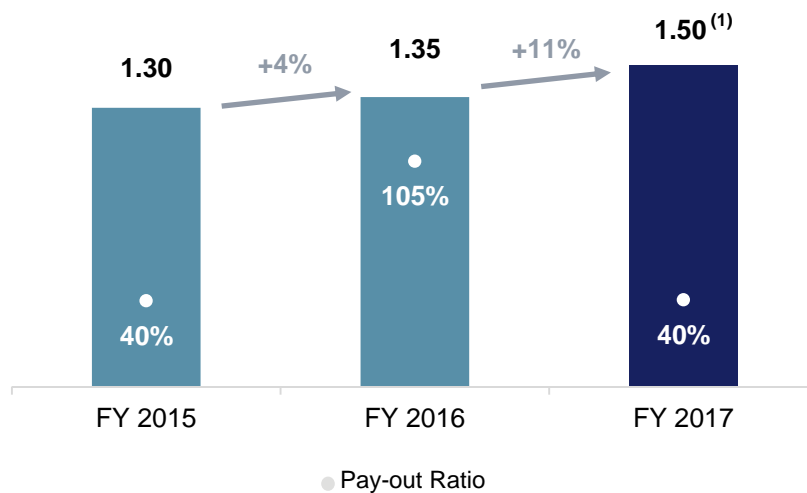
IN € MILLION	FY 2017	FY 2016	Change
Order Intake (net)	157,690	134,480	17.3%
Order Book	996,822	1,060,447	-6.0%
Revenues	66,767	66,581	2.8%
EBIT Adjusted	4,253	3,955	7.5%
<i>in % Revenues</i>	<i>6.4%</i>	<i>5.9%</i>	
EBIT	3,421	2,258	51.5%
<i>in % Revenues</i>	<i>5.1%</i>	<i>3.4%</i>	
Net Income	2,873	995	188.7%
EPS Reported (in €) ⁽¹⁾	3.71	1.29	187.6%
FCF before M&A and Customer Financing	2,949	1,408	109.4%
FCF Reported	3,735	3,181	17.4%

■ Strong underlying business performance

(1) FY 2017 Average number of shares: 773,772,702 compared to 773,798,837 in FY 2016
All figures before IFRS15

DIVIDEND PER SHARE

IN €



- **Ex-dividend date:** Monday 16 April 2018
- **Record date:** Tuesday 17 April 2018
- **Payment date:** Wednesday 18 April 2018

- Gross Dividend per share increase to € 1.50 (+11% vs. 2016)
- Pay-out ratio proposal at upper end of dividend policy
- Strong commitment to shareholder returns

(1) Board Proposal submitted to the AGM 2018. Subject to AGM approval

VALUES, ETHICS & COMPLIANCE

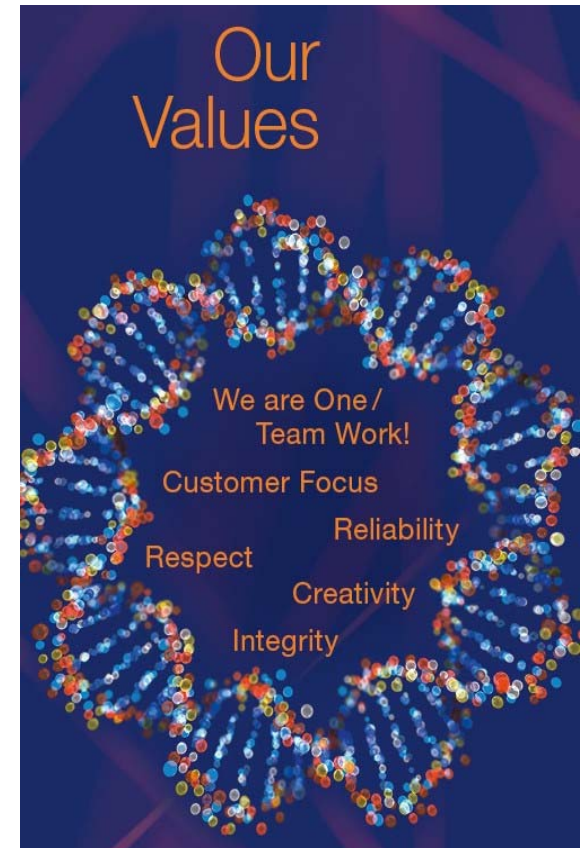
A top priority for Airbus in 2017 and 2018

Substantial progress on existing, and launch of additional initiatives in 2017, including:

- Launch of Values Journey
- Appointment of Independent Compliance Review Panel
- Establishment of an Ethics & Compliance Committee
- Further enhancement of policies and procedures

2018: *“build an inclusive, responsible and ethical corporate culture supported by a world-class compliance system”*

- E&C Goals for Managers and Employees
- Reinforcement of Ethics & Compliance team
- Continued review and mitigation of ethics & compliance risks
- Revitalize network of E&C ambassadors
- Enhanced training



RESPONSIBILITY & SUSTAINABILITY

The Airbus Responsibility & Sustainability Charter commits to:

- Promoting **responsible business practices** across our value chain
- Building an inclusive, responsible and ethical corporate culture
- Addressing the most critical challenges to society, by adopting the **UN Sustainable Development Goals (SDGs)**.



The **Airbus Foundation's strategy** is to:

- Support emergency responders with logistics, operations and innovation
- Inspire and develop young people across the globe

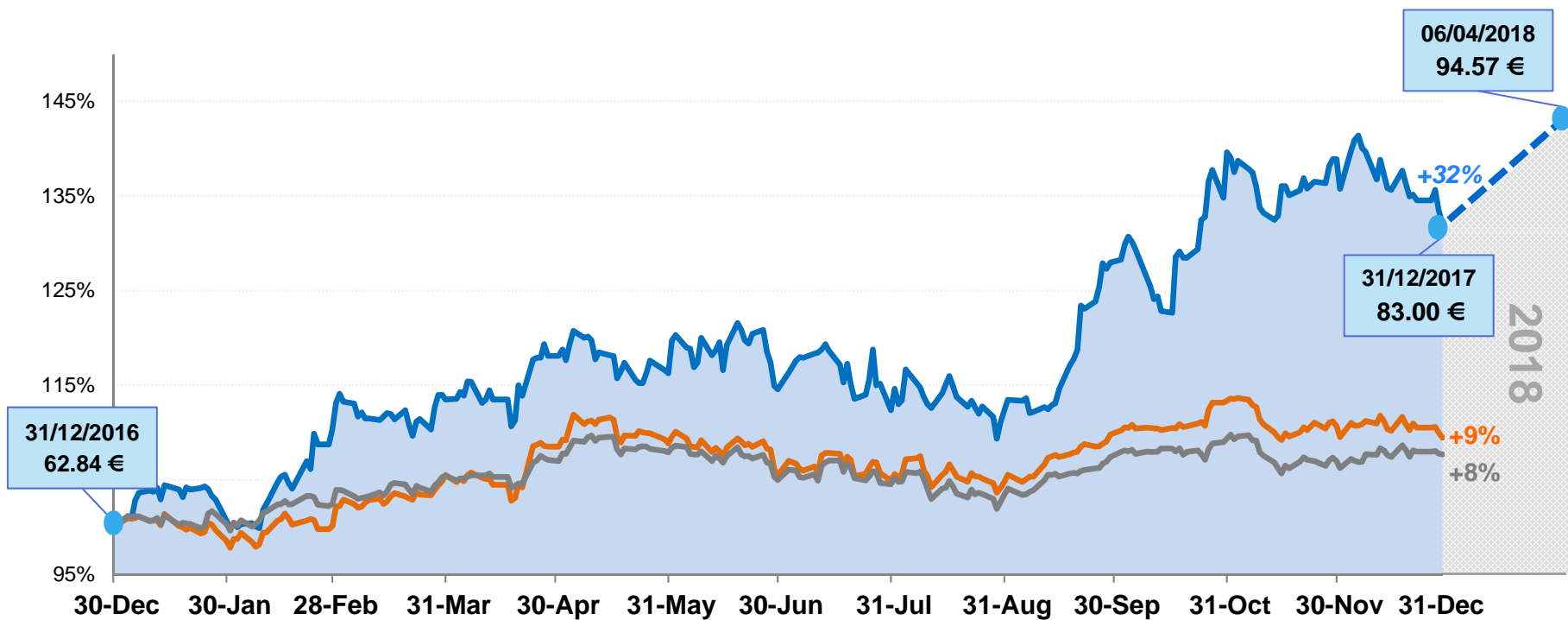
This strategy directly contributes to 3 Sustainable Development Goals:



The Airbus Foundation has key humanitarian partnerships with:



SHARE PRICE EVOLUTION AND SHAREHOLDING STRUCTURE



AIRBUS

EUROSTOXX 600

CAC40

774,556,062 shares issued as of 31 December 2017

Shareholder Agreement 26.4%

SOGEPA 11.1%, GZBV 11.1%, SEPI 4.2%

Free Float 73.6%

Institutional Investors & Retail

Treasury shares 0.0%

Without economic / voting rights

2018 GUIDANCE

As the basis for its 2018 guidance, Airbus expects the world economy and air traffic to grow in line with prevailing independent forecasts, which assume no major disruptions

Airbus 2018 earnings and FCF guidance is based on a constant perimeter, before M&A

- Airbus expects to deliver around 800 commercial aircraft which depends on engine manufacturers meeting commitments

Based on around 800 deliveries:

- Compared to 2017 EBIT Adjusted of € 4,253 m, Airbus expects, before M&A:
 - An increase in EBIT Adjusted of approximately 20%
 - IFRS15 is expected to further increase EBIT Adjusted by an estimated €0.1bn
- 2017 Free Cash Flow before M&A and Customer Financing was €2,949 m
Free Cash Flow is expected to be at a similar level as 2017, before M&A and Customer Financing



KEY PRIORITIES

11

- Deliver commercial aircraft ramp-up and transition
- Agree and deliver on A400M rebaselined roadmap
- Invest in our future for improved efficiency and competitiveness
- Deliver EPS and FCF growth potential



End
2017

End of
Decade

Earnings and FCF taking off!

AIRBUS