
FY Results 2023

15 February 2024



Guillaume FAURY | Chief Executive Officer
Thomas TOEPFER | Chief Financial 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 lingering effects of the COVID-19 pandemic;
- 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 and the impact of the Macroeconomic Environment, see note 2 “Geopolitical and Macroeconomic Environment” of the Notes to the Airbus SE IFRS Consolidated Financial Statements for the twelve-month period ended 31 December 2023 published 15 February 2024 (the “Financial Statements”). 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 reports, including the Report of the Board of Directors, the Financial Statements and the Notes thereto, the 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 statement 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

- Strong commercial momentum

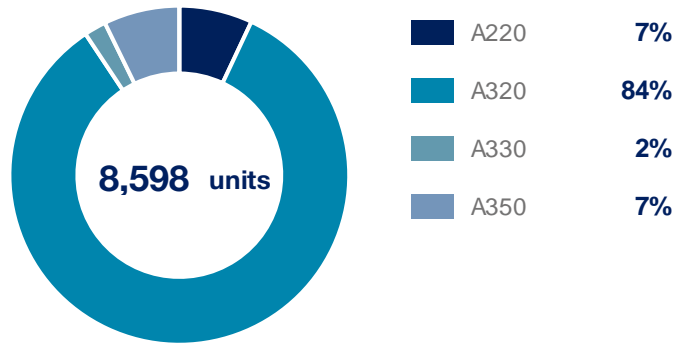
- Guidance achieved:
 - 735 commercial aircraft delivered
 - EBIT Adjusted of € 5.8 bn
 - FCF before M&A and Customer Financing of € 4.4 bn

- Net Cash of € 10.7 bn

- Dividend proposals:
 - Dividend of € 1.80 per share
 - Special dividend of € 1.00 per share

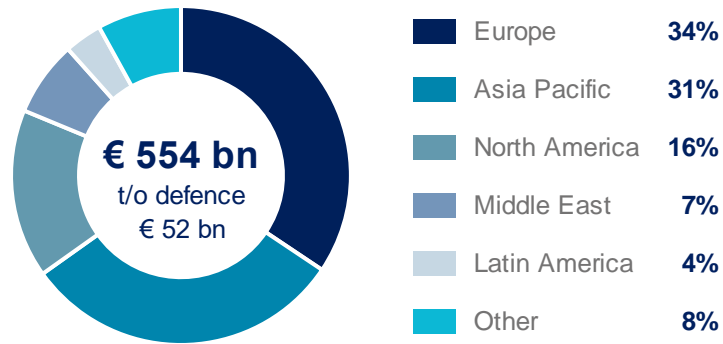
Airbus Commercial Aircraft

Order Book in units by Programme



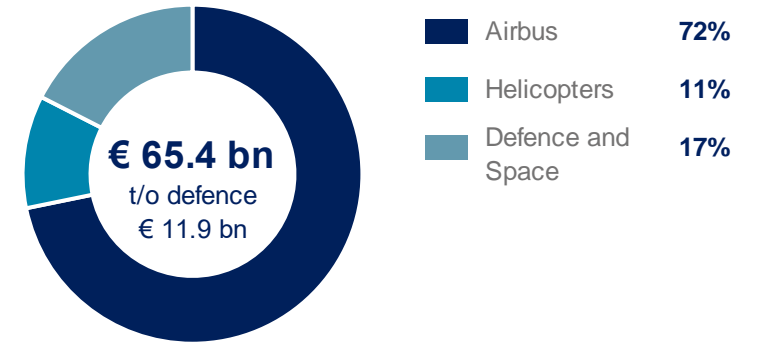
Consolidated Airbus

Order Book in value by Region



Consolidated Airbus

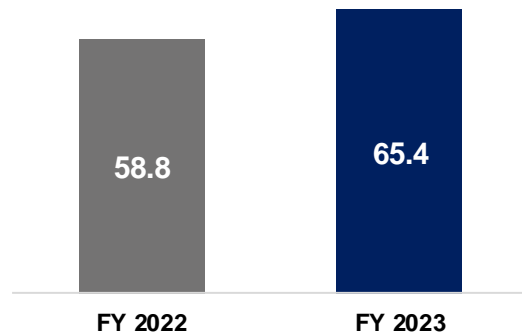
External Revenue by Division



- **AIRBUS:** Gross orders: 2,319 a/c; Net orders: 2,094 a/c; Backlog: 8,598 a/c
- **HELICOPTERS:** 393 net orders, with a strong performance on the Medium segment, and Services
- **DEFENCE AND SPACE:** Order intake € 15.7 bn, including Spain order for 16 C295 in Q4'23

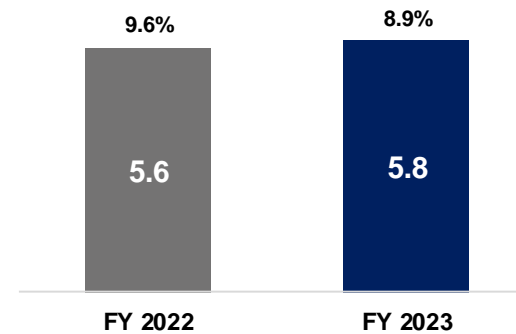
Revenues

in € bn



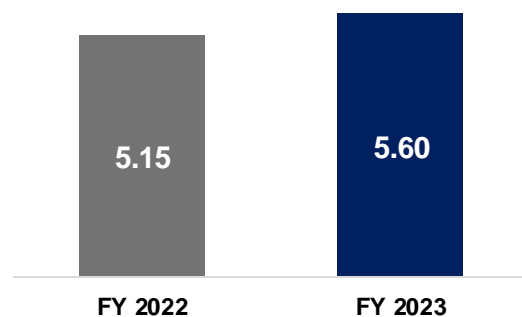
EBIT Adjusted

in € bn / RoS (%)



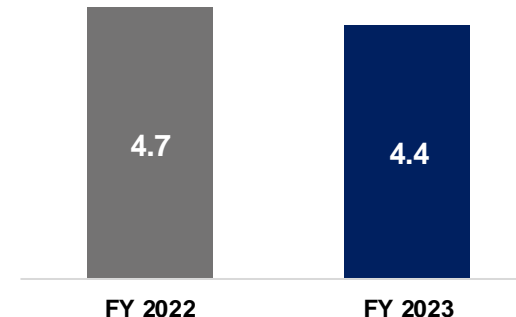
EPS⁽¹⁾ Adjusted

in €



FCF before M&A and Customer Financing

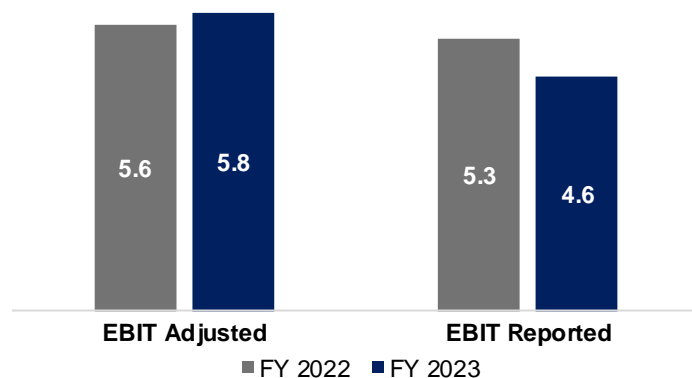
in € bn



(1) FY 2023 Average number of shares: 788,720,779 compared to 787,080,579 in FY 2022
Capitalised R&D: € 378 m in FY 2023 and € 319 m in FY 2022

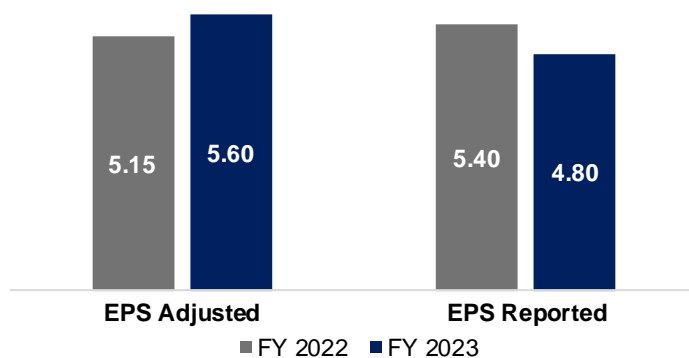
EBIT Performance

in € bn



EPS⁽¹⁾ Performance

in €



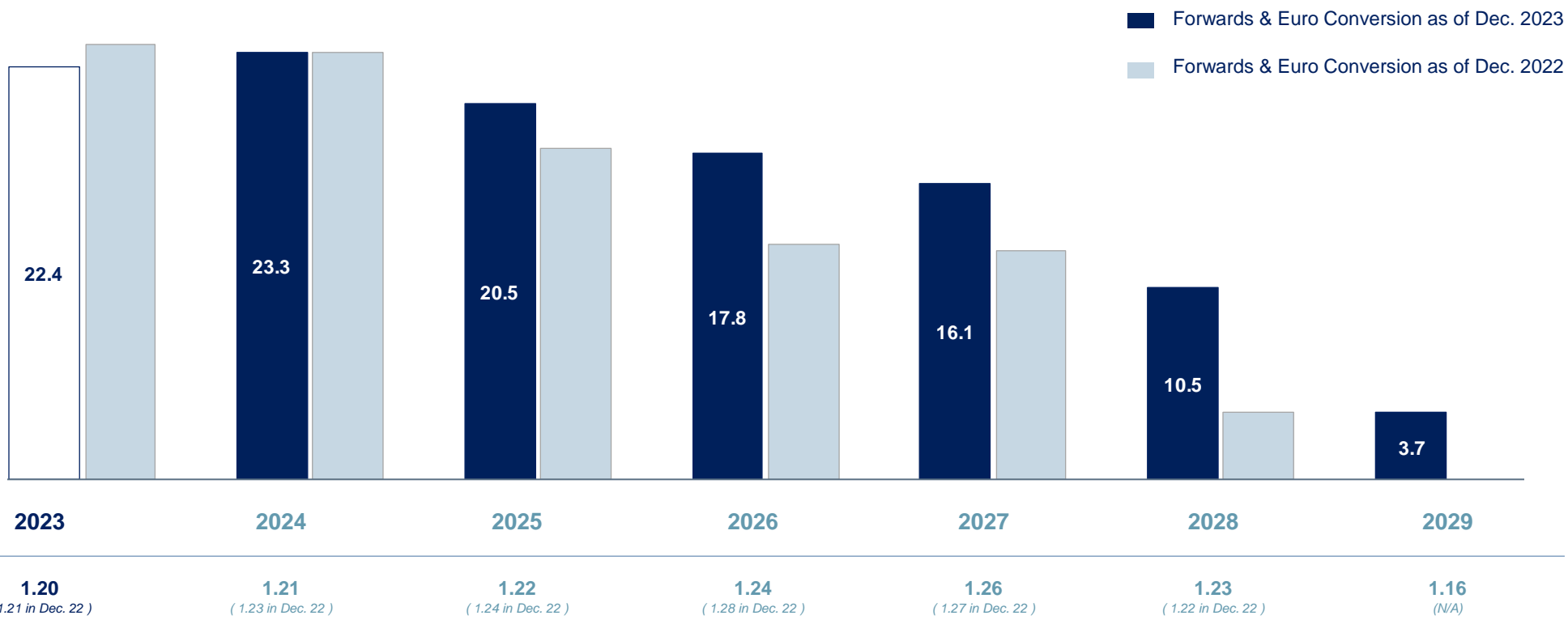
- FY 2023 **EBIT Reported** of € 4,603 m
- FY 2023 EBIT Adjustments resulting from:
 - € - 1,030 m \$ Working Capital mismatch and Balance Sheet revaluation
 - € - 89 m Aerostructures transformation
 - € - 41 m A400M charge
 - € - 75 m Others
- FY 2023 **Net Adjustments** of € - 1,235 m

- FY 2023 **Net Income** of € 3,789 m
- FY 2023 **Net Income Adjusted** of € 4,417 m

(1) FY 2023 Average number of shares: 788,720,779 compared to 787,080,579 in FY 2022
Capitalised R&D: € 378 m in FY 2023 and € 319 m in FY 2022

USD Exposure Coverage

IN \$ BILLION



Mark-to-market of FX hedging instruments incl. in AOCI = € - 4.5 bn
Closing rate @ 1.11 € vs. \$

- In FY 2023, \$ 22.4bn⁽²⁾ of forwards matured and Euro conversion realised at an average blended rate⁽¹⁾ of € 1 = \$ 1.20.
- \$ 20.2 bn⁽²⁾ of new USD coverage were added at an average blended rate⁽¹⁾ of € 1 = \$ 1.13.
- Forwards and Euro conversion portfolio⁽²⁾ as of 31 December 2023 at \$ 91.7 bn, at an average blended rate⁽¹⁾ of \$ 1.23 (vs. \$ 93.9 bn in December 2022 at \$ 1.24).

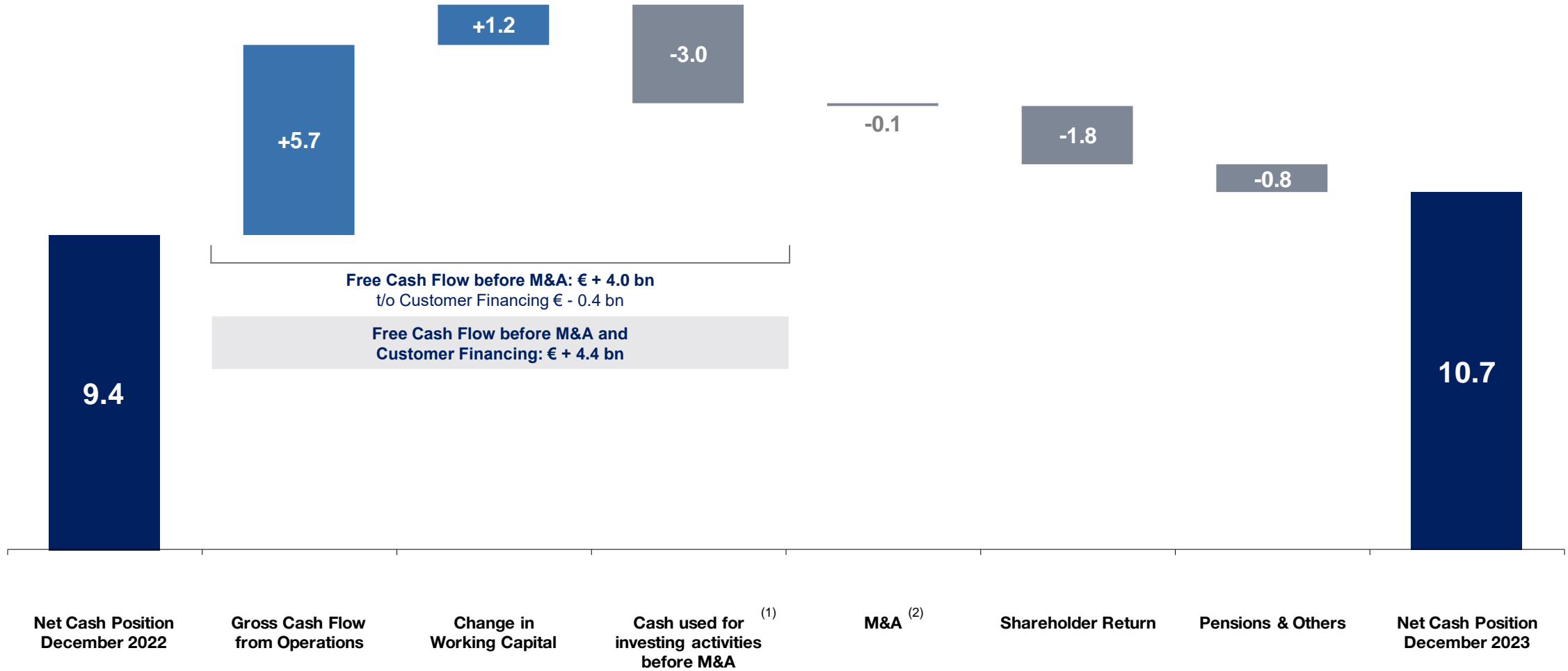
Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement.

(1) Blended rates reflect both EBIT impact of hedge rates of the US\$ hedge portfolio and Euro conversion.

(2) Volumes reflect both forwards and Euro conversion. Total amount predominantly contains €/\$. Volumes reflect roll-over which will be finalised in the next quarter.

FY 2023 Cash Evolution

IN € BILLION



(1) Thereof CapEx of € - 3.1 bn

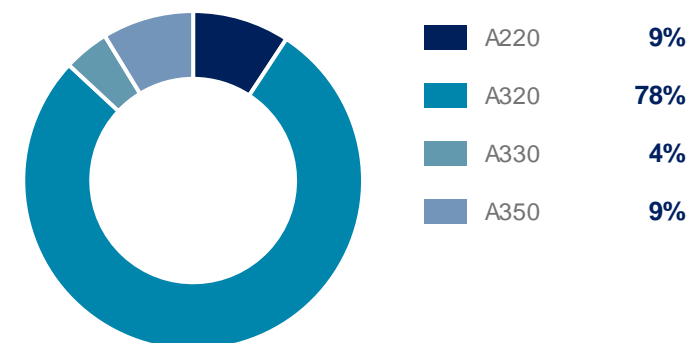
(2) M&A transactions include acquisitions and disposals of subsidiaries and businesses

Divisions Highlights

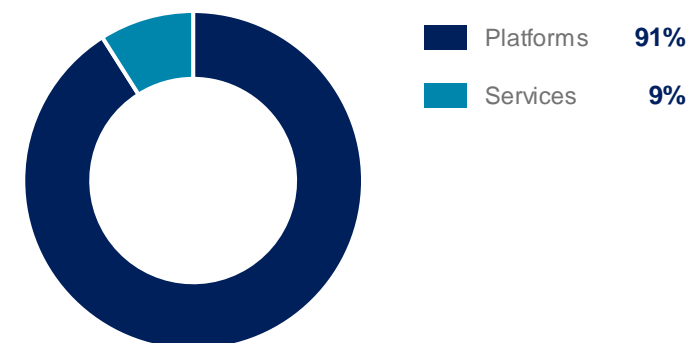


IN € MILLION		FY 2023	FY 2022	Change
Order Intake (net)	Units	2,094	820	155.4%
Order Book		8,598	7,239	18.8%
Order Intake (net)	Value	162,571	59,727	172.2%
Order Book		490,812	390,456	25.7%
Deliveries	Units	735	661 ⁽¹⁾	11.2%
Revenues		47,763	41,428	15.3%
R&D Expenses		2,698	2,607	3.5%
<i>in % of Revenues</i>		5.6%	6.3%	
EBIT Adjusted		4,818	4,600	4.7%
<i>in % of Revenues</i>		10.1%	11.1%	
EBIT		3,610	4,800	-24.8%
<i>in % of Revenues</i>		7.6%	11.6%	

Deliveries by Programme (Units)



External Revenue Split

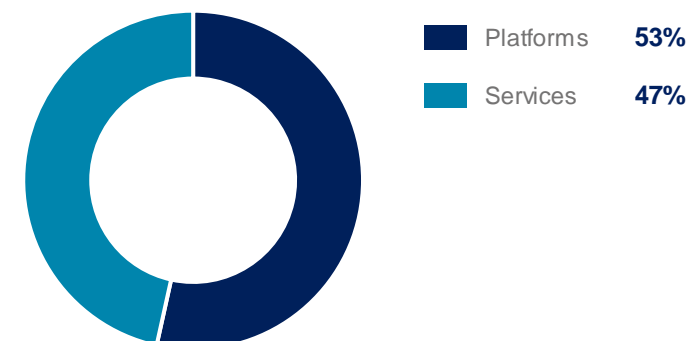
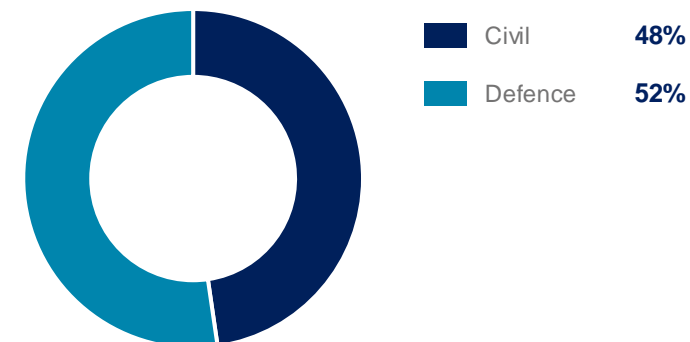


- Deliveries: 735 aircraft comprising 68 A220, 571 A320 Family, 32 A330 and 64 A350
- Revenues mainly reflect higher deliveries
- EBIT Adjusted mainly reflects deliveries partially offset by investments for preparing the future

(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
Capitalised R&D: € 145 m in FY 2023 and € 173 m in FY 2022

IN € MILLION		FY 2023	FY 2022	Change
Order Intake (net)	Units	393	362	8.6%
Order Book		804	757	6.2%
Order Intake (net)	Value	8,597	9,338	-7.9%
Order Book		21,525	20,774	3.6%
Deliveries	Units	346	344	0.6%
Revenues		7,337	7,048	4.1%
R&D Expenses		335	275	21.8%
<i>in % of Revenues</i>		4.6%	3.9%	
EBIT Adjusted		735	639	15.0%
<i>in % of Revenues</i>		10.0%	9.1%	
EBIT		717	639	12.2%
<i>in % of Revenues</i>		9.8%	9.1%	

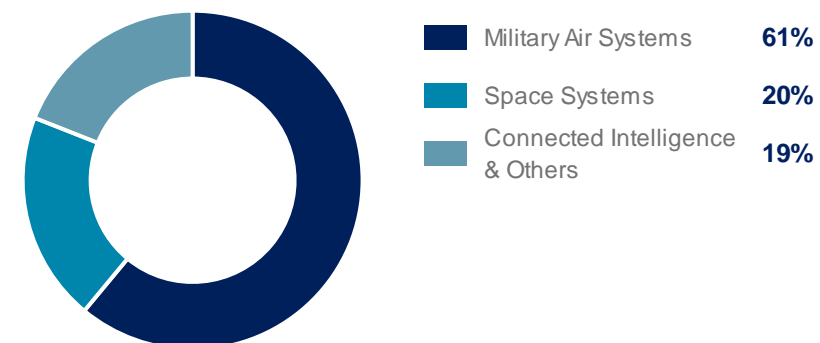
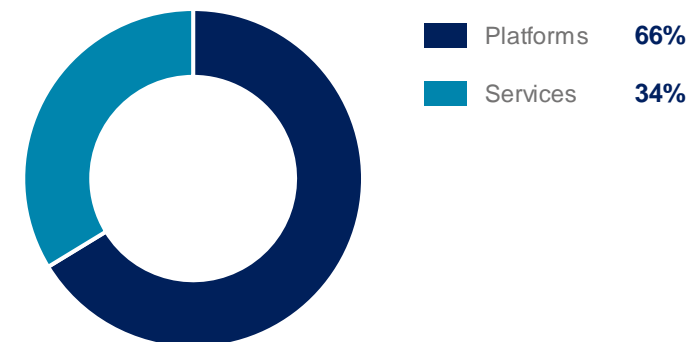
External Revenue Split



- Revenues reflect deliveries and a good performance in Services
- EBIT Adjusted reflects a solid performance across programmes and Services

IN € MILLION	FY 2023	FY 2022	Change
Order Intake (net)	15,701	13,660	14.9%
Order Book	42,195	38,426	9.8%
Revenues	11,495	11,259	2.1%
R&D Expenses	275	266	3.4%
<i>in % of Revenues</i>	<i>2.4%</i>	<i>2.4%</i>	
EBIT Adjusted	229	384	-40.4%
<i>in % of Revenues</i>	<i>2.0%</i>	<i>3.4%</i>	
EBIT	220	(118)	N/A
<i>in % of Revenues</i>	<i>1.9%</i>	<i>-1.0%</i>	

External Revenue Split



- Revenues increase supported by Military Air Systems and Connected Intelligence partly offset by updated assumptions of certain Space programmes
- EBIT Adjusted decrease reflects updated assumptions of certain Space programmes
- A400M: 8 a/c delivered in FY 2023

- In line with market practices, the Company has decided to update the definition of the Alternative Performance Measure Free Cash Flow to better reflect the underlying cash generation performance of its operations.
- As per new definition, the Company defines Free Cash Flow as:
 - The sum of (i) cash provided by operating activities and (ii) Investments in intangible and fixed assets (net) & Dividends paid by companies valued at Equity; minus (iii) contribution to plan assets of pension schemes, (iv) realised foreign exchange results on treasury swaps and (v) change in cash from changes in consolidation.
 - De facto, Mergers and Acquisitions transactions are excluded.
 - The Company will now measure and communicate its performance on the basis of “Free Cash Flow before Customer Financing”.
- There is no impact on the Net Cash position.
- The FY 2024 guidance is issued on this basis.
- To be implemented from 1 January 2024.

Guidance Highlights



As the basis for its 2024 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 2024 guidance is before M&A.

On that basis, the Company targets to achieve in 2024:

- Around 800 commercial aircraft deliveries;
- EBIT Adjusted between € 6.5 billion and € 7.0 billion;
- Free Cash Flow before Customer Financing ⁽¹⁾ of around € 4.0 billion

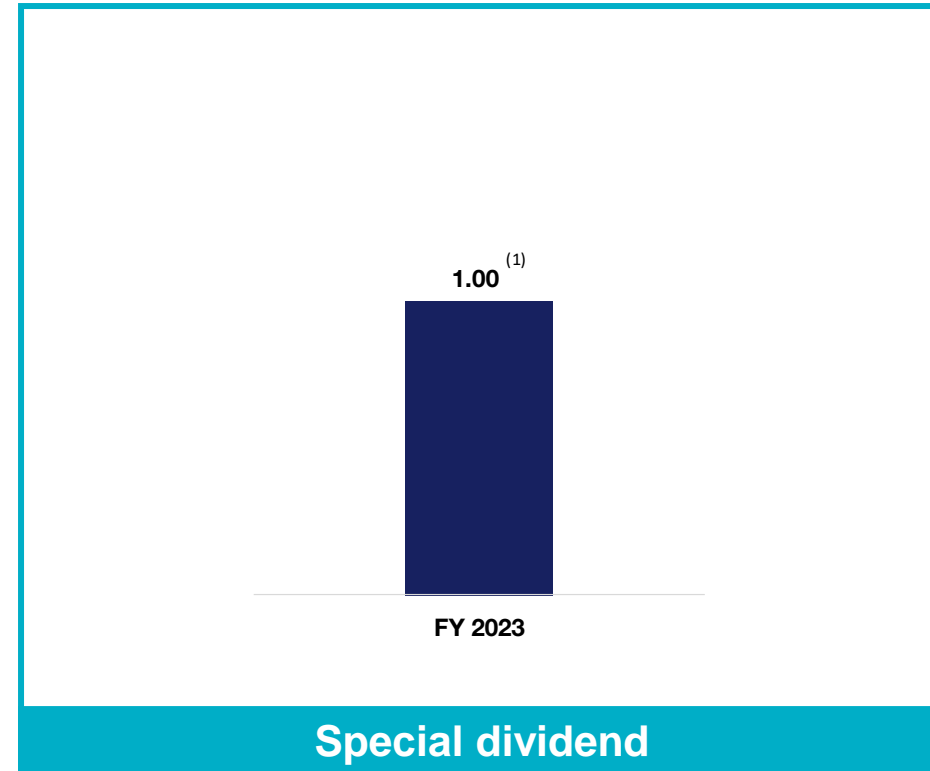
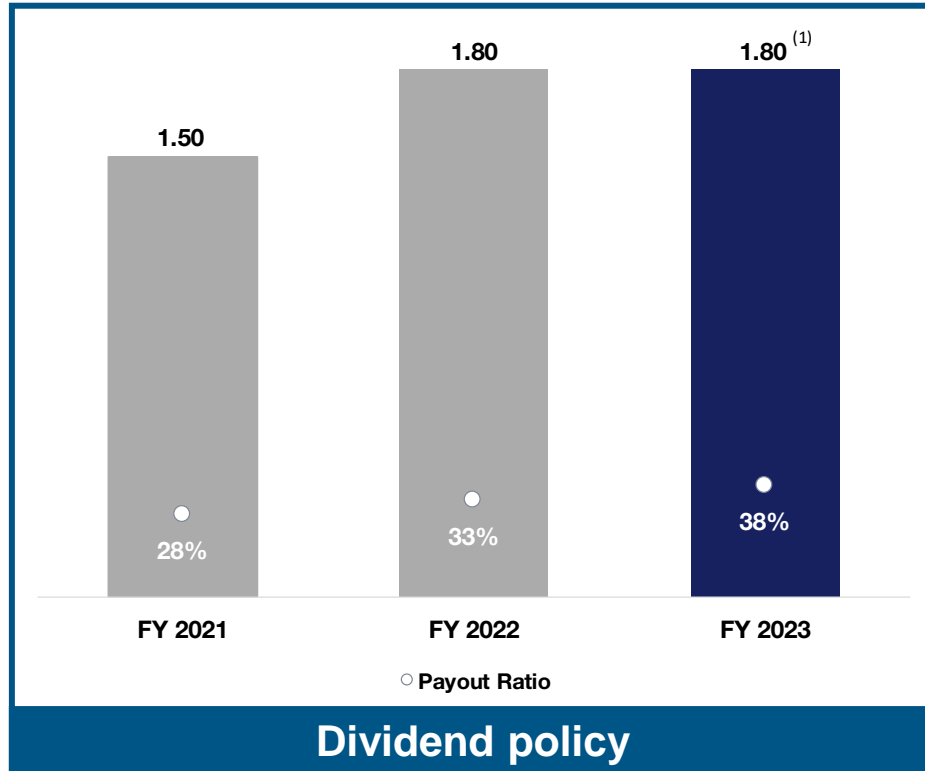
(1) The Company has decided to update the definition of the Alternative Performance Measure Free Cash Flow in line with market practices to better reflect the underlying cash generation performance of its operations (see Glossary).

- Continue to deliver on our commercial aircraft ramp-up
- Successfully manage the transformation of Airbus Defence and Space
- Leverage digitalisation and lead the development of sustainable aerospace
- Maintain the strong commercial positioning across businesses
- Focus on profitable growth



Appendix

IN € PER SHARE

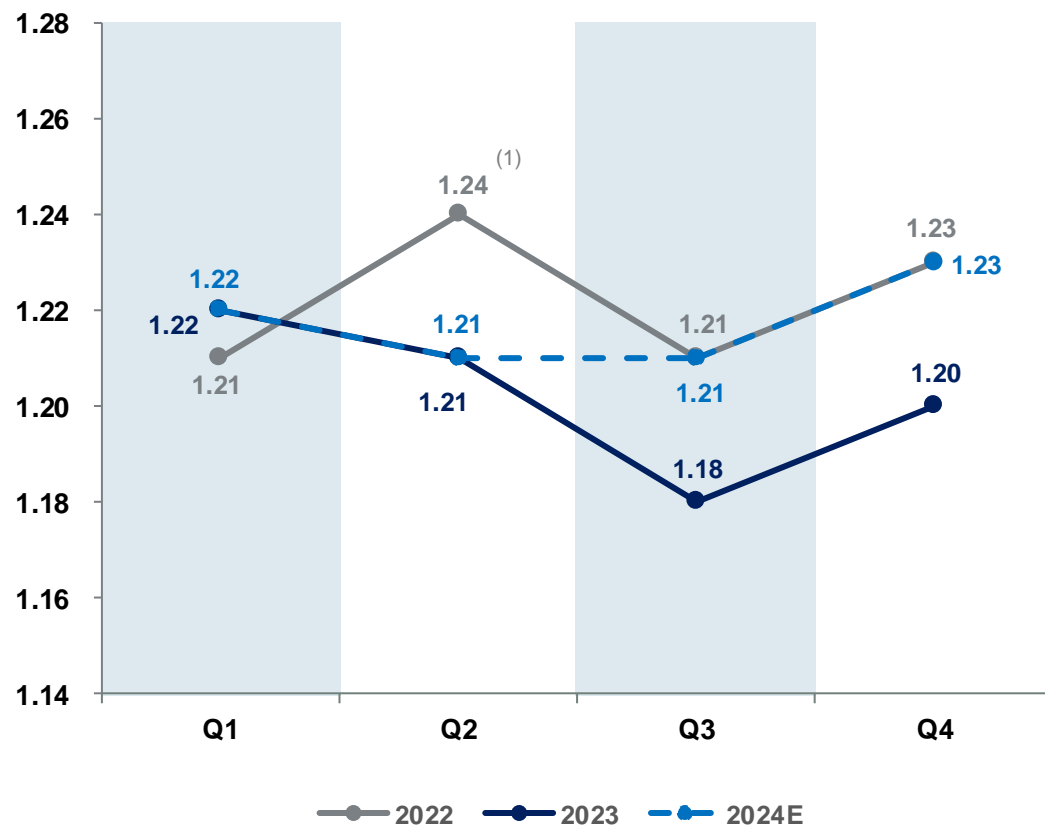


- **Ex-dividend date:** Tuesday 16 April 2024
- **Record date:** Wednesday 17 April 2024
- **Payment date:** Thursday 18 April 2024

(1) Board proposal to be submitted to the AGM 2024. Subject to AGM approval

Expected Average Blended Rates for Forwards and Euro Conversion € vs. \$

Active exposure management



	Average Blended Rates
FY 2022	1.22
FY 2023	1.20
FY 2024E	1.21

Blended rates reflect both EBIT impact of hedge rates of the US\$ hedge portfolio and Euro conversion.
 (1) Based on \$ 4.2 bn hedges matured with associated EBIT impact and \$ 0.3 bn of Euro conversion realised

Detailed Free Cash Flow Reconciliation

- As per new definition, the Company defines Free Cash Flow as the sum of (i) cash provided by operating activities and (ii) Investments in intangible and fixed assets (net) & Dividends paid by companies valued at Equity, minus (iii) contribution to plan assets of pension schemes, (iv) realised foreign exchange results on treasury swaps and (v) change in cash from changes in consolidation.
- There is no impact on the Net Cash position.

IN € MILLION	FY 2023	FY 2022	
Gross Cash Flow from Operations ⁽¹⁾	5,718	5,512	Unchanged
Change in working capital ⁽²⁾	1,204	1,421	Unchanged
Cash used for investing activities ⁽³⁾ (Previous Definition) [A+B+C]	(3,037)	(2,609)	
Investments in Intangible and Fixed assets (net) & Dividends paid by companies valued at equity [A+B]	(2,826)	(2,263)	
[A] Investments in Intangible and fixed assets (net)	(2,976)	(2,363)	Unchanged
[B] Dividends paid by companies valued at equity	150	100	Unchanged
[C] Other investments, including M&A	(211)	(346)	Excluded
Free Cash Flow (New definition)	4,096	4,670	
of which Customer Financing	(436)	(146)	Unchanged
Free Cash Flow before Customer Financing (New definition)	4,532	4,816	
Free Cash Flow (Previous Definition)	3,885	4,324	
of which M&A	(65)	(210)	
of which Customer Financing	(436)	(146)	
Free Cash Flow before M&A and Customer Financing (Previous Definition)	4,386	4,680	

(1) Excluding working capital change, contribution to plan assets of pension schemes and realised FX results on treasury swaps

(2) Including net customer financing and excluding some perimeter change impacts from changes in consolidation

(3) Excluding change in securities and change in cash from changes in consolidation and excluding bank activities

FY 2023 Detailed Income Statement and Adjustments

IN € MILLION	FY 2023 Reported	thereof Adjustments				Financial Result	FY 2023 Adjusted
		Impact on EBIT					
		Operational	FX				
	Airbus	Defence and Space ⁽¹⁾	Helicopters	Airbus + Defence and Space ⁽²⁾			
EBIT	4,603						5,838
<i>in % of Revenues</i>	<i>7.0%</i>	(157)	(30)	(18)	(1,030)		<i>8.9%</i>
Interest income	728						728
Interest expense	(753)						(753)
Other Financial Result	191					194	(3)
Financial Result	166					194	(28)
Income before taxes	4,769	(157)	(30)	(18)	(1,030)	194	5,810
Non-controlling interests	176						176
Net Income	3,789						4,417
Number of shares	788,720,779						788,720,779
EPS (in €)	4.80						5.60

Net Income Adjusted excludes the following items:

- Adjustments impacting the EBIT line (as reported in the EBIT Adjusted)
- The Other Financial Result, except for the unwinding of discounted provisions

The tax effect on Adjusted Income before taxes is calculated at 27%. The effective tax rate on Income before taxes is 24%.

(1) Thereof € - 41 m A400M programme update

(2) Thereof € - 1,051 m Airbus, € + 21 m Defence and Space

FY 2022 Detailed Income Statement and Adjustments

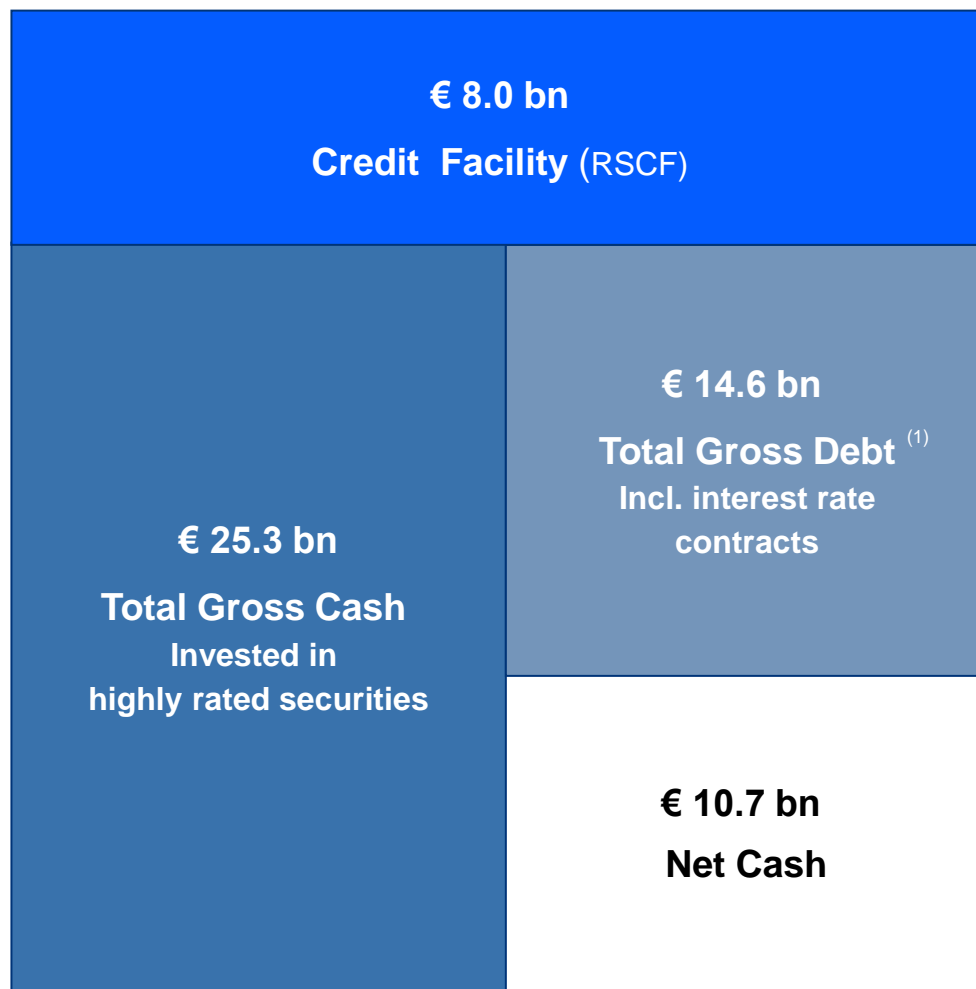
IN € MILLION	FY 2022 Reported	thereof Adjustments				Financial Result	FY 2022 Adjusted
		Impact on EBIT					
		Operational		FX			
	Airbus	Defence and Space ⁽¹⁾	Helicopters	Airbus + Defence and Space ⁽²⁾			
EBIT	5,325	(134)	(476)	0	308		5,627
<i>in % of Revenues</i>	9.1%						9.6%
Interest income	180						180
Interest expense	(412)						(412)
Other Financial Result	(18)					(26)	8
Financial Result	(250)					(26)	(224)
Income before taxes	5,075	(134)	(476)	0	308	(26)	5,403
Non-controlling interests	111						111
Net Income	4,247						4,055
Number of shares	787,080,579						787,080,579
EPS (in €)	5.40						5.15

Net Income Adjusted excludes the following items:

- Adjustments impacting the EBIT line (as reported in the EBIT Adjusted)
- The Other Financial Result, except for the unwinding of discounted provisions

The tax effect on Adjusted Income before taxes is calculated at 27%. The effective tax rate on Income before taxes is 19%.

(1) Thereof € - 477 m A400M programme update
 (2) Thereof € + 334 m Airbus, € - 26 m Defence and Space



RSCF:

- Signed on July 5, 2022
- 1st extension option of 1 year exercised in June 2023:
 - € 7,925 m maturing on July 5, 2028
 - € 75 m maturing on July 5, 2027
- One remaining extension option of 1 year
- Fully committed by 38 banks
- No financial covenants, no MAC clause
- Sustainability-Linked

Financing Liabilities include bonds*:

- € 8.0 bn EMTN
- \$ 1.5 bn 144A/RegS
- \$ 0.8 bn USPP

*nominal amounts

Credit Ratings:

Short-term rating:

- **S & P:** A-1
- **Moody's:** P-1

Long-term rating:

- **S & P:** A stable outlook
- **Moody's:** A2 stable outlook

(1) The FY 2023 Gross Debt includes financing liabilities for € 13.6 bn and interest rate contracts related to fair value hedges for € 1.0 bn

Q4 2023 Key Figures

IN € MILLION	Q4 2023	Q4 2022
Revenues	22,886	20,644
EBIT Adjusted	2,207	2,146
EBIT	1,891	1,773
Net Income	1,457	1,679
FCF before M&A	3,174	1,925
FCF before M&A and Customer Financing	3,349	1,781

IN € MILLION	Q4 2023	Q4 2022	Q4 2023	Q4 2022	Q4 2023	Q4 2022
	Revenues		EBIT Adjusted		EBIT	
Airbus	16,256	14,774	1,602	1,725	1,304	1,559
Helicopters	2,675	2,533	318	259	307	259
Defence and Space	4,362	3,666	230	153	223	(54)
Eliminations	(407)	(329)	57	9	57	9
Consolidated Airbus	22,886	20,644	2,207	2,146	1,891	1,773

Detailed Free Cash Flow

IN € MILLION	FY 2023	FY 2022
Net Cash position at the beginning of the period	9,431	7,740 ⁽⁶⁾
Gross Cash Flow from Operations ⁽¹⁾	5,718	5,512
Change in working capital ⁽²⁾	1,204	1,421
Cash used for investing activities ⁽³⁾	(3,037)	(2,609)
of which Industrial CapEx (additions) ⁽⁴⁾	(3,051)	(2,464)
Free Cash Flow ⁽⁵⁾	3,885	4,324
of which M&A	(65)	(210)
Free Cash Flow before M&A	3,950	4,534
of which Customer Financing	(436)	(146)
Free Cash Flow before M&A and Customer Financing	4,386	4,680
Change in capital and non-controlling interests	146	145
Change in treasury shares / share buyback	(334)	(36)
Change in liability for puttable instruments	138	135
Contribution to plan assets of pension schemes	(668)	(601)
Cash distribution to shareholders / non-controlling interests	(1,421)	(1,181)
Others	(451)	(1,095)
Net Cash position at the end of the period	10,726	9,431

(1) Excluding working capital change, contribution to plan assets of pension schemes and realised FX results on treasury swaps

(2) Including net customer financing and excluding some perimeter change impacts from changes in consolidation

(3) Excluding change in securities and change in cash from changes in consolidation and excluding bank activities

(4) Excluding leased and financial assets

(5) Excluding change in securities, change in cash from changes in consolidation, contribution to plan assets, realised FX results on treasury swaps and bank activities

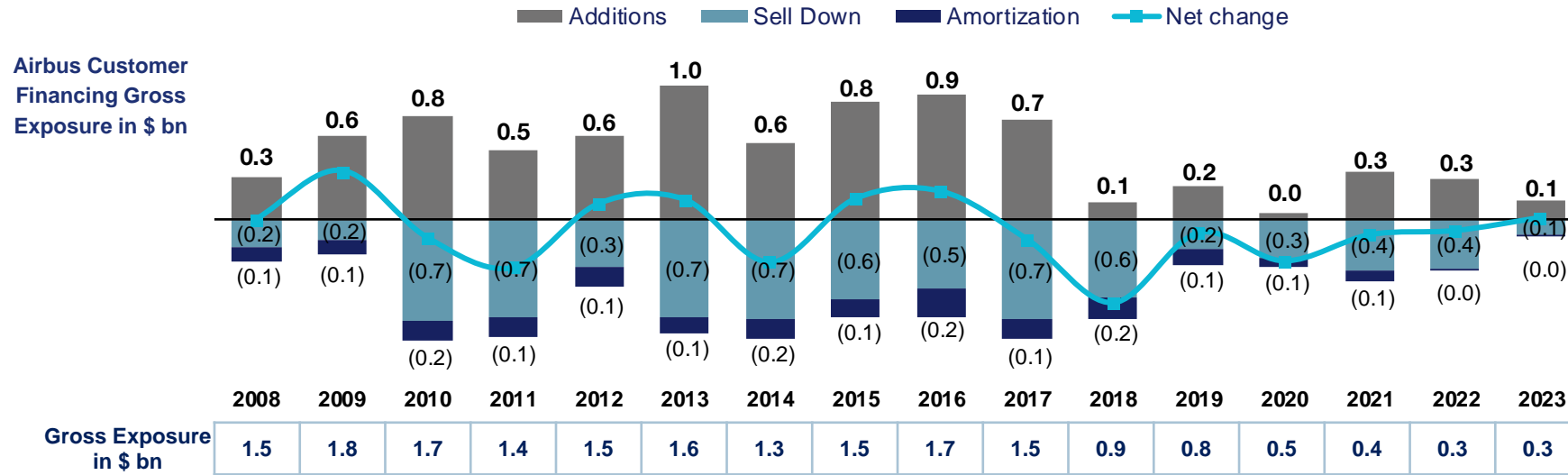
(6) The Company decided in 2022 to refine the net cash definition to include interest rate contracts related to fair value hedges

Net Cash Position

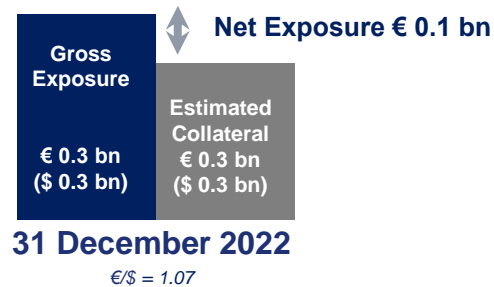
IN € MILLION	Dec. 2023	Dec. 2022
Gross Cash	25,278	23,598
Financing Liabilities	(13,591)	(12,773)
Short-term Financing Liabilities	(3,389)	(2,142)
Long-term Financing Liabilities	(10,202)	(10,631)
Interest rate contracts	(961)	(1,394)
Reported Net Cash	10,726	9,431

Customer Financing Exposure

IN € MILLION	Dec. 2023	Dec. 2022	Dec. 2023	Dec. 2022
	Airbus		Helicopters	
Closing rate € 1 =	\$ 1.11	\$ 1.07	\$ 1.11	\$ 1.07
Total Gross Exposure	312	312	19	33
of which off-balance sheet	6	6	2	2
Estimated value of collateral	(252)	(262)	(19)	(33)
Net Exposure	60	50	0	0
Provision and asset impairment	(60)	(50)	0	0
Net Exposure after provision	0	0	0	0



Net Exposure fully provisioned



Net Exposure fully provisioned



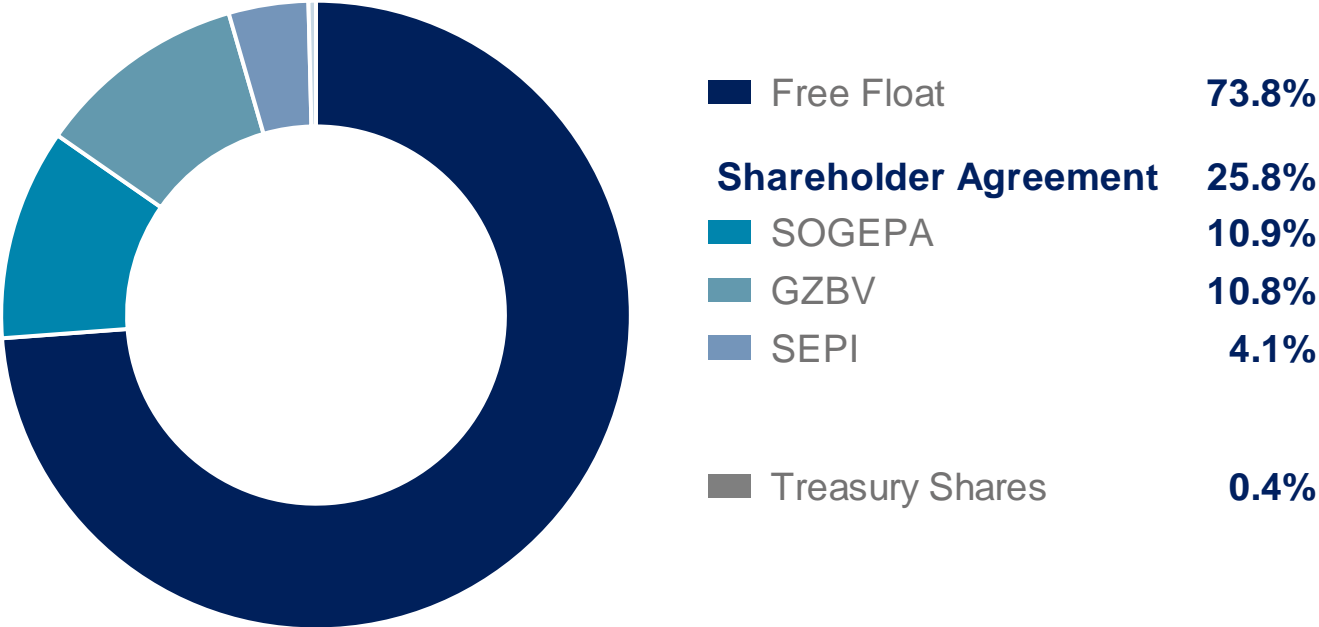
Balance Sheet Highlights: Assets

IN € MILLION	Dec. 2023	Dec. 2022
Non-current Assets	54,870	52,942
of which Intangible & Goodwill	16,929	16,768
of which Property, plant & equipment	17,201	16,505
of which Investments & other long-term financial assets	6,947	6,257
of which Contract assets	26	26
of which Positive hedge mark-to-market	897	753
of which Non-current securities	7,508	6,013
Current Assets	63,948	63,002
of which Inventory	33,741	32,202
of which Contract assets	1,823	1,501
of which Cash and cash equivalents	16,469	15,823
of which Current securities	1,301	1,762
of which Positive hedge mark-to-market	330	1,141
Assets of disposal groups classified as held for sale	53	0
Total Assets	118,871	115,944
Closing rate € vs. \$	1.11	1.07

Balance Sheet Highlights: Liabilities

IN € MILLION	Dec. 2023	Dec. 2022
Total Equity	17,730	12,982
of which AOCI (Accumulated Other Comprehensive Income)	(2,305)	(5,016)
of which Non-controlling interests	35	32
Total Non-current liabilities	47,391	50,367
of which Pensions	2,405	3,193
of which Other provisions	3,262	3,703
of which Financing liabilities	10,202	10,631
of which European Governments' refundable advances	3,671	3,717
of which Contract liabilities	23,961	22,044
of which Negative hedge mark-to-market	2,859	6,163
Total Current liabilities	53,676	52,595
of which Pensions	310	316
of which Other provisions	3,851	3,811
of which Financing liabilities	3,389	2,142
of which European Governments' refundable advances	185	140
of which Contract liabilities	24,537	23,869
of which Trade liabilities	14,323	13,261
of which Negative hedge mark-to-market	1,891	3,450
Liabilities of disposal groups classified as held for sale	74	0
Total Liabilities and Equity	118,871	115,944

Shareholding Structure at 31 December 2023



▪ 790,459,434 shares issued at 31 December 2023

Quarterly Revenues Breakdown (Cumulative)

IN € MILLION	Q1		H1		9m		FY	
	2023	2022	2023	2022	2023	2022	2023	2022
Airbus	8,110	8,541	20,349	17,533	31,507	26,654	47,763	41,428
Helicopters	1,598	1,265	3,194	2,744	4,662	4,515	7,337	7,048
Defence and Space	2,299	2,453	4,653	5,056	7,133	7,593	11,495	11,259
Eliminations	(244)	(259)	(533)	(523)	(742)	(643)	(1,149)	(972)
Consolidated Airbus	11,763	12,000	27,663	24,810	42,560	38,119	65,446	58,763

Quarterly EBIT Adjusted Breakdown (Cumulative)

IN € MILLION	Q1		H1		9m		FY	
	2023	2022	2023	2022	2023	2022	2023	2022
Airbus	580	1,065	2,256	2,276	3,216	2,875	4,818	4,600
Helicopters	156	90	274	215	417	380	735	639
Defence and Space	36	106	78	155	(1)	231	229	384
Eliminations	1	2	10	(1)	(1)	(5)	56	4
Consolidated Airbus	773	1,263	2,618	2,645	3,631	3,481	5,838	5,627

Quarterly **EBIT** Breakdown (Cumulative)

IN € MILLION	Q1		H1		9m		FY	
	2023	2022	2023	2022	2023	2022	2023	2022
Airbus	197	1,242	1,523	2,478	2,306	3,241	3,610	4,800
Helicopters	156	90	267	215	410	380	717	639
Defence and Space	36	95	87	(113)	(3)	(64)	220	(118)
Eliminations	1	2	10	(1)	(1)	(5)	56	4
Consolidated Airbus	390	1,429	1,887	2,579	2,712	3,552	4,603	5,325

FY 2023 IFRS vs. APM Cash Flow Reconciliation

IN € BILLION	Dec. 2023
Cash provided by (used for) operating activities	6.3
t/o Reimbursement from / contribution to plan assets	(0.7)
t/o Treasury swaps	0.0
t/o Change in other operating assets and liabilities	1.2
Gross Cash Flow from Operations	5.7

IN € BILLION	Dec. 2023
Cash provided by (used for) operating activities	6.3
Cash provided by (used for) investing activities	(4.1)
t/o Net proceeds (payment)	(0.8)
Others	1.0
Free Cash Flow	3.9
t/o M&A transactions	(0.1)
Free Cash Flow before M&A	4.0
t/o Customer Financing	(0.4)
FCF before M&A and Customer Financing	4.4

Glossary on Alternative Performance Measures (APM)

This presentation also contains certain “non-GAAP financial measures”, i.e. financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measure calculated and presented in accordance with IFRS. For example, Airbus makes use of the non-GAAP measures “EBIT Adjusted”, “EPS Adjusted” and “Free Cash Flow”.

Airbus uses these non-GAAP financial measures to assess its consolidated financial and operating performance and believes they are helpful in identifying trends in its performance. These measures enhance management’s ability to make decisions with respect to resource allocation and whether Airbus is meeting established financial goals.

Non-GAAP financial measures have certain limitations as analytical tools, and should not be considered in isolation or as substitutes for analysis of Airbus’ results as reported under IFRS. Because of these limitations, they should not be considered substitutes for the relevant IFRS measures.

- **EBIT:** Airbus continues to use the term EBIT (Earnings before interest and taxes). It is identical to Profit before finance cost and income taxes as defined by IFRS Rules.
- **Adjustment** is an alternative performance measure used by Airbus which includes material charges or profits caused by movements in provisions related to programmes, restructuring or foreign exchange impacts as well as capital gains/losses from the disposal and acquisition of businesses.
- **EBIT Adjusted:** Airbus uses an alternative performance measure, EBIT Adjusted as a key indicator capturing the underlying business margin by excluding material charges or profits caused by movements in provisions related to programmes, restructuring or foreign exchange impacts as well as capital gains/losses from the disposal and acquisition of businesses.
- **EPS Adjusted** is an alternative performance measure of a basic EPS as reported whereby the net income as the numerator does include Adjustments. For reconciliation see slide “Detailed Income Statement and Adjustments”.
- **Gross cash position:** Airbus defines its consolidated gross cash position as the sum of (i) cash and cash equivalents and (ii) securities (all as recorded in the consolidated statement of financial position).
- **Net cash position:** Airbus defines its consolidated net cash position as the sum of (i) cash and cash equivalents and (ii) securities, minus (iii) financing liabilities, plus or minus (iiii) interest rate contracts related to fair value hedges (all as recorded in the Consolidated Statement of Financial Position).
- **Gross cash flow from operations:** Gross cash flow from operations is an alternative performance measure and an indicator used by Airbus to measure its operating cash performance before changes in other operating assets and liabilities (working capital). It is defined in the Universal Registration Document, MD&A section 2.1.6.1. as cash provided by operating activities, excluding (i) changes in other operating assets and liabilities (working capital), (ii) contribution to plan assets of pension schemes and (iii) realised foreign exchange results on treasury swaps.
- **Changes in working capital:** it is identical to changes in other operating assets and liabilities as defined by IFRS Rules. It is comprised of inventories, trade receivables, contract assets and contract liabilities (including customer advances), trade liabilities, and other assets and other liabilities.

Free Cash Flow definitions (until 31 December 2023)

- **FCF:** For the definition of the alternative performance measure free cash flow, see Universal Registration Document, MD&A section 2.1.6.1. It is a key indicator which allows the Company to measure the amount of cash flow generated from operations after cash used in investing activities.
- **FCF before M&A** refers to Free Cash Flow as defined in the Universal Registration Document, MD&A section 2.1.6.1. adjusted for net proceeds from disposals and acquisitions. It is an alternative performance measure and key indicator that reflects free cash flow excluding those cash flows resulting from acquisitions and disposals of businesses.
- **FCF before M&A and Customer Financing** refers to Free Cash Flow before mergers and acquisitions adjusted for cash flow related to aircraft financing activities. It is an alternative performance measure and indicator that may be used occasionally by the Company in its financial guidance, especially when there is higher uncertainty around customer financing activities.

Free Cash Flow definitions (01 January 2024 onwards)

- **FCF:** It is an alternative performance measure and key indicator which allows the Company to measure the amount of cash flow generated by its operations. The Company defines Free Cash Flow as the sum of (i) cash provided by operating activities and (ii) Investments in intangible and fixed assets (net) & Dividends paid by companies valued at equity, minus (iii) contribution to plan assets of pension schemes, (iv) realised foreign exchange results on treasury swaps and (v) change in cash from changes in consolidation.
- **FCF before Customer Financing** refers to Free Cash Flow adjusted for cash flow related to aircraft financing activities. It is an alternative performance measure and indicator used by the Company in its financial guidance.