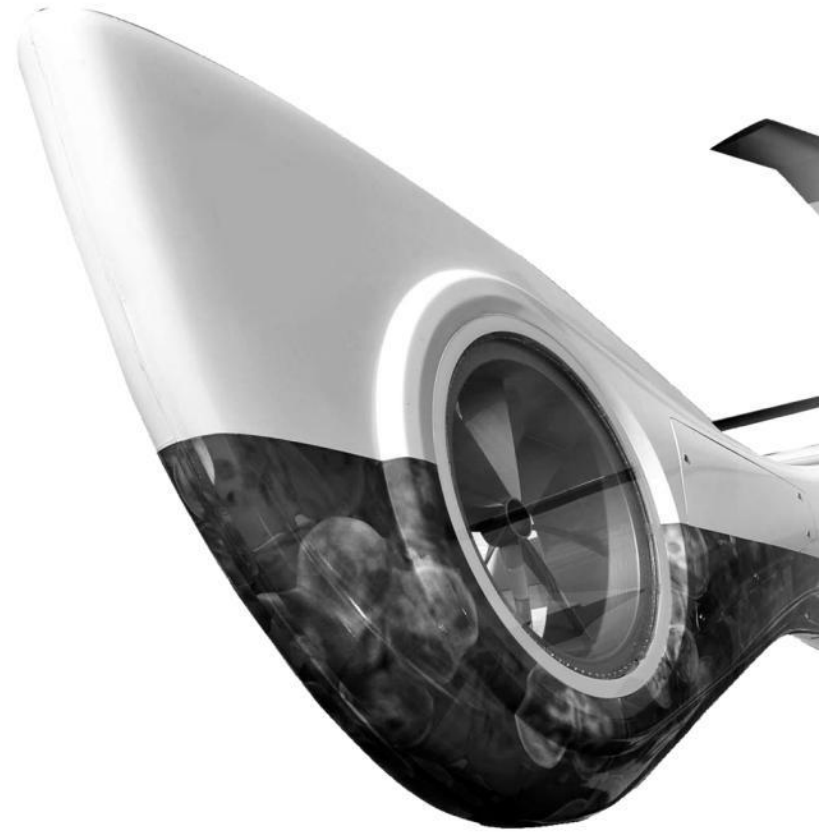


# Q1 Results 2012

16 May 2012

Hans Peter Ring

Chief Financial Officer



EADS

# 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 EADS' 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, EADS' 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 EADS' "Registration Document" dated 12th April 2012.

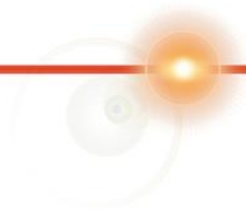
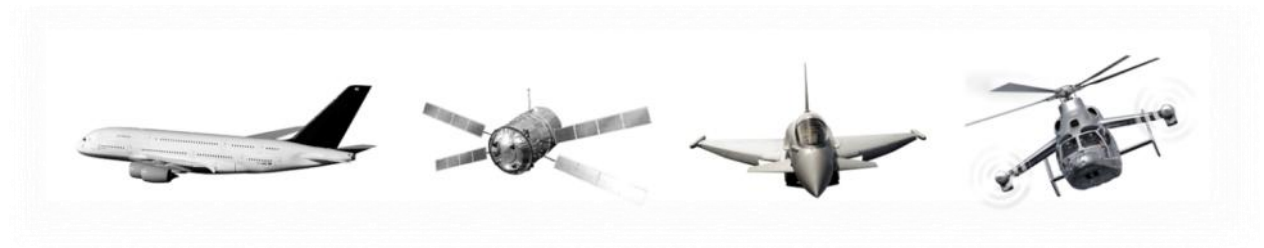
Any forward-looking statement contained in this presentation speaks as of the date of this presentation. EADS undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.

# Q1 results 2012

## Highlights & Key Financials

## Divisional Performance

## Guidance 2012 & Outlook



# Q1 HIGHLIGHTS

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## ⊙ Positive momentum across businesses:

- ⊙ Increased commercial activity at **Airbus** and **Eurocopter**; on track with production ramp-up;
- ⊙ Encouraging order intake at **Cassidian** and **Astrium**.

## ⊙ Programme update:

- ⊙ Start of final assembly of first **A350 XWB** in April 2012; programme remains very challenging as it progresses to next milestones;
- ⊙ Airbus has defined a permanent fix for the **A380** wing rib feet issue, leading to additional charges of € 158 m in Q1 (treated as one-off);
- ⊙ A400M received initial type certificate, marking a key milestone for first customer delivery early 2013.

## ⊙ Q1 Earnings key messages:

- ⊙ Strong underlying performance; EBIT\* before one-off doubles to ca € 480 m;
- ⊙ Significant hedge book improvement;
- ⊙ Net cash position remains robust: Phasing of deliveries and inventory ramp-up leading to a negative Free Cash Flow.

\* Pre-goodwill impairment and exceptionals

# Q1 2012 Financial Highlights

in € bn	Q1 2012	Q1 2011	Change
Revenues	11.4	9.9	+16%
<i>of which Defence</i>	2.3	2.0	+18%
<b>EBIT* before one-off</b>	<b>0.5</b>	<b>0.2</b>	+109%
Order intake**	12.0	6.3	+92%
in € bn	Mar. 2012	Dec. 2011	Change
Total Order book**	526.2	541.0	-3%
<i>of which Defence</i>	51.9	52.8	-2%

- ⊙ Increase in EBIT\* before one-off driven by Airbus, Eurocopter and Astrium;
- ⊙ Order intake higher than in Q1 2011 driven by A320neo orders.

\* Pre-goodwill impairment and exceptionals

\*\* Commercial order intake and order book based on list prices

# Q1 2012 EBIT\* Before One-off

in € bn	EADS Group	Airbus Division	Airbus Commercial
EBIT* before one-off 2012 % Revenues	0.48 4.2%	0.32 4.0%	0.29 3.8%
One-off impacts:			
⊙ \$ PDP mismatch and balance sheet revaluation	0.02	0.02	0.02
⊙ A380 wing rib feet	(0.16)	(0.16)	(0.16)
EBIT* Reported	0.34	0.18	0.15

\* Pre-goodwill impairment and exceptionals

# Q1 2012 Profit & Loss Highlights

	Q1 2012		Q1 2011	
	€ m	in % of Revenues	€ m	in % of Revenues
<b>EBIT*</b>	<b>343</b>	<b>3.0%</b>	<b>192</b>	<b>1.9%</b>
Self-financed R&D**	726	6.4%	650	6.6%
EBIT* before R&D	1,069	9.4%	<b>842</b>	<b>8.5%</b>
Interest result	(73)	(0.6%)	(47)	(0.5%)
Other financial result	(70)	(0.6%)	(150)	(1.5%)
Taxes	(55)	(0.5%)	5	0.1%
<b>Net income</b>	<b>133</b>	<b>1.2%</b>	<b>(12)</b>	<b>(0.1%)</b>
<b>Net income* before one-off</b>	<b>259</b>	<b>2.3%</b>	<b>101</b>	<b>1.0%</b>
<b>EPS* before one-off<sup>a)</sup></b>	<b>€ 0.32</b>		<b>€ 0.12</b>	

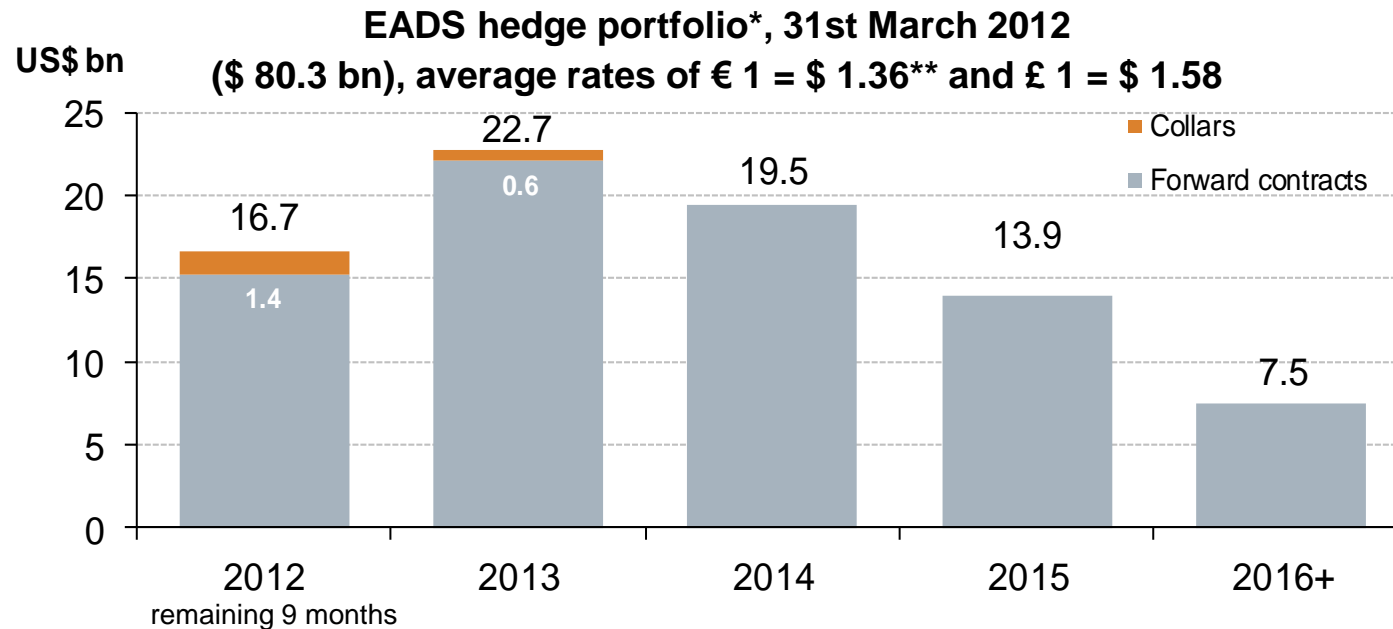
\* Pre-goodwill impairment and exceptionals

\*\* IAS 38: € 11m capitalised during Q1 2012; € 23m capitalised during Q1 2011

a) Average number of shares outstanding: 815,957,338 in Q1 2012; 810,699,249 in Q1 2011

# Currency Hedge Policy

- Approximately 50% of EADS' US\$ revenues are naturally hedged by US\$ procurement;
- In Q1 2012, hedges of \$ 4.8 bn\* matured at an average hedge rate of € 1 = \$ 1.39;
- In Q1 2012, new hedge contracts of \$ 9.9 bn\*\* were added at an average rate of € 1 = \$ 1.32\*\*.



## Average hedge rates

€ vs \$***	1.36	1.37	1.37	1.38	1.34
£ vs \$	1.61	1.57	1.57	1.59	1.57

**Mark-to-market value = € - 0.7 bn**  
**Closing rate @ 1.34 € vs.\$**

\* Total hedge amount contains \$/€ and \$/£ designated hedges. A400M related hedges excluded

\*\* Includes collars at their least favourable rates



# Free Cash Flow

in € m

**Net cash position** at the beginning of the period

**Q1 2012**

**11,681**

**Q1 2011**

**11,918**

**Gross Cash Flow from Operations\***

**1,075**

**568**

**Change in working capital**

**(1,853)**

**112**

of which Customer Financing

65

101

**Cash used for investing activities\*\***

**(460)**

**(371)**

of which Industrial Capex (additions)

(496)

(367)

of which Others

36

(4)

Free Cash Flow\*\*\*

(1,238)

309

**Free Cash Flow\*\*\*** before customer financing

**(1,303)**

**208**

Change in capital and non-controlling interests

67

7

Change in treasury shares

(6)

(14)

Contribution to plan assets of pension schemes

(5)

(8)

Others

175

(40)

**Net cash position** at the end of the period

**10,674**

**12,172**

\* Gross Cash Flow from Operations, excluding working capital change and contribution to plan assets of pension schemes

\*\* Excluding change of securities

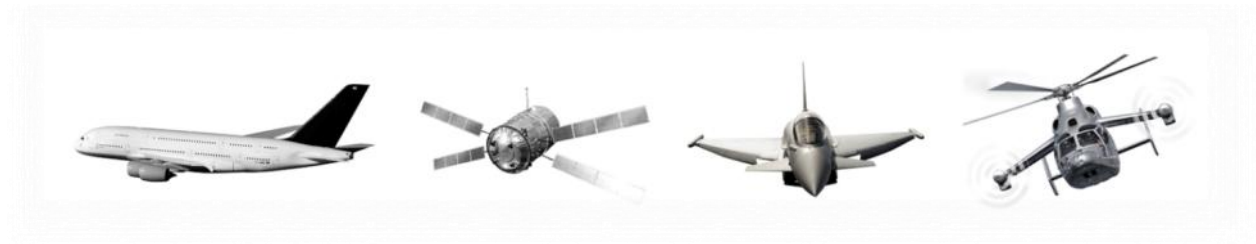
\*\*\* Excluding contribution to plan assets of pension schemes and change of securities

# Q1 results 2012

Highlights  
& Key Financials

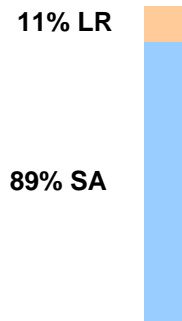
Divisional  
Performance

Guidance 2012  
& Outlook

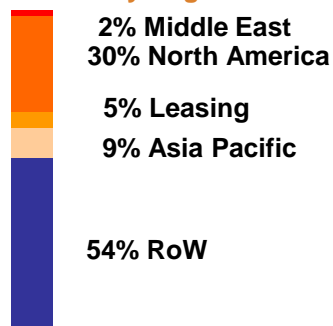


in € m	Airbus Division (after elimination)		Airbus Commercial		Airbus Military	
	Q1 2012	Q1 2011	Q1 2012	Q1 2011	Q1 2012	Q1 2011
Deliveries (units)	<b>135 a/c</b>	121 a/c <sup>a)</sup>	<b>131 a/c</b>	119 a/c	<b>4 a/c</b>	3 a/c
Revenues	<b>7,909</b>	7,013	<b>7,499</b>	6,707	<b>425</b>	434
R&D self-financed**	<b>587</b>	525	<b>587</b>	516	<b>0</b>	9
in % of revenues	7.4%	7.5%	7.8%	7.7%	0%	2.1%
EBIT*	<b>183</b>	115	<b>146</b>	125	<b>11</b>	1
in % of revenues	2.3%	1.6%	1.9%	1.9%	2.6%	0.2%
Order book***	<b>480,322</b>	374,891	<b>460,288</b>	353,574	<b>21,272</b>	22,487
in units***			<b>4,396</b>	3,434	<b>218</b>	239
Net orders***			<b>90 a/c</b>	1 a/c	<b>5 a/c</b>	1 a/c

Gross Orders by Programme



Gross Orders by Region



a) Excluding 1 green aircraft delivered to Airbus Military  
 \* Pre-goodwill impairment and exceptionals  
 \*\* Capitalised R&D: € 3 m in Q1 2012 and € 9 m in Q1 2011  
 \*\*\* Commercial a/c valued at list prices, units excl. freighter conversions

## Airbus Commercial

### Revenues +12%

- 131 physical deliveries with revenue recognition:
  - 4 A380, 104 SA, 23 LR.
- Increased volume;
- Pricing improvement;
- Impact from fx (€ 27 m).

### EBIT\* before one-off at € 288 m, significantly up by +69%

- Higher volume and pricing improvement reduced by:
  - Deterioration of hedge rates (see slide 20);
  - Higher R&D, mainly related to A350 XWB;
- A380 improvement

### EBIT\* reported at € 146 m, up by +17%

- Impacted by charge for A380 wing rib feet

## Airbus Military

### Revenues in line with last year

- Higher revenues on Tanker and Services,
- Offset by lower A400M revenue recognition.

### EBIT\* improved

- Mainly due to R&D phasing.

## Key Achievements

- Continuing order flow for A320neo with expected slowdown;
- Production ramp-up well under way with now 40 SA aircraft and 9 LR aircraft per month at Q1 2012;
- Repeat order for two additional A330-200 Freighters by Etihad;
- A350 XWB: Final Assembly Line started beginning of April;
- Final fix to solve the A380 wing rib feet issues defined, subject to EASA certification;
- A400M receives initial type certificate from EASA at the end of April;
- FSTA: “Introduction to Service” milestone achieved by end of January; meanwhile, the first aircraft made its in service flight signaling the start of the FSTA service to the UK Royal Air Force.

in € m

Revenues

R&D self-financed\*\*

*in % of revenues*

EBIT\*

*in % of revenues*

Order book

in units

**Q1 2012**

1,199

61

5.1%

65

5.4%

13,863

1,097

**Q1 2011**

823

44

5.3%

31

3.8%

14,506

1,140

## Revenues +46%

- ⊙ Strong revenues increase driven by ramp-up of Super Puma deliveries, increase in repair and overhaul services activity and Vector.

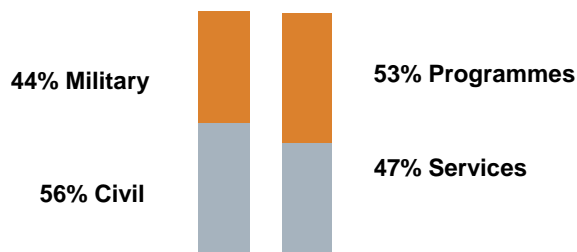
## EBIT more than doubled (+110%)

- ⊙ Favourable volume / mix impact and pricing improvement;
- ⊙ Despite higher R&D activity, mainly on Dauphin / X4.

## Key highlights

- ⊙ Successful US Heli-Expo 2012 confirms positive market trend and success of Eurocopter's product innovation strategy:
  - ⊙ 191 contracts and commitments signed;
  - ⊙ Innovation strategy underlined with roll out of new and enhanced product range including EC130 T2.
- ⊙ Helibras signed contract to provide spare parts and services for the 50 Brazilian EC725s;
- ⊙ Increase of international footprint: Dauphin flight simulator at the Eurocopter South East Asia subsidiary, Singapore;
- ⊙ Discussions with German government ongoing; outcome still open.

## Revenue split



based on Q1 2012 EADS external revenues

\* Pre-goodwill impairment and exceptionals

\*\* Capitalised R&D: € 5 m in Q1 2012 and € 4 m in Q1 2011

in € m

Revenues  
R&D self-financed  
*in % of revenues*  
EBIT\*  
*in % of revenues*  
Order book

	Q1 2012	Q1 2011
Revenues	1,325	1,171
R&D self-financed	22	13
<i>in % of revenues</i>	1.7%	1.1%
EBIT*	65	52
<i>in % of revenues</i>	4.9%	4.4%
Order book	14,515	15,282

## Revenues (+13%)

- ⊙ Increase mainly related to Vizada consolidation.

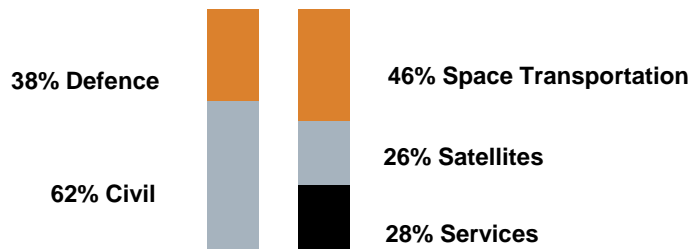
## EBIT\* improved (+25%)

- ⊙ Positive Vizada contribution,
- ⊙ Margin improvement resulting from Agile transformation programme, partly offset by higher R&D activity related to technology innovation and product investment.

## Key achievements

- ⊙ 47<sup>th</sup> successful Ariane 5 launch in succession;
- ⊙ Third Astrium-built Automated Transfer Vehicle (ATV) "Edoardo Amaldi" performs perfect automatic dock-on manoeuvre with the International Space Station;
- ⊙ Integration of Vizada into the Astrium Services perimeter;
- ⊙ 2 Russian orders for telecommunication satellites AM4R & AM7;
- ⊙ Contract with the European Space Agency to adapt the Ariane 5 launch vehicle to enable simultaneous launch of four Galileo satellites;
- ⊙ Extension of the through-life-support contract for the French military satellite Helios 2;
- ⊙ Contract in Saudi Arabia for telecom services.

## Revenue split



based on FY 2011 EADS external revenues

\* Pre-goodwill impairment and exceptionals

in € m

Revenues  
 R&D self-financed  
*in % of revenues*  
 EBIT\*  
*in % of revenues*  
 Order book

	Q1 2012	Q1 2011
Revenues	925	878
R&D self-financed	55	53
<i>in % of revenues</i>	5.9%	6.0%
EBIT*	8	8
<i>in % of revenues</i>	0.9%	0.9%
Order book	16,178	16,721

## Strong order momentum

- ⊙ Eurofighter Sustainment contract, covering the support of the Eurofighter fleet over the next 5 years;
- ⊙ Significant export order for MICA missiles in India;
- ⊙ Three year support and maintenance contract for city wide TETRA network in Beijing.

## Revenues +5%

- ⊙ Favourable phasing of Eurofighter volume.

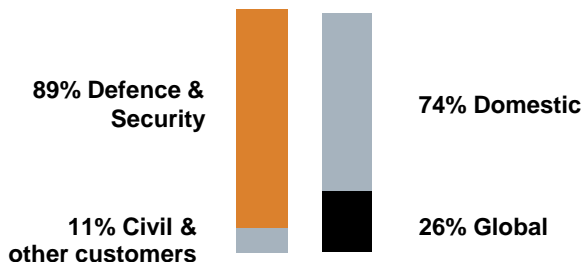
## EBIT\* in line with last year

- ⊙ Positive volume effects offset by higher non programme related costs for globalisation and transformation;
- ⊙ Continued high R&D efforts.

## Key Achievements

- ⊙ Cassidian and Rheinmetall finalising their agreement to pursue the latter's Unmanned Aerial Systems activities together in a separate entity;
- ⊙ Announcement of creation of a Cyber Security entity, commencing 1st July 2012;
- ⊙ Successful demonstration of technical and operational advantages of E-Scan radar in simulation study;
- ⊙ Important milestone was reached on the avionics software upgrade program of the German Air Force Tornado jet fleet.

## Revenue split



\* Pre-goodwill impairment and exceptionals

# Other Businesses

in € m

Revenues  
 R&D self-financed  
*in % of revenues*  
 EBIT\*  
*in % of revenues*  
 Order book

	Q1 2012	Q1 2011
Revenues	361	246
R&D self-financed	4	2
<i>in % of revenues</i>	1.1%	0.8%
EBIT*	(6)	(3)
<i>in % of revenues</i>		
Order book	2,805	2,566

## Revenues

- ⊙ Delivery ramp up of military transport aircraft at EADS North America and higher ATR deliveries overcompensate lower Sogerma revenues.

## EBIT\* negative

- ⊙ Negative mix effect at EADS North America;
- ⊙ Temporary unfavorable cost phasing at ATR.

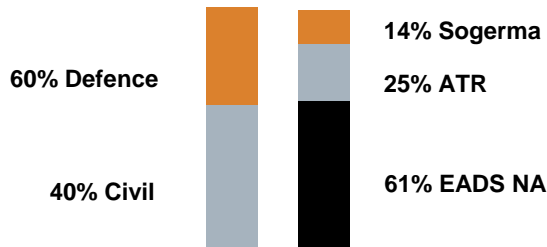
## ATR

- ⊙ 218 units in backlog compared to 178 a year before;
- ⊙ 8 deliveries compared to 6 in Q1 2011.

## North America

- ⊙ In March, the US Army took delivery of the 200<sup>th</sup> Lakota helicopter, the first production aircraft with the new Security and Support Battalion mission equipment package.

## Revenue split



based on Q1 2012 EADS external revenues

\* Pre-goodwill impairment and exceptionals

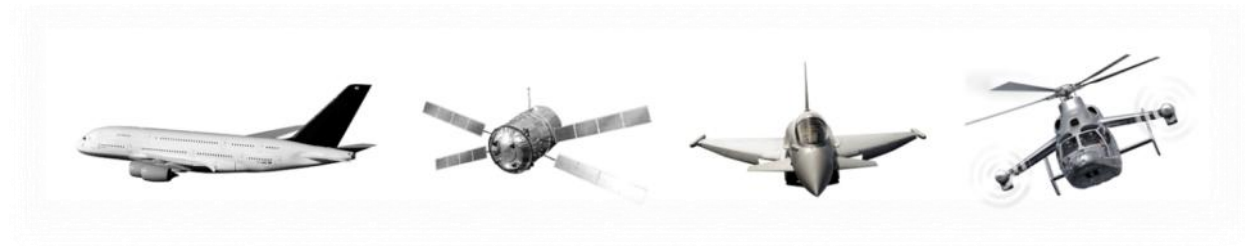


# Q1 results 2012

Highlights  
& Key Financials

Divisional  
Performance

Guidance 2012  
& Outlook



2012 guidance is based on €/ \$ 1.35, as average rate

## Airbus Orders & Deliveries:

Airbus deliveries around 570 a/c; book to bill > 1.

## Revenues:

EADS revenues will grow above 6% in 2012.

## EBIT\* before one off:

EADS EBIT\* before one off should improve significantly thanks to volume increases at Airbus and Eurocopter, better pricing at Airbus and A380 improvement. We expect the EBIT\* before one-off to be above € 2.5 bn.

## EBIT\*/EPS\*:

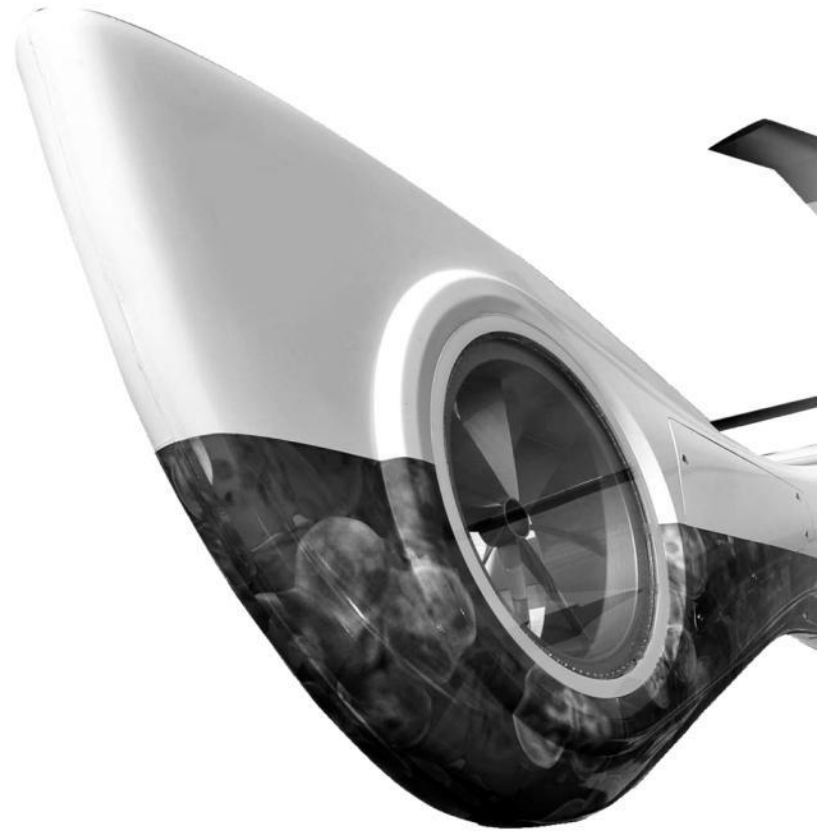
- EADS expects 2012 EPS\* before one-off to be above € 1.85 (FY 2011: € 1.39);
- Going forward, the EBIT\* and EPS\* performance of EADS will be dependent on the Group's ability to execute on its complex programmes such as A400M, A380 and A350 XWB, in line with the commitments made to its customers;
- Reported EBIT\* and EPS\* also depend on exchange rate fluctuations.

## Free Cash Flow:

- EADS should continue to generate a positive Free Cash Flow after customer financing and before acquisitions.

\* Pre-goodwill impairment and exceptionals

# Appendix



**EADS**

# Q1 2012 Forex EBIT\* Impact Bridge

## Forex impact on EBIT\* (in € bn)

- ⊙ Revaluation of Airbus Commercial LMC provisions
- ⊙ Deterioration of hedge rates (€: \$ 1.37 to 1.39)
- ⊙ Other one-off forex effect including PDP reversal

*Compared to Q1 2011*

BRIDGE	
	0
	(0.05)
	0.02
<hr/>	
	<b>(0.03)</b>

\* Pre-goodwill impairment and exceptionals

# Q1 2012 EBIT\* Before One-off by Division

in € bn	EBIT* before one-off	One-offs	Reported EBIT*
<b>Airbus</b>	0.32	(0.14)	0.18
<b>Eurocopter</b>	0.07	0	0.07
<b>Astrium</b>	0.07	0	0.07
<b>Cassidian</b>	0.01	0	0.01
<b>Other Businesses</b>	(0.01)	0	(0.01)
<b>HQ &amp; eliminations</b>	0.02	0	0.02
<b>EADS</b>	0.48	(0.14)	0.34

# Q1 2011 EBIT\* Before One-off

in € bn	EADS Group	Airbus Division	Airbus Comm.
<b>EBIT* before one-off Q1 2011</b>	<b>0.23</b>	<b>0.16</b>	<b>0.17</b>
<i>% Revenues</i>	<i>2.3%</i>	<i>2.3%</i>	<i>2.5%</i>
<b>One off impacts:</b>			
⊙ \$ PDP mismatch and balance sheet revaluation	<b>(0.04)</b>	<b>(0.04)</b>	<b>(0.04)</b>
<b>EBIT* Reported</b>	<b>0.19</b>	<b>0.12</b>	<b>0.13</b>

\* Pre-goodwill impairment and exceptionals

# Net Income Before One-off

in € m

	Q1 2012	Q1 2011
<b>Net Income reported</b>	<b>133</b>	(12)
<b>Net Income*</b>	<b>140</b>	(4)
One-offs in EBIT*	(142)	(37)
One-offs Financial Result	(29)	(113)
Tax effect on one-offs (incl. tax one-offs)	52	45
<b>Net Income* before one-off</b>	<b>259</b>	<b>101</b>
<b>EPS* before one-off <sup>1</sup></b>	<b>€ 0.32</b>	<b>€ 0.12</b>

## Net Income before one-off excludes the following items:

- ⊙ One-offs impacting the EBIT\* line (as reported in the EBIT\* before one-off)
- ⊙ The Other Financial Result, except for the unwinding of discount on provisions

## The tax effect is calculated at 30%

\* Pre-goodwill impairment and exceptionals

<sup>1</sup> Average number of shares outstanding: 815,957,338 in Q1 2012; 810,699,249 in Q1 2011

# Q1 2012 Financial Highlights

	Q1 2012		Q1 2011	
	€ m	in % of Revenues	€ m	in % of Revenues
<b>Revenues</b>	<b>11,404</b>		<b>9,854</b>	
self-financed R&D**	726	6.4%	650	6.6%
EBITDA*	776	6.8%	589	6.0%
<b>EBIT*</b>	<b>343</b>	<b>3.0%</b>	<b>192</b>	<b>1.9%</b>
<b>EBIT* before R&amp;D</b>	<b>1,069</b>	<b>9.4%</b>	<b>842</b>	<b>8.5%</b>
<b>Net income</b>	<b>133</b>	<b>1.2%</b>	<b>(12)</b>	<b>(0.1)%</b>
<b>EPS***</b>	<b>€ 0.16</b>		<b>€ (0.01)</b>	
<b>Net Cash position</b> at the end of the period	<b>10,674</b>		<b>12,172</b>	
<b>Free Cash Flow</b>	<b>(1,238)</b>		<b>309</b>	

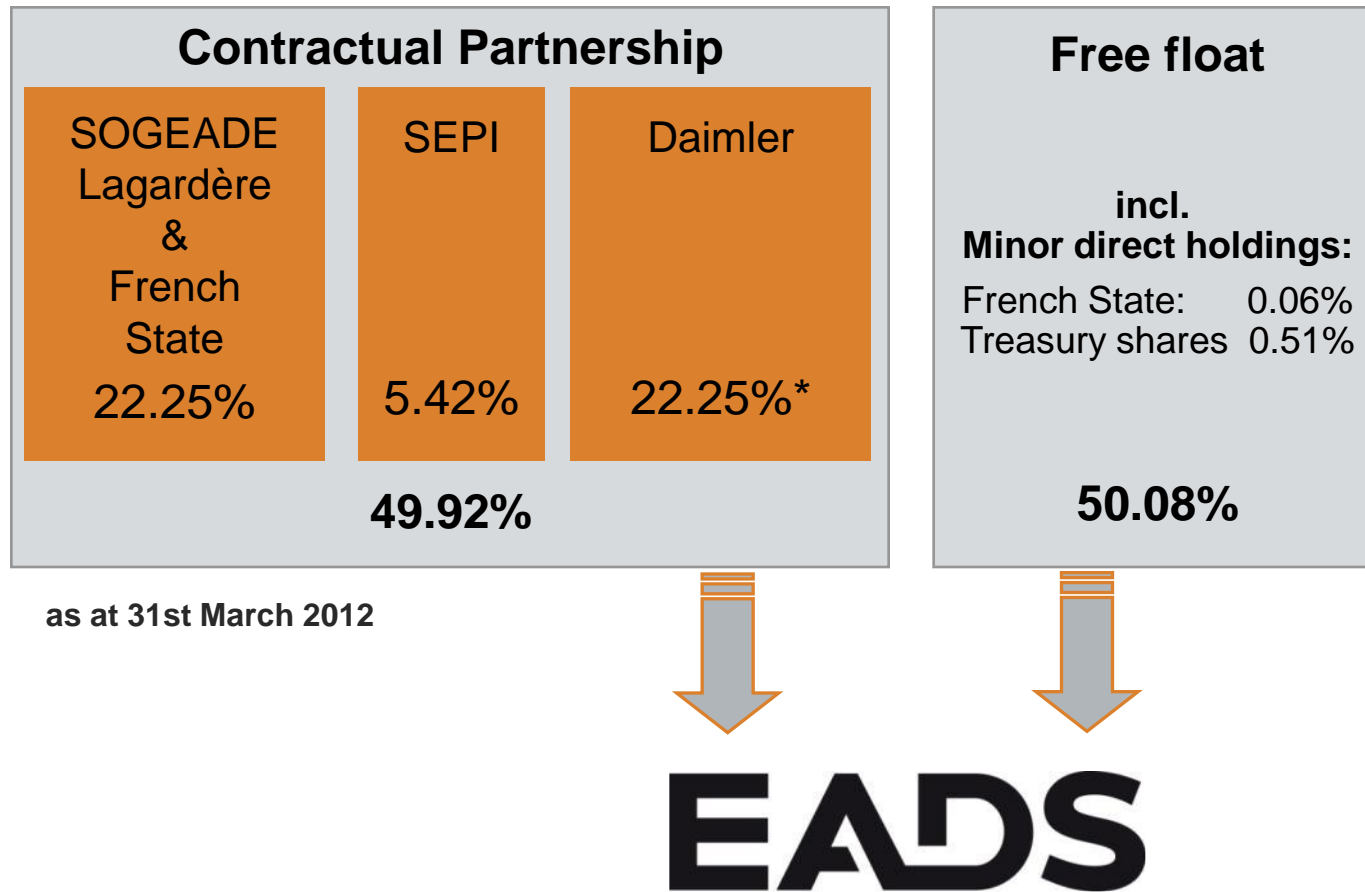
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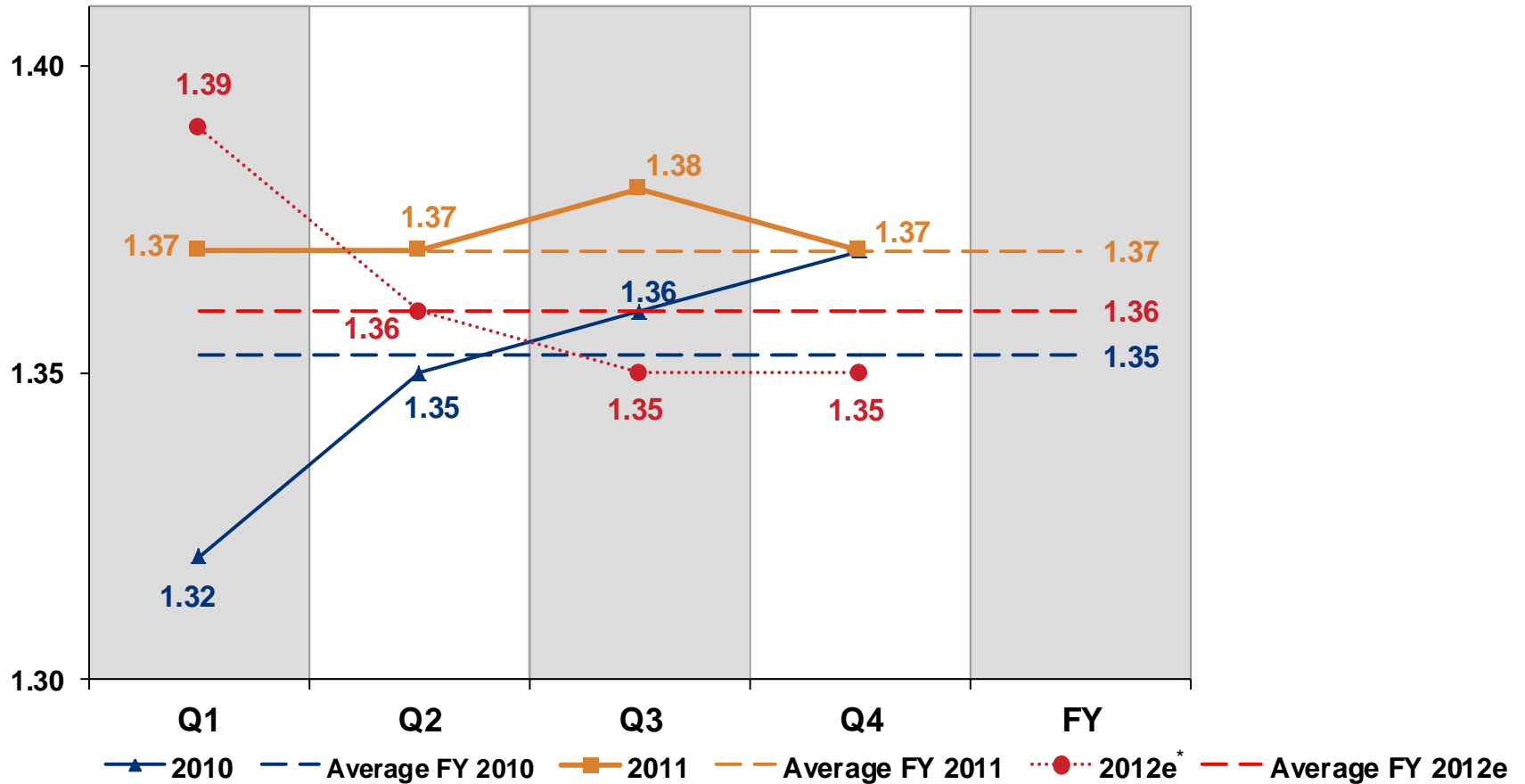
# Shareholding structure



\* On 9 February 2007, Daimler reached an agreement with a consortium of private and public-sector investors through which it effectively reduced its shareholding in EADS by 7.5%, while retaining its voting rights over the entire 22.5% package of EADS shares at the time of the transaction.

# Expected EADS Average Hedge Rates € vs. \$

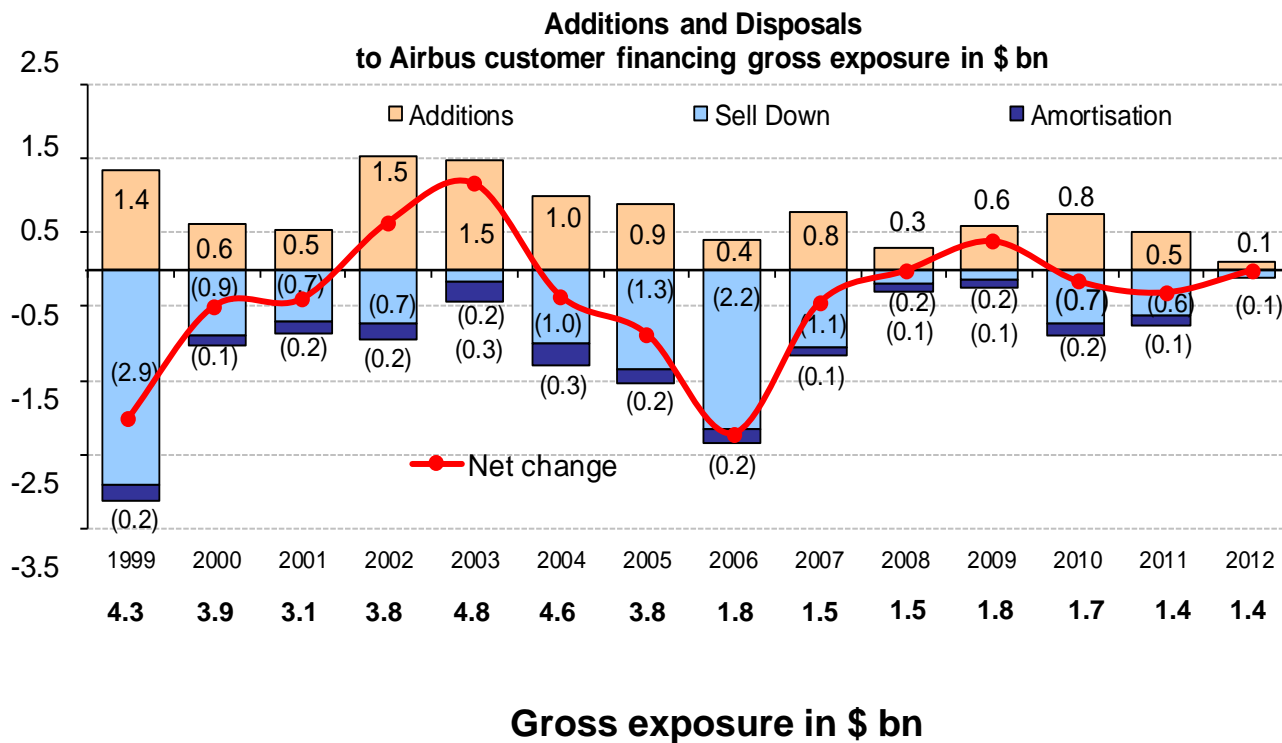
## Average hedge rates



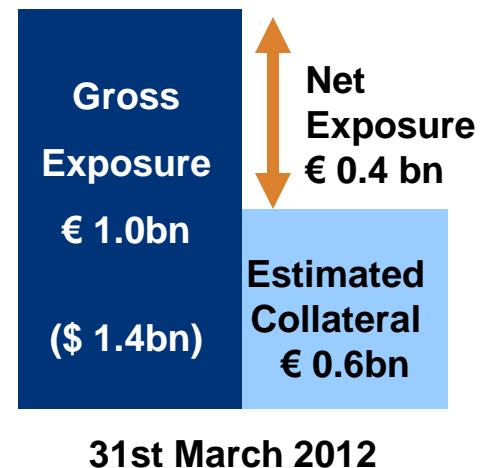
\* Q1 2012 actual

# Airbus Customer Financing

## Active exposure management



## Net Exposure fully provisioned



# Customer Financing Exposure

in € m	100% AIRBUS		50% ATR		100% EC	
	Mar. 2012	Dec.2011	Mar. 2012	Dec.2011	Mar. 2012	Dec.2011
<b>Closing rate € 1 =</b>	<b>\$ 1.34</b>	<b>\$ 1.29</b>				
<b>Total Gross exposure</b>	<b>1,031</b>	<b>1,105</b>	<b>78</b>	<b>98</b>	<b>82</b>	<b>86</b>
<i>of which off-balance sheet</i>	236	267	50	56	28	40
Estimated value of collateral	(574)	(627)	(66)	(86)	(48)	(53)
<b>Net exposure</b>	<b>457</b>	<b>478</b>	<b>12</b>	<b>12</b>	<b>34</b>	<b>33</b>
Provision and asset impairment	(457)	(478)	(12)	(12)	(34)	(33)
<b>Net exposure after provision</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

# EBIT\* Calculation

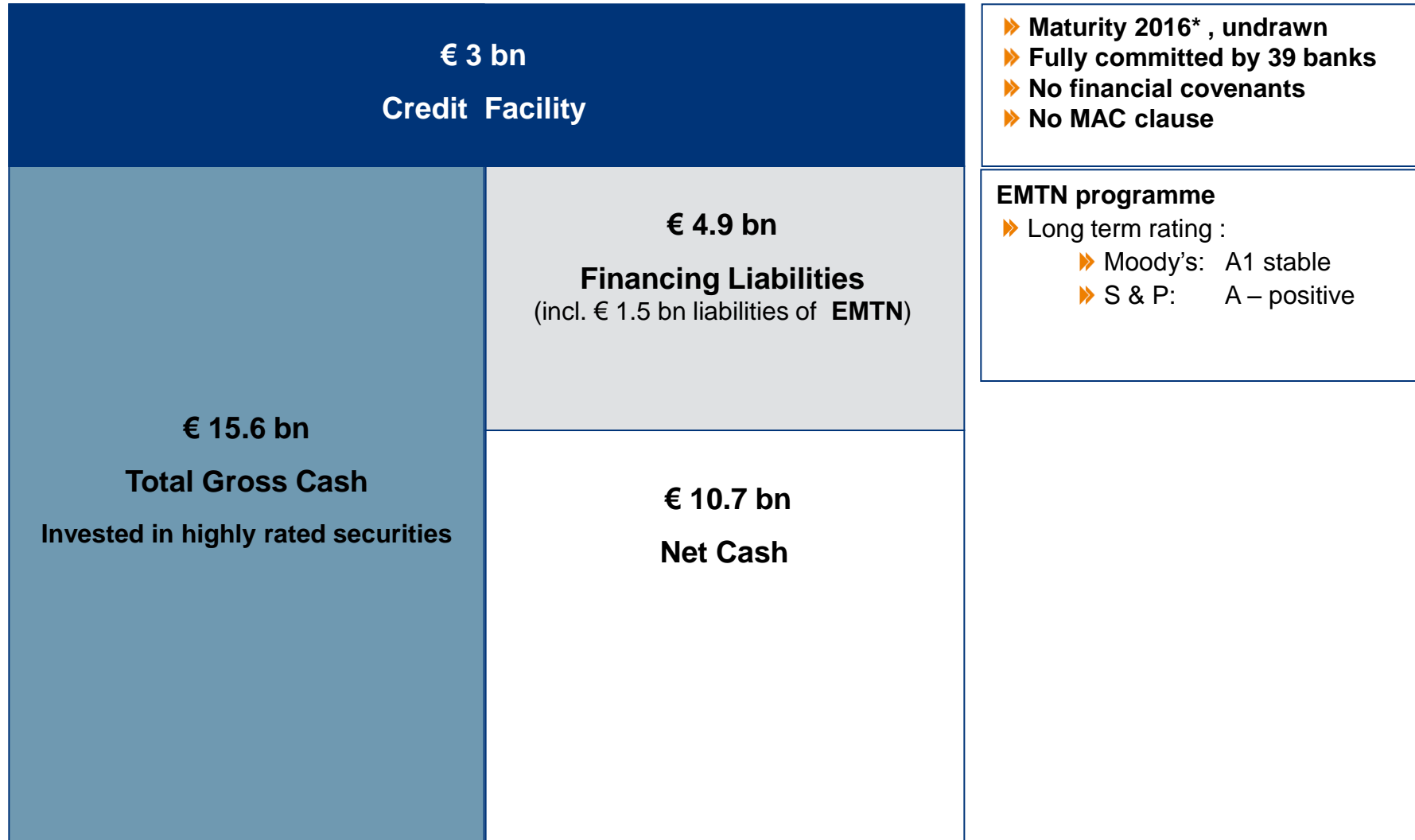
in € m	Q1 2012	Q1 2011
<b>EBIT*</b>	<b>343</b>	<b>192</b>
Exceptionals:		
Fair value depreciation	(10)	(11)
<b>Profit before finance cost and income taxes</b>	<b>333</b>	<b>181</b>

\* Pre-goodwill impairment and exceptionals

# Net Cash Position

in € m	Mar. 2012	Dec. 2011
Gross cash	15,552	16,785
Financing Debts		
<i>Short-term Financing Debts</i>	<i>(1,406)</i>	<i>(1,476)</i>
<i>Long-term Financing Debts</i>	<i>(3,472)</i>	<i>(3,628)</i>
<b>Reported Net cash</b>	<b>10,674</b>	<b>11,681</b>
Airbus non-recourse debt	447	455
<b>Net cash excl. non-recourse</b>	<b>11,121</b>	<b>12,136</b>

# EADS: Strong Liquidity Position as at 31 March 2012



\*the facility provides for two 1-year extension options at the choice of the lender

# Balance Sheet Highlights: Assets

in € m	Mar. 2012	Dec. 2011
<b>Non-current Assets</b>	<b>45,999</b>	<b>45,455</b>
of which Intangible & Goodwill	12,734	12,745
of which Property, plant & equipment	14,158	14,159
of which Investments & Financial assets	4,990	5,055
of which positive hedge mark-to-market	726	486
of which Non-current securities	7,954	7,229
<b>Current Assets</b>	<b>42,731</b>	<b>43,021</b>
of which Inventory	24,506	22,563
of which Cash	4,580	5,284
of which Current securities	3,018	4,272
of which positive hedge mark-to-market	429	404
<b>Total Assets</b>	<b>88,730</b>	<b>88,476</b>
Closing rate €/ \$	1.34	1.29



# Balance Sheet Highlights: Liabilities

in € m	Mar. 2012	Dec. 2011
<b>Total Equity</b>	<b>10,180</b>	<b>8,870</b>
of which OCI (Other Comprehensive Income)	1,284	153
of which Non-controlling interests	20	20
<b>Total Non-current liabilities</b>	<b>31,238</b>	<b>32,100</b>
of which pensions	5,668	5,628
of which other provisions	3,477	3,497
of which financing debts	3,472	3,628
of which European governments refundable advances	5,512	5,526
of which Customer advances	9,105	9,256
of which negative hedge mark-to-market	1,407	2,140
<b>Total Current liabilities</b>	<b>47,312</b>	<b>47,506</b>
of which pensions	193	193
of which other provisions	5,690	5,667
of which financing debts	1,406	1,476
of which European gvts refundable advances	237	211
of which Customer advances	25,207	25,006
of which negative hedge mark-to-market	704	995
<b>Total Liabilities and Equity</b>	<b>88,730</b>	<b>88,476</b>

# Quarterly Revenues Breakdown (cumulative)

in € m	Q1		H1		9m		FY	
	2012	2011	2012	2011	2012	2011	2012	2011
<b>Airbus Division</b>	<b>7,909</b>	<b>7,013</b>	...	<b>15,312</b>	...	<b>22,411</b>	...	<b>33,103</b>
Thereof Airbus Comm.*	7,499	6,707	...	14,464	...	21,120	...	31,159
Thereof Airbus Military	425	434	...	1,112	...	1,747	...	2,504
<b>Eurocopter</b>	<b>1,199</b>	<b>823</b>	...	<b>2,171</b>	...	<b>3,458</b>	...	<b>5,415</b>
<b>Astrium</b>	<b>1,325</b>	<b>1,171</b>	...	<b>2,347</b>	...	<b>3,440</b>	...	<b>4,964</b>
<b>Cassidian</b>	<b>925</b>	<b>878</b>	...	<b>2,133</b>	...	<b>3,419</b>	...	<b>5,803</b>
<b>HQ &amp; others</b>	<b>46</b>	<b>(31)</b>	...	<b>(27)</b>	...	<b>(41)</b>	...	<b>(157)</b>
<i>of which other BUs</i>	361	246	...	524	...	833	...	1,252
<i>of which HQ &amp; elim.</i>	(315)	(277)	...	(551)	...	(874)	...	(1,409)
<b>Total EADS</b>	<b>11,404</b>	<b>9,854</b>	...	<b>21,936</b>	...	<b>32,687</b>	...	<b>49,128</b>

\* Airbus Commercial includes EFW and excludes A400M

# Quarterly EBIT\* Breakdown (cumulative)

in € m	Q1		H1		9m		FY	
	2012	2011	2012	2011	2012	2011	2012	2011
<b>Airbus Division</b>	<b>183</b>	115	...	202	...	295	...	584
Thereof Airbus Comm.**	146	125	...	223	...	306	...	543
Thereof Airbus Military	11	1	...	3	...	5	...	49
<b>Eurocopter</b>	<b>65</b>	31	...	94	...	157	...	259
<b>Astrium</b>	<b>65</b>	52	...	103	...	165	...	267
<b>Cassidian</b>	<b>8</b>	8	...	89	...	170	...	331
<b>HQ &amp; others</b>	<b>22</b>	(14)	...	75	...	98	...	255
<i>of which other BUs</i>	(6)	(3)	...	12	...	20	...	59
<i>of which HQ &amp; elim.</i>	28	(11)	...	63	...	78	...	196
<b>Total EADS</b>	<b>343</b>	<b>192</b>	...	<b>563</b>	...	<b>885</b>	...	<b>1,696</b>

\* Pre goodwill impairment and exceptionals

\*\* Airbus Commercial incl. EFW and excludes A400M

# Quarterly Order-intake Breakdown (cumulative)

in € m	Q1		H1		9m		FY	
	2012	2011	2012	2011	2012	2011	2012	2011
<b>Airbus Division</b>	<b>7,877</b>	3,748	...	52,394	...	85,485	...	117,874
Thereof Airbus Comm.*	7,530	3,647	...	52,086	...	85,421	...	117,301
Thereof Airbus Military	372	105	...	319	...	408	...	935
<b>Eurocopter</b>	<b>1,248</b>	779	...	1,736	...	2,760	...	4,679
<b>Astrium</b>	<b>1,163</b>	781	...	1,701	...	2,328	...	3,514
<b>Cassidian</b>	<b>1,806</b>	821	...	1,825	...	2,604	...	4,168
<b>HQ &amp; others</b>	(90)	139	...	443	...	730	...	792
<i>of which other BUs</i>	205	394	...	988	...	1,623	...	2,025
<i>of which HQ &amp; elim.</i>	(295)	(255)	...	(545)	...	(893)	...	(1,233)
<b>Total EADS</b>	<b>12,004</b>	<b>6,268</b>	...	<b>58,099</b>	...	<b>93,907</b>	...	<b>131,027</b>

\* Airbus Commercial includes EFW and excludes A400M

# Quarterly Order-book Breakdown (cumulative)

in € m	Q1		H1		9m		FY	
	2012	2011	2012	2011	2012	2011	2012	2011
<b>Airbus Division</b>	<b>480,322</b>	374,891	...	407,094	...	456,788	...	495,513
Thereof Airbus Comm.*	460,288	353,574	...	386,101	...	436,427	...	475,477
Thereof Airbus Military	21,272	22,487	...	22,061	...	21,672	...	21,315
<b>Eurocopter</b>	<b>13,863</b>	14,506	...	14,116	...	13,852	...	13,814
<b>Astrium</b>	<b>14,515</b>	15,282	...	14,967	...	14,687	...	14,666
<b>Cassidian</b>	<b>16,178</b>	16,721	...	16,457	...	16,144	...	15,469
<b>HQ &amp; others</b>	<b>1,300</b>	962	...	1,200	...	1,500	...	1,516
<i>of which other BUs</i>	2,805	2,566	...	2,840	...	3,196	...	2,983
<i>of which HQ &amp; elim.</i>	(1,505)	(1,604)	...	(1,640)	...	(1,696)	...	(1,467)
<b>Total EADS</b>	<b>526,178</b>	<b>422,362</b>	...	<b>453,834</b>	...	<b>502,971</b>	...	<b>540,978</b>

\* Airbus Commercial includes EFW and excludes A400M