# 9m 2008 Earnings





Conference Call, 14th November 2008

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# Safe Harbour Statement



#### Disclaimer

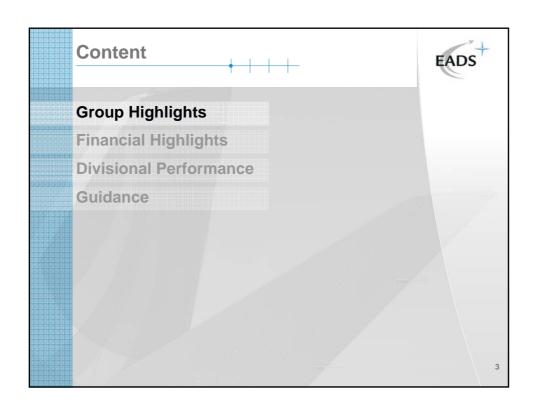
This presentation includes forward-looking statements. Words such as "anticipates", "believes", "estimates", "expects", "intends", "plans", "projects", "may" and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about 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:

- 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;
- $\bullet \ \, \text{Product performance risks, as well as programme development and management risks;} \\$
- 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 24th April 2008.

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.



# **Group Highlights: 9 month 2008**



# Backlog

- Airbus: 785 new orders (737 net) in 9m 2008; 3,809 a/c in backlog;
- Eurocopter: 605 orders booked in 9m 2008; Strong backlog: 1,589 units;
- Defence activities at 57 bn €

## Ramp-up activity

- 349 Airbus deliveries including 7 A380; Total A380 deliveries at 9 as of today; 3 heads of version produced; SIA (6), UAE (2), Qantas (1)
- 404 Eurocopter deliveries including 29 LUH and 11 NH90;
- 5th successful Ariane 5 launch in 2008; 27th consecutive Ariane success

## **Cost Saving activities**

- **Power8**: Divestment strategy making progress
  - > Negotiations finalised for the Filton Wing Assemblies Manufacturing unit to GKN;
  - > Sale of Laupheim to Diehl/Thales completed;
  - > Final agreement for Daher to take a 70% majority interest in Socata
- Power8+: Plans initiated and explained to social representatives

# Strategic Initiatives

- Globalisation and Services:
  - ➤ Inauguration of A320 Final Assembly Line in China
  - > Plant CML investment for growth as an R&D and technological support centre
  - ${\boldsymbol{\succ}}$  Astrium expands in services by purchasing majority share in Spot Image

# **Resilience to Financial Crisis**



## Record Backlog and Strong Balance Sheet position provides stability:

- Net Cash position at 9 bn€, Gross Cash of 12.9 bn€
- No short-term refinancing needs : 1 bn€ Eurobond maturing in March 2010;
- Credit facility fully committed and undrawn: 3 bn€, no financial covenants / no MAC;
- Customer Financing is at its lowest level for 20 years, gross exposure 1.2 bn\$.

#### Changing business environment:

- The Global economy is fragile;
- Our Customers' financing requirements are uncertain in the current market environment;
- Our suppliers need to retain access to funding.

#### **Proactive Management:**

- Airbus production level increases will be paused at 36 Single Aisle per month;
- Active monitoring and management of customer base and supply chain for both Airbus and Eurocopter;
- Power8 and Power8 PLUS targets are maintained and remain a core objective.

# A400M Update



#### Current assessment

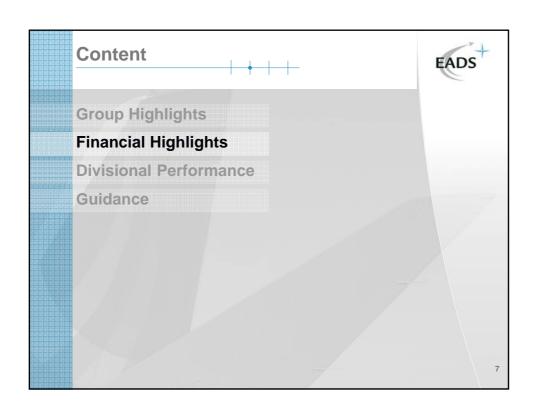
- Unavailability of a committed and reliable schedule for the propulsion system, compounding unresolved issues with equipment supplies as well as equipment and systems integration leads to further delays
- Early discussions with A400M stakeholders to change the contract terms are encouraging but far from being finalised:
- > Unable to develop a reliable schedule; re-balancing of risks required

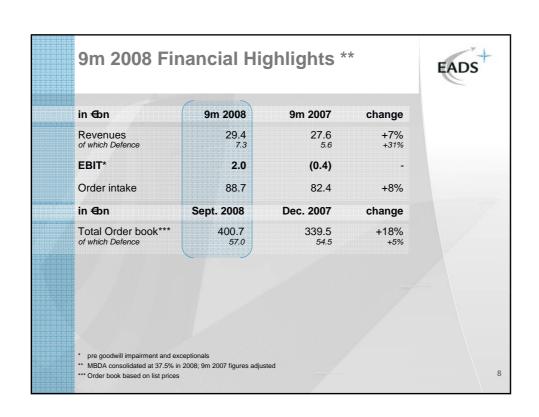
# Accounting treatment : "early stage accounting"

- Shift from milestone accounting to "early stage accounting" reflecting the lack of reliable industrial plan and schedule
- Accumulated work in progress expensed, revenue recognition for the expected recoverable part of the costs, utilisation of provision for incurred losses, according to IAS 11
- Update of loss making contract provision up to costs which can be reliably estimated (not based on new management assessment of the delays)
- Temporary treatment: milestone accounting will resume and provision will be updated once the plans are clarified

#### Financial consequences

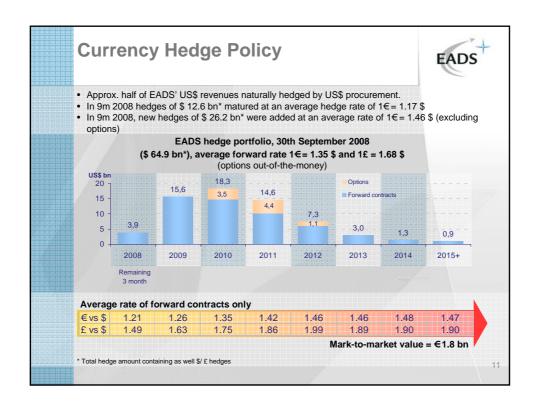
- Revenues of +803M€ for EADS; +482 M€ for Airbus in 9m earnings
- Charge of -341 M€ for EADS; -161 M€ for Airbus in 9m earnings
- Does not reflect a new estimate of the loss at completion
- Impact on the FY2008 earnings and outlook cannot be determined at this stage and is dependent on the overall assessment of the programme

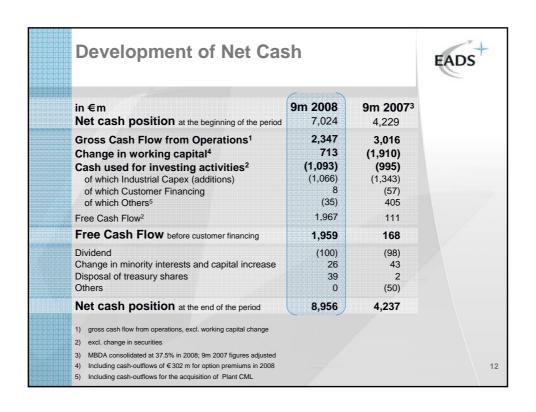


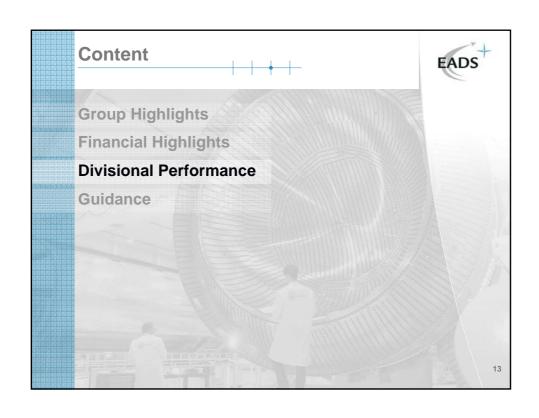


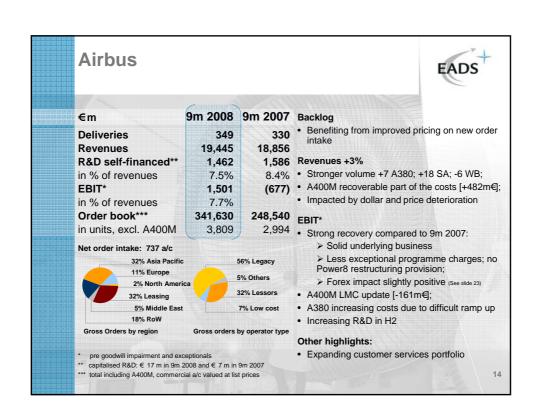
9m 2008 EBIT* Before One	e-off	EADS
in €M	EADS	Airbus
EBIT* THEREOF:	2,018	1,501
- Reassessment of the A400M LMC*** provision	(341)	(161)
- A380 LMC provision	(815)	(815)
- Revaluation of all LMCs at end of September spot	265	265
- Temporary excess volume of hedging	50	50
- Other one-off	293	293
EBIT* before one-off	2,566	1,869
pre goodwill impairment and exceptionals     MBDA consolidated at 37.5% in 2008; 9m 2007 figures adjusted		

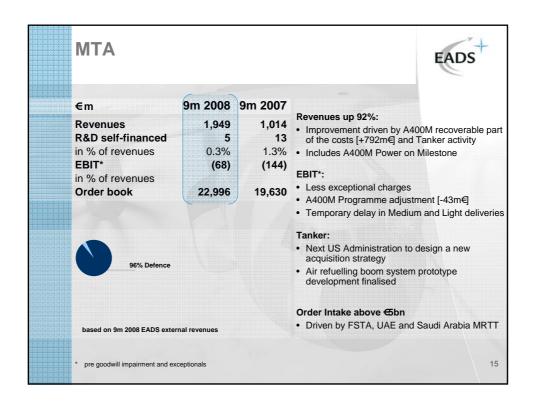
	9m	2008	9m	2007***	
	€m	in % of Revenues	€m	in % of Revenues	
EBIT*	2,018	6.9%	(353)	(1.3%)	
self-financed R&D**	1,792	6.0%	1,903	6.9%	
EBIT* before R&D	3,810	12.9%	1,550	5.6%	
Interest result	10	0.0%	(183)	(0.7%)	
Other financial result	(328)	(1.1%)	(277)	(1.0%)	
Taxes	(567)	(1.9%)	178	0.6%	
Net income / loss	1,082	3.7%	(705)	(2.6%)	
EPS (1)	1.34 €		(0.88 €)		

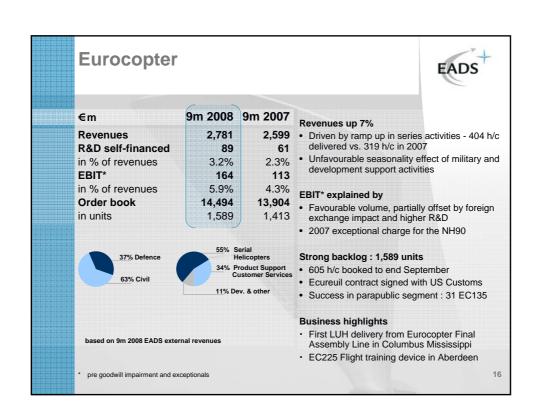




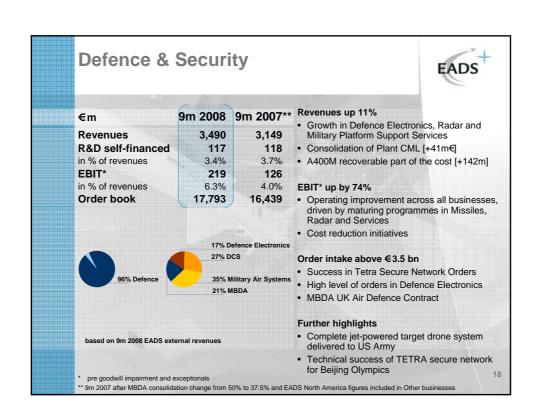


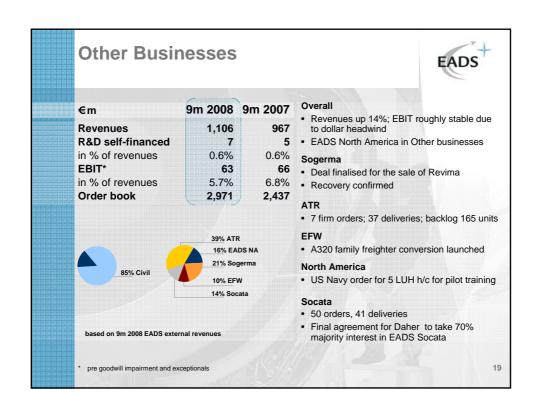


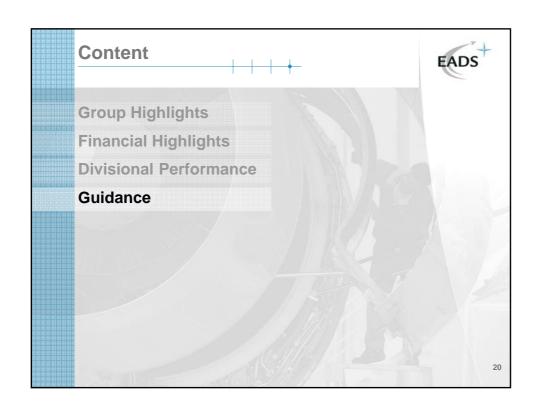




Astrium			EADS
€m	9m 2008	9m 2007	Revenues up 25%  • Growth from all areas; main drivers are Telecom
€III	3111 2000	3111 2007	Satellites, Launchers, and Services
Revenues	2,749	2,191	Consolidation of Spot Image
R&D self-financed	56	52	
in % of revenues	2.0%	2.4%	EBIT* doubled
EBIT*	140	71	Growth in Earth Observation and Paradigm Services
in % of revenues	5.1%	3.2%	• Spot Image [18m€]
Order book	12,552	12,802	Efficiency improvements in Space Transportation
			<ul> <li>Partially offset by weak GBP:€exchange rate impact and slightly higher R&amp;D</li> </ul>
32% Defence	43%	6 Space	Order intake - Satellites
		transportation	SES Astra 1N telecommunication satellite
COOK Civil		% Services % Satellites	Earth observation contracts:
68% Civil	349	% Satellites	SEOSAR Satellite, Spanish MoD
			Chilean optical earth observation system SSOT
			Major achievements
based on 9m 2008 EADS exter	rnal revenues		Down selection by ESA as candidate for Galileo full deployment phase
pre goodwill impairment and ex	ceptionals		International success: Europe's Jules Verne ATV mission completed it's final manoeuvre  17







# 2008 Guidance



#### **New orders**

· Above 850 new aircraft orders at Airbus as expected.

#### Revenues

 Forecasted EADS revenue growth to more than €40 billion in 2008 is unchanged, with over 470 aircraft deliveries for the full year.

#### EBIT\*

• With an EBIT\* of €2.0 billion in the first nine months of 2008, EADS should exceed its full-year EBIT\* guidance of €1.8 billion (at €1 = US\$ 1.45) based on the strong underlying performance. This excludes any additional impact for the A400M, due to the uncertainties of the programme.

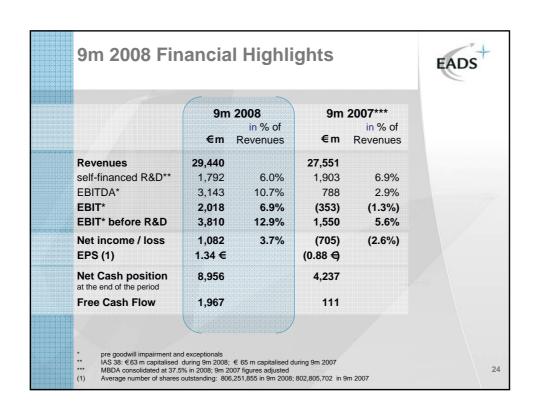
#### Free Cash Flow

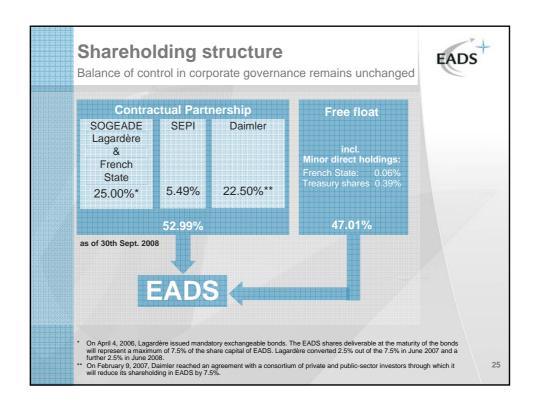
• EADS FCF before customer financing guidance increased to above €2 billion.

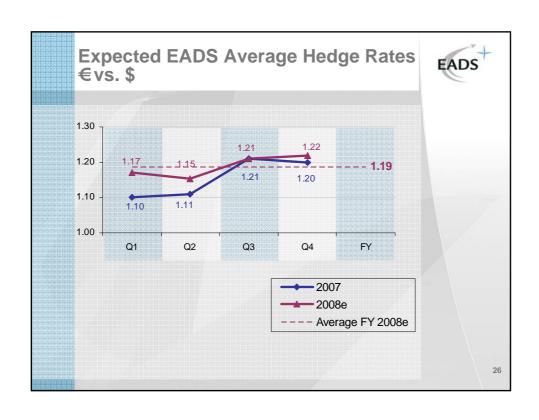
\* pre goodwill impairment and exceptionals

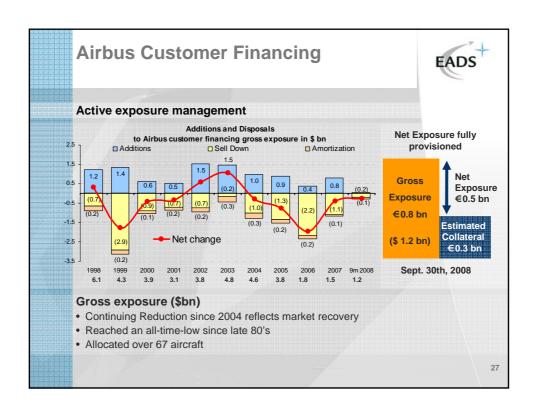


Forex impact on EBIT* ( in bn €)	BRIDGE	
<ul> <li>Revaluation of Airbus LMC provisions (€: \$ 1.47 to 1.42)</li> </ul>	+0.27	
Temporary excess volume of matured hedges	+0.05	
· 2007 A380 hedges	(0. 12)	
<ul> <li>Deterioration of hedge rates (€: \$ 1.14 to 1.17)</li> </ul>	(0.20)	
out of which Airbus	~(0.13)	
Other one-off forex effect including PDP reversal	-	
	0.00	



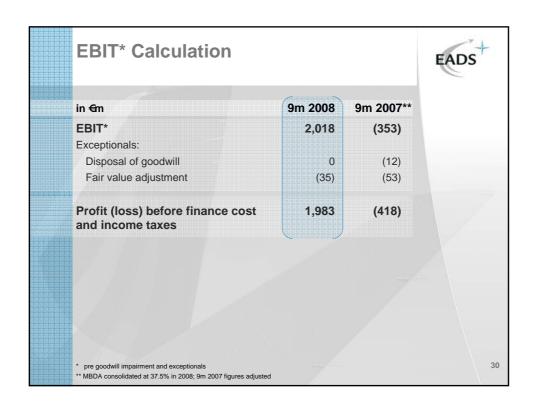


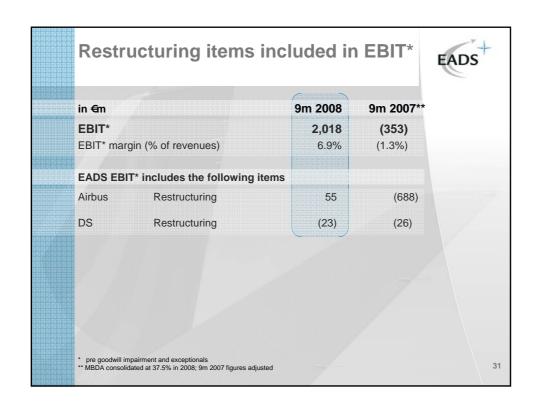




€million	Sept. 2008	Dec. 2007	
closing rate 1 €=	\$ 1.43	\$ 1.47	
100% AIRBUS			
Total Gross exposure	844	990	
of which off-balance sheet	360	398	
Estimated value of collateral	(349)	(411)	
Net exposure	495	579	
Provision and asset impairment	(495)	(579)	
AIRBUS Net exposure after provision	Ö	Ò	
50% ATR			
Total Gross exposure	223	236	
of which off-balance sheet	46	42	
Estimated value of collateral	(202)	(211)	
Net exposure	21	25	
Provision	(21)	(25)	
ATR Net exposure after provision	0	0	

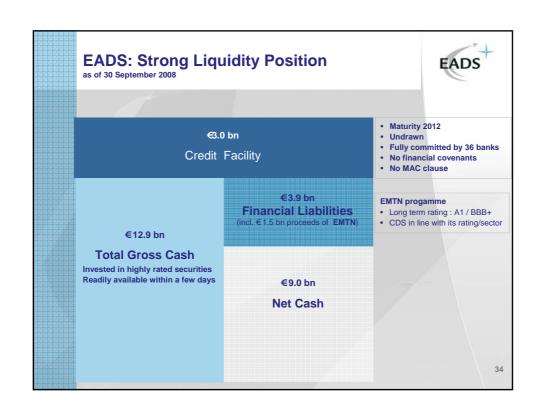
					1
in €bn			Q3 2008	Q3 2007***	
Revenues			9,7	9.2	
EBIT*			0.9	(0.7)	
FCF before cust. final	ncina**		1.0	0.2	
New orders	9		37.5	12.3	
	Reven	ues***	EB	IT*	
	Q3 2008	change	Q3 2008	Q3 2007***	
Airbus	5,859 € m	(2%)	789 €m	(696 €m)	
MTA	1,051 € m	49%	(48 €m)	(115 €m)	
Eurocopter	986 € m	3%	60 €m	78 €m	
Astrium	1,048 € m	36%	52 €m	24 €m	
DS	1,323 € m	22%	85 €m	56 €m	
HQ & Others	(566 € m)	-%	(78 €m)	(58 €m)	
of which other businesses of which HQ & eliminations	418 € m (984 € m)	40% -%	28 €m (106 €m)	21 €m (79 €m)	
Total EADS	9,701 €m	6%	860 €m	(711 €m)	





in €m	9m 2008	9m 2007	
Net income / loss* EPS* (1)	1,107 1.37 €	(692) (0.86 <b>€</b> )	
Exceptionals:			
Disposal of goodwill Fair value adjustment Related tax impact Change in German income tax rate	0 (35) 10 -	(12) (53) 16 36	
Net income / loss EPS (1)	1,082 1.34 €	(705) (0.88 <b>⊜</b>	

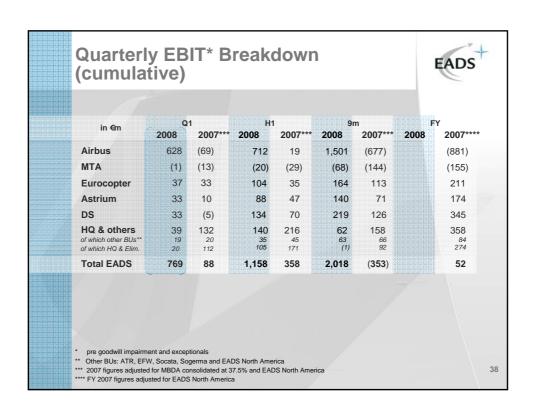
in €m	Sept. 2008	Sept. 2007*	Dec. 200
Gross cash	12,927	9,075	11,838
Financial Debts			
Short-term Financial Debts	(962)	(1,529)	(1,724
Long-term Financial Debts	(3,009)	(3,309)	(3,090
Reported Net cash	8,956	4,237	7,024
Airbus non-recourse debt	755	913	859
Net cash excl. non-recourse	9,711	5,150	7,883



#### **Balance Sheet Highlights: Assets** EADS Sept. 2008 Dec. 2007 in €m **Non-current Assets** 36,327 37,051 of which Intangible & Goodwill 11,060 10,832 of which Property, plant & equipment 12,488 13,393 of which Investments & Financial assets 3,877 3,791 of which positive hedge mark-to-market 1,327 2,440 of which Non-current securities 2,946 2,691 39,923 38,405 **Current Assets** of which Inventory 19,919 18,906 7,549 1,598 of which Cash 4,327 of which Current securities 5,654 1,988 2,955 of which positive hedge mark-to-market Non-current Assets classified as held for sale\* **Total Assets** 76,694 75,456 Closing rate €/\$ 1.43 1.47 Due to the high probability of a positive outcome of the final negotiations concerning the sale of Socata and the Airbus sites in Filton and Laupheim, the respective non-current and current assets amounting to € 444m (prior year-end: € 0 m) were reclassified to non-current assets / disposal groups classified as held for sale. Liabilities directly associated to non-current assets / disposal groups classified as held for sale amounted to € 222 m (prior year-end: € 0 m).

in∈m	Sept. 2008	Dec. 2007	
Total Equity of which OCI (Other Comprehensive Income) of which Minority interests	<b>12,074</b> 2,661 143	<b>13,175</b> 5,076 85	
Total Non-current liabilities of which pensions of which other provisions of which financial debts of which European gvts refundable advances of which Customer advances	<b>29,275</b> 4,076 3,292 3,009 4,724 9,254	28,213 4,382 3,673 3,090 4,854 8,420	
of which negative hedge mark-to-market	1,099	258	
Total Current liabilities of which pensions of which other provisions of which financial debts of which European gyts refundable advances of which Customer advances	<b>35,123</b> 286 3,966 962 470 18,471	34,068 286 4,092 1,724 461 16,214	
of which negative hedge mark-to-market	56	36	
Liabilities associated with assets held for sale*	222	0	
Total Liabilities and Equity	76,694	75.456	

in <del>e</del> m		in €m Q1 H1			9	m	FY	
	2008	2007**	2008	2007**	2008	2007**	2008	2007*
Airbus	7,057	6,606	13,586	12,889	19,445	18,856		25,21
MTA	636	133	898	307	1,949	1,014		1,14
Eurocopter	732	671	1,795	1,644	2,781	2,599		4,17
Astrium	751	629	1,701	1,420	2,749	2,191		3,55
DS	990	905	2,167	2,063	3,490	3,149		5,39
HQ & others of which other BUs* of which HQ & elim.	(313) 297 (610)	(10) 311 (321)	(408) 688 (1,096)	33 668 (635)	(974) 1,106 (2,080)	(258) 967 (1,225)		(347 1,40 (1,75
Total EADS	9,853	8,934	19,739	18,356	29,440	27,551		39,123



in €m	in €m Q1		H1 9m		91	n		FY	
III GII	2008	2007**	2008	2007**	2008	2007**	2008	2007	
Airbus	31,488	5,464	41,069	60,367	75,179	69,667		117,323	
MTA	3,836	123	4,209	250	5,100	359		784	
Eurocopter	1,738	2,604	2,933	4,332	3,821	5,460		6,584	
Astrium	874	963	1,871	2,290	2,683	2,819		4,492	
DS	1,313	1,237	2,383	2,686	3,555	3,804		7,460	
HQ & others of which other BUs* of which HQ& Elim.	21 314 (293)	69 314 (245)	(1,267) 717 (1,984)	212 768 (556)	(1,638) 1,002 (2,640)	313 1,215 (902)		156 1,963 (1,807)	
Total EADS	39,270	10,460	51,198	70,137	88,700	82,422		136,799	

