

AIRBUS

Q1 Results

2018

27 April 2018



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 1st January 2018. 2017 figures are pro forma, amended with IFRS15 restatement and new segment reporting.

Q1 Results 2018

Company
Highlights

Divisional
Highlights

Guidance
Highlights

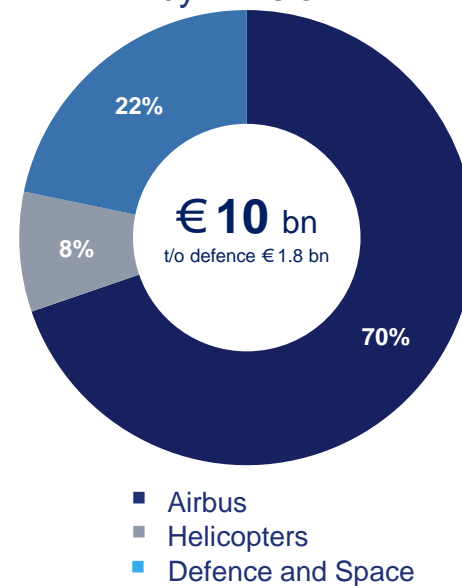


- Backlog and commercial momentum support ramp-up plans
- Q1 financials reflect engine and delivery phasing
- 2018 Guidance confirmed

Consolidated Airbus Order Book by Division

		Q1 2018
Airbus (in units)	Order Intake (net)	45
	Order book	7,189
Helicopters (in €m)	Order Intake (net)	1,288
	Order book	13,176
Defence and Space (in €m)	Order Intake (net)	1,581
	Order book	37,303

Consolidated Airbus External Revenue by Division



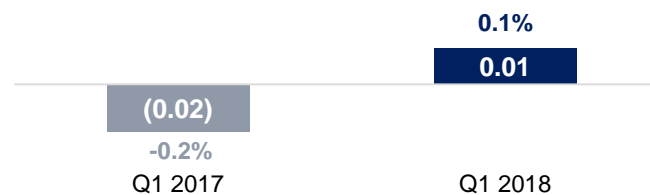
- **AIRBUS:** 68 gross orders, including 20 A380s. 45 net orders. Backlog 7,189 a/c
A320 rate 70 feasibility study launched, A330 deliveries ~50 per year from 2019
- **HELICOPTERS:** 104 net orders for €1.3 bn including 10 H160 and 51 Lakota LUH. Strong product endorsement despite soft C&P market
- **DEFENCE AND SPACE:** Order intake €1.6 bn. Continued progress in Tankers (1 MRTT in Belgium)

Q1 2018 FINANCIAL PERFORMANCE

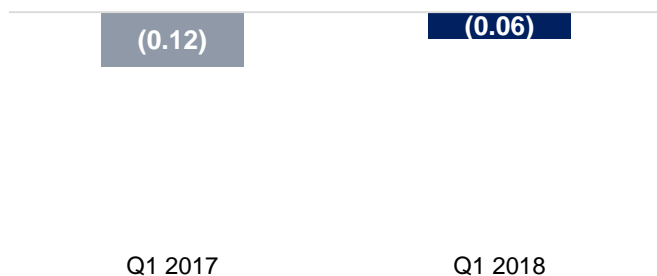
Revenues in €bn



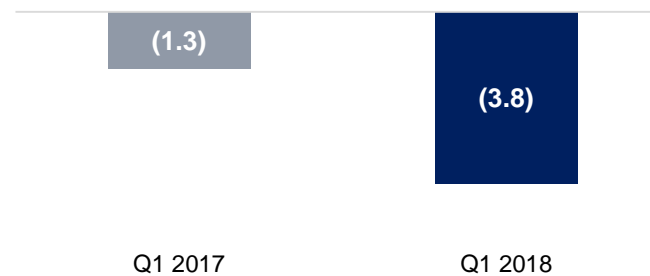
EBIT Adjusted in €bn / RoS (%)



EPS⁽¹⁾ Adjusted in €



FCF before M&A and Customer Financing in €bn

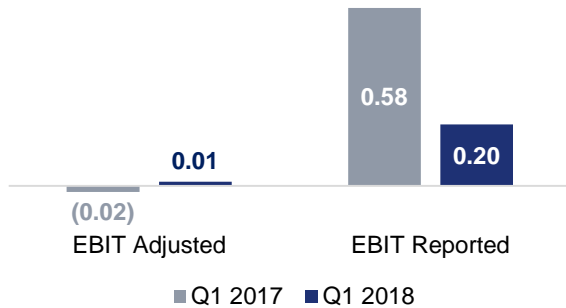


(1) Q1 2018 Average number of shares: 774,364,786 compared to 772,728,699 in Q1 2017
Capitalised R&D: €18 m in Q1 2018 and €61 m in Q1 2017
2017 figures are amended with IFRS15 restatement

Q1 2018 PROFITABILITY

EBIT Performance

in € bn



- Q1 2018 EBIT Reported of € 199 m
- Q1 2018 Adjustments resulting from:
 - €+ 159 m Airbus DS Communications Inc. business
 - €+ 46 m \$ PDP mismatch / BS revaluation
 - €- 20 m Compliance / Others
- **€+ 185 m Net Adjustments**

EPS Performance

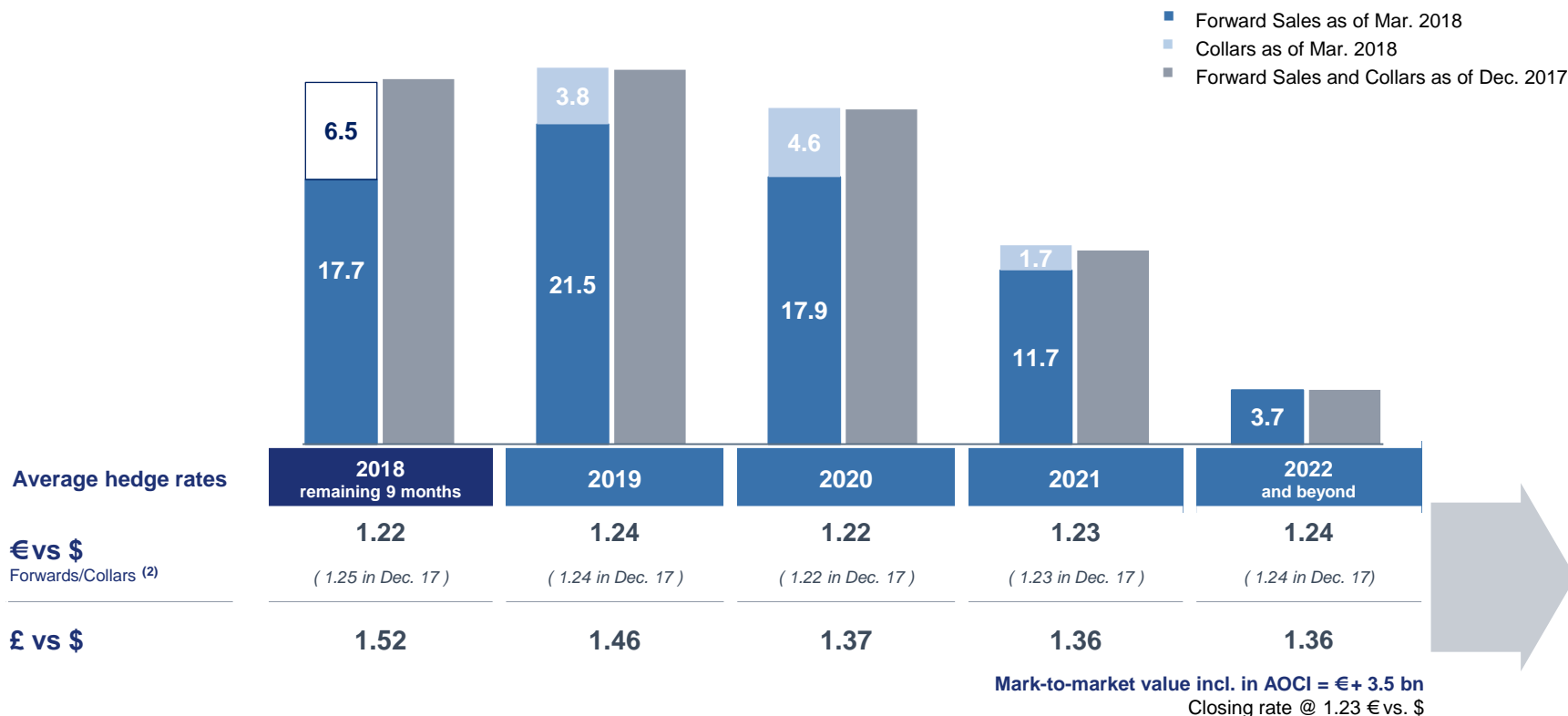
in €



- Q1 2018 Net Income of € 283 m
- Q1 2018 Net Income Adjusted of € - 47 m
- Q1 2018 tax rate on core business is 28 %

CURRENCY HEDGE POLICY

IN \$ BILLION

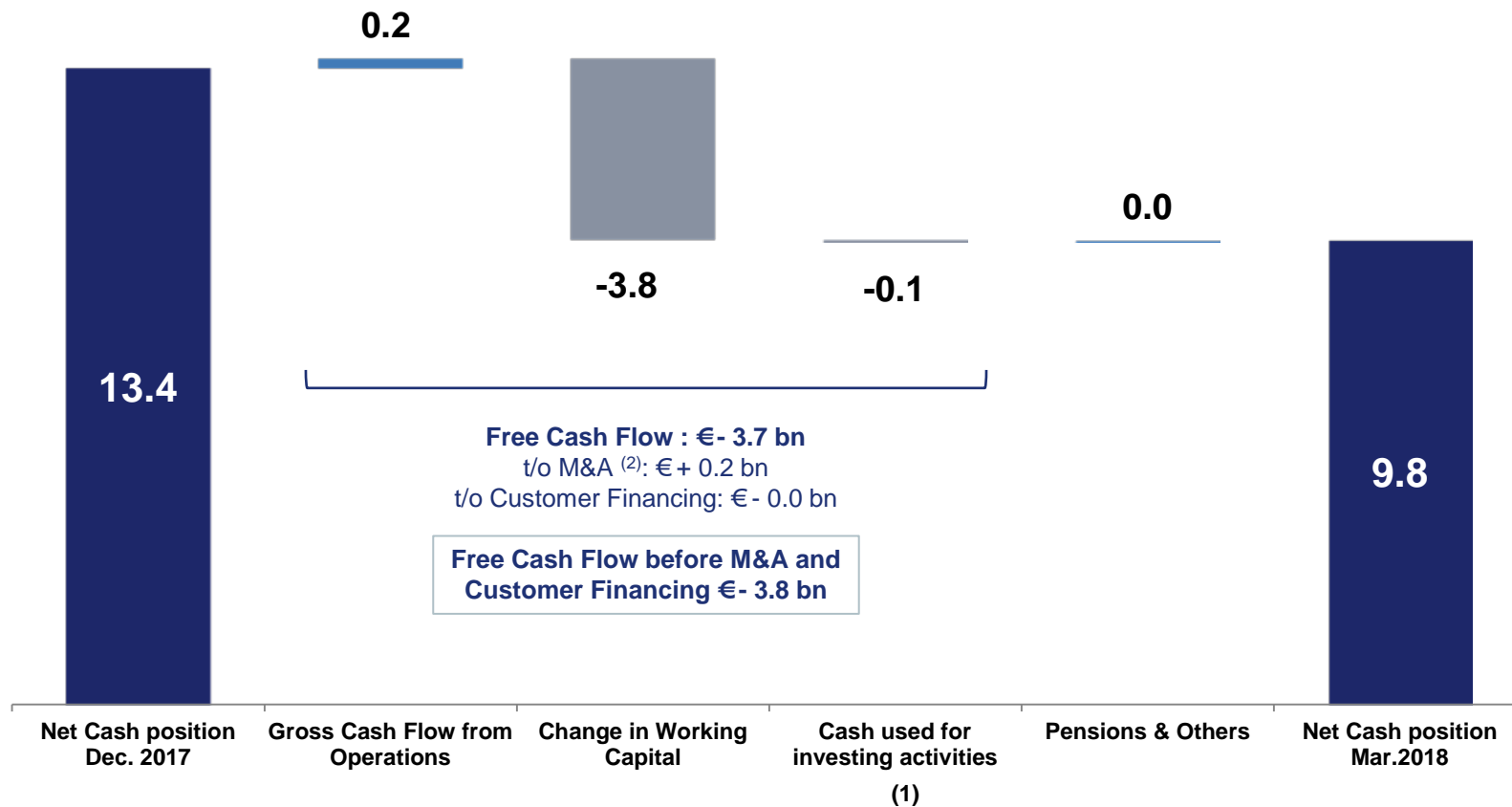


- In Q1 2018, \$ 0.4 bn of new Forwards were added at an average rate of € 1 = \$ 1.34 (1)
- \$ 6.5 bn of hedges matured at an average rate of € 1 = \$ 1.31
- Hedge portfolio (1) 31 March 2018 at \$ 82.6 bn (vs. \$ 88.7 bn in Dec. 2017), at an average rate of \$ 1.23 (2)
- In Q1, \$ 1.1 bn of hedges rolled-over intra-year to align with backloaded delivery profile

Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement. Graph shows US\$ Forward Sales and Collars
(1) Total hedge amount contains \$/€ and \$/£ designated hedges; (2) Blended Forwards and Collars rate includes Collars at least favourable rate

Q1 2018 CASH EVOLUTION

IN €BILLION



2017 figures are amended with IFRS15 restatement

(1) Thereof Capex of €- 0.4 bn; (2) M&A transactions include acquisitions and disposals of subsidiaries and businesses

Q1 Results 2018

Company
Highlights

Divisional
Highlights

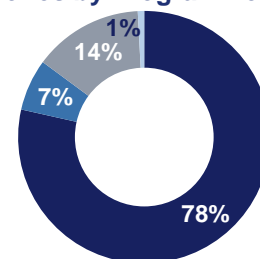
Guidance
Highlights



IN € MILLION	Q1 2018	Q1 2017	Change
Order Intake (net)	45	6	650.0%
Order book Units	7,189	6,744	6.6%
Deliveries (Units)	121	136	-11.0%
Revenues	7,222	8,166	-11.6%
R&D Expenses	430	374	15.0%
<i>in % of Revenues</i>	<i>6.0%</i>	<i>4.6%</i>	
EBIT Adjusted	(41)	(103)	-
<i>in % of Revenues</i>	<i>-0.6%</i>	<i>-1.3%</i>	
EBIT	(2)	(48)	-
<i>in % of Revenues</i>	<i>0.0%</i>	<i>-0.6%</i>	

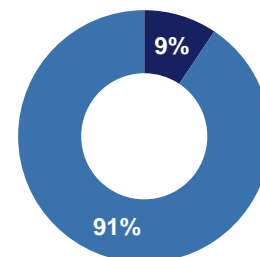
Airbus combines former Commercial Division and HQ function, excluding Transversal activities

Deliveries by Programme (units)



■ A320 ■ A330
■ A350 ■ A380

External Revenue Split

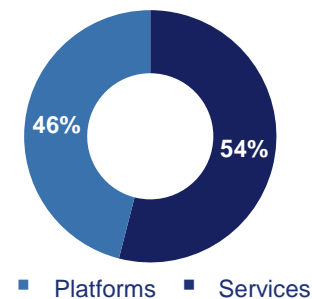
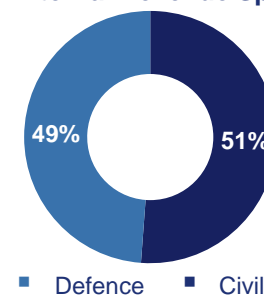


■ Platforms ■ Services

- Revenues and EBIT Adjusted mainly reflect back-loaded delivery phasing
- A320neo: ramp-up progressing, GTF engine deliveries resuming
- A350: learning curve progression

IN € MILLION		Q1 2018	Q1 2017	Change
Order Intake (net)		104	60	73.3%
	Units			
Order book		744	748	-0.5%
	Value			
Order Intake (net)		1,288	1,417	-9.1%
Order Book		13,176	12,921	2.0%
Deliveries (Units)		52	78	-33.3%
Revenues		961	1,176	-18.3%
R&D Expenses		70	65	7.7%
<i>in % of Revenues</i>		<i>7.3%</i>	<i>5.5%</i>	
EBIT Adjusted		(3)	(6)	-
<i>in % of Revenues</i>		<i>-0.3%</i>	<i>-0.5%</i>	
EBIT		(10)	(6)	-
<i>in % of Revenues</i>		<i>-1.0%</i>	<i>-0.5%</i>	

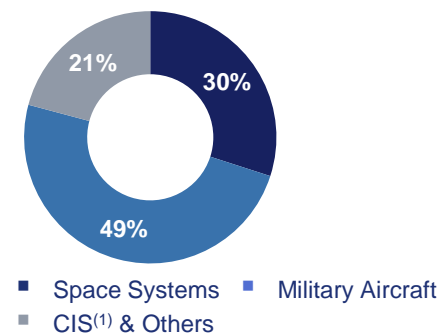
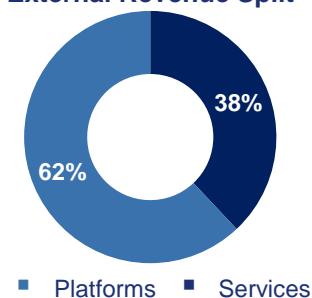
External Revenue Split



- Revenues reflect lower deliveries and Vector Aerospace deconsolidation
Perimeter change impact on Revenues ~ € 150 m
- Transformation efforts compensating market softness

IN € MILLION	Q1 2018	Q1 2017	Change
Order Intake (net)	1,581	1,521	3.9%
Order Book	37,303	39,159	-4.7%
Revenues	2,217	2,340	-5.3%
R&D Expenses	58	60	-3.3%
<i>in % of Revenues</i>	2.6%	2.6%	
EBIT Adjusted	112	118	-5.1%
<i>in % of Revenues</i>	5.1%	5.0%	
EBIT	265	657	-59.7%
<i>in % of Revenues</i>	12.0%	28.1%	

External Revenue Split



- Revenues and EBIT reflect perimeter changes
Perimeter change impact on Revenues ~ € 100 m
- Capital Gain from disposal of Airbus DS Communications Inc. business
- A400M: 4 a/c delivered in Q1 2018

(1) Communications, Intelligence & Security
Capitalised R&D: €3 m in Q1 2018 and €3 m in Q1 2017
2017 figures are pro forma, amended with IFRS15 restatement and new segment reporting

Q1 Results 2018

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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 € 4.25 bn as reported, pre-IFRS15, Airbus expects, before M&A:
 - An increase in EBIT Adjusted of approximately 20%
 - IFRS15 is expected to further increase EBIT Adjusted by an estimated €0.1 bn
 - Therefore, Airbus expects to report EBIT Adjusted of approximately €5.2 bn prepared under IFRS 15 in 2018
- 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

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- Deliver ~800 a/c in 2018, prepare further ramp-up potential
- Leverage competitive aircraft portfolio
- Agree and deliver on A400M re-baselined roadmap
- Invest in our future for improved efficiency and competitiveness
- Deliver EPS and FCF growth potential



Earnings and FCF taking off!

AIRBUS

Q1 Results 2018

Appendix



EXPECTED AIRBUS AVERAGE HEDGE RATES €VS. \$

Active exposure management



	Average Hedge Rates
FY 2017	1.29
FY 2018E	1.25

(1) Q1 actual

Q1 2018 DETAILED INCOME STATEMENT AND ADJUSTMENTS

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IN € MILLION

	Q1 2018	thereof Adjustments				Financial Result	Q1 2018 Adjusted
		Impact on EBIT					
		Airbus	Defence and Space ⁽¹⁾	Helicopters	Airbus		
EBIT	199	(7)	153	(7)	46	14	
in % of revenues	2.0%					0.1%	
Interest income	41					41	
Interest expenses	(104)					(104)	
Other Financial Result	102				117	(15)	
Finance Result	39				117	(78)	
Income before taxes	238	(7)	153	(7)	46	(64)	
Non-controlling interest	(1)					(1)	
Net Income reported	283					(47)	
Number of shares	774,364,786					774,364,786	
EPS reported (in €)	0.37					(0.06)	

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 discount on provisions

The tax effect on Adjusted Income before taxes is calculated at 28%. The effective tax rate on Income before taxes is -19%

(1) Thereof € 159 m Airbus DS Communications business in the US net capital gain

Q1 2017 DETAILED INCOME STATEMENT AND ADJUSTMENTS

IN € MILLION

	Q1 2017	thereof Adjustments			Q1 2017 Adjusted
		Impact on EBIT			
		Operational	FX	Financial Result	
		Defence and Space ⁽¹⁾	Airbus		
EBIT	575	539	55		(19)
in % of revenues	5.0%				(0.2)%
Interest income	39				39
Interest expenses	(127)				(127)
Other Financial Result	(118)			(97)	(21)
Finance Result	(206)			(97)	(109)
Income before taxes	369	539	55	(97)	(128)
Non-controlling interest	(1)				(1)
Net Income reported	409				(93)
Number of shares	772,728,699				772,728,699
EPS reported (in €)	0.53				(0.12)

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 discount on provisions

The tax effect on Adjusted Income before taxes is calculated at 28%

(1) Thereof €560 m Defence Electronics net capital gain
2017 figures are amended with IFRS15 restatement

Q1 2018 KEY FIGURES

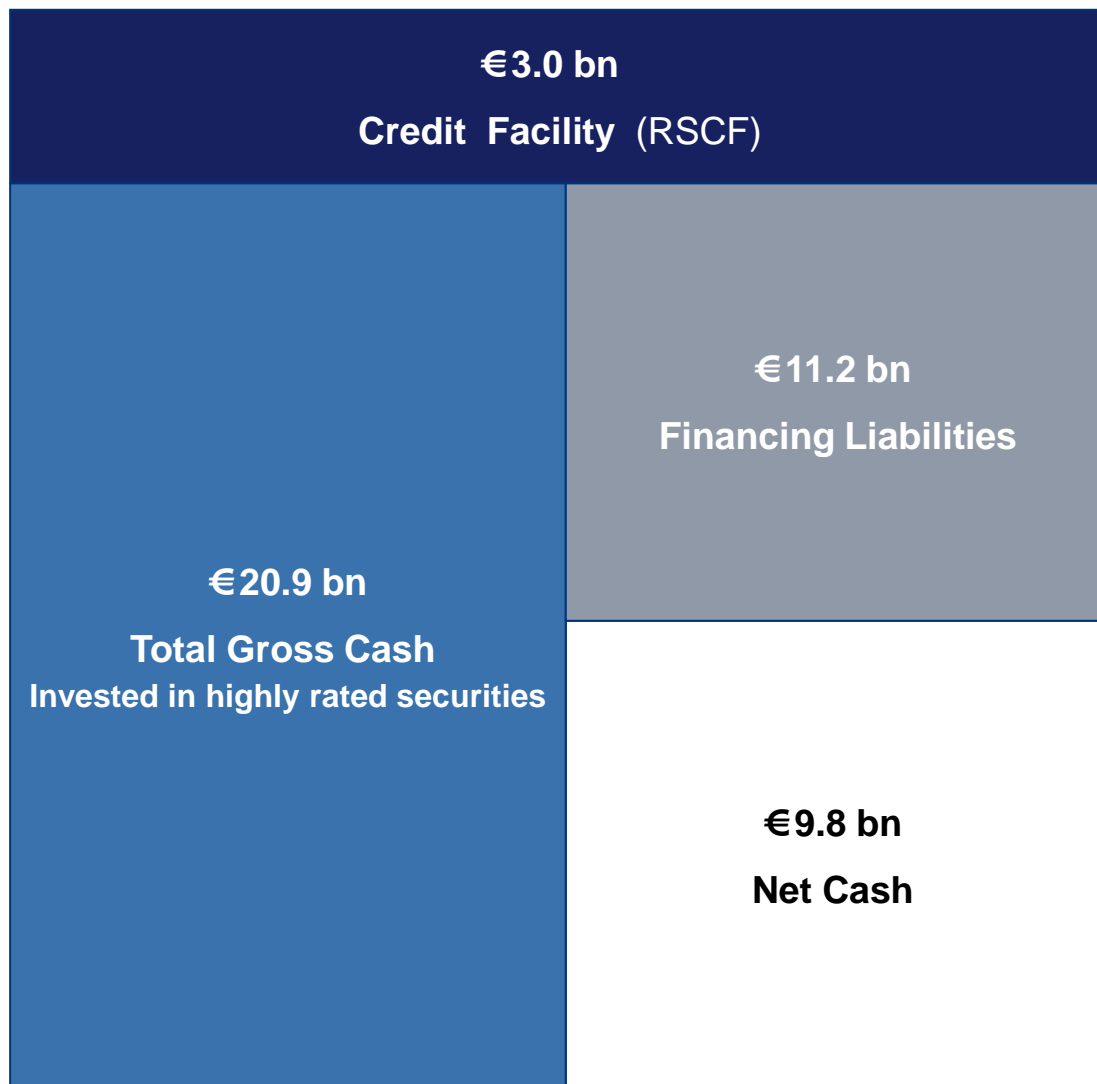
IN € MILLION

	Q1 2018	Q1 2017
Revenues	10,119	11,442
EBIT Adjusted	14	(19)
EBIT	199	575
Net Income	283	409
FCF before M&A	(3,846)	(1,599)
FCF before M&A and Customer Financing	(3,839)	(1,269)

IN € MILLION

	Q1 2018	Q1 2017	Q1 2018	Q1 2017	Q1 2018	Q1 2017
	Revenues		EBIT Adjusted		EBIT	
Airbus	7,222	8,166	(41)	(103)	(2)	(48)
Helicopters	961	1,176	(3)	(6)	(10)	(6)
Defence and Space	2,217	2,340	112	118	265	657
Transversal & Elim.	(281)	(240)	(54)	(28)	(54)	(28)
Consolidated Airbus	10,119	11,442	14	(19)	199	575

STRONG LIQUIDITY POSITION AS AT 31 MARCH 2018



Credit Facility:

- Maturity 2021, undrawn
- Fully committed by 40 banks
- No financial covenants, no MAC clause

Financing Liabilities:

of which long-term : €8.8 bn

- Includes €3.0 bn EMTN, €0.5 bn Convertible Bond, €1.1 bn exchangeable bond and \$2.5 bn USD 144A/RegS

Credit Ratings:

Short-term rating:

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

Long-term rating:

- S & P: A+ stable
- Moody's: A2 stable

DETAILED FREE CASH FLOW

IN € MILLION	Q1 2018	Q1 2017
Net Cash position at the beginning of the period	13,390	11,113
Gross Cash Flow from Operations ⁽¹⁾	206	230
Change in working capital	(3,797)	(1,493)
Cash used for investing activities ⁽²⁾	(65)	147
of which Industrial Capex (additions) ⁽³⁾	(393)	(482)
Free Cash Flow ⁽⁴⁾	(3,656)	(1,116)
of which M&A	190	483
Free Cash Flow before M&A	(3,846)	(1,599)
of which Customer Financing	(7)	(330)
Free Cash Flow before M&A and Customer Financing	(3,839)	(1,269)
Change in capital and non-controlling interests		
Change in treasury shares / share buyback	(37)	
Contribution to plan assets of pension schemes	(53)	(106)
Cash distribution to shareholders / non - controlling interests		
Others	125	(141)
Net cash position at the end of the period	9,769	9,750

2017 figures are amended with IFRS15 restatement

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

(2) Excluding change of securities and change in cash from changes in consolidation and excluding bank activities; (3) Excluding leased and financial assets; (4) Excluding change in securities, change in cash from changes in consolidation, contribution to plan assets, realised FX results on Treasury swaps and bank activities

NET CASH POSITION

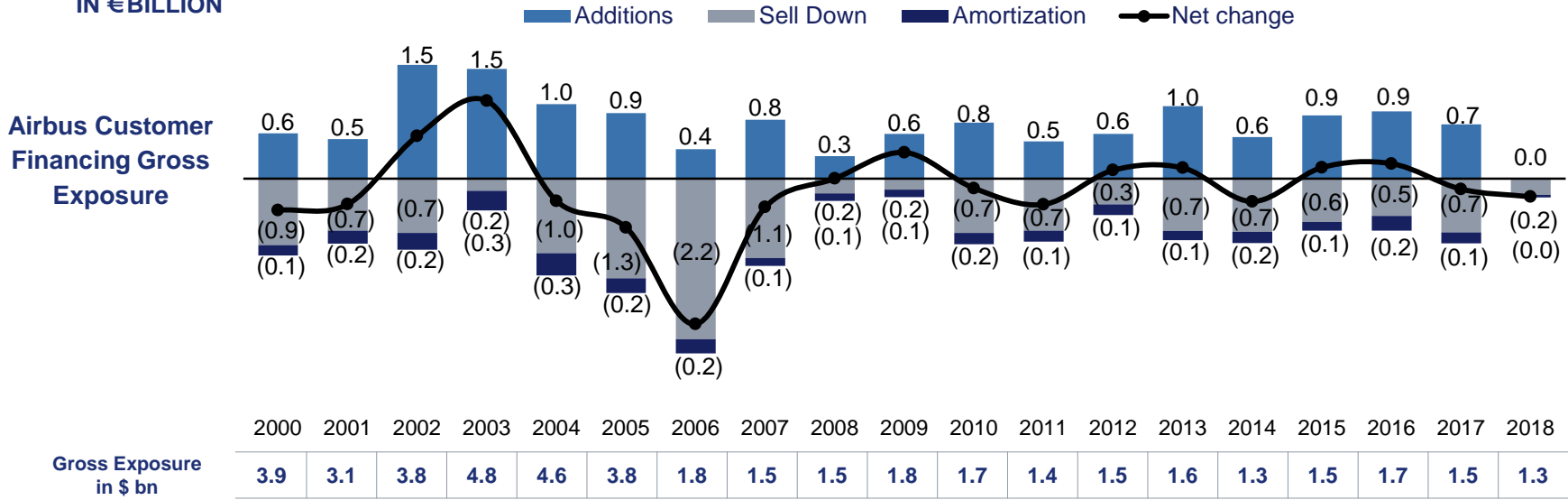
IN €MILLION	Mar. 2018	Dec. 2017
Gross Cash	20,923	24,587
Financing Debts	(11,154)	(11,197)
Short-term Financing Debts	(2,326)	(2,213)
Long-term Financing Debts	(8,828)	(8,984)
Reported Net Cash	9,769	13,390
Airbus non-recourse debt	30	29
Net Cash excl. non-recourse	9,799	13,419

CUSTOMER FINANCING EXPOSURE

IN €MILLION	Mar. 2018	Dec. 2017	Mar. 2018	Dec. 2017
	Airbus		Helicopters	
Closing rate € 1 =	\$1.23	\$1.20	\$ 1.23	\$ 1.20
Total Gross Exposure	1,032	1,264	135	135
of which off-balance sheet	31	144	4	4
Estimated value of collateral	(754)	(953)	(62)	(64)
Net Exposure	278	311	73	71
Provision and asset impairment	(278)	(311)	(73)	(71)
Net Exposure after provision	0	0	0	0

AIRBUS CUSTOMER FINANCING

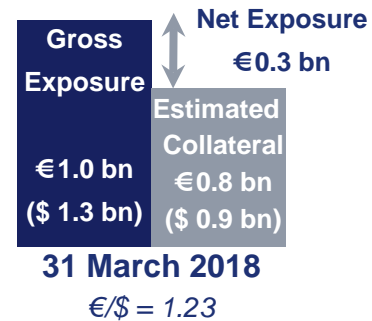
IN €BILLION



Net Exposure fully provisioned



Net Exposure fully provisioned



IFRS 15 BALANCE SHEET IMPACT: KEY AIRBUS CONSIDERATIONS

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Equity impact (€- 2.6 bn)

- Reflects equity impact as of Jan. 1st, 2017 (~ €- 2.1 bn) and subsequent FY 2017 IFRS 15 P&L impact
- Impacts primarily driven by **A350, A400M, NH90** and **Tiger**
- Quantitative impacts on equity are phasing differences on contracts from:
 - Separation of contracts into Performance Obligations (POs)
 - Timing of revenue recognition
 - Variable revenue constraints
- Balance Sheet restated to reflect equity adjustments

Reclassification of Balance Sheet items

- Two new Balance Sheet accounts created:
 - **Contract Assets:** comprise mainly PoC Receivables previously recorded in Trade Receivables
 - **Contract Liabilities:** comprise mainly customer advances, previously recorded in Other Liabilities
- **Costs to obtain or fulfil a contract** reclassified from Inventory to Other Assets

Netting of Contract Assets and Liabilities

- Contract Assets and Liabilities are **netted on a contract-by-contract basis**
- For example, Contract Assets show PoC Receivables net of advances and Contract Liabilities show advances net of PoC Receivables

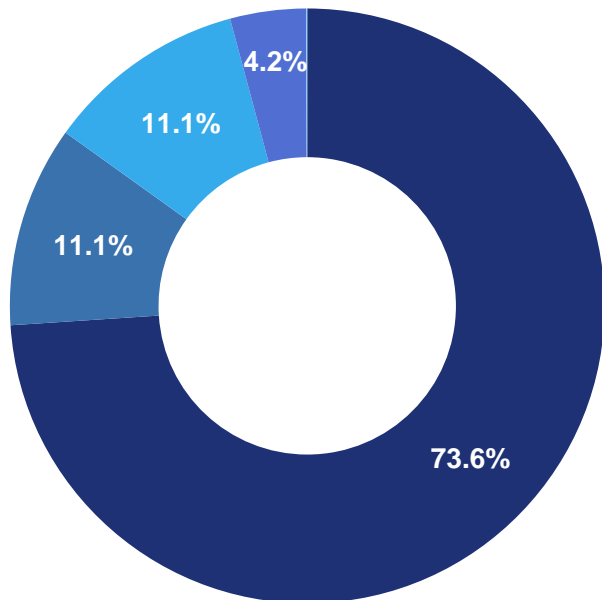
BALANCE SHEET HIGHLIGHTS: ASSETS

IN €MILLION	Mar. 2018	Dec. 2017
Non-current Assets	53,887	53,526
of which Intangible & Goodwill	11,573	11,629
of which Property, plant & equipment	16,502	16,611
of which Investments & Financial assets	5,798	5,821
of which positive hedge mark-to-market	3,790	2,901
of which Non-current securities	10,755	10,944
Current Assets	58,562	57,346
of which Inventory	32,814	29,737
of which Cash	8,354	12,016
of which Current securities	1,814	1,627
of which positive hedge mark-to-market	997	663
Assets of disposal groups classified as held for sale	28	202
Total Assets	112,477	111,074
Closing rate € vs. \$	1.23	1.20

BALANCE SHEET HIGHLIGHTS: LIABILITIES

IN €MILLION	Mar. 2018	Dec. 2017
Total Equity	12,066	10,742
of which OCI (Other Comprehensive Income)	3,983	2,743
of which Non-controlling interests	10	2
Non-current liabilities	41,330	42,162
of which pensions	8,380	8,025
of which other provisions	1,767	1,754
of which financing debts	8,828	8,984
of which European governments refundable advances	5,527	5,537
of which Customer advances	16,407	16,659
of which negative hedge mark-to-market	848	1,127
Current liabilities	59,059	58,064
of which pensions	289	336
of which other provisions	5,602	5,936
of which financing debts	2,326	2,213
of which European governments refundable advances	369	364
of which Customer advances	32,597	30,921
of which negative hedge mark-to-market	837	1,144
Liabilities of disposal groups classified as held for sale	22	106
Total Liabilities and Equity	112,477	111,074

SHAREHOLDING STRUCTURE AS AT 31 MARCH 2018



Free Float 73.6%

Shareholder Agreement 26.4%

SOGEPa 11.1%

GZBV 11.1%

SEPI 4.2%

Treasury Shares 0.0%

■ 774,556,062 shares issued as at 31 March 2018

QUARTERLY REVENUES BREAKDOWN (CUMULATIVE)

IN €MILLION	Q1		H1		9m		FY	
	2018	2017	2018	2017	2018	2017	2018	2017
Airbus	7,222	8,166		18,182		27,579		43,486
Helicopters	961	1,176		2,716		4,197		6,335
Defence and Space	2,217	2,340		4,900		7,074		10,596
Transversal & Elim.	(281)	(240)		(623)		(821)		(1,395)
Consolidated Airbus	10,119	11,442		25,175		38,029		59,022

Helicopters and Defence and Space figures reflect perimeter change impact
 2017 figures are pro forma, amended with IFRS15 restatement and new segment reporting

QUARTERLY EBIT ADJUSTED BREAKDOWN (CUMULATIVE)

IN €MILLION	Q1		H1		9m		FY	
	2018	2017	2018	2017	2018	2017	2018	2017
Airbus	(41)	(103)		257		806		2,383
Helicopters	(3)	(6)		80		161		247
Defence and Space	112	118		298		343		815
Transversal & Elim.	(54)	(28)		(82)		(156)		(255)
Consolidated Airbus	14	(19)		553		1,154		3,190

Helicopters and Defence and Space figures reflect perimeter change impact
 2017 figures are pro forma, amended with IFRS15 restatement and new segment reporting

QUARTERLY EBIT BREAKDOWN (CUMULATIVE)

IN €MILLION	Q1		H1		9m		FY	
	2018	2017	2018	2017	2018	2017	2018	2017
Airbus	(2)	(48)		381		779		2,257
Helicopters	(10)	(6)		80		161		247
Defence and Space	265	657		832		835		462
Transversal & Elim.	(54)	(28)		(82)		(156)		(301)
Consolidated Airbus	199	575		1,211		1,619		2,665

Helicopters and Defence and Space figures reflect perimeter change impact
 2017 figures are pro forma, amended with IFRS15 restatement and new segment reporting

Q1 2018 IFRS VS. APM CASH FLOW RECONCILIATION

IN €BILLION	Q1 2018	IN €BILLION	Q1 2018
Cash provided by (used for) operating activities	(3.59)	Cash provided by (used for) operating activities	(3.59)
t/o Reimbursement from / contribution to plan assets	(0.05)	Cash provided by (used for) investing activities	(0.12)
t/o Treasury swaps	0.05	t/o Net proceeds (payment)	0.01
t/o Change in working capital	(3.80)	Others	0.06
Gross Cash Flow from Operations	0.21	Free Cash Flow	(3.66)
		t/o M&A transactions	0.19
		Free Cash Flow before M&A	(3.85)
		t/o Customer Financing	(0.01)
		FCF before M&A and Customer Financing	(3.84)

GLOSSARY ON ALTERNATIVE PERFORMANCE MEASURES (APM)

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The following 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 19.
- **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 (all as recorded in the consolidated statement of financial position) as defined in MD&A section 2.1.6.
- **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 working capital. It is defined in Registration Document, MD&A section 2.1.6 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.
- **Change 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, other assets and prepaid expenses netted against trade liabilities, other liabilities (including customer advances), deferred income and customer financing.
- **FCF:** For the definition of the alternative performance measure free cash flow, see 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 FCF as defined in the Registration Document, MD&A section 2.1.6.1. adjusted for net proceeds from disposals and acquisitions. It is an alternative performance measure and indicator that is important in order to measure FCF excluding those cash flows from the disposal and acquisition 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 from time to time by the Company in its financial guidance, esp. when there is higher uncertainty around customer financing activities, such as during the suspension of ECA financing support.