

# 2002 Results



## Performance & Discipline

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Analysts meeting - Paris - March 10th, 2003

# Safe Harbor Statement



Certain of the statements contained in this document are not historical facts but rather are statements of future expectations and other forward-looking statements that are based on management's beliefs. These statements reflect the Company's views and assumptions as of the date of the statements and involve known and unknown risk and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

When used in this document, words such as "anticipate", "believe", "estimate", "expect", "may", "intend", "plan to" and "project" are intended to identify forward-looking statements. Such forward-looking statements include, without limitation, projections for improvements in process and operations, new business opportunities, revenues and revenues growth, operating margin growth, cash flow, deliveries, launches, compliance with delivery schedules, performance against Company targets, new products, current and future markets for the Company products and other trend projections.

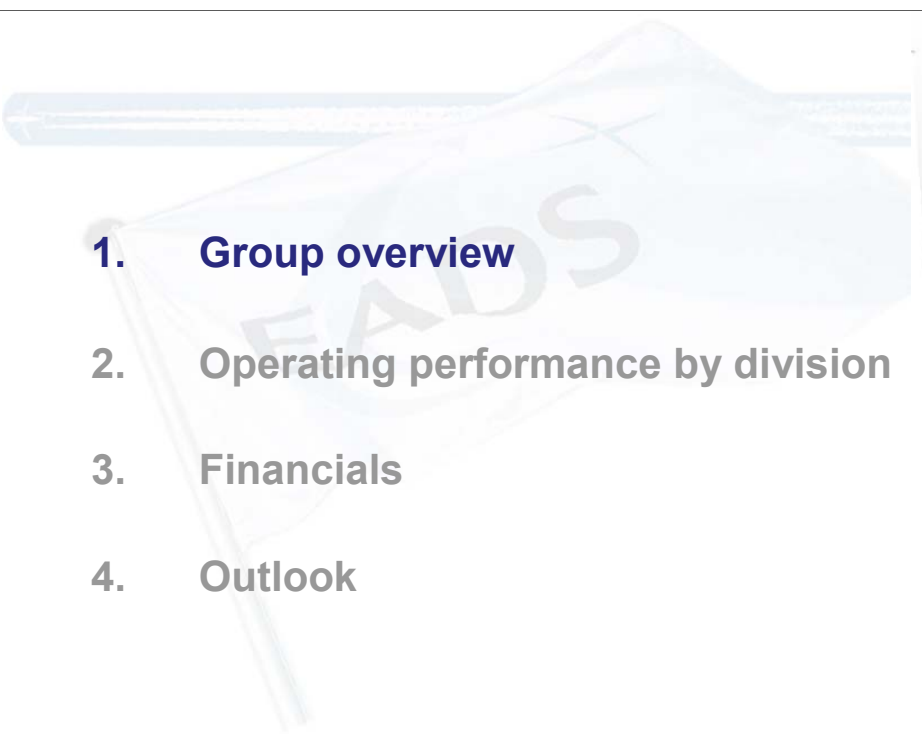
This forward looking information is based upon a number of assumptions including without limitation:

- Assumption regarding demand
- Current and future markets for the Company's products and services
- Internal performance including the ability to successfully integrate EADS' activities to control costs and maintain quality
- Customer financing
- Customer, supplier and subcontractor performance or contract negotiations
- Favourable outcomes of certain pending sales campaigns

Forward looking statements are subject to uncertainty and actual future results and trends may differ materially depending on variety of factors including without limitation:

- General economic and labour conditions, including in particular economic conditions in Europe and North America,
- Legal, financial and governmental risk related to international transactions
- The Cyclical nature of some of the Company's businesses
- Volatility of the market for certain products and services
- Product performance risks
- Collective bargaining labour disputes
- Factors that result in significant and prolonged disruption to air travel world-wide
- The outcome of political and legal processes, including uncertainty regarding government funding of certain programs
- Consolidation among competitors in the aerospace industry
- The cost of developing, and the commercial success of new products
- Exchange rate and interest rate spread fluctuations between the Euro and the U.S. dollar and other currencies
- Legal proceeding and other economic, political and technological risk and uncertainties

Additional information regarding these factors is contained in the Company's "document de référence" dated 18th April 2002. The Company disclaims any intention or obligation to update these forward-looking statements. Consequently the Company is not responsible for any consequences from using any of the above statements.

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- A large, faded watermark of the EADS logo and a flag is visible in the background of the slide. The flag is light blue and white, with the word "EADS" written across it in a large, semi-transparent font. The flag is attached to a pole and appears to be waving.
- 1. Group overview**
  - 2. Operating performance by division**
  - 3. Financials**
  - 4. Outlook**

## Meeting the economic challenge



- Performance and cash targets met
- Book to bill greater than 1, strong order book

**... with strong financial discipline**

- prudence for continued market uncertainty

## Business Highlights in 2002



- Airbus:**
- 303 delivered aircraft; 233 net orders incl. 120 easyJet a/c
  - Cash preserved and financing exposure limited
  - A380 review confirms program on track

- Defence:**
- DCS Turnaround to profitability
  - Contracts: Meteor 6 European nations, Taurus Germany, Tiger Australia, NH90 Norway
  - Partner in US Coast Guards Deepwater project
  - Preferred bidder for Eurofighter Austria, NH90 Greece and Herkules Germany

- Space:**
- Problems compounded by market deterioration
  - Preferred bidder for Paradigm in UK

## Strategic milestones



### • Agreements for Defence growth

- EADS, Northrop, Thales and Finmeccanica teamed for NATO AGS (Air Ground Surveillance)
- Northrop's Global Hawk flies with EADS payload (Euro Hawk)
- Full control of Paradigm (secure telecommunication for British MoD)
- MBDA and Thales improve cooperation in missile seekers

### • Extending our global reach

- Ralph Crosby head of EADS North America, member of EADS Executive Committee
- Eurocopter maintenance centre in China, facility in the US
- EADS Telecom office in Hong-kong
- Airbus signs up 6 Japanese partners for A380

### • Efficiency improvement

- Full control of Astrium early 2003 clears the path to restructuring
- Organisation improvement for Cross-business-unit developments
- Expansion of sourcing agreements (Honeywell, Thales,...)

## 2002 Financial overview



| in € bn                              | 2002       | 2001       |
|--------------------------------------|------------|------------|
| Revenues                             | 29.9       | 30.8       |
| <b>EBIT*</b>                         | <b>1.4</b> | <b>1.7</b> |
| <b>FCF before cust. financing **</b> | <b>0.6</b> | <b>0.9</b> |
| New orders                           | 31.0       | 60.2       |

|                          | Dec. 2002  | Dec. 2001  |
|--------------------------|------------|------------|
| <b>Net Cash position</b> | <b>1.2</b> | <b>1.5</b> |
| Total Order book         | 168.3      | 183.3      |

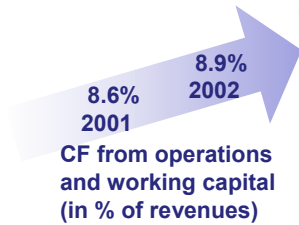
\* pre goodwill and exceptionals

\*\* excluding investments in medium term securities ( 2002: 264 €m and 2001: 390 €m)

## Successful cash management



- Maintained strong net cash position at **€ 1.2 bn**
- Customer financing exposure significantly contained
- Pre Delivery Payment flow limits working capital requirement
- Post-Sept 11<sup>th</sup> **cost saving plans** support strong CF from operations and working capital at €2.7 bn
- Positive Free CF before customer financing including A380 investments ramp-up
- Flexible access to debt market





# EBIT Contributors



## EBIT\* 2002 in € m

|              |                    |              |   |
|--------------|--------------------|--------------|---|
|              | Airbus             | <b>1,361</b> | ➤ Lower deliveries, higher R&D                  |
|              | Aeronautics        | <b>261</b>   | ➤ Commercial aviation downturn                  |
|              | HQ Consolidation** | <b>112</b>   | ➤ HQ cost savings                               |
|              | DCS                | <b>40</b>    | ➤ Turnaround thanks to restructuring            |
| (80)         | MTA                |              | ➤ One-time depreciation charge                  |
| (268)        | Space              |              | ➤ Cancellation, technical issues, restructuring |
| <hr/>        |                    |              |   |
| <b>(348)</b> | <b>Total</b>       | <b>1,774</b> |   |
|              |                    | <b>1,426</b> |   |

\* pre goodwill and exceptionals

\*\* including contribution of 46% stake in Dassault Aviation

## Enhance Profitability



## ... and deliver on all promises

We promised

and achieved

|                                     |   |           |
|-------------------------------------|---|-----------|
| Book-to-bill over one               | ✓ | 1.04      |
| EBIT* of 1.4 €bn                    | ✓ | € 1.4 bn  |
| Revenues stable                     | ✓ | € 29.9 bn |
| Net cash position slightly positive | ✓ | € 1.2 bn  |

\* pre goodwill and exceptionals

1. Group overview
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# Airbus

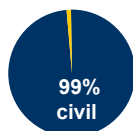


| € m                          | 2002    | 2001    |
|------------------------------|---------|---------|
| <b>Deliveries</b> (in units) | 303     | 325     |
| <b>Revenues</b>              | 19,512  | 20,549  |
| <b>R&amp;D self-financed</b> | 1,682   | 1,425** |
| in % of revenues             | 8.6%    | 6.9%    |
| <b>EBIT*</b>                 | 1,361   | 1,655   |
| in % of revenues             | 7.0%    | 8.1%    |
| <b>Order book</b>            | 140,996 | 156,075 |
| in units                     | 1,505   | 1,575   |
| in yrs of prod.***           | 5.0     | 5.3     |

\* pre goodwill and exceptional depreciation of fair value adjustments

\*\* Jigs & tools depreciation reclassified from R&D expenses to cost of sales: 205 € m

\*\*\* based on 300 deliveries



based on 2002 revenues

- EBIT margin before R&D up, resists decrease in deliveries
- Absorption of market changes through production flexibility
- Gross order intake of 300 a/c
- A380 order book reaches 95 a/c
- Total Order book largest in industry
- A380 programme on track for entry into service in 2006, update of R&D outlays

# A380 in full scale development



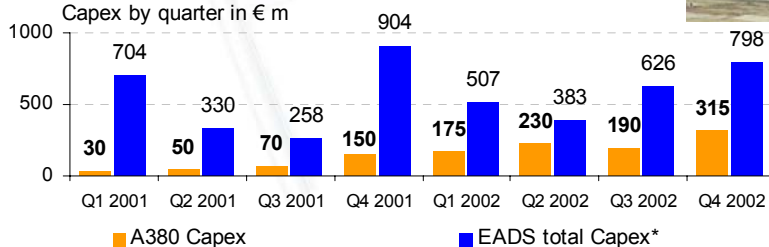
Self-financed R&D expensed by quarter in € m



**Cumulative  
A380 R&D  
= 1.3€bn**



Capex by quarter in € m



**Cumulative  
A380 capex  
= 1.2€bn**

\* including leased aircraft and RVG reclassification (2001: 604€m; 2002: 101€m)

# MTA



| € m  | 2002       | 2001       |
|--|------------|------------|
| <b>Revenues</b>                                  | 524        | 547        |
| <b>R&amp;D self-financed</b><br>in % of revenues | 40<br>7.6% | 53<br>9.7% |
| <b>EBIT*</b><br>in % of revenues                 | (80)       | 1<br>0.2%  |
| <b>Order book</b>                                | 633        | 1,320      |

\* pre goodwill and exceptional s

- Fairchild Dornier insolvency impact on EBIT (-54 €m) and order book (-0.5 €bn)
- EADS selected partner in Deepwater programme
- A400M contract (17.7 €bn\*\*):
  - Germany commits to 60 and terms are set for new total of 180
  - final stage of negotiation



based on 2002 revenues

\*\* EADS share

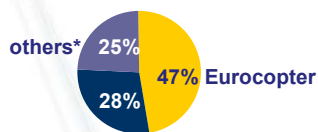
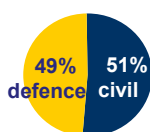
# Aeronautics



| € m                          | 2002   | 2001   |
|------------------------------|--------|--------|
| <b>Revenues</b>              | 5,304  | 5,065  |
| <b>R&amp;D self-financed</b> | 150    | 132    |
| in % of revenues             | 2.8%   | 2.6%   |
| <b>EBIT*</b>                 | 261    | 308    |
| in % of revenues             | 4.9%   | 6.1%   |
| <b>Order book</b>            | 13,458 | 13,722 |

\* pre goodwill and exceptional s

- Civil aviation downturn and R&D increase impact EBIT
- Eurocopter:
  - 367 a/c deliveries
  - No.1 worldwide in orders
  - Partner in Deepwater programme
  - NH90: Greece selection
- Eurofighter:
  - serial production ramp up following delays
  - selected by Austria



**Military Aircraft**

based on 2002 revenues

\* ATR, Sogerma, Socata, EFW

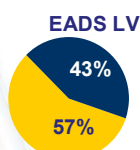
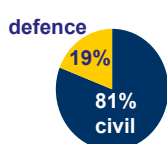
# Space



| € m                          | 2002  | 2001  |
|------------------------------|-------|-------|
| <b>Revenues</b>              | 2,216 | 2,439 |
| <b>R&amp;D self-financed</b> | 59    | 60    |
| in % of revenues             | 2.7%  | 2.5%  |
| <b>EBIT*</b>                 | (268) | (222) |
| in % of revenues             |       |       |
| <b>Order book</b>            | 3,895 | 3,796 |

\* pre goodwill and exceptional s

- EBIT impacted by technical difficulties, investment depreciations, one contract cancellation and restructuring
- Order intake increase due to M51 development, Amazonas and Hellasat
- Arianespace wins 11 of 18 commercial launch orders.
- Astrium:
  - Full control assumed early 2003 leading to reorganisation of launcher assets.
  - Preferred bidder for Skynet 5
- Drastic restructuring to achieve EBIT breakeven in 2004



Astrium (75% stake)

based on 2002 revenues



## Space: roadmap to profitability

### • Starting point : Current difficulties

- Telecom market degradation exacerbates industry overcapacity
- Inherent programme risks, Ariane 5 accident
- Budgets constrain institutional and scientific programs
- EBIT losses stem from risk provisions, depreciation and restructuring

### • Actions under-way

- Full control of Astrium clears the path for strategic actions
- Reorganisation of the division in three integrated businesses: satellites, launchers, services under unified management
- Implement drastic incremental restructuring plan

### • Strategic goals and performance target

- Restore profitability
- Drive satellite sector consolidation
- Industrial integration of the European Launcher sector
- Leverage growth from Galileo, Skynet5

## Space restructuring



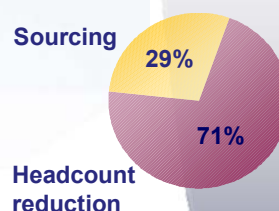
- **Plan initiated in 2002**

- Reorganisation of satellite BU in 3 prime and 1 sub-systems divisions
- Headcount reduction of 1,600 people mostly in 2003
- Full set of actions : Make or Buy policy, strengthen expertise, synergies with other divisions

- **Additional plan under implementation**

- Further reduction of about 1,700 jobs in 2 steps
- Site specialization and activity allocation among fewer competence centres
- Sourcing reorganisation
- Program engineering : product standardisation and resources pooling

Annual cost saving target by 2004



€495m



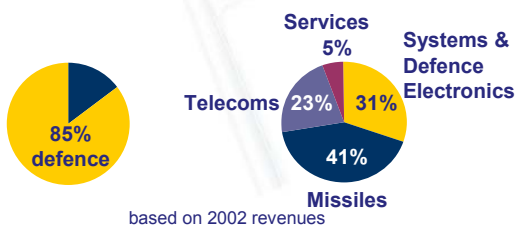
# Defence and Civil Systems

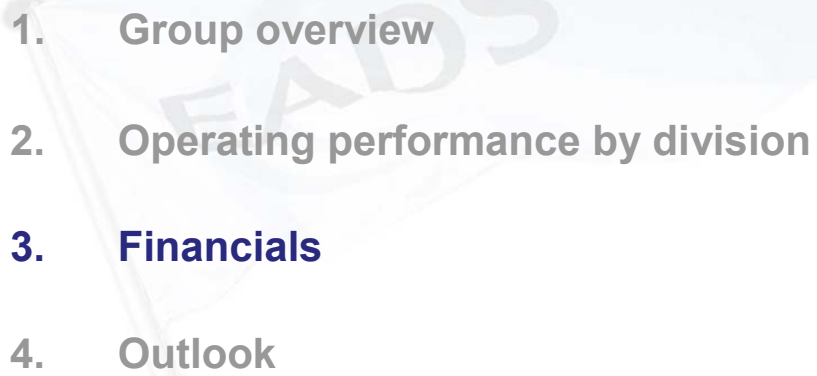


| € m                          | 2002   | 2001  |
|------------------------------|--------|-------|
| <b>Revenues</b>              | 3,306  | 3,345 |
| <b>R&amp;D self-financed</b> | 167    | 173   |
| in % of revenues             | 5.1%   | 5.2%  |
| <b>EBIT*</b>                 | 40     | (79)  |
| in % of revenues             | 1.2%   |       |
| <b>Order book</b>            | 10,110 | 9,094 |

\* pre goodwill and exceptional s

- EBIT\* turnaround on track, break-even target exceeded
- Site optimization by centres of competence completed
- Missiles Systems: Meteor (0.9 €bn EADS share) and Taurus (0.5 €bn) contracts signed
- Services: EADS preferred bidder for Herkules with German MoD (1.5 €bn EADS share)



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## Profit & loss highlights



|                             | 2002          |                  | 2001            |                  |
|-----------------------------|---------------|------------------|-----------------|------------------|
|                             | € m           | in % of Revenues | € m             | in % of Revenues |
| <b>Revenues</b>             | <b>29,901</b> |                  | <b>30,798</b>   |                  |
| self-financed R&D           | 2,096         | 7.0%             | 1,841 **        | 6.0%             |
| EBITDA                      | 3,031         | 10.1%            | 3,213           | 10.4%            |
| <b>EBIT*</b>                | <b>1,426</b>  | <b>4.8%</b>      | <b>1,694</b>    | <b>5.5%</b>      |
| <b>EBIT* before R&amp;D</b> | <b>3,522</b>  | <b>11.8%</b>     | <b>3,535 **</b> | <b>11.5%</b>     |
| Interest result             | (81)          | (0.3%)           | 63              | 0.2%             |
| Taxes                       | (453)         | (1.5%)           | (646)           | (2.1%)           |
| Net income                  | (299)         | (1.0%)           | 1,372           | 4.5%             |
| <b>Net Income*</b>          | <b>696</b>    | <b>2.3%</b>      | <b>809 ***</b>  | <b>2.6%</b>      |

\* pre goodwill and exceptionals

\*\* Jigs & tools depreciation reclassified from R&D expenses to cost of sales 205€m

\*\*\* Adjustment from previously reported figure for minority interests (127€m)

## Goodwill and exceptionals



| in € m  | Value as of<br>Dec. 31, 2002 | Amortisation |                |
|---|------------------------------|--------------|----------------|
|   |                              | 2002         | 2001           |
| <b>Net Income</b>                                   |                              | <b>(299)</b> | <b>1,372</b>   |
| <b>Goodwill amortisation</b>                        | <b>9,586</b>                 | <b>936</b>   | <b>1,466</b>   |
| - Normal amortisation                               |                              | 586          | 676            |
| - Extraordinary amortisation / impairment           |                              | 350          | 790            |
| <b>Exceptionals</b>                                 |                              | <b>243</b>   | <b>(1,944)</b> |
| - Fair value adjustments to fixed assets            | 1,298                        | 227          | 260            |
| - Fair value adjustments to inventories             | 20                           | 16           | 275            |
| - Extraordinary gain from Airbus and MBDA creations |                              | -            | (2,794)        |
| - Impairment test on Nortel JV                      |                              | -            | 315            |
| <b>Tax impact on exceptional fair value</b>         |                              | <b>(88)</b>  | <b>(182)</b>   |
| <b>Minorities and others</b>                        |                              | <b>(96)</b>  | <b>97</b>      |
| <b>Net Income pre Goodwill and Exceptionals</b>     |                              | <b>696</b>   | <b>809</b>     |

## Restructuring, write-off and disposal items included in EBIT\*



| €m                           | 2002         | 2001         |
|------------------------------|--------------|--------------|
| <b>EBIT *</b>                | <b>1,426</b> | <b>1,694</b> |
| EBIT* margin (% of revenues) | 4.8%         | 5.5%         |

### EADS EBIT\* includes the following items

|               |                        |       |       |
|---------------|------------------------|-------|-------|
| <b>Airbus</b> | Aircelle disposal      | 63    | -     |
|               | Restructuring          | -     | (96)  |
| <b>MTA</b>    | Asset depreciation     | (54)  | -     |
| <b>Space</b>  | Contract cancellation  | (62)  | -     |
|               | Asset depreciation     | (56)  | (189) |
|               | Restructuring          | (105) | (91)  |
| <b>DCS</b>    | Risk program provision | -     | (40)  |
|               | Restructuring          | (31)  | (34)  |
| <b>Others</b> | Restructuring          | (25)  | -     |

\* pre goodwill and exceptionals

## Development of net cash

| in € m  | 2002         | 2001         |
|---|--------------|--------------|
| <b>Net cash</b> at the beginning of the period  | <b>1,533</b> | <b>1,305</b> |
| Gross Cash Flow from Operations*                | 1,862        | 2,654        |
| Change in working capital                       | 804          | 2            |
| Cash used for investing activities**            | (2,953)      | (1,882)      |
| of which Industrial Capex (net) ***             | (2,093)      | (1,311)      |
| of which Customer Financing net additions       | (865)        | (93)         |
| <b>Free Cash Flow**</b>                         | <b>(287)</b> | <b>774</b>   |
| <i>Free Cash Flow before customer financing</i> | <i>578</i>   | <i>867</i>   |
| Share Buy-back                                  | (156)        | 0            |
| Dividends paid to shareholders                  | (403)        | (404)        |
| Capital increase                                | 16           | 21           |
| Others****                                      | 521          | (163)        |
| <b>Net cash</b> at the end of the period        | <b>1,224</b> | <b>1,533</b> |

\* gross cash flow operations, excl. working capital change

\*\* incl. customer financing cash impact, excl. change in securities (2002: 264€m; 2001: 390€m)

\*\*\* excl. leased assets and financial assets

\*\*\*\* mainly foreign exchange differences on US\$ denominated debt



# Strict control of customer financing



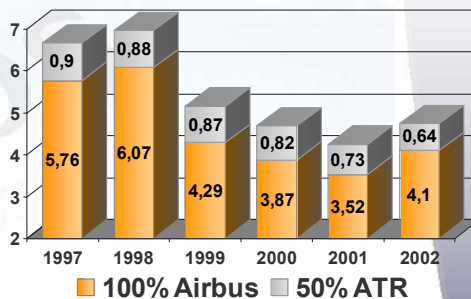
## A discretionary tool ...

- Granted on a case-by-case basis
- Pricing in line with market conditions
- Active sell-down policy (\$0.8bn sold in 2002)

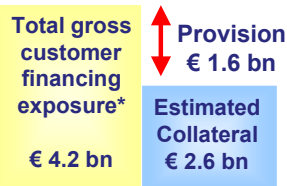
## ... used conservatively

- Almost 100% of customer financing is secured on aircraft
- EADS applies systematic discount to independent appraisals
- Net exposure is fully provisioned
- Exposure spread over 40+ airlines and 140 aircraft

Outstanding gross customer financing exposure at year-end (US\$bn)



Includes on and off balance sheet



as of 31 Dec. 2002  
adjusted for stipulated loss values

# EADS has locked in attractive rates to secure future earnings



**Total hedge portfolio (US\$ 40 bn)\***  
Volume already hedged

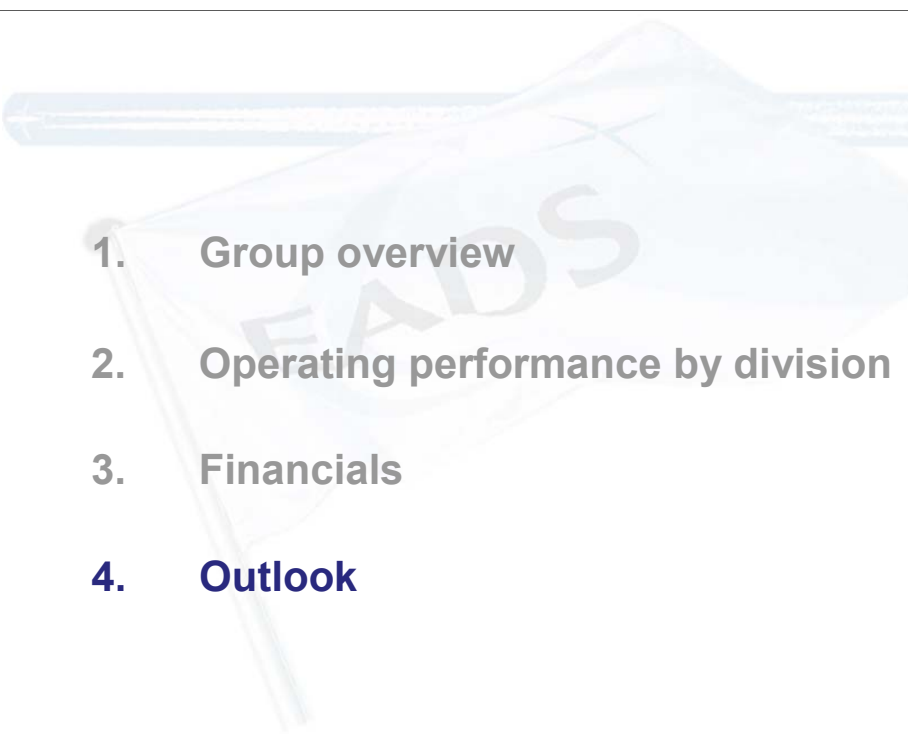


Hedge rates applicable to EBIT



Approx. 50% of EADS US\$ revenues are naturally hedged by US\$ procurement

\*as of December 2002

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1. **Group overview**
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## 2003 Guidance

### Prudent financial targets preserve our flexibility to respond to market changes

- Based on 300 deliveries and the current \$ rate (1€ = 1.10 \$), **we expect 2003 revenues in the same range as 2002**. Growth from the first time 100% consolidation of Astrium and the ramp up of Defence programs would be offset by the deterioration of the \$ rate (average 2002 € = 0.95 \$)
- **We expect 2003 EBIT in the same range as 2002**. Improved performance driven by the ramp up of Defence programs would be offset by Space restructuring, the first time 100% consolidation of Astrium losses and an R&D increase.
- Our top priority remains **cash control** and customer financing containment. We expect positive Free Cash Flow

## EADS delivers



### Calculated and realistic approach to:

- Monitor and manage market uncertainties
- Enhance defence growth
- Turn Space around
- Generate value through efficiencies



# Appendix

## Balance Sheet Highlights



| in € m   | Dec.<br>2002  | Dec.<br>2001  |
|--|---------------|---------------|
| <b>Assets</b>                                    | <b>47,400</b> | <b>48,715</b> |
| of which Goodwill                                | 9,586         | 10,442        |
| of which cash & equivalents, securities          | 6,200         | 8,033         |
| of which positive hedge mark-to-market           | 2,819         | 54            |
| <b>Stockholders' equity</b>                      | <b>12,765</b> | <b>9,877</b>  |
| of which OCI (Other Comprehensive Income)        | 2,452         | (1,278)       |
| <b>Minority interest</b>                         | <b>1,361</b>  | <b>559</b>    |
| <b>Total provisions</b>                          | <b>8,248</b>  | <b>11,918</b> |
| of which pensions                                | 3,392         | 3,176         |
| of which negative hedge mark-to-market           | 161           | 3,673         |
| of which other provisions                        | 4,695         | 5,069         |
| <b>Deferred tax liabilities &amp; income</b>     | <b>4,734</b>  | <b>3,764</b>  |
| <b>Liabilities</b>                               | <b>20,292</b> | <b>22,597</b> |
| of which financial debts                         | 4,976         | 6,500         |
| of which European gvts refundable advances       | 4,265         | 3,469         |
| <b>Total liabilities and stockholders'equity</b> | <b>47,400</b> | <b>48,715</b> |
| Closing rate \$/€                                | 1.05          | 0.88          |

# Consolidated Statements of Income



|  | Dec. 2002     |             | Dec. 2001     |             | Variation      |               |
|--|---------------|-------------|---------------|-------------|----------------|---------------|
|  | € m           | %           | € m           | %           | € m            | %             |
| <b>Revenues</b>                                    | <b>29,901</b> | <b>100%</b> | <b>30,798</b> | <b>100%</b> | <b>(897)</b>   | <b>(3%)</b>   |
| Cost of sales                                      | (24,465)      | (82%)       | (25,440)*     | (83%)       | 975            | (4%)          |
| <b>Gross margin</b>                                | <b>5,436</b>  | <b>18%</b>  | <b>5,358</b>  | <b>17%</b>  | <b>78</b>      | <b>1%</b>     |
| Selling, general administration                    | (2,251)       | (8%)        | (2,186)       | (7%)        | 65             | (3%)          |
| Research and development costs                     | (2,096)       | (7%)        | (1,841)*      | (6%)        | (255)          | 14%           |
| Other operating income/ expenses                   | 7             | 0%          | 2,649         | 9%          | (2,642)        | (100%)        |
| Amortization of Goodwill                           | (936)         | (3%)        | (1,466)       | (5%)        | 530            | (36%)         |
| <b>Result before financial inc. and income tax</b> | <b>160</b>    | <b>1%</b>   | <b>2,514</b>  | <b>8%</b>   | <b>(2,354)</b> | <b>(94%)</b>  |
| Financial result                                   | 27            | 0%          | (513)         | (2%)        | 540            | (105%)        |
| Income taxes                                       | (453)         | (2%)        | (646)         | (2%)        | 193            | (30%)         |
| Minority interest                                  | (33)          | (0%)        | 17            | 0%          | (50)           | (294%)        |
| <b>Net income</b>                                  | <b>(299)</b>  | <b>(1%)</b> | <b>1,372</b>  | <b>4%</b>   | <b>(1,671)</b> | <b>(122%)</b> |

\* Jigs & tools depreciation reclassified from R&D expenses to cost of sales € 205 m



## Net Income pre goodwill and exceptionals



| in € m                                    | Dec. 2002 | Dec. 2001 |
|---|-----------|-----------|
| <b>Net Income</b>                         | (299)     | 1,372     |
| Goodwill amortisation                     | 936       | 1,466     |
| Exceptionals:                             |           |           |
| Dilution gain Airbus UK / MBDA            |           | (2,794)   |
| Fair value adjustment on fixed assets     | 227       | 260       |
| Fair value adjustment on financial assets |           | 315       |
| Fair value adjustment on inventories      | 16        | 275       |
| Tax impact on exceptional fair value      | (88)      | (182)     |
| Minorities and others                     | (96)      | 97        |
| <b>Net Income*</b>                        | 696       | 809       |
| <b>EPS* (1)</b>                           | 0.87 €    | 1.00 €    |

\* pre goodwill and exceptionals

(1) average number of shares outstanding : 804,116,877 in 2002 and 807,295,879 in 2001

## EBIT\* calculation



in € m

|  | Dec. 2002    | Dec. 2001    |
|--|--------------|--------------|
| <b>Result before financial inc. and income tax</b> | <b>160</b>   | <b>2,514</b> |
| Income from investments                            | 87           | (342)        |
| EBIT   | 247          | 2,172        |
| Exceptionals:                                      |              |              |
| Goodwill amortisation                              | 936          | 1,466        |
| Fair value adjustment                              | 243          | 850          |
| Dilution gain Airbus UK and MBDA                   | 0            | 2,794        |
| <b>EBIT*</b>                                       | <b>1,426</b> | <b>1,694</b> |

\* pre goodwill and exceptionals

## Quarterly revenues breakdown (cumulative)



| in €m             | Q1           |              | Q2            |               | Q3            |               | Q4            |               |
|-------------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                   | 2002         | 2001         | 2002          | 2001          | 2002          | 2001          | 2002          | 2001          |
| Airbus            | 4,646        | 4,600        | 9,870         | 9,982         | 13,750        | 14,431        | 19,512        | 20,549        |
| MTA               | 101          | 70           | 234           | 195           | 310           | 306           | 524           | 547           |
| Aeronautics       | 936          | 883          | 2,226         | 2,020         | 3,363         | 3,161         | 5,304         | 5,065         |
| Space             | 426          | 402          | 882           | 1,054         | 1,389         | 1,543         | 2,216         | 2,439         |
| DCS               | 539          | 589          | 1,245         | 1,358         | 1,874         | 2,044         | 3,306         | 3,345         |
| HQ/Elim.          | (240)        | (268)        | (483)         | (566)         | (690)         | (800)         | (961)         | (1,147)       |
| <b>Total EADS</b> | <b>6,408</b> | <b>6,276</b> | <b>13,974</b> | <b>14,043</b> | <b>19,996</b> | <b>20,685</b> | <b>29,901</b> | <b>30,798</b> |

## Quarterly EBIT\* breakdown (cumulative)



| in €m             | Q1         |            | Q2         |            | Q3           |              | Q4           |              |
|-------------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|
|                   | 2002       | 2001       | 2002       | 2001       | 2002         | 2001         | 2002         | 2001         |
| Airbus            | 396        | 427        | 874        | 797        | 1,072        | 1,131        | 1,361        | 1,655        |
| MTA               | (12)       | (12)       | (72)       | (21)       | (79)         | (12)         | (80)         | 1            |
| Aeronautics       | 16         | 19         | 63         | 85         | 132          | 144          | 261          | 308          |
| Space             | (33)       | 2          | (85)       | 29         | (101)        | (8)          | (268)        | (222)        |
| DCS               | (72)       | (87)       | (71)       | (128)      | (91)         | (163)        | 40           | (79)         |
| HQ/Elim.          | 20         | (39)       | 66         | 2          | 80           | 31           | 112          | 31           |
| <b>Total EADS</b> | <b>315</b> | <b>310</b> | <b>775</b> | <b>764</b> | <b>1,013</b> | <b>1,123</b> | <b>1,426</b> | <b>1,694</b> |

\* pre goodwill and exceptionals

## Customer financing exposure



as of December 31

all figures in € m

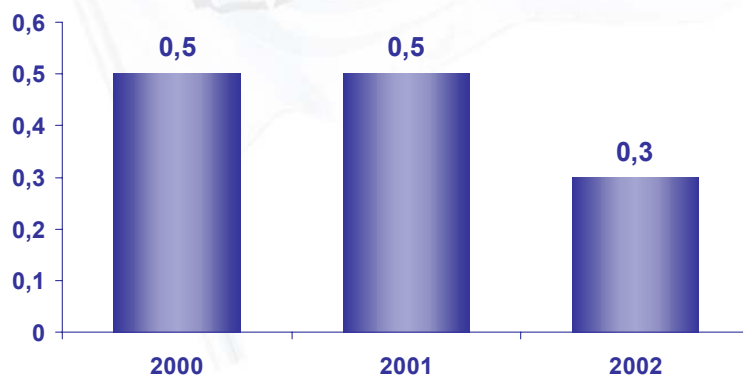
| <b>Figures for 100% Airbus</b>             | <b>2002</b>  | <b>2001</b>         |
|--|--------------|---------------------|
| closing rate \$/€                          | 1.05         | 0.88                |
| <b>Total Gross exposure*</b>               | <b>3,581</b> | <b>3,505</b>        |
| <i>of which off-balance sheet</i>          | 891          | 1,236               |
| Estimate value of collateral               | (2,062)      | (1,988)             |
| <b>Net exposure</b>                        | <b>1,519</b> | <b>1,517</b>        |
| Provision                                  | (1,519)      | (1,517)             |
| <b>AIRBUS Net exposure after provision</b> | <b>0</b>     | <b>0</b>            |
| <br>                                       |              |                     |
| <b>Figures for 50% ATR</b>                 | <b>2002</b>  | <b>Dec.31, 2001</b> |
| <b>Total Gross exposure</b>                | <b>610</b>   | <b>828</b>          |
| <i>of which off-balance sheet</i>          | 156          | 174                 |
| Estimate value of collateral               | (538)        | (710)               |
| <b>Net exposure</b>                        | <b>72</b>    | <b>118</b>          |
| Provision                                  | (72)         | (118)               |
| <b>ATR Net exposure after provision</b>    | <b>0</b>     | <b>0</b>            |

\* Adjusted for stipulated loss values

## Dividend policy



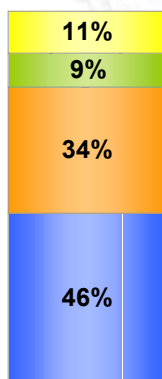
**EADS Board of Directors propose to pay 0.30 € per share as dividend for 2002.**



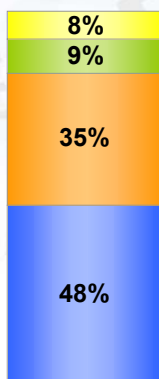
# EADS regional breakdown



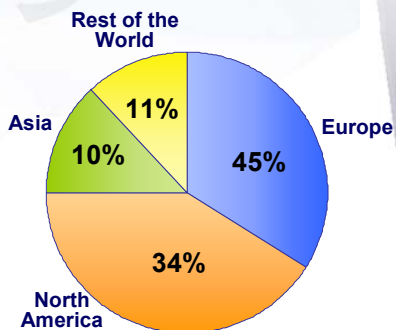
### 2001 revenues



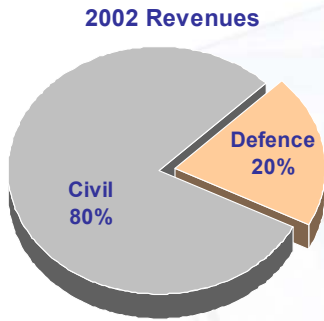
### 2002 revenues



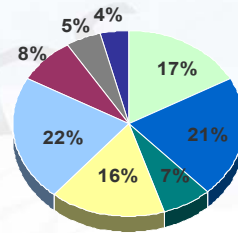
### Backlog at year-end 2002



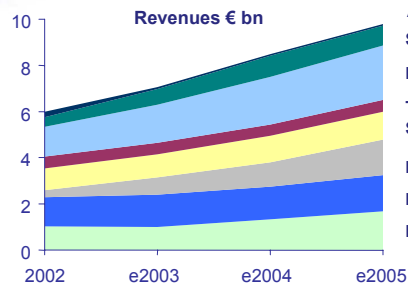
# Defence: strong growth across segments



**Defence revenues:  
Target growth + 60%  
from 2002 to 2005**



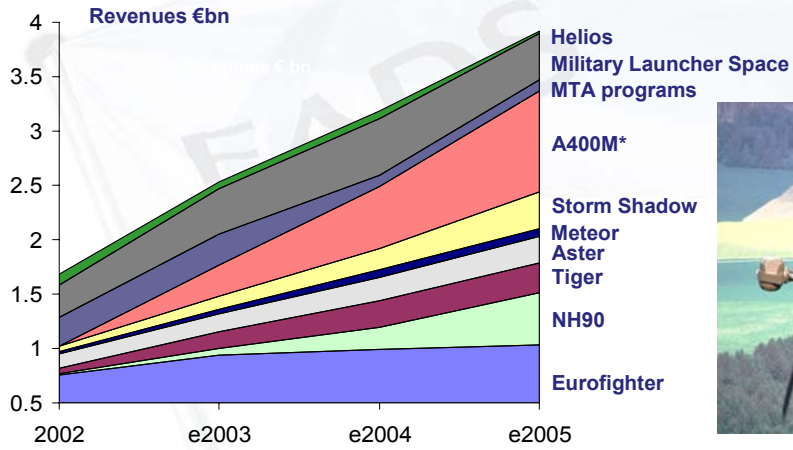
- Eurocopter
- Military Aircraft
- Space
- Systems, Defence Electronics, Services
- Missiles
- Telecom
- Military Transport Aircraft
- Airbus



- Airbus
- Space
- Missiles
- Telecom
- Systems & Defence Elect., Services
- Military Transport Aircraft
- Military Aircraft
- Eurocopter



# New programmes will drive growth in defence secured by strong backlog



\* signature expected in 2003