

AIRBUS

H1 Results 2021

29 July 2021

Guillaume FAURY | Chief Executive Officer
Dominik ASAM | Chief Financial Officer



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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 Airbus’ businesses;
- Significant disruptions in air travel (including as a result of the spread of disease or terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
- The successful execution of internal performance plans, including cost reduction and productivity efforts;
- Product performance risks, as well as programme development and management risks;
- Customer, supplier and subcontractor performance or contract negotiations, including financing issues;
- Competition and consolidation in the aerospace and defence industry;
- Significant collective bargaining labour disputes;
- The outcome of political and legal processes, including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
- Research and development costs in connection with new products;
- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties;
- The full impact of the COVID-19 pandemic and the resulting health and economic crisis.

As a result, Airbus’ actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.

For more information about the impact of the COVID-19 pandemic, see Note 2 "Impact of the COVID-19 pandemic" of the Notes to the Airbus SE Unaudited Condensed Interim IFRS Consolidated Financial Statements for the six-month period ended 30 June 2021. For more information about factors that could cause future results to differ from such forward-looking statements, see Airbus SE's annual reports, including its 2020 Universal Registration Document and the most recent Risk Factors.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus 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.

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- 297 commercial aircraft delivered in H1 2021
- H1 2021 financials reflect deliveries as well as continued efforts on cost containment and competitiveness:
 - EBIT Adjusted of € 2.7 bn; EBIT reported of € 2.7 bn
 - FCF before M&A and Customer Financing of € 2.1 bn
- Focus on securing A320 Family ramp-up and transforming the industrial value chain
- 2021 Guidance updated

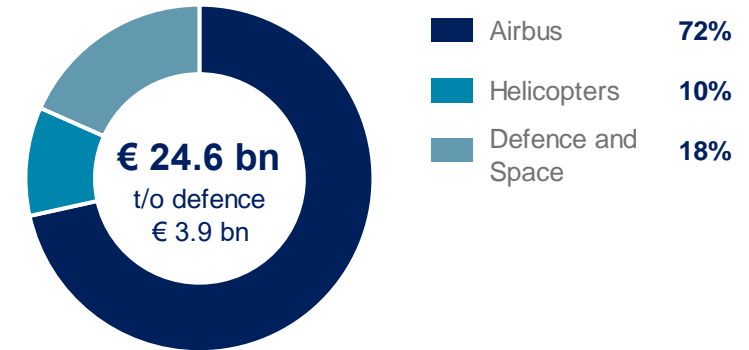
Consolidated Airbus Order Book

by Division

		H1 2021	H1 2020	Change
Airbus (in units)	Order Intake (net)	38	298	-87.2%
	Order Book	6,925	7,584	-8.7%
Helicopters (in units)	Order Intake (net)	123	75	64.0%
	Order Book	671	666	0.8%
Defence and Space (in € m)	Order Intake (net)	3,510	5,588	-37.2%

Consolidated Airbus

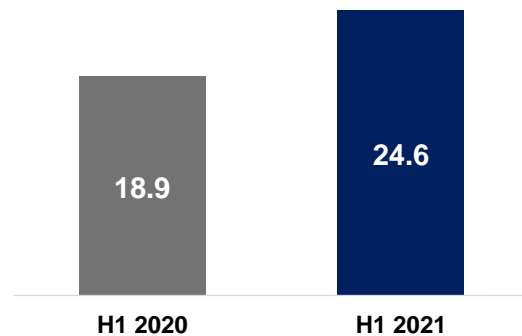
External Revenue by Division



- **AIRBUS:** Gross orders: 165 a/c; net orders: 38 a/c; Backlog: 6,925 a/c; Board of Directors approval for A350 freighter derivative
- **HELICOPTERS:** 123 net orders incl. 10 Super Puma
- **DEFENCE AND SPACE:** Order intake € 3.5 bn; progress on FCAS

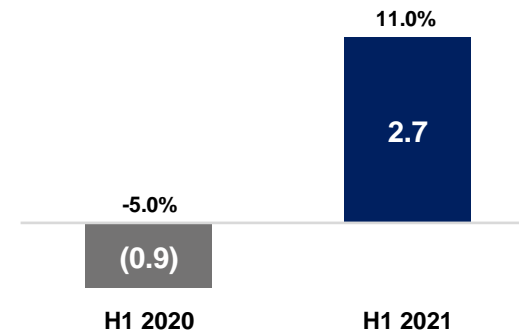
Revenues

in € bn



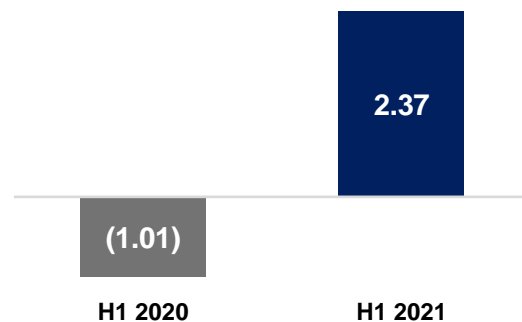
EBIT Adjusted

in € bn / RoS (%)



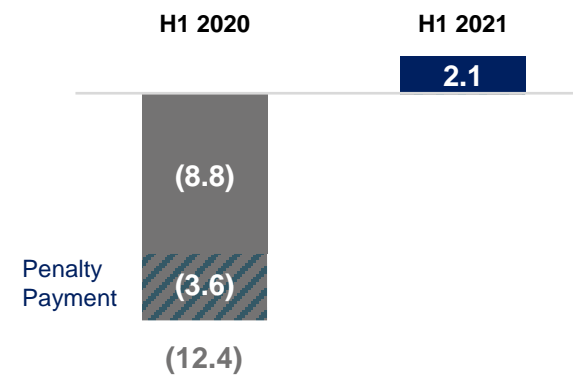
EPS⁽¹⁾ Adjusted

in €



FCF before M&A and Customer Financing

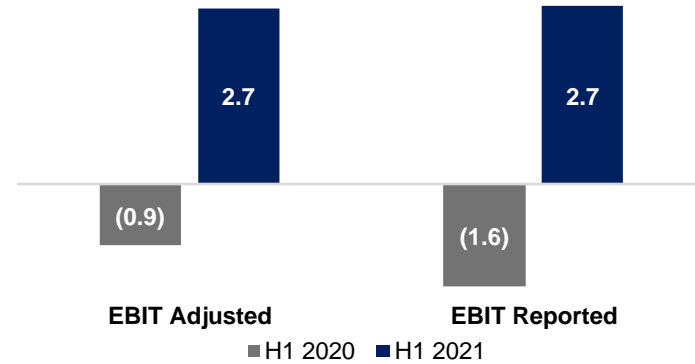
in € bn



(1) H1 2021 Average number of shares: 784,852,012 compared to 782,700,007 in H1 2020
Capitalised R&D: € 63 m in H1 2021 and € 31 m in H1 2020

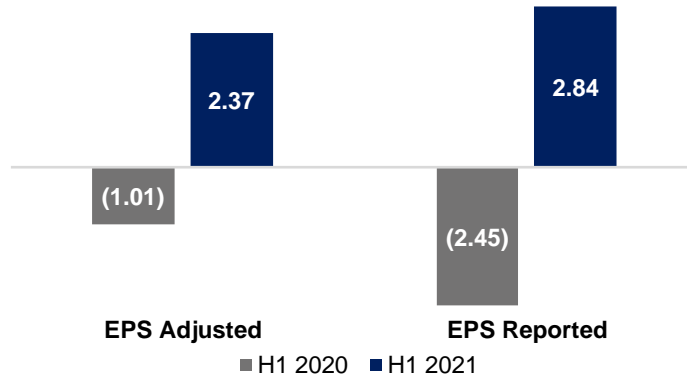
EBIT Performance

in € bn



EPS⁽¹⁾ Performance

in €

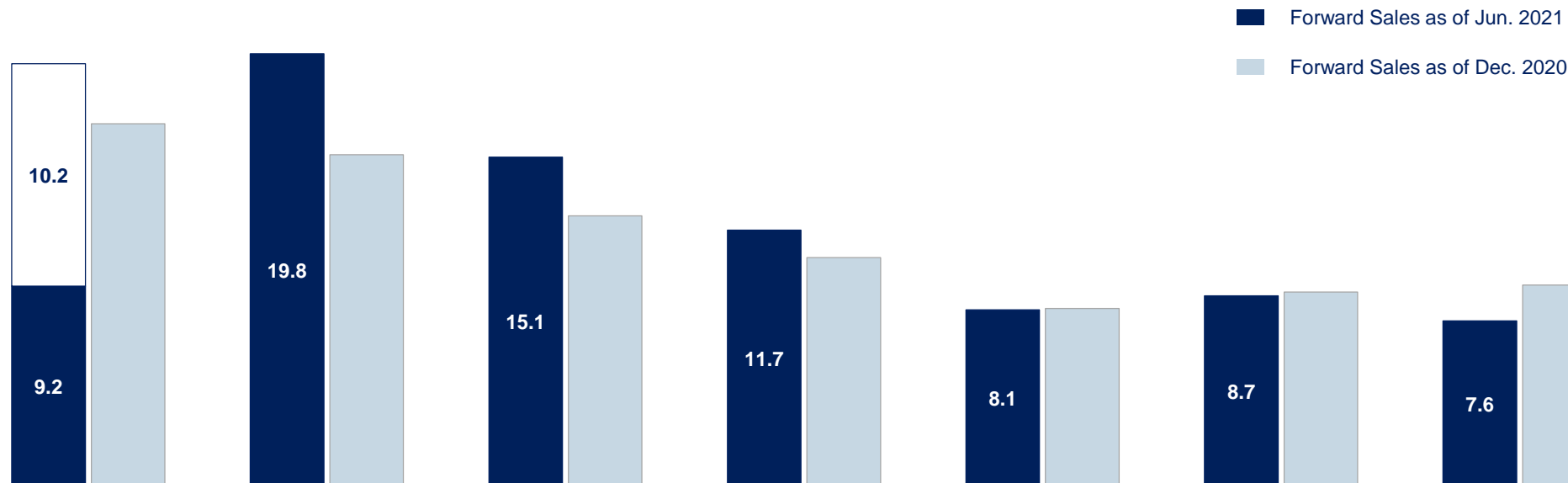


- H1 2021 **EBIT Reported** of € 2,727 m
- H1 2021 EBIT Adjustments resulting from:
 - € + 145 m A380 programme
 - € - 170 m PDP mismatch / BS revaluation
 - € + 49 m Others
- H1 2021 **Net Adjustments** of € + 24 m
- H1 2021 **Net Income** of € 2,231 m
- H1 2021 **Net Income Adjusted** of € 1,864 m

(1) H1 2021 Average number of shares: 784,852,012 compared to 782,700,007 in H1 2020
Capitalised R&D: € 63 m in H1 2021 and € 31 m in H1 2020

Currency Hedge Policy

IN \$ BILLION



Average hedge rates	2021 Remaining 6 months	2022	2023	2024	2025	2026	2027 and beyond
€ vs \$ Forwards	1.24 (1.21 in Dec. 20)	1.23 (1.23 in Dec. 20)	1.24 (1.26 in Dec. 20)	1.27 (1.26 in Dec. 20)	1.29 (1.28 in Dec. 20)	1.31 (1.31 in Dec. 20)	1.35 (1.32 in Dec. 20)
£ vs \$	1.38	1.37	1.44	n/a	n/a	n/a	n/a

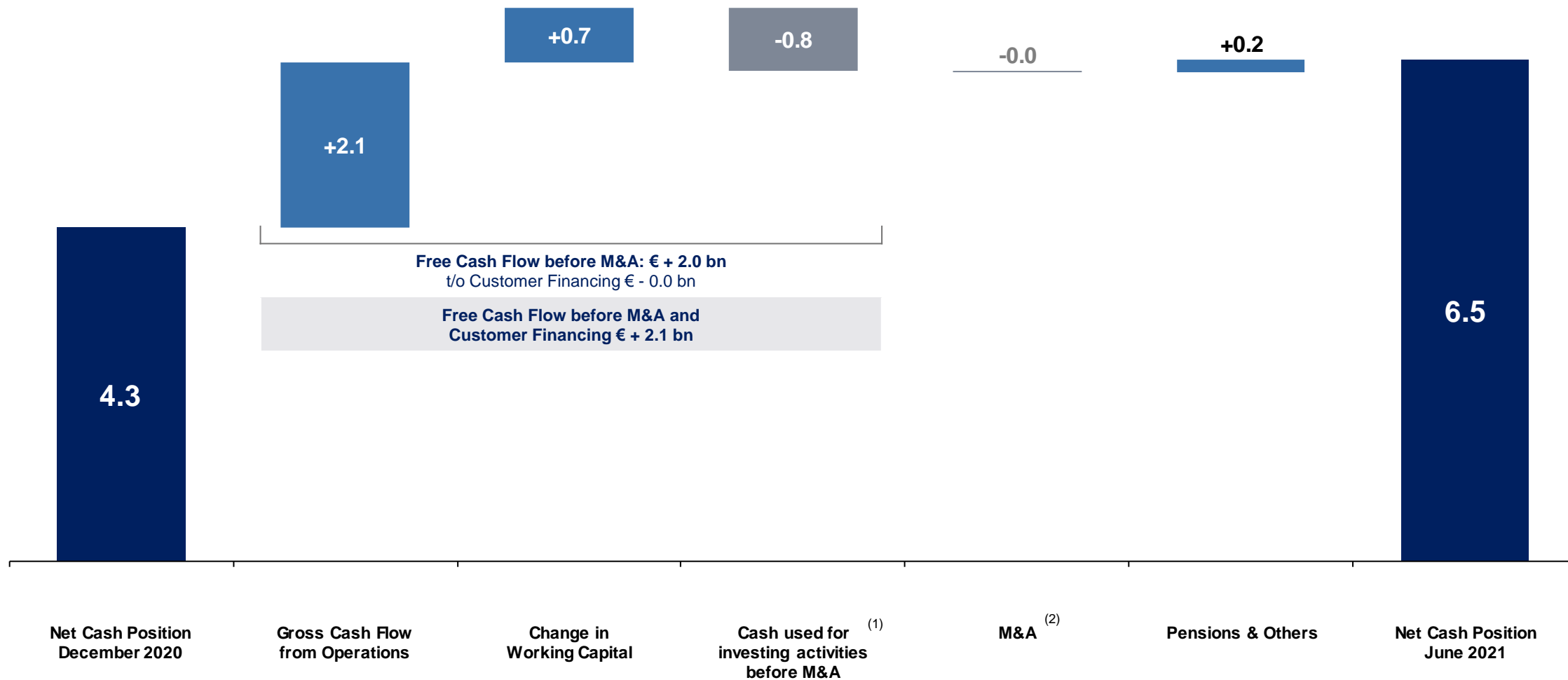
Mark-to-market value incl. in AOCI = € - 1.8 bn
Closing rate @ 1.19 € vs. \$

- In H1 2021 \$ 10.2 bn⁽¹⁾ of hedges matured at an average rate of € 1 = \$ 1.18
- \$ 10.7 bn⁽¹⁾ of new Forwards were added at € 1 = \$ 1.22
- Hedge portfolio⁽¹⁾ 30 June 2021 at \$ 80.2 bn (vs. \$ 81.0 bn in December 2020), at an average rate of \$ 1.26

Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement. Graph shows US\$ Forward Sales
Hedge rates reflect EBIT impact of the US\$ hedge portfolio
(1) Total hedge amount contains \$/€ and \$/£ designated hedges

H1 2021 Cash Evolution

IN € BILLION



(1) Thereof CapEx of € - 0.8 bn

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

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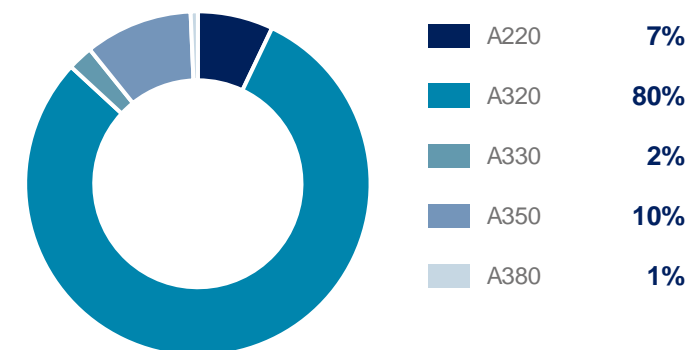
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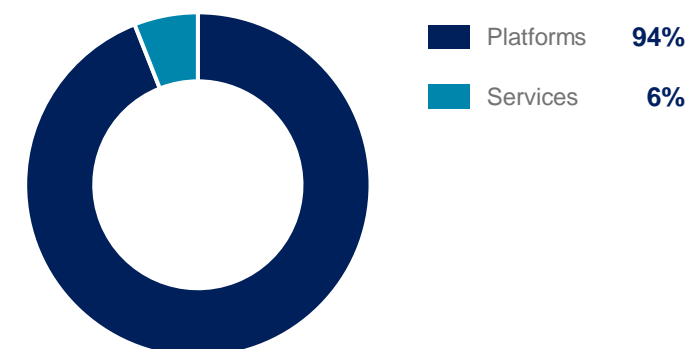
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IN € MILLION		H1 2021	H1 2020	Change
Order Intake (net)		38	298	-87.2%
Order Book	Units	6,925	7,584	-8.7%
Deliveries	Units	297	196	51.5%
Revenues		17,813	12,533	42.1%
R&D Expenses		1,039	1,146	-9.3%
<i>in % of Revenues</i>		<i>5.8%</i>	<i>9.1%</i>	
EBIT Adjusted		2,291	(1,307)	N/A
<i>in % of Revenues</i>		<i>12.9%</i>	<i>-10.4%</i>	
EBIT		2,387	(1,808)	N/A
<i>in % of Revenues</i>		<i>13.4%</i>	<i>-14.4%</i>	

Deliveries by Programme (Units)



External Revenue Split

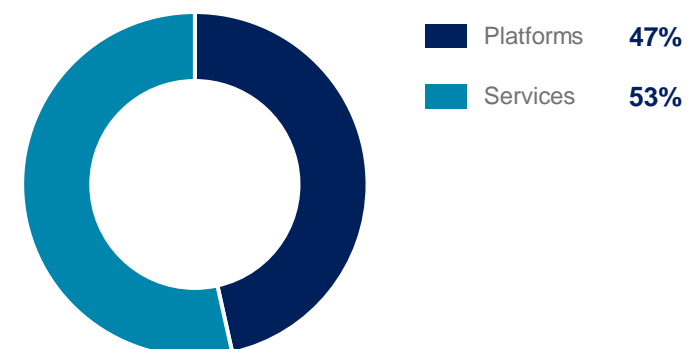
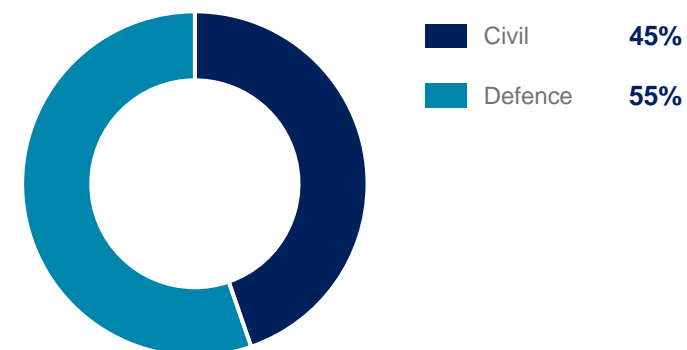


- Deliveries: 297 aircraft incl. 21 A220, 237 A320 Family, 7 A330, 30 A350 and 2 A380
- Revenues mainly reflect higher deliveries
- EBIT Adjusted mainly reflects deliveries, cost containment and competitiveness

IN € MILLION		H1 2021	H1 2020	Change
Order Intake (net)	Units	123	75	64.0%
Order Book		671	666	0.8%
Deliveries	Units	115	104	10.6%
Revenues		2,594	2,333	11.2%
R&D Expenses		119	140	-15.0%
<i>in % of Revenues</i>		<i>4.6%</i>	<i>6.0%</i>	
EBIT Adjusted		183	152	20.4%
<i>in % of Revenues</i>		<i>7.1%</i>	<i>6.5%</i>	
EBIT		183	152	20.4%
<i>in % of Revenues</i>		<i>7.1%</i>	<i>6.5%</i>	

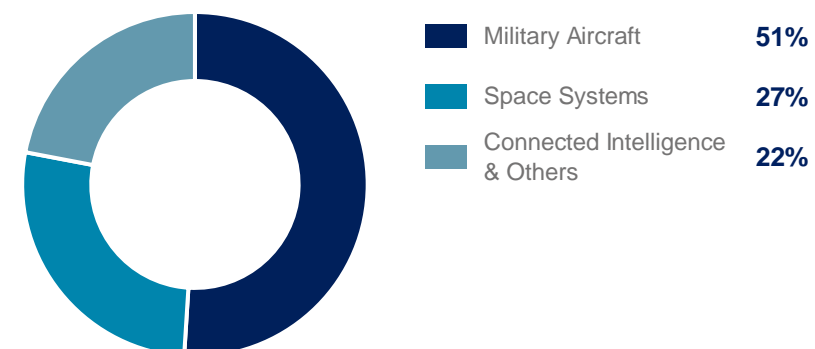
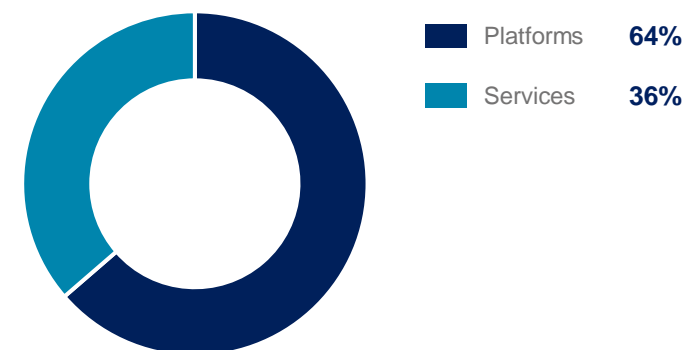
- Revenues reflect a growth in Services and a higher volume in civil helicopters
- EBIT Adjusted reflects higher Services, programme execution and lower R&D spending

External Revenue Split



IN € MILLION	H1 2021	H1 2020	Change
Order Intake (net)	3,510	5,588	-37.2%
Revenues	4,538	4,551	-0.3%
R&D Expenses	113	119	-5.0%
<i>in % of Revenues</i>	<i>2.5%</i>	<i>2.6%</i>	
EBIT Adjusted	229	186	23.1%
<i>in % of Revenues</i>	<i>5.0%</i>	<i>4.1%</i>	
EBIT	157	73	115.1%
<i>in % of Revenues</i>	<i>3.5%</i>	<i>1.6%</i>	

External Revenue Split



- Revenues are stable
- EBIT Adjusted mainly reflects cost containment, competitiveness and increased volume in Space Systems
- A400M: 2 a/c delivered in H1 2021

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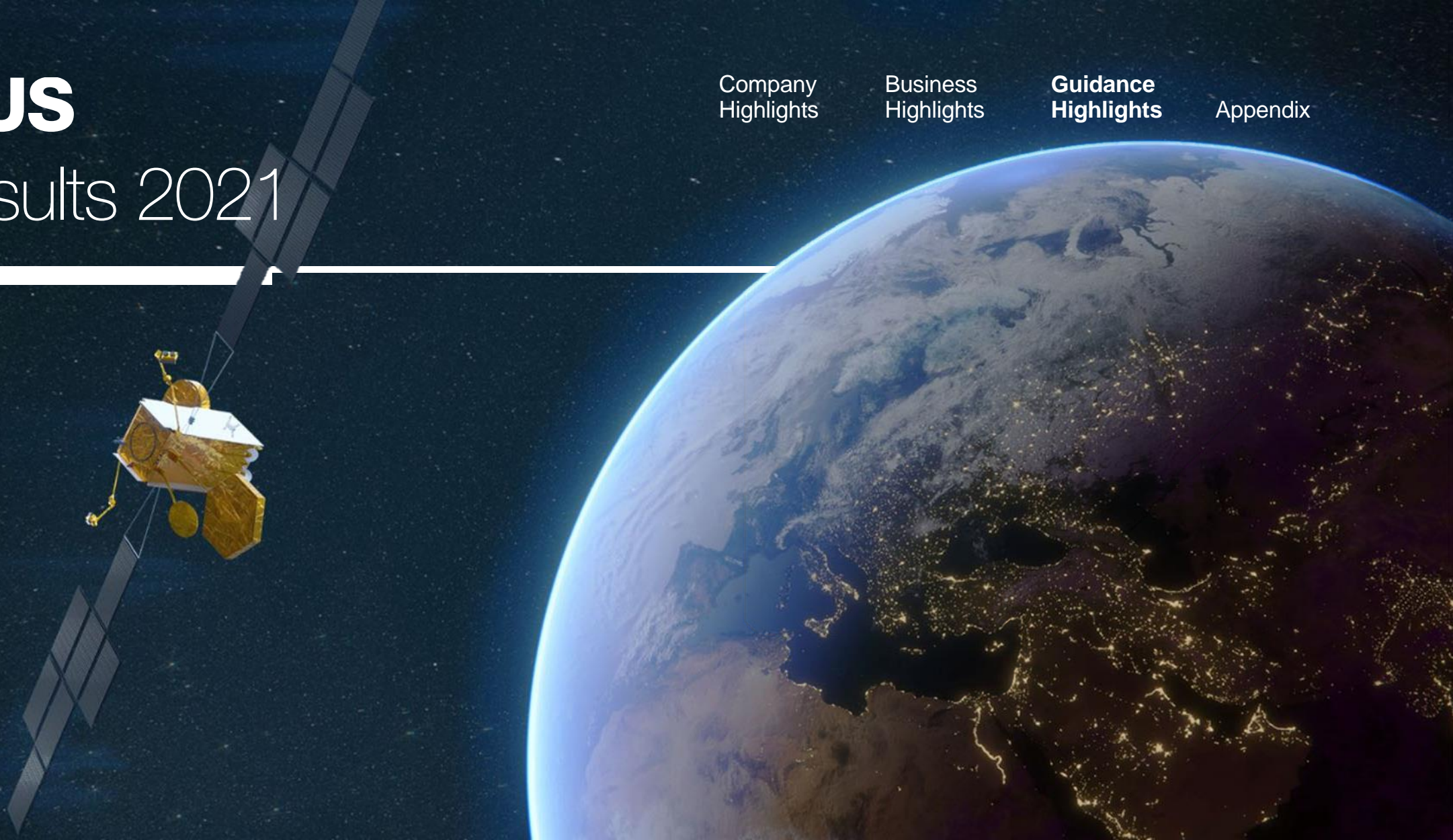
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As the basis for its 2021 guidance, the Company assumes:

- *no further disruptions to the world economy, air traffic, the Company's internal operations, and its ability to deliver products and services.*

The Company's 2021 guidance is before M&A.

On that basis, the Company has updated its 2021 guidance and now targets to achieve in 2021 around:

- 600 commercial aircraft deliveries;
- EBIT Adjusted of € 4 billion;
- Free Cash Flow before M&A and Customer Financing of € 2 billion

- Manage deliveries and backlog, including defence contracts
- Prepare the industrial ecosystem for commercial aircraft ramp-up
- Transformation of commercial aircraft industrial value chain
- Lead the development of sustainable aerospace
- Focus on earnings and cash growth trajectory beyond 2021

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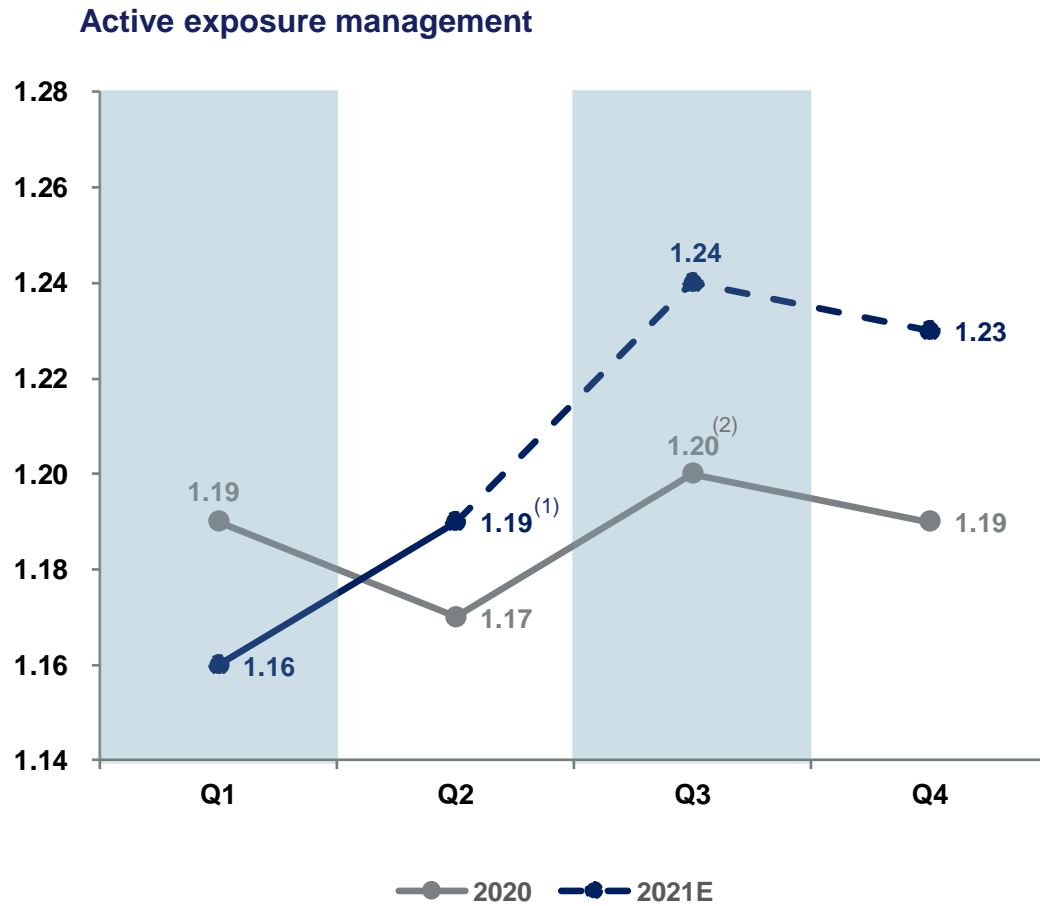
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Expected Average Hedge Rates € vs. \$



	Average Hedge Rates
FY 2020	1.19
FY 2021E	1.21

Hedge rates reflect EBIT impact of the US\$ hedge portfolio
 (1) Q2 actual
 (2) Based on \$ 4.1 bn hedges matured with associated EBIT impact

H1 2021 Detailed Income Statement and Adjustments

IN € MILLION	H1 2021 Reported	thereof Adjustments				Financial Result	H1 2021 Adjusted
		Impact on EBIT					
		Operational		FX			
	Airbus	Defence and Space ⁽¹⁾	Helicopters	Airbus + Defence and Space ⁽²⁾			
EBIT	2,727						2,703
<i>in % of Revenues</i>	11.1%	229	(35)	0	(170)		11.0%
Interest income	32						32
Interest expense	(204)						(204)
Other Financial Result	142					156	(14)
Financial Result	(30)					156	(186)
Income before taxes	2,697	229	(35)	0	(170)	156	2,517
Non-controlling interests	27						27
Net Income	2,231						1,864
Number of shares	784,852,012						784,852,012
EPS (in €)	2.84						2.37

Net Income Adjusted excludes the following items:

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

The tax effect on Adjusted Income before taxes is calculated at 27%. The effective tax rate on Income before taxes is 18%.

(1) Thereof € - 1 m A400M programme update
 (2) Thereof € - 133 m Airbus, € - 37 m Defence and Space

H1 2020 Detailed Income Statement and Adjustments

IN € MILLION	H1 2020 Reported	thereof Adjustments			Financial Result	H1 2020 Adjusted
		Impact on EBIT				
		Operational	FX			
	Airbus	Defence and Space ⁽¹⁾	Helicopters	Airbus + Defence and Space ⁽²⁾		
EBIT	(1,559)	(381)	(68)	(165)		(945)
<i>in % of Revenues</i>	-8.2%					-5.0%
Interest income	82					82
Interest expense	(211)					(211)
Other Financial Result	(300)				(287)	(13)
Financial Result	(429)				(287)	(142)
Income (Loss) before taxes	(1,988)	(381)	(68)	(165)	(287)	(1,087)
Non-controlling interests	5					5
Net Income (Loss)	(1,919)					(789)
Number of shares	782,700,007					782,700,007
EPS (in €)	(2.45)					(1.01)

Net Income Adjusted excludes the following items:

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

The tax effect on Adjusted Income before taxes is calculated at 27%. The effective tax rate on Net Loss is 3%.

(1) Thereof € - 58 m A400M programme update
 (2) Thereof € - 120 m Airbus, € - 45 m Defence and Space



SLL:

- Signed on 31 March 2020, undrawn
- Maturity: 12 months from signing day, extended by 6 months to 30 September 2021. Possibility of a further extension at Airbus' discretion to 31 March 2022

RSCF:

- Maturity October 2023 + 2 extension options of 1 year, undrawn
- Fully committed by 33 banks
- No financial covenants, no MAC clause

Financing Liabilities:

of which long-term : € 13.1 bn

- Includes € 9.0 bn EMTN and \$ 2.3 bn 144A/RegS & USPP (nominal amounts)

Credit Ratings:

Short-term rating:

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

Long-term rating:

- S & P: A negative
- Moody's: A2 negative

Q2 2021 Key Figures

IN € MILLION	Q2 2021	Q2 2020
Revenues	14,177	8,317
EBIT Adjusted	2,009	(1,226)
EBIT	2,265	(1,638)
Net Income (Loss)	1,869	(1,438)
FCF before M&A	849	(4,374)
FCF before M&A and Customer Financing	849	(4,410)

IN € MILLION	Q2 2021	Q2 2020	Q2 2021	Q2 2020	Q2 2021	Q2 2020
	Revenues		EBIT Adjusted		EBIT	
Airbus	10,541	4,964	1,758	(1,498)	2,044	(1,865)
Helicopters	1,417	1,131	121	99	121	99
Defence and Space	2,423	2,440	170	171	140	126
Eliminations	(204)	(218)	(40)	2	(40)	2
Consolidated Airbus	14,177	8,317	2,009	(1,226)	2,265	(1,638)

Detailed Free Cash Flow

IN € MILLION	H1 2021	H1 2020
Net Cash position at the beginning of the period	4,312	12,534
Gross Cash Flow from Operations⁽¹⁾	2,130	329
Change in working capital⁽²⁾	710	(11,898)
Cash used for investing activities⁽³⁾	(828)	(1,307)
of which Industrial CapEx (additions) ⁽⁴⁾	(802)	(933)
Free Cash Flow⁽⁵⁾	2,012	(12,876)
of which M&A	(8)	(503)
Free Cash Flow before M&A	2,020	(12,373)
of which Customer Financing	(31)	67
Free Cash Flow before M&A and Customer Financing	2,051	(12,440)
Change in capital and non-controlling interests	133	83
Change in treasury shares / share buyback	0	(4)
Change in liability for puttable instruments	0	78
Contribution to plan assets of pension schemes	(175)	(203)
Cash distribution to shareholders / non-controlling interests	0	0
Others	203	(198)
Net Cash (Debt) position at the end of the period	6,485	(586)

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

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

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

(4) Excluding leased and financial assets

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

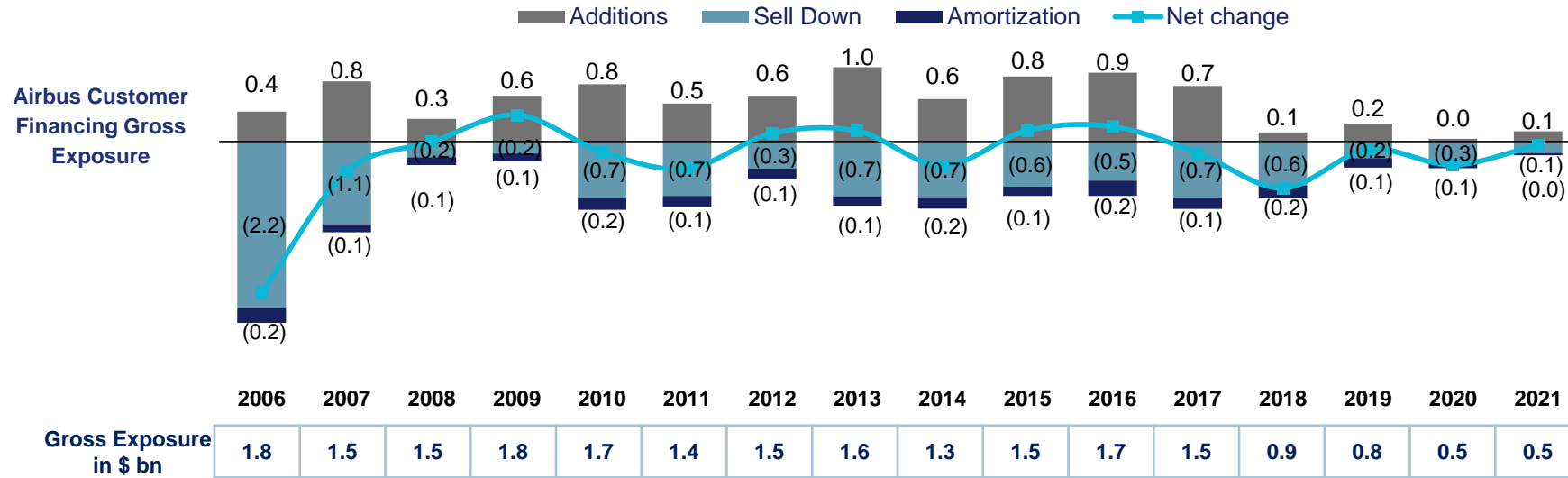
Net Cash Position

IN € MILLION	June 2021	Dec. 2020
Gross Cash	21,441	21,407
Financing Liabilities	(14,956)	(17,095)
Short-term Financing Liabilities	(1,902)	(3,013)
Long-term Financing Liabilities	(13,054)	(14,082)
Reported Net Cash	6,485	4,312

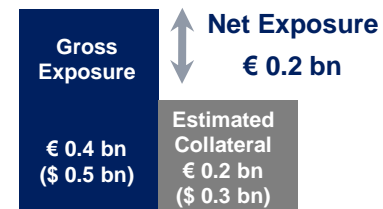
Customer Financing Exposure

IN € MILLION	June 2021	Dec. 2020	June 2021	Dec. 2020
	Airbus		Helicopters	
Closing rate € 1 =	\$ 1.19	\$ 1.23	\$ 1.19	\$ 1.23
Total Gross Exposure	411	427	44	46
of which off-balance sheet	8	11	2	2
Estimated value of collateral	(312)	(241)	(36)	(38)
Net Exposure	98	186	8	8
Provision and asset impairment	(98)	(186)	(8)	(8)
Net Exposure after provision	0	0	0	0

IN € BILLION



Net Exposure fully provisioned



31 December 2020

€/\$ = 1.23

Net Exposure fully provisioned



30 June 2021

€/\$ = 1.19

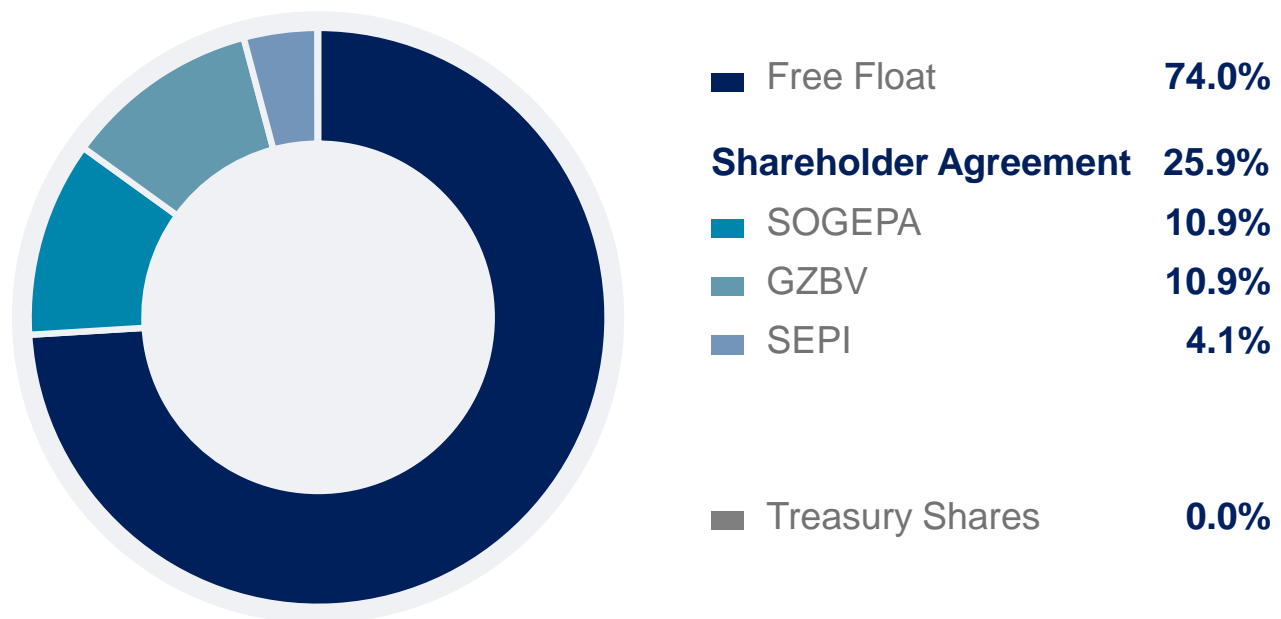
Balance Sheet Highlights: Assets

IN € MILLION	June 2021	Dec. 2020
Non-current Assets	49,982	51,695
of which Intangible & Goodwill	16,223	16,199
of which Property, plant & equipment	16,526	16,674
of which Investments & other long-term financial assets	5,622	5,433
of which Contract assets	69	48
of which Positive hedge mark-to-market	1,644	3,451
of which Non-current securities	5,173	5,350
Current Assets	57,438	58,400
of which Inventory	29,791	30,401
of which Contract assets	1,215	1,074
of which Cash and cash equivalents	14,661	14,439
of which Current securities	1,607	1,618
of which Positive hedge mark-to-market	374	973
Assets of disposal groups classified as held for sale	0	0
Total Assets	107,420	110,095
Closing rate € vs. \$	1.19	1.23

Balance Sheet Highlights: Liabilities

IN € MILLION	June 2021	Dec. 2020
Total Equity	9,275	6,456
of which AOCI (Accumulated Other Comprehensive Income)	205	1,853
of which Non-controlling interests	18	11
Total Non-current liabilities	48,823	53,868
of which Pensions	7,183	9,515
of which Other provisions	4,006	4,483
of which Financing liabilities	13,054	14,082
of which European Governments' refundable advances	3,747	3,712
of which Contract liabilities	18,509	19,212
of which Negative hedge mark-to-market	1,258	1,834
Total Current liabilities	49,322	49,771
of which Pensions	385	467
of which Other provisions	4,934	6,078
of which Financing liabilities	1,902	3,013
of which European Governments' refundable advances	169	200
of which Contract liabilities	23,998	24,675
of which Trade liabilities	10,565	8,722
of which Negative hedge mark-to-market	1,206	983
Liabilities of disposal groups classified as held for sale	0	0
Total Liabilities and Equity	107,420	110,095

Shareholding Structure at 30 June 2021



▪ 786,020,816 shares issued at 30 June 2021

Quarterly Revenues Breakdown (Cumulative)

IN € MILLION	Q1		H1		9m		FY	
	2021	2020	2021	2020	2021	2020	2021	2020
Airbus	7,272	7,569	17,813	12,533		20,271		34,250
Helicopters	1,177	1,202	2,594	2,333		3,623		6,251
Defence and Space	2,115	2,111	4,538	4,551		6,936		10,446
Eliminations	(104)	(251)	(308)	(469)		(669)		(1,035)
Consolidated Airbus	10,460	10,631	24,637	18,948		30,161		49,912

Quarterly EBIT Adjusted Breakdown (Cumulative)

IN € MILLION	Q1		H1		9m		FY	
	2021	2020	2021	2020	2021	2020	2021	2020
Airbus	533	191	2,291	(1,307)		(641)		618
Helicopters	62	53	183	152		238		471
Defence and Space	59	15	229	186		266		660
Eliminations	40	22	0	24		12		(43)
Consolidated Airbus	694	281	2,703	(945)		(125)		1,706

Quarterly EBIT Breakdown (Cumulative)

IN € MILLION	Q1		H1		9m		FY	
	2021	2020	2021	2020	2021	2020	2021	2020
Airbus	343	57	2,387	(1,808)		(2,399)		(1,330)
Helicopters	62	53	183	152		238		455
Defence and Space	17	(53)	157	73		(36)		408
Eliminations	40	22	0	24		12		(43)
Consolidated Airbus	462	79	2,727	(1,559)		(2,185)		(510)

H1 2021 IFRS vs. APM Cash Flow Reconciliation

IN € BILLION	June 2021
Cash provided by (used for) operating activities	2.7
t/o Reimbursement from / contribution to plan assets	(0.2)
t/o Treasury swaps	0.0
t/o Change in other operating assets and liabilities	0.7
Gross Cash Flow from Operations	2.1

IN € BILLION	June 2021
Cash provided by (used for) operating activities	2.7
Cash provided by (used for) investing activities	(0.6)
t/o Net proceeds (payment)	0.2
Others	0.1
Free Cash Flow	2.0
t/o M&A transactions	(0.0)
Free Cash Flow before M&A	2.0
t/o Customer Financing	(0.0)
FCF before M&A and Customer Financing	2.1

Glossary on Alternative Performance Measures (APM)

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

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

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

- **EBIT:** Airbus continues to use the term EBIT (Earnings before interest and taxes). It is identical to Profit before finance cost and income taxes as defined by IFRS Rules.
- **Adjustment** is an alternative performance measure used by Airbus which includes material charges or profits caused by movements in provisions related to programmes, restructuring or foreign exchange impacts as well as capital gains/losses from the disposal and acquisition of businesses.
- **EBIT Adjusted:** Airbus uses an alternative performance measure, EBIT Adjusted as a key indicator capturing the underlying business margin by excluding material charges or profits caused by movements in provisions related to programmes, restructuring or foreign exchange impacts as well as capital gains/losses from the disposal and acquisition of businesses.
- **EPS Adjusted** is an alternative performance measure of a basic EPS as reported whereby the net income as the numerator does include Adjustments. For reconciliation see slide “Detailed Income Statement and Adjustments”.
- **Gross cash position:** Airbus defines its consolidated gross cash position as the sum of (i) cash and cash equivalents and (ii) securities (all as recorded in the consolidated statement of financial position).
- **Net cash position:** Airbus defines its consolidated net cash position as the sum of (i) cash and cash equivalents and (ii) securities, minus (iii) financing liabilities (all as recorded in the consolidated statement of financial position) as defined in the Universal Registration Document, 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 other operating assets and liabilities (working capital). It is defined in the Universal 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.
- **Changes in working capital:** it is identical to changes in other operating assets and liabilities as defined by IFRS Rules. It is comprised of inventories, trade receivables, 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 Universal Registration Document, MD&A section 2.1.6.1. It is a key indicator which allows the Company to measure the amount of cash flow generated from operations after cash used in investing activities.
- **FCF before M&A** refers to FCF as defined in the Universal Registration Document, MD&A section 2.1.6.1. adjusted for net proceeds from disposals and acquisitions. It is an alternative performance measure and indicator that is important in order to measure FCF excluding those cash flows from the acquisition and disposal of businesses.
- **FCF before M&A and Customer Financing** refers to free cash flow before mergers and acquisitions adjusted for cash flow related to aircraft financing activities. It is an alternative performance measure and indicator that may be used occasionally by the Company in its financial guidance, especially when there is higher uncertainty around customer financing activities.