

# Annual General Meeting

**Amsterdam  
May 11<sup>th</sup>, 2005**



The step beyond

# 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 1st April 2004. 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 below statements.

- **2000 ↗ 2004: The Step Beyond**
- 2004 Results and 2005 Outlook
- Roadmap

# 2000 ↗ 2004 : EADS – The Step Beyond



- Beyond Borders:** Successfully evolved from tri-national concern to global industrial Group
- Beyond the Standard:** Overcame cross-border challenges to forge unique and socially responsible human resources model
- Beyond Limits:** Created leading-edge portfolio of products, technologies and systems
- Beyond Expectations:** Achieved consistent financial growth and outstanding stock price performance



# 2000 ↗ 2004: Beyond Limits

## Captured new businesses



### Platform based systems

- Airbus
- Eurocopter
- Military Transport Aircraft
- EADS Military Aircraft
- MBDA, EADS/LFK
- EADS Astrium
- EADS SPACE Transportation

### Electronics

- EADS Defence and Communications Systems
- EADS Defence Electronics

### Services

- Defence and Security Systems
- EADS SPACE

### Military derivatives

- Tanker, MRTT
- Transport



FSTA



AustralianTanker



A400M

### Lead system integration

- C<sup>4</sup>ISR
- Ext. Air defence



GBAD



NATO AGS



BMD

### Security solutions

- Homeland Security
- Commercial networks



Deepwater



Romania



Galileo

### Service solutions

- Operation services
- Platform in-fleet services



Paradigm

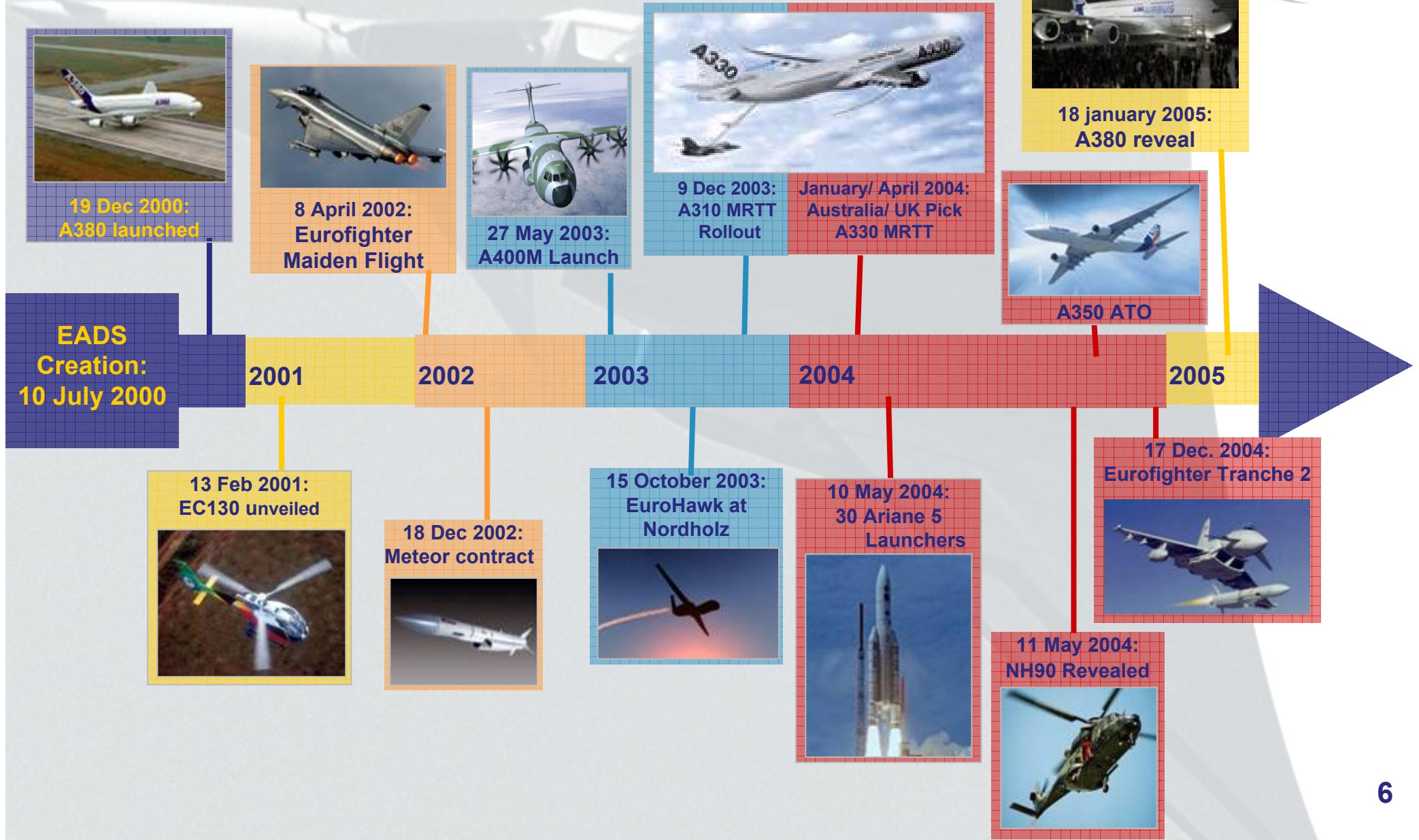


BOSNET

Examples for strategic actions, campaigns

# 2000 ↗ 2004 : Beyond Limits

## Key Programme Breakthroughs

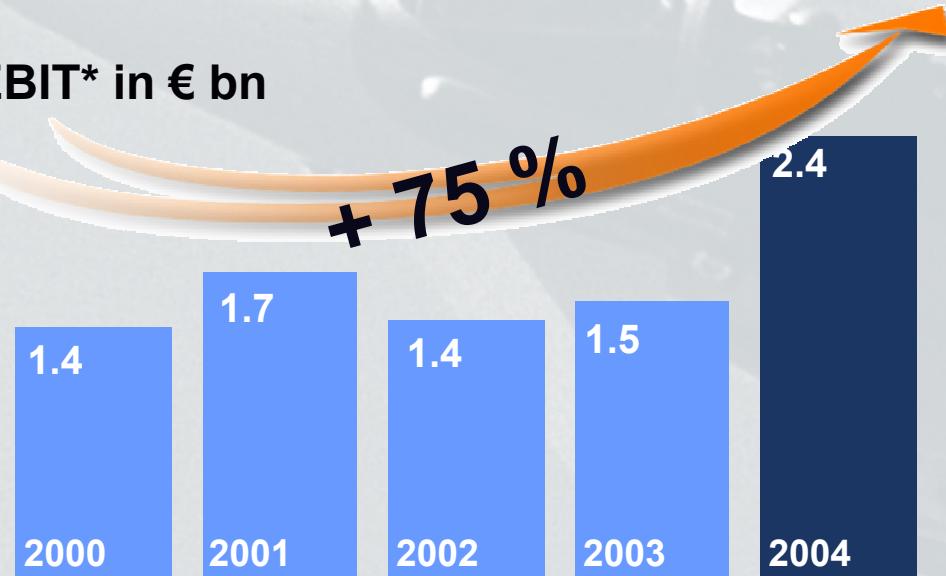


# 2000 ↗ 2004 : Beyond Expectations

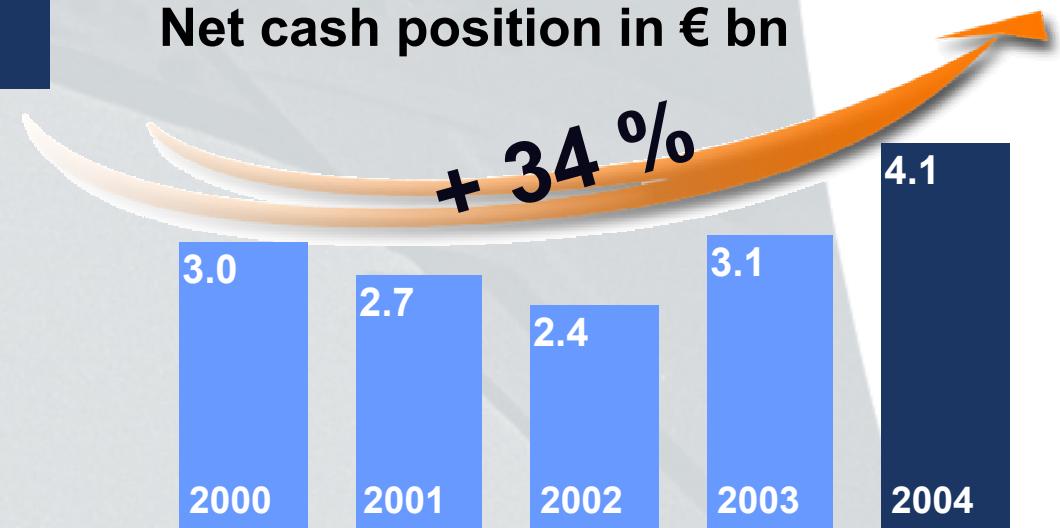
## Strong EBIT\* and Cash improvement



EBIT\* in € bn



Net cash position in € bn



\* pre goodwill and exceptions

\*\* 2000 Net cash position restated to be comparable with 2004

# 2000 ↗ 2004 : Beyond Expectations



## Defence development

In a flat EU Defence Procurement environment, EADS achieved ....

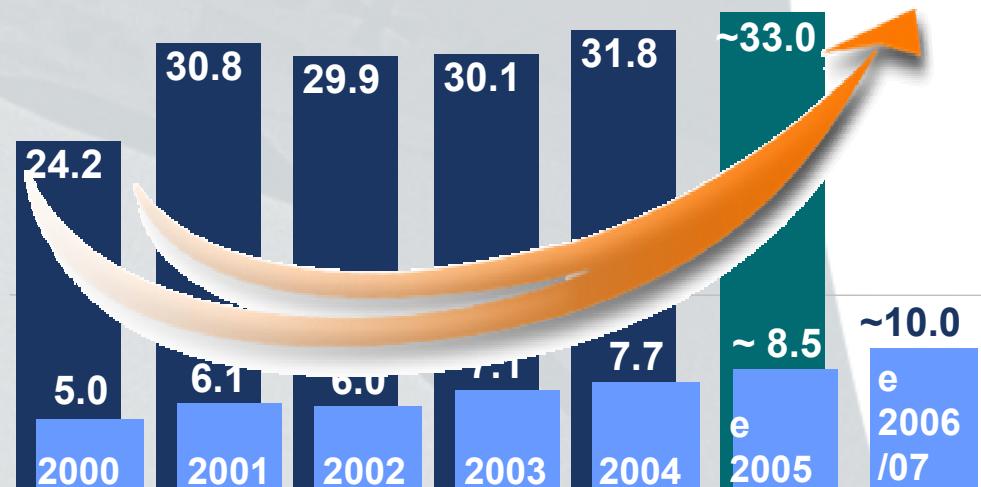
...strong Defence order-book expansion, comforting revenue growth

Order-book in € bn

of which Defence



Revenues in € bn



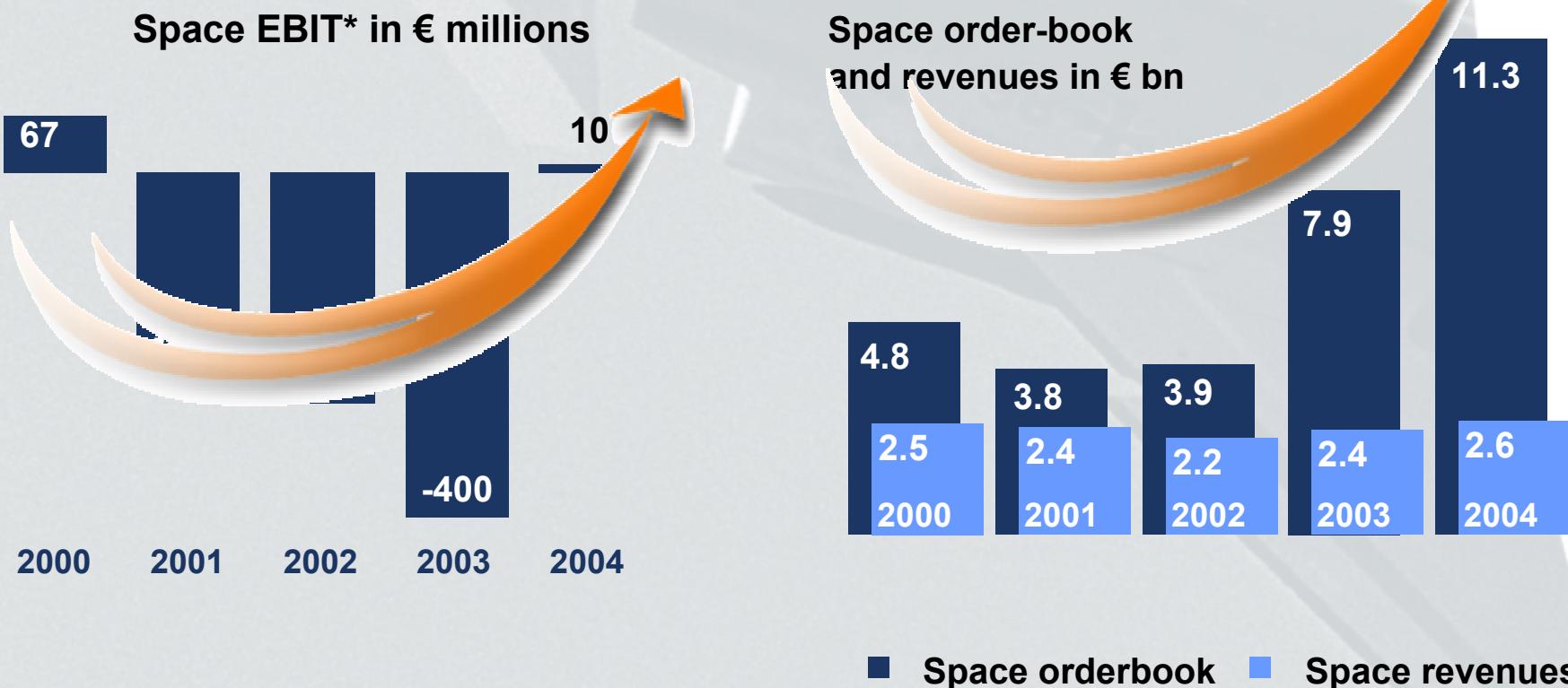
# 2000 ↗ 2004 : Beyond Expectations

## Space turnaround



In a gloomy market, Space division was reorganised for EBIT\* margin expansion....

... and strong order-book supports business growth



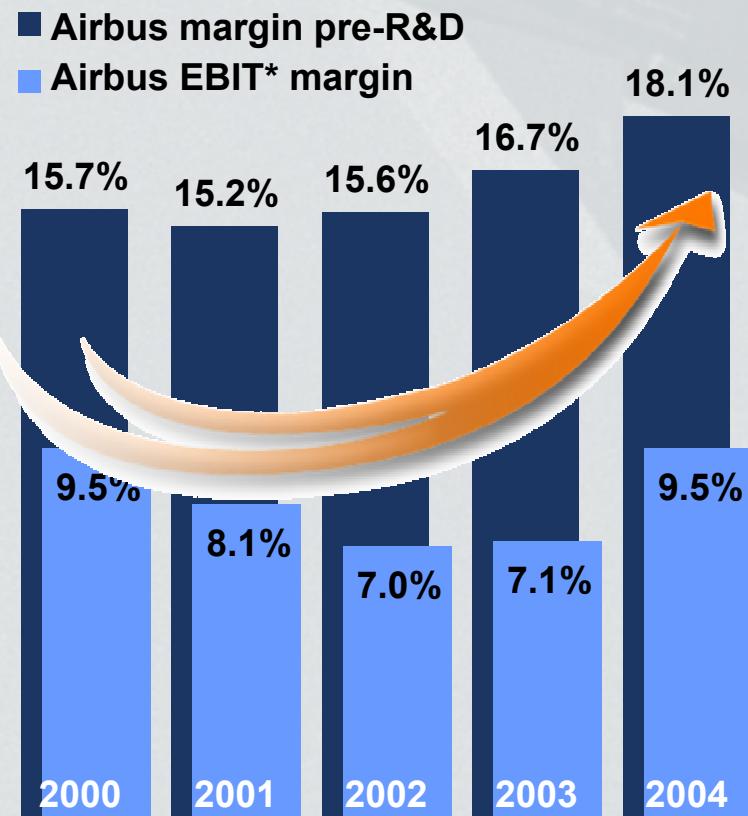
# 2000 ↗ 2004 : Beyond Expectations

## Airbus solid performance



Airbus strong margin despite R&D effort and downturn ....

... and leadership to benefit from market upturn



# 2000 ↗ 2004 : Beyond Expectations

## Exceeded financial targets



**2004**

### EADS promised...

**Book-to-bill over one**  
**EBIT\* of 2.2 €bn**  
**Revenues ~ 32€bn (@ € =1.23\$ \*\*)**  
**FCF pre-customer fin. >0**

### ....and achieved

- 1.4
- € 2.4 bn
- € 31.8 bn (@ €=1.24\$\*\*)
- € 1.8 bn

**2003**

Book-to-bill over one  
EBIT\* ~ stable from 2002  
Revenues ~ stable from 2002  
FCF pre-customer financing >0

- >2.0
- + 8 %
- € 30.1 bn
- € 2.1 bn

**2002**

Book-to-bill over one  
EBIT\* of 1.4 €bn  
Revenues stable  
Net cash position slightly positive

- 1.04
- € 1.4 bn
- € 29.9 bn
- very positive

**2001**

Book-to-bill over one  
EBIT\* +15% from 2000  
Revenues +20% from 2000  
Free Cash Flow ~0

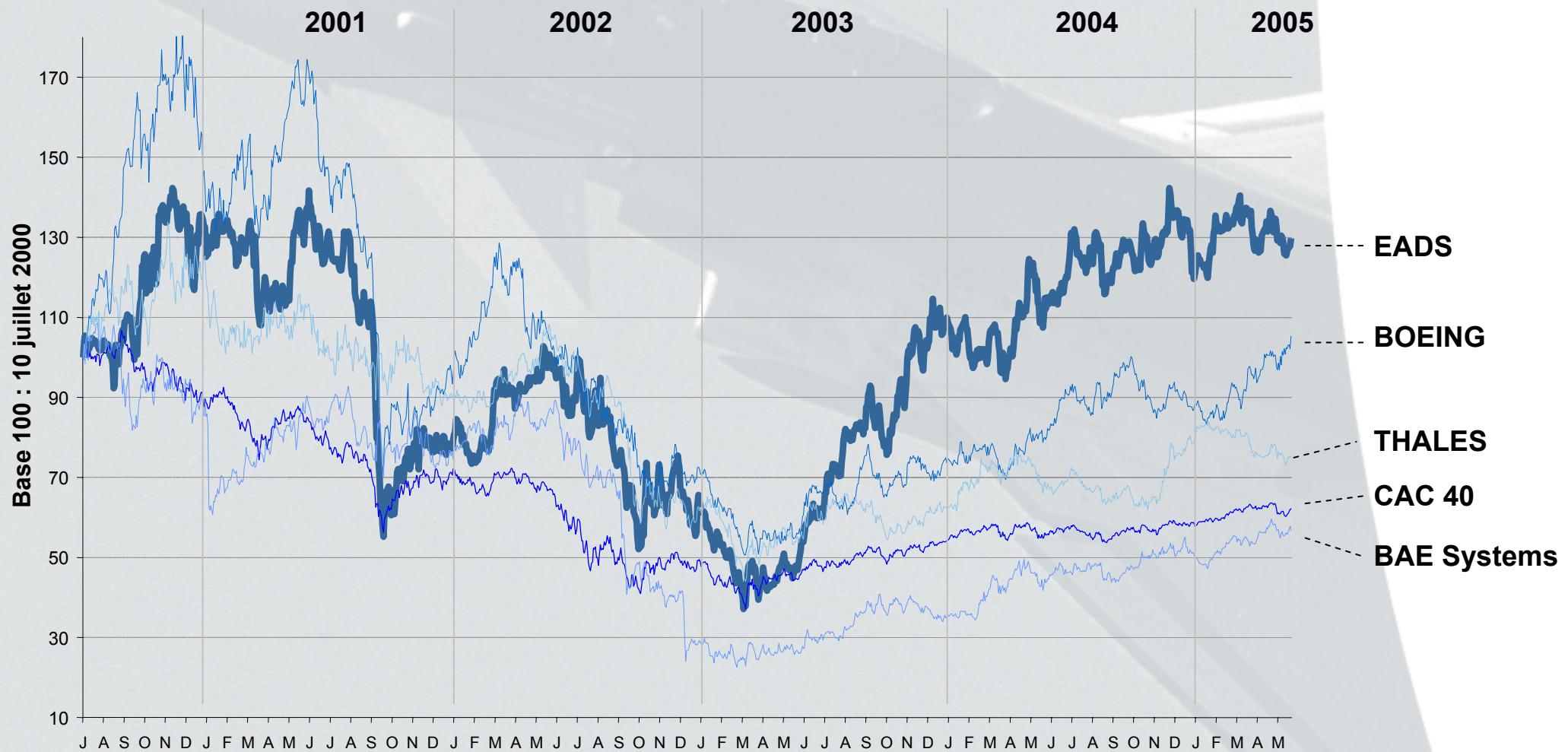
- 2.0
- + 21%
- + 27%
- € 0.9 bn

\* pre goodwill and exceptions

\*\* yearly average market rate

# 2000 ↗ 2004 : Beyond Expectations Building Financial Momentum

Data as of 6 may 2005



Note: BAES and Boeing evolution in EUR (adjusted at daily spot rate)

# Distributing the Fruits



Gross dividend in EUR per share



<b>Dividend Yield (1)</b>	2.4%	2.6%	2.1%	3.3%	2.4%
<b>Pay-out (2)</b>	n.s.	n.s.	113%	50%	39%

(1) Computed on year average stock price

(2) Computed on EPS in compliance with IFRS3 (goodwill no longer amortised, subject to impairment tests) 13

\* Board proposal to be submitted to the May11 2005 AGM and to be paid in June 2005

- 2000 ↗ 2004: The Step Beyond
- **2004 Results and 2005 Outlook**
- Roadmap

€ m	FY 2004	FY 2003
<b>Deliveries</b>	320	305
<b>Revenues</b>	20,224	19,048
<b>R&amp;D self-financed**</b> in % of revenues	1,734 8.6%	1,819 9.5%
<b>EBIT*</b> in % of revenues	1,922 9.5%	1,353 7.1%
<b>Order book***</b> in units, excl. A400M	136,022 1,500	141,836 1,454

\* pre goodwill and exceptions

\*\* capitalised R&D in € 152m in 2004 and 0 in 2003

\*\*\* incl. A400M

- **EBIT\* margin at 9.5%.**

- **EBIT\* up 42% :**

- Higher deliveries and favourable mix
- Route 06 program: initial savings
- Hedges less favourable
- Accounting of GIE merger: € 232 m

- **Orders:** 370 gross orders, well above deliveries; solid demand from Asia (28%), and low-cost carriers

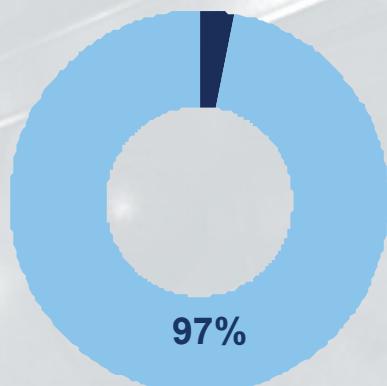
- **A380:**

- Business model confirmed with two new customers in 2004 (Thai Airways, Etihad) and in 2005 (UPS, China Southern)
- 154 firm orders (139 by YE04) from 15 customers
- Revealed on Jan. 18, 2005

- **A350:** Authorization to Offer on Dec.10; initial success with Air Europa

€ m	FY 2004	FY 2003
<b>Revenues</b>	1,304	934
<b>R&amp;D self-financed</b> in % of revenues	26 2.0%	23 2.5%
<b>EBIT*</b> in % of revenues	26 2.0%	30 3.2%
<b>Order book</b>	19,897	20,007

\* pre goodwill and exceptions



based on FY 2004 external revenues

- **Revenues +40%,** driven by A400M: further milestone passed in Q4 2004
- **EBIT\* driven by:**
  - Low initial profit recognition of A400M
  - Early retirement charge
  - FSTA pre-contract costs
- **Tanker:**
  - Australia: € 0.8 bn order for 5 MRTT
  - UK: Preferred Bidder on Feb.28, 2005
  - US: ready to participate in upcoming bidding process
- **A400M:** South Africa to join program, opening export opportunity

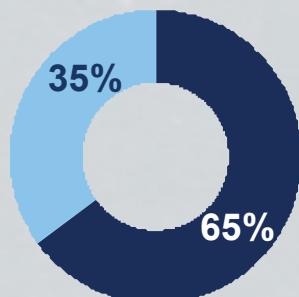
# Aeronautics



€ m	FY 2004	FY 2003
<b>Revenues</b>	3,876	3,803
<b>R&amp;D self-financed</b> in % of revenues	68 1.8%	62 1.6%
<b>EBIT*</b> in % of revenues	206 5.3%	217 5.7%
<b>Order book</b>	10,171	9,818

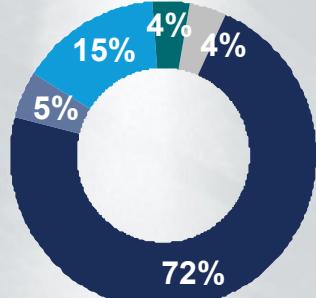
\* pre goodwill and exceptions

- Defence
- Civil



based on FY 2004 external revenues

- Eurocopter
- ATR
- Sogerma
- EFW
- Socata



## • Revenues and EBIT\*:

- Eurocopter improvement
- Sogerma degradation
- Negative impact from \$ weakness

## • **Eurocopter:** Military and homeland businesses drive future growth

- **Tiger:** Two deliveries to Australia
- **NH90:** First deliveries expected end of 2005
- **US Coast Guard:** Re-engining order for 96 HH-65 Dolphins
- **US Border Patrol:** 55 EC120

## • **ATR:** 2004 : 13 ac delivered, orders; 30 Air Deccan in Jan. 2005; narrow market

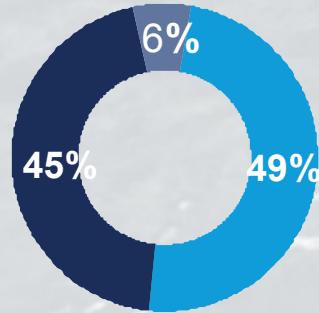
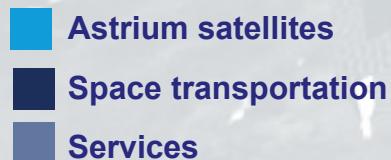
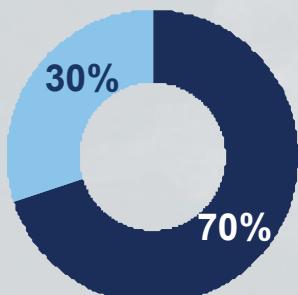
## • **Sogerma:** Need for further restructuring

# Space



€ m	FY 2004	FY 2003
<b>Revenues</b>	2,592	2,424
R&D self-financed in % of revenues	61 2.4%	62 2.6%
<b>EBIT*</b>	10	(400)
<b>Order book</b>	11,311	7,888

\* pre goodwill and exceptions



based on FY 2004 external revenues

- **EBIT\***: profit achieved set to grow
- **Ariane 5 ECA**: Successful launch flight of 10t version, Feb.12, 2005.
- **Paradigm** driver of revenue growth; third party contracts enhance business case (Portugal, NATO)
- Increased and solid **order-book** fuels growth prospects:
  - 8 **civil telecom** satellites
  - **Institutional**: e.g. ATV , THEOS
  - **Galileo**: initial order for system validation; competing for concession
  - **30 Ariane5** launchers : € 3 bn
  - **Paradigm** : € 3.3 bn
  - **M51** production: € 3 bn, of which € 0.9 bn booked in 2004

# Defence and Security Systems



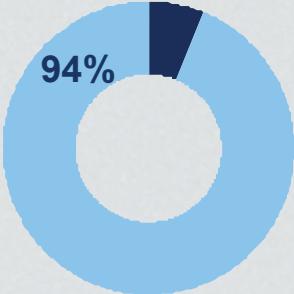
€ m	FY 2004	FY 2003
<b>Revenues</b>	5,385	5,165
<b>R&amp;D self-financed</b> in % of revenues	185 3.4%	223 4.3%
<b>EBIT*</b> in % of revenues	228 4.2%	171 3.3%
<b>Order book</b>	17,276	14,283

\* pre goodwill and exceptionals

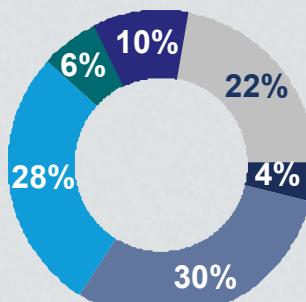
\*\* restated

- █ Defence
- █ Civil

- DCS
- Services
- Military Aircraft
- MBDA
- LFK
- Defence Electronics



based on FY 2004 external revenues



- **Revenues up 4%:** driven by MBDA
- **EBIT\* driven by :**
  - Performance improvement
  - Restructuring mainly for DCS
  - Litigation provision release: €106m
  - Campaign costs, investments
- **Eurofighter:**
  - Second tranche signed : €4.3 bn, of which € 3.9 bn booked in 2004
  - 16 units delivered by year-end
- **Business development:**
  - Racal acquisition
  - Disposal of the enterprise telecom activities and Multicoms business (representing ~€ 200 m in 2004 revenues)
- **Homeland security:** Border surveillance, Secured communication

# Profit & Loss Highlights



	FY 2004		FY 2003	
	€ m	in % of Revenues	€ m	in % of Revenues
<b>Revenues</b>	<b>31,761</b>		<b>30,133</b>	
self-financed R&D***	2,126	6.7%	2,189	7.3%
EBITDA	3,853	12.1%	3,137	10.4%
<b>EBIT*</b>	<b>2,444</b>	<b>7.7%</b>	<b>1,543</b>	<b>5.1%</b>
<b>EBIT* before R&amp;D</b>	<b>4,570</b>	<b>14.4%</b>	<b>3,732</b>	<b>12.4%</b>
Interest result	(275)	(0.9%)	(203)	(0.7%)
Other financial result	(55)	(0.2%)	148	0.5%
Taxes	(664)	(2.1%)	(474)	(1.6%)
<b>Net income</b>	<b>1,030</b>	<b>3.2%</b>	<b>644**</b>	<b>2.1%</b>
<b>EPS (1)</b>	<b>1.29 €</b>		<b>0.80 €</b>	

\* pre goodwill and exceptionals

\*\* compliant with IFRS3 from 2004 ( no longer goodwill amortisation); 2003 restated for comparison

\*\*\* IAS 38: € 165 m capitalised in 2004; € 4 m in 2003

(1) average number of shares outstanding: 801,035,035 in FY 2004 and 800,957,248 in FY 2003

# Development of Net Cash



in € m	FY 2004	FY 2003
<b>Net cash position</b> at the beginning of the period	<b>3,105</b>	<b>2,370</b>
Gross Cash Flow from Operations*	2,858	2,690
Change in working capital	2,155	2,019
Cash used for investing activities**	(3,399)	(3,659)
of which Industrial Capex (additions)	(3,017)	(2,672)
of which Customer Financing net additions	(188)	(1,093)
of which Others	(194)	106
Free Cash Flow**	1,614	1,050
<b>Free Cash Flow before customer financing</b>	<b>1,802</b>	<b>2,143</b>
Dividend paid including minority	(384)	(278)
Capital increase	43	21
Astrium first time 100% consolidation impact	0	(74)
Non-recourse customer financing	(369)	0
Others (\$ adjustments on financial liabilities,...)	49	16
<b>Net cash position</b> at the end of the period	<b>4,058</b>	<b>3,105</b>

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

\*\* excl. change in securities, consolidation changes and non-recourse customer financing

# Hedge Policy

Approx. half of EADS US\$ revenues are naturally hedged by US\$ procurement → In 2004 the annual net exposure was around \$ 11bn (including \$ 9 bn for Airbus).

EADS hedge portfolio (US\$ 40.2 bn) on Dec., 31st 2004  
average rate 1 € = 1.03 \$



€ vs \$	1.01	1.00	1.02	1.03	1.09	1.04	1.13
£ vs \$	1.50	1.51	1.49	1.52	1.59	1.61	1.60

Marked-to-market value = € 9 bn (@ 1€ = 1.36\$)

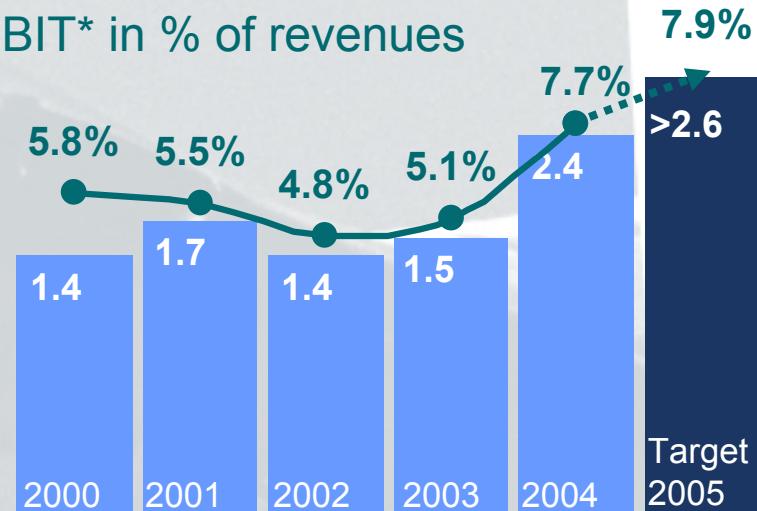
# 2005 Guidance

Revenues in € bn



EBIT\* in € bn

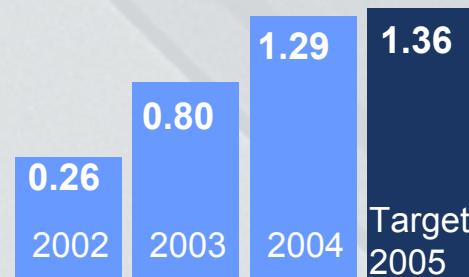
EBIT\* in % of revenues



## 2005 other targets

- Airbus Deliveries:** 350–360 aircraft
- Book to Bill (Orders/Revenues) > 1**
- Free Cash Flow** positive pre-customer financing and Paradigm investment

Pro-Forma EPS in € (IFRS3)



\* pre goodwill and exceptions

# Q1 2005 Financial Highlights



in m€	Q1 2005	Q1 2004	change
<b>Revenues</b>	<b>7,005 € m</b>	<b>6,031 € m</b>	<b>+16%</b>
<i>Of which Defence</i>	1,258 € m	1,083 € m	+16 %
<b>EBIT*</b>	<b>657 € m</b>	<b>198 € m</b>	<b>+232 %</b>
<b>FCF before cust. financing**</b>	<b>704 € m</b>	<b>419 € m</b>	<b>68 %</b>
<b>Net Income</b>	<b>328 € m</b>	<b>49 € m</b>	<b>+569 %</b>
New orders	8,907 € m	3,411 € m	+ 161 %

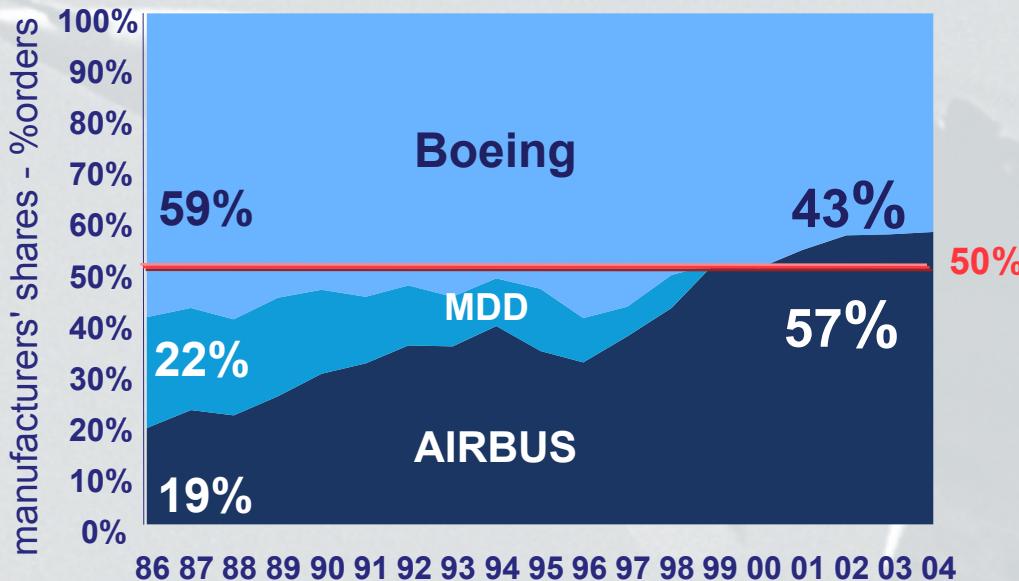
in bn€	March 2005	Dec. 2004	
<b>Net Cash position</b>	<b>4.3 € bn</b>	<b>4.1 € bn</b>	<b>+7 %</b>
Total Order book <i>of which Defence</i>	190.4 € bn 49.7 € bn	184.3 € bn 49.1 € bn	+3 % +1 %

\* pre goodwill and exceptionals

\*\* excl. investments in medium term securities and consolidation changes

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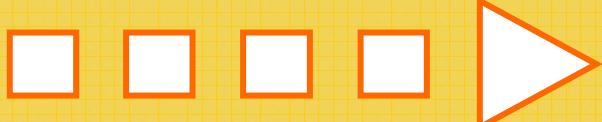
# Commercial Aviation: Sustain Leadership



**Leadership in deliveries,  
orders and innovation**



## How to Sustain Leadership?



- R&D resources
- Product range

# US\$ weakening: Ensure competitiveness

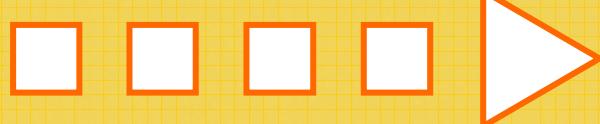


A digital screen displaying a grid of financial data, including numbers and symbols, representing an order book.

Symbol	Price	Quantity
AA	12.5	295
BB	12.75	710
CC	13.54	423
DD	14.2	847
EE	14.1	293
FF	12.2	124
GG	10.4	164
HH	8.2	100
II	7.2	30
JJ	20.2	10
KK	10.2	3.1
LL	10.2	3.1
MM	10.2	3.1
NN	10.2	3.1
OO	10.2	3.1
PP	10.2	3.1
QQ	10.2	3.1
RR	10.2	3.1
SS	10.2	3.1
TT	10.2	3.1
UU	10.2	3.1
VV	10.2	3.1
WW	10.2	3.1
XX	10.2	3.1
YY	10.2	3.1
ZZ	10.2	3.1

## Hedged orderbook net exposure

### How to maintain competitiveness?



- Cost savings
- Suppliers network

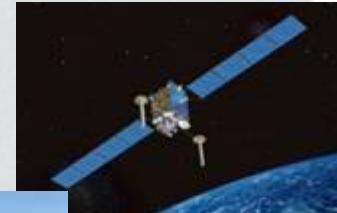
# Defence : Sustain Long-term Development



EADS defence revenues in € million



A310/A330  
Air Tanker - MRTT



Skynet 5



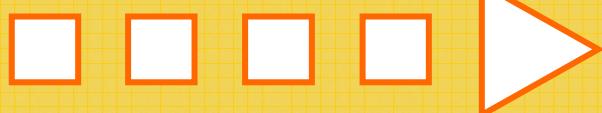
UAV



NH90

**Tripled order-book,  
Set to reach € 10 bn revenues**

How develop further?



- Extend product range
- Expand outside Europe

# Space : Sustain long-term development



**Expanded in Services (Paradigm),  
Turned-around for profitable growth**

**How to go beyond?**



- Get commitment from the European Governments
- New Space applications

# Continuing Transformation



## Solid and Growing

How expand further?



- Global Industrial Strategy
- Innovation
- People

# Shareholders Information

For questions or further information please call:

**France:** 0 800 01 2001

**Germany:** 00 800 00 02 2002

**Spain:** 00 800 00 02 2002

**E-mail:** ir@eads.com

To receive "**Aero - Notes**", the letter to our shareholders, and other documents, visit our website at **www.eads.com** and go to Investor Relations.

# Appendix

## Q4 2004 Key Figures

in € bn

	Q4 2004	Q4 2003
Revenues	10.3	11.6
<b>EBIT*</b>	<b>0.9</b>	<b>0.8</b>
<b>FCF before cust. financing**</b>	<b>1.7</b>	<b>2.2</b>
New orders	23.5	11.7

\* pre goodwill and exceptions

\*\* excl. investments in medium term securities and consolidation changes

	Revenues		EBIT*	
	Q4 2004	change	Q4 2004	Q4 2003
Airbus	5.8 € bn	(17%)	540 € m	652 € m
MTA	0.8 € bn	46%	21 € m	37 € m
Aeronautics	1.4 € bn	1%	90 € m	105 € m
Space	0.9 € bn	(1%)	15 € m	(216 € m)
DS	2.2 € bn	(1%)	303 € m	189 € m
HQ/Eliminations	(0.8 € bn)	(75%)	(25 € m)	(8 € m)
<b>Total EADS</b>	<b>10.3 € bn</b>	<b>(11%)</b>	<b>944 € m</b>	<b>759 € m</b>

\* pre goodwill and exceptions

# Balance Sheet Highlights

in € m	Dec. 2004	Dec. 2003
<b>Assets</b>	<b>58,267</b>	<b>54,378</b>
of which Goodwill	9,460	9,372
of which cash & equivalents, securities	9,184	7,872
of which positive hedge mark-to-market	8,948	7,964
<b>Stockholders' equity</b>	<b>16,973</b>	<b>16,149</b>
of which OCI (Other Comprehensive Income)	6,086	5,934
<b>Minority interest</b>	<b>2,370</b>	<b>2,179</b>
<b>Total provisions</b>	<b>8,573</b>	<b>8,726</b>
of which pensions	3,947	3,772
of which negative hedge mark-to-market	181	100
of which other provisions	4,445	4,854
<b>Deferred tax liabilities &amp; income</b>	<b>6,125</b>	<b>6,122</b>
<b>Liabilities</b>	<b>24,226</b>	<b>21,202</b>
of which financial debts	5,126	4,767
of which European gvts refundable advances	5,119	4,851
<b>Total liabilities and stockholders' equity</b>	<b>58,267</b>	<b>54,378</b>
Closing rate €/\$	1.36	1.26

# EBIT\* Calculation



in € m	Dec. 2004	Dec. 2003
<b>Income from operating activities</b>	<b>2,143</b>	<b>561</b>
Income from investments	84	186
Exceptionals:		
Goodwill amortisation**	0	567
Fair value adjustment	217	229
<b>EBIT*</b>	<b>2,444</b>	<b>1,543</b>

\* pre goodwill and exceptionals

\*\* IFRS3 applied from 2004: goodwill only reduced by impairment

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

€m	FY 2004	FY 2003
EBIT*	2,444	1,543
EBIT* margin (% of revenues)	7.7%	5.1%

### EADS EBIT\* includes the following items

<b>MTA</b>	Restructuring	(28)	(17)
<b>Aeronautics</b>			
	Restructuring (Sogerma)	(13)	(7)
<b>Space</b>	Restructuring	0	(288)
	Asset Depreciation	0	(25)
<b>DS</b>	Restructuring	(88)	(50)

\* pre goodwill and exceptionals

# Net Cash Position



in m€	Dec. 2004	Dec. 2003
Gross cash	9,184	7,872
Financial Debts	(5,126)	(4,767)
<b>Reported Net cash</b>	<b>4,058</b>	<b>3,105</b>
non-recourse debt	988	679
<b>Net cash excl. non-recourse</b>	<b>5,046</b>	<b>3,784</b>
Main minority impact*	(201)	40
Airbus 20% non-recourse debt	(198)	(136)
<b>Net cash position net of minority and non-recourse</b>	<b>4,647</b>	<b>3,688</b>

\* Mostly 20% in Airbus debt and 12.5% in MBDA cash

# Net Income pre-exceptionals



in € m	Dec. 2004	Dec. 2003
<b>Net Income</b>	<b>1,030</b>	<b>644**</b>
<b>EPS (based on Net Income)</b>	<b>1.29 €</b>	<b>0.80 €</b>
<b>Exceptionals:</b>		
Fair value adjustment on fixed assets	212	214
Fair value adjustment on inventories	5	15
Tax impact on exceptional fair value	(78)	(83)
Minorities on exceptional fair value	(17)	(21)
<b>Net Income*</b>	<b>1,152</b>	<b>769</b>
<b>EPS*</b>	<b>1.44 €</b>	<b>0.96 €</b>

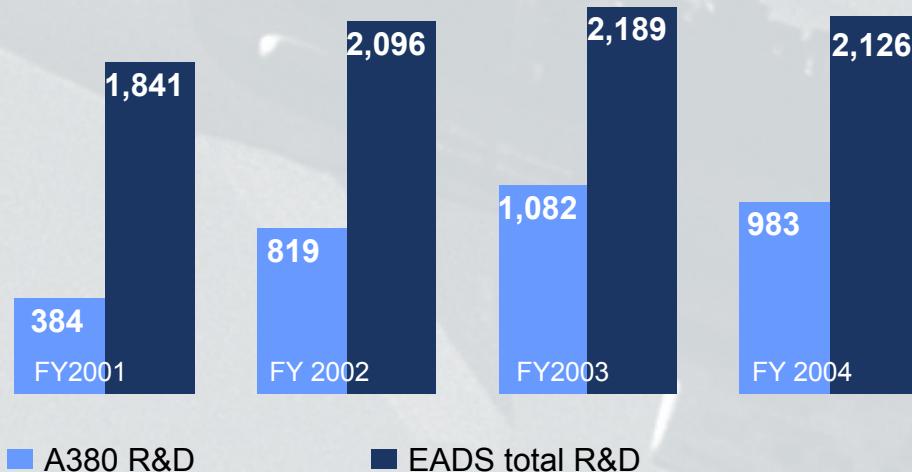
\* pre goodwill and exceptionals

\*\* 2003 figure adjusted to be compliant with IFRS3 (goodwill no longer amortised, subject to impairment)

average number of shares outstanding: 800,957,248 in 2003 and 801,035,035 in 2004

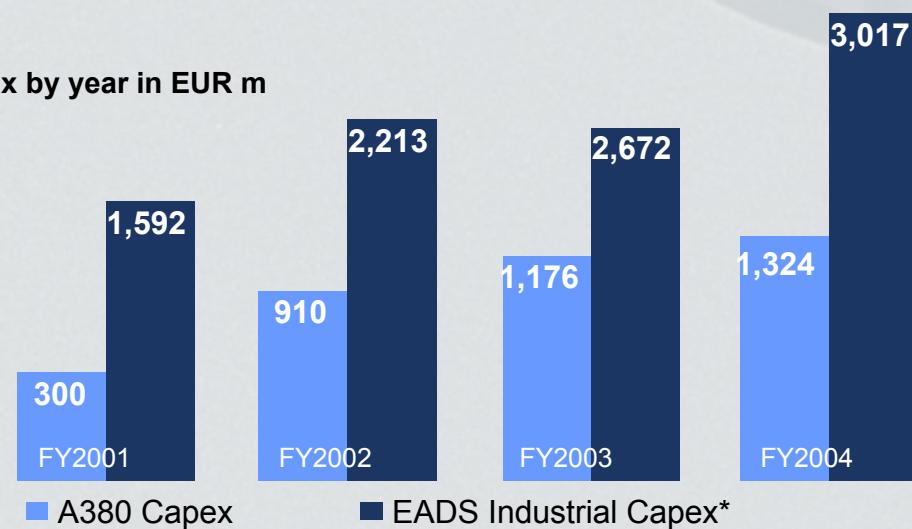
# A380: Four Aircrafts Assembled in 2004

**Self-financed R&D charged in P&L  
by year in EUR m**



**Cumulative  
A380 R&D  
= 3.3 €bn**

**Capex by year in EUR m**

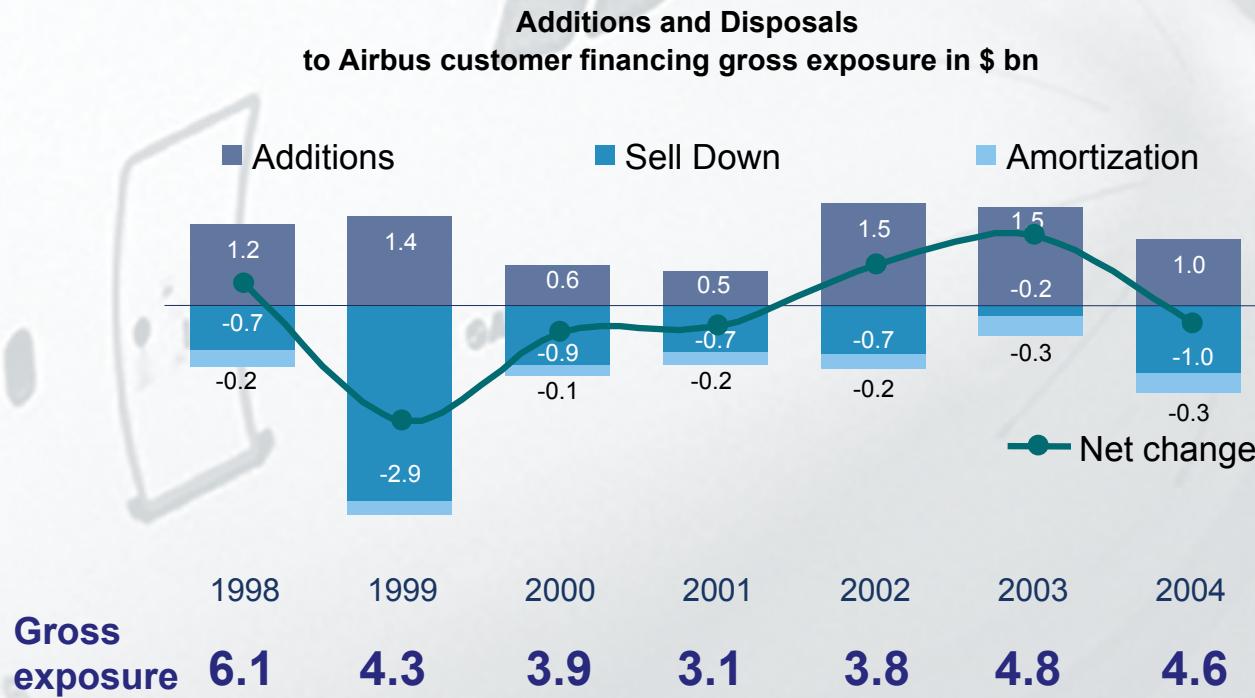


**Cumulative  
A380 Capex  
= 3.7 €bn**

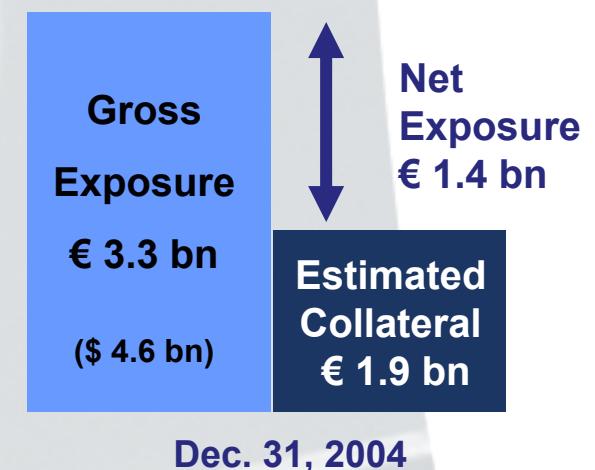
\* excluding leased aircraft (2001: 604 €m; 2002: 101 €m; 2003: 279 € m; 2004: 656 €m)

# Airbus Customer Financing Reduced in 2004

## Active exposure management



**Net Exposure fully provisioned**



Dec. 31, 2004

Gross exposure :

- Reduced since 1998 despite downturn
- Reflects recovery in 2004
- Spread over 219 aircraft (YE2004) , ie around 6% of total cumulative deliveries of 3752.

# Customer Financing Exposure

all figures in € m

<b>Figures for 100% Airbus</b>	<b>2004</b>	<b>2003</b>
closing rate € - \$	1.36	1.26
<b>Total Gross exposure*</b>	<b>3,348</b>	<b>3,822</b>
<i>of which off-balance sheet</i>	604	724
Estimate value of collateral	(1,916)	(2,229)
<b>Net exposure</b>	<b>1,432</b>	<b>1,593</b>
Provision and deferred margin	(1,432)	(1,593)
<b>AIRBUS Net exposure after provision</b>	<b>0</b>	<b>0</b>

<b>Figures for 50% ATR</b>	<b>2004</b>	<b>2003</b>
<b>Total Gross exposure</b>	<b>333</b>	<b>403</b>
<i>of which off-balance sheet</i>	46	126
Estimate value of collateral	(300)	(365)
<b>Net exposure</b>	<b>33</b>	<b>38</b>
Provision	(33)	(38)
<b>ATR Net exposure after provision</b>	<b>0</b>	<b>0</b>

\* Adjusted for stipulated loss values

# Quarterly Revenues Breakdown (cumulative)



in €m	Q1		Q2		Q3		Q4	
	2004	2003	2004	2003	2004	2003	2004	2003
<b>Airbus</b>	4,126	3,775	10,024	8,773	14,415	12,051	20,224	19,048
<b>MTA</b>	101	96	234	268	539	410	1,304	934
<b>Aeronautics</b>	645	686	1,631	1,613	2,516	2,452	3,876	3,803
<b>Space</b>	457	403	1,090	1,008	1,646	1,473	2,592	2,424
<b>DS</b>	932	813	2,119	1,902	3,204	2,957	5,385	5,165
<b>HQ &amp; Elim.</b>	(230)	(253)	(531)	(504)	(861)	(807)	(1,620)	(1,241)
<b>Total EADS</b>	6,031	5,520	14,567	13,060	21,459	18,536	31,761	30,133

# Quarterly EBIT\* Breakdown (cumulative)



in €m	Q1		Q2		Q3		Q4	
	2004	2003	2004	2003	2004	2003	2004	2003
<b>Airbus</b>	224	166	982	621	1,382	701	1,922	1,353
<b>MTA</b>	(8)	(11)	(10)	(8)	5	(7)	26	30
<b>Aeronautics</b>	10	16	56	59	116	112	206	217
<b>Space</b>	(11)	(21)	(11)	(131)	(5)	(184)	10	(400)
<b>DS</b>	(51)	(54)	(82)	(28)	(75)	(18)	228	171
<b>HQ &amp; Elim.</b>	34	34	50	79	77	180	52	172
<b>Total EADS</b>	198	130	985	592	1,500	784	2,444	1,543

\* pre goodwill and exceptionals

# Quarterly Order-intake Breakdown (cumulative )



in €m	Q1		Q2		Q3		Q4	
	2004	2003	2004	2003	2004	2003	2004	2003
<b>Airbus</b>	1,068	3,416	6,158	33,174	10,547	37,028	25,816	39,904
<b>MTA</b>	100	122	165	20,104	342	20,195	1,176	20,326
<b>Aeronautics</b>	843	706	1,669	1,440	3,168	2,213	4,339	3,661
<b>Space</b>	238	341	3,905	779	4,289	1,246	5,658	6,062
<b>DS</b>	1,359	969	2,057	1,988	2,975	3,239	8,457	6,288
<b>HQ &amp; Elim.</b>	(197)	(176)	(496)	(14,295)	(718)	(14,468)	(1,329)	(15,091)
<b>Total EADS</b>	3,411	5,378	13,458	43,190	20,603	49,453	44,117	61,150

# Quarterly Order-book Breakdown



in €m	Q1		Q2		Q3		Q4	
	2004	2003	2004	2003	2004	2003	2004	2003
<b>Airbus</b>	140,911	134,615	139,655	154,428	138,747	153,302	136,022	141,836
<b>MTA</b>	19,980	677	19,904	20,476	19,738	20,429	19,897	20,007
<b>Aeronautics</b>	10,021	10,193	9,991	9,828	10,656	9,719	10,171	9,818
<b>Space</b>	8,083	4,401	10,992	4,248	10,921	4,243	11,311	7,888
<b>DS</b>	14,976	13,521	14,542	13,342	14,508	13,527	17,276	14,283
<b>HQ &amp; Elim.</b>	(15,212)	(689)	(15,140)	(14,581)	(14,887)	(14,510)	(10,389)	(14,552)
<b>Total EADS</b>	178,759	162,718	179,944	187,741	179,683	186,710	184,288	179,280