

# H1 Results 2024

30 July 2024



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**AIRBUS**

## 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;
- Changes in societal expectations and regulatory requirements about climate change;
- The lingering effects of the COVID-19 pandemic; and
- Aggravation of adverse geopolitical events, including Russia's invasion of Ukraine and the resulting imposition of export control restrictions and international sanctions, and rising military tensions around the world.

As a result, Airbus SE’s 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 Russia’s invasion of Ukraine and the impact of the Macroeconomic Environment, see note 2 “Geopolitical and Macroeconomic Environment” of the Notes to the Airbus SE Unaudited Condensed Interim IFRS Consolidated Financial Statements for the six-month period ended 30 June 2024 published 30 July 2024 (the “Financial Statements”). For more information about factors that could cause future results to differ from such forward-looking statements, please refer to Airbus SE’s most recent annual reports, including the Report of the Board of Directors, the Financial Statements and the Notes thereto, the 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 SE undertakes no obligation to publicly revise or update any forward-looking statement 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.

# 01. Company Highlights



# H1 2024 Key Topics

Degraded operating environment  
and specific supply chain challenges



**323**  
Commercial aircraft delivered

 Guidance as per  
June update

## Financials

**€ 1.4 bn**  
EBIT Adjusted

**€ 1.5 bn**  
EBIT Reported

**€ - 0.5 bn**  
FCF before Customer Financing

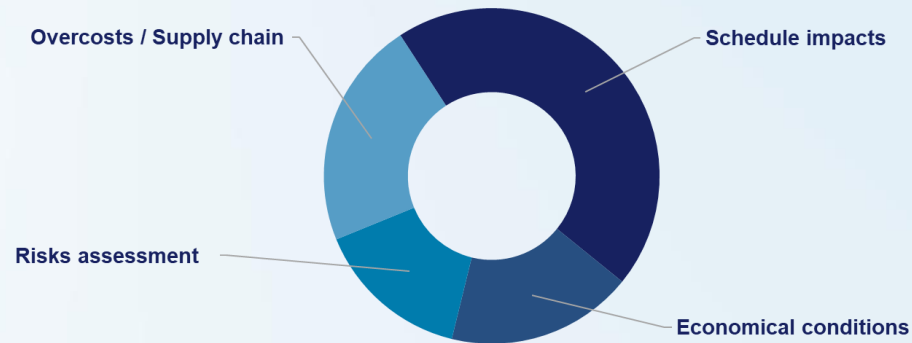
# Focus on Space Systems

## 2024 Charges. What happened:

### New Space Systems management launched extensive technical reviews:

- Full bottom-up with high level of granularity (except one major programme)
- Risks sizing & timeline re-assessments

### EACs update breakdown:



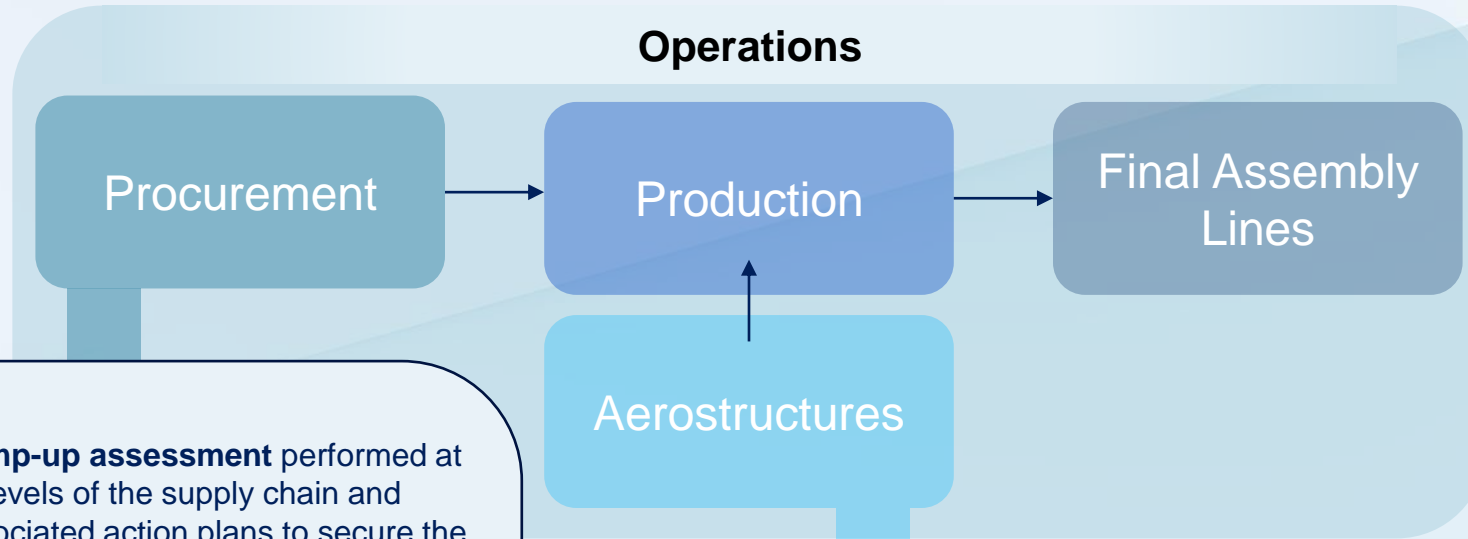
**Changing market conditions:** increased competition and disruptive new players.  
**Unbalanced risk and rewards** in contracts signed between 2018 and 2021.

## Further enhancement of transformation plan:

- Bid excellence / higher technological maturity threshold
- Strengthened and enlarged governance & ownership
- Enhanced controlling & programmes' organisation
- Costs containment launched
- Mid-term competitiveness plan: engineering, procurement and operations
- Evaluate all strategic options: restructuring, portfolio review, cooperation and M&A

**Strengthened profitability focus**  
and improved backlog execution.

# Focus on **Commercial aircraft ramp-up**



- Ramp-up assessment** performed at all levels of the supply chain and associated action plans to secure the rate readiness
- Extended commitment horizon** on certain suppliers and **on site supply chain experts** to support operations
- Dedicated task forces** in place to anticipate and mitigate the degraded geopolitical context



**Airbus Atlantic & Airbus Aerostructures** transformation since 2022

# Focus on current supply chain tensions

## Engines



2024 & 2025 volumes aligned with Engines manufacturers

## Cabin & equipment



Cabin supplier readiness team and JIP\* with equipment suppliers

## Spirit AeroSystems



Binding term sheet signed for potential acquisition of major Airbus related activities

\* Joint Improvement Plan

# H1 2024 Commercial Positioning

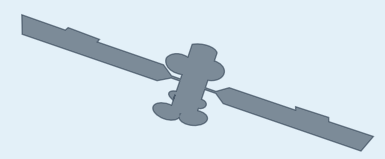
		H1 2024	H1 2023	Change
<b>Airbus</b> (in units)	Order Intake (net)	310	1,044	-70.3%
	Order Book	8,585	7,967	7.8%
<b>Helicopters</b> (in units)	Order Intake (net)	233	131	77.9%
	Order Book	913	743	22.9%
<b>Defence and Space</b> (in € m)	Order Intake (net)	6,059	6,038	0.3%



**Airbus:**  
Good commercial momentum on Widebody aircraft



**Helicopters:**  
New orders include 38 H225 helicopters for the German Federal Police

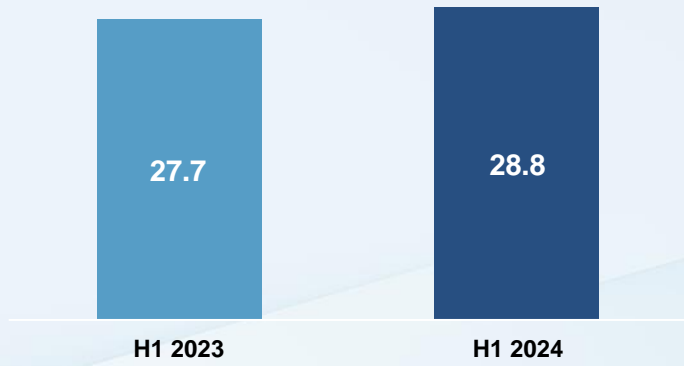


**Defence and Space:**  
New orders include Air Power Services and contract wins in Space Systems



# H1 2024 Financial Performance

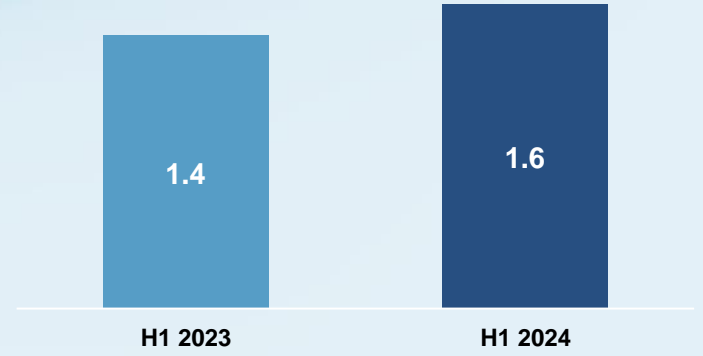
**Revenues**  
in € bn



**Revenues by Division (1)**  
in %



**R&D**  
in € bn

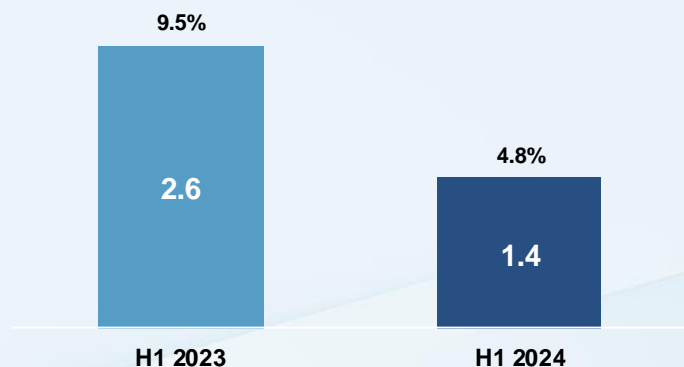


(1) Breakdown based on External Revenues

# H1 2024 Profitability

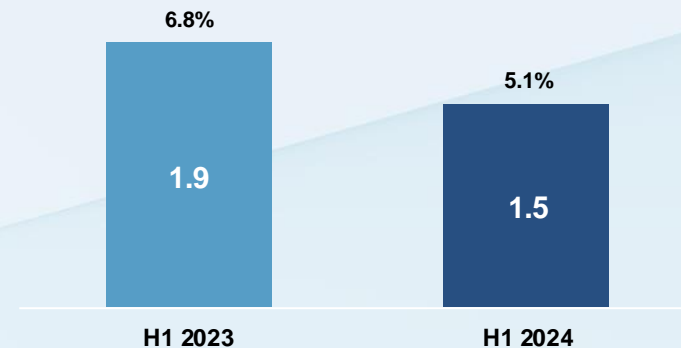
## EBIT Adjusted

in € bn



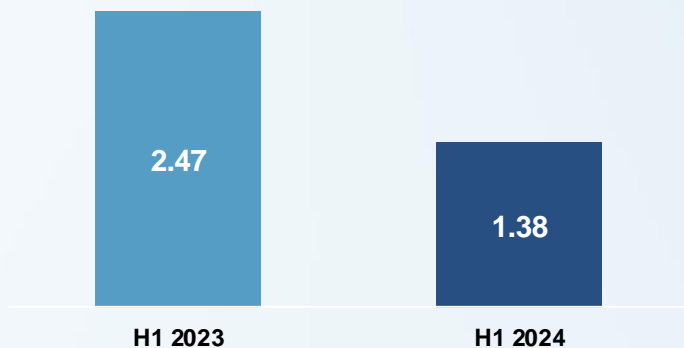
## EBIT Reported

in € bn



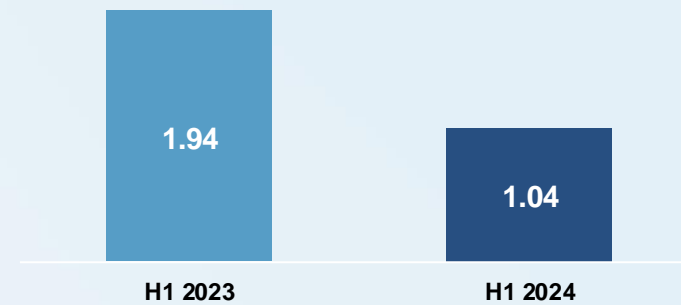
## EPS Adjusted <sup>(1)</sup>

in €



## EPS Reported <sup>(1)</sup>

in €



## EBIT Adjustments of € + 65 m:

- € + 19 m \$ Working Capital mismatch and Balance Sheet revaluation
- € + 51 m Airbus OneWeb Satellites gain
- € - 5 m Others

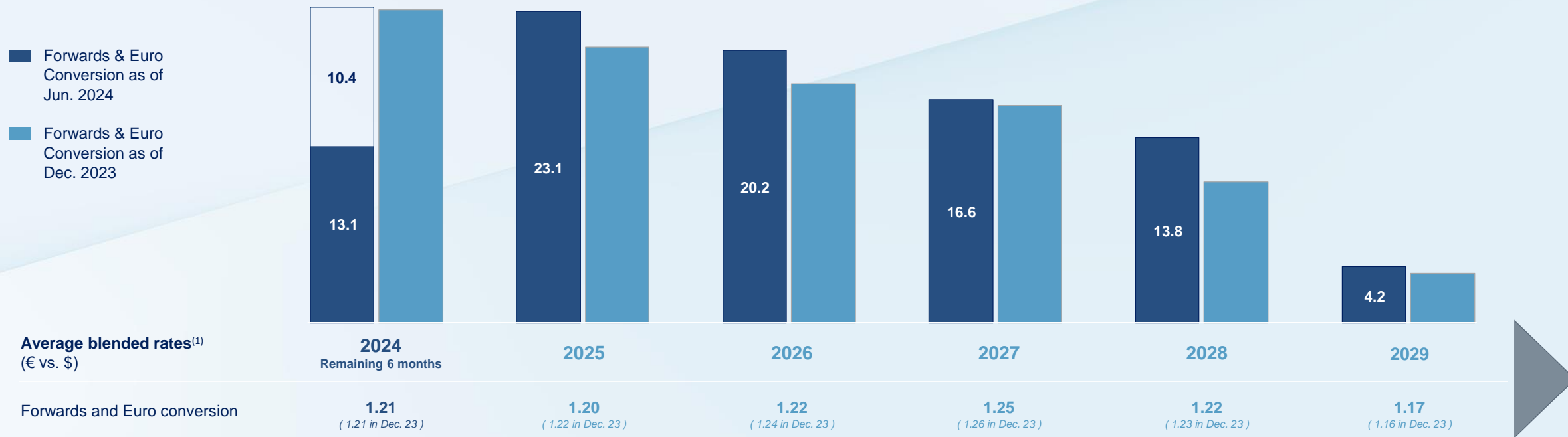
## EBIT to Net Income:

- **Financial Result** of € - 108 m
- **Income Taxes** of € - 615 m
- **Net Income** of € 825 m

(1) H1 2024 Average number of shares: 789,675,929 compared to 788,453,538 in H1 2023

# USD Exposure Coverage

IN \$ BILLION



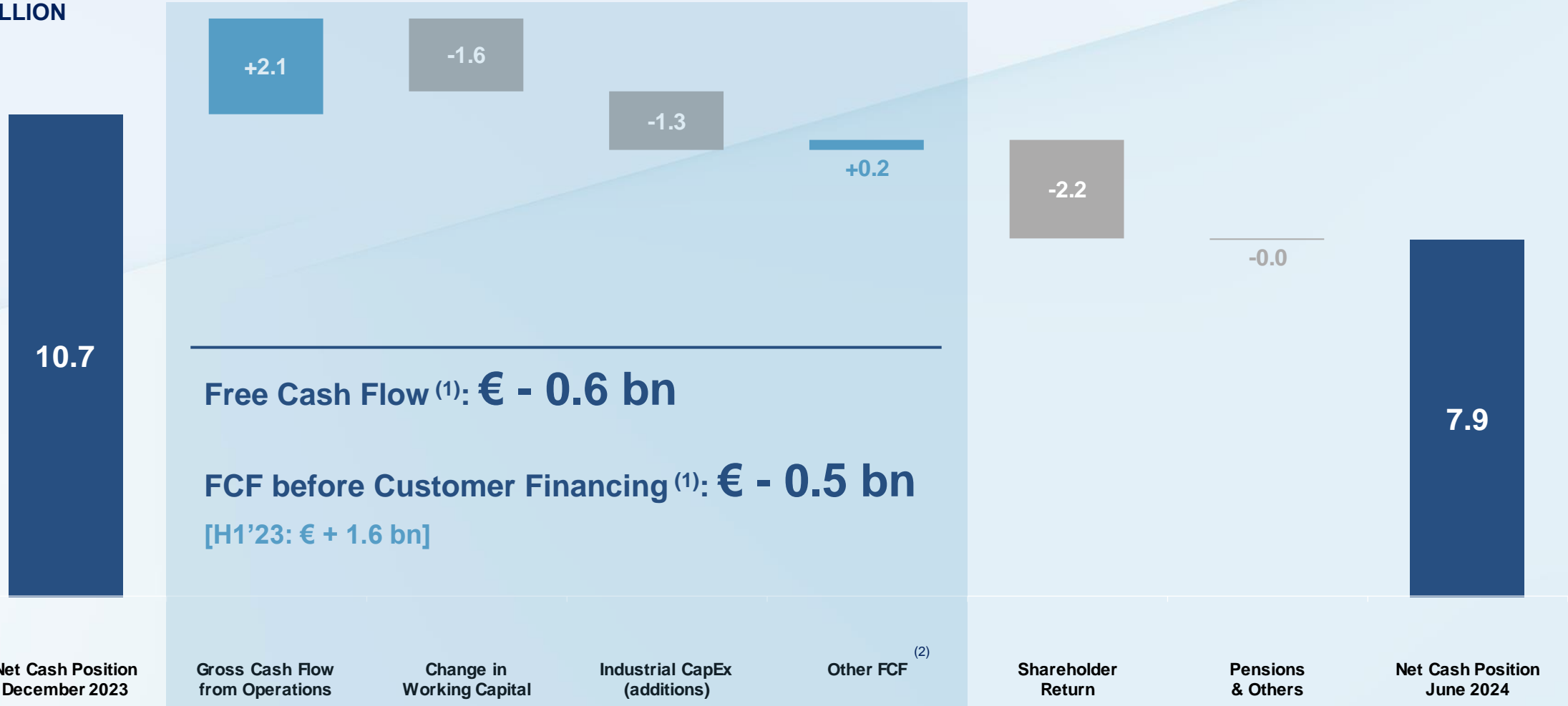
**Mark-to-market of FX hedging instruments**  
 incl. in AOCI = € - 5.7 bn  
 Closing rate @ 1.07 € vs. \$

- In H1 2024, \$ 10.4bn<sup>(2)</sup> of forwards matured and Euro conversion realised at an average blended rate<sup>(1)</sup> of € 1 = \$ 1.21.
- \$ 9.5 bn<sup>(2)</sup> of new USD coverage were added at an average blended rate<sup>(1)</sup> of € 1 = \$ 1.11.
- Forwards and Euro conversion portfolio<sup>(2)</sup> as of 30 June 2024 at \$ 90.9 bn, at an average blended rate<sup>(1)</sup> of \$ 1.22 (vs. \$ 91.7 bn in December 2023 at \$ 1.23).

Approximately 60% of Airbus US\$ revenues are naturally hedged by US\$ procurement.  
 (1) Blended rates reflect both EBIT impact of hedge rates of the US\$ hedge portfolio and Euro conversion.  
 (2) Volumes reflect both forwards and Euro conversion. Total amount predominantly contains €/\$. Volumes reflect roll-over which will be finalised in the next quarter.

# H1 2024 Cash Evolution

IN € BILLION



(1) Customer Financing of € - 0.0 bn  
 (2) Includes proceeds from disposals of intangible and fixed assets & Dividends paid by companies valued at equity



# 02. Divisional Highlights

## IN € MILLION

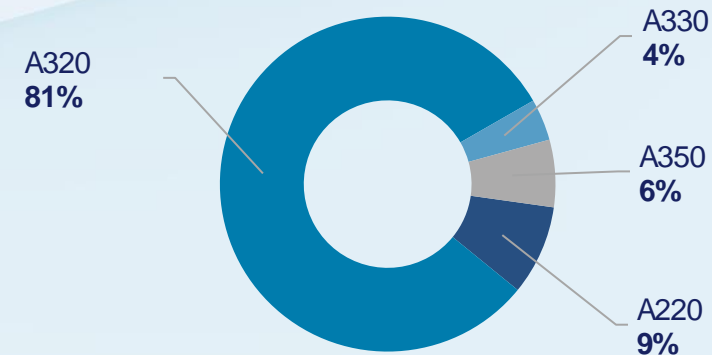
		H1 2024	H1 2023	Change
Order Intake (net)	Units	310	1,044	-70.3%
Order Book		8,585	7,967	7.8%
Deliveries	Units	323	316	2.2%
Revenues		21,215	20,349	4.3%
R&D Expenses		1,301	1,196	8.8%
<i>in % of Revenues</i>		6.1%	5.9%	
EBIT Adjusted		1,954	2,256	-13.4%
<i>in % of Revenues</i>		9.2%	11.1%	
EBIT		1,972	1,523	29.5%
<i>in % of Revenues</i>		9.3%	7.5%	

## Highlights

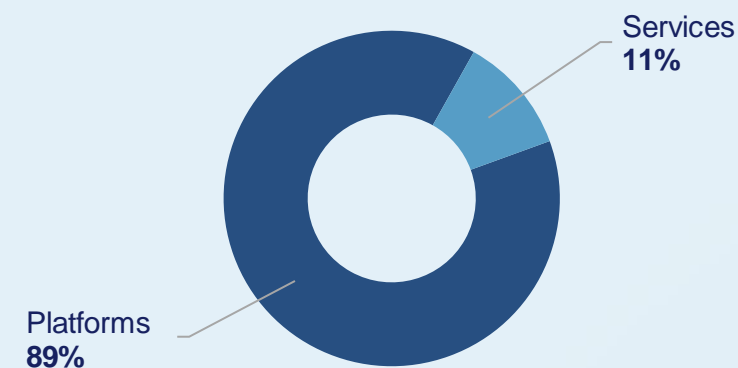
- Deliveries: 323 aircraft comprising 28 A220, 261 A320 Family, 13 A330 and 21 A350.
- Revenues mainly reflect higher deliveries.
- EBIT Adjusted mainly reflects deliveries, offset by investments for preparing the future.

## Deliveries by Programme

(% of units delivered)



## External Revenue Split

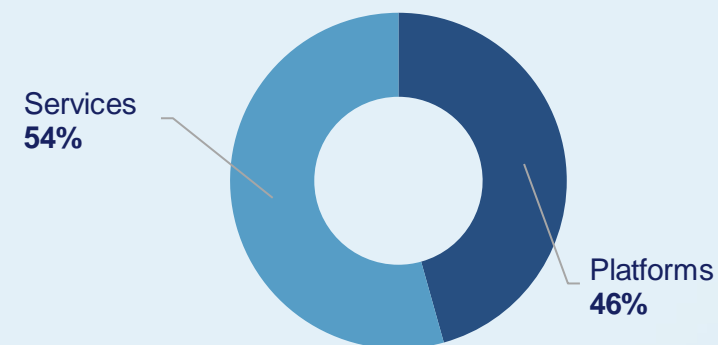
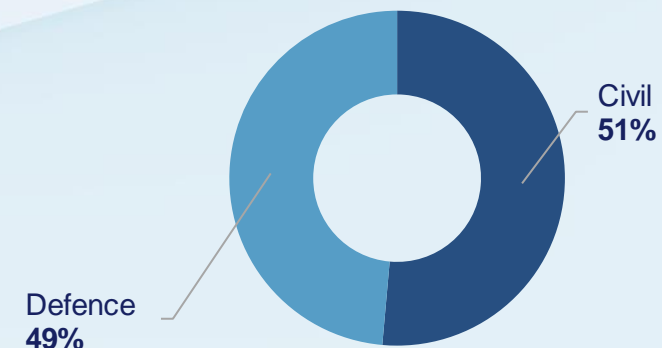


# Airbus Helicopters

## IN € MILLION

		H1 2024	H1 2023	Change
Order Intake (net)	Units	233	131	77.9%
Order Book		913	743	22.9%
Deliveries	Units	124	145	-14.5%
Revenues		3,191	3,194	-0.1%
R&D Expenses		155	145	6.9%
<i>in % of Revenues</i>		4.9%	4.5%	
EBIT Adjusted		230	274	-16.1%
<i>in % of Revenues</i>		7.2%	8.6%	
EBIT		230	267	-13.9%
<i>in % of Revenues</i>		7.2%	8.4%	

## External Revenue Split



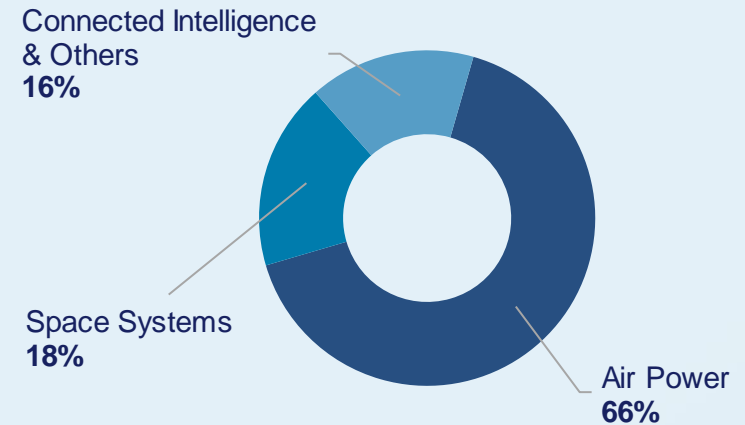
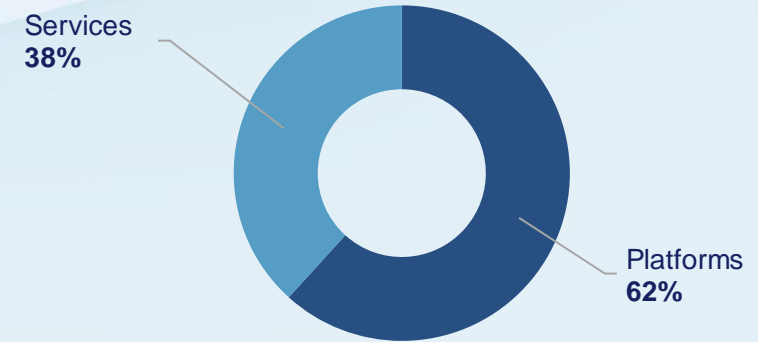
## Highlights

- Revenues reflects lower deliveries, offset by Services.
- EBIT Adjusted reflects deliveries and programmes mix.

# Airbus Defence and Space

IN € MILLION	H1 2024	H1 2023	Change
Order Intake (net)	6,059	6,038	0.3%
Revenues	4,985	4,653	7.1%
R&D Expenses <i>in % of Revenues</i>	150 3.0%	96 2.1%	56.3%
EBIT Adjusted <i>in % of Revenues</i>	(807) -16.2%	78 1.7%	N/A
EBIT <i>in % of Revenues</i>	(760) -15.2%	87 1.9%	N/A

## External Revenue Split



## Highlights

- Revenues increase mainly driven by Air Power, partly offset by the recent update of Estimates at Completion in Space Systems.
- EBIT Adjusted reflects charges of € 989 m mainly linked to the updated Estimates at Completion.
- A400M: 4 a/c delivered in H1 2024.



03.

# Guidance Highlights



**AIRBUS**

# 2024 Guidance

*As the basis for its 2024 guidance, the Company assumes:*

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

*The Company's 2024 guidance is before M&A.*

On that basis, the **Company targets to achieve** in 2024:

**Around  
770**  
commercial  
aircraft deliveries

**Around  
€ 5.5**  
EBIT Adjusted

**Around  
€ 3.5 bn**  
Free Cash Flow  
before Customer  
Financing



# Key Priorities



Continue to deliver on our **commercial aircraft ramp-up**



Successfully manage the **transformation of Airbus Defence and Space**



Leverage **digitalisation & lead the development of sustainable aerospace**



Maintain the **strong commercial positioning** across businesses



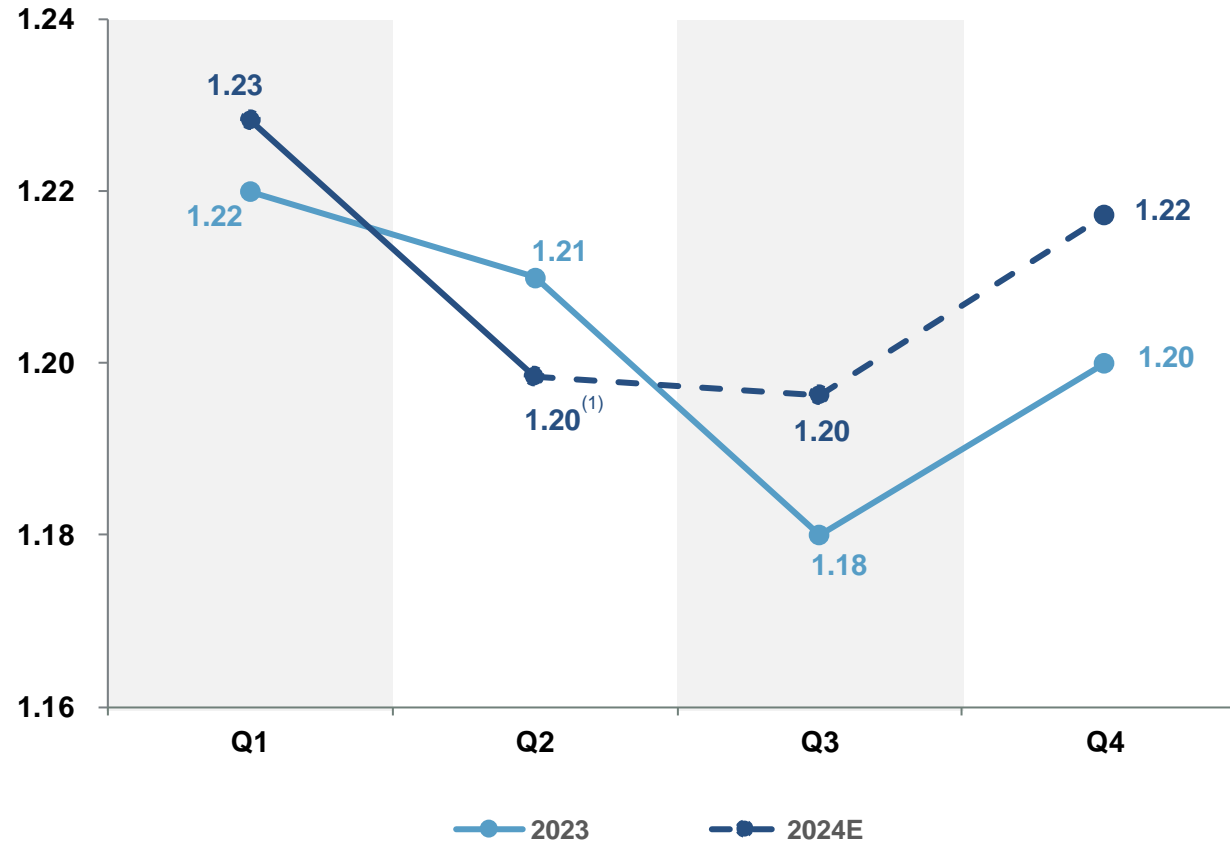
Focus on **profitable growth**

# Appendix. H1 2024



# Expected Average Blended Rates for Forwards and Euro Conversion € vs. \$

## Active exposure management



	Average Blended Rates
FY 2023	1.20
FY 2024E	1.21

Blended rates reflect both EBIT impact of hedge rates of the US\$ hedge portfolio and Euro conversion  
 (1) Q2 actual

# H1 2024 Detailed Income Statement and Adjustments

IN € MILLION	H1 2024 Reported	thereof Adjustments				H1 2024 Adjusted
		Impact on EBIT				
		Operational			FX	
		Airbus	Defence and Space <sup>(1)</sup>	Helicopters	Airbus + Defence and Space <sup>(2)</sup>	
<b>EBIT</b>	<b>1,456</b>					<b>1,391</b>
<i>in % of Revenues</i>	5.1%	(11)	57	0	19	4.8%
Interest income	399					399
Interest expense	(428)					(428)
Other Financial Result	(79)					(80)
<b>Financial Result</b>	<b>(108)</b>					<b>(80)</b>
<b>Income before taxes</b>	<b>1,348</b>	<b>(11)</b>	<b>57</b>	<b>0</b>	<b>19</b>	<b>(80)</b>
Non-controlling interests	92					92
<b>Net Income</b>	<b>825</b>					<b>1,087</b>
Number of shares	789,675,929					789,675,929
<b>EPS (in €)</b>	<b>1.04</b>					<b>1.38</b>

**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 46%.**

(1) Thereof € - 3 m A400M programme update  
(2) Thereof € 29 m Airbus, € - 10 m Defence and Space

# H1 2023 Detailed Income Statement and Adjustments

IN € MILLION	H1 2023 Reported	thereof Adjustments				Financial Result	H1 2023 Adjusted
		Impact on EBIT					
		Operational		FX			
	Airbus	Defence and Space <sup>(1)</sup>	Helicopters	Airbus + Defence and Space <sup>(2)</sup>			
<b>EBIT</b>	<b>1,887</b>						<b>2,618</b>
<i>in % of Revenues</i>	6.8%	(74)	1	(7)	(651)		9.5%
Interest income	278						278
Interest expense	(336)						(336)
Other Financial Result	160					157	3
<b>Financial Result</b>	<b>102</b>					<b>157</b>	<b>(55)</b>
<b>Income before taxes</b>	<b>1,989</b>	<b>(74)</b>	<b>1</b>	<b>(7)</b>	<b>(651)</b>	<b>157</b>	<b>2,563</b>
Non-controlling interests	74						74
<b>Net Income</b>	<b>1,526</b>						<b>1,945</b>
Number of shares	788,453,538						788,453,538
<b>EPS (in €)</b>	<b>1.94</b>						<b>2.47</b>

**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 27%.**

(1) Thereof € + 2 m A400M programme update  
 (2) Thereof € - 659 m Airbus, € + 8 m Defence and Space

# Liquidity as of 30 June 2024



## RSCF

- Signed on July 5, 2022
- 2nd extension option of 1 year exercised in June 2024 and approved by all lenders: the full €8bn line is committed until July 5, 2029
- Fully committed by 38 banks
- No financial covenants, no MAC clause
- Sustainability-Linked

## Financing Liabilities include bonds\*

- € 7.2 bn EMTN
- \$ 1.5 bn 144A/RegS
- \$ 0.8 bn USPP

\*nominal amounts

## Credit Ratings

### Short-term rating:

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

### Long-term rating:

- S & P: A stable outlook
- Moody's: A2 positive outlook

(1) The H1 2024 Gross Debt includes financing liabilities for € 12.9 bn and interest rate contracts related to fair value hedges for € 1.1 bn



## Q2 2024 Key Figures

IN € MILLION	Q2 2024	Q2 2023
Revenues	15,995	15,900
EBIT Adjusted	814	1,845
EBIT	847	1,497
Net Income	230	1,060
FCF before Customer Financing	1,262	2,511
FCF	1,240	2,466

IN € MILLION	Q2 2024	Q2 2023	Q2 2024	Q2 2023	Q2 2024	Q2 2023
	Revenues		EBIT Adjusted		EBIT	
Airbus	12,048	12,239	1,447	1,676	1,472	1,326
Helicopters	1,730	1,596	159	118	159	111
Defence and Space	2,586	2,354	(798)	42	(790)	51
Eliminations	(369)	(289)	6	9	6	9
<b>Consolidated Airbus</b>	<b>15,995</b>	<b>15,900</b>	<b>814</b>	<b>1,845</b>	<b>847</b>	<b>1,497</b>

## Detailed Free Cash Flow

IN € MILLION	H1 2024	H1 2023
<b>Net Cash position at the beginning of the period</b>	<b>10,726</b>	<b>9,431</b>
<b>Gross Cash Flow from Operations <sup>(1)</sup></b>	<b>2,127</b>	<b>1,859</b>
<b>Change in working capital <sup>(2)</sup></b>	<b>(1,615)</b>	<b>647</b>
<b>Investments in intangible and fixed assets (net) &amp; Dividends paid by companies valued at equity</b>	<b>(1,071)</b>	<b>(913)</b>
of which Industrial CapEx (additions) <sup>(3)</sup>	(1,315)	(1,090)
<b>Free Cash Flow <sup>(4)</sup></b>	<b>(559)</b>	<b>1,593</b>
of which Customer Financing	(30)	(42)
<b>Free Cash Flow before Customer Financing</b>	<b>(529)</b>	<b>1,635</b>
Change in other Investing cash flow	(181)	(359)
Change in capital and non-controlling interests	118	140
Change in treasury shares / share buyback	215	(83)
Change in liability for puttable instruments	0	138
Contribution to plan assets of pension schemes	(176)	(201)
Cash distribution to shareholders / non-controlling interests	(2,215)	(1,421)
Others	6	(174)
<b>Net Cash position at the end of the period</b>	<b>7,934</b>	<b>9,064</b>

(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 leased and financial assets

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

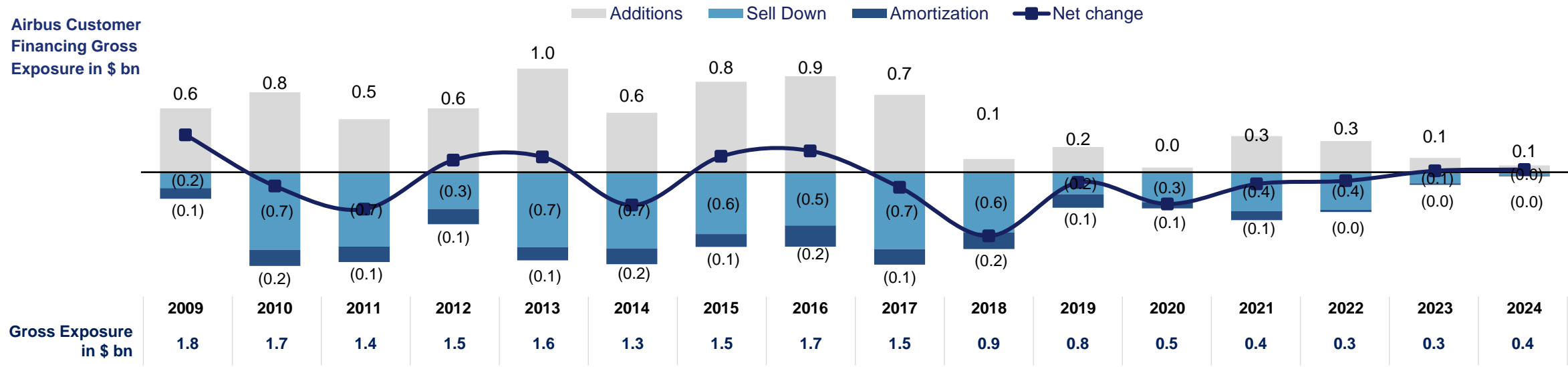
# Net Cash Position

IN € MILLION	June 2024	Dec. 2023
<b>Gross Cash</b>	<b>21,875</b>	<b>25,278</b>
<b>Financing Liabilities</b>	<b>(12,878)</b>	<b>(13,591)</b>
Short-term Financing Liabilities	(3,113)	(3,389)
Long-term Financing Liabilities	(9,765)	(10,202)
<b>Interest rate contracts</b>	<b>(1,063)</b>	<b>(961)</b>
<b>Reported Net Cash</b>	<b>7,934</b>	<b>10,726</b>

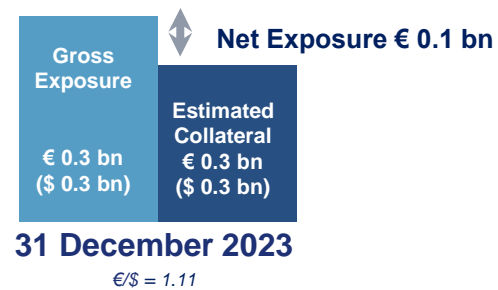
# Customer Financing Exposure

IN € MILLION	June 2024	Dec. 2023	June 2024	Dec. 2023
	Airbus		Helicopters	
Closing rate € 1 =	\$ 1.07	\$ 1.11	\$ 1.07	\$ 1.11
<b>Total Gross Exposure</b>	<b>346</b>	<b>312</b>	<b>18</b>	<b>19</b>
of which off-balance sheet	6	6	2	2
<b>Estimated value of collateral</b>	<b>(294)</b>	<b>(252)</b>	<b>(18)</b>	<b>(19)</b>
<b>Net Exposure</b>	<b>52</b>	<b>60</b>	<b>0</b>	<b>0</b>
<b>Provision and asset impairment</b>	<b>(52)</b>	<b>(60)</b>	<b>0</b>	<b>0</b>
<b>Net Exposure after provision</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

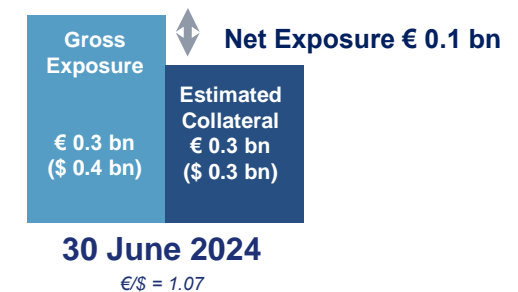
# Airbus Customer Financing



## Net Exposure fully provisioned



## Net Exposure fully provisioned



## Balance Sheet Highlights: Assets

IN € MILLION	June 2024	Dec. 2023
<b>Non-current Assets</b>	<b>56,892</b>	<b>54,870</b>
of which Intangible & Goodwill	17,129	16,929
of which Property, plant & equipment	17,574	17,201
of which Investments & other long-term financial assets	6,889	6,947
of which Contract assets	62	26
of which Positive hedge mark-to-market	618	897
of which Non-current securities	8,492	7,508
<b>Current Assets</b>	<b>66,095</b>	<b>63,948</b>
of which Inventory	39,477	33,741
of which Contract assets	1,334	1,823
of which Cash and cash equivalents	10,928	16,469
of which Current securities	2,455	1,301
of which Positive hedge mark-to-market	262	330
<b>Assets of disposal groups classified as held for sale</b>	<b>53</b>	<b>53</b>
<b>Total Assets</b>	<b>123,040</b>	<b>118,871</b>
Closing rate € vs. \$	1.07	1.11

## Balance Sheet Highlights: Liabilities

IN € MILLION	June 2024	Dec. 2023
<b>Total Equity</b>	<b>16,580</b>	<b>17,730</b>
of which AOCI (Accumulated Other Comprehensive Income)	(3,108)	(2,305)
of which Non-controlling interests	35	35
<b>Total Non-current Liabilities</b>	<b>47,352</b>	<b>47,391</b>
of which Pensions	1,903	2,405
of which Other provisions	3,287	3,262
of which Financing liabilities	9,765	10,202
of which European Governments' refundable advances	3,683	3,671
of which Contract liabilities	24,507	23,961
of which Negative hedge mark-to-market	3,380	2,859
<b>Total Current Liabilities</b>	<b>59,034</b>	<b>53,676</b>
of which Pensions	242	310
of which Other provisions	3,940	3,851
of which Financing liabilities	3,113	3,389
of which European Governments' refundable advances	175	185
of which Contract liabilities	28,358	24,537
of which Trade liabilities	14,384	14,323
of which Negative hedge mark-to-market	2,086	1,891
<b>Liabilities of disposal groups classified as held for sale</b>	<b>74</b>	<b>74</b>
<b>Total Liabilities and Equity</b>	<b>123,040</b>	<b>118,871</b>

# New Capitalised Research and Development

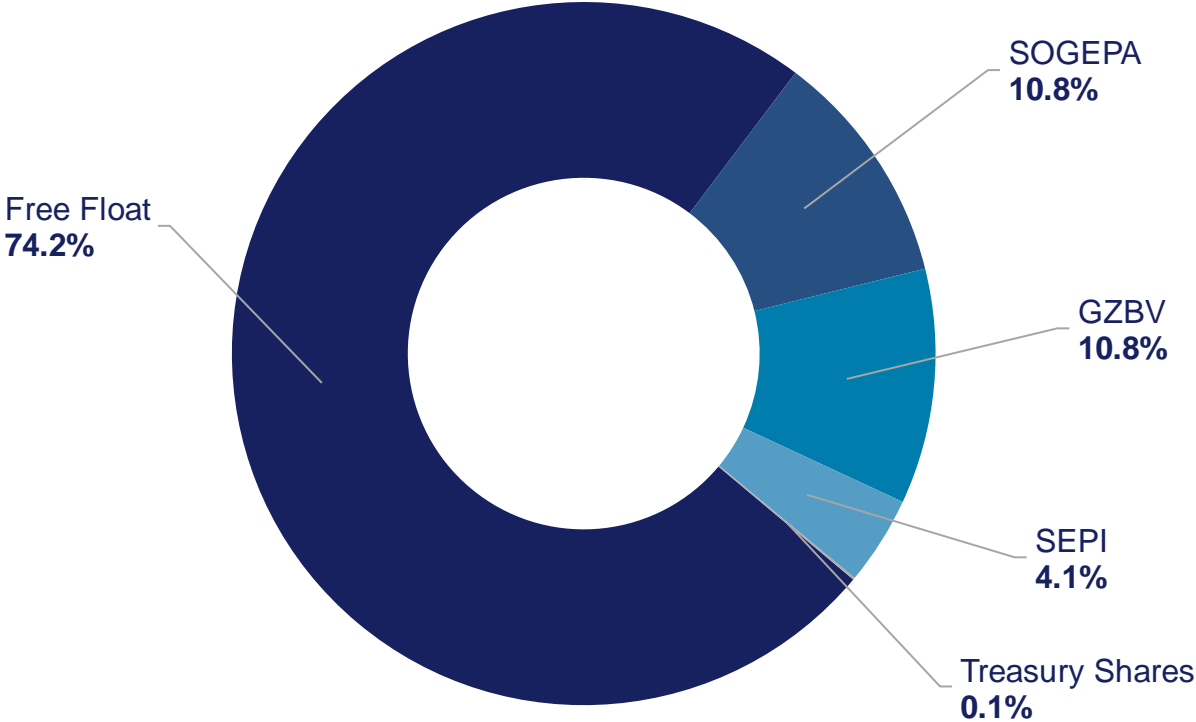
IN € MILLION

H1 2024      H1 2023

Airbus	73	62
Helicopters	1	0
Defence and Space	90	101
Eliminations	0	0
<b>Consolidated Airbus</b>	<b>164</b>	<b>163</b>



# Shareholding Structure at 30 June 2024



792,283,683 shares issued at 30 June 2024

# Quarterly Revenues Breakdown (Cumulative)

IN € MILLION

	Q1		H1		9m		FY	
	2024	2023	2024	2023	2024	2023	2024	2023
Airbus	9,167	8,110	21,215	20,349		31,507		47,763
Helicopters	1,461	1,598	3,191	3,194		4,662		7,337
Defence and Space	2,399	2,299	4,985	4,653		7,133		11,495
Eliminations	(197)	(244)	(566)	(533)		(742)		(1,149)
<b>Consolidated Airbus</b>	<b>12,830</b>	<b>11,763</b>	<b>28,825</b>	<b>27,663</b>		<b>42,560</b>		<b>65,446</b>

# Quarterly EBIT Adjusted Breakdown (Cumulative)

IN € MILLION

	Q1		H1		9m		FY	
	2024	2023	2024	2023	2024	2023	2024	2023
Airbus	507	580	1,954	2,256		3,216		4,818
Helicopters	71	156	230	274		417		735
Defence and Space	(9)	36	(807)	78		(1)		229
Eliminations	8	1	14	10		(1)		56
<b>Consolidated Airbus</b>	<b>577</b>	<b>773</b>	<b>1,391</b>	<b>2,618</b>		<b>3,631</b>		<b>5,838</b>

# Quarterly EBIT Breakdown (Cumulative)

IN € MILLION

	Q1		H1		9m		FY	
	2024	2023	2024	2023	2024	2023	2024	2023
Airbus	500	197	1,972	1,523		2,306		3,610
Helicopters	71	156	230	267		410		717
Defence and Space	30	36	(760)	87		(3)		220
Eliminations	8	1	14	10		(1)		56
<b>Consolidated Airbus</b>	<b>609</b>	<b>390</b>	<b>1,456</b>	<b>1,887</b>		<b>2,712</b>		<b>4,603</b>

# H1 2024 IFRS vs. APM Cash Flow Reconciliation

IN € BILLION	June 2024
<b>Cash provided by (used for) operating activities</b>	<b>0.4</b>
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	(1.5)
<b>Gross Cash Flow from Operations</b>	<b>2.1</b>

# 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, plus or minus (iiii) interest rate contracts related to fair value hedges (all as recorded in the Consolidated Statement of Financial Position).
- **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 2.1.6.1. 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, contract assets and contract liabilities (including customer advances), trade liabilities, and other assets and other liabilities.
- **FCF:** It is an alternative performance measure and key indicator which allows the Company to measure the amount of cash flow generated by its operations. The Company defines Free Cash Flow as the sum of (i) cash provided by operating activities and (ii) Investments in intangible and fixed assets (net) & Dividends paid by companies valued at equity, minus (iii) contribution to plan assets of pension schemes, (iv) realised foreign exchange results on treasury swaps and (v) change in cash from changes in consolidation.
- **FCF before Customer Financing** refers to Free Cash Flow adjusted for cash flow related to aircraft financing activities. It is an alternative performance measure and indicator used by the Company in its financial guidance.