

# 9m Results 2013



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EADS

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# 9m Results 2013

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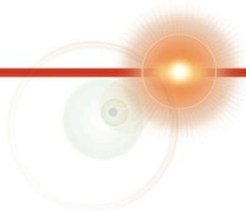
Group  
Highlights

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Divisional  
Highlights

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Guidance



## Key Messages

- Strong commercial aircraft market
- Continued progress on execution
- ADS re-organisation advancing

## Financial Highlights

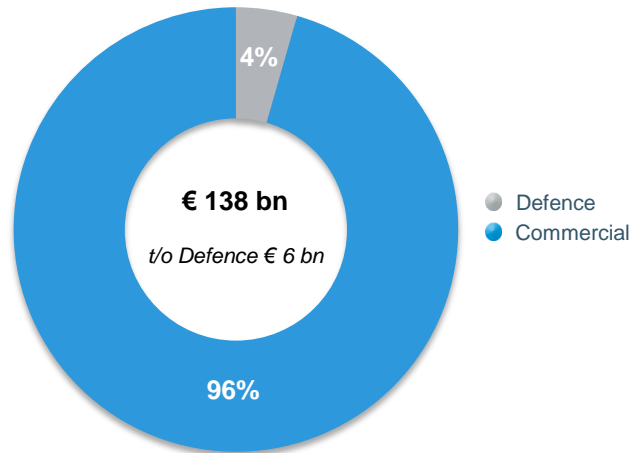
- Revenues: +7%
- EBIT\* before one-off: +22%, EBIT\*: +36%
- EPS: increase to € 1.50, +39%
- FCF\*\*: € -4.8 bn

### ○ Full year 2013 guidance adjusted to reflect 9m 2013 trends:

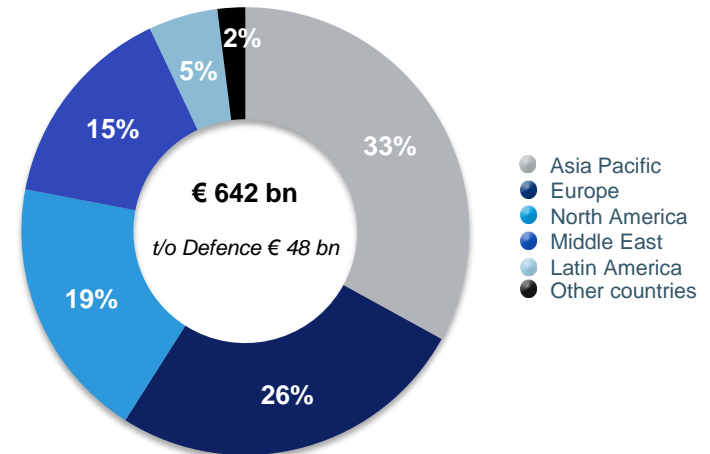
- Commercial aircraft gross orders above 1,200 and deliveries up to 620 a/c
- EBIT\* before one-off expectation confirmed at € 3.5 bn
- FCF\*\* expected to be negative by around € -1.5 bn

# 9m 2013 Commercial Environment

EADS Order Intake\* by Segment (in value) :



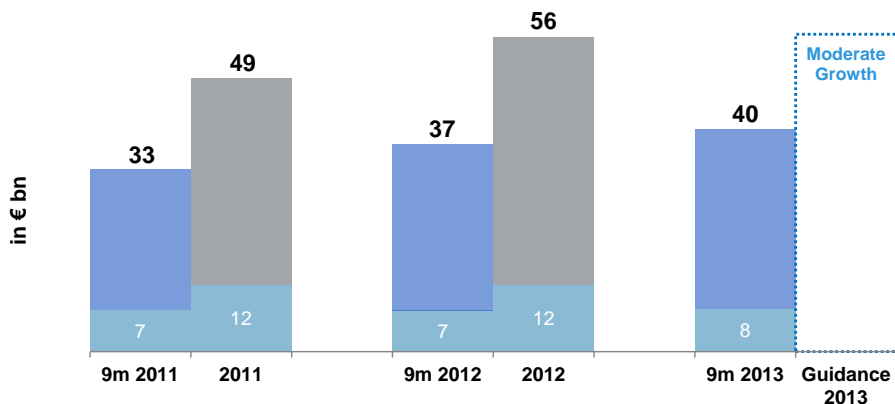
EADS Order Book\* by Region (in value) :



- **Airbus:** Strong commercial momentum with 1,112 gross commercial aircraft orders, including 147 additional A350XWB; a further 31 A350 for JAL awarded in October
- **Eurocopter:** Some recovery in commercial bookings in Q3
- **Astrium:** Significant Q3 order momentum for launchers, 2 export telecom satellites and 1 Earth Observation satellite. Services business still under strong competitive pressure
- **Cassidian:** Q3 orders of ~ € 1 bn include awards for Missile and Secure Communication Systems businesses

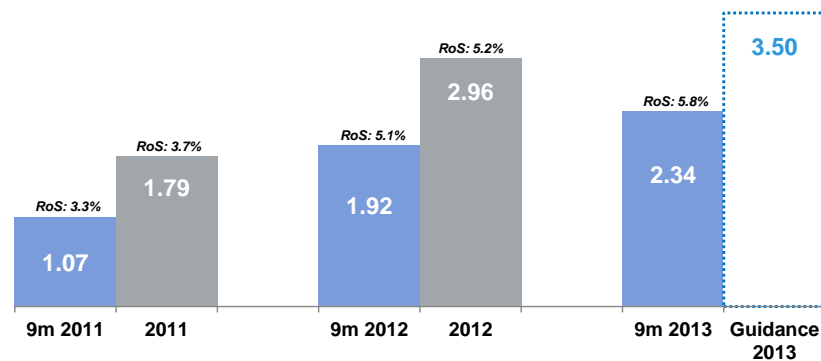
# 9m 2013 Financial Performance

## Revenues

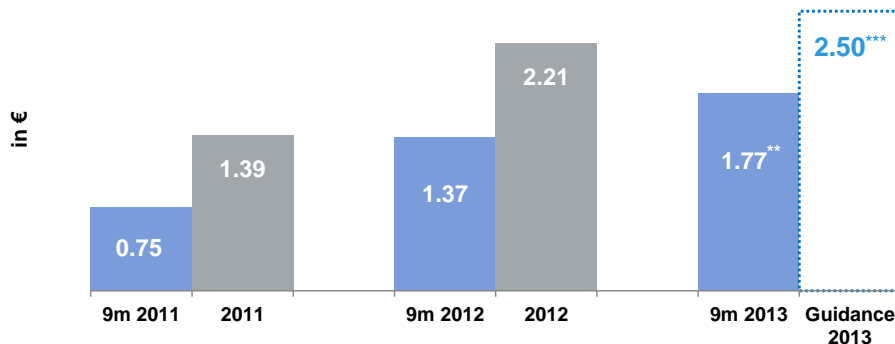


t/o Defence

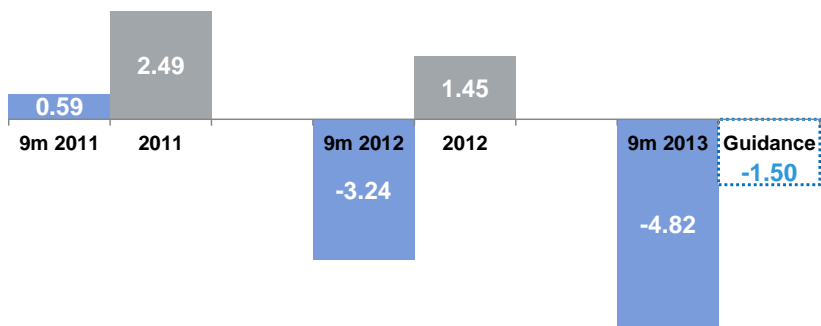
## EBIT\* before one-off



## EPS\* before one-off



## FCF before Acquisitions



\* Pre-goodwill impairment and exceptionals

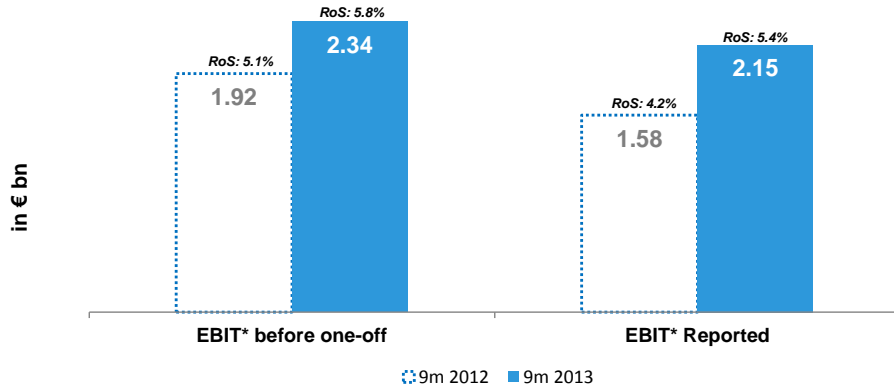
\*\* 9m 2013 Average number of shares: 796,762,889

\*\*\* Guidance prior to proposed share buyback

2012 figures are pro forma, amended with IAS 19 restatement. Capitalised R&D: € 337 m in 9m 2013 and € 288 m in 9m 2012

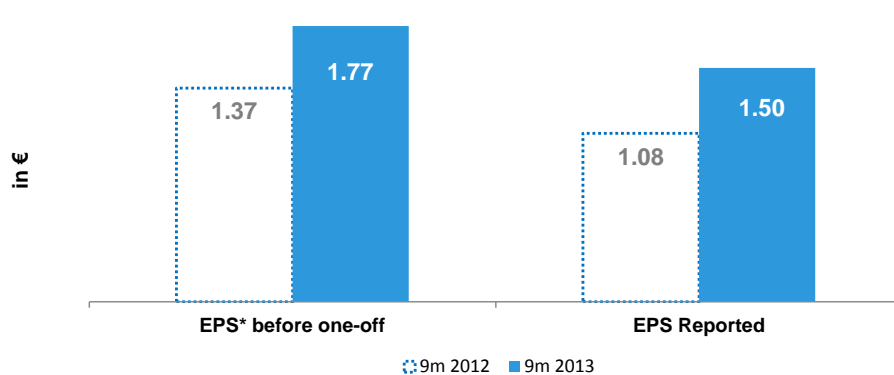
# 9m 2013 Profitability

## EBIT\* Performance



- 9m 2013 EBIT\* reported +36%
- 9m 2013 one-offs are limited to known A380 impact and \$ PDP Mismatch and Balance Sheet Revaluation

## EPS Performance



- 9m 2013 Net Income of € 1,195 m, +36%
- 9m 2013 EPS +39%
- 9m 2013 Financial one-offs linked to negative foreign exchange revaluation
- 9m 2013 tax rate 28%

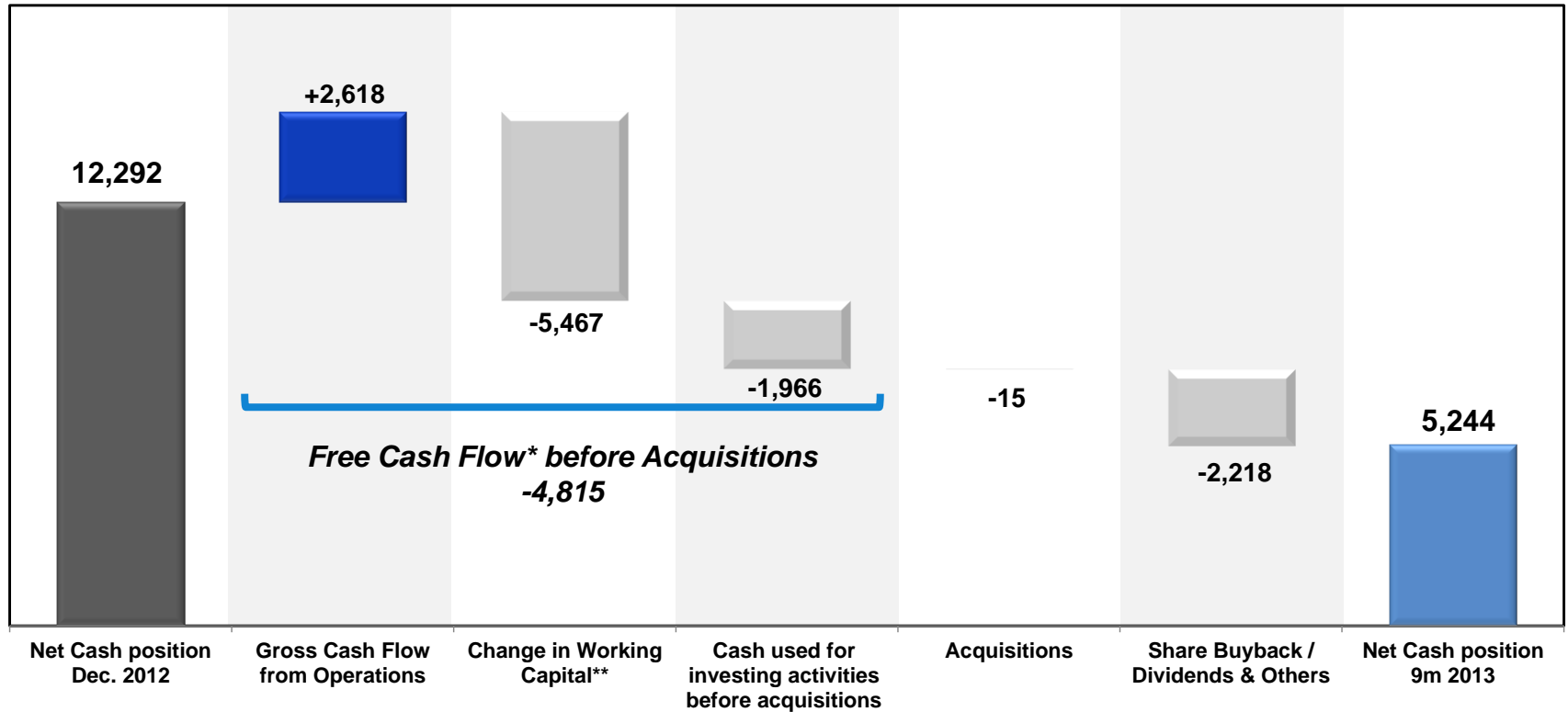
\* Pre-goodwill impairment and exceptionals

\*\* 9m 2013 Average number of shares: 796,762,889

2012 figures are pro forma, amended with IAS 19 restatement

# 9m 2013 Cash Evolution

in € m



- FCF reflects significant increase in working capital linked to phasing of deliveries, industrial ramp-up and customer financing activity
- Financial flexibility: Gross cash € 12.5 bn at 30 September 2013

\* Excluding contribution to plan assets of pension schemes and change of securities

\*\* Includes customer financing in other assets and liabilities of € -0.4 bn



# 9m Results 2013

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Group  
Highlights

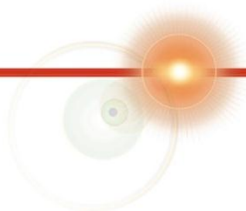
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Divisional  
Highlights

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Guidance

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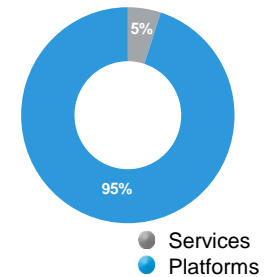
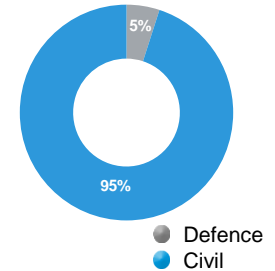


# Airbus Division (incl. ATR & Sogerma)

In € m

		9m 2013			9m 2012 <i>pro forma</i>			Change
		Airbus Division	Airbus Comm.	Airbus Military	Airbus Division	Airbus Comm.	Airbus Military	Airbus Division
<b>Order Intake (net) <sup>1)</sup></b>	in units	<b>1,070</b>	<b>1,062</b>	<b>8</b>	412	382	30	+159.7%
<b>Order Book <sup>1)</sup></b>		<b>5,503</b>	<b>5,299</b>	<b>210</b>	4,639	4,414	236	+18.6%
<b>Order Intake (net)</b>	in value	<b>127,062</b>	<b>126,410</b>	<b>815</b>	40,909	39,359	1,691	+210.6%
<b>Order Book</b>		<b>602,284</b>	<b>582,691</b>	<b>20,229</b>	504,569	483,856	21,821	+19.4%
<b>Deliveries (a/c) <sup>1)</sup></b>		<b>459</b>	<b>445</b>	<b>18</b>	414	405 <sup>2)</sup>	11	+10.9%
<b>Revenues</b>		<b>28,770</b>	<b>27,552</b>	<b>1,769</b>	26,051	25,155	1,194	+10.4%
<b>R&amp;D expenses</b> <i>in % of revenues</i>		<b>1,698</b> 5.9%	<b>1,684</b> 6.1%	<b>14</b> 0.8%	1,676 6.4%	1,664 6.6%	12 1.0%	+1.3%
<b>EBIT* before one-off</b> <i>in % of revenues</i>		<b>1,691</b> 5.9%	<b>1,710</b> 6.2%	<b>8</b> 0.5%	1,178 4.5%	1,157 4.6%	8 0.7%	+43.5%
<b>EBIT*</b> <i>in % of revenues</i>		<b>1,502</b> 5.2%	<b>1,521</b> 5.5%	<b>8</b> 0.5%	844 3.2%	823 3.3%	8 0.7%	+78.0%

Airbus Division External revenue split:



- Operational improvement driving revenue and EBIT\*. EBIT\* includes A350 support costs
- A350 XWB: Flight test programme advancing well with 2 aircraft now flying. Challenges ahead to ensure maturity, cost adherence and ramp-up in line with commitments to customers
- A400M: 2 deliveries to the French Air Force. A total of 3 deliveries now planned for 2013, in agreement with customers. Progressive enhancement of military capability will follow with subsequent upgrades

\* Pre-goodwill impairment and exceptionals

\*\* Capitalised R&D: € 295 m in 9m 2013 and € 268 m in 9m 2012  
2012 figures are pro forma, amended with IAS 19 restatement and perimeter change

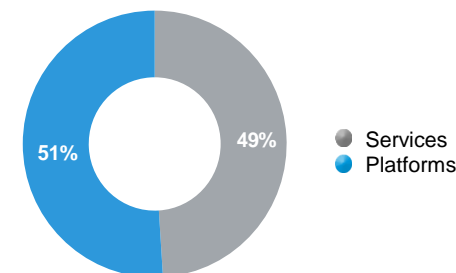
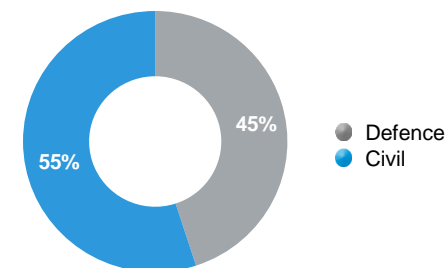
1) Excluding ATR order intake, order book and deliveries

2) 2 A330 delivered on operating lease



in € m		9m 2013	9m 2012 <i>pro forma</i>	Change
<b>Order Intake (net)</b>	in units	276	286	-3.5%
<b>Order Book</b>		1,034	1,062	-2.6%
<b>Order Intake (net)</b>	in value	4,177	3,586	+16.5%
<b>Order Book</b>		12,986	13,283	-2.2%
<b>Deliveries (units)</b>		312	300	+4.0%
<b>Revenues</b>		4,132	4,116	+0.4%
<b>R&amp;D expenses</b> <i>in % of revenues</i>		218 5.3%	204 5.0%	+6.9%
<b>EBIT* before one-off</b> <i>in % of revenues</i>		217 5.3%	275 6.7%	-21.1%
<b>EBIT*</b> <i>in % of revenues</i>		217 5.3%	275 6.7%	-21.1%

External revenue split:

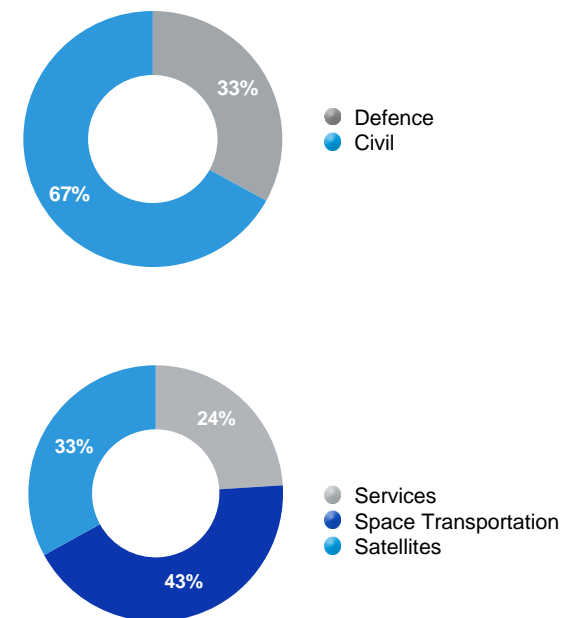


- EBIT\* reflects a weaker revenue mix, lower Super Puma activity including services and higher R&D
- Super Puma: Major steps towards the EC225 recovery with approval for full mission operability worldwide. Pace of return to operations by customers will drive full year delivery level

\* Pre-goodwill impairment and exceptionals  
Capitalised R&D: € 27 m in 9m 2013 and € 9 m in 9m 2012  
2012 figures are pro forma, amended with IAS 19 restatement

in € m	9m 2013	9m 2012 pro forma	Change
<b>Order Intake (net)</b>	<b>4,250</b>	2,866	+48.3%
<b>Order Book</b>	<b>12,895</b>	13,804	-6.6%
<b>Revenues</b>	<b>4,014</b>	3,934	+2.0%
<b>R&amp;D expenses</b> <i>in % of revenues</i>	<b>76</b> 1.9%	85 2.2%	-10.6%
<b>EBIT* before one-off</b> <i>in % of revenues</i>	<b>205</b> 5.1%	190 4.8%	+7.9%
<b>EBIT*</b> <i>in % of revenues</i>	<b>205</b> 5.1%	190 4.8%	+7.9%

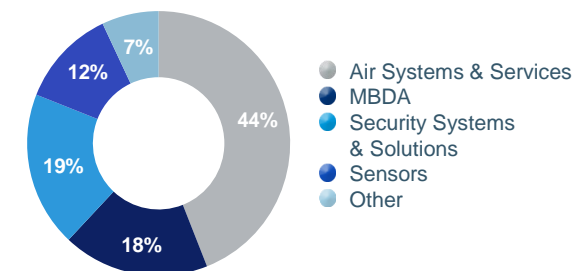
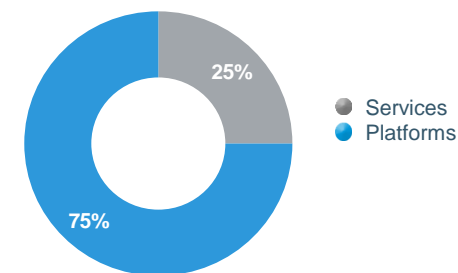
### External revenue split:



- Programme execution in Q3: 2 new Ariane 5 launches, marking the 57<sup>th</sup> consecutive success for Ariane 5; launches include 2 Astrium-built satellites
- EBIT\* reflects good performance in launchers and satellites businesses and lower R&D but budget constraints and competitive environment in services activity

in € m	9m 2013	9m 2012 <i>pro forma</i>	Change
<b>Order Intake (net)</b>	<b>2,953</b>	3,406	-13.3%
<b>Order Book</b>	<b>14,808</b>	15,928	-7.0%
<b>Revenues</b>	<b>3,498</b>	3,484	+0.4%
<b>R&amp;D expenses</b> <i>in % of revenues</i>	<b>172</b> 4.9%	165 4.7%	+4.2%
<b>EBIT* before one-off</b> <i>in % of revenues</i>	<b>153</b> 4.4%	145 4.2%	+5.5%
<b>EBIT*</b> <i>in % of revenues</i>	<b>153</b> 4.4%	145 4.2%	+5.5%

External revenue split:



- Good programme execution particularly in Eurofighter
- Increased R&D due to recent acquisitions and Eurofighter export capability
- Transformation programme on track supporting margin improvement before R&D

# 9m Results 2013

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Group  
Highlights

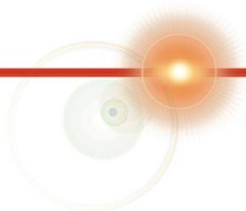
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Divisional  
Highlights

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Guidance

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2013 Guidance is based on \$/€ 1.35 as average rate

## Airbus Orders & Deliveries

- Gross commercial aircraft orders above 1,200 aircraft
- Airbus deliveries should continue to grow up to 620 a/c

## Revenues

- Due to lower A380 deliveries and assuming an exchange rate of €1: \$1.35, EADS revenues should see moderate growth in 2013

## EBIT\* and EPS\* before one-off

- By stretching the 2012 underlying margin improvement, EADS targets a € 3.5 bn EBIT\* before one-off in 2013
- EADS expects 2013 EPS\* before one-off to be around € 2.50 (FY 2012: € 2.24), prior to on-going share buyback

## EBIT\* and EPS\*

- Excluding the Wing Rib Feet A380 impact of around € 85 m in 2013 based on 25 deliveries, going forward, from today's point of view, the "one-offs" should be limited to potential charges on the A350 XWB programme, foreign exchange effects linked to PDP mismatch and balance sheet revaluation
- A350 XWB remains challenging. Any schedule change could lead to an increasingly higher impact on provisions
- An assessment of the need for potential one-off costs from the creation of Airbus Defence and Space will need to be conducted in Q4 2013

## Free Cash Flow

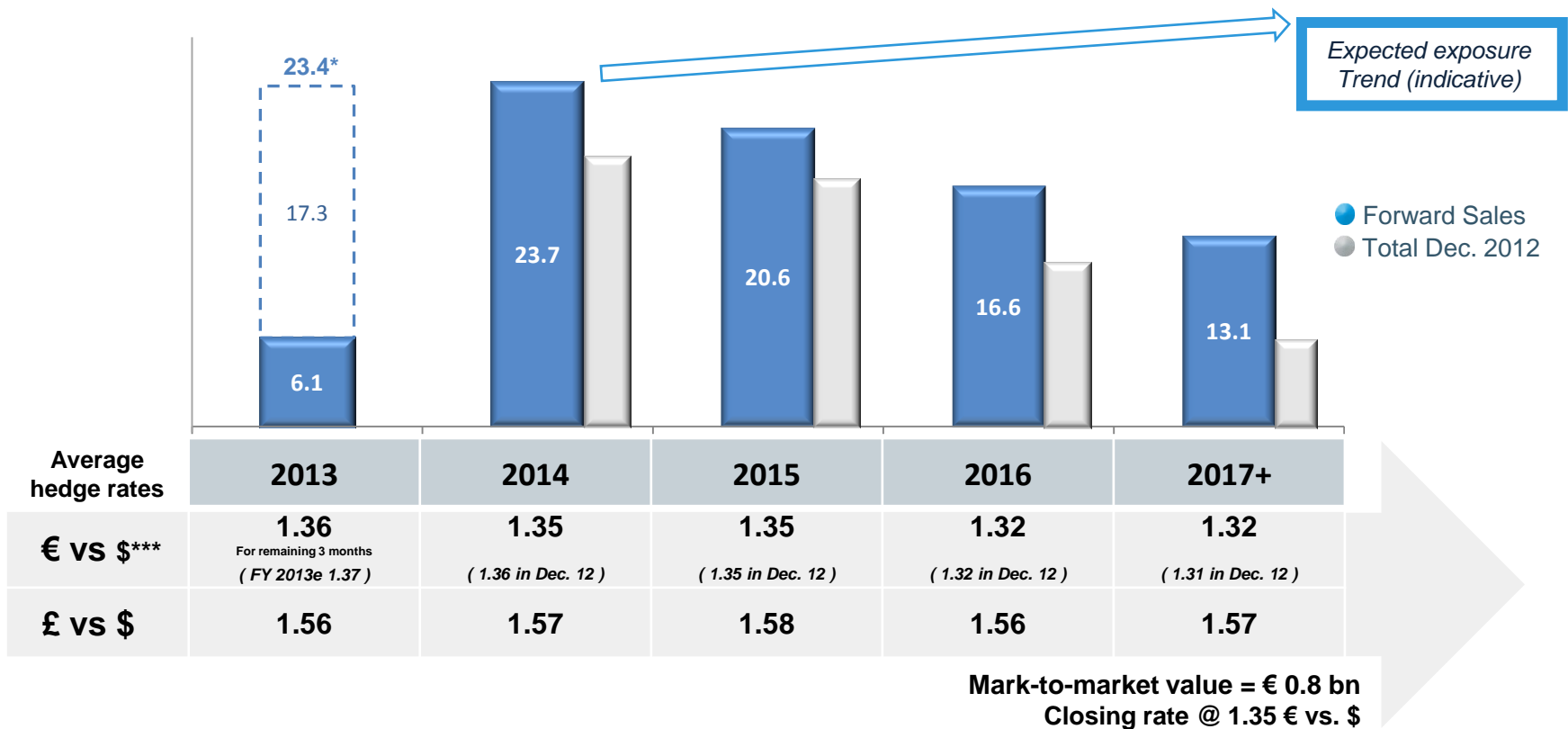
- EADS Free Cash Flow is expected to be negative at around € -1.5 billion after customer financing and before acquisitions

# Appendix





# Currency Hedge Policy



- In 9m 2013, new hedge contracts of \$ 13.8 bn\*\* were added at an average rate of € 1 = \$ 1.33
- In 9m 2013, hedges of \$ 17.3 bn\*\* matured at an average hedge rate of € 1 = \$ 1.37
- **EADS hedge portfolio\*\*, 30 Sept 2013 at \$ 80.1 bn (vs. \$ 83.6 bn in Dec. 2012), average rates of € 1 = \$ 1.34\*\*\* (vs. € 1 = \$ 1.35\*\*\* in Dec. 2012) and £ 1 = \$ 1.57 (vs. £ 1 = \$ 1.58 in Dec. 2012)**

Approximately 50% of EADS' US\$ revenues are naturally hedged by US\$ procurement. Graph shows USD Forward Sales.

\* Total hedge maturing in 2013

\*\* Total hedge amount contains \$/€ and \$/£ designated hedges

\*\*\* Includes collars at their least favourable rates (\$ 0.4 bn)

# 9m 2013 Detailed Income Statement & Adjustments

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in € m	Thereof		Thereof				
	9m 2013	Goodwill Impair. & Fair value dep.	9m 2013*	OPERATIONAL one-offs	FX one-off	Fin. result one-off	9m 2013* before one-off
<b>EBIT*</b>	<b>2,115</b>	<b>-31</b>	<b>2,146</b>	<b>-49</b>	<b>-140</b>		<b>2,335</b>
<i>in % of revenues</i>	<i>5.3%</i>		<i>5.4%</i>				<i>5.8%</i>
<i>Interest income</i>	141		141				141
<i>Interest expenses</i>	-398		-398				-398
<i>Other Financial result</i>	-188		-188			-87	-101
<b>Finance result</b>	<b>-445</b>		<b>-445</b>			<b>-87</b>	<b>-358</b>
<b>Income before taxes</b>	<b>1,670</b>	<b>-31</b>	<b>1,701</b>	<b>-49</b>	<b>-140</b>	<b>-87</b>	<b>1,977</b>
Income taxes	-473	9	-482	15	42	26	-565
Non-controlling interest	-2		-2				-2
<b>Net Income reported</b>	<b>1,195</b>	<b>-22</b>	<b>1,217</b>	<b>-34</b>	<b>-98</b>	<b>-61</b>	<b>1,410</b>
<i>Number of shares</i>	<i>796,762,889</i>		<i>796,762,889</i>				<i>796,762,889</i>
<b>EPS reported</b>	<b>€ 1.50</b>		<b>€ 1.53</b>				<b>€ 1.77</b>

Airbus  
Division

**Net Income\* before one-off excludes the following items:**

- One-offs impacting the EBIT\* line (as reported in the EBIT\* before one-off)
- The Other Financial Result, except for the unwinding of discount on provisions

**The tax effect on one-offs is calculated at 30%**

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\* Pre-goodwill impairment and exceptionals

# 9m 2012 Detailed Income Statement & Adjustments

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in € m	Thereof		Thereof				9m 2012* before one-off pro forma
	9m 2012 pro forma	Goodwill Impair. & Fair value dep.	9m 2012* pro forma	Impact on EBIT*			
				OPERA- TIONAL one-offs	FX one- off	Fin. result one-off	
				Airbus Division			
<b>EBIT*</b> <i>in % of revenues</i>	<b>1,554</b> 4.2%	<b>-29</b>	<b>1,583</b> 4.2%	<b>-399</b>	<b>65</b>		<b>1,917</b> 5.1%
<i>Interest income</i>	168		168				168
<i>Interest expenses</i>	-405		-405				-405
<i>Other Financial result</i>	-100		-100			18	-118
<b>Finance result</b>	<b>-337</b>		<b>-337</b>			<b>18</b>	<b>-355</b>
<b>Income before taxes</b>	<b>1,217</b>	<b>-29</b>	<b>1,246</b>	<b>-399</b>	<b>65</b>	<b>18</b>	<b>1,562</b>
Income taxes	-337	9	-346	120	-20	-5	-441
Non-controlling interest	0		0				0
<b>Net Income reported</b>	<b>880</b>	<b>-20</b>	<b>900</b>	<b>-279</b>	<b>45</b>	<b>13</b>	<b>1,121</b>
<i>Number of shares</i>	818,525,740		818,525,740				818,525,740
<b>EPS reported</b>	<b>€ 1.08</b>		<b>€ 1.10</b>				<b>€ 1.37</b>

**Net Income\* before one-off excludes the following items:**

- One-offs impacting the EBIT\* line (as reported in the EBIT\* before one-off)
- The Other Financial Result, except for the unwinding of discount on provisions

**The tax effect on one-offs is calculated at 30%**

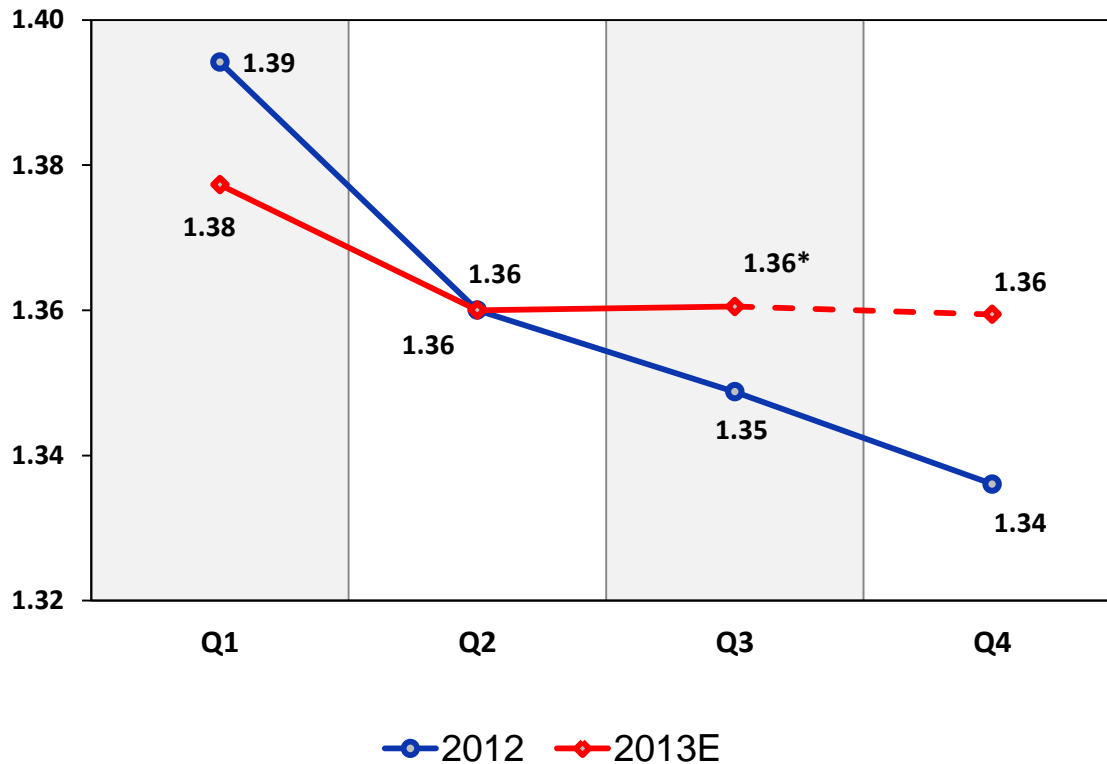
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# 9m 2013 Forex EBIT\* Impact Bridge

in € bn	Bridge
Hedge rates stable (€: \$ 1.37)	-
PDP \$ mismatch and balance sheet revaluation	(0.2)
Compared to 9m 2012	(0.2)

# Expected EADS Average Hedge Rates € vs. \$

## Average hedge rates



	Average rates
FY 2012	1.36
FY 2013E	1.37

\* Q3 2013 actuals

# Q3 2013 Key figures

	in € bn	
	Q3 2013	Q3 2012 <i>pro forma</i>
Revenues	13.6	12.3
EBIT*	0.7	0.5
FCF before customer financing**	(0.3)	(1.6)
Order Intake	41.6	22.2

	Revenues		EBIT*	
	Q3 2013	Q3 2012 <i>pro forma</i>	Q3 2013	Q3 2012 <i>pro forma</i>
Airbus	9,846	8,526	409	281
Eurocopter	1,548	1,345	89	77
Astrium	1,206	1,273	82	61
Cassidian	1,212	1,298	67	64
HQ & Others	(178)	(118)	16	43
<i>of which Other Businesses</i>	91	130	(6)	(2)
<i>of which HQ &amp; Eliminations</i>	(269)	(248)	22	45
<b>Total EADS</b>	<b>13,634</b>	<b>12,324</b>	<b>663</b>	<b>526</b>

\* Pre-goodwill impairment and exceptionals

\*\* Excluding change in securities

2012 figures are pro forma, amended with IAS 19 restatement

# Detailed Free Cash Flow

in € m	9m 2013	9m 2012
<b>Net Cash position</b> at the beginning of the period	12,292	11,681
<b>Gross Cash Flow from Operations*</b>	2,618	3,113
<b>Change in working capital</b>	(5,467)	(4,578)
of which Customer Financing	(418)	(97)
<b>Cash used for investing activities**</b>	(1,981)	(1,911)
of which Industrial Capex (additions)****	(2,082)	(1,894)
of which M&A	(15)	(141)
<b>Free Cash Flow***</b>	(4,830)	(3,376)
<b>Free Cash Flow***</b> before Acquisitions	(4,815)	(3,235)
<b>Free Cash Flow***</b> before customer financing	(4,412)	(3,279)
Change in capital and non-controlling interests	219	138
Change in treasury shares	(1,913)	(5)
Contribution to plan assets of pension schemes	(35)	(331)
Cash distribution to shareholders/Non-controlling interests	(468)	(371)
Others	(21)	339
<b>Net cash position</b> at the end of the period	5,244	8,075

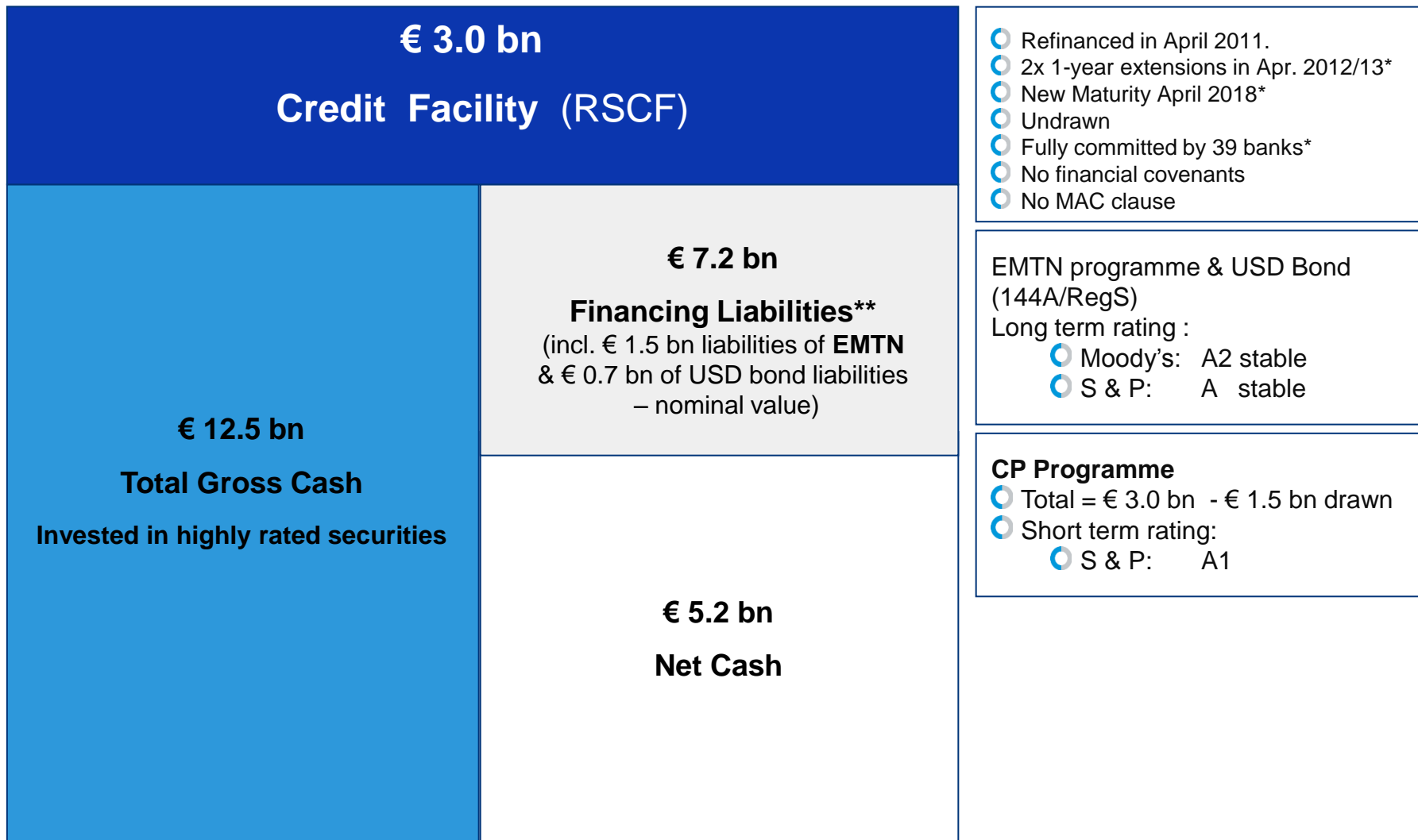
\* Gross Cash Flow from Operations, excluding working capital change and contribution to plan assets of pension schemes

\*\* Excluding change of securities

\*\*\* Excluding contribution to plan assets of pension schemes and change of securities

\*\*\*\* Excluding leased and financial assets

# EADS: Strong Liquidity Position as of 30 September 2013



\* On 14 April 2012, EADS successfully extended for the first time the maturity of its RSCF for one-year with 38 out of 39 banks and on 14 April 2013, successfully extended for the second time the maturity of its RSCF for one year, under the same conditions, with 37 out of 39 banks for a total commitment of € 2,907 m

\*\* On 17 April 2013, EADS successfully issued an inaugural US\$ 1 bn bond with a 10-year maturity



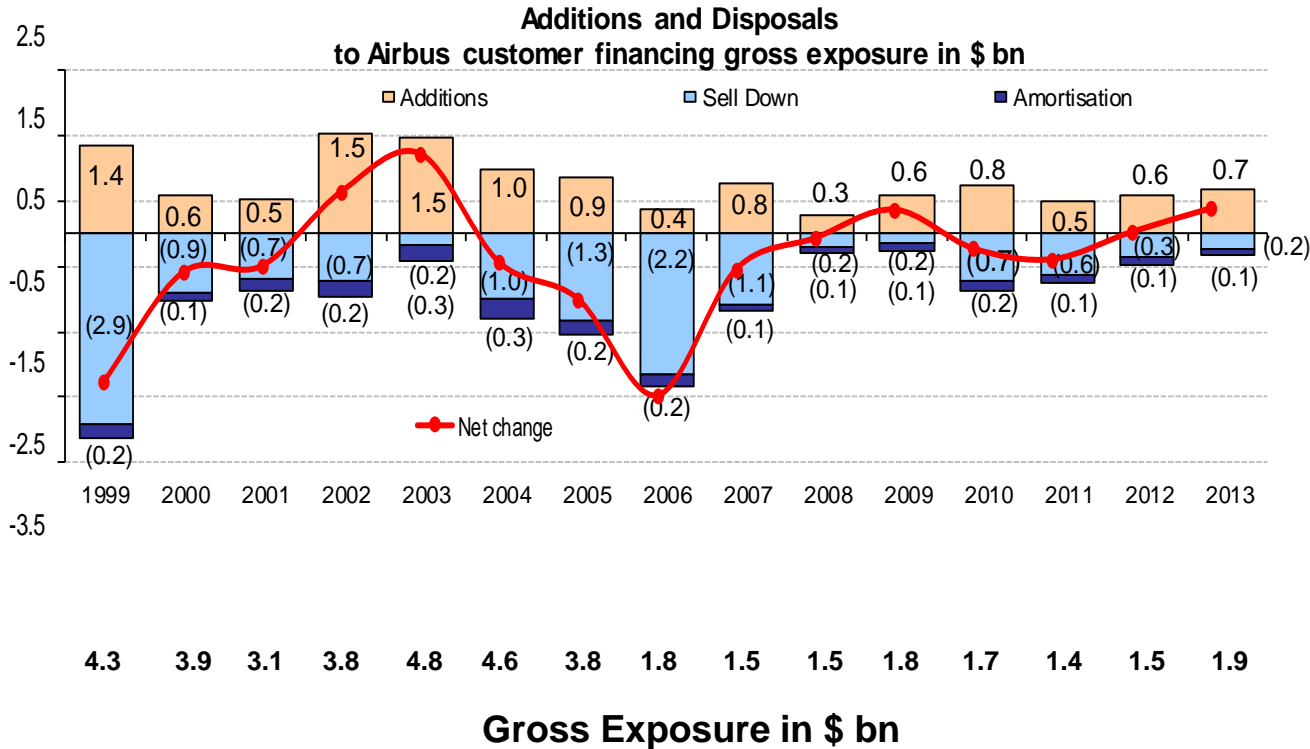
# Net Cash Position

in € m	Sep. 2013	Dec. 2012
<b>Gross Cash</b>	12,463	17,071
<b>Financing Debts</b>		
Short-term Financing Debts	(2,870)	(1,273)
Long-term Financing Debts	(4,349)	(3,506)
<b>Reported Net Cash</b>	5,244	12,292
<b>Airbus non-recourse debt</b>	262	345
<b>Net Cash excl. non-recourse</b>	5,506	12,637

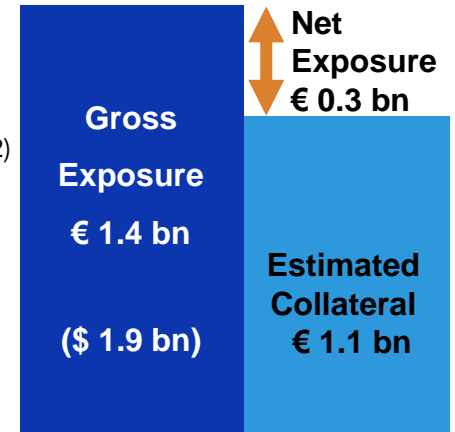
# Customer Financing Exposure

€ m	100% Airbus		50% ATR		100% Eurocopter	
	Sep. 2013	Dec. 2012	Sep. 2013	Dec. 2012	Sep. 2013	Dec. 2012
Closing rate € 1 =	\$ 1.35	\$ 1.32				
<b>Total Gross exposure</b> of which off-balance sheet	<b>1,384</b> 99	1,139 124	<b>58</b> 41	74 45	<b>79</b> 9	84 12
<b>Estimated value of collateral</b>	<b>(1,061)</b>	(741)	<b>(52)</b>	(61)	<b>(42)</b>	(48)
<b>Net exposure</b>	<b>323</b>	398	<b>6</b>	13	<b>37</b>	36
<b>Provision and asset impairment</b>	<b>(323)</b>	(398)	<b>(6)</b>	(13)	<b>(37)</b>	(36)
<b>Net exposure after provision</b>	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0

## Active exposure management

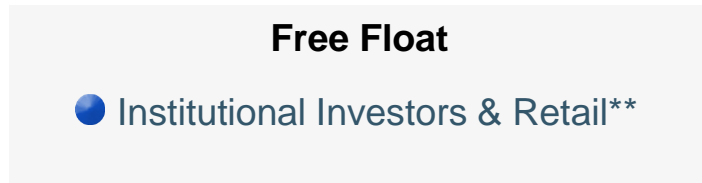


### Net Exposure fully provisioned

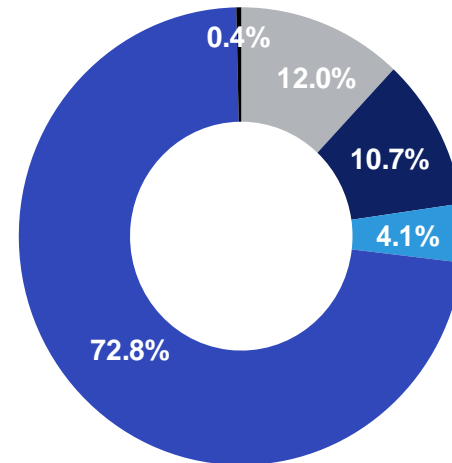


30 Sep. 2013

# Shareholding Structure as at 30 September 2013



● Treasury shares\*\*\* (without economic or voting rights)



○ Number of shares outstanding as of 30 September 2013 is 779,479,422

\* KfW & other German public entities  
\*\* Including warehoused shares of SOGEPA (0.07%)  
\*\*\* Shares to be cancelled

# Balance Sheet Highlights: Assets

in € m	Sep. 2013	Dec. 2012 *
<b>Non-current Assets</b>	<b>46,258</b>	<b>46,778</b>
of which Intangible & Goodwill	13,657	13,422
of which Property, plant & equipment	15,555	15,196
of which Investments & Financial assets	4,926	4,777
of which positive hedge mark-to-market	1,499	1,197
of which Non-current securities	4,329	5,987
<b>Current Assets</b>	<b>46,014</b>	<b>45,329</b>
of which Inventory	27,422	23,216
of which Cash	5,048	8,756
of which Current securities	3,086	2,328
of which positive hedge mark-to-market	528	321
<b>Total Assets</b>	<b>92,272</b>	<b>92,107</b>
<i>Closing rate €/€</i>	<b>1.35</b>	1.32

# Balance Sheet Highlights: Liabilities

in € m	Sep. 2013	Dec. 2012 *
<b>Total Equity</b>	<b>10,102</b>	<b>10,428</b>
of which OCI (Other Comprehensive Income)	2,326	1,513
of which Non-controlling interests	39	25
<b>Total Non-current liabilities</b>	<b>34,529</b>	<b>33,031</b>
of which pensions	6,444	6,158
of which other provisions	3,665	3,669
of which financing debts	4,349	3,506
of which European governments refundable advances	5,901	5,754
of which Customer advances	9,859	9,881
of which negative hedge mark-to-market	796	1,159
<b>Total Current liabilities</b>	<b>47,641</b>	<b>48,648</b>
of which pensions	300	312
of which other provisions	4,728	5,733
of which financing debts	2,870	1,273
of which European governments refundable advances	430	358
of which Customer advances	25,047	25,333
of which negative hedge mark-to-market	449	852
<b>Total Liabilities and Equity</b>	<b>92,272</b>	<b>92,107</b>

# Quarterly Revenues Breakdown (cumulative)

€ m	Q1			H1			9m			FY		
	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>
<b>Airbus Division</b>	<b>9,181</b>	8,019	7,909	<b>18,924</b>	17,525	17,246	<b>28,770</b>	26,051	25,621		39,273	38,592
t/o Airbus Comm.*	<b>8,822</b>	7,609	7,499	<b>18,235</b>	16,864	16,585	<b>27,552</b>	25,155	24,725		37,624	36,943
t/o Airbus Military	<b>615</b>	425	425	<b>1,067</b>	843	843	<b>1,769</b>	1,194	1,194		2,131	2,131
<b>Eurocopter</b>	<b>1,038</b>	1,199	1,199	<b>2,584</b>	2,771	2,771	<b>4,132</b>	4,116	4,116		6,264	6,264
<b>Astrium</b>	<b>1,369</b>	1,325	1,325	<b>2,808</b>	2,661	2,661	<b>4,014</b>	3,934	3,934		5,817	5,817
<b>Cassidian</b>	<b>941</b>	925	925	<b>2,286</b>	2,186	2,186	<b>3,498</b>	3,484	3,484		5,740	5,740
<b>HQ &amp; others</b>	<b>(142)</b>	(64)	46	<b>(270)</b>	(209)	70	<b>(448)</b>	(327)	103		(614)	67
of which other BUs	<b>78</b>	197	361	<b>205</b>	331	721	<b>296</b>	461	1,067		586	1,524
of which HQ & Elim.	<b>(220)</b>	(261)	(315)	<b>(475)</b>	(540)	(651)	<b>(744)</b>	(788)	(964)		(1,200)	(1,457)
<b>EADS Group</b>	<b>12,387</b>	11,404	11,404	<b>26,332</b>	24,934	24,934	<b>39,966</b>	37,258	37,258		56,480	56,480

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change (SOGERMA and ATR now included in Airbus Commercial)

# Quarterly EBIT\* Breakdown (cumulative)

€ m	Q1			H1			9m			FY		
	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>
<b>Airbus Division</b>	<b>456</b>	172	183	<b>1,093</b>	563	553	<b>1,502</b>	844	837		1,252	1,230
t/o Airbus Comm.*	<b>463</b>	135	146	<b>1,092</b>	558	548	<b>1,521</b>	823	816		1,147	1,125
t/o Airbus Military	<b>15</b>	11	11	<b>10</b>	2	2	<b>8</b>	8	8		93	93
<b>Eurocopter</b>	<b>20</b>	64	65	<b>128</b>	198	199	<b>217</b>	275	277		309	311
<b>Astrium</b>	<b>66</b>	65	65	<b>123</b>	129	130	<b>205</b>	190	191		311	312
<b>Cassidian</b>	<b>7</b>	5	8	<b>86</b>	81	88	<b>153</b>	145	156		128	142
<b>HQ &amp; others</b>	<b>47</b>	27	22	<b>53</b>	86	108	<b>69</b>	129	154		144	191
of which other BUs	<b>(4)</b>	(2)	(6)	<b>2</b>	(6)	13	<b>(4)</b>	(8)	15		2	49
of which HQ & Elim.	<b>51</b>	29	28	<b>51</b>	92	95	<b>73</b>	137	139		142	142
<b>EADS Group</b>	<b>596</b>	333	343	<b>1,483</b>	1,057	1,078	<b>2,146</b>	1,583	1,615		2,144	2,186

\* Pre-goodwill impairment and exceptionals

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with IAS 19 restatement and Airbus Division perimeter change (SOGERMA and ATR now included in Airbus Commercial)



# Quarterly Order Intake Breakdown (cumulative)

€ m	Q1			H1			9m			FY		
	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>
<b>Airbus Division</b>	<b>47,337</b>	7,938	7,877	<b>90,351</b>	21,164	20,955	<b>127,062</b>	40,909	40,659		88,909	88,142
t/o Airbus Comm.*	<b>46,826</b>	7,591	7,530	<b>89,782</b>	19,991	19,782	<b>126,410</b>	39,359	39,109		87,283	86,478
t/o Airbus Military	<b>540</b>	372	372	<b>643</b>	1,271	1,271	<b>815</b>	1,691	1,691		1,901	1,901
<b>Eurocopter</b>	<b>804</b>	1,248	1,248	<b>2,448</b>	2,448	2,448	<b>4,177</b>	3,586	3,586		5,392	5,392
<b>Astrium</b>	<b>817</b>	1,163	1,163	<b>1,911</b>	2,198	2,198	<b>4,250</b>	2,866	2,866		3,761	3,761
<b>Cassidian</b>	<b>1,066</b>	1,806	1,806	<b>2,022</b>	2,766	2,766	<b>2,953</b>	3,406	3,406		5,040	5,040
<b>HQ &amp; others</b>	<b>(120)</b>	(151)	(90)	<b>(170)</b>	(328)	(119)	<b>(270)</b>	(358)	(108)		(631)	136
of which other BUs	<b>75</b>	51	205	<b>147</b>	114	457	<b>196</b>	260	731		472	1,549
of which HQ & Elim.	<b>(195)</b>	(202)	(295)	<b>(317)</b>	(442)	(576)	<b>(466)</b>	(618)	(839)		(1,103)	(1,413)
<b>EADS Group</b>	<b>49,904</b>	12,004	12,004	<b>96,562</b>	28,248	28,248	<b>138,172</b>	50,409	50,409		102,471	102,471

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change (SOGERMA and ATR now included in Airbus Commercial)

# Quarterly Order Book Breakdown

€ m	March			June			September			December		
	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>	2013	2012 <i>pro forma</i>	2012 <i>reported</i>
<b>Airbus Division</b> t/o Airbus Comm.* t/o Airbus Military	<b>574,527</b> <b>554,221</b> <b>21,130</b>	482,289 462,266 21,272	480,322 460,288 21,272	<b>595,792</b> <b>575,721</b> <b>20,810</b>	508,158 487,730 21,661	506,120 485,682 21,661	<b>602,284</b> <b>582,691</b> <b>20,229</b>	504,569 483,856 21,821	502,680 481,957 21,821		525,482 505,333 21,139	523,410 503,218 21,139
<b>Eurocopter</b>	<b>12,708</b>	13,863	13,863	<b>12,806</b>	13,491	13,491	<b>12,986</b>	13,283	13,283		12,942	12,942
<b>Astrium</b>	<b>12,061</b>	14,515	14,515	<b>11,675</b>	14,317	14,317	<b>12,895</b>	13,804	13,804		12,734	12,734
<b>Cassidian</b>	<b>15,532</b>	16,178	16,178	<b>15,078</b>	16,326	16,326	<b>14,808</b>	15,928	15,928		15,611	15,611
<b>HQ &amp; others</b> of which other BUs of which HQ & Elim.	<b>(537)</b> <b>506</b> <b>(1,043)</b>	(667) 487 (1,154)	1,300 2,805 (1,505)	<b>(514)</b> <b>437</b> <b>(951)</b>	(581) 444 (1,025)	1,457 2,817 (1,360)	<b>(510)</b> <b>383</b> <b>(893)</b>	(108) 450 (558)	1,781 2,696 (915)		(276) 494 (770)	1,796 2,908 (1,112)
<b>EADS Group</b>	<b>614,291</b>	526,178	526,178	<b>634,837</b>	551,711	551,711	<b>642,463</b>	547,476	547,476		566,493	566,493

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change (SOGERMA and ATR now included in Airbus Commercial)