

---

# Annual General Meeting 2024



Guillaume FAURY | Chief Executive Officer

**AIRBUS**

# 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;
- Changes in societal expectations and regulatory requirements about climate change;
- The lingering effects of the COVID-19 pandemic;
- 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 IFRS Consolidated Financial Statements for the twelve-month period ended 31 December 2023 published 15 February 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.

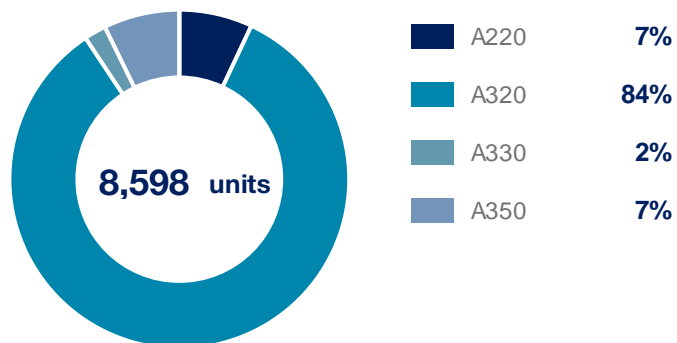


# Company Highlights

- Strong commercial momentum
  
- Guidance achieved:
  - 735 commercial aircraft delivered
  - EBIT Adjusted of € 5.8 bn
  - FCF before M&A and Customer Financing of € 4.4 bn
  
- Net Cash of € 10.7 bn
  
- Dividend proposals:
  - Dividend of € 1.80 per share
  - Special dividend of € 1.00 per share

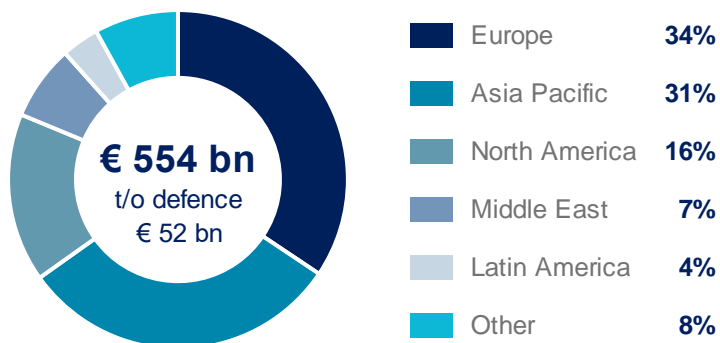
## Airbus Commercial Aircraft

Order Book in units by Programme



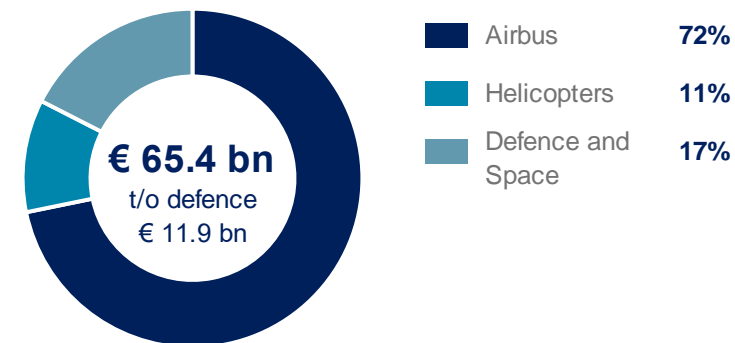
## Consolidated Airbus

Order Book in value by Region



## Consolidated Airbus

External Revenue by Division



- **AIRBUS:** Gross orders: 2,319 a/c; Net orders: 2,094 a/c; Backlog: 8,598 a/c
- **HELICOPTERS:** 393 net orders, with a strong performance on the Medium segment, and Services
- **DEFENCE AND SPACE:** Order intake € 15.7 bn, including Spain order for 16 C295 in Q4'23

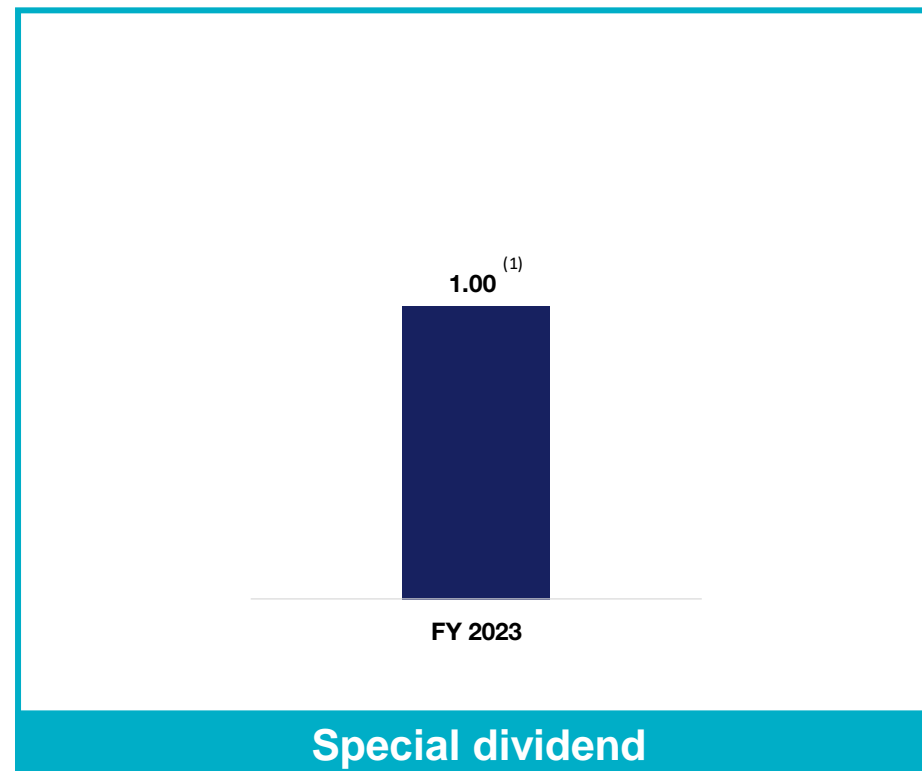
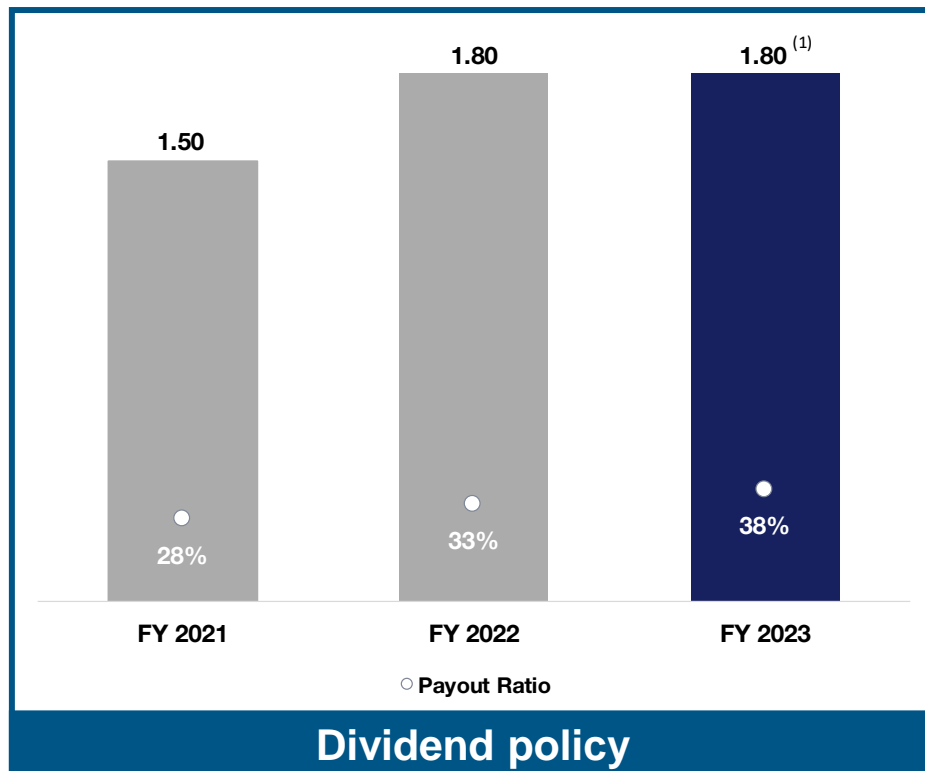
<i>IN € MILLION</i>	FY 2023	FY 2022	Change
<b>Revenues</b>	<b>65,446</b>	<b>58,763</b>	<b>11.4%</b>
<b>R&amp;D Expenses</b>	<b>3,257</b>	<b>3,079</b>	<b>5.8%</b>
<i>in % of Revenues</i>	<i>5.0%</i>	<i>5.2%</i>	
<b>EBIT Adjusted</b>	<b>5,838</b>	<b>5,627</b>	<b>3.7%</b>
<i>in % of Revenues</i>	<i>8.9%</i>	<i>9.6%</i>	
<b>EBIT</b>	<b>4,603</b>	<b>5,325</b>	<b>-13.6%</b>
<i>in % of Revenues</i>	<i>7.0%</i>	<i>9.1%</i>	
<b>Net Income</b>	<b>3,789</b>	<b>4,247</b>	<b>-10.8%</b>
<b>EPS reported <sup>(1)</sup> (in €)</b>	<b>4.80</b>	<b>5.40</b>	<b>-11.1%</b>
<b>FCF before M&amp;A and Customer Financing</b>	<b>4,386</b>	<b>4,680</b>	<b>-6.3%</b>
<b>Free Cash Flow</b>	<b>3,885</b>	<b>4,324</b>	<b>-10.2%</b>
<b>Commercial a/c deliveries (in units)</b>	<b>735</b>	<b>661 <sup>(2)</sup></b>	<b>11.2%</b>

(1) FY 2023 Average number of shares: 788,720,779 compared to 787,080,579 in FY 2022

(2) After a reduction of 2 a/c previously recorded as sold in December 2021 for which a transfer was not possible due to international sanctions against Russia

# Dividend proposals & Payout Ratio

IN € PER SHARE

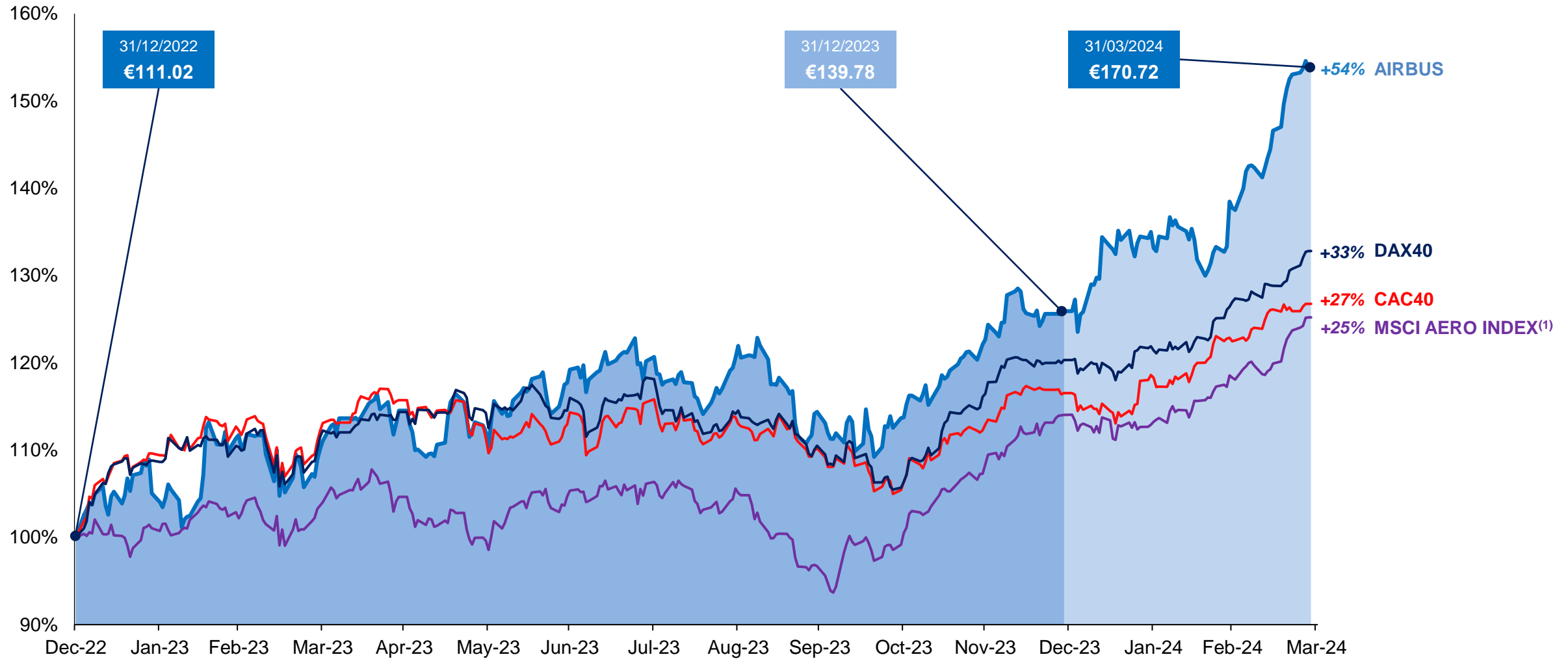


- **Ex-dividend date:** Tuesday 16 April 2024
- **Record date:** Wednesday 17 April 2024
- **Payment date:** Thursday 18 April 2024

Dividend proposals are a reflection of the strong 2023 financials, our growth prospects in 2024 and balance sheet strength.

(1) Board proposal to be submitted to the AGM 2024. Subject to AGM approval

# Share Price Evolution



(1) The MSCI World Aerospace and Defense Index is composed of large and mid cap stocks across 23 Developed Markets countries



*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 800 commercial aircraft deliveries;
- EBIT Adjusted between € 6.5 billion and € 7.0 billion;
- Free Cash Flow before Customer Financing <sup>(1)</sup> of around € 4.0 billion

(1) The Company has decided to update the definition of the Alternative Performance Measure Free Cash Flow in line with market practices to better reflect the underlying cash generation performance of its operations.

---

# Key Priorities



- Continue to deliver on our commercial aircraft ramp-up
- Successfully manage the transformation of Airbus Defence and Space
- Leverage digitalisation and lead the development of sustainable aerospace
- Maintain the strong commercial positioning across businesses
- Focus on profitable growth