

# Q1 Results 2013

Harald Wilhelm  
Chief Financial Officer



## 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 EADS' businesses;
- Significant disruptions in air travel (including as a result of 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.

As a result, EADS' actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements. For a discussion of factors that could cause future results to differ from such forward-looking statements, see EADS “Registrations Document” dated 3 April 2013.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. EADS undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.

# Q1 Results 2013

---

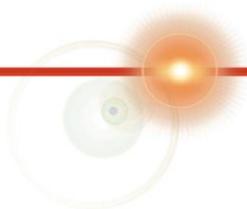
Group  
Highlights

---

Divisional  
Highlights

---

Guidance



## EADS 2.0

- Extraordinary General Meeting 27<sup>th</sup> March 2013:
  - New Corporate Governance
  - New Board of Directors in place
  - Free float increased to ~70% prior to cancellation of shares
  - Share Buyback of up to € 3.75 bn launched (~ € 1.8 bn spent to date)
- Successfully placed \$ 1 bn inaugural U.S. Bond  
*(Share buyback + Bond not reflected in Q1 results)*

## Q1 Business Highlights

- High level of commercial aircraft order activity
- A350 XWB: preparing for First Flight
- A400M: received full civil type certificate from EASA, preparing for first delivery
- Super Puma: technical issue root cause identified, implementation plan underway

## Q1 Financial Highlights

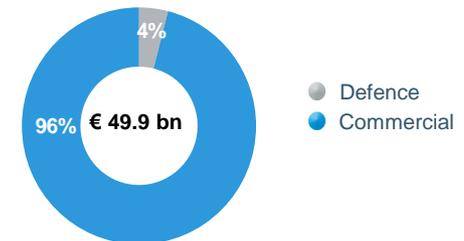
- Revenues: +9% mainly reflecting commercial aircraft delivery profile
- EBIT\* before one-off: +56%
- EPS: almost doubled to € 0.29 reflecting EBIT performance improvement
- FCF: € - 3.2 bn, reflects working capital ramp up at Airbus and Eurocopter and seasonality of governmental businesses
- FCF negative profile expected to reverse by year-end

Full Year 2013 Guidance re-affirmed

# Q1 2013 Commercial Environment

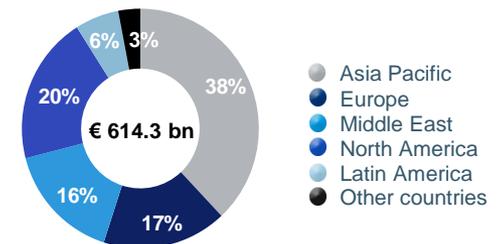
in € bn	Q1 2013	Q1 2012	Change
<b>Order Intake*</b>	49.9	12.0	+315.7%
<b>Order Book* 1)</b> of which Defence	614.3 49.9	526.2 51.9	+16.7% -3.9%

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



- EADS: book to bill > 1
- Airbus: 431 gross orders including 234 A320 family for Lion Air, and 25 A350 XWB for ALC.
- Eurocopter: Slower Q1 bookings impacted by Super Puma / Ecureuil situation is expected to be temporary
- Astrium: orders for Ariane 5 ME, Ariane 6 and Defence contracts
- Cassidian: continuing robust order intake, book to bill > 1, with export orders booked for Eurofighter, Missiles and Sensors

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

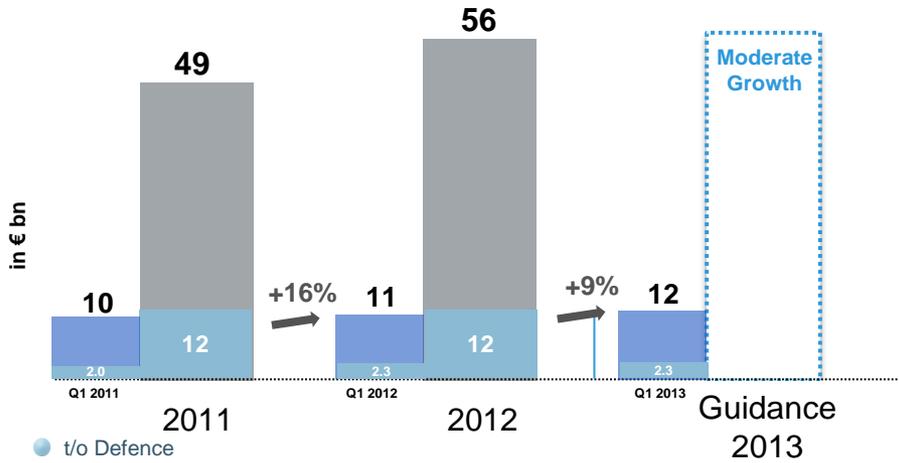


\* Commercial Order Intake and Order Book based on list prices

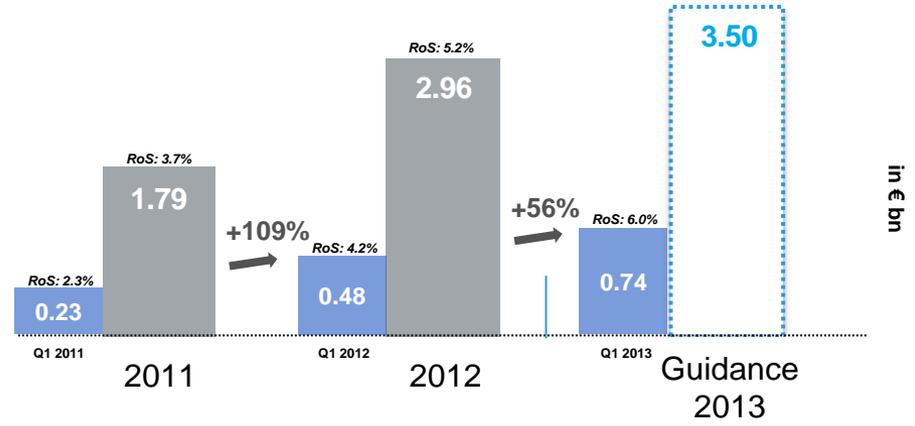
1) At end of period

# Q1 2013 Financial Performance

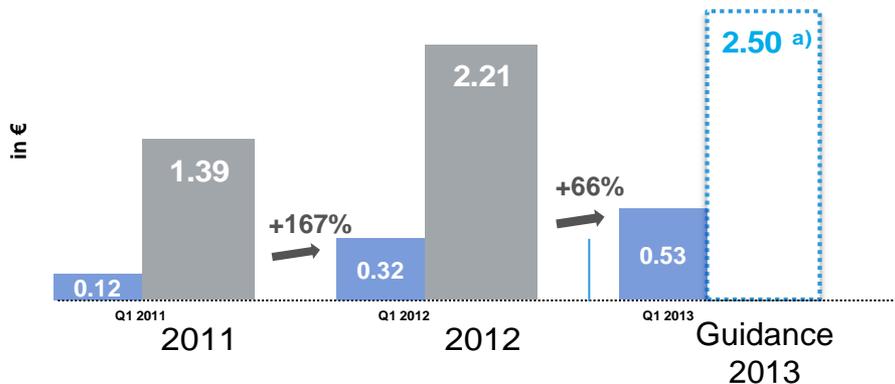
## Revenues



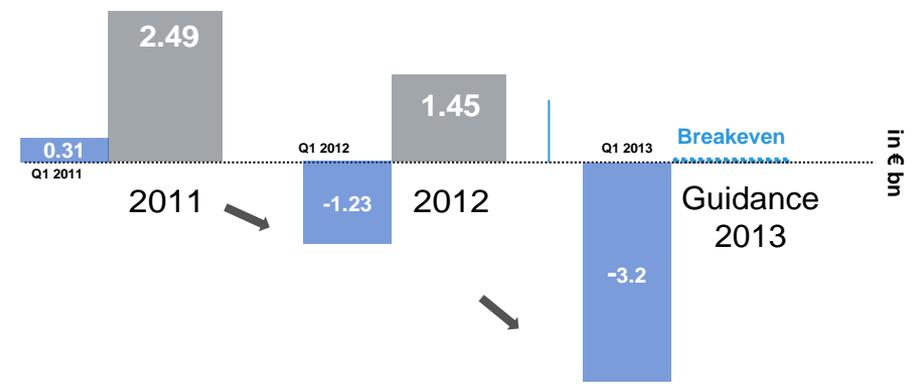
## EBIT\* before one-off



## EPS\* before one-off



## FCF before Acquisitions



\* Pre-goodwill impairment and exceptionals  
a) Guidance prior to proposed share buyback  
2012 figures are pro forma, amended with IAS 19 restatement

# Q1 2013 Financial Highlights

in € m	Q1 2013	Q1 2012 <i>pro forma</i>	Change
<b>EBIT* before one-off</b> <i>in % of revenues</i>	<b>741</b> 6.0%	475 4.2%	+56.0%
<b>One-offs</b>	<b>(145)</b>	(142)	+2.1%
<b>EBIT* reported</b> <i>in % of revenues</i>	<b>596</b> 4.8%	333 2.9%	+79.0%
Goodwill Impair. & Fair value dep'n.	<b>10</b>	10	
<i>Interest result</i>	(86)	(73)	
<i>Other Financial result</i>	(165)	(70)	
<b>Finance result</b>	<b>(251)</b>	<b>(143)</b>	
<i>Income taxes</i>	(92)	(52)	+76.9%
<b>Net Income reported</b>	<b>241</b>	126	+91.3%
<b>EPS reported <sup>1)</sup></b>	<b>€ 0.29</b>	€ 0.15	+93.3%
<b>EPS* before one-off <sup>1)</sup></b>	<b>€ 0.53</b>	€ 0.31	+71.0%

**Q1 2013: One-offs**

**Airbus**

- € - 14 m A380 wing rib feet
- € - 131 m PDP \$ mismatch and balance sheet revaluation

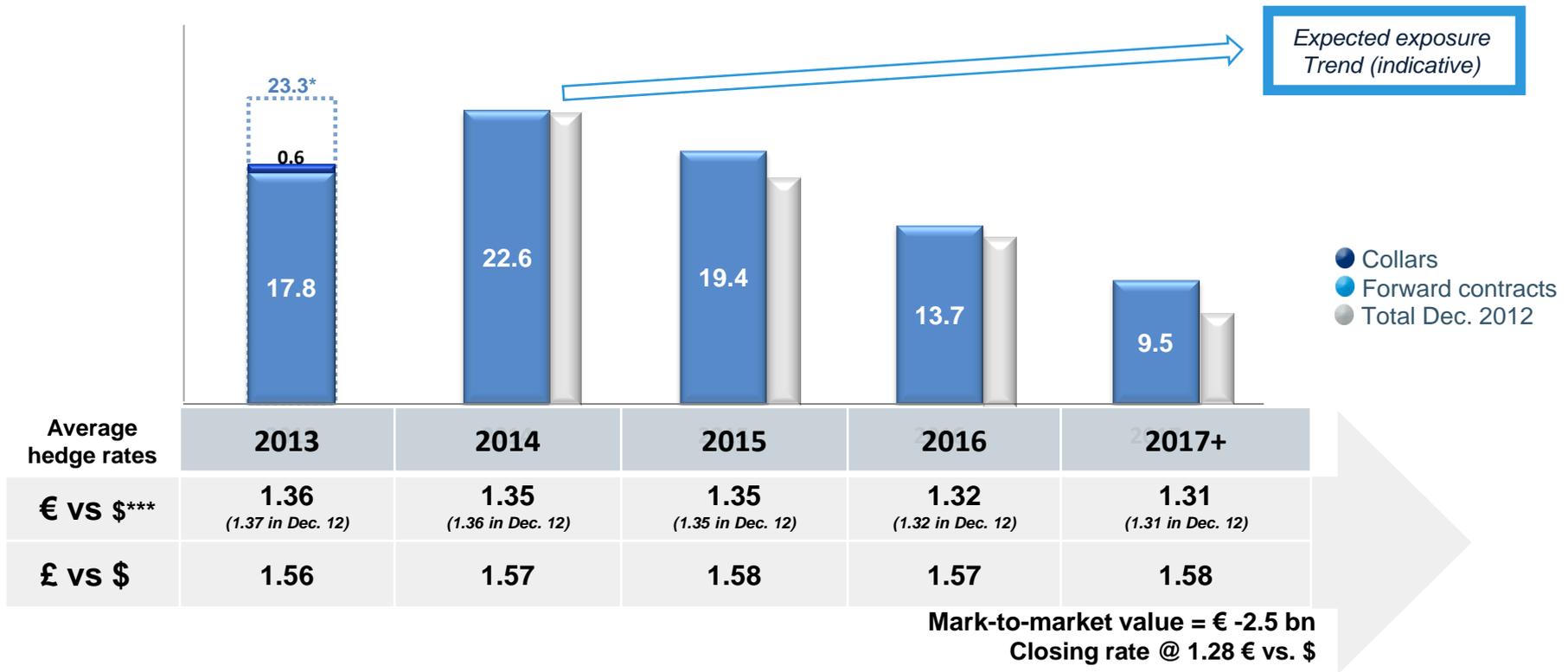
Full breakdown of P&L pro forma adjustments can be found in appendix slides 18 and 19

- Q1 2012 restated for IAS 19 pension adjustment, reduces Q1 2012 EBIT\* and EBIT\* before one off by € - 10 m (see appendix 34-37)
- EBIT\* and EPS: significant growth driven by Airbus operational performance
- No adjustment of A350 XWB schedule but programme remains challenging
- Q1 2013 Other financial result impacted by negative foreign exchange revaluation effects

\* Pre-goodwill impairment and exceptionals

1) Average number of share outstanding: 823,522,587 in Q1 2013; 815,957,338 in Q1 2012  
2012 figures are pro forma, amended with IAS 19 restatement

# Currency Hedge Policy



- In Q1 2013, new hedge contracts of \$ 4.9 bn\*\* were added at an average rate of € 1 = \$ 1.33
- In Q1 2013, hedges of \$ 5.5 bn\*\* matured at an average hedge rate of € 1 = \$ 1.38
- **EADS hedge portfolio\*\*, 31 March 2013 at \$ 83.0 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)**

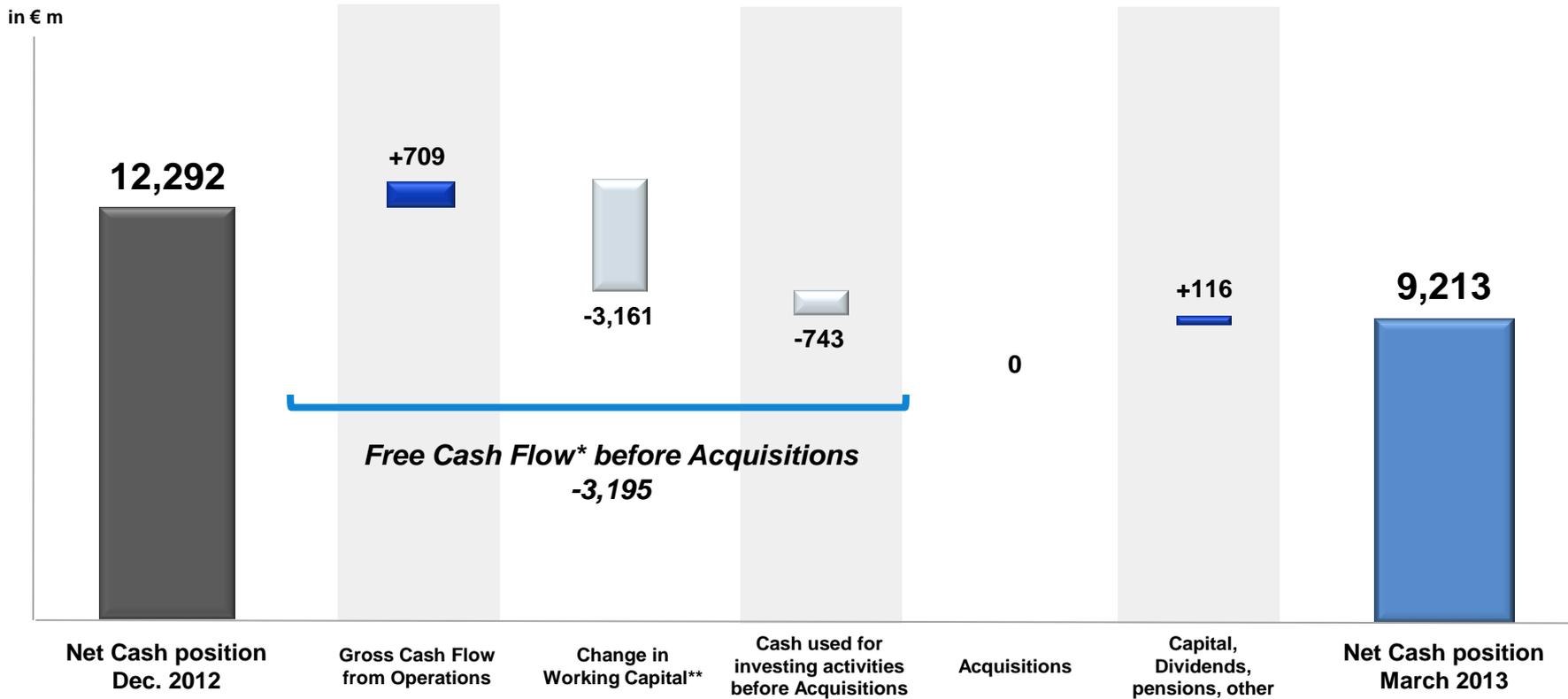
Approximately 50% of EADS' US\$ revenues are naturally hedged by US\$ procurement

\* Total hedge maturing in 2013

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

\*\*\* Includes collars at their least favourable rates

# Q1 Cash Evolution



- FCF reflects significant temporary deterioration in working capital linked to inventory ramp up and phasing of delivery plans
- Financial flexibility: Gross cash € 14 bn at 31 March 2013

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

\*\* Includes customer financing in other assets and liabilities

# Q1 Results 2013

---

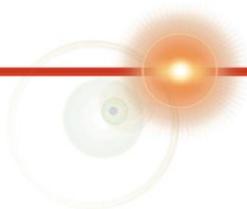
Group  
Highlights

---

Divisional  
Highlights

---

Guidance

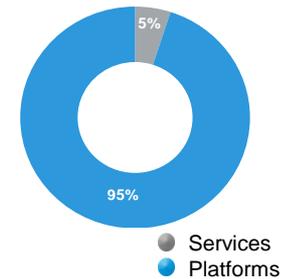
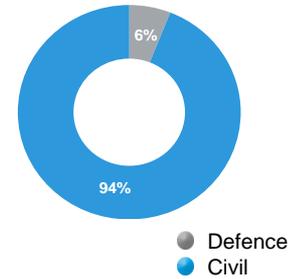




# Airbus Division (incl. ATR & Sogerma)

€ m		Q1 2013			Q1 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>418</b>	<b>410</b>	<b>8</b>	95	90	5	+340.0%
<b>Order Book <sup>1)</sup></b>		<b>5,165</b>	<b>4,948</b>	<b>225</b>	4,601	4,396	218	+12.3%
<b>Order Intake (net)</b>	in value	<b>47,337</b>	<b>46,826</b>	<b>540</b>	7,938	7,591	372	+496.3%
<b>Order Book</b>		<b>574,527</b>	<b>554,221</b>	<b>21,130</b>	482,289	462,266	21,272	+19.1%
<b>Deliveries (a/c) <sup>1)</sup></b>		<b>145</b>	<b>144</b>	<b>3</b>	135	131	4	+7.4%
<b>Revenues</b>		<b>9,181</b>	<b>8,822</b>	<b>615</b>	8,019	7,609	425	+14.5%
<b>R&amp;D self financed</b> <i>in % of revenues</i>		<b>484</b> 5.3%	<b>482</b> 5.5%	<b>2</b> 0.3%	590 7.4%	590 7.8%	0 0%	-18.0%
<b>EBIT* before one-off</b> <i>in % of revenues</i>		<b>601</b> 6.5%	<b>608</b> 6.9%	<b>15</b> 2.4%	314 3.9%	277 3.6%	11 2.6%	+91.4%
<b>EBIT*</b> <i>in % of revenues</i>		<b>456</b> 5.0%	<b>463</b> 5.2%	<b>15</b> 2.4%	172 2.1%	135 1.8%	11 2.6%	165.1%

Airbus Division External revenue split:



- Full inclusion of ATR and Sogerma within Airbus Commercial. 2012 figures restated
- Ramp up in deliveries in line with projection, driving revenue and EBIT\* improvement
- EBIT\* favourable pricing on deliveries and R&D phasing, including IAS 38
- A350: preparing for First Flight. Steep ramp up for subsequent flight test a/c. Programme remains challenging
- A400M: preparation for delivery in initial configuration ongoing

\* Pre-goodwill impairment and exceptionals

\*\* Capitalised R&D: € 91 m in Q1 2013 and € 3 m in Q1 2012

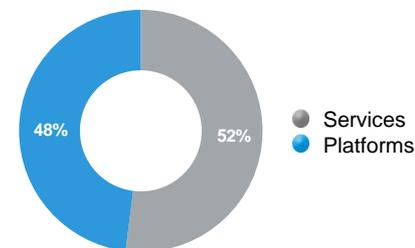
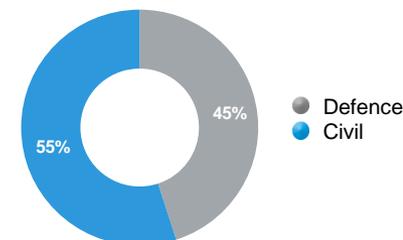
2012 figures are pro forma, amended with IAS 19 restatement and perimeter change

1) Excluding ATR order intake, order book and deliveries



in € m		Q1 2013	Q1 2012 <i>pro forma</i>	Change
<b>Order Intake (net)</b>	in units	<b>51</b>	93	-45.2%
<b>Order Book</b>		<b>1,063</b>	1,097	-3.1%
<b>Order Intake (net)</b>	in value	<b>804</b>	1,248	-35.6%
<b>Order Book</b>		<b>12,708</b>	13,863	-8.3%
<b>Deliveries (units)</b>		<b>58</b>	72	-19.4%
<b>Revenues</b>		<b>1,038</b>	1,199	-13.4%
<b>R&amp;D self financed</b> <i>in % of revenues</i>		<b>66</b> <b>6.4%</b>	61 5.1%	8.2%
<b>EBIT* before one-off</b> <i>in % of revenues</i>		<b>20</b> <b>1.9%</b>	64 5.3%	-68.8%
<b>EBIT*</b> <i>in % of revenues</i>		<b>20</b> <b>1.9%</b>	64 5.3%	-68.8%

External revenue split:

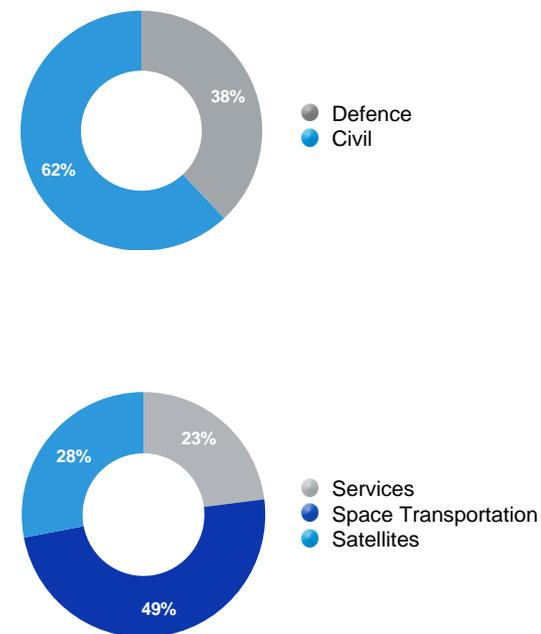


- Super Puma flight restrictions impacted deliveries and services, weighing on Q1 revenues and EBIT\*
- MoU signed with German MoD for rationalisation of NH90 and Tiger orders. Discussions ongoing with other key customers. Q4 2012 provision unchanged

\* Pre-goodwill impairment and exceptionals  
 \*\* Capitalised R&D: € 11 m in Q1 2013 and € 5 m in Q1 2012  
 2012 figures are pro forma, amended with IAS 19 restatement

in € m	Q1 2013	Q1 2012	Change
<b>Order Intake (net)</b>	<b>817</b>	1,163	-29.8%
<b>Order Book</b>	<b>12,061</b>	14,515	-16.9%
<b>Revenues</b>	<b>1,369</b>	1,325	+3.3%
<b>R&amp;D self financed</b> <i>in % of revenues</i>	<b>19</b> <b>1.4%</b>	22 1.7%	-13.6%
<b>EBIT* before one-off</b> <i>in % of revenues</i>	<b>66</b> <b>4.8%</b>	65 4.9%	+1.5%
<b>EBIT*</b> <i>in % of revenues</i>	<b>66</b> <b>4.8%</b>	65 4.9%	+1.5%

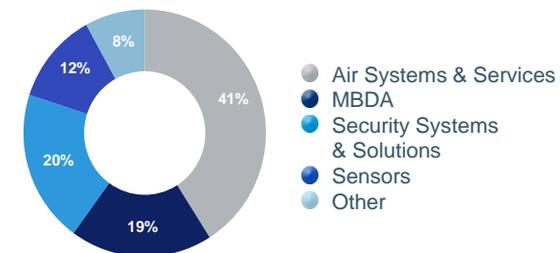
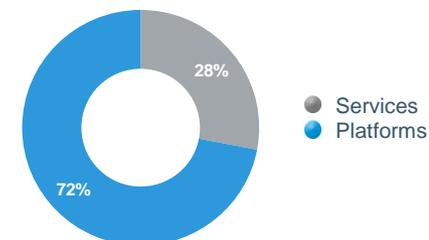
### External revenue split:



- 54<sup>th</sup> consecutive successful Ariane 5 launch
- Spot 6 and Skynet 5D now fully operational

in € m	Q1 2013	Q1 2012 <i>pro forma</i>	Change
<b>Order Intake (net)</b>	<b>1,066</b>	1,806	-41.0%
<b>Order Book</b>	<b>15,532</b>	16,178	-4.0%
<b>Revenues</b>	<b>941</b>	925	+1.7%
<b>R&amp;D self financed</b> <i>in % of revenues</i>	<b>50</b> <b>5.3%</b>	55 5.9%	-9.1%
<b>EBIT* before one-off</b> <i>in % of revenues</i>	<b>7</b> <b>0.7%</b>	5 0.5%	+40.0%
<b>EBIT*</b> <i>in % of revenues</i>	<b>7</b> <b>0.7%</b>	5 0.5%	+40.0%

### External revenue split:



- UAV progress: Atlante first flight and Euro Hawk full system test flight
- New organisation fully operational, implementation of restructuring plan progressing

# Q1 Results 2013

---

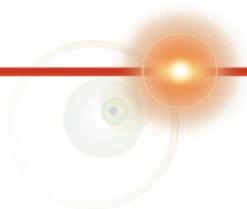
Group  
Highlights

---

Divisional  
Highlights

---

Guidance



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

## Airbus Order & Deliveries

- Gross commercial aircraft orders expected to be around 700 aircraft; Book to bill > 1
- Airbus deliveries should continue to grow to between 600-610 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 € 85m 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 and 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

## Free Cash Flow

- EADS aims to be Free Cash Flow breakeven after customer financing and before acquisitions

# Appendix



# Q1 2013 Detailed Income Statement & Adjustments

18

in € m	thereof		thereof				
	Q1 2013	Goodwill Impair. & Fair value dep.	Q1 2013*	Impact on EBIT*			Q1 2013* before one-off
				OPERATIONAL one-offs	FX one-off	Fin. result one-off	
				Airbus Division			
<b>EBIT*</b> <i>in % of revenues</i>	586 4.7%	-10	596 4.8%	-14	-131		741 6.0%
<i>Interest income</i>	43		43				43
<i>Interest expenses</i>	-129		-129				-129
<i>Other Financial result</i>	-165		-165			-128	-37
<b>Finance result</b>	<b>-251</b>		<b>-251</b>			<b>-128</b>	<b>-123</b>
<b>Income before taxes</b>	<b>335</b>	<b>-10</b>	<b>345</b>	<b>-14</b>	<b>-131</b>	<b>-128</b>	<b>618</b>
Income taxes	-92	3	-95	4	39	38	-176
Non-controlling interest	-2		-2				-2
<b>Net Income reported</b>	<b>241</b>	<b>-7</b>	<b>248</b>	<b>-10</b>	<b>-92</b>	<b>-90</b>	<b>440</b>
<i>Number of shares</i>	823,522,587		823,522,587				823,522,587
<b>EPS reported</b>	<b>€ 0.29</b>		<b>€ 0.30</b>				<b>€ 0.53</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%**

**EADS**

# Q1 2012 Detailed Income Statement & Adjustments

in € m			thereof				Q1 2012* before one-off pro forma
	Q1 2012 pro forma	Goodwill Impair. & Fair value dep.	Q1 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>323</b> <b>2.8%</b>	<b>(10)</b>	<b>333</b> <b>2.9%</b>	<b>-158</b>	<b>16</b>		<b>475</b> <b>3.2%</b>
<i>Interest income</i>	80		80				80
<i>Interest expenses</i>	-153		-153				-153
<i>Other Financial result</i>	-70		-70			-29	-41
<b>Finance result</b>	<b>-143</b>		<b>-143</b>			<b>-29</b>	<b>-114</b>
<b>Income before taxes</b>	<b>180</b>	<b>-10</b>	<b>190</b>	<b>-158</b>	<b>16</b>	<b>-29</b>	<b>361</b>
Income taxes	-52	3	-55	48	-5	9	-107
Non-controlling interest	(2)		(2)				(2)
<b>Net Income reported</b>	<b>126</b>	<b>-7</b>	<b>133</b>	<b>-110</b>	<b>11</b>	<b>-20</b>	<b>252</b>
<i>Number of shares</i>	815,957,338		815,957,338				815,957,338
<b>EPS reported</b>	<b>€ 0.15</b>		<b>€ 0.16</b>				<b>€ 0.31</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

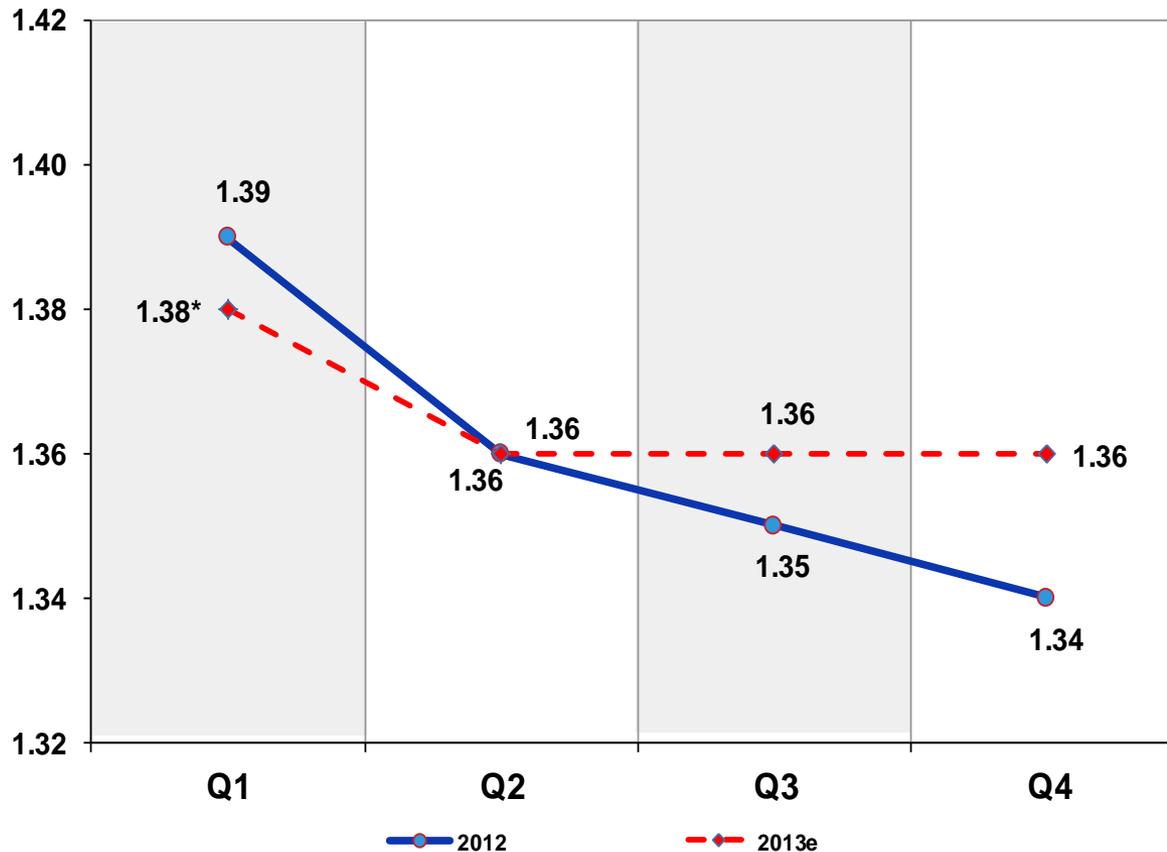
○ **The tax effect on one-offs is calculated at 30%**

# Q1 2013 Forex EBIT\* Impact Bridge

in € m	Bridge
Improvement of hedge rates (€:\$ 1.39 to 1.38)	0.05
Other one-off forex effect including PDP reversal	(0.15)
Compared to Q1 2012	(0.10)

# Expected EADS Average Hedge Rates € vs. \$

## Average hedge rates



\* Q1 2013 actual

	Average rates
FY 2012	1.36
FY 2013 <sup>e</sup>	1.37

# Detailed Free Cash Flow

in € m	Q1 2013	Q1 2012
<b>Net Cash position</b> at the beginning of the period	12,292	11,681
<b>Gross Cash Flow from Operations*</b>	709	1,075
<b>Change in working capital</b>	(3,161)	(1,853)
of which Customer Financing	(73)	65
<b>Cash used for investing activities**</b>	(743)	(460)
of which Industrial Capex (additions)****	(670)	(496)
of which M&A	0	(5)
<b>Free Cash Flow***</b>	(3,195)	(1,238)
<b>Free Cash Flow***</b> before Acquisitions	(3,195)	(1,233)
<b>Free Cash Flow***</b> before customer financing	(3,122)	(1,303)
Change in capital and non-controlling interests	101	67
Change in treasury shares	0	(6)
Contribution to plan assets of pension schemes	(12)	(5)
Cash distribution to shareholders/Non-controlling interests	0	(1)
Others	27	176
<b>Net cash position</b> at the end of the period	9,213	10,674

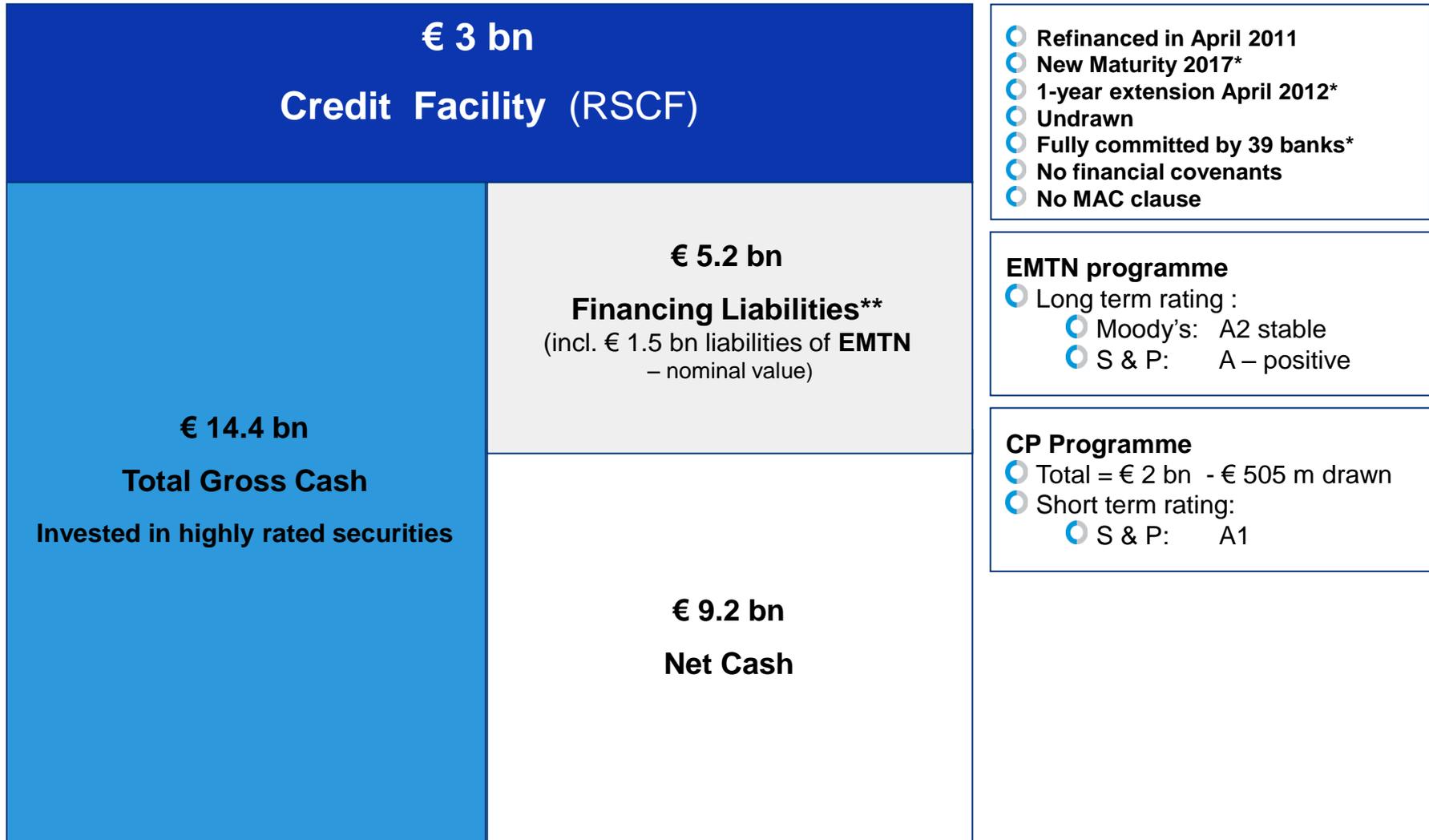
\* Gross Cash Flow from Operations, excluding working capital change and contribution to plan assets of pension schemes

\*\* 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 at 31 March 2013



\* On 14 April 2012, EADS successfully extended the maturity of its RSCF under the same conditions with 38 out of 39 banks for a total commitment of 2,968m€. On 14 April 2013, EADS successfully extended the maturity of its RSCF to 14 April 2018 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

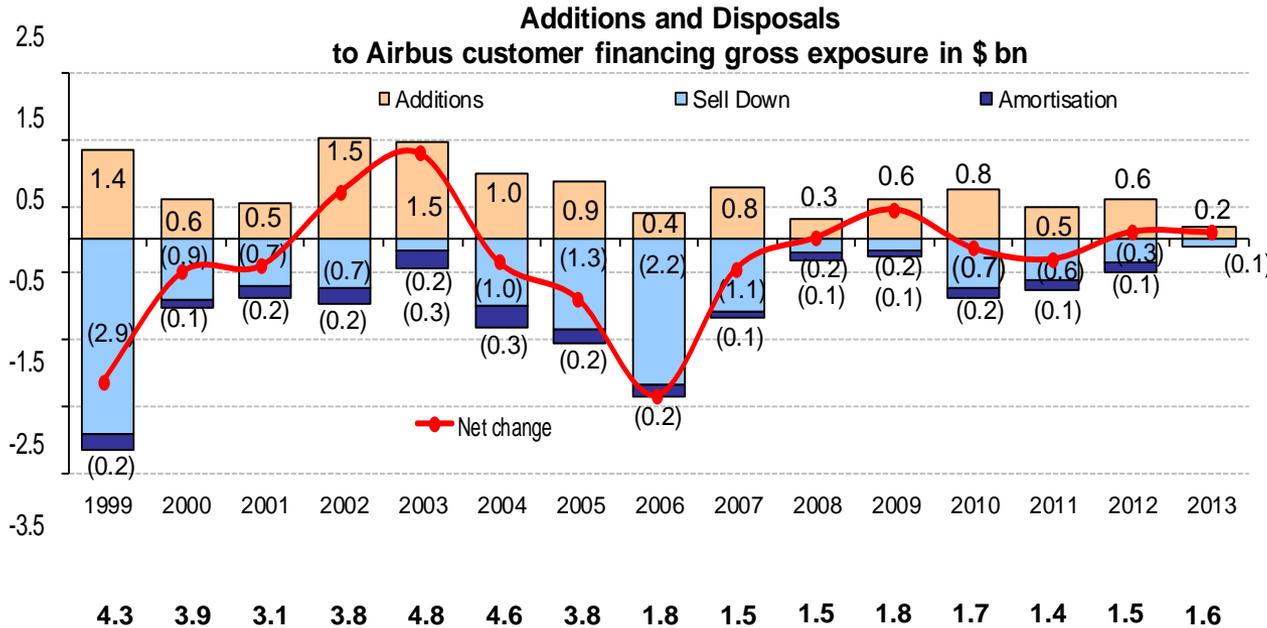
# Net Cash Position

in € m	March 2013	Dec. 2012
<b>Gross Cash</b>	14,431	17,071
<b>Financing Debts</b>		
Short-term Financing Debts	(1,399)	(1,273)
Long-term Financing Debts	(3,819)	(3,506)
<b>Reported Net Cash</b>	9,213	12,292
<b>Airbus non-recourse debt</b>	344	345
<b>Net Cash excl. non-recourse</b>	9,557	12,637

# Customer Financing Exposure

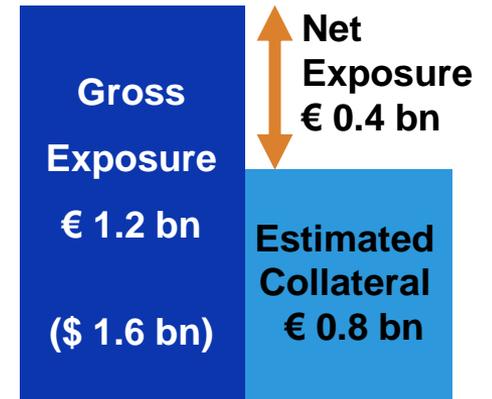
€ m	100% Airbus		50% ATR		100% Eurocopter	
	Mar. 2013	Dec. 2012	Mar. 2013	Dec. 2012	Mar. 2013	Dec. 2012
Closing rate € 1 =	\$1.28	\$ 1.32				
<b>Total Gross exposure</b> of which off-balance sheet	<b>1,225</b> 122	1,139 124	<b>75</b> 44	74 45	<b>85</b> 13	84 12
<b>Estimated value of collateral</b>	<b>(815)</b>	(741)	<b>(65)</b>	(61)	<b>(49)</b>	(48)
<b>Net exposure</b>	<b>410</b>	398	<b>10</b>	13	<b>36</b>	36
<b>Provision and asset impairment</b>	<b>(410)</b>	(398)	<b>(10)</b>	(13)	<b>(36)</b>	(36)
<b>Net exposure after provision</b>	<b>0</b>	0	<b>0</b>	0	<b>0</b>	0

## Active exposure management



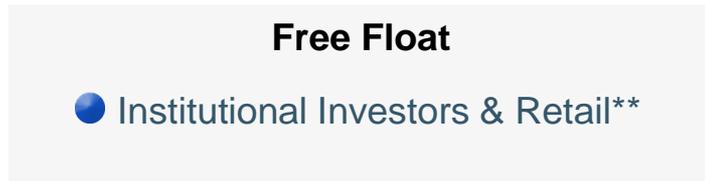
**Gross Exposure in \$ bn**

## Net Exposure fully provisioned

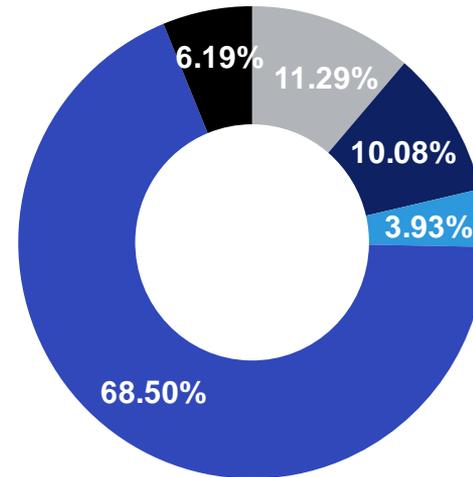


**31 March 2013**

# Shareholding Structure as at 1 May 2013



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



• KfW & other German public entities  
\*\* Including warehoused shares of SOGEPA (0.07%) and SEPI (0.05%)  
\*\*\* Shares to be cancelled

# Balance Sheet Highlights: Assets

in € m	March 2013	Dec. 2012 <sup>1)</sup>
<b>Non-current Assets</b>	<b>46,514</b>	<b>46,778</b>
of which Intangible & Goodwill	13,518	13,422
of which Property, plant & equipment	15,347	15,196
of which Investments & Financial assets	4,849	4,777
of which positive hedge mark-to-market	661	1,197
of which Non-current securities	5,282	5,987
<b>Current Assets</b>	<b>45,621</b>	<b>45,329</b>
of which Inventory	25,309	23,216
of which Cash	5,863	8,756
of which Current securities	3,286	2,328
of which positive hedge mark-to-market	176	321
<b>Total Assets</b>	<b>92,135</b>	<b>92,107</b>
<i>Closing rate €/€</i>	<b>1.28</b>	1.32

# Balance Sheet Highlights: Liabilities

in € m	March 2013	Dec. 2012 <sup>1)</sup>
<b>Total Equity</b>	<b>9,492</b>	<b>10,428</b>
of which OCI (Other Comprehensive Income)	342	1,513
of which Non-controlling interests	47	25
<b>Total Non-current liabilities</b>	<b>33,817</b>	<b>33,031</b>
of which pensions	6,067	6,158
of which other provisions	3,777	3,669
of which financing debts	3,819	3,506
of which European governments refundable advances	5,731	5,754
of which Customer advances	9,440	9,881
of which negative hedge mark-to-market	2,035	1,159
<b>Total Current liabilities</b>	<b>48,826</b>	<b>48,648</b>
of which pensions	347	312
of which other provisions	5,616	5,733
of which financing debts	1,399	1,273
of which European gvts refundable advances	327	358
of which Customer advances	25,113	25,333
of which negative hedge mark-to-market	1,209	852
<b>Total Liabilities and Equity</b>	<b>92,135</b>	<b>92,107</b>

# Quarterly Revenues Breakdown (cumulative)

30

€ 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		17,525	17,246		26,051	25,621		39,273	38,592
t/o Airbus Comm.*	<b>8,821</b>	7,609	7,499		16,864	16,585		25,155	24,725		37,624	36,943
t/o Airbus Military	<b>615</b>	425	425		843	843		1,194	1,194		2,131	2,131
<b>Eurocopter</b>	<b>1,038</b>	1,199	1,199		2,771	2,771		4,116	4,116		6,264	6,264
<b>Astrium</b>	<b>1,369</b>	1,325	1,325		2,661	2,661		3,934	3,934		5,817	5,817
<b>Cassidian</b>	<b>941</b>	925	925		2,186	2,186		3,484	3,484		5,740	5,740
<b>HQ &amp; others</b>	<b>(142)</b>	(64)	46		(209)	70		(327)	103		(614)	67
of which other BUs	<b>78</b>	197	361		331	721		461	1,067		586	1,524
of which HQ & Elim.	<b>(220)</b>	(261)	(315)		(540)	(651)		(788)	(964)		(1,200)	(1,457)
<b>EADS Group</b>	<b>12,387</b>	11,404	11,404		24,934	24,934		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		563	553		844	837		1,252	1,230
t/o Airbus Comm.*	<b>463</b>	135	146		558	548		823	816		1,147	1,125
t/o Airbus Military	<b>15</b>	11	11		2	2		8	8		93	93
<b>Eurocopter</b>	<b>20</b>	64	65		198	199		275	277		309	311
<b>Astrium</b>	<b>66</b>	65	65		129	130		190	191		311	312
<b>Cassidian</b>	<b>7</b>	5	8		81	88		145	156		128	142
<b>HQ &amp; others</b>	<b>47</b>	27	22		86	108		129	154		144	191
of which other BUs	<b>(4)</b>	(2)	(6)		(6)	13		(8)	15		2	49
of which HQ & Elim.	<b>51</b>	29	28		92	95		137	139		142	142
<b>EADS Group</b>	<b>596</b>	333	343		1,057	1,078		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		21,164	20,955		40,909	40,659		88,909	88,142
t/o Airbus Comm.*	<b>46,826</b>	7,591	7,530		19,991	19,782		39,359	39,109		87,283	86,478
t/o Airbus Military	<b>540</b>	372	372		1,271	1,271		1,691	1,691		1,901	1,901
<b>Eurocopter</b>	<b>804</b>	1,248	1,248		2,448	2,448		3,586	3,586		5,392	5,392
<b>Astrium</b>	<b>817</b>	1,163	1,163		2,198	2,198		2,866	2,866		3,761	3,761
<b>Cassidian</b>	<b>1,066</b>	1,806	1,806		2,766	2,766		3,406	3,406		5,040	5,040
<b>HQ &amp; others</b>	<b>(120)</b>	(151)	(90)		(328)	(119)		(358)	(108)		(631)	136
of which other BUs	<b>75</b>	51	205		114	457		260	731		472	1,549
of which HQ & Elim.	<b>(195)</b>	(202)	(295)		(442)	(576)		(618)	(839)		(1,103)	(1,413)
<b>EADS Group</b>	<b>49,904</b>	12,004	12,004		28,248	28,248		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		508,158 487,730 21,661	506,120 485,682 21,661		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		13,491	13,491		13,283	13,283		12,942	12,942
<b>Astrium</b>	<b>12,061</b>	14,515	14,515		14,317	14,317		13,804	13,804		12,734	12,734
<b>Cassidian</b>	<b>15,532</b>	16,178	16,178		16,326	16,326		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)		(581) 444 (1,025)	1,457 2,817 (1,360)		(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		551,711	551,711		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)

# Q1 2012 Revenues and EBIT\* Restated

(ATR, SOGERMA & IAS 19)

in € m	Airbus Division	Eurocopter	Astrium	Cassidian	Other Businesses	HQ / Elim.	EADS Group
<b>Revenues old</b>	7,909	1,199	1,325	925	361	-315	11,404
t/o Airbus Commercial	7,499						
t/o Airbus Military	425						
<b>ATR / SOGERMA restatement</b>	110				-164	54	0
<b>Revenues new</b>	8,019	1,199	1,325	925	197	-261	11,404
t/o Airbus Commercial	7,609						
t/o Airbus Military	425						
<b>EBIT* old</b>	183	65	65	8	-6	28	343
t/o Airbus Commercial	146						
t/o Airbus Military	11						
<b>ATR / SOGERMA restatement</b>	-6				4	2	0
<b>IAS 19 restatement</b>	-5	-1	0	-3		-1	-10
<b>EBIT* new</b>	172	64	65	5	-2	29	333
t/o Airbus Commercial	135						
t/o Airbus Military	11						

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change

# H1 2012 Revenues and EBIT\* Restated

(ATR, SOGERMA & IAS 19)

in € m	Airbus Division	Eurocopter	Astrium	Cassidian	Other Businesses	HQ / Elim.	EADS Group
<b>Revenues old</b>	17,246	2,771	2,661	2,186	721	-651	24,934
t/o Airbus Commercial	16,585						
t/o Airbus Military	843						
<b>ATR / SOGERMA restatement</b>	279				-390	111	0
<b>Revenues new</b>	17,525	2,771	2,661	2,186	331	-540	24,934
t/o Airbus Commercial	16,864						
t/o Airbus Military	843						
<b>EBIT* old</b>	553	199	130	88	13	95	1,078
t/o Airbus Commercial	548						
t/o Airbus Military	2						
<b>ATR / SOGERMA restatement</b>	20				-19	-1	0
<b>IAS 19 restatement</b>	-10	-1	-1	-7		-2	-21
<b>EBIT* new</b>	563	198	129	81	-6	92	1,057
t/o Airbus Commercial	558						
t/o Airbus Military	2						

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change

# 9m 2012 Revenues and EBIT\* Restated

(ATR, SOGERMA & IAS 19)

in € m	Airbus Division	Eurocopter	Astrium	Cassidian	Other Businesses	HQ / Elim.	EADS Group
<b>Revenues old</b>	25,621	4,116	3,934	3,484	1,067	-964	37,258
t/o Airbus Commercial	24,725						
t/o Airbus Military	1,194						
<b>ATR / SOGERMA restatement</b>	430				-606	176	0
<b>Revenues new</b>	26,051	4,116	3,934	3,484	461	-788	37,258
t/o Airbus Commercial	25,155						
t/o Airbus Military	1,194						
<b>EBIT* old</b>	837	277	191	156	15	139	1,615
t/o Airbus Commercial	816						
t/o Airbus Military	8						
<b>ATR / SOGERMA restatement</b>	22				-23	1	0
<b>IAS 19 restatement</b>	-15	-2	-1	-11		-3	-32
<b>EBIT* new</b>	847	275	190	145	-8	137	1,583
t/o Airbus Commercial	823						
t/o Airbus Military	8						

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change

# FY 2012 Revenues and EBIT\* Restated

(ATR, SOGERMA & IAS 19)

in € m	Airbus Division	Eurocopter	Astrium	Cassidian	Other Businesses	HQ / Elim.	EADS Group
<b>Revenues old</b> t/o Airbus Commercial t/o Airbus Military	38,592 36,943 2,131	6,264	5,817	5,740	1,524	-1,457	56,480
<b>ATR / SOGERMA restatement</b>	681				-938	257	0
<b>Revenues new</b> t/o Airbus Commercial t/o Airbus Military	39,273 37,624 2,131	6,264	5,817	5,740	586	-1,200	56,480
<b>EBIT* old</b> t/o Airbus Commercial t/o Airbus Military	1,230 1,125 93	311	312	142	49	142	2,186
<b>ATR / SOGERMA restatement</b> <b>IAS 19 restatement</b>	42 -20	-2	-1	-14	-47	5 -5	0 -42
<b>EBIT* new</b> t/o Airbus Commercial t/o Airbus Military	1,252 1,147 93	309	311	128	2	142	2,144

\* Includes EFW and excludes A400M

2012 pro forma figures are amended with Airbus Division perimeter change