



Information

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EADS 2002 revenues of € 29.9 billion in line with forecast

- All 2002 financial targets met or exceeded
- Order intake of € 31.2 billion above revenues, showing resilience to difficult market environment.
- CEOs: "Totally committed to healthy margins"

Amsterdam, xx February 2003 - *EADS* (stock exchange symbol: EAD) achieved its revenues target for 2002 thanks to successful management of challenging market conditions. The company recorded revenues of € 29.9 billion (2001: € 30.8 billion), in line with its forecast for 2002. At € 31.2 billion, order intake remained above revenues, indicating sustained demand for its commercial and defence products despite the currently difficult environment for commercial aircraft. EADS is the second largest global aerospace and defence company, managing leading brands like Airbus, Eurocopter, MBDA, Eurofighter and Astrium.

EADS confirmed that it has surpassed its 2002 EBIT target (Earnings before interest and taxes, pre goodwill amortisation and exceptionals) of € 1.4 billion by a slight margin. The main contributions came from the Airbus and Aeronautics Divisions. The Defence

and Civil Systems Division achieved its turnaround and exceeded its break-even target. The Space Division recorded a substantial loss. The Military Transport Aircraft Division was impacted by an already reported one time charge.

EADS will release detailed financial statements on the day of its Annual Press Conference in Munich on March 10, 2003.

The EADS CEOs, Philippe Camus and Rainer Hertrich, said: "2002 was a difficult year, but EADS met or exceeded all its financial targets. Our figures are a persuasive proof of our successful efforts at EADS to ensure the resilience of most of our businesses. With further restructuring and cost cutting already under way, we are totally committed to sustaining healthy margins."

On Net Cash performance - may be taken out:

Net Cash at the end of 2002 is better than originally anticipated, at more than € 1 billion, thanks to the disciplined containment of customer financing exposure, to active cash management and to the lower value of US-Dollar denominated liabilities.

Continued market successes

EADS successfully managed to keep 2002 revenues almost on the level of 2001. The revenues of € 29.9

billion (-3 % from 2001) reflect, as anticipated, lower Airbus deliveries and the exchange rate effect of a weaker US-Dollar. At a constant Dollar/Euro exchange rate (0.90 for 2001), revenues would have remained at the same level as 2001.

Revenues at Airbus, which delivered 303 aircraft in 2002 after 325 in the previous year, were positively impacted by a more favourable aircraft mix and price effect. The Aeronautics Division recorded a solid revenue increase of 5 %, mainly thanks to the success of Eurocopter. Revenues at the Space Division decreased by 9 % mainly due to the end of the Ariane 4 programme and the negative market impact in civil telecommunications satellites.

Order intake at € 31.2 billion remained above revenues, despite a soft market for commercial aircraft and the delay in the final order for the A400M military transport aircraft, now expected for Spring 2003. Airbus recorded net orders for 233 aircraft, including the win of the Easyjet deal for 120 firm aircraft orders, compared to 274 net orders in 2001. The order intake amounted to € 19.5 billion, compared to € 50.3 billion in 2001, when contracts over 85 "big-ticket" A380 aircraft were signed. The Airbus order book was maintained above 1,500 aircraft. The Space Division strongly increased its order intake through the military launcher business and the Amazonas telecom satellite contract with Spain. Orders at the Defence and Civil Systems Division grew strongly thanks to the successes in missiles (Meteor and Taurus programmes) and Defence Electronics.

The EADS order book remained strong in 2002 despite cancellations of Airbus aircraft orders, deletions intended to clean the backlog, and revaluation of the order book based on a weaker US-Dollar/Euro exchange rate of 1.05 at year-end. At nearly 9 170 billion, the EADS order book still represents more than five years of revenues at the current level and remains unparalleled in the global aerospace and defence industry.

About EADS:

EADS is a global aerospace and defence company, and is the world's second largest in terms of revenues, having achieved 29.9 billion in 2002. EADS maintains a workforce of more than 100,000 and is a market leader in defence technologies, commercial aircraft, helicopters, space, military transport and combat aircraft, as well as related services. Its family of leading brands includes the commercial aircraft maker Airbus; Eurocopter, the world's largest helicopter manufacturer; Astrium, the space company and MBDA, the world's second largest missile company. EADS is also the biggest partner in the Eurofighter consortium and heads the A400M military transport aircraft programme. EADS has more than 70 facilities in France, Germany, Spain and the UK. It is active in markets around the world, including the U.S., Russia and Asia.

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EADS – Figures for 2002

(Amounts in Euro)

EADS Group	2002	2001	Change
Revenues, in millions	29,901	30,798	-3%
Order Intake, in billion	31.0	60.2	-49%
Order Book, in billion	168.3	183.3	-8%
Employees	103,967	102,967	+1%

Revenues in millions	2002	2001	Change
Airbus *	19,512	20,549	-5%
Military Transport Aircraft	524	517	-4%
Aeronautics	5,304	5,065	+5%
Space	2,216	2,439	-9%
Defence and Civil Systems	3,306	3,345	-1%
Eliminations and Headquarters	- 961	-1,147	+16%
Total	29,901	30,798	-3%

Order Intake in billion	2002	2001	Change
Airbus ⁽¹⁾	19.7	50.3	-61%
Military Transport Aircraft	0.4	1.0	-60%
Aeronautics	5.1	5.3	- 4%
Space	2.1	1.3	+62%
Defence and Civil Systems	4.4	3.1	+42%
Eliminations and Headquarters	- 0.7	- 0.8	+12%
Total	31.0	60.2	-49%

Order Book in billion	2002	2001	Change
Airbus ⁽¹⁾	141.0	156.1	-10%
Military Transport Aircraft	0.6	1.3	-54%
Aeronautics	13.5	13.7	-1%
Space	3.9	3.8	+3%
Defence and Civil Systems	10.1	9.1	+11%
Eliminations and Headquarters	- 0.8	- 0.7	-13%
Total	168.3	183.3	-8%

1) Order Intake and Order Book based on gross prices