

Toulouse 5/4/2016
UKAD / AIRBUS WAY FORWARD

- ① Wave of Turnover Commitment
- ② Introduction of Market Share scheme with a yearly check and detailed per work package development
"Enhanced Market Share management"

③ Additional Cash advance: to support further investment Airbus to propose 5M€ in 2018 and 5M€ in 2019 to be reimbursed via the existing scheme between (Airbus/UKAD/A&D)
In addition, Airbus could either:
bring one additional million € in 2018/2019 (6/6) or
purchase additional Bloom in 2016 (via UTEXAM)

④ Delayed Cash advance: to bridge with the actual volume from the contract vs. the UKAD anticipated volume:
Request from UKAD: postpone 2016 & 2017 payments to 23/27 (0.7/0.7 instead of 3/3 M€)

⇒ Short term green light given by Airbus to UKAD regarding 1.256 t of ingots @ 17.20 USD/kg using the standard price of ingots (20 or 23) to speed up reimbursement

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