

**CHRISTIAN SCHERER**  
**EXECUTIVE VICE PRESIDENT HEAD OF STRATEGY AND FUTURE PROGRAMMES**

Christian Scherer was appointed Executive Vice President, Head of Strategy and Future Programs in September 2007. In this function, his responsibility encompasses Strategy, International Cooperation, and Future Programs. Mr. Scherer is in charge of defining Airbus' long term strategic objectives in different areas such as analysis of the market environment and research of trends and evolutions, product policy and development of future programs, industrial strategy, international partnerships and cooperation programs. Mr Scherer reports directly to the Airbus Chief Executive officer.

Until then, Christian Scherer was Head of Future Programs, a position he held since March 2006. In this capacity he was responsible for driving the vision, genesis and development of any future aircraft product offerings and programmes. His responsibilities extended to the development of the appropriate processes and industrial set-up to support these future innovations. He retains responsibility for this activity in his current role.

Christian Scherer started his professional career in 1984 when he joined Airbus Industrie as a Contracts Administrator, before being promoted to the position of Sales Contracts Manager. In 1987 he was seconded as Contracts Director to Airbus Industrie North America (AINA) in Washington D.C. and was then promoted to Vice President Contracts of AINA, responsible for pricing, financial performance, negotiation and implementation of all sales proposals and resulting transactions in North America.

In 1994, Mr Scherer returned to the Airbus headquarters in Toulouse as Vice President Leasing Markets. In this role he created, implemented and managed an integrated division which includes all commercial activities involved in dealing with operating leasing companies and other financial institutions worldwide.

In 1999, he was appointed Vice President Contracts and Pricing Worldwide while retaining leadership of the Leasing Markets Division and in 2003 he became the permanent Deputy Head of Commercial.

Christian Scherer was born in 1962 in Duisburg, Germany. He holds an MBA from the University of Ottawa in international marketing and graduated from the Paris Business School (ESCP) in 1984, with a degree in organisation and management information systems. Married with two children, Christian enjoys sailing in his free time.

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