A350 XWB Firm order status confirming market interest—end September 2014

30 Countries – 3 Alliances – 5 Leasing companies

**Europe**
- British Airways
- Finnair
- Lufthansa
- SAS
- Air France KLM
- TAP Portugal
- Air Caraïbes
- Iberia
- Aeroflot
- Avianca

**Americas**
- Synergy Group
- United
- Hawaiian Airlines
- LAN
- TAM
- Delta Air Lines
- American Airlines
- LATAM Airlines
- Copa Airlines
- Aeroméxico
- TAM Linhas Aéreas

**Africa & Middle East**
- Qatar Airways
- Etihad Airways
- Emirates
- Air Seychelles
- Ethiopian Airlines
- Kuwait Airways
- South African Airways
- Air Zimbabwe
- Ethiopian Airlines
- Air Seychelles

**Asia & Pacific**
- Air China
- Air New Zealand
- Srilankan Airlines
- Vietnam Airlines
- Thai Airways
- Asiana Airlines
- China Airlines
- Cathay Pacific
- Singapore Airlines
- Hong Kong Airlines
- Air New Zealand

**Private Customer**
- UNDISCLOSED

**Leasing Companies**
- GE Capital Aviation Services
- CIT
- AWAS
- Air Lease Corporation
- Aircastle

750 orders from 39 customers

Net orders as end September 2014
A350XWB Programme vision: **2014 is confirmed as the year of Entry-into-Service**

- **2014** : Certification & Entry to service with Qatar
- **Mid 2013** : Fly at Le Bourget
- **2015** : Secure delivery ramp-up
- **2017** : Secure -1000 EIS

**Product Roadmap** (Technical & Industrial)  
Governance & Planning  
RSPs Management  
Our Team and teams
## A350 XWB Firm order status – end September 2014

### 30 Countries – 3 Alliances – 5 Leasing companies

<table>
<thead>
<tr>
<th>Airline</th>
<th>A350 -800</th>
<th>A350 -900</th>
<th>A350 -1000</th>
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<tbody>
<tr>
<td>Aer Lingus</td>
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### 750 orders from 39 customers

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<tr>
<th>Airline</th>
<th>A350 -800</th>
<th>A350 -900</th>
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<td>Exec. &amp; Private</td>
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</table>

**Total** 32 549 169

Net orders as end September 2014
A350-900 Type Certification achieved!

September 30th 2014

to follow shortly
Certification received 14.5 months after the First Flight and 2600 flight hours.

- **MSN001**: 14 June 2013
- **MSN003**: 14 Oct 2013
- **MSN002 & 4**: 26 Feb 2014
- **MSN005**: 20 June 2014

- Noise campaign in March ‘14
- High Altitude Campaign La Paz, 13300 ft (Bolivia)
- MSN002 at McKinley Climatic Lab in Florida May 2014
- Water ingestion test at Istres MSN004, May-9th 2014
- Warm Trial Doha – 4th/8th February
- MSN002 Early Long Flights 2nd-3rd June-14

2600 Flight Hours

1500 Flight cycles
First A350 XWB passenger flights – a great success

June 2014
A350-900 Early Long Flights & route proving

- Wide and spacious cabin
- Comfortable 18” wide economy class seats
- Big stowage capacity
- Mobile phone / Internet
- IFE screen quality…

Cabin comfort validated

Overall ELF passenger satisfaction: 95%

Flight crew satisfaction: 100%
Cabin crew satisfaction: 87%
A350-900 route proving - 24 JULY TO 13 AUGUST

- On time departure for 20 days
- 26 flights
- >180 FH
- 14 airports
- 81,700 nm
- 100% OR
Route to EIS: focus on MSN 6 and MSN 7

QTR delivery followed by entry into service confirmed in 2014
MSN 6 in flight line to prepare first flight in October
Steep Ramp Up reality in FAL & pre-FAL according to our commitments and for our customers’ satisfaction

- 10 customer aircraft progressing in FAL (up to MSN 15 with rate 2)
- Ramp-up materializing in Plants
- Steep ramp-up early 2015
- A350-1000 FAL start early 2016
A350 XWB ramp-up

Key ramp-up enablers

- On time definition freeze and stability

HoV Contractual Definition Freeze per year
Control of Costs & competitiveness are key for sustainable success of A350XWB

Dedicated RC convergence project within program organisation

- Buy
- Subsidiaries
- Make

- Design Changes
- Commercial levers
- Simplification of processes
A350-1000 Development status

- A Derivative which benefits from the A350-900 experience
- Production has started
- On track for EIS mid-2017

Trent XWB-97 Powerplant

-1000 Customer success: 169 orders from 9 customers
2014 A350-1000 Main achievements

- TrentXWB-97 engine ran for first time
- Wing Covers - 1st Ply
- Centre Wing Box – 1st Metal cut // 1st Ply
- 1st metal cut of the sidestay - ADI
- Stringers positioned in Wing Upper Cover // Stade
A350XWB Priorities

- Confirm **Delivery** followed by **EIS** at the end of year with the highest **Operational Reliability** from the start

- **Ramp Up** gates to be secured with **supply chain**

- **Investing** in a **steep ramp-up** as well as the introduction of the A350-1000 early 2016 in FAL

- Capitalize on the A350 family position and **competitiveness** to **increase market share**