Global Market Forecast 2013-2032
Drivers for Growth

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Topics

The Market – Today & forecast (GMF)

Airbus product response
Air travel has proved to be resilient to external shocks

World annual traffic (RPKs - trillions)

- Oil Crisis
- Oil Crisis
- Gulf Crisis
- Asian Crisis
- WTC Attack
- SARS
- Financial Crisis

67% growth through multiple crises over the last ten years

Source: ICAO, Airbus
Passenger traffic is outperforming GDP growth

Source: IHS Global Insight (December 2013 data), OAG (ASKs data), Airbus
A two-speed world

Comparison of year-over-year GDP growth

Real GDP growth (%)

Emerging economies

Mature economies

January 2014

54 emerging economies.

Data Source: IHS Global Insight, Airbus

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Passenger traffic growth varies by region

Strong growth on Emerging Markets, US and Europe catching up

Source: OAG, Airbus
Emerging economies are driving future growth

Today

- 28% World GDP
- 69% World population (4.9 billion people)
- 39% World passenger trips
- 39% World fleet-in-service

2032

- 40% World GDP
- 67% World population (5.7 billion people)
- 54% World passenger trips
- 51% World fleet-in-service

Emerging economies represents 50% of new aircraft demand over the next 20 years

Source: IHS Global Insight, Airbus
Diverse emerging economies spread across the globe

Source: IHS Global Insight, Airbus

Emerging economies (54 countries)
All other countries (150 countries)
More new fliers from the emerging markets

Trips* per capita over GDP per capita

Source: Sabre (annualized September 2012 data), IHS Global Insight, Airbus

* Passengers originating from respective country
Only 40% of today’s network was there 20 years ago

Source: OAG
The GMF 2013 has around 4,000 new airline / airport-pairs by 2032
42 cities in the world handle more than 10,000 long-haul passengers per day …

2012 cities with more than 10,000 daily long-haul passengers

- >50,000 daily long-haul passengers
- >20,000 daily long-haul passengers
- >10,000 daily long-haul passengers

Long-haul traffic is concentrated on a few main aviation centres

Traffic as of month of September; Source: GMF 2013
Long haul traffic: flight distance >2,000nm, excl. domestic traffic;
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... and by 2032 there will be 90 Mega-cities

2032 cities with more than 10,000 daily long-haul passengers

89 Aviation Mega-cities

2.2M Daily Passengers: Long Haul traffic to/from/via Mega Cities

99% of long-haul traffic on routes to/from/via 90 cities

Long-haul traffic is more and more concentrated on main aviation centres

Traffic as of month of September. Source: GMF 2013

Long haul traffic: flight distance >2,000nm, excl. domestic traffic;
A380s link the world's Aviation Mega-cities

Top 15 A380 airports ranked by weekly departures

Over 150 flights per day carrying more than 1.5m passengers per month
Most routes within Asia-Pacific increased their number of daily frequencies in the last 20-years

Source: OAG, Airbus Market Research and Forecasts

Note: Only routes that have remained in operation in 1993 and 2013
973 of the 1,496 airport-pairs operated in Asia-Pacific have increased their average capacity

Source: OAG, Airbus Market Research and Forecasts

Note: Only routes that have remained in operation in 1993 and 2013

Number of airport-pairs with increases in average capacity per flight

Source: OAG, Airbus Market Research and Forecasts

Note: Only routes that have remained in operation in 1993 and 2013

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Airlines are choosing larger single-aisle aircraft

Single-aisle backlog by type

- 210-seater
- 175-seater
- 150-seater
- 125-seater
- 100-seater
- A321 & 737-9
- A320 & 737-8
- A318/A319 & 737-6/-7

* Demand for first 10 years ending in 2022
Source: Ascend (October 31st of each year), Airbus
Airbus Global Market Forecast

A 20 year aircraft demand and passenger traffic forecast

Market Research

Trends Analysis
- Consumer & Travel Surveys
- Tourism
- Migration
- Traffic flows
- Passenger demands

Airlines
- Business Models
- Operations
- Competition
- Geopolitics

Governments & Regulators
- Liberalization/ deregulation
- Investments and constraints
- Geopolitics

Forecast

Traffic
- Economics and Econometrics
- Fuel costs
- Yields
- Load Factors
- Trade and Value of Goods

Network Development
- Route planning
- Origin and destination demand
- Population centers

Fleet trends
- Aircraft economics
- Utilization
- Fleet age and retirements

January 2014
Aviation shapes the world

Origin-destination passenger traffic per city, 2013 – 2032 growth and 2032 volume

Traffic growth (20-year CAGR)
- 0% to 13%

Traffic volume (monthly O&D PAX)
- 0.1 to 25 mio

January 2014
Traffic will double in the next 15 years

World annual RPK (trillion)

Air traffic has doubled every 15 years

Air traffic will double in the next 15 years

Source: ICAO, Airbus
Asia-Pacific to lead in world traffic by 2032

RPK traffic by airline domicile (billions)

- **Asia-Pacific**
  - 2012 traffic: 29%
  - 2012-2032 traffic: 5.5%
  - % of 2032 world RPK: 34%

- **Europe**
  - 2012 traffic: 26%
  - 2012-2032 traffic: 3.8%
  - % of 2032 world RPK: 22%

- **North America**
  - 2012 traffic: 25%
  - 2012-2032 traffic: 3.0%
  - % of 2032 world RPK: 18%

- **Middle East**
  - 2012 traffic: 8%
  - 2012-2032 traffic: 7.1%
  - % of 2032 world RPK: 12%

- **Latin America**
  - 2012 traffic: 5%
  - 2012-2032 traffic: 6.0%
  - % of 2032 world RPK: 7%

- **CIS**
  - 2012 traffic: 4%
  - 2012-2032 traffic: 5.8%
  - % of 2032 world RPK: 4%

- **Africa**
  - 2012 traffic: 3%
  - 2012-2032 traffic: 5.1%
  - % of 2032 world RPK: 3%

20-year world annual traffic growth: 4.7%
Demand for over 29,200 new aircraft

Fleet in service evolution; 2013-2032

+ 3.7% per annum

Source: Airbus
Note: Passenger aircraft ≥100 seats, Freighter aircraft ≥10 tonnes
Single-aisle: 69% of units; Twin-aisle: 43% of value

20-year new deliveries of passenger and freighter aircraft

<table>
<thead>
<tr>
<th>Category</th>
<th>GMF 2012</th>
<th>GMF 2013</th>
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<tbody>
<tr>
<td>Single-aisle &amp; Small jet freighters</td>
<td>69%</td>
<td>41%</td>
</tr>
<tr>
<td>Small-twin aisle &amp; Regional freighters</td>
<td>17%</td>
<td>26%</td>
</tr>
<tr>
<td>Intermediate twin-aisle &amp; Long range freighters</td>
<td>8%</td>
<td>17%</td>
</tr>
<tr>
<td>Large aircraft &amp; Large freighters</td>
<td>6%</td>
<td>16%</td>
</tr>
</tbody>
</table>

Source: Airbus

Passenger aircraft (≥ 100 seats) and jet freight aircraft (>10 tons)
20-year demand for 29,230 new passenger and freight aircraft

20-year new deliveries of passenger and freight aircraft

- **20,242** single-aisle aircraft
  +724 aircraft over GMF 2012
- **7,273** twin-aisle aircraft
  +299 aircraft
- **1,711** very large aircraft
  +5 aircraft

**29,226** new aircraft
+1,028 aircraft

Passenger aircraft (≥ 100 seats)
Jet freight aircraft (>10 tons)

Market value of $4.4 trillion

Source: Airbus GMF
Higher expectations and more competition

Safe

Fuel price

Simple

Growth

Regulations

Eco-efficient

Competition

Affordable & Profitable
Airbus products meeting customer needs

A320ceo & neo family
- A320 family nearly ~10,200 sold, ~5,900 delivered
- A320neo >2,600 sold to 48 customers
- 15% lower fuel burn
- more range

A330
- A330 > 1,300 aircraft sold
- >800 sold since 787 launch
- More than 1,000 delivered
- Repeat ordering, particularly Asia
- Continuous product improvement – 242t MTOW

A350XWB
- A350XWB nearly >800 aircraft, 39 customers
- Family ideally sized for market today & tomorrow
- Cross section = comfort
- Answers medium & long range needs

A380
- Offers greatest cabin flexibility
- Quiet inside and out
- Efficiently connecting mega-cities
- Minimising seat costs, maximising comfort
- A380 effect, load factors & yield = profit
- >300 sold, >120 delivered

Data to end 2013
A350 faces two families alone
Innovation - a good start to the 21st Century

2007 to 2015

Airbus A350 XWB
- 53% composite materials
- Latest generation IFE and connectivity
- Development of screen displays
- Integrated Modular Avionics
- 2 H / 2 E architecture
- Full use of a Digital Mock-Up

2007
Airbus A380-800
- 25% composite materials
- Quietest cabin in the sky
- New flight deck functions
- Integrated Modular Avionics
- 2 H / 2 E architecture
- Full use of a Digital Mock-Up

2014

2015
Airbus A320neo
- ‘Sharklet’ wingtip design for improved aerodynamics
- Step change engine technology development

Dates represent EIS

TODAY’s
TOMORROW’s
drivers:
Market
Innovation
Performance
Economics
Reliability
Environmental impact