Richard Owen Walker
Head of Leasing & Investor Marketing

Commercial Update
14th October, 2014
Airbus is a global company with a global footprint

Global presence

4

Subsidiaries:
Airbus Americas
Airbus China
Airbus Japan
Airbus Middle East

- 4 Final assembly line locations
- 5 Training centres
- 50 Flight simulators
- 7 Spares/Logistics centres
- 5 Engineering centres
1\textsuperscript{st} Airbus delivery – 10\textsuperscript{th} May, 1974 - A300 for Air France

A300B2 F-BVGA

The world’s first twin-engine widebody
Airbus has sold over 14,600 aircraft & delivered almost 8,700

- **A380**
- **A350 XWB**
- **A340**
- **A330**
- **A320 Family**
- **A300/A310**

Orders, deliveries & backlog:
- 14,606 orders
- 8,699 deliveries
- 5,907 backlog

- 13 models
- 370 customers
- 397 operators

To end September, 2014
A300/A310 & A340 no longer in production
Aircraft not to scale
Strong order in-take in 2014

20 A319  660 A320  311 A321
46 A330  20 A350XWB
20 A380

2014 orders
- 1,077 aircraft
44 customers
All models

Gross orders to end of September 2014
4 unidentified customers, 3 private customers, 2 financiers
Airbus has a large order backlog

<table>
<thead>
<tr>
<th>Aircraft</th>
<th>Order Backlog</th>
</tr>
</thead>
<tbody>
<tr>
<td>A320</td>
<td>1,476</td>
</tr>
<tr>
<td>A320neo</td>
<td>3,272</td>
</tr>
<tr>
<td>A330</td>
<td>234</td>
</tr>
<tr>
<td>A350XWB</td>
<td>750</td>
</tr>
<tr>
<td>A380</td>
<td>175</td>
</tr>
</tbody>
</table>

Total order backlog: **5,907**

Data to end September 2014
Airbus backlog well aligned with demand forecast

Airbus backlog and GMF demand forecast by region

- **North America**: 11% (18%)
- **Latin America**: 6% (7%)
- **Lessors**: 19%
- **Europe & CIS**: 17% (24%)
- **Middle East**: 8% (7%)
- **Africa**: 1% (3%)
- **ASIA Pacific**: 31% (40%)

**Total backlog includes undisclosed**

**5,892 aircraft**

Source: Airbus, Airbus GMF
As at end August 2014

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Backlog today extends 3 to 4 years further in to future than before

40% of the backlog is for delivery beyond 5 years

In 2003, this value was 5%

Source: Airbus analysis from ASCEND database
Last 10 years deliveries have averaged 7% of the in-service fleet.

Source: Airbus analysis from ASCEND database. All manufacturers.

Deliveries as % of fleet

Estimated ratio for 2014~2018 deliveries is 7.3% of the in-service fleet.

Source: Airbus analysis from ASCEND database. All manufacturers.
# 2014~2033 Airbus Global Market Forecast - Highlights

Passenger traffic growth

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2033</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger Aircraft</td>
<td>16,855</td>
<td>34,818</td>
<td>+17,963</td>
</tr>
</tbody>
</table>

Freight traffic growth

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2033</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freighter Aircraft</td>
<td>1,605</td>
<td>2,645</td>
<td>+1,040</td>
</tr>
</tbody>
</table>

New passenger aircraft deliveries 30,555

New freighter aircraft deliveries 803

Total new deliveries 31,358

Market Value $4.6 trillion

*CAGR = Compound Average Growth Rate

Passenger aircraft ≥ 100 seats

Freighter aircraft >10T
20-year demand for 31,358 new passenger & freighter aircraft

20-year new deliveries of passenger & freighter aircraft

- **22,071** aircraft, **70%** units, **45%** value
- **7,786** aircraft, **25%** units, **44%** value
- **1,501** aircraft, **5%** units, **11%** value
- **31,358** aircraft, $4.6 trillion

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

Source: Airbus GMF
Airbus: The most complete, far-sighted product line

Seat capacity
Majority configurations

A380
A350 XWB
A330 Family
A320 Family

747-8
777/777X
787 Family
737 Family

100 seats
150 seats
200 seats
250 seats
300 seats
350 seats
400 seats
500 seats
All Airbus aircraft share unique commonality features

- Similar cockpit leads to reduced training time and higher crew productivity
Almost 11,000 A320 Family sales

Orders: 10,991
Deliveries: 6,243
Backlog: 4,748
Operators: 318

Data to end of September 2014
One type, three equally spaced models

185 to 240

150 to 189

124 to 156

A320 Family

most efficient coverage of the single aisle market

+ ~20%

+ ~20%

* Typical two-class and high-density seat counts
Optional features required for some configurations
A320 Family production – rate 42 today

Airbus production –

Rate 44
Q1/2016,
rate 46 from Q2/2016
Well-defined A320 Family product strategy

A320 strategy
- Building on success

Efficiency

Up to 4% fuel burn saving

A320neo
15% fuel burn saving at EIS
20% by 2020

2012
2015
Maximum commonality and seamless operations

Airframe Commonality: 95%

Same type rating for pilots
A320neo programme is on schedule

- **Industrial Launch**: Q4 2010
- **End of Concept**: Q2 2012
- **End of Design**: Q2 2013
- **FAL Start**: Q2 2014
- **First Flight**: Q4 2014
- **Entry Into Service**: Q4 2015

**A320neo - Seamless integration into the final assembly flow**
NEO leads the MAX in orders and customers

61 Customers*
Including customers converting 120 A320ceo
4% conversions

A320neo 3,272 orders

737 MAX 2,295 orders

43 Customers
Including 12 customers converting 234 NG
10% conversions

60% preference for A320neo

Data to end September 2014
Source: Airbus & Boeing
The single aisle market is moving to larger aircraft

A320 Family deliveries (% units)

2006  2008  2010  2012  2014*

<table>
<thead>
<tr>
<th></th>
<th>A321</th>
<th>A320</th>
<th>A319</th>
<th>A318</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>10%</td>
<td>43%</td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>17%</td>
<td>54%</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>13%</td>
<td>74%</td>
<td>13%</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>18%</td>
<td>73%</td>
<td>8%</td>
<td></td>
</tr>
<tr>
<td>2014*</td>
<td>31%</td>
<td>62%</td>
<td>7%</td>
<td></td>
</tr>
</tbody>
</table>

Market trend

Clear demand for larger and more efficient aircraft

* Projected delivery mix for 2014

Source: Airbus Orders & Deliveries
Airbus widebody Family - matching market needs
Airbus serving the wide-body market

- Complex offering
- Basic offering
  - Cabin classes
  - Comfort
  - Schedule
  - Price
  - Reliability

Market
- Long Haul trunk routes
- Long Haul developing routes
- Regional routes

Seat capacity ~600

Airbus wide-body Family
- Matched Capacities

~200
Over 1,300 A330 sales

- 1,354 Orders
- 1,120 Deliveries
- 234 Backlog
- 106 Operators

A330

A take-off or landing every 22 seconds with 99.4% reliability

Largest widebody operator base

At end September 2014
Well-defined Airbus A330 Family product strategy

Efficiency

A330 development
- Matching market needs
- Ensuring program continuity

Today

2015

2017

• 12% fuel burn saving per trip
• More seats
• More range
• 14% fuel burn savings per seat
• EIS Q4 2017

• 242t: more productivity and fuel efficiency
• Regional: optimised for domestic and regional operations
Strong A330neo launch

Air Asia X
50 x A330-900neo

Transaero
12 x A330-900neo
8 A330-300

Hawaiian Airlines
6 x A330-800neo

Unannounced airline
4 x A330-800

Air Lease
25 x A330-900neo

Avolon
15 x A330-900neo

CIT
15 x A330-900neo

As at 31st August, 2014

A330neo launch

4 airlines

3 lessors

127 commitments
A350 XWB: Now certified

Orders: 750

Customers: 39

Backlog: 750

A350 XWB - On track for EIS Q4 2014
A350 XWB firm order status

As of end September 2014

A350 XWB
- 750 orders
39 customers
31 Countries
3 Alliances
5 Lessors

As of end September 2014
1st A350-900 for Qatar Airways
A330 & A350 – Complementary twins

A350XWB

A clean sheet of paper design for uncompromised comfort and efficiency

On track for EIS Q4 2014

A350-1000 has 15% cost per trip advantage over 777-9X

A330

Proven, versatile, reliable and continually improved

242t MTOW on target for EIS Q2 2015

A330neo: 14% lower fuel burn. EIS Q4 2017
A380 takes off or lands every 5 minutes

- 318 Orders
- 143 Deliveries
- 175 Backlog
- 12 Operators

Average daily utilisation: >13 hrs

65 million passengers
1,510,000 flight hours
178,000 revenue flights

Orders & deliveries to end September 2014
17th September.....Qatar Airways became the 12th A380 operator
Etihad will be the next operator in 2014
The A380 Network extends to 41 destinations, served by 81 routes

- **2014 A380 network additions**
  - Dallas
  - Mumbai, Delhi
  - Kuwait
  - London Gatwick
  - Barcelona
  - Shenzhen
  - Abidjan

**Current A380 routes**
- Amsterdam
- Beijing
- Bangkok
- Beijing
- Brussels
- Cairo
- Chengdu
- Doha
- Frankfurt
- Guangzhou
- Hong Kong
- Houston
- Istanbul
- Jakarta
- Johannesburg
- Kuwait
- London
- Kuala Lumpur
- Madrid
- Manchester
- Miami
- Moscow
- Munich
- Mumbai
- New York
- Osaka
- Paris
- Shanghai
- Seoul
- Singapore
- Tokyo
- Toronto
- Washington
- Zürich

**Future A380 routes**
- Abu Dhabi
- Athens
- Auckland
- Auckland
- Athens
- Bangkok
- Beijing
- Brussels
- Cairo
- Chengdu
- Doha
- Frankfurt
- Guangzhou
- Hong Kong
- Houston
- Istanbul
- Jakarta
- Johannesburg
- Kuwait
- London
- Kuala Lumpur
- Madrid
- Manchester
- Miami
- Moscow
- Munich
- Mumbai
- New York
- Osaka
- Paris
- Shanghai
- Seoul
- Singapore
- Tokyo
- Toronto
- Washington
- Zürich
The Airbus Family is well placed to meet future market needs

- The undisputed VLA market leader
- Certificated EIS 4Q 2014
- Strong market momentum & recognition
- Continual Improvements to match market needs
- Almost 11,000 sales
- NEO is the clear market preference