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Head of A350 XWB Programme

A350 XWB Programme Update
Deutsche Bank Presentation
Safe Harbour Statement

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Content

- Achievements & Flight Test campaign
- Route to industrial ramp-up
- Customers
- A350-1000 status
5 Development Aircraft kicking into life in 2013…

January
MSN001 in Sta30

February
MSN001 & 003 in FAL

March
MSN001 GVT

April
MSN001 & 003 in C63

May
MSN001 painted

June
MSN001 First Flight

July
MSN002 moving to Sta 30

August
MSN003 First Flight

September
MSN002 cabin installation

October
MSN004 fuselage jiontion

November
MSN005 moving to Sta 40

December
MSN006 arrival in FAL
Flight Test campaign key achievements

- System Tests performed
- RAT perfo assessment
- WAI perfo assessment
- AUTOLAND tests + Auto-Pilot / Auto-Thrust / Flight Director functional
- Lapse-Rate Take Off completed
- Climb perfo for AFM completed
- Take Off perfo for AFM completed
- Aero Configuration completed
- Flutter tests completed
- Ice shapes development campaign performed
- Stall ref. speed certification tests completed
- Braking
- Landing Gear freefall envelope fully open
- Brake to Vacate started
Successfully conducted Ultimate Load test without any structural damage
MSN003 high altitude tests Bolivia

- 13 hours long flight to Bolivia without any technical issue
- La Paz 13,300 feet above sea level
- Demonstration & validation of engines, APU and systems functionality under extreme conditions during take-off and landing
- Stop-over at Martinique (higher temperature and humidity)

MSN003 successfully performing high altitude tests
A350-900 Flight test Aircraft progress

On track for Type Certification and EIS in second half 2014

**A350 XWB Programme Update**

| MSN005 | Cabin, Operability, Training, ETOPS, Route Proving |
| MSN004 | Avionics development Certification |
| MSN002 | Cabin development Certification |
| MSN003 | Performance Systems & Powerplant |
| MSN001 | Flight Envelope Systems & Powerplant |

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Flight tests campaign progressing

**MSN001 / MSN003**

- MSN001 First Flight 14th June 2013
- MSN003 First Flight 14th Oct 2013

**Development A/C flying**

- 2 development A/C flying

**YET MORE THAN 860 CUMULATED FLIGHT HOURS**

- Average of 88 FH / aircraft / month
All development aircraft have entered the FAL

- **MSN001**
  - Active flight testing ongoing

- **MSN002**
  - First cabin-fitted aircraft
  - Cabin completion ongoing

- **MSN003**
  - Active flight testing ongoing

- **MSN004**
  - Station 22 / painting

- **MSN005**
  - Second cabin-fitted aircraft
  - Station 30
All development aircraft have entered the FAL

MSN004

- Active flight testing ongoing
- Flight testing started
- First cabin-fitted aircraft
- Cabin completion ongoing
- Station 22 / painting
- Second cabin-fitted aircraft
- Station 30

MSN004 moving to Sta 18
All development aircraft have entered the FAL

**MSN005**

- Active flight testing ongoing
- Flight testing started
- First cabin-fitted aircraft
- Cabin completion ongoing
- Station 22 / painting
- Second cabin-fitted aircraft
- Station 30

**MSN5 in Station 30 A50**
Preparation to EIS with Airline 1

Flight test conditions to mirror Airlines operations measuring the same KPI’s such as Operational Reliability, Operational Interruptions, etc.

Innovation to address maturity at EIS
Content

- Achievements & Flight Test campaign
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- A350-1000 status
Transition from development to serial production

Key success factors:
- Certification on time
- Industrial readiness
- Customers requirements

Convergence of technical and industrial maturity and customer needs
Ramp-up Structured approach

Focussing on 5 top priorities:

- Design stability
- Critical Suppliers
- Missing parts
- Quality
- Customization
Customer Definition Activity is ramping-up: 5 CDF’s in 2013 – 10 in 2014 – 13 in 2015
A350 RC Convergence Toolbox

RC Convergence Project

Business Improvement Steering

MAKE (incl. Buy in Make consumption)

DtC (Make & Buy)

Transverse Projects

Transverse Process Improvement

Transverse Engineering

Strategic Supplier Convergence

Transverse Sourcing (incl. Buy in Make contract)

-900 RC Convergence

-1000 RC Convergence

Hourly Rate

DtC Process & Tools
A350 EBIT pre R&D before One Offs

Ramp - UP

RC - Buy / Make

Early aircraft

Rank 100

PRICE

Launch Price A350

Launch Price A350 XWB

Serial Price A350 XWB
Content

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A350 XWB

Firm order status – end December 2013

30 Countries – 3 Alliances – 6 Leasing companies

Asia & Pacific

America

Africa & Middle East

Europe

Private Customer

Leasing Companies

Alliances

812 orders from 39 Customers (incl. 189 -1000)
MSN006 First Customer aircraft

MSN006 first Customer aircraft entered in the FAL
Catalogue enrichment 2011 – 2013

Where we started

- Solstys
- CL3620
- Pinnacle
- 5751

2012

- Equinox
- Journey
- Arcus
- Cirrus
- Bars
- Nespresso maker
- Flex floor path marking
- Hybrite NELIs

2013

- Z300
- Celeste*
- Still expanding!
- PYC 5810

Constant catalogue enrichment demonstrated

High level of customer adherence to the catalogue
Content

- Achievements & Flight Test campaign
- Route to industrial ramp-up
- Customers
- A350-1000 status
A350-1000 development

- Low risk development from -900
- Industrial means launched
- Detailed design freeze by end-2013
- On track for EIS mid-2017

A350-1000 endorsed by the market (Total 189 A/C - 10 customers)
A350-1000 derived from -900

- Higher thrust engine: Trent XWB, 97,000 lb thrust
- Revised wing trailing edge structure (ext TE)
- + 5 frames
- + 6 frames
- 6 wheel bogie main landing gear
- 1 frame longer MLG bay
- Reinforced structure where needed
- High systems commonality

A350-1000 development from A350-900 is low risk

Common Supply Chain with -900
A350-1000 market growing

~6,500 units for A350

~1900 units
(+26% since A350 XWB launch)

-1000 production rate increase to answer market needs

Twin-aisle passenger aircraft
Source: Airbus GMF 2012
Industrial Enablers
Investing for additional capacity and ramp-up

New Station 30

New Station 50
Instead current St. 59

New Station 59
Sections preparation

Industrial Set-up sized to rate 13 and flexibility across A350 family
A350-1000 – Trent XWB-97 Powerplant

Dedicated TXWB-97 FTB campaign in less than 2 years
Next steps

- Certification on time on H2 2014
- Deliver mature aircraft at EIS
- Ramp-up gates to be secured (Supply Chain,...)
- Execution of new Customization policy
- Investing for additional capacity and ramp-up
- Capitalize on the A350 family position to increase market share