Airbus Overview
Toulouse
April 9th, 2014
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- Significant collective bargaining labour disputes;
- The outcome of political and legal processes, including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
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- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties.

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Any forward-looking statement contained in this presentation speaks as of the date of this presentation. EADS undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.
13,918 aircraft sold
8,397 delivered
397 operators
25,000 daily flights

To end March 2014
## 2013: A year of new industry records for Airbus

<table>
<thead>
<tr>
<th></th>
<th>Orders</th>
<th>Backlog</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1,619</strong> gross orders</td>
<td>1,503 net</td>
<td>5,559 aircraft</td>
</tr>
<tr>
<td>1,608 (Airbus 2011)</td>
<td>1,419 (Airbus 2011)</td>
<td>4,682 (Airbus 2012)</td>
</tr>
</tbody>
</table>

### Industry records for a single Programme

- Single-aisle year-end backlog (**A320 Family**): 4,298 aircraft
- Single-aisle deliveries in a year (**A320 Family**): 493 aircraft
- Wide-body deliveries in a year (**A330 Family**): 108 aircraft
Airbus and Boeing world market share

Net order share since 1995

Airbus
- 2013: 53%
- 1,503 aircraft

Boeing
- 2013: 47%
- 1,355 aircraft
2014 gross market share

Units

Airbus 158
36.5%

Boeing 275
63.5%

433 industry orders

Revenues

Airbus $28.0bn
49.5%

Boeing $28.6bn
50.5%

$56.6bn industry

Data to end March 2014
2014 net market share

**Units**

- **Airbus**
  - Units: 103
  - Units market share: 30.5%

- **Boeing**
  - Units: 235
  - Units market share: 69.5%

**Revenues**

- **Airbus**
  - Revenues: $20.3bn
  - Revenue market share: 45%

- **Boeing**
  - Revenues: $25.0bn
  - Revenue market share: 55%

Data to end March 2014
More than 600 Airbus deliveries in 2014

Airbus production – Output at record levels
Delivery comparison

Annual deliveries

Airbus
Boeing

Deliveries
Stable Airbus production in 2014
## Airbus order backlog

<table>
<thead>
<tr>
<th>Aircraft</th>
<th>Backlog</th>
</tr>
</thead>
<tbody>
<tr>
<td>A320ceo</td>
<td>1,572</td>
</tr>
<tr>
<td>A320neo</td>
<td>2,675</td>
</tr>
<tr>
<td>A330</td>
<td>266</td>
</tr>
<tr>
<td>A350 XWB</td>
<td>812</td>
</tr>
<tr>
<td>A380</td>
<td>196</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5,521</strong></td>
</tr>
</tbody>
</table>

### Market reasoning

- **Need for capacity to absorb growth.**
- **No all-new designs to come in the near-term.**
- **Attractive fuel savings.**

Backlog at end March 2014
2013 Airbus order backlog by region

Airbus backlog and GMF

North America: 12% (backlog), 20% (GMF)
Asia Pacific: 34% (backlog), 38% (GMF)
Europe & CIS: 18% (backlog), 24% (GMF)
Africa: 1% (backlog), 3% (GMF)
Latin America: 7% (backlog), 8% (GMF)
Middle East: 10% (backlog), 7% (GMF)
Lessors: 17% (backlog)

Data to end 2013. Corporate, MRTT less than 1%
Airlines are buying bigger aircraft

Heathrow Defies Capacity Cap as A380 Aids Passenger Increase
Bloomberg
By Kari Lundgren - Jan 13, 2014

London’s Heathrow Airport, which has operated close to capacity since the start of the decade, added 2.4 million passengers last year as airlines eked out seats by operating bigger planes including the Airbus A380.

Europe’s busiest hub attracted 72.3 million travellers in 2013, up 3.4 percent on 2012’s 69.9 million, even as the number of flights stagnated, according to a statement today. Seats per aircraft increased by 2.8 percent on average.

Heathrow is fighting for the opportunity to build a third runway after being limited by the flight capacity of its two existing strips. Carriers have responded by boosting the average size of jets there, led by a surge in A380 operations that have made the airport the third-busiest in the world for the superjumbo, according to Airbus, up from fourth in 2012.
Airbus products

Airbus products – a full range of fuel-efficient products

A380 Family

A350 Family

A330 Family

A320 Family
1,253 new A320 Family orders in 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total firm orders</td>
<td>10,253</td>
</tr>
<tr>
<td>Total deliveries</td>
<td>6,006</td>
</tr>
<tr>
<td>Firm order backlog</td>
<td>4,247</td>
</tr>
</tbody>
</table>

A320 Family takes-off or lands every 2 seconds with 99.6% reliability.

Commercial data to end March 2014.
In-service data of summer 2013.
A320 Family production rate to increase to 46

A320 production –
Rate 42 today.
Rate 44 Q1/2016,
rate 46 from
Q2/2016
## A320 Family

<table>
<thead>
<tr>
<th>Seats*</th>
<th>Balanced capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>185 to 220</td>
<td></td>
</tr>
<tr>
<td>150 to 180</td>
<td></td>
</tr>
<tr>
<td>124 to 150</td>
<td></td>
</tr>
</tbody>
</table>

*Distinct capacity steps between models to best serve market growth*
A321, CEO and NEO is the best-selling aircraft in its class

As of end March 2014

- More than 2,000 Orders,
- 95 customers

As of end March 2014
Strong demand for A321s in 2013

- Over 600 A321 orders, commitments and type conversions*

*From A319/A320 to A321. To end 2013, including undisclosed customer(s)
Airbus single-aisle strategy builds on proven values

Efficiency

A320 Family
Most deliveries now equipped with Sharklets

15% fuel burn saving

Up to 4% fuel burn saving

2012  2015
6,000th A320 Family delivery March 6th, 2014
A320 family seat count evolution

- **Balanced capacity**

- **A320 Family**
  - Distinct capacity steps between models to best serve market growth

- **Seats**
  - 185 to 240
  - 150 to 189
  - 124 to 156

- **A321neo with up to 240 seats.**
- **A320 with up to 189 seats**
  - Both subject to certification
More room for innovation - Cabin enablers available today

- **Space-Flex***: Up to +9 seats
- **Smart Lav****: Up to +6 seats
- **Higher exit limit**: A320 at 189 seats

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Innovation

More seats with similar comfort level

- * in service,
- ** 2015
A320 from 180 to 189 seats

189 seats with mixed 29”/28” seat pitch

Space Flex + all aft seats 28” pitch = 3 seats

CAS + 3 seats =

Subject to certification approval
Featuring new engines and Sharklets

A320neo

- 15% lower fuel burn, more range
- Most comfortable single aisle
- High commonality with A320ceo
Every inch counts

A320neo

12”
Up to

7”
wider

Up to 18”

A320
Improved engines

Higher by pass ratio 12:1

Higher EGT margin

Lower engine DMC cost
A320neo engine selection

37.5% Not yet selected
31.0%
31.5%

A320 Engine selection
Equal split between engine manufacturers

Data to end February 2014
Source: Press releases
**A320neo programme is on schedule**

<table>
<thead>
<tr>
<th>Industrial Launch</th>
<th>End of concept</th>
<th>End of Design</th>
<th>FAL Start</th>
<th>First Flight</th>
<th>Entry Into Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 2010</td>
<td>Q4 2014</td>
<td>Q4 2015</td>
<td></td>
<td>Q4 2015</td>
<td></td>
</tr>
</tbody>
</table>

**Concept**

**Integration & Qualification**

A320neo

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

Data to end March 2014,
Source: Airbus Orders & Deliveries, Boeing.com

50 customers

A320neo 2,675 orders
737 MAX 1,934 orders

26 customers + unidentified

A320 Family
60% prefer A320neo
NEO - more range, more markets

<table>
<thead>
<tr>
<th>Aircraft</th>
<th>Range</th>
<th>Additional Payload</th>
</tr>
</thead>
<tbody>
<tr>
<td>A319</td>
<td>3,600 nm</td>
<td>+600 nm or 2t</td>
</tr>
<tr>
<td>A320</td>
<td>3,250 nm</td>
<td>+500 nm or 2t</td>
</tr>
<tr>
<td>A321</td>
<td>3,100 nm</td>
<td>+650 nm or 5t</td>
</tr>
</tbody>
</table>

extra range opens new market opportunities
A321 - the 757-200/767-200 replacement

Up to 240 seats. Most cost-effective successor
You’d never accept this...
So why would you accept this?
Airbus Wide-body Family: matching market demand
Airbus serving the widebody market

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

Seat capacity ~600
Seat capacity ~200

Demanded level of service
- Cabin classes
- Comfort
- Schedule
- Price
- Reliability

Complex offering

Airbus widebody family - market matched capacities
Wide-body sales in 2013

Net passenger and freighter wide-body orders in 2013

- **A380**: 42
- **A350**: 230
- **A330**: 69
- **747-8**: 12
- **777X**: 66
- **777**: 47
- **787**: 182
- **767**: 2

**2013 orders**

- **Airbus wide-body**: 341
- **Boeing wide-body**: 309
1000th A330 delivery in 2013
New developments keep the A330 competitive

1,336 total firm orders
1,070 total deliveries
266 backlog

To end March 2014
242t A330 – On target for delivery to Delta

Status
In production
Q1 2014

EIS
May 2015
A330 Regional
A330 Regional: The Regional Wide-body Solution

Status
Launched Q3 2013
EIS 2015
A330 dominates the Asia-Pacific regional market

Route frequencies <3000nm (GC distance)

The regional twin-aisle reference

- A330
- 767-300/300ER
- 787
- 777-200/ER

Representative month: September 2013
A330 serving Asia’s domestic and regional markets

Assumptions: JAR 3%, 200nm diversion.
85% annual reliability winds, 3% track allowance

A330
The regional twin-aisle reference

2,700nm with 400 pax
A330-300 @199t MTOW
Number of congested airports to increase exponentially

In 20 years -
There will be 75% more congested airports than today

Aviation Mega Cities 2012-2032 (Congestion Level 2 & 3)

Source: GMF 2013, Airbus
Wide-bodies help to cope with insufficient airspace

Example: tower control for airspace (30km width) – ICAO rules

<table>
<thead>
<tr>
<th>Width (km)</th>
<th>Seats</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>900</td>
<td>+39%</td>
</tr>
<tr>
<td>6</td>
<td>1,250</td>
<td>+95%</td>
</tr>
<tr>
<td>6</td>
<td>1,750</td>
<td></td>
</tr>
</tbody>
</table>

Widebody benefit -
Double the seats in the same airspace
Other A330 market opportunities

A330 markets
- Mid-size freighter
- MRTT
A350 XWB shaping efficiency

- 812 firm orders
- 39 customers
- 812 backlog

A350 XWB
- 25% lower cost
- 18in comfort in efficient 9-abreast economy

Data to end March 2014
A350 XWB on track for delivery to Qatar Airways later this year
A350-1000

On-track for EIS mid 2017
Very Large Aircraft product positioning - Tomorrow

- A380
- A350-1000

Positioning:
- A380 and A350-1000 boxing in the 777-9X

Passenger Capacity

777-9X

A380

A350-1000

777-8X
A380 economics, explained

Heathrow – LAX daily service

5% more premium seats,
7% fewer non-premium seats
1% fewer total seats

British Airways statement, February 2014 as reported by Airline Weekly.
Twice daily A380 LHR-LAX summer 2014

A380 economics

“19% lower trip costs”
(and a valuable Heathrow slot freed up)