Airbus Innovation Days
Commercial Update
World real GDP and passenger traffic growth (year-over-year)

- World real GDP
- World passenger traffic (ASKs)

End April 2015 to 2016
Source: IHS Global Insight, OAG, Airbus

Passenger traffic
up 5.9%
outperforming GDP growth

World real GDP and passenger traffic growth (year-over-year)
Growth in ASKs (year-over-year)

- Emerging markets traffic: 8.2%
- Western Europe traffic: 4.9%
- US traffic: 3.3%

Dominated by AA, DL and UA in the USA
Driven by LCCs in Europe
Slowing in Emerging Markets

Source: OAG, Airbus. End April '16
Meeting market demand

6,400 new Airbus orders in last 5 years*
16,443 Total sales

*End 2010- April 2016
Airbus vs. Boeing order intake

53% market share in last 5 years*

*From end 2010 to end April 2016
A320 Family orders and deliveries

5,479 aircraft
8 years of production at rate 60

Assuming book-to-bill = 1 from 2016-2020
Air travel has overcome external shocks

World annual traffic (RPKs - trillions)

Air travel is resilient

Air travel has doubled since 2002

Source: ICAO, Airbus
Preliminary 2015 traffic data

Air travel has overcome external shocks

Oil Crisis  Oil Crisis  Gulf Crisis  Asian Crisis  9/11 SARS  Financial Crisis


0  1  2  3  4  5  6  7

~100%
World air traffic growth

World annual RPK* (trillion)

Air traffic forecast to double again over the next 15 years

Source ICAO and 2015 Airbus Global Market Forecast
Market growth

driven by increasing middle class populations
Middle class growth will be driven by Asia-Pacific

Middle Class*, millions of people

<table>
<thead>
<tr>
<th>Year</th>
<th>History</th>
<th>Forecast</th>
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</thead>
<tbody>
<tr>
<td>2004</td>
<td>1,792</td>
<td></td>
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<tr>
<td>2014</td>
<td>2,703</td>
<td>3,671</td>
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<td>2024</td>
<td>1,856</td>
<td>2,579</td>
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<td>2034</td>
<td>4,721</td>
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</table>

* Households with yearly income between $20,000 and $150,000 at PPP in constant 2014 prices

Source: Oxford Economics, Kharas (Brookings 2012) Airbus GMF
RPK traffic by airline domicile (billions)

- **Asia-Pacific**: 29%
- **Europe**: 25%
- **North America**: 25%
- **Middle East**: 9%
- **Latin America**: 5%
- **CIS**: 4%
- **Africa**: 3%

2014 world traffic growth: 4.6%

Source: Airbus GMF 2015
RPK traffic by airline domicile (billions)

- **Asia-Pacific**: 2014 traffic (36%)
- **Europe**: 21%
- **North America**: 17%
- **Middle East**: 13%
- **Latin America**: 6%
- **CIS**: 4%
- **Africa**: 3%

**2034 world traffic**

Asia-Pacific airlines to lead World traffic by 2034

20-year world annual traffic growth **4.6%**

Source: Airbus GMF 2015
A320neo: 1st deliveries to India

A380: ANA to be 8th Asian operator

A350 XWB: 33% of total order book

A330neo: Garuda is the 3rd Asian airline to order
Excluding undisclosed customers

31% of the Airbus in-service fleet

1,100+ aircraft order backlog.

- **A380**: 50 daily flights at Heathrow
- **A350 XWB** “Unreservedly positive” for Finnair
- **A320neo**: 16% fuel savings for Lufthansa
- **A330neo**: TAP Air Portugal to be the first operator

1,100+ aircraft order backlog.
A320neo: chosen by American, Frontier, Hawaiian, JetBlue, Spirit & Virgin America

A330neo: Orders from Delta, Hawaiian

A380: serving 11 cities in the Americas

A350 XWB: TAM first operator in the Americas

The Americas

23% of the Airbus in-service fleet

1,000+ aircraft order backlog
A320neo: Air Cote D’Ivoire place first order in Africa

A380: Emirates introduce a 615 seat version

Ethiopian 1st to fly A350 XWB in Africa


10% of the Airbus in-service fleet

450+ aircraft order backlog
A320 Family

An A320 takes off or lands every 2 seconds

12,499 Orders
7,020 Deliveries
5,479 Backlog

End April 2016
Delivery of 7,000\textsuperscript{th} A320 Family - 3\textsuperscript{rd} May 2016
A321

2,800 sales to over 100 customers

40% of A320 Family deliveries in 2016

End April 2016
“We expect the A320neo to achieve around 16-17% lower fuel burn per seat based on identical aircraft capacity”

Carsten Spohr
Chairman of the Executive Board and CEO of Deutsche Lufthansa AG
January 2016

A320neo in operation

16.5% less fuel

ISO seats
2-class, 150 pax
800nm
Single Aisle market shares
NEO vs. MAX

A320neo
82 customers
4,515 orders

737 MAX
3,090 orders
62 customers

NEO leads MAX
More orders from more customers
59% overall market share (68% in 2015)
End April 2016
A321neo
Undisputed market leader with
79% Market share

End April 2016

MAX 9
294
21%

A321neo
1,114
79%
A321LR

4,000nm range

Worldwide market potential of 1,000 aircraft

North - South routes
special focus on Brazil

East coast – Europe

Europe - West Africa

Eastern Europe – India

Europe - Middle East & Central Asia

Australia – South-east Asia
Firm gross orders for the past five years

### Middle of the Market

**Last five years**

- **A330-300/900**
- **A330-200/800**
- **A321/A321neo**
- **A320/A320neo**
- **787-9**
- **787-8**
- **737-900/MAX 9**
- **737-800/MAX 8**

**Airbus is the clear market leader**
Middle of the Market

- A330-300/900
- A330-200/800
- A321/A321neo
- A320/A320neo
- 787-9
- 737-800/MAX 8

The Boeing Gap
An **A330** takes off or lands **every 20 seconds**

- **1,634** Orders
- **1,276** Deliveries
- **358** Backlog

End April 2016
A330neo

Aerodynamic improvements
• New A330 sharklets
• Increased span
• Aero improvement

Cabin developments
• Up to 10 more seats
• Airspace

Commonality
• 95% spares commonality with A330
• Same type rating as A330ceo
• Common type rating as A350 XWB

New Generation Engine
• Increased fan size (from 97.5 to 112in)
• 11% Lower fuel burn at Powerplant level
• Latest engine performance improvements
New sharklets & aero optimisation

More seats
Superior comfort
Longer range
Better economics

Increased wing span to **64m** (+3.7m)

Composite Sharklet extension
Optimised Slat1
Optimised upper belly fairing
Optimised wing twist

Stays within Code E category

3-class configurations
A330neo

- 14% fuel efficiency improvement per seat
- Full commonality with A330
- Same Type Rating as A350 XWB
- 186 orders from 10 customers

End April 2016
Airspace
by Airbus

Creating attractive space through

COMFORT
AMBIENCE
SERVICES
DESIGN
<table>
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<tr>
<th></th>
<th>A330-800</th>
<th>787-8</th>
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<td>242t MTOW</td>
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<td>244</td>
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<tr>
<td>Seats (3-class)</td>
<td>257</td>
<td>244</td>
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<tr>
<td>Range (nm)</td>
<td>7,480</td>
<td>7,380</td>
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<td>Fuel/seat</td>
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<td>+2.5%</td>
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<tr>
<td>COC/seat</td>
<td>datum</td>
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**A330-800**

More seats
Superior comfort
Longer range
Better economics

3-class configurations
<table>
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<tbody>
<tr>
<td>242t MTOW</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Seats (3-class)</td>
<td>287</td>
<td>283</td>
</tr>
<tr>
<td>Range (nm)</td>
<td>6,550</td>
<td>7,830</td>
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<tr>
<td>Fuel/seat</td>
<td>datum</td>
<td>+2%</td>
</tr>
<tr>
<td>COC/seat</td>
<td>datum</td>
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More seats  
Superior comfort  
Better economics  

3-class configurations
A350 XWB

804 Orders
24 Deliveries
780 Backlog

At May 31st 2016
Creating attractive space through
COMFORT AMBIENCE SERVICES DESIGN
“Our overall experiences of the new aircraft type are unreservedly positive. We have seen a clear improvement in customer satisfaction on the routes we have operated with the new aircraft”

Pekka Vauramo
CEO Finnair

Deliveries at May 31st 2016
A350-1000
EIS in 2017

Development on track

181 orders from 10 customers

End April 2016
A350-1000

1,000 aircraft replacement market

Vs. 777-300ER
-40t MTOW
-23% cost/seat
+450 nm range

A350-1000 366 seats
777-300ER 371 seats (+5)
A350-1000

An exceptional product

vs. 777-9
-35t OWE
-7% cost/seat
+400nm range

A350-1000 366 seats
777-9 398 seats (+32)
“Strategically, the ULR is very important to us”

2020

Less fuel*: -2%
More range**: +500nm
More payload*:+5t

A350-900
Developing fast

A valuable improvement package

Worth
$4 million additional
Present Value

*6000nm sector
** @ max pax
An A380 takes off or lands **every 3 minutes**

- **319** Orders
- **187** Deliveries
- **132** Backlog

End April 2016

AIRBUS
2014 Aviation Mega-Cities

2014

47
Mega-Cities

36
served by A380

90%+ of long-haul traffic

>50,000 daily long-haul passengers
>20,000 daily long-haul passengers
>10,000 daily long-haul passengers
2024 Aviation Mega-Cities

2024

75 Mega-Cities

93%+ of long-haul traffic

>50,000 daily long-haul passengers
>20,000 daily long-haul passengers
>10,000 daily long-haul passengers
Weekly A380 departures from Hong Kong

Dubai
February 2011

Paris
May 2014

London
October 2013

Frankfurt
November 2015

Seoul
July 2014

Bangkok
October 2010*

Singapore
July 2009

OAG May 2016
Flights = take offs+ landings
* Seasonal route
A380 at Los Angeles

24 daily flights

Los Angeles

- Seoul: August 2014
- Tokyo: July 2011
- Guangzhou: October 2012
- Sydney: October 2008
- Melbourne: October 2008
- London: September 2013
- Frankfurt: April 2015
- Paris: May 2012
- Dubai: December 2013
- Seoul: October 2011
- Guangzhou: October 2008

OAG March 2016
Flights = take offs + landings

Airbus
8% of all passengers in 2015 flew on an A380, rising to 10% in 2016*.

*projected
Independent agency surveying over 2,000 passengers arriving on A380 flights at LHR.

60% of passengers are ready to make a special effort to fly A380.

20% are willing to pay more.
A380: 1st for customer satisfaction*

Average passenger recommendation, from 1 to 10

First class

Business class

Premium Economy

Economy class

380

777

(*) 95% satisfaction
Comfort

Airbus products offer superior comfort

18”
Efficiency

Airbus products offer superior efficiency
Airbus products offer superior profitability
Comfort

Efficiency

Profitability